

Billboard

The International Music-Record Newsweekly

WB Cartridge Distrib Deals

LOS ANGELES—Warner/Reprise has set up a new exclusive tape distribution arrangement covering open reel and CARtridges. Muntz Stereo-Pak will now handle 4-track duplication and distribution and Ampex will duplicate all 8-track cartridges and sell the product through its distribution outlets. Greenleaf, which formerly handled only Reprise merchandise for open reel tape, has now also been granted the Warner Bros. line.

(Continued on page 18)

ITCC 'DISNEY' \$ TO CAL ARTS

NEW YORK—International Tape Cartridge Corp. last week acquired the exclusive cartridge rights to the Vista LP, "The Music of Walt Disney—From 'Snow White' to 'Mary Poppins,'" and will contribute all profits from its sale to the California Institute of the Arts.

ITCC President Larry Finley informed distributors that the Vista package will be issued in both 4 and 8-track cartridge form within 30 days. He called on distributors to similarly pass along their profits from the sale of the package to Cal Arts.

Kirshner Thinks Up Gems In Triple-Front Assault

By MIKE GROSS

NEW YORK—Don Kirshner, president of both the music publishing subsidiaries of Co-

AFM Widens 'Strings' Plan

By FRED KIRBY

NEW YORK—A major expansion in the Congress of Strings program is being prepared for this year by the American Federation of Musicians. This is in line with the belief of Herman Kenin, international president, that there's a need for good string players in this country's symphony orchestras. He cites the initial group of young musicians, who helped inaugurate the program in 1959. Of this group of about 100, some 20 per cent are now in regular orchestras. Included are musicians with the Boston Symphony, Detroit Symphony, Cleveland Orchestra, Minneapolis Symphony, American Symphony, Pittsburgh Symphony,

Columbia Pictures-Screen Gems and the new Colgems label, which launched the Monkees, has blueprinted an expansion program that includes a move-in on the Broadway musical theater, a buildup of his music publishing enterprises, and a development of Colgems with new artists and properties.

As head of Colgems, which is tied in with RCA Victor on a distribution deal, Kirshner has been having talks with Victor vice-president George R. Marek on the possibilities of bringing the young writers in his music publishing fold to the Broadway musical scene. Kirshner feels that his writers, who have been highly successful in the pop areas, can now branch out into the theater, which is in need of new musical forms. The discussions with Marek centered on possible properties and produc-

Bach Society, National Symphony of Washington, Omaha Symphony, Los Angeles Philharmonic and the San Francisco Symphony.

(Continued on page 46)

ers. On the latter end, David Merrick and Alexander Caben were mentioned as producers who would consider gambling on the new writers. Kirshner also indicated that there was a possibility of joint financing of a theatrical production between RCA Victor and Columbia Pictures-Screen Gems.

Soundtrack Area

In another Colgems area, Kirshner is steering soundtracks from Columbia Pictures' release to the label. Soundtracks recently set on Colgems are "The Professionals" and "Murderer's Row." Upcoming soundtracks set for release on the Colgems

(Continued on page 12)

'Controversy' LP Hits Newsstands

LOS ANGELES—Capitol has taken the plunge into newsstand sales for its explosive new Probe album "The Controversy" which covers the assassination of President Kennedy and the ruckus over the Warren Commission's Report. (See "Controversy" story, page 3).

(Continued on page 8)

Williams Free Agent—Dealing With Firms

By ELIOT TIEGEL

LOS ANGELES—Andy Williams is currently a "free recording artist." His contract with Columbia terminated in mid-November. Alan Bernard, Williams' manager, confirmed he was negotiating for Williams'

services with a number of major and independent labels.

"We should know by the end of February what we'll do," Bernard said. "Andy can either free-lance or make an affiliation of some kind." Among the labels Bernard has been talking with

(Continued on page 12)



Willie Bobo is the star on Varus' "Celebrity Scene" for January. The singer/drummer, equally successful in the Latin, jazz and pop markets, is featured on a special air play set for D.R. It includes "Sack It to Me" (VW 12842) and other hits from his two Varus albums, "Uno-Dos-Tres" (VW-8543) and "Feelin' So Good" (VW-8565). (Advertisement)

Albert to Produce Country TV Show

By CLAUDE HALL

NEW YORK—Plans for an hour TV special in prime time devoted to country music were unveiled here Friday (6) by Eddie Albert, star of the CBS-TV network show "Green Acres." The show, which will be filmed in Nashville, will feature about 12 of the biggest names in country music singing some of their major hits.

Albert will co-produce the color special with Gregg Garrison, who'll also direct the show. Garrison is producer-director of "The Dean Martin Show" on TV. Albert and Garrison were scheduled to spend the weekend in Nashville mapping out further plans for the show and meeting with music people. Albert hopes to have the script finished by Feb. 15. Shooting is expected to be done in Nashville in April, and the show will be aired on network TV probably in the fall.

Albert got the idea for the show after recently recording an album in Nashville under aka producer Bob Johnson. The Columbia Records LP—"The Eddie Albert Album"—has just been released. No stranger to the record field, he had the hit, "Little Child," on Kapp Records several years ago. Albert was slated to perform on the "Grand Ole Opry" Saturday (7).

(Continued on page 6)



The Doors will be the most talked of new group in 1967. Their debut album and first big single, "Break on Through," are backed by the most extensive promotion campaign in Elektra history. There is an album of overwhelming intensity, a veritable tidal wave of potent electric sound that signals a major breakthrough in contemporary music. "The Doors" (EK 4007 mono; EK 74007 stereo). (Advertisement)

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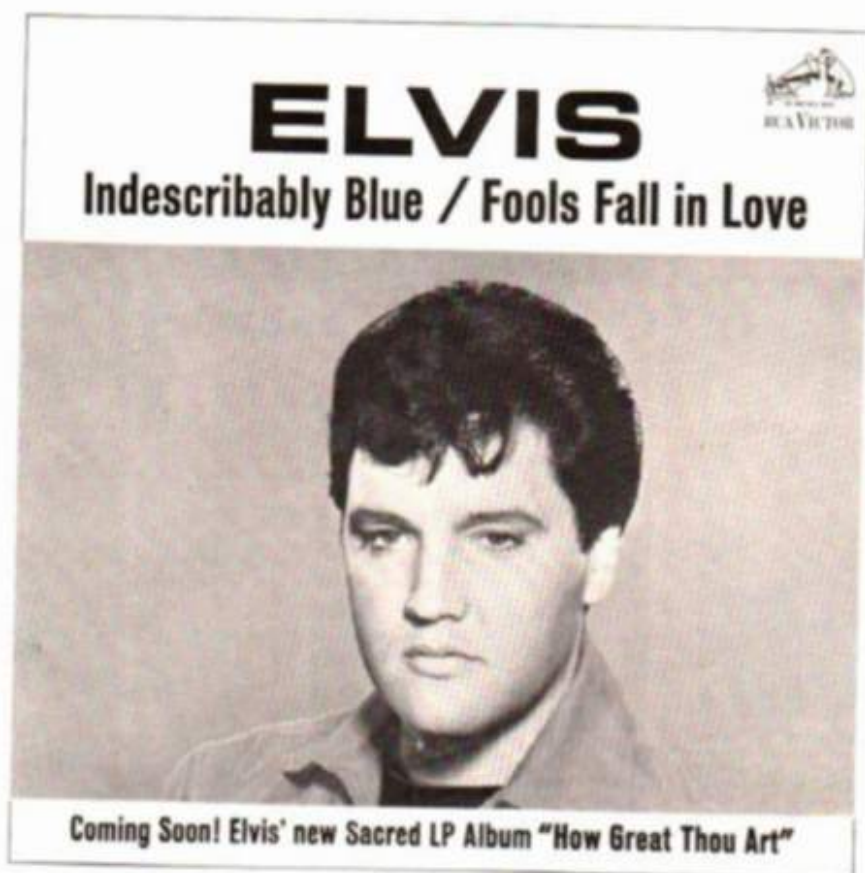


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UNITED ARTISTS DISTRIB MEET OPENS IN FLORIDA

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

Formal business meetings were held to a brief session Saturday, with most of the business conducted between individual distributors and UA executives at poolside and in cabanas.

Some 30 United Artists and United Artists International albums, including kiddie records, were presented to the distributors.

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

ATCA Names Rand As Executive Sec.

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

Rand's first act in assuming his post was to postpone the upcoming ATCA convention. The association was scheduled to stage its first convention in Miami next month. According to Rand, the convention will be held either during late March or early April. Convention site will be in Las Vegas, according to current plans. According

to Rand, there's been "an overwhelming interest in the convention, and rather than an informal meeting as originally planned, we'll have a full-scale convention."

Raftis said that "the Association's board and I are delighted to have as our executive secretary a man who is thoroughly steeped in our industry as one of its pioneers, is well known and respected by everyone in the business, and in addition, has a rich background in both the electronics and music fields."

RCA Cuts Camden, Victrola Stereo Price

NEW YORK—RCA Victor has lowered the list price for its stereo album product on its RCA Camden and RCA Victrola labels. The new list prices erase the differential which previously existed between stereo and mono recordings.

The new list price for all RCA Camden albums is \$1.89, while for RCA Victrola, it will be \$2.50. The stereo RCA Camden LP's had listed at \$2.39, and the list price for the stereo RCA Victrola albums had been \$2.89.

A Victor spokesman said that the same high quality standards which have prevailed since each of the label's was established would be maintained. Additionally, it was said that the price change would also benefit distributors and dealers in permitting intermixing of stereo and mono product, thus saving time and space and that it would give the distributors and dealers the opportunity to offer mono and stereo records to the consumer at the same price.

DYLAN TO MGM—KEY IN PLANS

ACAPULCO, Mexico — Bob Dylan will be one of the key artists in MGM's plans for the coming year. Dylan, who had been with Columbia Records for the past several years, has now linked up with MGM in a deal that's reported to give him control of the production of his disks, as well as a crack at motion pictures via the label's parent company Metro-Goldwyn-Mayer.

Also joining the label are folk singers Ian and Sylvia. Team previously recorded for Vanguard Records.

ABC Bares Blockbuster Release, Ad Program at Distrib Conclave

By AARON STERNFIELD

HOLLYWOOD, Fla. — Backed with a \$100,000 consumer advertising budget and a 5 per cent allowance for local advertising, ABC Records early 1967 release program is the most ambitious in the label's history.

The 45 releases, exclusive of Westminster and Command product, are highlighted by a deluxe Ray Charles double album (see separate story). Nearly 150 domestic distributors and their staffs were on hand at

the three-day meetings at the Diplomat Hotel here Wednesday through Sunday (4-7). Bud Katzell, ABC's national promotion manager, was in charge of preparing the impressive sight and sound presentation which was co-ordinated by Joel Cohen of the ABC-TV sales staff.

In addition to the Charles album and the debut ABC album of Ruth Olay, featured artists in the ABC program include Johnny Hartman, the ABC Children's Chorus, the Barry Sisters, Chuck Thompson, Frankie Ray, the Alan

Copeland Singers, Chris Connor, Sabicas, Emilia Conde, Della Reese, Clancy Hayes, the Free Spirits, Tommy Roe, the Tams, Dion and the Belmonts, Brill and McCall, Vic Garcia and Kathy Keegan.

Dunhill product includes "Saturday Night at Mickle Finn's" and releases by the Mamas and the Papas, the Brass Ring and the Trousdale Strings, and the Dawn Chorale's "The Best of Walt Disney."

Ready on 20th Century-Fox (Continued on page 8)

MGM Racks \$5 Mil. in Billings; Film, Record Wings' Link Cited

ACAPULCO, Mexico—MGM Records signed up more than \$5 million in orders at its quarterly distributor meeting here last week. The product included both new records as well as catalog items, plus cartridges and the label's Playtate two-track cartridge player.

One of the highlights of the MGM meeting was the presentation of 20 upcoming films on Metro-Goldwyn-Mayer's release schedule by Dave McGrath, director of exploitation for the movie firm. McGrath stressed the importance of the record company affiliation to the picture company in the promotion of films and cited "Dr. Zhivago" soundtrack album as an important factor in the building of the film's popularity. McGrath said that the film

company would work closely with the MGM record distributors and would set up special screenings for them.

Product presented to the distributors was hinged on the concept: MGM Records' 20 years as the first family of recorded music. Emphasis was placed on the soundtrack of "Grand Prix," and label President Mort Nasatir said this new LP would be the next "Dr. Zhivago." "Dr. Zhivago" has been on the Top LP's chart 44 weeks to date, has received a gold disk for more than \$1 million in sales, and is currently No. 3 on the chart. Highlights of the "Grand Prix" film was previewed, along with "Three Bits of the Apple," "The Venetian Affair," "The Blow-Up," "The Deadly Affair" on Verve

Records, and "You're a Big Boy Now" on Kama Sutra Records, which MGM distributes.

Nasatir reported sales of Playtate cartridge merchandise "well over the \$250,000 mark." Playtate President Frank Stanton introduced the new product and filled distributors in on plans. The label unveiled its new \$19.98 model of the Playtate unit, reported in the Billboard Dec. 31 issue.

MGM also unveiled simultaneous releases of 4 and 8-track cartridge product and albums. Among artists represented with new product were the Lovin' Spoonful, Herman's Hermits, Eric Burdon and the Animals, Roy Orbison, the Righteous Brothers, Walter Wandersley and Astrud Gilberto.

ABC TO HANDLE SENATE LABEL

HOLLYWOOD, Fla. — Wes Farrell's Senate label, formed two months ago, has joined the ABC Records combine. The label, aimed at the pop singles market, will be distributed by ABC, with Farrell retaining Senate ownership. The deal does not affect Farrell's publishing entities. Domestic and international distribution is covered in the arrangement.

Country Tap On Spoonful

NEW YORK — Kama Sutra Records this week began serving nearly every country music radio station in the nation with copies of a special promotion EP featuring the Lovin' Spoonful. The reason is due to the wide country music interest in "Nashville Cats," the group's latest single. Disk is No. 16 with a star on the Hot 100 chart this week.

The EP will include three other country tunes that have gone over into the pop field, but this is one of the few times that an established rock 'n' roll group has been played on country music stations. WIRZ, Newark, was one of the country stations playing the MGM-distributed record. Liner notes on the EP are by country music artist Buck Owens, with a message from Dick Moreland, a rock 'n' roll air personality with KRLA, Los Angeles.

Charles Pkg. Target Of Promotional Guns

HOLLYWOOD, Fla. — Biggest siege gun in ABC's promotion artillery will be the deluxe Ray Charles "A Man and His Soul" package. A giant promotion is under way, with a special Ray Charles week planned for radio in February. The two-album set, which will list for \$7.58 in mono and \$9.58 in stereo, is a collection of Charles' 24 greatest hits, with rare photographs of the artist and a definitive bio-

graphy by Stanley Dance. A Ray Charles catalog is included in each album.

Voice tapes of Charles are being made for disk jockey use, and extensive use will be made of a counter-brower box, window streamers, die-cut display cards with two wings, mounted easels of the artist's top-selling catalog items and brower's divider cards.

Extensive trade paper ad- (Continued on page 8)

'CONTROVERSY' REVIEW

Ruby Death Gives Cap.'s LP Historical News Coverage

NEW YORK—The death of Jack Ruby, who fatally shot Lee Harvey Oswald, the assassin of President Kennedy, on Jan. 3, gave the Probe Records album, "The Controversy," unprecedented national news coverage. The album, which is issued by Capitol Records, includes a little more than three minutes of a taping Ruby made in which he talks of the Oswald shooting.

Capitol had scheduled a press conference to debut the LP at New York's Americana Hotel for the afternoon of Jan. 3. When the news of Ruby's death broke that morning, the press news magazines and TV

camera crews converged on the conference. The news of Ruby's death was tied in with the release of the album with front page newspaper coverage, and radio and TV news reports.

Seldom has an album been released with such fanfare, but it still remains to be seen whether the news coverage will stimulate sales. Capitol made an initial pressing of 100,000 copies.

The album, the full title of which is "The Controversy: The Death—The Warren Report" (Capitol KOA 2677), falls into the documentary disk category. Divided in two parts, it covers (Continued on page 12)

Rifi to Handle Vox & Monument

MILAN—Rifi Records, which has just acquired new recording facilities, will distribute Vox and Monument catalogs in Italy. To take advantage of the vast free-trade area being opened up as the Common Market becomes a reality, original logos and record numbering will be used. This will assist export and import among European licensees, while making the widest record selection available, according to Giuseppe Velona, Rifi's international manager.

The five-year Vox agreement was signed here by George Mendelsohn Bartoldi and Rifi managing director, Giovan Battista Amoldi. It includes the Vox, Turnabout and Super Majestic lines.

Rachele, Campodomico Hein, formerly with Philips-Melodion and Deutsche Grammophon as classical ad manager, now at

Rifi in the same position, will be responsible for the Vox release scheduling. The Vox catalog was previously distributed by Sid, now absorbed by Rifi.

In addition, Rifi has acquired control of the stereo group of four recording studios in Milan. This further strengthens the physical base of the company,

which also owns two Italian pressing plants at Confienza and Busto Arsizio and co-owns a record company and a pressing plant in the Lebanon, Societe Libanaise Disc Disque. Publishing interests include Settebello Music (in partnership with Leonardo group), Ciogina Music Rias (with Sugarmusic).

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

NEW YORK — Paul Barry and Artie Mogull have acquired the rights to the score from the French film, "The Game Is Over," for their Celestial Music firm. Atlantic Records will release the soundtrack album, and Barry and Mogull are now

pushing for instrumental singles on the music composed by Jean-Pierre Boussaye. The French lyrics were written by Eddy Marnay.

The film, which stars Jane Fonda, and was produced and directed by Roger Vadim, has been running for the past nine months in Paris under the title of "La Course." Celestial Music outbid several American publishers for the rights.

On the personal management end of the Celestial operation is the Barry-Mogull promotion for singer Laura Nyro. Her Verve Records single release, "Wedding Bell Blues," has been out four months and has had three "Breakout" listings in Billboard over that period. The "breakout" cites have been Miami, San Francisco and Los Angeles. Verve is releasing an LP by the singer titled "More Than a New Discovery." Celestial had a hand in producing the LP. Miss Nyro begins a four-week engagement at the hungry 1 in San Francisco next Monday (16).

GRAMMY VOTES DUE ON JAN. 12

NEW YORK—Members of the National Association of Recording Arts & Sciences have until Thursday (12) to return their ballots for the annual Grammy Awards. The ballots should be sent to the accounting firm of Haskins & Sells, which will then tabulate the results listing the five top selections in each of the 42 categories. Another round of voting will then determine the 1966 winners.

Charter Unveils New Line of Disk-Go-Cases

PERTH AMBOY, N. J.—Charter Industries has unveiled a new line of its Disk-Go-Cases, a record-carrying case that holds 60 singles. The firm has been test-marketing the variety of eight two-color cases in New York and they've been selling at the rate of 3,000 a week, said William V. Buchman, executive vice-president of Charter and inventor of the \$2.98 plastic case.

The Columbia Record Club will offer the case to its 1,500,000 subscribers in the February mailing. In addition, WIXY, a Hot 100 format radio station in Cleveland, has acquired the case to use as an audience-builder give-away-much on the lines of the famous WMCA "Good Guys" sweat shirt. WIXY's call letters will be hot-stamped on the case. Through the radio promotion, Charter hopes to create a demand in Cleveland for the item (Continued on page 6)

San Remo Songs Cut to 30; 11 Singers Are Unconfirmed

By GERMANO RUSCITTO

SAN REMO—With less than three weeks left before the Jan. 28 opening of the San Remo Song Festival, 11 singers were still not yet confirmed.

Using its wide powers, ATA, the organizer, reduced the original 35 songs to 30. The competing songs are as published in Billboard Dec. 31, except for five eliminations: "Gira Gira," "I Vasa E I Mania," "La Compagnia Dei Laralala," "La Voglia Di Vivere" and "Uno Strettar Di Mano."

New singers set and their songs are: "Buogna Saper Perdere," Lucia Dalla (RCA-Italiana); "Ciao Amore," Dalida Barclay, France (RCA Italiana); "In Per Amore," Carmen Villani and "Pietre," Antoine (Voguer).

Aberbach has taken over as publisher of "Dedicato All'Amore" from Sugarmusic, and

General Music "Una Ragazza" from Parade.

There seems some doubt that Les Surfs (Festival-CGD) will perform "Quando Dico Che Ti Amo." The New Vaudeville Band, named as a non-competing attraction, has withdrawn.

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INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming Coin Machine Operating
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**Time was
'Silent Night' was
a Christmas song.**



**Barbra's
made it a standard.**

**Hear the hymn by her.
On COLUMBIA RECORDS**

Executive Turntable

Nathaniel March has been appointed executive vice-president of Kapp Records. March, a certified public accountant, joined Kapp in 1959 as controller. He was later appointed treasurer and will continue in that capacity. He was controller of the Brass Rail Organization before joining Kapp. . . . **Leroy Little** has been added to Atlantic Records' promotion staff as roving Southern promotion man. Little has been working for Atlantic as a free-lance promotion man for the past year covering Virginia and the Carolinas. In his new post with Atlantic, Little will cover most of the South. He will report to **Henry Allen**, Atlantic's national promotion head. **Joe Smith**, former Atlantic Miami-based promotion man, is leaving Miami to relocate in New Orleans. He will do free-lance promotion for Atlantic in New Orleans, Dallas, and Memphis areas, and will also represent other labels for the territory.



MARCH

Automatic Radio Manufacturing Co. named **David Nager** as vice-president in its Consumer Products Division based at its headquarters in Melrose, Mass. Nager's new duties will be to head the company's national consumer audio products program which includes its tape cartridge equipment. Nager will develop and expand the company's consumer products program, through its distributors and dealers, with advertising, point-of-purchase displays and in-store demos.



NAGER

Gerry Granahan has left United Artists, where he was A&R producer for **Jay & the Americans**, **Patty Duke**, **Bobby Costello**, **Pat Cooper**, **Jordan Christopher** and **Duckie and Gayle**. **Lenny Meisel** has joined London Records as national LP promotion manager. He will have full charge of LP promotion activities on all pop production from both the London and London-American group labels. He also will be involved in artist relations and arranging promotion tours for artists. Meisel, who has been

(Continued on page 12)

Benjamin Heading for U. S.

LONDON — Pye managing director **Louis Benjamin** starts his 1967 U. S. travels early this year. He was due in New York Thursday (12) at the start of a two-week visit to licensees and licensors both there and in Los Angeles.

Pye's December sales, he reports, were the highest for any month in the firm's history. It applied to both full, low and budget-price albums as well as singles. Two singles, the Kinks' "Dead End Street" and Donovan's "Sunshine Superman" both qualified for silver disks for breaking the 250,000 sales mark. They achieved it in December alone. Pye is also claim-

ing a silver disk for **Martello Minter's** "Zorba," a master from Durium, Milan, which has sold consistently over the year. Album sales were led by Herb Alpert's "Going Places" and renewed interest in "Whipped Cream."

In Hollywood, Benjamin will meet with A&M executives to prepare for the British launch under its own identity "as soon as possible" (Billboard, Jan. 7). A sleeper was **Gene Washington's** "Hand Clappin'" album, which clicked without any notable singles success—a rare event for a British artist in the pop field.

Albert Producing Country TV'er

Continued from page 1

Impressed by Talent

During the recording session in Nashville, Albert was impressed by the talent of the musicians backing him. "I had just come from Los Angeles where I sang with a 40-piece orchestra. So I asked these

Nashville musicians if I could see the arrangements. One of them just gave me a long look, then asked me to sing my song." Before he was halfway through the song, the musicians had already picked up the beat, Albert said. They went through the song once more, and then cut it. Albert and Johnson liked the sound so much, they rerecorded the four tunes he'd cut in Los Angeles.

Shortly after that, Albert was on the Dean Martin show and he mentioned to Garrison that Nashville not only had some of the best musicians in the country, but he liked their "wonderful spirit." Garrison and Albert then came up with the idea for the special, which Albert will emcee.

A huge promotion campaign will surround the production and, if it goes well in audience ratings, there'll be others to follow, Albert said. "Country music is coming into its own," Albert said. "It's an explosion like rock 'n' roll. I want to get across in this show that country music has class, yet is exciting and wild."

'Avoid Probate' Album on Philips

CHICAGO — The big 1966 best-selling book, "How to Avoid Probate," by **Norman Dacey**, will be given an LP counterpart by Philips Records, according to product manager **Leo Simon**.

Written and narrated by Dacey, the LP answers a host of questions that Dacey has collected since his book was published last summer.

Crown Publishing, publisher of Dacey's book, reports that it is in its 19th printing and has sold 550,000 copies.

Stapp Firms Europe Deal

NEW YORK — Tree Music chief **Jack Stapp**, accompanied by attorney **Lee Eastman**, emplanes for London Tuesday (17) to firm up his new European operation. Tree International, Stapp, who headquarters in Nashville, will arrive in Britain at a most auspicious moment. His copyright, "The Green, Green Grass of Home," has thus far sold 1 million disks in the United Kingdom via the Tom Jones record on British Decca. The record is No. 1 there—and has held that spot several weeks. It is also No. 1 in Eire, and is getting action in other European areas. In the United States, the Jones disk, on the Parrot label, is No. 51 with a star, on the Hot 100.

On this trip Stapp will conclude the setting up of independent companies in England, France, Italy and Germany. He will also enter the Far East market, with offices in Japan and Australia.

Marcucci Deal With D'Andrea

LOS ANGELES—**Bob Marcucci**, West Coast independent record producer, has teamed up with **John D'Andrea** to produce records under Marcucci's firm of **Robert P. Marcucci Enterprises**. First release is an album by the **Young Gyants**, which features **John D. Andrea** as an artist, titled "The Young Gyants at the Chez." The **Casmo-Parkway** album is already in distribution and will be followed shortly by a single — "Sunny" b/w "Up Tight."

The two are also producing the **Palace Guard** and **Chuck Day**, whose first single, "Tom Dooley," should be out in about a week. Marcucci is a partner of **Stanley Polley**, who operates the New York office and handles all business affairs.

Most Looking Over N.Y. Scene

NEW YORK—**Mickie Most**, producer for **Herman's Hermits**, **Donovan** and the **Animals** is here this week getting new material from publishers and writers.

During his stay, Most will use the office of his American business manager, **Allen Klein**, as his base of operations. Most announced he expects to attend the upcoming **International Record and Music Publishing Market (MIDEM)** in Cannes, France, which opens Jan. 30.

Presley Coliseum

MEMPHIS — The 13,000-seat **Mid-South Coliseum** has been renamed the **Elvis Presley Coliseum** by order of Mayor **William Ingram**, in honor of **RCA Victor** recording artists. Presley makes Memphis his home.

Charter Unveils

Continued from page 4

so it can be marketed through a local distributor. The New York distributor, **Fine Tone Audio Products**, has sold nearly 100,000 of the cases to date, **Buchanan** said. **Buchanan**, a contract songwriter to **Screen-Gems Music**, was one of the artists on "The Flying Saucer" single a couple of years ago that sold more than 2 million copies.

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

NEW YORK—**Chappell & Co.** is stepping up its activity on "Gallant Men," which has developed into a hit single and hit LP on the Capitol label by **Sen. Everett McKinley Dirksen**. Chappell has just published a songbook employing new lyrics for the background musical selections which accompany the Dirksen readings, as well as marching and concert band folios of the musical selections.

A second album, which will consist of a series of religious readings, is already in the works. The text has been completed and approved by Dirksen, and Chappell's **John Cavacas**, composer of "Gallant Men," is at work on the background score for the new LP, which is tentatively scheduled for release in the spring.

Meantime, the "Gallant Men" single is getting a spread on the **Billboard** charts. It's No. 30 on the **Hot 100** chart, No. 71 on **Hot Country Singles**, and No. 5 on the **Easy Listening**

Chart. The album hit No. 64 on the **Top LP's Chart**.

"Gallant Men" received a potent promotional push over this past weekend when **Dirksen** made a guest appearance on **ABC-TV's "Hollywood Palace."** **Arch Lustberg**, Chappell's director of special projects, who produced the album, supervised appearance on the show.

122 Albums on Merc. 8-Track

CHICAGO—**Johnny Mathis**, the 4 **Seasons**, **Sarah Vaughan**, **Oscar Peterson** and eight other top **Mercury Record Corp.** stars are included in the company's **January 8-track cartridge** release.

Mercury's 8-track catalog consists of 122 albums on the **Mercury**, **Philips**, **Smash**, **Fontana** and **Limelight** labels.

The Chicago combine releases its music in 4 and 8-track and cassette form through its own distribution. **Muntz Stereo Pak** also releases Mercury product in 4-track under a recently renewed, non-exclusive contract.

Other artists in the new release are the **Mystic Moods Orchestra**, **Billy Eckstone**, **Dinah Washington**, **Faron Young**, **Leroy Van Dyke**, **Bill Justin**, the **Three Sounds** and the **Swingle Singers**.

Market Quotations

(As of Noon Thursday, Jan. 5, 1967)

NAME	65-66		Week's Vol. in '67	Week's High		Week's Low	Week's Close	Net Change
	High	Low		High	Low			
American Broadcasting	88	82	499	85	83	84 1/2	+ 1 1/2	
Admiral	23 1/2	20 1/2	1670	21 1/2	21	20 1/2	+ 1 1/2	
Ampeg	25 1/2	17	722	24 1/2	23 1/2	24	- 1/2	
Audio Devices	41 1/2	17	204	24 1/2	22 1/2	22 1/2	- 1/2	
Automatic Radio	7 1/2	3 1/2	30	3 1/2	3	3	Unchg.	
Automatic Retailer Assoc.	36 1/2	42 1/2	48	27 1/2	27 1/2	32	- 2 1/2	
Casmo Parkway	4 1/2	1 1/2	19	2 1/2	2 1/2	2 1/2	Unchg.	
Canton Corp.	34 1/2	18 1/2	200	23 1/2	22 1/2	23 1/2	- 1/2	
CBS	65 1/2	42	448	63 1/2	59 1/2	60	- 3 1/2	
Columbia Pic.	39 1/2	22 1/2	120	38	27 1/2	36	+ 2 1/2	
Walt Disney	84 1/2	40 1/2	348	79 1/2	73	76 1/2	- 1/2	
EMI	5 1/2	3 1/2	4950	3 1/2	3 1/2	3 1/2	+ 1/2	
General Electric	120	80	844	91 1/2	88 1/2	89 1/2	+ 3	
Hendeman	18	12 1/2	13	17 1/2	16 1/2	17 1/2	- 1/2	
NCA	41 1/2	28 1/2	49	35 1/2	34 1/2	34 1/2	- 1/2	
Metromedia	55 1/2	25	170	47 1/2	40 1/2	41	- 1/2	
MGM	29 1/2	24 1/2	476	26 1/2	26 1/2	27 1/2	- 1/2	
Motors	23 1/2	12	812	20 1/2	19	19 1/2	- 3	
RCA	62 1/2	36 1/2	1179	44 1/2	42 1/2	44 1/2	+ 1 1/2	
Sealair	32 1/2	11 1/2	284	15 1/2	14	15 1/2	Unchg.	
Tel-A-Sign	5 1/2	1 1/2	167	2	1 1/2	1 1/2	- 1/2	
3M	84 1/2	61	278	79 1/2	77 1/2	78 1/2	+ 1	
20th Century	38 1/2	25 1/2	256	35 1/2	32 1/2	32 1/2	- 1 1/2	
U-A	32 1/2	21 1/2	231	27 1/2	26 1/2	27 1/2	- 1/2	
WB	19 1/2	11 1/2	107	17 1/2	16 1/2	16 1/2	- 1/2	
Wulfsberg	24 1/2	13 1/2	42	19	17 1/2	18 1/2	Unchg.	
Zenith	87 1/2	46 1/2	1343	49 1/2	47 1/2	49 1/2	+ 1	

OVER THE COUNTER*

(As of Noon Thursday, Jan. 5, 1967)

NAME	65-66 High	65-66 Low	Week's Close
Dextra Corp.	1 1/2	1 1/2	1 1/2
GAC	4 1/2	4 1/2	4 1/2
Jubilee Ind.	2 1/2	2 1/2	2 1/2
Leer Jet	17 1/2	16 1/2	17
Mills Music	22 1/2	22	22 1/2
Pickwick Inter.	7	6 1/2	6 1/2
Telepage Ind.	4 1/2	4 1/2	4 1/2

*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 **Marcell Lynch**, **Pierce, Farrow & Smith, Inc.**, member of the New York Stock Exchange and all principal stock exchanges.

**Another Top 40-type
single by EDDIE FISHER
"PEOPLE LIKE YOU"**

c/w "Come Love!" #9070

Strong follow-up to his big hit
"Games That Lovers Play"
—a cinch to cop Top 40 on stations
across the country. Eddie's
current TV appearances and smash
in-person performances will
make this one as hot as "Games."



RCA VICTOR 
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ABC Bares Blockbuster Release, Ad Program at Distrib Conclave

• Continued from page 3

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

Have 'Doodlette' Track

Larry Newton, ABC Records president, told the distributors that the label has the track of the \$15 million film, "Doctor Doodlette," which features Rex Harrison and Anthony Newley. It is scheduled for September release. The track of "The Star," which features Julie Andrews, will be released in December.

The Impulse line-up has albums by John Coltrane, Shirley Scott, Stanley Turrentine, Sonny Rollins, Ulfar Lofth, Gabor Szabo, Oliver Nelson, Zoot Sims, Hank Jones and Steve Nelson, Chien Farrell and Steven Kuhn.

Bluesways debut albums are by B. B. King, John Lee Hooker, Otis Spann and Jimmy Reed. The label's personnel are the same as that on Impulse.

Marty Goldstein, general manager of Westminster, an-

nounced six new releases, including Westminster debuts for Julius Baker, first flutist for the New York Philharmonic, and Fred Swan, organist for New York's Riverside Church. The advertising campaign includes large space in Esquire Family Weekly, The New York Times Sunday Magazine, Time, High Fidelity, Cavalier, Ebony and college newspapers.

The distributor advertising allowance of 5 per cent must be used by the end of March or it will be disallowed. Katznel suggested that it be broken down with 65 per cent going to local radio and the balance to print media. Through-

out the three months of the program, distributors will get 14 free records for every 100 they buy. Browser cards, window streamers, press kits and dealer co-operative advertising kits are in the works. The Impulse campaign, tagged "How to Enjoy College on Impulse," features poster art mailings to college fraternities and radio stations, a 12-inch record sampler with one track from all new releases and catalogs to college book stores.

Stereo tape cartridges issued during the campaign will be sold on a buy-12-get-1-free basis. The deal applies to both 4-track and 8-track cartridges.

London Parley Ready to Roll

NEW YORK — Pop and classical albums will be introduced at next week's London Records' sales convention in England. The convention will celebrate the 20th anniversary of the company. Among the

artists represented in the product to be introduced next Tuesday (17) at Decca House will be the Rolling Stones, Joan Sutherland, Mantovani, Edmundo Ros, Leopold Stokowski, Leonard Bernstein and Tom Jones. The repertoire will include Phase 4 as well as material from London-American group labels like Hi, which is distributed by London.

The week-long convention also will include a banquet hosted by Sir Edward Lewis, British Decca board chairman, and Lady Lewis, which will climax the week. Another event will be the appearance by a group of pop artists, producers and personalities at a London discotheque. Sight-seeing also is on the agenda.

More than 150 distributors and their wives, plus members of London's executive staff will assemble on Saturday (14) at the International Hotel adjacent to Kennedy International Airport here for a bon voyage cocktail party and dinner. The next morning the group will take off for the eight days in London via BOAC and TWA jets.

NEW YORK—The new Rolling Stones LP, which will be introduced at next week's London Records sales convention in England, "Ode to a Highflying Bird," which deals with the late Charlie (Bird) Parker, and "The Zoo of Flags," a 48-page book with color drawings of animals and accompanying rhyming couplets.

Avco's 'Hayride' Add New Guests

CINCINNATI—The new list of guests booked for upcoming appearances on Avco Broadcasting's "Midwestern Hayride" includes Wilma Burgess, David Houston, Ray Pillow, Charlie Louvin, Jean Shepard, Bobby Lord and Jim Edward Brown.

"Midwestern Hayride," 21-year-old country music show produced by Avco Broadcasting, is seen in color weekly on Avco's five television stations. In addition more than 40 other markets carry the show on a syndicated basis through ABC Films.

RECORD WING AND NET BRASS ON CONFAB SCENE

HOLLYWOOD, Fla.—Top brass from ABC Records and the parent American Broadcasting Co. were in evidence at the ABC Records three-day convention here. Si Segal, executive vice-president of the parent company, and Sam Clark, erstwhile ABC Records president and recently named group vice-president for all the firm's non-broadcast activities, represented the American Broadcasting Co.

The record company representatives, headed by Larry Nerton, included Howard Stark, controller; Dave Berger, International vice-president; Jay Lasker, Dunhill and Trousdale vice-president; Al Levine and Lou Clayman, vice-president of New Deal, the distribution arm; Irwin Garr, West Coast vice-president; Bill Kaplan, director of legal and business affairs, and Bud Katznel, national sales manager.

Cap. 'Controversy' LP Put on Newsstands

• Continued from page 1

Six weeks ago, the label's President, Alan Livingston, said in an exclusive interview that the company was considering going to new distribution partners with its Probe series which deals with controversial current news subjects. Livingston compared the label's new documentary series to a Time magazine in-depth study and thus felt the LP's could be sold on newsstands.

Following the release of information about the Kennedy album last Monday in Los Angeles and in New York Tuesday, the label placed copies of the \$3.79 LP with a major Holly-

wood newsstand and with a news agent in Grand Central Station in Manhattan. In addition, a news distributor servicing the Baltimore-Washington area reported requested 10,000 copies on his own to go on newsstands in those cities.

The reaction to the "Controversy" album following the TV and national newspaper exposure exceeded anything the label anticipated, a spokesman said. The first 50,000 copies were taken up, with another 50,000 allocated to distributors. Last week Capitol's pressing plants were rushing releasing the product to meet national demands.

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

HOLLYWOOD, Fla.—Seven pop and one classical albums constitute the early 1967 release program for Command Records. Loren Becker, vice-president and general manager, told distributors here Friday that the label will shoot for a more varied sound and will produce about 25 singles—considerably more than usual—during 1967. Album production will remain at about 20.

The classical release is "Petroschka" with William Steinberg and the Pittsburgh Symphony. Pop releases are by Charles Magnante, Tony Martore, Doc Severinsen and "Friends," the newly signed Warren Kime with "Brass Impact." Robert Maxwell, the Ray Charles Singers, Dick Hyman and Count Basie.

In keeping with the "MORE varied sound" concept, Becker pointed out that during 1966 the label had signed Mitchell Ayres, Count Basie, Toots Thielmann and Bobby Byrne. He also announced that Doc Severinsen has just been resigned to a long-term contract. Arrangers signed last year include Jack Anderson, Dick Hyman, Bobby Byrne and Chico Farrell.

Becker said that Command will launch a new sound concept this spring. Details will be withheld until shortly before release. He added that the a-k-r approach in classical will be away from the warhorse and toward the lighter and melodic material. Singles, he continued, will be recorded specifically in singles in many cases and will no longer be cuts from albums.

Merger a Fact Jan. 23: Segal

HOLLYWOOD, Fla. — Si Segal, executive vice-president of the American Broadcasting Co., told ABC Records distributors that the long-awaited merger with the International Telephone and Telegraph Co. will become a reality on Jan. 23, with all legal hurdles cleared.

The new set-up calls for four ABC representatives on the ITT board with ITT sending two members to the ABC board.

Segal assured ABC Records distributors that the operation of the record label would not be affected by the merger and that with the vast resources of ITT behind it, the record di-

vision could embark on bolder programs. He pointed out that risks which could not be undertaken before will be possible under the new and broader base.

Ray Charles

• Continued from page 3

vertising is planned, and a list of consumer magazines for the program is being prepared. Follow-up direct-mail stuffers, going to key accounts, will feature a Ray Charles picture catalog. Co-operative mats for local advertising is being prepared, and a co-operative radio advertising program for dealers is in the works.

A Charles single release will be timed to give the program a push and special distribution of the package will go to FM college and r&b stations.

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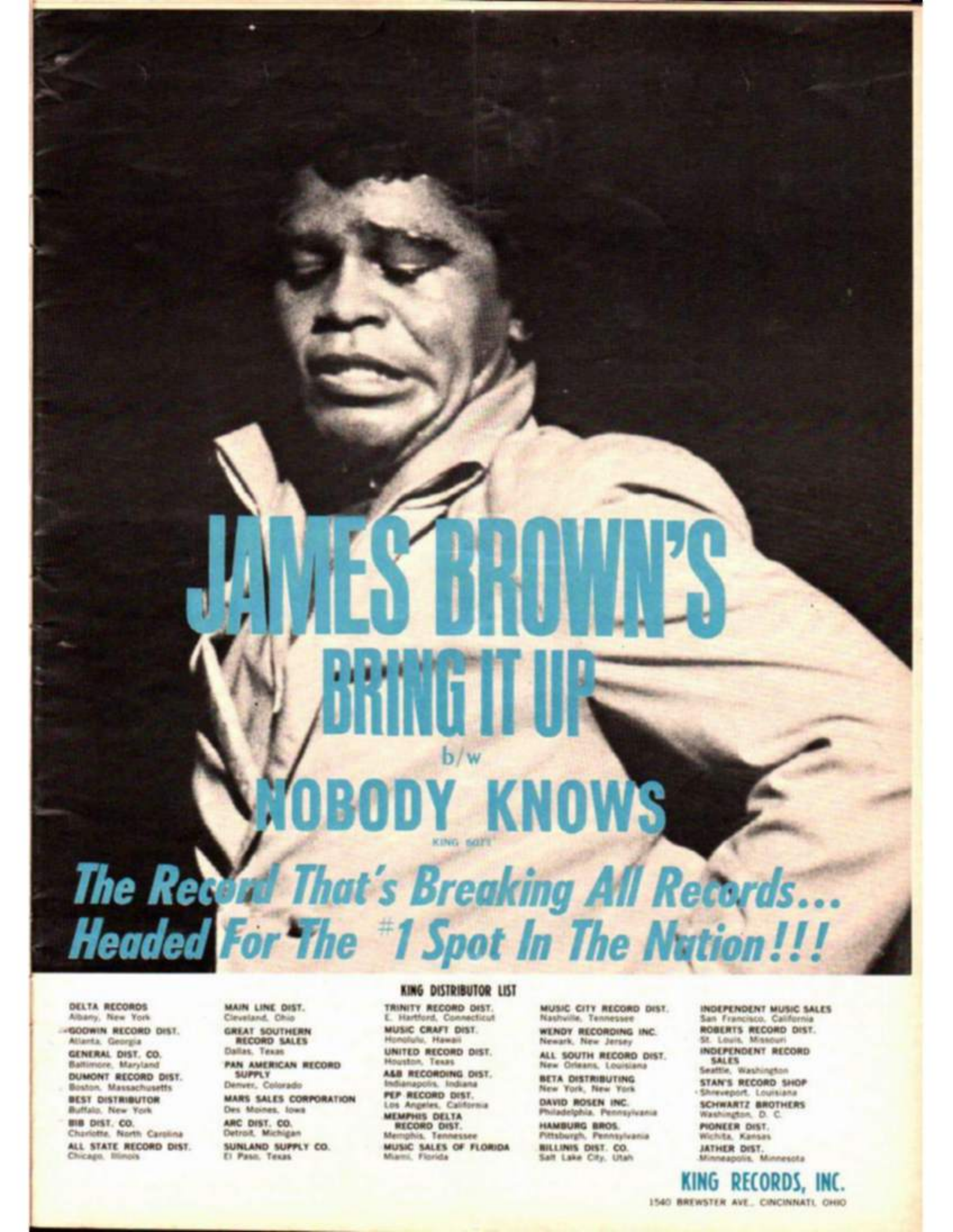
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Boston, Massachusetts

BEST DISTRIBUTOR
Buffalo, New York

BIB DIST. CO.
Charlotte, North Carolina

ALL STATE RECORD DIST.
Chicago, Illinois

MAIN LINE DIST.
Cleveland, Ohio

GREAT SOUTHERN
RECORD SALES

PAN AMERICAN RECORD
SUPPLY

MARS SALES CORPORATION
Des Moines, Iowa

ARC DIST. CO.
Detroit, Michigan

SUNLAND SUPPLY CO.
El Paso, Texas

TRINITY RECORD DIST.
E. Hartford, Connecticut

MUSIC CRAFT DIST.
Honolulu, Hawaii

UNITED RECORD DIST.
Houston, Texas

A&B RECORDING DIST.
Indianapolis, Indiana

PEP RECORD DIST.
Los Angeles, California

MEMPHIS DELTA
RECORD DIST.
Memphis, Tennessee

MUSIC SALES OF FLORIDA
Miami, Florida

MUSIC CITY RECORD DIST.
Nashville, Tennessee

WENDY RECORDING INC.
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ALL SOUTH RECORD DIST.
New Orleans, Louisiana

BETA DISTRIBUTING
New York, New York

DAVID ROSEN INC.
Philadelphia, Pennsylvania

HAMBURG BROS.
Pittsburgh, Pennsylvania

BILLINIS DIST. CO.
Salt Lake City, Utah

INDEPENDENT MUSIC SALES
San Francisco, California

ROBERTS RECORD DIST.
St. Louis, Missouri

INDEPENDENT RECORD
SALES

Seattle, Washington

STAN'S RECORD SHOP
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DARIN**

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Produced by KOPPELMAN & RUBIN
ATLANTIC 2376



SENSATIONAL!

SONNY & CHÉR **THE BEAT GOES ON**

Written and produced by **SONNY BONO**

Atco 6461

Picked by: **Billboard**



Management:
DeCarlo-Kinsky
Entertainment



Executive Turntable

• Continued from page 6

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

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

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

\$1.55 norm
x 7
\$ 10.85
50 form
x 7
3.75
\$ 15.00

Sept. 30
Viki said Smokey the only way to get to N.Y. is just get on the bus and go.
Made a budget can live on \$15 a week Viki will send it to me from her baby-sitting.
Here's Hopin'



Williams Free Agent —Dealing With Firms

• Continued from page 1

are Columbia, Warners-Reprise and A&M.

Bernard said that an "impasse over several points" had been the reason for not immediately renewing with Columbia, for whom Williams recorded five years. Following release of the album "In the Arms of Love" this month, Columbia will not have new product in the can by the popular vocalist who has been the label's top male seller, according to Bernard. Columbia may still repack any of Williams' 14 LPs.

No Complaints

"We are looking for the best deal in terms of guarantees, protection and creative rights," Bernard explained. "I must say that we have absolutely no complaints insofar as Columbia is concerned. They did a brilliant job in selling Andy's sound."

The manager admitted that Columbia's sales success with Williams' product played a key role in being in this strong negotiating position.

Bernard said he wasn't concerned about Williams' future recording plans because of his client's major position in show business. "You'd be surprised at some of the offers we've had from some of the independents," Bernard said. They can be adventurous, he explained, because they are not bound by as many committees or rules as the major companies.

Visit From WB

Two weeks ago, executives from Warner Bros. visited Ber-

nard's Sunset Boulevard offices. They were Mike Maitland, president of WB-Reprise; Mo Ostin, Reprise general manager, and controller Ed West. Bernard said the talks with Maitland "stemmed from a conversation Frank Sinatra had with Andy."

Several months ago, there had been a report that Williams would join A&M as an investor and artist. His wife, Claudine Longet, made her singing debut on the label several months ago.

At Columbia, Williams' worst selling album is "Danny Boy" with 400,000 copies. His largest seller is "Moon River" (1.5 million), followed by "Wine and Roses" (1.3 million). These figures exclude Columbia Record Club sales.

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

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

Williams has yet to star in films, although several roles have been offered, which Bernard says were not right. The vocalist looks to producing as his next area of interest, both in films and TV. But first the renegotiating of record and TV contracts.

Kirshner Thinks Up Gems In Triple-Front Assault

• Continued from page 1

label are "Night of the Generals" and "Casino Royale." Latter film has a score by Burt Bacharach and Hal David.

Although Colgems got off to a remarkable start with the Monkees, Kirshner doesn't intend Colgems to be a one-artist and/or group label. He's now growing several artists for their disk debut. He's keeping the names and styles of the new artists under wraps for the time being. He expects to introduce the new artists within the next few months.

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

The Monkees sales score has been made on the domestic scene only but now they are branching out to England. "I'm a Believer" sold more than 400,000 copies the first week on release. The Monkees' TV show debuted in England on Jan. 1.

Kirshner estimates that the Monkees will earn more than \$1 million in disk royalties alone. He said, "Above and beyond the fact that they are fine actors, they are musically talented singers and performers and each has the ability to step out as lead singer in the group because of his vocal versatility."

On the publishing end, Kirshner is now looking to purchase

and reactivate music firms and catalogs. Kirshner now operates Screen Gems-Columbia Music (BMC), Colgems Music (ASCAP), and Gower Music (BMC). In addition to the many pop hits produced by the publishing combine, Kirshner now has an Academy Award contender in "Born Free," title release written by John Barry and Don Black. The music is in the Screen Gems-Columbia Music catalog.

Kirshner operates the firms as a service to the film producers and TV producers. His job is either to create or promote the music from the movie and TV properties. His staff in this operation includes Emil LaViola, vice-president; Herb Modis, in charge of business affairs; Lester Sill, in charge of the Coast activities; Norris Wilson, in charge of Nashville; and Jack McGraw in London. The music publishing combine reports to Abe Schneider, Columbia Pictures president; Leo Jaffer, Columbia Pictures vice-president; Jerry Hyams, head of Screen Gems, and Harvey Raphael, liaison for Screen Gems. Kirshner also works with Jonie Taps, studio executive.

Kirshner also is constantly building his roster of writers for the music firms. Recently resigned was Neal Sedaka, and in the past few weeks Hugo Montenegro and Sandy Linzer and Denny Randall have signed on as exclusive writers. Other writing teams working for Kirshner are Jerry Goffin and Carol King, Barry Mann and Cynthia Weill, Tommy Boyce and Bobby Hart, Howard Greenfield and Jack Keller, Roger Atkins and Carl Derrico, and Dickie Lee and Allie Reynolds.

Firm Set Up By Singleton

NEW YORK—Shelby Singleton, former vice-president of a&r for Mercury Records, has established Shelby Singleton Productions at 1650 Broadway. He will produce for various labels, both through assigning independent producers to work on specific product as well as via master purchases.

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

'Controversy' Review

• Continued from page 3

in dramatic voicings the assassination of President Kennedy and the controversy that has been growing over the Warren Report. Producer Lawrence Schiller has rounded up eyewitnesses to the assassination and several key figures concerned in the controversy over the Warren Report. It's good history and exciting listening even though the highly publicized Ruby statement is muffled in spots. The tape recorder was hidden in an attache case and placed on top of an air-conditioning unit in Ruby's hospital room, hence the distortion.

The interviews were conducted by Schiller and Richard Warren Lewis, and Richard Warren Lewis' narrative was by George Kennedy.

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

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 97—Last Week, 42

*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

THE ROLLING STONES—LET'S SPEND THE NIGHT TOGETHER (Prod. by Andrew Loog Oldham) (Writers: Jagger-Richards) (Gferson, BMI) —**RUBY TUESDAY** (Prod. by Andrew Loog Oldham) (Writers: Jagger-Richards) (Gferson, BMI) — Two blockbuster sides with equal top of the chart potential. First is a raucous dance number that builds to a wild frenzy. If exposed, this should prove the major side. Flip is an interesting Jagger-Richards composition combining the baroque sound with a groovy dance beat. **London 904**

THE BYRDS—SO YOU WANT TO BE A ROCK 'N' ROLL STAR (Prod. by Gary Usher) (Writers: McGuinn-Hillman) (Tickson, BMI) — Powerful rocker with teen-oriented lyric about becoming a rock star and the outcome of that stardom. Could prove a giant. Flip: "Everybody's Been Burned" (Tickson, BMI). **Columbia 43987**

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

'EDDIE FISHER—PEOPLE LIKE YOU (Prod. by Al Schmitt) (Writers: Knisk-Snyder) (Frist, ASCAP) — A happy rhythm song-a-long which should fast surpass the successful "Games That Lovers Play." It's Fisher at his best. Flip: "Come Love" (Shaw). **RCA Victor 9079**

'ROGER WILLIAMS—SUNRISE, SUNSET (Prod. by Hy Zlotz) (Writers: Harnick-Block) (Sunbeam, BMI) — Commercial rhythm arrangement of the "Fiddler" Broadway number is enhanced by a full vocal chorus making Williams' follow-up to "Born Free" a hot chart entry. Flip: "Edelweiss" (Williamson, ASCAP). **Kapp 801**

CONNIE FRANCIS—ANOTHER PAGE (Prod. by Charles Koppelman & Don Rubin) (Writers: Dub-off-Korenfeld) (Chardon, BMI) — Stylized in a folk bag creating much excitement with this production by the Koppelman-Rubin team, who was responsible for Darin's "Carpenter" hit. Change of pace rhythm number could make this one equally successful. Flip: "Souvenir D'Italie" (Leads, ASCAP).

'TRINI LOPEZ—GONNA GET ALONG WITHOUT YA' NOW (Prod. by Don Costa Prod.) (Writer: Kellern) (Reliance, ASCAP) — The former Patience and Prudence hit is revived in fine pop style by Lopez. Easy up-tempo arrangement and top vocal work right in today's commercial vein. Should spiral Lopez onto the Hot 100. Flip: "Love Letters" (Famous, ASCAP). **Reprise 6547**

'THE BRASS RING—DIS ADVANTAGES OF YOU (Prod. by Phil Bodner) (Writer: Leigh) (Scott, ASCAP) — Given a title and brassy Tex-Mex arrangement, the popular Benson & Hedges cigar commercial theme should prove a major chart entry. Infectious melody and clever use of voices. Flip: "The Dating Game" (Boyle Heights, ASCAP). **Dunhill 4065**

THE SHIRELLES—DON'T GO HOME (My Little Darlin') (Prod. by Paul Vance) (Writers: Lehmann-Lebrowsky) (Loveable Music, BMI) — This driving catchy rhythm hit of the Playmates could be just the one to put the girls back in the best seller ring. Strong dance arrangement by Hutch Davis. Flip: "Nobody Baby After You" (Loveable Music, BMI). **Scepter 12185**

THE LEGION OF SUPER-HEROES—THE GREAT NAME DROPPER (Prod. by Alan Lober) (Writers: Cerf-Frith-Winner) (Resistance/Aim, BMI) — Novelty rhythm number with name mentions of some old and recent hit makers is kooky enough to take off in a hurry. Should prove a big item for writers Mike Frith and Chris Cerf. Flip: "The Great Name Dropper (Part 2)" (Resistance/Aim, BMI). **Amy 971**

JAMES & BOBBY PURIFY—WISH YOU DIDN'T HAVE TO GO (Prod. by Papa Don Est.) (Writers: Penn-Oldham) (Fame, BMI) — Having made their Top Ten mark with "I'm Your Puppet," duo has another sure-fire winner in this blues wailer with an easy-go beat. Smooth performance could easily top their initial hit. Flip: "You Can't Keep a Good Man Down" (Rustland, BMI). **Bell 660**

'UNITED STATES DOUBLE QUARTET (THE TOKENS-KIRBY STONE FOUR) — LIFE IS GROOVY (Prod. by the Tokens) (Writers: Finto-Affonados) (April, BMI) — Clever combination of the distinctive sound and style of the Kirby Stone Four and the Tokens, with an infectious calypso beat arrangement has the ingredients for a fast smash. With appeal for all radio programming, the toe tapper can't miss. Flip: "Split" (Bright Tunes, BMI). **B. T. Poppy 524**

JAY BLACK — WHAT WILL MY MARY SAY (Prod. by Gerry Granahan) (Writers: Vance-Snyder) (Elmdrive, ASCAP) — Leader of Jay & the Americans makes his solo debut on a fine updating of the Johnny Mathis hit of a few years back. First-rate Gerry Granahan production and Arnold Gofand arrangement. Flip: "Return to Me" (Southern, ASCAP). **United Artists 50116**

BROTHERS FOUR—AND THEN THE SUN GOES DOWN (Prod. by Ted Mazer) (Northern, ASCAP) — With a pop dance arrangement by Herb Bernstein of a compelling rhythm number bearing traces of "Three Blind Mice," the quartet has their most commercial entry in some time. This one could go all the way. A jukebox must. Flip: "All I Need Is You." **Columbia 43984**

SANDIE SHAW — THINK SOMETIMES ABOUT ME (Writer: Andrews) (Partita, BMI) — Emotion-packed ballad much in the vein of the Dusty Springfield material should spiral the British through back up the Hot 100. Once again, material penned by Chris Andrews and strong vocal performance spell winner. Flip: "Hide All Emotion" (Partita, BMI). **Reprise 6546**

THE POPPIES—THERE'S A PAIN IN MY HEART (Prod. by Billy Sherrill) (Writers: Thomas-Thomas) (Bomar, BMI) — Fast-paced mover with a classical touch has all the earmarks of a giant-sized hit. Wild vocal workout and hard-driving beat in strong support. Flip: "My Love and I" (Tree, BMI). **Epic 10086**

THE SECOND HELPING—FLOATING DOWN-STREAM ON AN INFLATABLE RUBBER RAFT (Prod. by John Macquarrie) (Writer: Loggins) (Logma/Grings, BMI) — Far out, left-field rhythm piece with weird sounds and good vocal work makes this debut an effective one and could establish the new group. One to watch. Flip: "On Friday" (Logma/Grings, BMI). **Viva 605**

THE NON CONFORMISTS—A TWO LEGGED BIG EYED YELLOW HAIR CRYING CANARY (Prod. by Vance-Davie Prod.) (Writers: Vance-Williams) (Bikini, ASCAP) — Off-beat lyric and beat makes the Non Conformists' debut a good bet for the Hot 100. A clever novelty idea from the pen of Vance and Williams is loaded with teen appeal. Flip: "Bird Walk" (Bikini, ASCAP). **Scepter 12184**

THE SENSATIONAL EPICS—I'VE BEEN HURT (Prod. by Medallion Prod.) (Writer: Whitley) (Lowery, BMI) — Strong debut of a rock group is a rouser that moves from start to finish with a clever echo and repeat gimmick that should grab the teen buying market with impact. Flip: "It's a Gas" (Cameo-Parkway, BMI). **Cameo 450**

COUNTRY SPOTLIGHTS

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

HANK THOMPSON—HE'S GOT A WAY WITH WOMEN (Prod. by Joe Allison) (Writers: Thompson-Lay) (Texoma, ASCAP) — Hot on the heels of "Where Is the Circus," Thompson comes up with one of his strongest and best commercial and rhythm numbers to top his initial Warner Bros. hit. Top performance on a clever lyric. Flip: "Let the Four Winds Choose" (Texoma, ASCAP). **Warner Bros. 5886**

STU PHILLIPS—WALK ME TO THE STATION (Prod. by Chet Atkins) (Writer: Phillips) (Acuff-Rose, BMI) — Plaintive ballad of a broken love penned by Phillips, is given a warm, meaningful reading that should ride it to the top of the country chart surpassing his other successes. Lush string arrangement offers much pop appeal. Flip: "Guess Things Happen That Way" (Knox, BMI). **RCA Victor 9066**

BOB MORRIS—FISHIN' ON THE MISSISSIPPI (Prod. by Blue Book Prod.) (Writer: Morris) (Blue Book, BMI) — New discovery in the Buck Owens vein could fast become a giant in the country field. Distinctive voice and catchy original material should hit hard and fast. Flip: "A Little Bit of You" (Blue Book, BMI). **Tower 307**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

CONNOR THOMAS—Before I'm 34 (Mercury, BMI) 20001
CHARLIE WALKER—The Town That Never Sleeps (Tree, BMI) 50121
LESTER FLATT & EARL SCHEGGS—My Can't I Find Myself With You (Mercury, BMI) COLUMBIA 43972
FLOYD CRAMER—Stand By (Mercury, BMI) RCA VICTOR 9065
DICK HODGES—You Don't Have Time for Me (Famous, BMI) 40001
KITTY BARNING—You Got What You Pay For (Capitol, BMI) CAPS 130-1A
BOB ADAMS—It's Got Me (Mercury, BMI) T.S.M. 4025

R&B SPOTLIGHTS

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

THE MAGNIFICENT MEN—STORMY WEATHER (Prod. by Marvin Holtzman) (Writers: Arlen-Koehler) (A&K, ASCAP) — With equal potential for the pop and r&b markets, this wild revival of the standard has all the ingredients to prove a fast hit. Powerful vocal workout... should jump in with impact. Flip: "Much Much More of Your Love" (Sid-See, BMI). **Capitol 5812**

BROTHERS & SISTERS—THE ALI SHUFFLE (Prod. by Dave Axelrod) (Writers: Axelrod-Barnum) (Beechwood, BMI) — Based upon Cassius Clay's fancy footwork, this raucous, wailing rhythm item could hit the top in the r&b field and spill over into the pop as well. Flip: "Shake a Lady" (Bryner, BMI). **Capitol 5818**

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

PRINCE BUSTER—The Commandments (Coral, BMI) PHILIPS 40437
BOBBY ACE—Hold On To This Old Fool (Dun, BMI) BURE 614
BOB WASHINGTON—You Are What You Are (Capitol, BMI) 500 130
ALVIN CHRISTY—Lover (Dun, BMI) ACTION 90345

ELLA FITZGERALD—Whisper Not (Arista, ASCAP) VERVE 10049
PAUL HENNING—Before You (Mercury, BMI) 20001
THE WOODWARDS—Lovers of the Walk (Mercury, BMI) 20001
SMOKESTACK LIGHTNING—Mad as a Hatter (Mercury, BMI) 20001
BOBBY DUBAL—Baby (Mercury, BMI) CHALLENGER 9002
THE CHARLIS UNDERWOOD—Slye Baby (Mercury, BMI) 20001
CHUCK EMMETT—My Love and My Love (Mercury, BMI) 20001
MERCURY BERNARD—If I Were a Rich Man (Mercury, BMI) COLUMBIA 43972
SCOTT BRADLEY—No No No (Mercury, BMI) 20001
SERGE MCANNON—No Love, Love Me (Mercury, BMI) 20001
THE AMBROSINI—You Don't Know Like I Know (Mercury, BMI) 20001
WHOLE WHOLE 247
GARY STEARNS—Whisper (Mercury, BMI) 20001
DAVE BRINT—Picture Me (Mercury, BMI) 20001
THE PAUL HENNING—Mystery (Mercury, BMI) 20001
LAL VAN DYKE & THE NOTTING BRASS—A Be a (Mercury, BMI) 20001
MONEY TRAIN—Good to Be (Mercury, BMI) 20001
JERRY BARNETT—Some Memories of You (Mercury, BMI) 20001
LARRY HARRIS—My Love (Mercury, BMI) 20001
THE TEMPLES—Goodbye (Mercury, BMI) 20001
JOHN T. SUNDGREN—Love Mary (Mercury, BMI) 20001
LONNIE HEARN—And My Love (Mercury, BMI) 20001

CHART Spotlights—Predicted to reach the HOT 100 Chart

WILSON PERRY—Keep a Light in the Window 'Til I Come Home (Capitol, BMI) 500 130
MIDWINTER STORM—Society—The Lonely Man (Arista, BMI) 500 130
THE JONAS BROTHERS—Gone With the Wind (Mercury, BMI) 20001
VERONICA SMITH—Canada's Gone Away (Mercury, BMI) CAPS 130-1B

STEVE LAWRENCE & SYDIE BIRME—The Wayward Wind (Chappell, BMI) COLUMBIA 43972
TOMMY SETON—Working in the Coal Mine (Mercury, BMI) 20001
THE MOUNTAINS—Love I Left You (Mercury, BMI) V.P. 20001
JIMMY SMITH—Car in a Tree (Mercury, BMI) VEEVE 10047

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TAPE CARTRIDGE TIPS

by Larry Finley

Dave Katz, head of Katz Records, is one of the happiest men in New York. In last week's BILLBOARD, Top LP's, Roger Williams' "Born Free" was Number 8 after being there for only five weeks. Also, on Katz's 4 CORNERS label, "Wish Me a Rainbow," with the Gutter Guitars Chorus, moved up a notch. Jack Jones and "Man of La Mancha" are other chart items and also add to Dave's sunny outlook.

Bob Schwartz, Laurie Records, has one of the hottest albums that his company has released in over a year. The single that swept the country, "Snoopy vs. the Red Baron" is now the title of a new album. We agree with Bob that this will hit the Top 10 within the next 60 days.

"Bang! Bang! Push Push Push," with the Joe Cuba Sextet on Tic, is the reason for jubilation in Roulette's office. The album hit the BILLBOARD chart for the first time last week and Maria Ley set on a dime at the Roundtable that this would go to the Top 10 by February 1st. We feel that we'll be losing this bet since it is a really hot album.

Witch Ryder and The Detroit Wheels are finally getting the break they deserve. Their "New Value" album, "Breakout," is on the chart and well on the way to the top. This is making Larry Uhl, proxy of Bell Records, a most happy fella.

Herb Alpert, Jerry Moss and Gil Friesen are all wearing big smiles. The new album, "S.R.D." by Herb Alpert and The Tijuana Brass is up on the top of the chart. Herb Alpert's "Going Places" was number 6 last week (after being on the chart for 65 weeks). "Quintessence" by the Sandpiper went up to Number 12. "Sergio Mendez & Brasil '66" went to the 20th position, and The Baja Marimba Band's "Watch Out" is rapidly moving forward. All in all, AAM has 10 albums on the chart.

Just back from the MGM/Verve sales convention in Mexico, Mort Nazzari, president of the record company, reports most enthusiastic sales figures on eight and four track cartridges as well as on records and albums. MGM/Verve is credited with 15 albums on last week's chart. . . . thanks to Mort's guidance.

Randy Wood, president of Dot, is a real winner with Lawrence Welk's "Winchester Cathedral." It moved up to the 27th place after being on the chart for only six weeks. This, together with Billy Vaughn's "Mia," which is going strong and moving up, is reason for celebration at the Dot office.

But, perhaps, the biggest smiles in the music industry are those seen at International Tape Cartridge Corporation. Of the top 150 listings in last week's BILLBOARD, ITCC has 45 albums in ACTUAL RELEASE in both four track and eight track. This is an all-time high for ITCC—the only company offering its distributors both eight and four track cartridges of all these important record companies.

TAPE CARtridge

Lib. Stereo-Tape Sticks to Straight Distrib Course

By ELIOT TIEGEL

LOS ANGELES — Liberty Stereo-Tape distribution is remaining within normal record channels. Based on research following the parent record company's decision to duplicate and distribute its own products, tape general manager Leo Mendell believes the auto accessory stores are not the proper outlets for music. He contends that cartridges will eventually end up as regular disk distribution merchandise.

In the battle of speeds, Liberty is selling 4 over 8-track, 6 to 4 on a national basis.

The company is turning more to graphics to provide its sales force with merchandising aids. Newly released are a four-color set through team catalog for 4 and 8-track cartridges with explanation of the two systems; alphabetical and numerical inventory control sheets (with large blowups of cartridge covers) and a counter staffer for the January release of 17 new titles.

Liberty's total continuous loop catalog now comprises 126 4 and 8-track titles, 14 twin packs and six all-star programmed packs.

Browser Cards

The tape division of Liberty Records has been promoting the use of its 7 by 7-inch browser card among dealers as the best substitute for self-service.

Mendell feels the cardboard browser is the next best substitute for a store stocking the actual cartridge in an open bin. "Dealers are scared of self-service displays," he said. "They

can't stand the inventory shrinkage due to pilferage."

Feel and Study

Lock-proof cases only show markings on cartridges stacked width-wise, Mendell contends. Liberty's browser card, the executive continues, provides the customer with something to feel and study. Liberty bowed the browser last June and Mendell now claims RCA has begun using a browser as its answer to the problem of cartridge placement in stores.

"The worst thing that can happen is that you can have a browser with no stock. So you make a special order, which is what happens now with records."

Mendell says the Sears, Roebuck chain is the only retail outlet he knows placing cartridges within the customer's reach. All the other stores have the products locked up or behind sales counters.

"The browser card system does not work for an unattended department," Mendell emphasizes. A new feature of the card is a cross-promotion for other "catalog merchandise."

Cap. Issues 15 8-Track Titles

HOLLYWOOD — Capitol Records is releasing 15 8-track tape CARtridge titles this month, including nine twinstacks. The twins are pairings of the Beatles' "Yesterday," "And Today" and "Beatles VI"; the Lettermen's "Warm" and "A New Song for Young Love"; Al Martino's "This Is Love" and "Think I'll Go Somewhere and Cry Myself to Sleep"; Guy Lombardo's "The Sweetest Sounds Today" and "Guy Lombardo's Broadway"; Webley Edwards' "Hawaiian Strings" and "Hawaii Today"; Nat Cole's "The Very Thought of You" and "The Unforgettable Nat Cole Sings the Great Songs"; Laurindo Almeida's "Reverie for Spanish Guitars" and "The Spanish Guitars of Laurindo Almeida"; Wayne Newton's "It's Only the Good Times" and "Wayne Newton—Now" and "The Outsiders" with "The Outsiders Album 2."

On single packs, Capitol is issuing Nancy Wilson's "A Touch of Today"; Sonny James' "True Love's a Blessing"; David McCallum's "Music: A Bit More of Me"; Frank Sinatra's "Sinatra's Swinging Session"; Howard Roberts' "All-Time Great Instrumental Hits"; and "Lou Rawls Live!"

GRT Projects 450G In January Business

NEW JERSEY — General Recorded Tape of New Jersey and California says it anticipates \$450,000 business for this month with the release of some 60 4-track and 8-track CARtridge tapes.

John Spellman of GRT said that the tapes will be released in two groups this month. Half of them were released the first week of the month, and the remainder of the tapes will be distributed the week of Jan. 23.

GRT, expecting industry-wide January restocking shipments of \$15 million at wholesale, acquired the 60 key chart albums from ABC, Atlantic, Command, Crescendo, Chess,

Checker, Cadet, Dunhill, King, Scepter, Wand, and Westminster.

Featured are artists such as Ray Charles, Tommy Roe, Jack McDuff, Herbie Mann, Richard Hyman, Tony Martin, Billy Strange, the Mamas and the Papas, James Brown, Dionne Warwick, the Kingstons and Ramsey Lewis.

GRT has acquired lease rights to the Dot Records catalog. Some 20 Dot cartridges are scheduled for release this month with GRT. Featured artists include Billy Vaughn, Lawrence Welk, Bonnie Guitar, Jimmie Rodgers and the Surf-aris.

Wally's Opens 'Tape-O-Techque'

By CHARLES BARRETT

NEW YORK—The opening of Wally's Stereo Tape City's "Tape-O-Techque" at 550 W. 54th St., formerly Wally's Tape Center is set for Saturday (14) with more than 2,000 persons expected.

The "Tape-O-Techque," a former garage that installed automobile air conditioners and radios, will now install stereo units for automobiles starting at \$49.88 complete. According to owner Steve Wally, the establishment is the only drive-in tape sales facility in the nation. Wally redecorated the garage with a large separating curtain, a handstand, and a yellow and orange interior—to give what he called the "Mod Look."

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

"Montz Mad Minnie," an auto stereo unit equipped with two speakers for each door that fits into the glove compartment.

Invited guests include Steve Lawrence and Eydie Gorme, representatives from the record and cartridge industry and some 2,000 customers.

Proprietor Wally said that he cleared the opening of "Tape-O-Techque" through the New York Building Dept. and the City Dept. of Licensing. Both city bodies agreed to allow the happening on the basis that it was only to be held for a few hours and did not call for neither an occupancy certificate nor a cabaret card.

However, Wally said that if the event proves a success, he would like to hold similar happenings monthly. These would require, according to Wally, further scrutiny by the two boards. A ruling for a cabaret card or occupancy certificate, or both, would put a damper on future plans for

such events, he added. Representatives from the two agencies have also been invited.



DAVE KRESHMAN, president of SJB AutoSonic Tape Players and Carl Muntz, right, president of Muntz Stereo Pak, at recent trade fair in Chicago.

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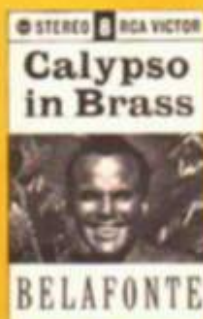
P8S-1196



P8S-1197



P8S-5046



P8S-1186



P8S-1187



P8S-1189



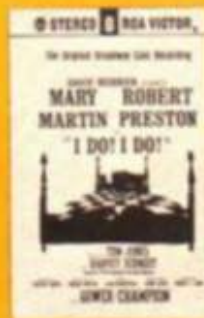
P8S-1192



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ITCC Receives Additional 750G as Working Capital

MIAMI—International Tape Cartridge Corp., a subsidiary of Dextra Corp., last week received an additional \$750,000 as working capital. According to

ITCC President Larry Finley, the funds will be used in the acquisition of additional libraries for cartridge duplication, and "for us to go into a complete repackaging program of all our product."

Finley also said the added capital will help ITC expand its 8-track cartridge production.

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

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

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WB-Reprise's New Distrib Plan

• Continued from page 1

Additionally, Warners/Reprise record distributors will now handle cartridge and reel product for the first time. The combine's cartridge sales were previously handled exclusively through the Muntz and Greentree organizations.

In effect, the Burbank company has provided two strong duplication-sales organizations with its product, to obtain maximum exposure in the 4 and 8-track markets. Muntz has concentrated mainly on 4-track, a system pioneered by president Earl Muntz, who has duplicated some 8-track product, but who feels that 4-track is the better of the two systems.

By handling Muntz 4-track rights, Warners retains its representation with a major duplicating organization in this configuration, Phil Rose, Warner's international director, who has also been involved in tape licensing, explained the company's reason for going with

Ampex was to capitalize on its "complete faith in the system, both for the present and future." Ampex is reported to have guaranteed the music supplier a "healthy" stipend in winning over several other 8-track duplicators.

New Packaging

Product, which will start appearing around Jan. 15, will now emphasize the Warners or Reprise name in new graphic packaging, with the name of the duplicator playing a secondary role as opposed to previous credit conditions.

Rose said Ampex and Muntz would be responsible for creating the new cartridge packaging. Ampex's initial run will cover 109 titles culled from best-selling product.

All three duplicators will start using the company's own numbering system. Muntz 4-track product will bear the identification 4WA, the A is a price code; Ampex will use RWM and Greentree WST.

Cartridge packages will be labeled "continuous play stereo cartridges," with the word "tape" eliminated. The move is based on previous poor retail acceptance for tape product, generally only available in reel-to-reel form.

All tape product orders, along with regular record orders, will be processed through WB's three order service managers. The tape duplicators will then ship product to the ordering distributor.

Important Factor

Warners feeling a need maintaining dual distribution patterns, Rose explained, was that it is "still an important factor in cartridge development." He acknowledged the aggressiveness of distributors who "jumped into the cartridge business with the proper money and personnel to cover markets outside their record accounts." Others didn't, he noted, adding that regular WB disk distributors would now be able to order cartridge product via the new

arrangement to fill these gaps. "But we still require those specialized distributors," Rose said, "who are handled through the duplicator's own distribution."

Muntz's product is duplicated in Van Nuys, Calif. Ampex cartridge duplication is in Elk Grove, Ill. Rose said the company was aware there would be some conflict by having the same product offered via the duplicator's outlet and by the regular disk distributor. But these situations would have to be faced and ironed out, with the feeling that cartridge sales would eventually wind up as the sales baby of regular record distributors as opposed to auto accessory stores, he said.

A Reverb Unit In Boman Line

LOS ANGELES — A tape CARtridge unit with a reverb-ation control is among the four new Boman models being imported by California Auto Radio. The reverb 4-track unit retails for \$99.95 and is called Vibex Stereo. The reverb effect is attained through front panel button control. The car's radio may be played through the unit's reverb amplifier.

Other units unveiled at the firm's Downey offices include: an 8-track with both automatic and manual channel selector, 15 transistors and a dust protector door retailing for \$119; an \$89.95 version of this same machine, with 12 transistors and a \$29.95 4-track player. The Boman line is sold by California Auto through automotive accessory outlets and chain stores.

A New Twist on Contrast Release

DETROIT — Contrast Records will release Tuesday (3) an 8-track CARtridge of "Music for the Big Scene." What's unusual is that the album won't be released until Jan. 23, said president Ed Kotlar. Four other albums now in production will be duplicated by Stereodyne of Troy, Mich., and cartridge versions will be released ahead of album versions.

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

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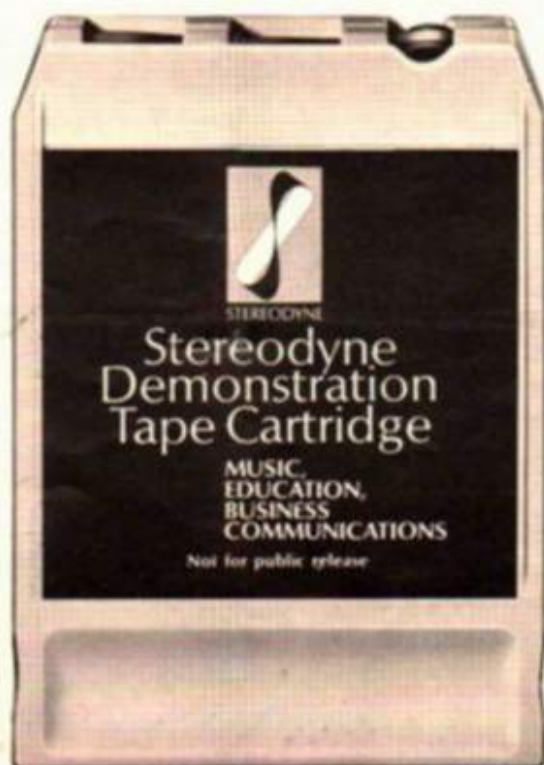
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104-494	BONNIE DUITER SINGS	Capitol
104-495	LEO CHRISTIE—Fishes at Will	WGC
104-502	JUDY COLLINS—In My Life	Elektra
104-503	SINGER WASHINGTON—Delightful	Mercury
124-321	THE KING FAMILY LIVE!	Warner Bros.
121-253	THE TIMES BIGGEST HITS	Wynona
124-254	TWO SIDES OF THE COINTEGRATE	Dot
124-256	THE BRITS FOUR SINGERS—Slightly Saucier	Warner Bros.
144-518	ENCKE LIGHT—The Tenor Tenors	Grand Award
144-523	JIMMIE WADSWELL—Working on Windows	Dot
144-526	INTERNATIONAL POP ORCHESTRA PLAYS	Wynona
144-534	MYSTIC WOODS ORCHESTRA—One Starry Night	Phillips
214-418	BING, BEB! AND BILLY—Seaside	Reprise
214-437	ORIGINAL STARS—All the Way by All the Stars	Wynona
214-438	JAMES BROWN PLAYS NOW SPEED	Smash
264-416	BOB FORD—Reveler Jazz	Reprise
264-417	RAY CHARLES—Guitar Plus Soul Piano Jazz	Impulse
264-422	RAMSEY LEWIS TRIO—For Lads	Capitol
264-433	BILL EVANS AND JIM HALL—Intimadulation	Mercury
264-429	OSCAR PETERSON TRIO PLUS ONE (ELM TERRY)	Mercury
264-131	B. B. KING—Confessor—The Blues	ABC
364-202	SLEEPY JOHN ESTES IN EUROPE	DeMark
364-203	CRAB MITCHELL HIMSELF	Warner Bros.
724-142	LENNY BRUCE IS OUT AGAIN	Phillips
724-143	SMOTHERS BROS.—Cork Your Tapsen, Sweet!	Mercury

Listen: RCA Victor, MGM, Decca, Columbia, ABC Paramount, United Artists, Capitol, Motown, King, Atlantic, Command, Warner Brothers-Reprise, 20th Century Fox, Chess-Checker, Liberty, Everest, Monument, Kapp, Grand Award, Buena Vista, Hickory, Musicor, Audio Fidelity, Vanguard, Roulette, A & M, Epic, London, Mercury, Bell, Starday, Pickwick, Caedmon, Project 3, Boone, Dot, Sceptre, Cameo, Crescendo, Contrast, Word, Smash, Vox, Dunhill. **Hear how Stereodyne duplicating can make your tape cartridges sound better. And at a lower cost.**

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RAC Bows Convertible Case, Compatible Unit

By FRED KIRBY

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

The case also permits the playback to be channeled through a home speaker, which involved detaching the two wing speakers from the case. The Sportomatic 500 includes a built-in battery charger and converter and also a cigaret lighter adapter. The batteries used are from Gulton Industries of Metuchen, N. J. Cases are manufactured by RAC in Spain and Italy. Total weight of cases with playbacks is about nine pounds.

The new compatible player, called the RAC Stereo 12, plays both stereo and mono cartridges. It lists for \$129.95, the same price as RAC's Auto 3, an 8-track car unit. Insertion of the cartridge activates the player, which adjusts through

automatic head alignment. A program selector switch can be pushed once for changing channels with 8-track and twice for changing channels with 4-track cartridges. The unit is Teflon coated for protection against weather extremes. The playbacks are manufactured in Japan.

RAC has expanded in the international field with offices in Milan, Geneva and Barcelona. Jack L. Platt has been named vice-president of the new International Division. RAC has conducted deals with several European firms for release of their recordings here on 4-track stereo cartridges under the TAPAK label. Contracts have been signed with Ricordi of Italy, Vergara of Spain, Atlantida of Switzerland, Vogue of France and Superione of Germany. Bob Berger, RAC president, will visit several European cities this month. Artie Halbrech, vice-president, took two European business trips last year.

The firm also is developing 6-12 volt converters and 110-12 volt converters as cartridge accessories. RAC has opened installation facilities in a 35th Street garage. These facilities are only available for dealers, not for retail business.



RAC ELECTRONICS has introduced a new carrying case for tape CARTRIDGE playbacks, the Sportomatic 500, left, and a compatible 4 and 8-track unit, the Stereo 12, right. The Sportomatic 500 is equipped with wing speakers and a battery compartment, visible in the rear. It lists for \$59.95. The Stereo 12 plays stereo 4 and 8-track cartridges and 4-track mono cartridges without manual adjustment. Placing the cartridge in the center of the unit automatically turns the playback on. It lists for \$129.95.

FACILITIES IN BOSTON

Weiser Adds 'Stereorama' To Meet the Huge Demand

By GLADYS CANDY

HOUSTON—Buddy Weiser, owner of Weiser's Car Care, 2920 Main Street, has announced that the auto stereo craze has hit Houston area and that his firm has expanded its facilities to meet the demand.

Weiser's Car Care "Stereorama" as the new facility is called, has recently opened at the same address.

Weiser stated, "We now maintain the largest auto stereo tape and cartridge tape player installation center in the south-west area. We stock 40 different labels including RCA, Capitol, Decca, Columbia, London, AAM, with thousands of titles to choose from."

"We have been in the auto electrical business for the past seven years and it is a tremendous advantage for us to install tape players," he said. "Proper installation of an auto stereo is of the utmost importance."

Carries All Makes

Weiser's Stereorama carries all makes and models of stereo tape machines, 4 and 8-track capacity, with installation facilities for mounting on any color

dash, chrome, black, wood grain, etc.

"We have had this service for three years, but only in recent months has the public demand become so great that we found it necessary to open a massive division for this phase of our operation," Weiser said.

"Because of our experience in this field, in installation, in knowing the Houston market and our ability to special order from any major recording studio, we are truly the 'one-stop' Auto Stereo Center," he said.

"Our next step will be to set up separate 'corners' for special music types where the customer who wants 'jazz' or 'beat' can visit this corner and find his selection, and the customer who desires classical will find it in a separate department," Weiser concluded.

Stereorama has facilities where the customer may come in and listen to the tapes before making their selections.

Paul L. Orkin is jazz and beat man, John E. Thompson is manager and technical advisor and Mrs. Cheryl Roder, one of the founders of the stereo business in Houston, has been added to the Stereorama staff.

2 TV SHOWS OFFERING ITCC TAPES AS PRIZE

NEW YORK—International Tape Cartridge Corp. tapes are receiving widespread national exposure by being given as prizes on two Saturday night ABC-TV programs. The shows, both in color, are "The Newlywed Game" which precedes "The Lawrence Welk Show" and "The Dating Game," which average about 30 per cent of total TV audience in December's Nielsen figures. ITCC stereo cartridges also are featured as prizes on "The Newlywed Game" in its daytime Monday through Friday version. The TV plugs provide exposure to the stereo cartridge concept in general, and ITCC product specifically.

AIWA Selling Philips' Unit

TOKYO—AIWA is marketing a new stereo cassette (Philips system) recorder and playback machine. The price of the new machine, Model TP-1004, will be \$82 in retail in Japan. Mercury (U. S.) will import the machine and it is reported initial quantities will be 20,000 units.

This will be the first stereo player to be marketed in Japan, and it is expected it will have a considerable influence in Japan on the acceptability of Philips stereo cartridges (4-track).

RCA to Make Lear Models

MONTREAL—RCA Victor Co., Ltd., has been licensed to manufacture the Lear Jet Stereo-8 equipment in Canada, and two models will go into production at RCA Victor's Prescott, Ontario plant within the first quarter of 1967. Initially, RCA will manufacture one auto tape CARTRIDGE player, model AS-830-H, and an attachment unit which plays through the home stereo set, model HSA-900.

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

NIPPON VICTOR, LEAR IN PACT

TOKYO—Nippon Victor has just signed an exclusive contract with Lear Jet for the exclusive manufacture of Lear Jet 8-track CARTRIDGES and players in Japan. With such an exclusive arrangement, Lear Jet will now be faced with competition from other Japanese record companies who will have to obtain licenses from other 8-track patent holders.



This is the most controversial album ever recorded. It has made front-page headlines in 176 newspapers across the nation.

It contains:

- The astonishing deathbed testimony of Jack Ruby, recorded secretly at Parkland Hospital in Dallas just days before his death.
- Congressman Gerald R. Ford's heated defense of the Warren Commission's integrity.
- The scathing, scornful words of Warren Commission critics Mark Lane, Edward Jay Epstein, Penn Jones, Jr., and Harold Weisberg.
- The last words spoken in public by President John F. Kennedy, recorded minutes before his assassination.
- The voices of nine eyewitnesses to the assassination, and Lee Harvey Oswald.



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Kui Lee died.
 Music was his life.
 And through it,
 he is now remembered. On a single:
"RAIN, RAIN GO AWAY"

On an album:



On COLUMBIA RECORDS

Billboard TOP 40

EASY LISTENING

These are the best selling records of the week compiled from national retail sales and radio station air play listed in rank order.

WEEK	LAST	WEEKS	WEEKS	WEEKS	TITLE	ARTIST	WEEKS	WEEKS
1	1	2	1	1	THAT'S LIFE	Frank Sinatra, Warner 9501 (Star Line, 800)	9	
2	3	4	6	6	SUGAR TOWN	Henry Mancini, Warner 9507 (Columbia, 8000)	7	
3	6	7	11	11	WISH ME A RAINBOW	Barry Manilow, Warner 9508 (Columbia, 8000)	8	
4	2	3	4	4	MAME	Bob Hope & The Flying Saucer 444 828 (Mercury, 8000)	8	
5	8	14	20	20	CALLANT MEN	Frank Sinatra, Warner 9509 (Columbia, 8000)	5	
6	7	9	9	9	HAWAII (Main Title)	Henry Mancini, Decca & Columbia 302 (Mercury, 8000)	14	
7	4	5	5	5	GHOST RIDERS IN THE SKY	Ray Charles, RCA 444 823 (Mercury, 8000)	8	
8	9	12	15	15	(Open Up the Door) LET THE GOOD TIMES IN	Barry Manilow, Warner 9508 (Columbia, 8000)	6	
9	10	10	12	12	A MAN AND A WOMAN	Frank Sinatra & Nancy Sinatra, Atlantic 1347 (Mercury, 8000)	12	
10	5	2	1	1	WINCHESTER CATHEDRAL	Max Bygraves Band, Fantasy 1342 (Mercury, 8000)	10	
11	13	17	18	18	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 4002 (Columbia, 8000)	7	
12	7	19	20	20	COLOR MY WORLD	Frankie Clark, Warner 9502 (Mercury, 8000)	4	
13	15	24	30	30	CONSTANT RAIN	Single Records & Sound, Inc. 444 823 (Mercury, 8000)	4	
14	22	22	—	—	MUSIC TO WATCH GIRLS BY	Sam Cooke, Columbia, Epic 4504 517 (Columbia, 8000)	3	
15	18	20	22	22	IF YOU GO AWAY	Barry Manilow, Warner 9508 (Columbia, 8000)	7	
16	19	26	28	28	ANYONE CAN MOVE A MOUNTAIN	Barry Manilow, Warner 9508 (Columbia, 8000)	5	
17	16	16	19	19	CRY	Barry Manilow, Warner 9508 (Columbia, 8000)	5	
18	21	25	26	26	TINY BUBBLES	Barry Manilow, Warner 9508 (Columbia, 8000)	7	
19	14	11	8	8	THE WHEEL OF HURT	Margaret Whiting, London 101 (Mercury, 8000)	23	
20	28	—	—	—	WHAT MAKES IT HAPPEN	Tommy Dorsey, Columbia 4424 (Columbia, 8000)	2	
21	11	6	3	3	GAMES THAT LOVERS PLAY	Barry Manilow, RCA Victor 4002 (Mercury, 8000)	13	
22	20	23	24	24	AMANHA	Barry Manilow, Warner 9508 (Columbia, 8000)	7	
23	30	31	36	36	ALL	Barry Manilow, Warner 9508 (Columbia, 8000)	6	
24	12	8	7	7	7A DAY IN THE LIFE OF A FOOL	Barry Manilow, Warner 9508 (Columbia, 8000)	13	
25	27	20	21	21	DOMINIQUE	Barry Manilow, Warner 9508 (Columbia, 8000)	5	
26	31	33	33	33	A MAN AND A WOMAN	Frank Sinatra & Nancy Sinatra, Atlantic 1347 (Mercury, 8000)	6	
27	28	28	35	35	DAY TRIPPER	Barry Manilow, Warner 9508 (Columbia, 8000)	4	
28	—	—	—	—	LADY	Barry Manilow, Warner 9508 (Columbia, 8000)	1	
29	32	—	—	—	WEDNESDAY'S CHILD	Barry Manilow, Warner 9508 (Columbia, 8000)	2	
30	33	35	40	40	THE SHADOW OF YOUR SMILE	Barry Manilow, Warner 9508 (Columbia, 8000)	4	
31	35	39	—	—	WALK WITH FAITH IN YOUR HEART	Barry Manilow, Warner 9508 (Columbia, 8000)	3	
32	34	36	—	—	I'M GONNA SIT RIGHT DOWN & WRITE MYSELF A LETTER	Barry Manilow, Warner 9508 (Columbia, 8000)	3	
33	35	—	—	—	THERE GOES MY EVERYTHING	Barry Manilow, Warner 9508 (Columbia, 8000)	2	
34	28	—	—	—	SWEET MARIA	Barry Manilow, Warner 9508 (Columbia, 8000)	2	
35	40	—	—	—	I'VE LOST MY HEART AGAIN	Barry Manilow, Warner 9508 (Columbia, 8000)	2	
36	—	—	—	—	OUR WINTER LOVE	Barry Manilow, Warner 9508 (Columbia, 8000)	1	
37	37	38	—	—	KISS TOMORROW GOODBYE	Barry Manilow, Warner 9508 (Columbia, 8000)	3	
38	—	—	—	—	HURRY SUNDOWN	Barry Manilow, Warner 9508 (Columbia, 8000)	1	
39	39	40	—	—	KISS TOMORROW GOODBYE	Barry Manilow, Warner 9508 (Columbia, 8000)	3	
40	—	—	—	—	I'LL TAKE GOOD CARE OF YOUR CARES	Barry Manilow, Warner 9508 (Columbia, 8000)	1	

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WIDE
 air-play everywhere &
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★ STAR performer—Sides registering greatest proportionate upward progress this week.

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

Table with 5 columns: Rank, Previous Rank, Weeks on Chart, Title, Artist, Label & Number, and a small chart icon. Contains the top 100 songs of the week.

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HOT 100—A TO Z—(Publisher—Licensee)

Table listing record labels and their corresponding song titles and artists.

Table listing record labels and their corresponding song titles and artists.

Table listing record labels and their corresponding song titles and artists.

BUBBLING UNDER THE HOT 100

Table listing record labels and their corresponding song titles and artists.

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by Spyder Turner featuring
his vocal impressions of

Jackie Wilson,
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TALENT

Marek Stars as an Ace Quizzer in TV Series

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

The initial show of the series, broadcast on New York's Channel 13 last Tuesday (3), paired Marek with trumpeter Al Hirt. The next segment, to be aired in New York Tuesday (10) will have opera singer Leontyne Price under Marek's interviewing guns.

The session with Hirt was

informal and breezy. Marek's queries brought out the professional and private side of Hirt giving the viewer an insight to the man as an entertainer and a father. Hirt discussed both with casual candor that can be attributed to comfortable quality of the interviewing.

As an entertainer, Hirt said that he was a pop musician who tried to appeal to all age groups. He also admitted that he gets upset by negative reviewers and suggested that critics take into consideration the way an audience receives a particular performance. Hirt is the father of six girls and two boys, he said that he doesn't discourage his children's interest in current pop-musical fads but he also tries to expose them to serious music. In his summation, Hirt said that no matter what type of music a performer plays, he should try to do it to the best of his ability.

The half-hour show ended with cameras focused on Al Hirt's Club on Bourbon Street in New Orleans, with the band playing "Down By the Riverside." It was a proper musical ending to a lively and informative gab session.

MIKE GROSS

Sandler & Young A Clicking Team

NEW YORK—Tony Sandler and Ralph Young, two talented singer-comics, delighted Persian Room patrons at their pre-Christmas opening with their Franco-American duets and their light patter.

Much of the material was drawn from their first Capitol album, just released. Young is the 100 per cent American, while Sandler is the sophisticated Continental.

The hit usually consists of Young singing an American pop song with English lyrics while Sandler harmonizes with a French lyric song.

Typical combinations had "Domino" and "When the Saints Go Marching In," "C'est Magnifique" and "If You Knew Susie," and English and French versions of "What Now My Love."

Opening number was "Cabaret," with special lyrics for the occasion. "Dolly," sung in American, British, French, German and Israeli style, was another winner. And a Christmas medley, which Sandler and Young had performed on the "Ed Sullivan Show," was delivered with warmth and style.

AARON STERNFIELD

A TV Special on Hermits and Hollies

NEW YORK—The current eight-city tour of the U. S. of Herman's Hermits and the Hollies will be the basis of an hour TV special to be shown on April 11 over CBS-TV.

The CBS-TV crew, under the direction of David Oppenheimer, joined the Hermits-Hollies party when the group took off from LaGuardia airport aboard a private plane. Included in the itinerary are concerts in Green Bay, Wis.; Charlotte, N. C.; Fort Worth and El Paso; Albuquerque, Indianapolis and Chicago.

Guitarist Sete Sets a Lively Technical Pace

LOS ANGELES—The infectious stylings of guitarist Boie Sete lit up the Manne Hole at his opening last week.

Sete's facility for single-note picking combined with organized clusters of multiple notes, was an outstanding example of modern playing, all the more difficult on an unamplified instrument.

Supporting Sete were drummer Paulinho and bassist Sebastian Neto, who work collectively as a unit and as excellent soloists. Sete works equally with six and 12-string guitars and he includes 100-year-old samba forms, like the song "Odeon" in his bag of Latin tricks. Of his eight numbers, three were classical tone, combining the fire of Spain with the strength of the flamenco.

At one point when the opening crowd got a bit talkative, Sete stopped playing, leaving Paulinho and Neto to improvise until the noise abated. When it did, Sete pulled out all stops in showing them that he was capable of weaving improvisatory artwork. During it, he held the audience intent on his rapid-fire fingering.

ELIOT TIEGEL

Steve and Eydie Start New Year In Right Groove

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

Lawrence's "Taste of Honey," "Impossible Dream" and "I'm a Fool to Want You," warmed up the festivities before the entrance of Miss Gorme. The couple do a duet, "Where Would You Be Without Me?" She then socks such songs as, "If He Walked Into My Life Today," and her big record, "What Did I Have That I Don't Have Now?"

Lawrence joins her for some top quality blending including a nifty "Santa Claus is Coming to Town." Joe Gaerico conducts the Antonio Morelli orchestra for the talented team.

DON DIGILIO



DOC SEVERINSEN, left, re-signs with Command Records, as Loren Becker, seated right, vice-president and general manager of the label, and Ed Borg, Severinsen's business consultant, approve deal. The Command catalog currently features seven albums by Severinsen, and Warner now plans to release a minimum of two LP's a year as well as single records.

Atlantic Will Wax Sankey Singing Tunes From 'Screw'

NEW YORK—Atlantic Records will record Tom Sankey singing the songs from his off-Broadway show, "The Golden Screw," the folk-rock musical which will re-open at the Provincetown Playhouse in Greenwich Village on Jan. 24. "The Golden Screw," originally presented at St. Mark's Church for a limited run, played to turn-away crowds and received high critical acclaim. The show was

taped for Channel 13 in New York but never shown.

Tom Sankey is the star of the production. He wrote the play and composed all of the songs. He has performed on records as a singer, has written two other plays that have been produced off-Broadway, and has acted and sung in the theater (New York Shakespeare Festival) as well as films ("Guns of the Trees," "Jones Mekas' underground movie").

Atlantic is recording Sankey this week, and has scheduled the album for release late this month to coincide with the show's opening at the Provincetown Playhouse. The new production is being presented by Paul Stouh and Ted Tutchin.

Andersen Makes Concert Debut

NEW YORK—Eric Andersen, pop singer on the Vanguard label, made his Boston concert debut at Jordan Hall on Friday (6). Andersen, who recently wound up a successful club debut at the Cafe Au Go Go in Greenwich Village, is now being lined up for a Carnegie Hall appearance in the spring.

In addition to his two Vanguard LP's, "Bout Changes and Things" and "Today Is the Highway," Andersen has had his songs recorded by Judy Collins, Johnny Cash, Chad Mitchell, the Brothers Four, Pete Seeger, the Blues Project and Joan Baez, among others. Andersen is now being managed by John Kurland, who is also personal representative for Barry Mann and Carolyn Hester.

Vale Bows Top Act in Las Vegas

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

Vale, who has the rare knack of being able to please listeners in all age groups, pleases first nighters with such tunes as "Without a Song," "On a Clear Day," "It's Magic," "Will You Still Be Mine," "Poor Butterfly," and "Have You Looked into Your Heart."

Vale is one of few singers who can sock a song without musical backing. Answering requests from the audience, he a cappella-ed "I Can't Get You Out of My Heart," and "Glocca Morra."

Romo Vincent is comedy star of the session, coming up with some solid routines.

DON DIGILIO



VIRGINIA VESTOFF, of the off-Broadway musical, "Man With a Load of Mischief," recording the original cast album for Kapp Records.

Signings

Audio Fidelity has added singer Tony Tamm, orchestra leader Vincent Lopez and the Four Aces to its roster.

The newly formed Ray Records in Los Angeles has signed four acts to its roster: Felix Handolph, Dalton Smith, Lisa Ray and George Kerley. John Aragon is the label's general manager, with James Wary as office co-ordinator. H. L. Hington is label's president. . . . Actor Robert Mitchum to Monument in a three-year pact. Mitchum is currently recording his first project for Monument in Nashville and Los Angeles. . . . Melissa Manchester to MB Records.

POET GINSBERG WILL MAKE SCENE HOWL

NEW YORK—Allen Ginsberg is coming to the aid of The Scene, Steve Paul's midtown nightclub. The poet will be donating his service sometime in February to help drum up trade and interest in the club. Paul, too, is planning to stir up action in the club with February bookings for Tim Hardin and Mitch Ryder and the Detroit Wheels. It will be Hardin's first New York appearance in three years, and it will be Ryder's first New York club appearance.

Pencilled in for a Jan. 21-Feb. 1 is the Blues Project, and the Rascals are set for a Jan. 30-31 date.

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"Kiss Tomorrow Goodbye"

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A Lasting Investment In Listening. 

RADIO-TV programming

Back-to-Back Disk Play Is Winning Ratings Game

By CLAUDE HALL

NEW YORK—It's not a new idea, but every now and then some alert program director will dig out the "more music" programming concept and, usually, capitalize on it with higher ratings. The "more music" sound is usually achieved by multiple play of records back-to-back. Often, this can be three or more records. The reason is in, of course, to attract teen listeners just at the time the competing station is going into a news broadcast and turns the dial. This can help boost ratings if the station can grab this audience flow and hold it.

Probably the most outstanding success story is KHI in Los Angeles, which is leading the market. But some other stations scoring with the programming idea include KLUC in Las Vegas, WIXY in Cleveland, WPGC in Washington, WDGY in Minneapolis and KOL in Seattle. In addition, WOR-FM, the rock 'n' roll stereo station in New York, has been spinning two records back-to-back in what deejay Murray the K (Kaufman) calls a "double dip." Easy Listening stations like KDWB in San Diego and WPIN-FM Stereo in New York often spin two records back-to-back as a regular part of their format.

KLUC and KLUC-FM, Las Vegas, just launched a triple-play policy and previewed the programming to some 400 business people at a party. Mike Gold, owner and manager, said the three-in-a-row policy was conceived after an extensive survey indicated strong objection by listeners to constant commercial interruptions. The station programs Hot 100 tunes, some folk, some soft jazz. Frank Abell is program director. Las Vegas composer-musician Mike Corda wrote and produced a singles package for the station.

WIXY in Cleveland kicked off a triple-play feature back in October when Johnny Canton was there as program director. He also initiated a "six-pack" feature with six records back-to-back. On the triple play, the three records were played on a single tape cartridge and the deejay on duty came in over the end of a record to announce it; the music sound was continuous. The venture was so successful that manager Norman Wain left it contributed to the station's No. 1 Hooper ratings for July, August and September (total rated time periods). WIXY uses a playlist of 60 records.

Canton went to WDGY in Minneapolis as music director, so it's probably no coincidence that WDGY recently kicked off a multiple spin policy, though with a clipped a cappella jingle in between of "WDGY plays more music" or "here's the third of five in a row." Night-

time deejay Jim Dandy (Everts) recently went 23 records in a row, often does more than four.

At the same time, WPGC in Washington a short time ago acquired the services of Warren Duffy as program director and Duffy, coincidentally, was probably no stranger to the happenings at WIXY. WPGC does the triple play thing once an hour regularly at five minutes before the hour. In addition, the station schedules a six-pack of records whenever there's a commercial schedule which will permit it.

Music director Jack Alix said the multiple play policy was launched because "there's so much criticism of top 40 radio today that it's too heavy in commercials. 'We're trying to give the impression of playing more music... and we actually do play more music this way. The audience certainly likes it. It's the talk of all the record hops."

KOL in Seattle sticks mainly to double plays. Ret Walker, just named music director of the Hot 100 format station, said he felt that the fact of playing "more music" in some cases can win a larger audience, but boosting a rating doesn't depend on just any one thing. "Personally, I don't like to do much of it. People like to listen to more than just a jukebox."

KHI in May 1965 shifted to a more music Hot 100 format. It soon shot to the top of the ratings battle in Los Angeles and has stayed there. Ron Jacobs, program director, said that as a regular policy the station plays sets of two records three times an hour. "It's the whole premise of that station's sound." In the multiple play, the station inserts a second-and-a-half jingle of "More music on KHI." Depending on the commercial load, the station will play three, four, five, or six records in a row.

KDWB Has Robot Take to the Airplay

MINNEAPOLIS — Air personalities at KDWB, the Hot 100 format station here, have been jerked off the air and replaced by a robot-type voice. As of last week, there was no indication when deejays would be allowed to return to the air, although they are not in the market for jobs.

The whole thing is a promotion on the concept of "more music" to battle the competi-

tion—WDGY, which also programs on a Hot 100 format. WDGY recently began promoting on the air the "more music" idea. KDWB, last week, went after them and a higher Hooper rating.

The robot, "Maynard," took over about 1:30 p.m. Dec. 28, during the Tac Hammer show. The mechanical voice doesn't announce records; they aren't announced at all. At the end of each hour, Maynard states: "This hour KDWB played 20 records. You know who only played . . ." and states a figure—lower, according to program director Charlie Brown.

"We've created more talk in this market than I've heard in years . . . it's certainly created a demand for our deejays," Brown said. Listeners began calling up asking for their favorite deejays back that first day.

The biggest consternation was among record men. As of last week, the doors to the studios in St. Paul were still locked to
(Continued on page 32)

Gypsy Rose Lee TV Show to Bow

NEW YORK — The syndicated "Gypsy Rose Lee Show" bows on WABC-TV here at 8:30 a.m. Monday (9). The show is produced by KGO-TV, San Francisco, and syndicated through Seven Arts. The daily half-hour color show often features records acts like Woody Allen and Margaret Whiting. Producer is Mary Pasetta.

KBIG-FM in Stereo & Ups Power

By ELLIOT TIEGEL

LOS ANGELES — KBIG-FM went stereo Jan. 1 with a light jazz-Easy Listening sound. The station is also increasing its power from 110,000 to 134,000 watts with the purchase of \$35,000 worth of new equipment.

Directing programming for the FM voice of the John Poole Broadcasting Co. is Roger Lang, recently named to the post following the departure of Jim Gosa, who had been with the station since 1962. Lang was previously an announcer who joined the station with Gosa.

Prior to going all stereo, KBIG-FM featured automated music. Now the station has blocks of taped shows and segments of live programming. "We want to start phasing out

the automation," Lang said. "Our goal for the future is to be automated from midnight to 6 a.m. with the rest of the programming live." Currently the station runs eight hours of taped music and 11 hours of live with air personalities.

Farrel Hired

The first person hired to bolster the FM operation is Rod Farrel, formerly of KPOL, who does an afternoon stint. The other disk jockeys are Carl Bailey, the morning man, who switched over from KBIG-AM, the background music operation, and Lang, who handles a noon to 2 p.m. show.

Positions which Lang has to fill include an 8 p.m. to 1 a.m. man and a news announcer. The station hopes to go 24 hours about May 1 when it

moves its offices from Sunset Boulevard in Hollywood to the Tishman Plaza building on Wilshire Boulevard at Normandy Avenue.

Lang said that as part of its new sound, approximately "2 per cent" of the hard jazz which had been aired would be dropped. In its place would be more Andre Previn and Modern Jazz Quartet material, indicating music with a lighter sound.

The station has consistently promoted itself as a "modern contemporary" station, with a heavy reliance on jazz, although it never used that word, Lang says there will be an increase in strings and that a show popular on the AM sister several years ago, featuring modern dinner music, has been reinstated.
(Continued on page 30)

WKBW Still Reigns in Buffalo

BUFFALO, N. Y.—In spite of a determined drive by new competition — a station that switched formats less than a year ago—WKBW again is the major influence on sales of

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

The station collected 50 per cent of the votes in Billboard's latest Radio Response Rating survey of the market, indication of not only a vast teen and young adult audience, but an impact in persuading them to buy product. WKBW beat out WYSL, the newest rocker in the market. WYSL, in turn, topped WNIA, WNIA was second last year behind WKBW's 50,000 watts.

Leading deejay influence on singles sales was Dan Neaverth of WKBW with 45 per cent of the votes in this category; WKBW's Jefferson Kaye was second with 42 per cent. Last year, Joey Reynolds of WKBW was tops in the area, but he left the station months ago.

Program director David A. Sennett shepherds a playlist of between 50 and 60 records featured on the station; air personalities have the right to select their own records for shows within the format.

50 Records

The playlist at WKBW has always been about 50 or more records, Sennett said. Taking note of the growing trend toward larger playlists on Hot 100 format radio stations, Sen-

nett said that, in his opinion, one of the reasons for the longer playlists used now by most stations is that there's no really outstanding groups coming out with product. The number of big hit acts is limited.

"Too, the kids are not hung up on any one artist or group today. They want to hear a little r&b, some folk-rock . . . a little of everything." There's a wide age group listening to top 40 radio today, wider than ever before. "In the early days of top 40 radio, the rock 'n' roll craze hit a certain age group all at once; those listeners have now grown up. Younger listeners came along. Perhaps one of the reasons for the success of WKBW is that we've never gone strictly after the kids as listeners . . . we try for the largest segment of audience possible. We aim for, and reach, a large portion of the young adults and young marrieds who buy product today."

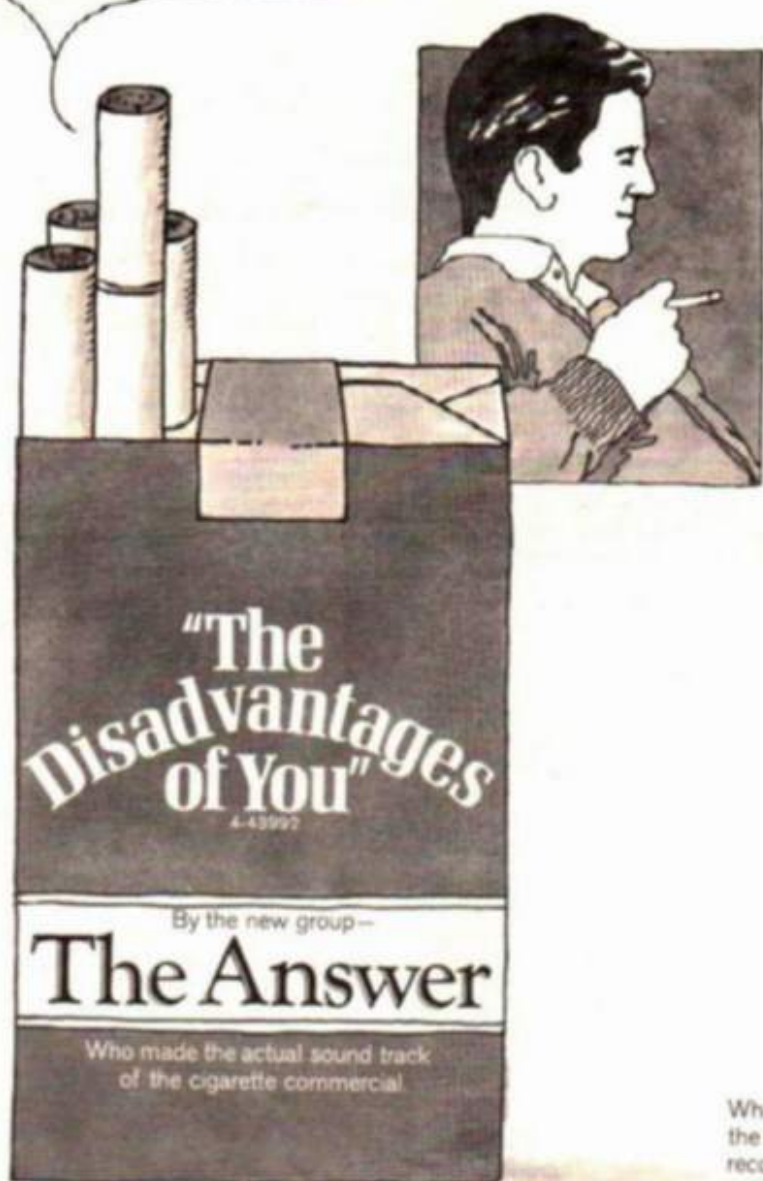
Takes a Look

Capital Cities Broadcasting, which owns WKBW, recently took a serious look at representative markets where rock 'n' roll has enjoyed success, Sennett said. Based on Hooper
(Continued on page 30)



HELICHER BROS., leading midwest record distributors, have launched a camper bus to aid with radio station record promotion. The van, shown here visiting two radio stations, provides all the comforts of home—a menu of scrambled eggs, and diced ham, a stewardess to do the serving, and music (only new records, of course). Above at KDWB, St. Paul, from left: Regional Mercury representative Frank Peters, hostess Marlene Barnes, Helicher Bros. representative Dan Desmond, KDWB music director Tac Hammer, and KDWB program director Charlie Brown. Below at WOGY, Minneapolis, from left: Johnny Canton, DJ Jim Dandy (front), regional Mercury representative Frank Peters (back), Gordon Prince of Motown, and Liberty's regional representative Jerry Lecourcier. Cookouts are provided in radio station parking lots.

They're playing
our song.



Where
the longer
record
action is.



"SIT DOWN, I THINK I LOVE YOU"

(0539)

IS A NEW SINGLE BY A NEW GROUP CALLED:

THE MOJO MEN

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



*¹ KYA - FROM 30TH TO 15TH TO 7TH - IN 3 WEEKS
KFRC - FROM 23RD TO 18TH TO 3RD - IN 3 WEEKS

*² KHJ } HIT BOUND PICK
KFWB }

*³ WDRC - BERTHA PORTER PICK

*⁴ KJR - PAT O'DAY PICK



MIKE DOUGLAS, left, and co-host Edie Adams listen as record stars JANA BYER and Bill Jordan, right, present excerpts of their "The New First Family" album on MGM Records. Douglas devoted 15 minutes on his TV show, syndicated in more than 50 major markets, to the LP. Show was taped for showing soon.

KSO Bowling 'Upside Sound'

DES MOINES — Launching an updated programming concept based on Billboard's Easy Listening Chart, KSO kicked off an audience promotion last week with teaser billboard advertising calling attention to its "Upside Sound."

Richard Covey, new general manager of the old-line station, has appointed Bobby Beers to handle the music director chores. Programming will feature alternate Easy Listening tunes directed toward a 20-40 age group. Until recently, the station had been programming Hot 100 records.

Revolving 'Play' Puts WEBR on Top Again

BUFFALO, N. Y. — With a programming formula that revolves on 50 different albums every day and a singles playlist of 40, WEBR again captured Billboard's Radio Response Rating survey as the major influence in the market on sales of albums. The station rated 52 per cent of the votes, compared to second place WBN with 22 and third place WGR with 19. The survey indicated that WEBR has enormous influence in the market—the nation's 16th largest radio market—in not only reaching a large young adult and adult audience but

in persuading them to buy product. Voting in the survey were record dealers, distributors, one-stop operators, and local and national record company executives.

Program director Jack Eno attributed the station's success to a "narrow middle-of-the-road" programming policy. Many tunes on Billboard's Easy Listening Chart, he said, would never be considered by the station. "We limit ourselves to the good orchestral works, the better singers. In a 16-hour day, we will use cuts from 50 albums and these are changed every day." In addition, the station's uninculcated weekly playlist of singles features 40 records. Any given record, if it gets audience response, may stay on this singles playlist as long as four to six weeks. The popularity of these singles is based mostly on telephone calls received by the station. "People calling wanting to know where they can buy the record. This sometimes leaves us in a spot because the dealers haven't yet picked up the record," Eno said.

But play on the station can boost sales, an example is "Snow Bells," by Winifred Atwell on Columbia Records, which Eno said is "going like mad" in local sales. The station also feels it contributed to the success of "Wish Me a Rainbow," by the Gunter Kallman Chorus on the 4 Corners of the World label and "Yellowbird," by Arthur Lyman.

The station plays about three LP cuts to one single. Mary Louise Brady, record librarian, said that the artists featured on the station would include the Village Schemers, Peter Nero, Herb Alpert and the Tijuana Brass, Al Hirt, Frank Sinatra, John Gary, Tony Bennett, Peggy Lee and Doris Day. All records are programmed except for the jazz show by Carroll Hardy, who selects his own records.

STATIONS BY FORMAT

Continued from page 30

WOL-PM: 15,000 watts. On the air 6:30 a.m.-10:30 p.m. **Mainstream Country** (50%)-**Other** (50%). Simulcast with **WOL**. Address and other information as above.

WYNY: 1,000 watts. **Daytime**. **Mainstream Country** (50%)-**Pop** (50%). Special equipment: mobile units, equipment for traffic and city reports. New record selected for airplay by prog. dir. Approximately 5-10 new singles and 1 new LP programmed weekly. Gen'l. Mgr., Stan J. Adams, Prog. Dir., Bob Christian. Send copies of 40's and

copies of LP's to Mr. Christian, ENO William Davis Laboratories, N. Y. 14206. Phone: (716) 884-6142.

WNSA: 500 day 420 night watts. On the air 6:15 a.m. **Federal Broadcasting System** (75%)-**News Service** (25%). **Country** (50%)-**Country** (50%). Gordon P. Brown is director of 2-man news dept. 5-min. local news every 15 min. New records selected for airplay by prog. dir. committee of station personnel (11), phone-in votes. Approximately 50 or more new 40's and 5 new LP's programmed weekly. Record promotion people are some of their contributors. Gen'l. Mgr., Gordon P. Brown, Prog. Dir., Mary Leventhal. Send 2 copies of 40's and 2 copies of LP's to Mrs. Leventhal, 2000 Gatesway St., Buffalo, N. Y. 14225. Phone: (716) 894-1236.

WWRB: 1,000 watts. **Daytime**. **Mainstream Rhythm & Blues** (100%).

Donald Mullins is director of news dept. **Send featured regularly on "Kalamazoo" with Frank Marino. New records selected for airplay by prog. dir. Gen'l. Mgr., Jim Corwin, Prog. Dir., Ken Smith. Send copies of 40's and copies of LP's to Mr. Smith, Box 3390, Buffalo, N. Y. 14221. Phone: (716) 433-3986.**

WWEI: 1,000 watts. **Daytime**. **Mainstream**. **Pop** (50%)-**Country** (50%)-**Other** (10%). **News** (10%). **Local news** (10%). **On the air** 6:30 a.m. **and Buffalo**. **Record promotion** people are some of their contributors. Gen'l. Mgr., Gordon P. Brown, Prog. Dir., Mary Leventhal. Send 2 copies of 40's and 2 copies of LP's to Mrs. Leventhal, 2000 Gatesway St., Buffalo, N. Y. 14225. Phone: (716) 894-1236.

WYNY: 1,000 watts. On the air 7:30 a.m. **and Buffalo**. **Record promotion** people are some of their contributors. Gen'l. Mgr., Gordon P. Brown, Prog. Dir., Mary Leventhal. Send 2 copies of 40's and 2 copies of LP's to Mrs. Leventhal, 2000 Gatesway St., Buffalo, N. Y. 14225. Phone: (716) 894-1236.

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Yesteryear's Hits

Change-of-pace programming from year to year... featuring the disks that were the hottest in the last 2 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago January 20, 1962

1. The Twist, Chubby Checker, Parkway
2. Peppermint Twist, Jay Dee and the Starliners, Roulette
3. The Lion Sleeps Tonight, Tokens, RCA Victor
4. Can't Help Falling in Love, Elvis Presley, RCA Victor
5. I Know, Barbara George, AFD
6. Happy Birthdays, Sweet Sixteen, Neil Sedaka, RCA Victor
7. Walk On By, Lenny Van Dyke, Mercury
8. Run to Him, Bobby Vee, Liberty
9. When I Fall in Love, Lettermen, Capitol
10. Norman, Sue Thompson, Hickory

R&B SINGLES—5 Years Ago January 20, 1962

1. I Know, Barbara George, AFD
2. Shake My Heart, Ray Charles, ABC-Paramount
3. Let Someone, James Brown & His Famous Flames, King
4. Poor Fool, Ike & Tina Turner, Sue
5. Turn on Your Love Light, Bobby Bland, Duke
6. The Twist, Chubby Checker, Parkway
7. Please Mr. Postman, Marvellettes, Tamla
8. The Lion Sleeps Tonight, Tokens, RCA Victor
9. Peppermint Twist, Jay Dee & the Starliners, Roulette
10. If You Gotta Make a Fool of Somebody, James Ray, Caprice

POP SINGLES—10 Years Ago January 12, 1957

1. Singing the Blues, Guy Mitchell, Columbia
2. Green Door, Jim Lewis, Dot
3. Love Me Tender, Elvis Presley, RCA Victor
4. Blueberry Hill, Fats Domino, Imperial
5. True Love, Bing Crosby & Grace Kelly, Capitol
6. Just Walking in the Rain, Juliana Ray, Columbia
7. Love Me, This Presley, RCA Victor
8. How & a Baby Ruth, George Hamilton IV, ABC-Paramount
9. Moonlight Gambler, Frankie Laine, Columbia

POP LPs—5 Years Ago January 20, 1962

1. Blue Hawaii, Elvis Presley, RCA Victor
2. Holiday Sing Along With Mitch, Mitch Miller, Columbia
3. Don't Be Twist of the Peppermint Lounge, Jay Dee & the Starliners, Roulette
4. Your Twist Party, Chubby Checker, Parkway
5. Breakfast at Tiffany's, Henry Mancini, RCA Victor
6. The Twist, Chubby Checker, Parkway
7. Chubby Checker/Bobby Rydell, Cameo
8. Judy at Carnegie Hall, Judy Garland, Capitol
9. The Sound of Music, Original Cast, Columbia
10. Milk and Honey, Original Cast, RCA Victor

no definite plans as of press time just when deejays would return to work.

Pushing the "more music" concept, the mechanical-voiced robot deejay has been setting records with records. Monday, he played 5 in a row non-stop.

More Radio-TV News on Page 44

Prestige has two new smash singles
"GROOVE" HOLMES
#45-431
NEVER ON SUNDAY
B/W
BOO-D-DOO

"PUCHO" #45-436
AYE MA MA B/W **WHAT A PIECE**

Still Selling Big—
Groove Holmes' Album #7435
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PROGRAM DIRECTOR Bob Ness of WHIL-FM, the Boston country music station, talks with Bill Monroe of Decca Records, right. Monroe drew overflow crowds at the Club 47 in Boston recently.

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Simon & Garfunkel

SPC-3059



The Romantic Sound
Fred Waring And The Pennsylvanians

SPC-3451



The Happy Sound of Joe Fingers
Cory & His Piano & Orchestra

SPC-3060



And That Reminds Me
Della Reese

SPC-3058



Hawaii - The Island of Dreams
Wesley Edwards & His Hawaii Carle Orchestra

SPC-3062



Polka All The Way
Cory & His Piano

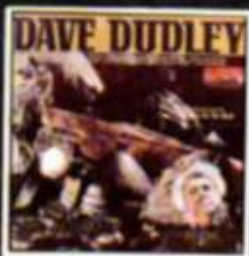
SPC-3061



The Greatest Yo-De-Doe-E of All Time:
RUDY VALLEE
The Greatest of All Time!

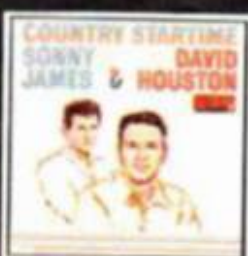
SPC-3063

Pop



Last Day in the Mines
Cory Dudley

JS-8040



Country Star Time
David Houston/Sonny James

JS-8044



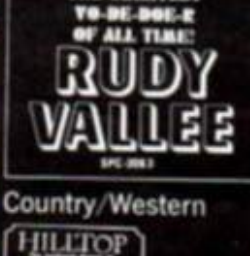
No Great Hills
T. Sassa Tyler

JS-8042



Sing Me His Tune
The Bitter

JS-8046



Country/Western

HILLTOP
The Greatest of All Time!



Favorite Shortures
Royal Philharmonic Orchestra

SPC-4020



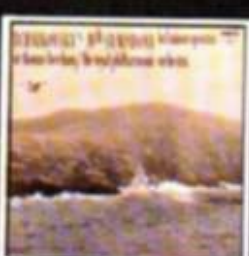
Musicality: Pictures of an Exhibition
Royal Philharmonic Orchestra

SPC-4021



Tempo Español
Carmen Bryceon

SPC-4022



Schubert: 4th Symphony
Royal Philharmonic Orchestra

SPC-4023



Greg & Schumann Concerto
Royal Philharmonic Orchestra

SPC-4024

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Pop



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Look to the Stars SPC 3049



When Your Feet Fly SPC 3047



Al Martino SPC 3046



I Don't Care SPC 3053



Kaye Duggan SPC 3050



Kate Smith SPC 3052



I Could Have Loved Anyone SPC 3048

Country/Western



Hank Locklin SPC 6047



Merle Travis SPC 6048



Deep in the Heart SPC 6029



Judy Miller SPC 6038



Faron Young SPC 6027



Ira & Charles Louvin SPC 6026

Classical



Beethoven SPC 4022



Chopin SPC 4023



Liszt SPC 4019



Richard Strauss SPC 4021

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MGM—Prefixes: TCSM(5-Track)/F13(4-Track)

1E-5 ST HOW THE WEST WAS WON: Original Sound Track
 1E-7 ST THE SINGING NUN: Original Sound Track
 3872 OC THE FANTASTICKS: Original Cast
 4308 ST BORN FREE: Original Sound Track
 4415 HUGH MASEKELA'S NEXT ALBUM
 4422 THE BEST OF SAM THE SHAM & THE PHAROAH
 4424 ROY ORBISON SINGS DON GIBSON
 4429 MORRIS HILLIAMS AND STRINGS
 4431 ERIC IS HERE: Eric Burdon & The Animals
 4436 THERE'S A KIND OF HUGO! ALL OVER THE WORLD: Herman's Hermits
 4448 LOVE, ITALIAN STYLE: Connie Francis

VERVE—Prefixes: TCEV(5-Track)/F14(4-Track)

5010 NAY/N: SOMETHIN'! The Righteous Brothers
 5011 THE BEST OF ARTHUR BRYNDOCK
 5474 WASHIN' Jimmy Smith
 5552 ANY NUMBER CAN WIN Jimmy Smith
 5595 WARM WAVES/Cal Tjader
 5626 SOUL BIRD: WHERRENPOOF/Cal Tjader
 5672 CALIFORNIA DREAMING/Vince Montgomery
 5673 A CERTAIN SMILE, A CERTAIN SADNESS: Astrud Gilberto/Walter Wanderley
 5675 A SIMPLE MATTER OF CONVICTION: Bill Evans/Shelly Manne/Lddie Gomez
 5676 CHANGANCA/Walter Wanderley, Trio
 5681 SOMETHING WARM: Oscar Peterson

KAMA SUTRA—Prefixes: TCEK(5-Track)/F72(4-Track)

8026 ST YOU'RE A BIG BOY NOW: The Lovin' Spoonful

VERVE/FOLKWAYS—Prefixes: TCFB(5-Track)/F75(4-Track)
 3028 PROJECTIONS/The Blues Project

A PANORAMA OF ALL-TIME BEST-SELLERS!

MGM—Prefixes: TCSM(5-Track)/F13(4-Track)

1E-6 ST DOCTOR ZHIVAGO: Original Sound Track
 3121 OC THE THREEPENNY OPERA: Original New York Cast
 3640 DAVID ROSE PLAYS MUSIC FROM "GIGI"
 3641 ST GIGI: Original Sound Track
 3716 LIKE YOUNG/Andre Previn/David Rose
 3809 SPECTACULAR STRINGS/David Rose & His Orch.
 3918 HANK WILLIAMS' GREATEST HITS
 3960 CONNIE FRANCIS SINGS "NEVER ON SUNDAY"
 3973 BLUE MIST/Sam (The Man) Taylor
 3990 ST THE WIZARD OF OZ: Judy Garland - Original Sound Track
 4004 21 CHANNEL SOUND/David Rose & His Orch.
 4052 THE STRIPPER/David Rose & His Orch.
 4157 THE VERY BEST OF CONNIE FRANCIS
 4189 MARIA ELENA/Billy Mure
 4216 BEST OF AL HIRT/Al Hirt/Pala Fountain
 4296 CONNIE FRANCIS SINGS ALL TIME INTERNATIONAL HITS
 4299 SPANISH HARLEM/Manuel & His Strings
 4306 THERE IS ONLY ONE ROY ORBISON
 4315 THE BEST OF HERMAN'S HERMITS
 4322 THE ORBISON WAY/Roy Orbison
 4324 THE BEST OF THE ANIMALS
 4335 NOW PLAYING: A NIGHT AT THE MOVIES: Evril Garner
 4342 ST HOLD ON! Herman's Hermits & Original Cast



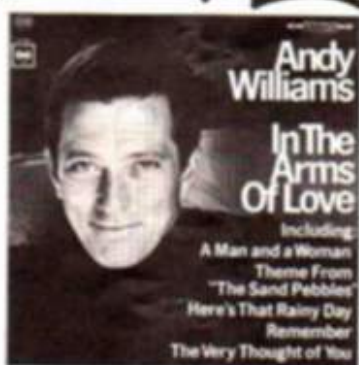
THAT GOES ON AND ON AND ON ... ON AMPEX

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

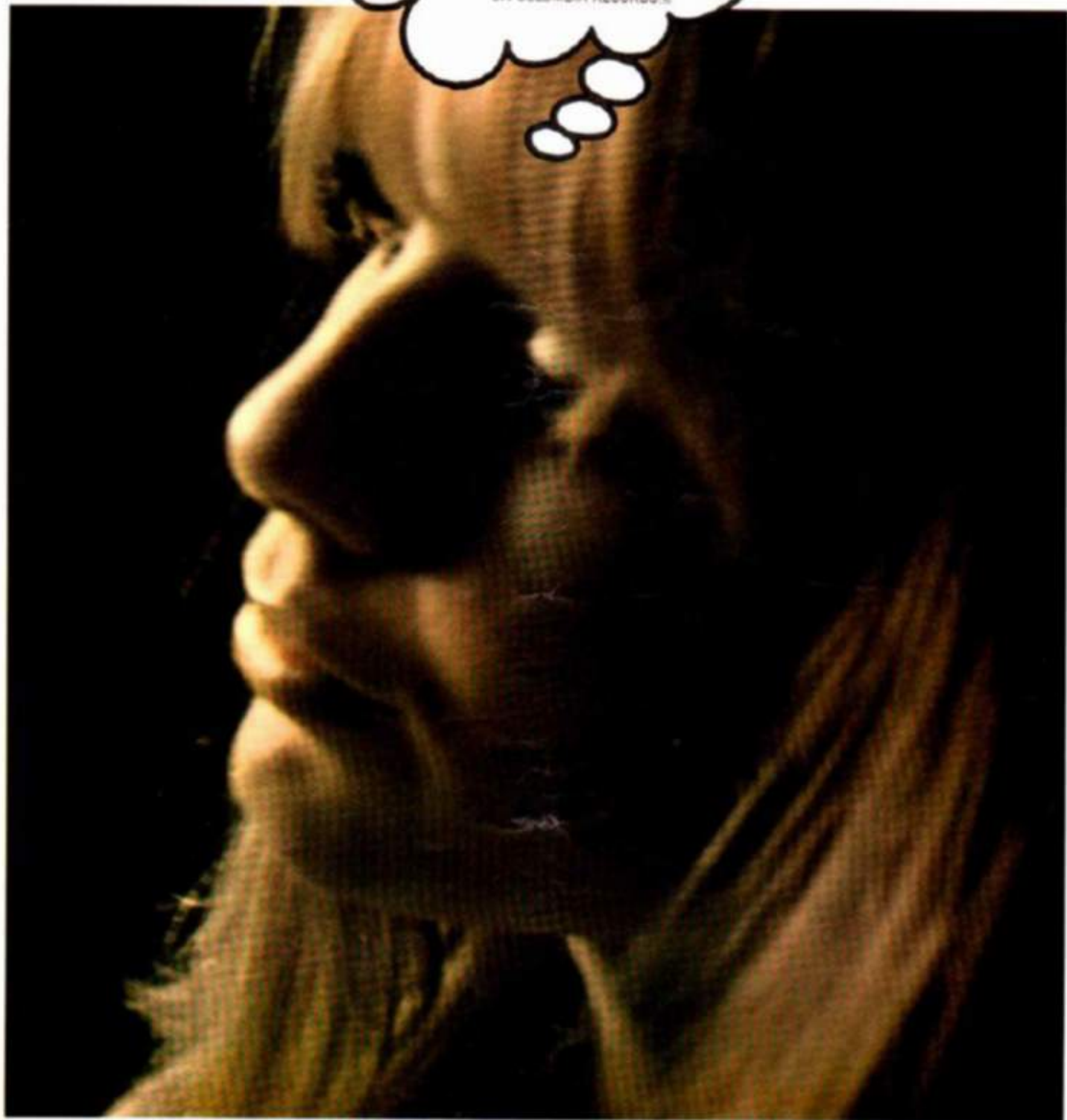
4385	JEALOUS HEART/Connie Francis	8614	SOUL SAUCE/Carl Tjader
4387	CAMPUS CONCERT/Enroll Garner	8623	GETZ/GILBERTO #2 Stan Getz/João Gilberto
4377	THE LEGEND LIVES ANEW/Hank Williams and Strings	8625	BUMPIN'/Wes Montgomery
4378	HANK WILLIAMS & HANK WILLIAMS, JR., AGAIN	8628	ORGAN GRINDER SWING/Jimmy Smith
4379	THE CLASSIC ROY ORBISON	8629	THE SHADOW OF YOUR SMILE/Astrud Gilberto
4382	MOVIE GREATS OF THE 60'S/Connie Francis	8631	SPANISH GREASE/Willie Bobo
4384	ANIMALIZATION/The Animals	8633	SMOKIN' AT THE HALF NOTE/Wes Montgomery
4385	LAINIE KAZAN	8635	BLUE PYRAMID/Johnny Hodges/Wild Bill Davis
4386	BOTH SIDES OF HERMAN'S HERMITS	8637	SOUL BURST/Carl Tjader
4405	NOSTALGIA NO. 1/Willy Mure's Happy Guitars	8640	SYMPHONY ORCHESTRA/Enroll Garner
4407	LIL RED MONS HOOB/Sam The Span & The Pharaohs	8641	GOT MY MOJO WORKIN'/Jimmy Smith
4411	CONNIE FRANCIS LIVE AT THE SARAH	8642	GOIN' OUT OF MY HEAD/Wes Montgomery
4414	ANIMALISM/The Animals	8643	LOOK TO THE RAINBOW/Astrud Gilberto
4416	THE BEST OF HERMAN'S HERMITS, VOL. 2	8645	FRYSOCK/BASIE/Arthur Frysack/Count Basie
VERVE—Prefixes: TC8V(8-Track)/F14(6-Track)			
5001	NOEL & INSPIRATION/The Righteous Brothers	8648	UNO-DOS-TRES: 1-2-3/Willie Bobo
5004	GO AHEAD AND CRY/The Righteous Brothers	8651	EL SONIDO NUEVO/Carl Tjader/Eddie Palmieri
4071	WHISPER NOT/Sis Singaroff	8652	PETER & THE WOLF/Jimmy Smith
8432	JAZZ KAMBA/Stan Getz/Charlie Byrd	8653	TEQUILA/Wes Montgomery
8434	WEST SIDE STORY (Cast Recording)	8657	MORE BRASS/Kai Winding
8523	JAZZ SAMBA SWINGS/Stan Getz/Luz Silva	8658	RAIN FOREST/Walter Wanderley
8543	GETZ/GILBERTO-5th Getz/João Gilberto	8659	BASIE'S BEATLE BAG/Count Basie
8547	COMPOSER OF "DESAFINADO" PLAYS/Amma Carria Jesus	8660	STAN GETZ WITH GUEST ARTIST LAURINDO ALMEIDA
8551	MONEY/Kai Winding	8667	HOOCHIE COOCHIE MAN/Jimmy Smith
8583	WHO'S AFRAID OF VIRGINIA WOOLF/Jimmy Smith	8669	CHANGES/Jackie & Roy
8587	THE CAT/Jimmy Smith	8670	FEELIN' SO GOOD/Willie Bobo
8600	GETZ AU GO GO/Stan Getz with Astrud Gilberto	15004	THE NEW FIRST FAMILY, 1968
8605	OUR SHINING HOUR/Sammy Davis/Count Basie	KAMA SUTRA—Prefixes: TC8K(8-Track)/F73(6-Track)	
8608	THE ASTRUD GILBERTO ALBUM	8010	DO YOU BELIEVE IN MAGIC?/The Lovin' Spoonful
8612	GUITAR FORMS/Kenny Durrell/Gil Evans	8051	DAYDREAM/The Lovin' Spoonful
		8054	HUMS OF THE LOVIN' SPOONFUL/The Lovin' Spoonful

MGM, Verve and Verve-Fox are divisions of Metro-Goldwyn-Mayer Inc.





CL 2533/C3 8333 Stereo
ON COLUMBIA RECORDS



TOP LP's

★ **STAR** performer—LP's on chart 13 weeks or less registering greater proportionate upward progress this week.

Recording Industry Association of America
List of certification in weeks since LP's

Rank	LP Title	Artist	Weeks on Chart
1	THE ADDRESS	Various Artists	15
2	S.R.O.	Various Artists	8
3	DR. ZHIVAGO	Various Artists	44
4	THE SOUND OF MUSIC	Various Artists	16
5	IF I WAFFLE BARBRA	Barbra Streisand	9
6	GOING PLACES	Various Artists	10
7	BORN FREE	Various Artists	8
8	WINCHESTER CATHEDRAL	Various Artists	6
9	SUPREMES A GO-GO	The Supremes	17
10	GOLDEN GREATS	Various Artists	13
11	GET LOVE IF YOU WANT IT	Various Artists	5
12	THE MAMAS AND THE PAPAS	The Mamas & The Papas	18
13	FARLEY, SAGE, ROSEMARY AND TYTME	Various Artists	10
14	SOMEWHERE MY LOVE	Various Artists	23
15	WONDERFULNESS	Various Artists	24
16	WINCHESTER CATHEDRAL	Various Artists	7
17	THE BEST OF THE LETTERMEN	Various Artists	13
18	REVOLVER	The Beatles	20
19	THE WILD ANGELS	Various Artists	14
20	STRANGERS IN THE NIGHT	Various Artists	31
21	THE TEMPTATIONS GREATEST HITS	The Temptations	5
22	WHIPPED CREAM & OTHER DELICIES	Various Artists	33
23	SERGIO MENDES & BRASIL '66	Sergio Mendes	19
24	QUANTANAMERA	Various Artists	12
25	JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART	Jim Nabors	14
26	SECOND GOLD VAULT OF HITS	Various Artists	7
27	THE BEST OF THE ANIMALS	The Animals	49
28	LOW RAWLS LIVE!	Low Rawls	37
29	WHAT NOW MY LOVE	Various Artists	26
30	WHY IS THERE AIR?	Various Artists	73
31	THE TIME OF MY LIFE	Various Artists	13
32	LOW RAWLS SOULIN'	Low Rawls	19
33	BEST OF HERMAN'S HERMITS, VOL. 3	Herman's Hermits	7
34	BERT KAUFMAN'S GREATEST HITS	Bert Kaufman	15
35	FIGGLER ON THE ROOF	Figglehorn	114
36	BEST OF THE BEACH BOTS, VOL. 1	The Beach Bots	20
37	RAIN FOREST	Various Artists	20
38	ANIMALISM	Various Artists	7
39	SPIRITS OF '67	Various Artists	3
40	SPINOUT	Various Artists	12
41	A MAN AND A WOMAN	Various Artists	9
42	SUNSHINE SUPERMAN	Various Artists	17
43	AFTERMATH	Various Artists	26
44	SEAN MASTERY'S T.V. SHOW	Sean Mastery	7
45	HOMES OF THE LOWLY SPERMALS	Various Artists	3
46	TRINI LOPEZ'S GREATEST HITS	Trini Lopez	8
47	SINATRA AT THE SARDIS	Frank Sinatra	22
48	JOHNNY RIVERS' GOLDEN HITS	Johnny Rivers	17
49	WADE IN THE WATER	Various Artists	19

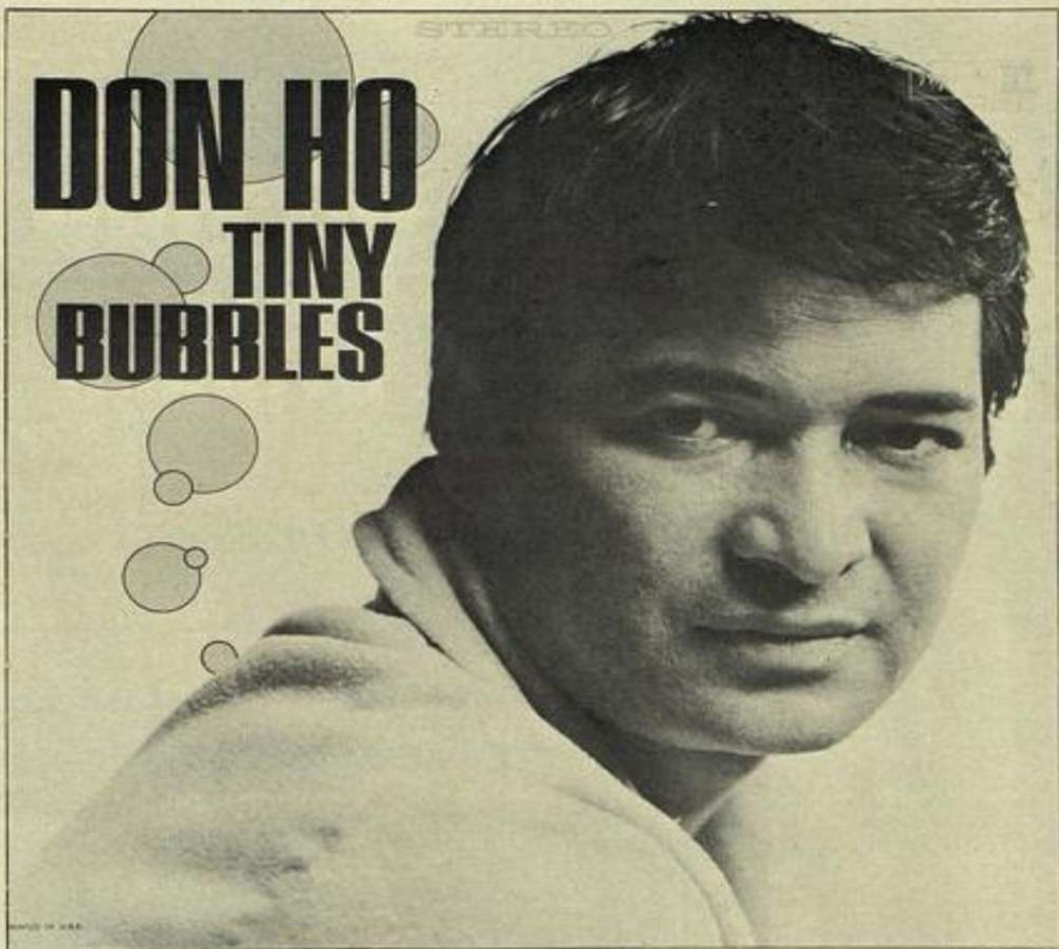
Rank	LP Title	Artist	Weeks on Chart
50	FOUR YEARS LIVE!	Various Artists	5
51	MAN OF LA MANCHA	Various Artists	10
52	AND THEN... ALONG COMES THE ASSOCIATION	The Association	22
53	OPENING NIGHTS AT THE MET	Various Artists	15
54	MR. MUSIC	Various Artists	11
55	MAME	Various Artists	20
56	ALPHIE	Various Artists	13
57	THE PETER PAUL AND MARY ALBUM	The Peter Paul and Mary Trio	12
58	SO NICE	Various Artists	16
59	SWAY TO A GO GO	Various Artists	5
60	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Bill Cosby	47
61	SNAPSHOTS FOR YOUNG LOVERS	Various Artists	9
62	THIS IS LOVE	Various Artists	12
63	GALVESTON	Various Artists	2
64	WATCH OUT	Various Artists	9
65	THE BEST OF HERMAN'S HERMITS	Herman's Hermits	11
66	THE LONELY BULL	Various Artists	34
67	SOUTH OF THE BORDER	Various Artists	30
68	IN TEARS	Various Artists	9
69	I STARTED OUT AS A CHILD	Various Artists	67
70	ANIMALIZATION	Various Artists	22
71	A TIME FOR LOVE	Various Artists	10
72	ON TOP	Various Artists	21
73	GETTIN' READY	Various Artists	26
74	JACK JONES SINGS	Jack Jones	8
75	THE OTIS REDDING DICTIONARY OF SOUL	Otis Redding	6
76	THE KINKS GREATEST HITS	The Kinks	21
77	CHANCES	Various Artists	5
78	THE NEW FIRST FAMILY, 1966	Various Artists	3
79	TONY BUBBLES	Tony Bubbles	5
80	IF YOU CAN BELIEVE YOUR EYES AND EARS	Various Artists	45
81	PSYCHEDELIC LOLLIPOP	Various Artists	7
82	HOW SWEET IT IS	Various Artists	6
83	THE EXCITING WILSON PICKETT	Wilson Pickett	21
84	BORN FREE	Various Artists	35
85	CAMEL THAT LOVERS PLAY	Various Artists	8
86	A HEART FILLED WITH SONG	Various Artists	13
87	BIG KINGS (High Tides and Green Grass)	The Big Kings	40
88	EAST WEST	Various Artists	15
89	HAWAII	Various Artists	9
90	RENAISSANCE	Various Artists	2
91	THE IMPOSSIBLE DREAM	Various Artists	27
92	MIDNIGHT RIDE	Various Artists	31
93	GREATEST HITS OF ALL TIMES	Various Artists	5
94	TEQUILA	Various Artists	20
95	GENEROUS LIKE ME	Various Artists	4
96	SWEET PEA	Various Artists	11
97	THE YOUNG RASCALS	The Young Rascals	37
98	SIDE BY SIDE	Various Artists	5
99	BREAKOUT	Various Artists	10

Rank	LP Title	Artist	Weeks on Chart
100	CHEER	Various Artists	16
101	I'LL REMEMBER YOU	Various Artists	39
102	MORE GREATEST HITS	Various Artists	9
103	OUR HERO... FAT COOPER	Fat Cooper	28
104	GO AHEAD AND KEY	Various Artists	20
105	THE SHADOW OF YOUR SMILE	Various Artists	34
106	PROJECTIONS	Various Artists	5
107	COMING ON STRONG	Various Artists	4
108	THE BIBLE... IN THE BEGINNING	Various Artists	10
109	FIFTH DIMENSION	Various Artists	21
110	A COLLECTION OF 16 BIG HITS, VOL. 2	Various Artists	11
111	LOOKIN' BACK	Various Artists	5
112	SPACETT! SAUCE	Various Artists	5
113	THE 4 SEASONS GOLD VAULT OF HITS	Various Artists	23
114	PET SOUNDS	The Beach Boys	34
115	HERE WHERE THERE IS LOVE	Various Artists	2
116	WILD THINGS!	Various Artists	18
117	THE HIT SOUND OF DEAN MASTIN	Dean Martin	21
118	PERRY COME IN ITALY	Various Artists	13
119	THE APPLE TREE	Various Artists	2
120	THE DAVE CLARK FIVE'S GREATEST HITS	The Dave Clark Five	47
121	TIME AFTER TIME	Various Artists	1
122	BEST OF DEAN MASTIN	Dean Martin	5
123	TENDER LOVING CARE	Various Artists	21
124	THE SHADOW OF YOUR SMILE	Various Artists	33
125	SPANISH EYES	Various Artists	48
126	TERRY KNIGHT & THE PACK	Terry Knight	6
127	WORDS AND MUSIC	Various Artists	9
128	BORN A WOMAN	Various Artists	8
129	SWINGIN' NEW BIG BAND	Various Artists	3
130	IN MY LIFE	Various Artists	7
131	YESTERDAY AND TODAY	Various Artists	28
132	CABARET	Various Artists	2
133	WISTY	Various Artists	4
134	ALMOST PERSUADED	Various Artists	20
135	THE SEAS	Various Artists	1
136	'I GOT I GOT'	Various Artists	1
137	ROCKETS WITH STRINGS	Various Artists	1
138	BANG! BANG! PUSH, PUSH, PUSH	Various Artists	2
139	BLONDE ON BLONDE	Various Artists	26
140	BEST OF SONNY JAMES	Sonny James	4
141	HAWAII	Various Artists	2
142	THE BIBLE... IN THE BEGINNING	Various Artists	10
143	WACK WACK	Various Artists	1
144	YOU ASKED FOR IT!	Various Artists	17
145	WISH ME A RAINBOW	Various Artists	4
146	WHISKEY	Various Artists	1
147	TUSANA BRASS	Various Artists	13
148	BOUCH 'N TUMBLE	Various Artists	2
149	ALPHIE	Various Artists	1

*1000 Stars and Stereo Albums are eligible for the benefit of record buyers registering greater proportionate upward progress this week. This coding system, in successful use for over two years, is available on request from Billboard's NYC Dept., New York office. Compiled from national retail sales by the Music Paperclips Dept. of Record Market Research, Billboard.

**HIT SINGLE!
HIT ALBUM!**

DON HO
TINY
BUBBLES



R/RS 6232



THE DON HO SHOW
R/RS 6161



DON HO - AGAIN
R/RS 6186



YOU'RE GONNA HEAR
FROM ME
R/RS 6219

reprise
RECORDS



Vox Jox

Continued from page 30

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

Ed Robbins has joined KPAT and KPAT-FM, San Francisco-Berkeley, as production manager; prior to this, he was program director of WCCC and WCCC-FM, Hartford.

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

Joining KFWB, Los Angeles, is Robert Oakes as program manager; Bill Wheatley has been moved up to operations manager.

Marc Avery, formerly with WXYZ, Detroit, has joined WJBK, Detroit, to host the 6-10 a.m. show.

John Terry has taken over the 7-midnight slot of WNWC-FM, a Hot 100 format station, following the departure of George Carl to Michigan.

Ken Flenniken has been named general manager of WDEF, WDEF-FM, and WDEF-TV, Chattanooga; he was manager of just the radio side.

Bobby Beers has been appointed music director of KSO, Des Moines, Iowa; he has worked in the past for KWGN-TV and radio stations KBFR and KOSI in Denver.

John Shafter, with CBS since 1950, has taken over the "Talk of New York" program on WCBS, New York.

George Donley, program director of KOKO, Warrensburg, Mo., drops a note thanking record companies for promotional records and says the station still needs Hot 100, Easy Listening and country records.

Dick Jones, formerly with WAAB, Worcester, Mass., has joined WHIM, the Providence, R. I., country music outlet, as mid-morning personality.

New morning personality at Hot 100 format WTUP, Tupelo, Miss., is Phil Harmonic (Wootly), formerly with WDDT in Greenville, Miss.

Phil E. Nolan has been upped to national radio program manager of Westinghouse Broadcasting station group; he succeeds James Lightfoot, who's now general manager of KFWB, Los Angeles.

Dean Stuart has been upped to music director of WHUC, the Hudson, N. Y., station presently beaming a sing-a-long format.

Julio Di Benedetto has switched posts to vice-president for West Coast operations of Bob Banner Associates; he was vice-president of East Coast activities.

Tom Egan has moved from Bob Banner Associates, New York, to the West Coast office, to head up expanded activity in the motion picture division. The firm has opened new office at 132 S. Rodeo Drive, Beverly Hills.

Jim Dye, deejay on KFJZ, Houston, has joined the staff of KNUZ, Houston, as deejay.

Jimmie O'Brien has rejoined KLIF, Dallas, as air personality, replacing Charlie Van Dyke, who has gone to KVIL, Dallas. Gary Allyn is the new program director of KONO, San Antonio; Howard D. Falkenberg has been appointed assistant to president Jack Roth of KONO and its FM side—KITY-FM.

William B. Chamberlain has been named executive assistant to president Lester Kamin of KXYZ, Houston, a position in which he will be responsible for management of KXYZ and KXYZ-FM, which recently decided to go the programming route sans air personalities.

Joe Ray is now the morning man with WHYP, Northeast, Pa.; he had been doing a four-hour Saturday night show over WWYN, Erie, Pa., and a taped show over WMGW, Meadville, Pa.

Ronnie Barrett of WERE, Cleveland, has won the Instant Fels Creative Commercial contest for the best audience impact on a Fels contest.

Stam Warwick has been named program director of KGLI, San Fernando, Calif., replacing Chuck James; he was news director of the outlet.

Chuck McPherson has joined WQIK, Jacksonville, Fla., as program director of both AM and FM facilities; he was formerly with WZOK, Jacksonville, and WSHO, New Orleans.

The deejay team of Charlie Brown and Irv Harrigan, a household word in Dallas on KLIF, has shifted radio antics to WKYC; WKYC in Cleveland is spending \$10,000 in promotion to welcome team to their new locale.

Bob White, formerly program director for KILT, Houston, a Hot 100 format station, is the new program director of KCUL, Fort Worth. Roy Lemmons is the new general manager of the Fort Worth country music station, now on the verge of shifting formats.

HOT SELLING SINGLES

FROM

Jewel . . . Paula

"BLACK OLIVE"
The Bad Boys

Paula 254

"TELL IT
LIKE IT IS"

The Boogie Kings

Paula 262

"THINGS YOU DO"

Frank Frost

Jewel 771

The Hottest R & B
Gospel LP on the Market

"HOW SWEET IT IS
TO BE LOVED"

O. L. Holliday

Jewel 0003

REV. O. L. HOLLIDAY



HOW SWEET IT IS



D.J.'s write:

Jewel . . . Paula
RECORDS

738 TEXAS ST., SHREVEPORT, LA.
Phone: (318) 422-7182

Billboard SPECIAL SURVEY for Week Ending 1/14/67

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Orap, BM)	7	26	42	MERCY, MERCY, MERCY "Cannonball" Adderley, Capitol 5798 (Zemmo, BM)	2
2	2	(I Know) I'M LOSING YOU Temptations, Gordy 7057 (Jobete, BM)	8	27	17	I'M YOUR PUPPET James & Bobby Purify, Bell 649 (Fame, BM)	17
3	4	A PLACE IN THE SUN Sheila Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	9	28	48	YOU NEED CONFIDENCE Van Dyke, Mala 549 (Alm/Cha-Stew, BM)	2
4	3	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalyne, BM)	10	29	—	I DOG GIRLS J. J. Jackson, Cella 125 (Weager, BM)	1
5	6	TRY A LITTLE TENDERNESS Oris Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	6	30	22	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BM)	21
6	8	MUSTANG SALLY Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BM)	7	31	36	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BM)	5
7	14	STANDING IN THE SHADOWS OF LOVE Four Tops, Motown 1102 (Jobete, BM)	4	32	—	96 TEARS Big Maybelle, Rajac 112 (Arguello, BM)	1
8	11	YOU GOT ME HUMMIN' Sam & Dave, Stax 204 (Pronto/East, BM)	6	33	—	I CAN'T PLEASE YOU Jimmy Rabins, Jethart 207 (Ramhorn, BM)	1
9	12	ARE YOU LOVELY FOR ME Freddie Scott, Shout 207 (Web IV, BM)	5	34	39	LOOK AT GRANNY RUN RUN Howard Tafoe, Verve 10464 (Ragmar-Rumbalara, BM)	3
10	19	STAND BY ME Soyler Turner, MGM 12617 (Progressive/Trio/A.D.T., BM)	4	35	38	YOU CAN BRING ME ALL YOUR HEARTACHES Lou Rawls, Capitol 5790 (Raw-Lou, BM)	5
11	5	YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BM)	10	36	37	KARATE Emperson, Mala 543 (Wilson, BM)	5
12	7	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BM)	11	37	47	AT THE PARTY Hector Rivera, Barry 1011 (Twins, BM)	3
13	13	BACK IN THE SAME OLD BAG AGAIN Bobby Bland, Duke 412 (Don, BM)	6	38	—	MY SPECIAL PRAYER Joe Simon, Sound Stage 7, 2577 (Cape Ann, BM)	1
14	9	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalyne-BRC, BM)	8	39	41	TELL DADDY Clarence Carter, Fame 1010 (Fame, BM)	2
15	21	PAPA WAS TOO Joe Tex, Dial 4051 (Tree, BM)	4	40	—	WHAT IS SOUL Ben E. King, A&M 6454 (Pronto/Assault, BM)	1
16	26	WACK WACK Young Holt Trio, Brunswick 55305 (Yo Ho, BM)	4	41	—	GIRLS ARE OUT TO GET YOU Fascinations, Mayfield 7714 (Camad, BM)	1
17	24	HEY LEROY, YOUR MAMA'S CALLING Jimmy Cash, Smash 2069 (Boqart, BM)	3	42	45	MAN OR MOUSE Junior Parker, Duke 413 (Don, BM)	4
18	18	PEAK OF LOVE Bobby McFerrin, Checker 1156 (Chevis, BM)	10	43	—	SOUL SUPERMAN Hesitations, Kapp 790 (Millbridge-Polaris, BM)	1
19	29	I'VE PASSED THIS WAY BEFORE Jimmy Buffin, Soul 35027 (Jobete, BM)	4	44	—	TAKE ME FOR A LITTLE WHILE Patti LaBelle & the Bluebelles (Atlantic 2373 (Lollipop, BM))	1
20	20	MY BABY'S GONE Donald Night, Shout 204 (Web IV, BM)	8	45	—	SOOKIE SOOKIE Ray Thompson, Oak 7267 (Collision/East, BM)	1
21	15	WHISPERS Jackie Wilson, Brunswick 55300 (Jalyne-BRC, BM)	15	46	46	OH YEAH Joe Cuba Sextet, Tico 490 (Cordon, BM)	3
22	16	I'M READY FOR LOVE Martha & the Vandellas, Gordy 7056 (Jobete, BM)	10	47	43	ALVIN'S BOO-GA-LOO Alvin Cash & the Registers, Man-Vus 6014 (Vapac, BM)	5
23	10	(Come 'Round Here) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BM)	8	48	49	SKATE NOW Lou Courtney, Riverside 4588 (3 Track, BM)	2
24	31	TRAMP Lowell Fulson, Kent 456 (Modern, BM)	2	49	50	CROSS CUT SAW Albert King, Stax 201 (Beckie, BM)	2
25	25	THAT'S LIFE Frank Sinatra, Reprise 0531 (4 Star, BM)	5	50	—	ANOTHER NIGHT Dionne Warwick, Scepter 12181 (Blue Seal/Jet, BM)	1

Billboard SPECIAL SURVEY for Week Ending 1/14/67

TOP SELLING R & B LP'S

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	5	15	24	DOUBLE TROUBLE Sam & Dave, Stax 712 (M); 712 (S)	2
2	2	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	5	16	19	SPELLBINDER Gabor Szabo, Impulse A 9123 (M); AS 9123 (S)	3
3	3	LOU RAWLS SOULIN' Capitol 1 2566 (M); ST 2566 (S)	20	17	14	RAY'S MOODS Ray Charles, His Oak & Chorale, ABC ABC 550 (M); ABC 550 (S)	16
4	4	AWAY WE A GO-GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	5	18	23	GOLDEN SWORD Gerald Wilson, Oak, Pacific-Jazz PJ 10111 (M); ST 20111 (S)	3
5	5	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	9	19	—	WACK WACK Young Holt Trio, Brunswick BL 54121 (M); BL 754121 (S)	1
6	8	TEQUILA Wes Montgomery, Verve V 8653 (M); VS-8653 (S)	21	20	—	WATCH OUT Martha & the Vandellas, Gordy 920 (M); 920 (S)	1
7	7	LOU RAWLS LIVE Capitol 7 2459 (M); ST 2459 (S)	38	21	22	WHISPERS Jackie Wilson, Brunswick DL 54122 (M); DL 754122 (S)	3
8	6	SUPREMES A GO-GO Motown MLP 649 (M); SLP 649 (S)	17	22	15	WILD IS THE WIND Nina Simone, Philips PM 200-207 (M); PHS 600-207 (S)	20
9	9	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SO 8132 (S)	9	23	20	ROUGH 'N' TUMBLE Stanley Turrentine, Blue Note BLP 4240 (M); B5T 84240 (S)	3
10	11	HE'LL BE BACK Players, Mint LP 40006 (M); LP 24006 (S)	9	24	21	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	15
11	10	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SO 8129 (S)	9	25	—	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M); SO8138 (S)	1
12	13	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	28				
13	16	WADO IN THE WATER Ranney Lewis, Cadet LP 774 (M); LPS 774 (S)	20				
14	12	"BUCKET" Johnny Smith, Blue Note BLP 4235 (M); B5T 84235 (S)	7				

1967.
The Brothers Four. Off and Running.



'And Then The
Sun Goes Down'
4-43384



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

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

The Sun Never Goes Down
On COLUMBIA RECORDS 

IT'S HAPPENING NOW!

the swinging sound of

LATIN ROCK
on
SCHEPTE

by the
AZTECS

"DAMELO BABY"
(Give it To Me, Baby)

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS
THIS WEEK

★ REGIONAL BREAKOUTS

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

OOH BABY . . .
Bo Diddley, Checker 1158 (Arc, BMI) (San Francisco)

FOR WHAT IT'S WORTH . . .

Buffalo Springfield, Atco 6459 (Ten East/Springalo/
Cotillon, BMI) (Los Angeles)

LOVE YOU SO MUCH . . .

New Colony Six, Sentor 1205 (New Colony, BMI)
(Chicago)

SKATE NOW . . .

Lou Courtney, Riverside 4588 (J Track, BMI)
(San Francisco)

KATN to Add FM Stereo

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

Ralph F. Frazer, president and general manager of the station, said that he also had application pending with the Federal Communications Commission to change frequency of the AM operation and increase power to 5,000 watts. "As we

see it, the sky's the limit as to our potential growth, and we owe it all to the sound of country music and the men and women behind it," Jay Gardner, program director of KSOP in Salt Lake City, one of the first stereo country music operations, is now program director and air personality at KATN. The AM station beams to a potential market of more than 250,000 in the primary coverage area.

Lyons Fund Breaks Mark

CINCINNATI — The final total of \$472,000 for the 1966 Ruth Lyons Christmas Fund conducted annually on Avco Broadcasting's four-city TV and radio net upheld a 27-year tradition of breaking all previous records. Included in the total were \$2,903 contributed by Avco Broadcasting employees in Columbus, Ohio; Indianapolis; Dayton, Ohio, and Cincinnati, as well as \$920.47 from nickels, dimes and quarters given to "Paul's Pot" on WLW's "Paul Dixon Show."

The Christmas Fund money is used to buy toys, books, equipment and to provide holiday gifts and parties for children in 94 hospitals in Ohio, Indiana and Kentucky. Since Ruth Lyons started the fund 27 years ago, more than \$5,000,000 has been contributed by viewers, listeners and sponsors of her "50-50 Club." Each year's total has always exceeded that of the previous drive. The 1966 Christmas Fund is \$22,000 greater than last year.

PLAY AREA IN WAYS FACILITY

CHARLOTTE, N. C. — WAYS, in its plans for its new building now under construction, has slated a paved recreation area where the station plans to hold free record hops and other entertainment. The new building, an addition to the present structure, is scheduled for completion March 31. It will house offices as well as an additional studio. A paved parking area is also part of the new plan.

KDMI-FM Goes Hot 100 All Way

DES MOINES — KDMI-FM started the New Year off rocking by switching to a Hot 100 format 24 hours a day. Music director Richard Walls said the outlet was soon to issue a playlist. The lineup of air personalities includes Dick Vance, president and general manager; Tony Italian, Bobbi Vance, Jimmy Sands, Robin West, Russ La Vine, Johnny Dark and Johnny Galt.



VISITING KFXM and KDUO-FM in San Bernardino, Calif., to promote his new single "Open for Business as Usual" is Capitol Records artist Bobby Rydell. From left, Capitol promotion man Don Grierson, KFXM deejay Gary Marshall, Rydell, and KFXM deejay Al Anthony.

Braun to Bow Own TVer

CINCINNATI—Bob Braun, long a regular on the Ruth Lyons "50-50 Club" on WLW and WLWT-TV, will launch his own TV show Jan. 23 on WLWT-TV Monday through Friday 4-5:30 p.m. Braun also has an hour bandstand type show Sunday afternoons on the station.

Braun will host the new color show with Rosemary Kelly before a live studio audience with a station orchestra. The spotlight will focus on talented amateurs seeking a break; Braun originally got his own national break through the Arthur Godfrey "Talent Scouts" show and has always sought to help others. Braun also hosts the "Good Morning Show" on WLW.

Rites for Stewart

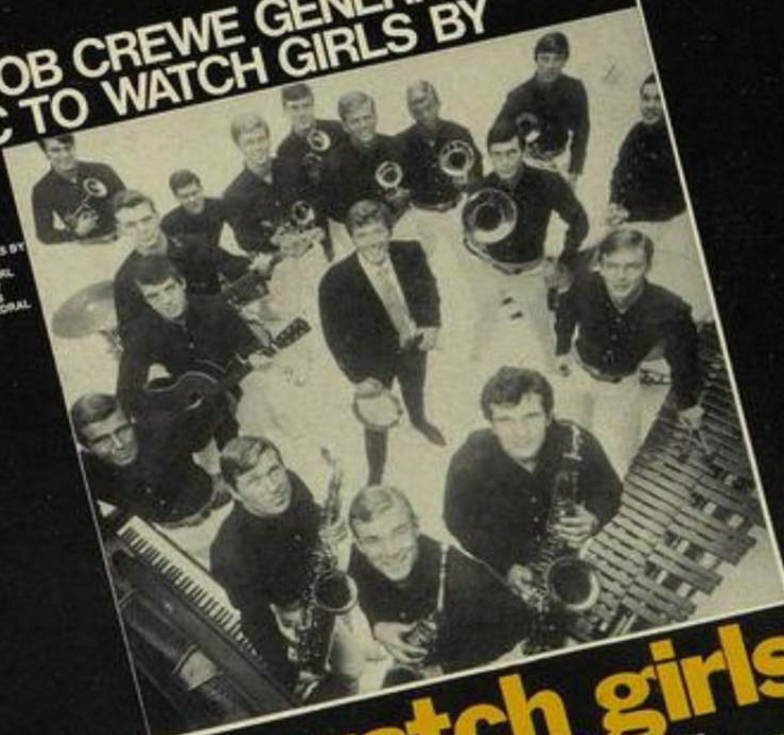
UTICA, N. Y.—Funeral services were held last week for Elliott A. Stewart, executive vice-president and station manager of WIBX here. Stewart, secretary of the New York State Broadcasters Association, years ago performed in many Broadway plays. He once managed and sang with the Merrie-Men Quartet at WLW, Cincinnati, and worked for Paul Whiteman in Chicago. He died Dec. 26 in New York City.

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CONCRETE AND CLAY
GIRLS ON THE ROCKS
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CLASSICAL MUSIC

AFM Will Expand Congress of Strings

• Continued from page 1

The expanded program will split the congress into two branches of 60 musicians each. Previously, there had been one branch of 100 at the campus of the University of Michigan. A dual grant of \$60,000 by the Rockefeller Foundation, \$30,000 each to the Saratoga (N. Y.) Performing Arts Center and the University of Southern California in Los Angeles. The grants will enable dual setups at both centers this summer.

Kenin explained that the annual congresses were made up of musicians age 16 to about 22. The participants are selected by member locals through members of existing orchestras. At the summer congresses, training is given by top conductors and musicians, many first deskmen with major orchestras.

Among Artists

Among the artists who have participated in the instructional program have been Alexander Schneider, Josef Krips, Eugene Ormandy, William Steinberg, Isaac Stern, Symon Goldberg, Rafael Druian, Michel Piastro, Richard Burgin, Howard Mitchell and Alfred Wallenstein. The graduation programs, which are used on educational TV are also recorded, in a limited edition. These recordings, not available for sale, are distributed to the graduates and also sent to interested

persons, such as congressmen from the districts of the participants.

Referring to the 26 major established orchestras in the United States and Canada plus from 900 to 1,000 others, including those with limited personnel, Kenin said, "It's not hard for the youngster today to find a place in the arts." However, he explained, the program was designed to stimulate the interest of younger musicians by bringing them into contact with leading professionals. Kenin feared many of these youngsters might otherwise be lost to music.

Of the 26 orchestras, only seven now have regular recording contracts: Boston Symphony (RCA Victor), Chicago Symphony (Victor), Cincinnati Symphony (Decca), Cleveland Orchestra (Columbia), New York Philharmonic (Columbia), Philadelphia Orchestra (Columbia) and Pittsburgh Symphony (Command). The Utah Symphony, which records for Vanguard, falls just short in number of performances for inclusion with the other 26, while the new Philadelphia Chamber Orchestra has signed with Victor. Another newer orchestra, the American Symphony, records, but not under exclusive contract.

In Major Class

Among the major orchestras which previously recorded regularly, but no longer do, are the Detroit

Symphony, Houston Symphony, Los Angeles Philharmonic, Minneapolis Symphony, Rochester Philharmonic and St. Louis Symphony. Also listed in the major class, with performances a major criterion, are the Baltimore Symphony, Buffalo Philharmonic, Dallas Symphony, Denver Symphony, Indianapolis Symphony, Kansas City Philharmonic, Montreal Symphony, New Orleans Philharmonic, San Antonio Philharmonic, Montreal Symphony, New Orleans Philharmonic, San Antonio Symphony, Seattle Symphony, Toronto Symphony and Washington National Symphony.

A major reason for the reduction in the number of American orchestras recording is the high cost of waxing a major orchestral work. Costs range from \$25,000 to \$100,000, with musicians salaries a major element. In some cases, such as with the Utah, foundation and private contributions pay part of the costs.

But despite the recording drawback, the number of orchestras continues to grow making more places available for talented musicians. The federation three years ago received the American Symphony League gold ribbon for its efforts in encouraging young musicians through the String Congress. Kenin feels the congress is not only important in keeping talented persons in music and helping supply the needs of America's many orchestras, but by pointing out to youth that music is important "for their own happiness."

Vanguard Increasing Everyman List Price

NEW YORK—Vanguard is increasing the suggested list price of its Everyman budget line from \$1.98 to \$2.50 effective immediately. Herb Corsack, Vanguard's national sales director, explained, "We've completely revamped the look of the package and we will continue to produce a prestige product as always."

The first disks of the Bach Research Series are being released this month on Everyman. This series will feature baroque choral pressings made under special auspices to provide the "ultimate in outstanding performers, style, scholarship and absolute authenticity."

In this series, Everyman is issuing the six Handel "Chandos Anthems" on three separate LP's featuring Helen Boatwright and Charles Bressler. Alfred Mann is the conductor. Four other disks couple Bach cantatas, with Helmut Kahlofer leading soloists with the Barmen Choir and orchestra on two disks. Wilhelm Ehmann conducts soloists with the Westphalian Chorus and Orchestra on another, while the fourth features Heinz Wunderlich, leading soloist with the choir and orchestra of St. Jacobi of Hamburg.

Everyman also is issuing a two-LP package of Haydn's "Creation" conducted by Gunter Wand, who also has a pressing of two Schumann symphonies. Only one January release on Everyman is a reissue. It has Sir John Barbirolli conducting the Halle Orchestra in a Greig program. Rounding out the Everyman releases are a program of Johann Strauss and Lehar music conducted by Anton Paulik, a Brahms disk led by Hans Schmidt-Isserstedt, and a Stravinsky disk by conductor Rudolf Albert.

New Nonesuch LP's Feature 4 Catalog Firsts

NEW YORK—Four catalog firsts are contained in a new Nonesuch album of works with warlike titles performed by Newell Jenkins and the Angeli-cum Orchestra of Milan. The rare pieces are Biber's "Bastilia," Mozart's "The Victory of the Hero Coburg, K. 587," Dandrieu's "Les Caracteres de la Guerre," and Neubauber's "Sinfoni Op. 11 (La Bataille)."

Performing in a disk of Hindemith works are soprano Adele Addison, tenor Charles Bressler, Harpsichordist Albert Fuller and other members of the New York Chamber soloists. Both albums were recently recorded by Nonesuch. Rounding out the January release are an LP of virtuoso wind concertos of Vivaldi (flute), Fasch (trumpet), Alvinoni (oboe), Telemann (horn), and Carl Stamitz; another in the label's Bach cantata series; Georges Robert as organist in the fourth volume of the "Master Works for Organ" series; and music of the Bahamas.

5 Choruses, 8 Soloists in Mahler Pkg.

NEW YORK—Five choruses and eight soloists are utilized in Columbia Masterworks new recording of Mahler's "Symphony No. 8." Leonard Bernstein conducts the London Symphony Orchestra and Chorus in the two-LP release which also features the Leeds Festival Chorus, Highgate School Boys' Choir, Orpington Junior Singers and the Finchley Children's Music Group. Soloists are sopranos Erna Sporenbeg, Gwyneth Jones and Gwyneth Annear; altos Anna Reynolds and Norma Procter; tenor John Mitchinson, baritone Vladimir Ruzdjak; and bass Donald McIntyre. Hans Vollenweider is the organist.

Wallenstein Sub For Sir Malcolm

WASHINGTON — Alfred Wallenstein is replacing Sir Malcolm Sargent in eight concerts with the Washington National Symphony this month. Sargent is recovering from gall bladder surgery. Included will be a Philharmonic Hall, New York, concert on Jan. 15 with Young Uek Kim as violin soloist. Kim also will perform in three concerts in Constitution Hall, one in Lisner Auditorium and one in the Rockville Civic Auditorium. The other two Wallenstein concerts will be in Constitution Hall with pianist Peter Frankl as soloist.

'Joseph' Premiere

NEW YORK—The world premiere of "Joseph and His Brothers" by Robert Starer is scheduled for next Sunday (22) at Carnegie Hall program to be conducted by William Steinberg, conductor of the Pittsburgh Symphony. The cantata was commissioned by the National Jewish Welfare Board as a principal project in the celebration of its Golden Jubilee. Marian Anderson will be narrator with symphony orchestra and the Camerata Singers.

Classical Notes

Pianist William Masselos will be featured in the "Concerto for Piano and Wind Octet" by Colin McPhee with the Little Orchestra Society at Philharmonic Hall on Tuesday (10). . . . Violinist Sidney Harth appears with the Indianapolis Symphony next Saturday (21) and Sunday (22). . . . Baritone Thomas Stewart signed an exclusive contract with Deutsche Grammophon. He will be featured in that company's Wagner "Ring" cycle beginning with "Die Walkure." . . . Violinist Ruggiero Ricci gave a recital last Wednesday (5) at Philharmonic Hall. . . . Mezzo soprano Shirley Verrett performed in three concerts with the Chicago Symphony last week beginning on Wednesday (5) with Julius Rudel conducting. On Thursday (12) and Friday (13),

Van Cliburn plays the Brahms "Piano Concerto No. 1 in D Minor" with the orchestra under Jean Martinon.

Phillipe Entremont plays Bartok's "Piano Concerto No. 3" in four concerts with Leonard Bernstein and the New York Philharmonic beginning on Thursday (12).

Pianist Byron Janis appears at Brooklyn College on Saturday (14).

Violinist Edith Peinemann will perform Bartok's "Violin Concerto No. 2" with George Szell and the Cleveland Orchestra on Thursday (12) and Saturday (14).

Janis appears with the Cincinnati Symphony under Max Rudolf at Carnegie Hall next Monday (16). Next Wednesday (18), the Modern Jazz Quartet performs at Carnegie with the Cincinnati.

Peter J. Pastreich has been appointed manager of the St. Louis Symphony.

Swiss Will Hear Cleveland

LUCERNE, Switzerland — The first Lucerne appearance of the Cleveland Orchestra under George Szell will be a highlight of the International Festival of Music, which will run from Aug. 16 to Sept. 7 on Lake Lucerne. The Orchestre National de la RTF (Paris) and the Swiss Festival Orchestra also will participate. Among the conductors will be Herbert von Karajan, Georg Solti, Rafael Kubelik, Istvan Kertesz, Igor Markevitch, Joseph Keilberth, Maurice Le Roux and Charles Dutoit.

Rudolf Baumgartner will conduct the Lucerne Festival Strings in a "musica nova" evening, which will feature several premieres. Also planned are

chamber music, serenades in front of the Lion Monument, and recitals. An a cappella choral concert will contain music by Monteverdi. Soloists will include cellists Enrico Masciardi and Pierre Fournier, violinists Isaac Stern, Henryk Szeryng, Wolfgang Schneiderman and Arthur Grumiaux, and pianists Walter Klein, Robert Casadesu and Nikita Magaloff.

Concert Helps Flood Victims

CHICAGO—The Lyric Opera has sent \$53,000 for Italian Flood Relief to Florence, Italy, as a result of a benefit concert which sold out the 3,600-seat opera house. The concert brought in \$43,000 from donation-ticket sales plus \$10,000 more from donations not tied directly to admissions.

Among the performers were Bruno Bartoletti, Eugen Jochum, Mario Rossi, Sesto Bruscantini, Oralia Dominguez, Nicla Ghiseler, Ernst Haefliger, Alfredo Kraus, Adriano Maliponte, Karl Ridderbusch, Margherita Rinaldi, Claire Watson, William Wilderman, Kenneth Johnson, Patricia Klekovic, Laurence Davis, Giulio Fava and Eduardo Muller.

Lyric Opera Has A Peak Season

CHICAGO—The Lyric Opera experienced its most successful season in history with a box-office gross of \$1,115,164.25. Of the 42 performances in the 10-week season, 33 were sellouts, with an over-all 97.4 per cent of capacity.

The figures do not include three student performances and the extra-priced season opener. Despite the record gross, the operating deficit rose to \$614,000.

CARTER WORK IS RECORDED LIVE BY RCA

BOSTON—The world premiere performance of Elliott Carter's "Piano Concerto" was recorded "live" by RCA Victor here last Friday (6). Funds for the project came from separate grants by the Martha Baird Rockefeller Fund for Music, Inc.; the Steinway Foundation, Inc.; and the National Foundation on the Arts and Humanities. The work was commissioned for pianist Jacob Lateiner with the aid of funds from the Ford Foundation. Performing the premiere were Lateiner and the Boston Symphony under Erich Leinsdorf, who said, "It is my belief that once the work has been recorded, it can be sent around the world as a true monument of contemporary creativity." The recording was the first in recent years by the Boston during a concert and with foundation support.

Leotyne Price To La Scala

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

Miss Price returns to the United States for a Jan. 28 recital at Washington's Constitution Hall before returning to the Met for her first "Aida" of the season. On March 6, she appears with William Steinberg and the Pittsburgh Symphony in New Orleans. She's listed for a recital in Jackson, Miss. on March 12 in a benefit for a new library for Rust College, and as soloist with the Atlanta Symphony on March 15. The RCA Victor artist will tour with the Met in April. She will appear in Met performances of Verdi's "Un Ballo in Maschera" at Lincoln Center in June.

Peerce to Sing at Toscanini Event

NEW YORK — Tenor Jan Peerce will perform at Carnegie Hall Jan. 22 in a memorial concert marking the 100th anniversary of Arturo Toscanini's birth in 1867, the 10th anniversary of the maestro's death, and the 30th anniversary of the Israel Philharmonic. William Steinberg will conduct an orchestra composed of first-desk men who played under Arturo Toscanini. Pianist Rudolf Serkin also will be among the guest artists.

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

Western Opera

To Debut Jan. 27

SACRAMENTO, Calif.—The gala premiere performance of the Western Opera Theater, a new group produced by the San Francisco Opera, is set for Jan. 27 here. Two Menotti operas, "The Old Maid and the Thief" and "The Medium," will be performed. The event is being sponsored by the Sacramento Bee—KBFK-KOVR.

The Western Opera is being founded through the aid of a grant from the National Foundation on the Arts to take opera into communities and schools in California, Oregon, Nevada, Arizona and neighboring States. On Jan. 28, "The Barber of Seville" will premiere in Grass Valley. "La Boheme" will enter the repertoire in late February and "Cosi Fan Tutte" in the spring. Herbert Grossman will conduct.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
2	1	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	9	22	18	VERDI: NABUCCO (3-12" LP's) Suliotis, Gobbi, Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	20
2	1	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	16	23	23	ORFF: CARMINA BURANA Sarsanyi, Petrak, Pressnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MB 6198 (S)	17
3	3	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	21	21	17	NIELSEN: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6882 (S)	15
4	4	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	12	25	26	IVES: MUSIC FOR CHORUS Gregg Smith, Columbia ML 6321 (M); MS 6921 (S)	5
5	7	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	40	26	30	HANDEL: WATER MUSIC Concertgebouw Orch. of Amsterdam (Eduard Van Beinum), Philips World Series PHC 9016 (M); PHC 9016 (S)	5
6	8	HANDEL: MESSIAH (2-12" LP's) Various Artists, Morlon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	4	27	27	PUCCINI: MADAME BUTTERFLY (3-12" LP's) Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	15
7	13	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	20	28	—	VERDI: FALSTAFF (3-12" LP's) Fischer-Dieskau & Various Artists/Vienna Philharmonic (Bernstein), Columbia M3L 350 (M); M3S 750 (S)	1
8	6	MAHLER: SYMPHONY NO. 7 (2-12" LP's) New York Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	14	29	33	WAGNER: LOHENGRIN (5-12" LP's) Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	15
9	9	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	14	30	24	BERNSTEIN CONDUCTS IVES New York Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	34
10	5	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	14	31	31	MAHLER: SYMPHONY NO. 6 (2-12" LP's) Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	30
11	20	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	18	32	—	BEETHOVEN: SYMPHONY NO. 9 (2-12" LP's) Pittsburgh Symphony Orch. (Steinberg), Command CC 11019 (M); CC 11019 SB (S)	1
12	11	ORFF: CARMINA BURANA New Philharmonic Orch. (De Burgos), Angel 36333 (M); 36333 (S)	21	33	36	IVES: SYMPHONY NO. 4 American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	5
13	10	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	41	34	28	BEETHOVEN: MISSA SOLEMNIS (2-12" LP's) New Philharmonic Orch. & Chorus (Klemperer), Angel B 3679 (M); SB 3679 (S)	5
14	15	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	28	35	35	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	8
15	12	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	12	36	34	MOZART: PIANO CONCERTOS, VOL. II (3-12" LP's) Lilli Kraus/Vienna Festival Orch., Epic SC 6054 (M); BSC 156 (S)	4
16	14	SMETANA: MY FATHERLAND (2-12" LP's) Czech Philharmonic Orch. (Ancerl), Crossroads 22260001 (M); 22260002 (S)	8	37	—	HENZE: SYMPHONIES NOS. 1 TO 5 (2-12" LP's) Berlin Philharmonic Orch. (Henze), DGG LPM 39 203/4 (M); SLPM 139 203/4 (S)	1
17	22	VERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	18	38	32	MOZART: COSI FAN TUTTE (3-12" LP's) Various Artists, Glyndebourne Festival Orch. (Busch), Turnabout TV 4120-22 (M); (No Stereo)	4
18	19	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	21	39	39	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkoepf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	5
19	21	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 60054 (M); SR 90054 (S)	27	40	—	HANDEL: MESSIAH Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	1
20	16	BACH: LUTE SUITES NOS. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	19				
21	29	ART OF SERGE Koussevitzky (3-12" LP's) Boston Symphony Orch., RCA Victor VCM 6174 (M); (No Stereo)	3				

Western Opera

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ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Met Co. Operas

NEW YORK — Benjamin Britten's "The Rape of Lucretia" opened the Metropolitan Opera National Co. season on Thursday (5) at the City Center. Three other new productions slated for the opening week are Verdi's "La Traviata" on Friday (6), Puccini's "La Boheme" on Saturday (7) and Mozart's "The Marriage of Figaro" in the Ruth and Thomas Martin English version on Sunday afternoon (8). Samuel Krachmalnick will conduct "La Traviata" with Robert La Marchina leading the other three works.

Youmans Donation

NEW YORK—For the third successive year, a group of original autographed Vincent Youmans manuscripts and scores have been presented to the Library of Congress. Bob Lissauer, vice-president and general manager of Vincent Youmans, Inc., made the presentation.

CLASSICAL NOTES

Giorgio Tozzi, recuperating at his New Jersey home after being hospitalized, will return to the Metropolitan Opera as Hans Sack in "Die Meistersinger" at the matinee performance on Saturday (14). . . . The Milwaukee Symphony received \$5,000 from the William Randolph Hearst Foundation. The check was presented by executives of WISN, Milwaukee, radio and TV station. . . . Erich Leinsdorf will conduct the Amsterdam Concertgebouw Orchestra in The Hague on Saturday (14) and in Amsterdam in three concerts beginning on Sunday (15). . . . Rafael Kubelik will lead the Boston Symphony for two weeks in Boston and one week on tour from Friday (13) to Jan. 31. . . . Walter Gillesen conducted a special concert of the Washington Classical Symphony last Thursday (5), which was hosted by the Women's Committee of the Washington National Symphony Orchestra Association. . . . Soprano Jane Marsh has been named one of the four most exciting women of the year by Mademoiselle magazine.

FRED KIRBY

Vienna to Present Award to 10 Best Mahler Interpreters

VIENNA—The Gustav Mahler Memorial Medal will be presented to the 10 best interpreters of Mahler music by the Vienna executive board of the Vienna Symphony during the Mahler Cycle of the Vienna Konzerthaus Society. Leonard Bernstein will conduct the Vienna Philharmonic on June 11. The program will include Mahler's "Symphony No. 2" as the cycle's climax. The cycle will take place during Vienna Festival Weeks from May 24 to June 18. The June 11 concert, which will be given at the Vienna State Opera, also will commemorate the 90th anniversary of the birth of the late Bruno Walter.

Other concerts in the Mahler cycle are: May 26, "Symphony No. 6," "Lieder eines fahrenden Gesellen" conducted by Claudio Abbado; May 27, "Symphony No. 7," conducted by Bruno Maderna; May 29, "Symphony No. 10 (Adagio)," "Das klagende

Lied," conducted by Guenther Theuring; May 31, "Symphony No. 1," "Wunderhornlieder," conducted by Georges Pretre; June 3, "Symphony No. 4," conducted by Wolfgang Sawallisch; June 7, "Das Lied von der Erde," conducted by Josef Krips; June 10, "Symphony No. 3," conducted by Hans Swarowsky; June 14, "Symphony No. 8," conducted by Rafael Kubelik; June 17, "Symphony No. 5," conducted by Carl Mellers; and June 18, "Symphony No. 9," "Kindertotenlieder," conducted by Lorin Maazel.

WP Gives Sitars

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

COUNTRY MUSIC

CMA's Cohen Eyes Banner Year

By HERB WOOD

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

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

Another successful 1966 project was the Hall of Fame LP,

Vol. II. Produced to spearhead a fund-raising drive for the building campaign, the album sales enabled the Hall of Fame foundation to complete work on the edifice.

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

In October, 24 governors signed proclamations naming it Country Music Month. Other honors accorded the industry were: the use of country music talent to entertain the 20,000 delegates to the 49th Annual Lions International Convention in New York; in St. Louis, the third largest crowd in the history of Cardinal baseball jammed Busch Stadium to see a special country music show prior to the game, promoted by CMA director Hap Peebles, and Disneyland, famous for its outstanding entertainment, named each Wednesday as country music night featuring country talent exclusively.

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

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

Cohen, Nashville a&r chief for Kapp Records, began his music career in 1934 as Midwest salesman with Decca Records, making him one of the charter members of that firm. After a decade in sales, Cohen moved to New York where he assumed a&r duties under a&r head Dave Kapp. He soon produced Red Foley's "Chattanooga Shoe Shine Boy," one of his first country productions, which sold half a million records in 1944. Cohen was also very active in establishing the early recording careers of Kitty Wells, Ernest Tubb, Webb Pierce, Brenda Lee, the late Patsy Cline and the McGuire Sisters. Now with Kapp Records, Cohen has established a country talent roster that includes Freddie Hart, Hugh X. Lewis, Mel Tillis, Bobby Helms, Cal Smith, Bob Wills and Haydon Thompson.

Under his experienced direction, the CMA will certainly have another banner year in 1967.



THE COUNTRY MUSIC Hall of Fame and Museum being completed this month in Nashville will be one of the leading tourists attractions in the South when it opens to the public this Spring. The Country Music Association is located in the basement of the building.

Nashville Scene

By HERB WOOD

More than 125 friends and business associates of songwriter Vic McAlpin gathered at RCA Victor's studios to honor him with a testimonial cocktail party. Combine Music's Bob Beckham and Victor's Porter Wagoner joined forces in hosting the tribute to Vic. One of the truly great songwriters in America, Vic will soon enter a hospital in Houston, where he will undergo open-heart surgery. . . . It was country music on ice last week as eight notable country performers challenged local members of the media to a broom-ball hockey game between periods of the pro hockey game at Nashville's Municipal Auditorium rink. Bob Luman, Charlie Louvin, Bobby Lord, Stan Hitchcock, Paul Moore, Ernest Ashworth and Bobby Wright battled the newsmen to a 2-2 tie. The players wore sneakers and used brooms and a ball in

place of the regular equipment in a hilarious parody of the sport.

George Hamilton IV has a new single out in the same vein as his "Steel Rail Blues" and "Early Morning Rain" hits called "The Urge for Going" on RCA Victor. George just finished cutting a new album, "Folk-Country Classics," which includes songs made popular by Bobby Bare, Waylon Jennings and Johnny Darrell. The LP is set for February release.

The Wilburn Brothers' TV show has just completed its first series of color shows. The show, directed by WSM-TV's Ed Steiner, is now being produced for Show-Biz, Inc. by Mrs. Janice Linsert, and features Loretta Lynn, Harold Moore.

(Continued on page 49)

WHIL to Send Tapes Overseas

BOSTON—WHIL Radio, the Boston area's leading "town and modern country" outlet, is offering country music to service personnel in Vietnam via tape recordings. Bob Ness, director of WHIL's country music operation, says that if a serviceman will write the station and enclose a reel of tape, the station will fill it to capacity with country music and mail it back to Vietnam.

"I've been hearing there's a great demand for country music in any form in Vietnam," Ness says. "A few of the soldiers who just recently returned home from that area say there's very little or none in most areas." About the country music taping, Ness said, "I feel it's the least we can do for our fighting forces in Vietnam."

When sending tapes to WHIL, Ness asks that service personnel pack the tapes carefully and plainly print the return address. He said the offer will expire in June, 1967.

Gary Ellison Unit in Saigon

SAIGON—The "Gary Ellison Show" arrived here Sunday (8) from the Ozark Mountains of Missouri. Heading up the unit is the 23-year-old piano player-comic and alumni of ABC-TV's Red Foley "Jubilee" series. Traveling with Ellison are his musical director Jeanie Oswald, singer-dancer Maggie Palmer, both of Springfield, Mo.; last year's Miss Missouri, Lesley Fleenor, and Hollywood actress Kay Arnold.

The show will feature comedy, pop and country music and Broadway show tunes. Missouri Sen. Stuart Symington helped Si Siman, Ellison's manager, get the show for Ellison through Col. Lawrence Glaab of the Defense Department.

The troupe is due back in San Francisco Feb. 4.



PORTER WAGONER, RCA Victor recording star, displays true Southern hospitality as he presents British country singer Pete Sayers with his own D-4 Martin guitar. Sayers, currently entertaining audiences in Atlanta's Cock and Bull pub, made his Nashville debut on Porter's syndicated TV'er and on the "Grand Ole Opry."

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Yesteryear's Country Hits

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

COUNTRY SINGLES— 5 Years Ago January 20, 1962

1. Walk On By, Leroy Van Dyke, Mercury
2. Crazy, Patsy Cline, Decca
3. Big Bad John, Jimmy Dean, Columbia
4. Soft Rain, Ray Price, Columbia
5. Lonesome Number One, Don Gibson, RCA Victor
6. In the Middle of a Heartache, Wanda Jackson, Capitol
7. Losing Your Love, Jim Reeves, RCA Victor
8. You're the Reason, Bobby Edwards, Crest
9. What I Feel in My Heart, Jim Reeves, RCA Victor
10. The Commacheros, Claude King, Columbia

COUNTRY SINGLES— 10 Years Ago January 12, 1957

1. Singing the Blues, Marty Robbins, Columbia
2. I Walk the Line, Johnny Cash, Sun
3. Crazy Arms, Ray Price, Columbia
4. There You Go/Train of Love, Johnny Cash, Sun
5. Love Me Tender/Anyway That You Want Me, Elvis Presley, RCA Victor
6. Young Love, Sonny James, Capitol
7. I've Got a New Heartache/Wasted Words, Ray Price, Columbia
8. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
9. Repenting/I'm Counting on You, Kitty Wells, Decca
10. Stolen Moments, Hank Snow, RCA Victor



How do you sell a good Artist who sings a simple ballad when country radio is on the sex kick? We tell Country DJ's about it thru Billboard who picked it. The artist ARNIE LUNSFORD (Singer, Truck Driver). The song "BLUE TENNESSEE RAIN." On Acorn® 2266. For copies: ACORN® RECORDS—7771 Cheviot Rd., Cincinnati, Ohio 45239.—PS.: Sure hope Ralph Emery reads this. (Advertisement)

Andrews Enters Promotion Arena

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

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

Andrews Houston Ticket Service is the city's major independent ticket agency operation, in business for more than 20 years. His firm provides promoters of one-night attractions a complete personal service package deal consisting of advance ticket sales, promotions, advertising, publicity, box-office sales, house staffs and other aids to out-of-town promoters.



Following close after his current hit album "All's Fair in Love 'N' War" (Columbia CL2509M, CS9309S), Stonewall Jackson is set to score big with a new single, "Stamp Out Loneliness" (Columbia 53966). A fine rhythm number, this new work could become Jackson's biggest hit. Because he expects his guitar to be as sensitive and responsive as the artist himself, Jackson plays a Gibson... the choice of professional artists and acknowledged world leader in guitars. (Advertisement)

Nashville Scene

* Continued from page 48

elton and the Wilburn Brothers band... Johnny Tillotson into town Jan. 25-28 for his third recording session in two months. Paul Tannen will produce... RCA Victor's Jim Edward Brown recently cut Ridge Music's "If You Were Mine, Mary" previously

waxed by Eddy Arnold and Johnny Tillotson... Willis Brothers, recording for Starday, came up with a new sound in the studios. Cutting material by Gene Chrysler and Vince Matthews, the group used a "new, still-country approach" in the session for indie producer Jack Clement and Starday's Tommy Hill... Kapp Records' a&r man Paul Cohen high on Mel Tillis' new single, "Life Turned Her That Way," which looks even stronger than Mel's "Stateside" smash... Chuck Chellman is Kapp's new country promo man. Formerly with Monument, Chellman helped build the

label's country catalog, including Jeannie Seely and Billy Walker. Chuck asks all deejays to send their station's playlists to him at Kapp, 806 16th Avenue South, Nashville... Veteran country performer Moon Mullican, who recorded for King, Decca and Starday, died Sunday (1) of a heart attack at his home in Texas. Moon is best remembered for his No. 1 record of 1950, "I'll Sail My Ship Alone," on the King label... Buck Owens follows his "Carnegie Hall Concert" album, on Billboard's Country LP chart 25 consecutive weeks, with "Open Up Your Heart," featuring his No. 1 single as the title tune... "The Kitty Wells Show" left Sunday (1) for a three-week tour of Germany. With Kitty were Johnny Wright, Bobby Wright, Ruby Wright and the Wells band. The show will play the military-base circuit.



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



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Billboard SPECIAL SURVEY for Week Ending 1/14/67

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)	13	40	37	THAT'LL BE THE DAY Stallier Brothers, Columbia 43868 (Southwind, BMI)	8
2	2	SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	14	★ 53	53	YOU BEAT ALL I EVER SAW Johnny Cash, Columbia 43921 (Southwind, BMI)	4
3	4	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca 32034 (Sure Fire, BMI)	10	42	45	TEARS WILL BE A CHASER FOR YOUR WINE Wanda Jackson, Capitol 5789 (Tree, BMI)	5
4	5	BEAR WITH ME A LITTLE LONGER Billy Walker, Monomee 980 (HIT & Range, BMI)	10	43	48	COUNTRY BOY'S DREAM Carl Perkins, Dottie 505 (Cedarwood, BMI)	5
5	3	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	14	★ 4	56	OFF AND ON Charlie Louvin, Capitol 5791 (Marson, BMI)	4
6	6	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	12	45	44	SEVEN DAYS OF CRYING Harden Tris, Columbia 43854 (Southtown, BMI)	11
★ 7	12	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	10	46	47	APARTMENT #9 Tammy Wynette, Epic 10095 (Owen, BMI)	6
8	7	UNMIGATED GALL Faron Young, Mercury 72617	14	47	49	THE KIND OF WOMAN I GOT Osborne Brothers, Decca 32052 (Sure-Fire, BMI)	5
9	8	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	11	★ 8	59	SOMEONE TOLD MY STORY Merle Haggard, Capitol 5803 (Blue Book, BMI)	3
10	9	HOW LONG HAS "IT" BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	14	49	31	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	13
11	10	STAND BESIDE ME Jimmy Dean, RCA Victor 8991 (Gleason, BMI)	13	50	50	LITTLE THINGS THAT EVERY GIRL SHOULD KNOW Claude King, Columbia 43867 (King, BMI)	8
★ 12	15	ONCE Ferin Husky, Capitol 5775 (Herbot, SESAC)	7	51	55	DIESEL SMOKE, DANGEROUS CURVES Red Simpson, Capitol 5783 (Johnstone-Mantel, BMI)	4
★ 13	20	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central, BMI)	11	52	52	YOU BETTER BE BETTER TO ME Carl Smith, Columbia 43866 (Acclaim, BMI)	7
★ 14	17	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury 72627 (Fingerlake, BMI)	9	53	54	I CAN'T TAKE IT NO LONGER Hank Williams Jr., MGM (Ly-Rann, BMI)	4
15	13	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	14	54	46	HOMESICK Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	11
16	11	GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Dalmora, ASCAP)	14	55	58	THE REAL THING Billy Grammer, Epic 10103 (Newkeys, BMI)	3
17	19	MR. SHORTY Darryl Robbins, Columbia 43770 (Mariposa, BMI)	9	56	51	THIS MUST BE THE BOTTOM Del Reeves, United Artists 50081 (Moss-Rose, BMI)	12
18	16	ANOTHER STORY Ernest Tubb, Decca 32002 (Marson, BMI)	14	★ 57	68	OH WOMAN Nat Stuckey, Paula 257 (Stuckey, BMI)	2
★ 19	24	WHERE COULD I GO (But to Her) David Houston, Epic 10102 (Gallica, BMI)	6	★ 58	69	MABEL Skeets McDonald, Columbia 43946 (Central, BMI)	2
20	21	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	8	59	62	GONE ON THE OTHER HAND Tommy & the Glaser Brothers, MGM 13611 (Jack, BMI)	3
21	14	WHERE D'YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	12	60	63	MAMA'S LITTLE JEWEL Johnny Wright, Decca 32061 (Moss-Rose, BMI)	3
22	25	A WANDERIN' MAN Jeannie Seely, Monument 987 (Pamper, BMI)	5	61	61	PICKIN' UP THE MAIL Compton Brothers, Dot 16948 (Sure-Fire, BMI)	3
★ 23	28	GREEN RIVER Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	5	62	64	STRANDED Jim Nesbitt, Chart 1410 (Peach, SESAC)	5
24	26	DON'T LET THE DOORKNOB HIT YOU Norma Jean, RCA Victor 8989 (Acclaim, BMI)	9	★ 63	—	WHERE DOES THE GOOD TIMES GO Buck Owens, Capitol 5811 (Bluebook, BMI)	1
★ 25	30	HULA LOVE Hank Snow, RCA Victor 9012 (Nom, BMI)	6	64	65	FIRST WORD Eddy Arnold, RCA Victor 9027 (Vintage, BMI)	4
26	27	MIR. DO-IT-YOURSELF Ray Pillow & Jean Shepard, Capitol 5769 (Central, BMI)	8	65	71	DON'T PUT YOUR HANDS ON ME Lorene Mann, RCA Victor 9045 (Navebanning, BMI)	2
27	29	OUR SIDE Van Trevor, Band Box 371 (Summehouse, ASCAP)	9	★ 66	—	GET WHILE THE GETTIN'S GOOD Bill Anderson, Decca 32077 (Stallion, BMI)	1
★ 28	35	LOSERS CATHEDRAL David Houston, Epic 10102 (Gallica, BMI)	4	★ 67	—	APOLOGIZE Buddy Cagle, Imperial 66218 (Metric, BMI)	1
29	32	JUST BETWEEN YOU AND ME Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	7	★ 68	—	IT'S ONLY A MATTER OF TIME Carl Smith, Columbia 43866 (Cedarwood, BMI)	1
★ 30	42	WHAT'S COME OVER MY BABY Dottie West, RCA Victor 9011 (Tree, BMI)	5	69	73	GRAIN OF SALT Penny Starr, Band Box 372 (Stonesthrow-Pocono, BMI)	2
★ 31	33	SAD FACE Ernie Ashworth, Hickory 1428 (Acuff-Rose, BMI)	7	70	70	HEART FULL OF LOVE Johnny Dallas, Little Darlin' 0013 (Mayhew/Window, BMI)	4
★ 32	43	HAPPY TRACKS Kenny Price, Boone 1051 (Pamper, BMI)	4	71	72	GALLANT MEN Senator Everett M. Dirksen, Capitol 5805 (Chappell, ASCAP)	2
33	36	I'M A LONESOME FUGITIVE Merle Haggard, Capitol 5803 (4 Star, BMI)	5	★ 32	—	WALKER'S WOODS Ed Bruce, RCA Victor 9044 (Combine, BMI)	1
34	18	WHERE IS THE CIRCUS? Hank Thompson, Warner Bros. 5858 (Brass Valley, BMI)	13	73	74	SHE'S THE WOMAN Barbara Cummings, London 104 (Acclaim, BMI)	4
35	38	THE WIFE OF THE PARTY Liz Anderson, RCA Victor 8999 (Yonah, BMI)	7	74	75	DON'T WASTE YOUR TIME Mary Taylor, Capitol 5776 (Central, BMI)	2
★ 36	41	BURNING BRIDGES Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	6	★ 33	—	DROPPING OUT OF SIGHT Jimmy Newman, Decca 32067 (Newkeys, BMI)	1
37	40	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	12	38	23	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	14
38	23	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	14	39	22	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)	20

Billboard SPECIAL SURVEY for Week Ending 1/14/67

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	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	7
2	2	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	12
3	4	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	6
4	3	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	12
5	5	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	15
6	6	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	13
7	7	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	10
8	8	WE FOUND HEAVEN RIGHT HERE ON EARTH AT 4033 George Jones, Musicor MM 2106 (M); MS 2106 (S)	10
9	10	WHERE IS THE CIRCUS? Hank Thompson/Brass Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	9
10	11	FREE AND EASY Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	7
11	12	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	7
12	9	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	11
★ 13	23	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	4
14	13	THE SEELY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	14
★ 15	20	HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	10
★ 16	21	GREAT COUNTRY SONGS Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	5
17	14	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	19
18	16	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCCARDOS Capitol T 2556 (M); ST 2556 (S)	25
★ 19	24	BIG BEN STRIKES AGAIN Ben Colder, MGM E 4421 (M); SE 4421 (S)	4
20	15	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	20
21	22	THIS IS MY STORY Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	9
22	17	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	7
23	25	NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS RCA Victor LPM 3664 (M); LSP 3664 (S)	6
24	19	COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	11
25	27	BAD SEED Jan Howard, Decca DL 4832 (M); DL 74832 (S)	5
26	18	A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	14
27	29	LOOK INTO MY TEARDROPS Conway Twitty, Decca DL 4828 (M); DL 7428 (S)	3
28	28	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3602 (M); LSP 3602 (S)	25
29	30	I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	23
30	32	NASHVILLE REBEL Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	2
31	31	FROM NASHVILLE WITH LOVE Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	10
★ 32	—	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	1
33	35	LIVE COUNTRY MUSIC CONCERT Willie Nelson, RCA Victor LPM 3659 (M); LSP 3659 (S)	5
34	33	GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	17
35	34	STEEL RAIL BLUES George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	17
36	36	CAN YOU BELIEVE Geenawlaw Brothers, Capitol T 2570 (M); ST 2570 (S)	3
★ 37	—	OUR KIND OF COUNTRY Browns, RCA Victor LPM 3668 (M); LSP 3668 (S)	1
38	39	FROM THE HEART OF TEXAS Bob Wills and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	6
39	38	CLOSE TOGETHER AS YOU AND ME George Jones & Melba Montgomery, Musicor MM 2109 (M); MS 2109 (S)	8
★ 40	—	ALL THE WORLD IS LONELY NOW Carl Smith, Kapp KL 1504 (M); KS 3504 (S)	1

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Lib. Reshaping European Policy in Expansion Move

By GERMANO RUSCITTO

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

Liberty's director of overseas operations, Ronald Kass, noted the label's rapid growth in recent years, and foresaw the need for wider areas of activity in Europe to realize the full potential of the company's catalog and financial possibilities.

As a result of the deal between Liberty's publishing subsidiary, Metric Music, and Rideau Rouge, Metric is sub-publishing Gilbert Beaud's entire song repertoire in Britain and the States.

The first fruit of the agreement is "Sand and Sea" (originally "Plein Soleil") which Frank Sinatra included in his new "That's Life" album. Liberty is very interested in European publishing catalogs for exploitation.

Eager to Build

Kass emphasized Liberty's eagerness to build a substantial basis for its European operations, and to play a key role in the Continent's record and music business. Its plans and intentions seem to foreshadow different arrangements in Europe for distribution of the label's product. The establishment of Liberty-owned companies and associations with other European disk firms are possible, as are separate agreements concerning individual

countries rather than a blanket agreement for the whole area.

Kass underlined the importance placed by Liberty on European music events such as the San Remo Song Festival.

"Vic Dana and P. J. Proby took part in the 1966 Festival," he said, "and got so much publicity for themselves and Liberty that will pay in the long run."

He said that the third final night will be televised over the Eurovision link to an estimated audience of 250 million. This leads to European tours for artists after the festival, wide

TV and radio exposure, and the recording of songs in local languages. The only snag he sees is the short interval between the organizer's decision on participants and the actual contest, affording little time to record the songs in Italian in preparation for the event.

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

U.K., Yanks Steal Holland Show

By Bas Hageman

AMSTERDAM—British and American artists dominated the end of year disk sales here, according to the reports of Dutch distributors.

Jim Reeves' (RCA) repertoire topped Intelco's December selling figures. "Anatevka," the Dutch LP version of "Fiddler on the Roof," sold in thousands before Christmas and is maintaining the pace, stimulated by the show's big stage success, claims Intelco's publicity manager, Pierre Dam.

The Monkees had clicked with "Clarksville" before their television series was shown in Holland. Now backed by a weekly TV boost, the group's RCA sales of "I'm a Believer" has made the top 10.

Phonogram's biggest pop sales came from British artists led by

Tom Jones' "Green Green Grass of Home" (Decca). Fontana singles by the Spencer Davis group ("Gimme Some Lovin'") and Wayne Fontana ("Pamela Pamela"), plus Troggs' "From Nowhere" album were also important sellers. Outstanding Dutch artist for the group was Ramses Shaffy with his "Sammy" (Philips).

Negram-Delta got good re-

Electrola Kicking Off '67 With Ultra-Modern Plant

COLOGNE—Electrola begins 1967 with Europe's most modern pressing plant.

The modernization program, which occupied most of last year, has provided the Carl Lindstroem-Gesellschaft, Electrola's sister organization, with greatly increased pressing capacity.

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

The new equipment will enable Electrola to keep strong

sales thrust behind its new budget-line series Die Volksplatte (The People's Disk), which was a spectacular 1966 success. Electrola is counting big on the Volksplatte label for further 1967 sales gains.

400,000 Copies

Introduced in September, Volksplatte releases had sold about 400,000 copies by year's end—a record on the German market.

Electrola said its expensive disk categories showed "outstanding" sales success in 1966 despite the excitement created by the people's platters. "What happened was that our budget line opened up a brand-new market without disturbing our established market for full-price product," an Electrola spokesman said.

"This was the most exciting development of 1966 for us, and it holds great promise for 1967. It is a market which we intend to exploit resourcefully and vigorously."

Die Volksplatte follows the format of the Music for Pleasure (MFP) budget label in Britain, using first-class repertory and top artists for second-edition releases.

Electrola posted 14 per cent gain in 1966 in records sold, and a 9 per cent gain in total sales value. Its standout sales successes were the Beatles' "Revolver" and Gitta's "Man muss schließlich auch mal nein sagen Koenn'n" (pop); Lortzing's opera "Zar und Zimmermann" (German classical production); and Beethoven's "Missa Solemnis" and Mozart's "Don Giovanni," both conducted by Otto Klemperer (international classical production).

Teldec Releases Accent Baroque

HAMBURG—Teldec has a series of new releases keyed to the baroque boom, highlighted by Telemann's "Judgement Day" and Henry Purcell's "King Arthur," an opera in five acts. Teldec's production of Telemann's "Der Tag des Gerichts" is timed for the 200th anniversary of the composer's death in Hamburg at 86, on June 25, 1767.

The masterwork album is being sold on subscription until the end of this month for \$8, then it will be priced at \$12.50. The text from Christian Wilhelm Alers is produced with the Vienna Boys' Choir, the Monteverdi Choir of Hamburg and the Concentus Musicus group of Vienna with original instruments under the over-all direction of Nikolaus Harnoncourt.

phon in the first stage of a unique experiment to integrate disk, stage and film music production.

"Die Walkuere" has been recorded by Karajan and the Berlin Philharmonic in precisely the same format in which it will be presented by Karajan and the Philharmonic at the Salzburg Easter music festival March 19, 23 and 27.

Karajan's recording is intended to establish his thesis that disk, stage and films are a trinity, with each medium preparing the way for the next.

Exhibition Rings Up Million in Business

MILAN—The first Milan International Music Exhibition (SIM), held last month, brought a \$1 million business turnover for its 102 exhibitors. Italian distributors taking part

represented 52 trade-marks, from Austria, France, Germany, Japan, Great Britain, Norway, Poland, Switzerland and the U. S. The 16,000 visitors were almost all operators in the diverse music fields connected with this function.

Conventions, concerts, meetings and a music instrument show were part of the exhibition. There was an attempt to create an Italian record retailers association, but only a few supporters were attracted and nothing resulted.

No such association exists in Italy at present. Hi-Fi stereo sets and components, music instruments, music magazines, record and tape players, tape cartridges, magnetic tapes, microphones, plastic paste for record pressing, were among the products exhibited by such companies as Siemens, Tandberg of Oslo, Thomastik of Vienna, Leblanc of Paris, Ecofina, Papachristos, GBC, Meazzi, Ambrosio, Rossi, 3M, and the Italian Radio State Co. Record company participants were Durium, Rifi, Curci, Tiffany and Vedette. The Curci, Reinhardt and Southern Music publishing firms were present.

Latin Amer. Fest Winner

MIAMI—Carlos Riquel won first place for his song "Amor" during the Latin American Song Festival held recently by the Latin American composers.

French singer Gloria Lasso performed Riquel's composition, a Peer International Corp. song.

Another Peer International prize-winning song was "Arrestemte," composed by Mario de Jesus of Mexico and Mercedes of the United States.

Other singers included Alberto Hugo, Argentina; Paul Sol, Ecuador; Chuccho Alvarez, Venezuela; Sidney Reyes, Colombia; Orlando Contreras, Carmita Lastra, Cabrisas-Farach and Alberto Vaguez, all of Cuba, and Angelica Maria, Mexico.



ANTONIO MOURAO, popular Portuguese artist, was presented recently in Lisbon with a silver record for his recording of "Oh Tempo volta Pra Traz." Left to right are: J. Varatojo da Silva, manager Telectra Records Dept.; Manuel Palao, the composer; Mourao; Maria Dulce, Portuguese actress who made the presentation; and Eduardo Damas, who wrote the song's lyrics.

Norwegian Artists Swamped By U.S., U.K. in Paper's Survey

OSLO—In 1966, local artists were crowded out of the Norwegian top 10 chart for the first time since its inception in 1958. Britain and the United States dominated the year's hit roster, compiled by a leading newspaper, Verdens Gang, from its weekly top 10 listings.

The Beatles' "Michelle" (Parlophone) was the most popular disk of the year, and they were the most popular artists.

The year's most successful artists, in order of popularity, were the Beatles, Beach Boys, Sonny and Cher, Rolling Stones, Jim Reeves, Sven-Ingvars, Herman's Hermits, Hollies, Lovin' Spoonful and the Kinks.

The most popular Norwegian artists were the Vanguards, who gained 11th place in the ratings.

Carl M. Iversen, the EMI licensee here, gained seven placings out of 10 in the year's most popular records. These

comprised four by the Beatles, two by the Beach Boys and the chart-topping "No Milk Today," by Herman's Hermits (Columbia).

The remaining three were Jim Reeves' "Distant Drums" (RCA Victor) released here by Nera; "Little Man," by Sonny and Cher (Atlantic/Nor-Disc), and the Kings' "Sunny Afternoon" (Pye/Norsk-Phonogram).

The most popular Norwegian record in 1966 was "Hjem," by Kirsti Sparboe (Triola), which was 12th.

Karajan's 'Test' Gets Under Way

BERLIN—Herbert von Karajan has completed the entire recording of Wagner's "Die Walkuere" with the Berlin Philharmonic for Deutsche Grammo-



spinning for the charts P.J. Proby's **smashing** new single

**MIKI
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San Remo Gets Cold Shoulder From Most Bonn Tradesters

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

Polydor will be represented by Renate Kern and CBS Schallplatten expects to send a still-undesignated entrant. But the German music industry, by and large, regards San Remo with indifference.

Neither of West Germany's TV networks plans special coverage of San Remo. The fest has alienated the Germans by its rule that only Italian songs published by Italian publishers are eligible. All participants are required to perform in Italian—a fact which also rubs the German trade the wrong way. The spokesman for one of the Big Four German record companies summarized the German attitude toward San Remo:

"San Remo is not important for the German industry, and it hasn't been for several years now. We won't be sending anybody, and neither will most of the German record companies. If there is anything interesting at San Remo—which we doubt—we will get it through our Italian company. The real trouble with San Remo, from the standpoint of the German industry, is that the importance of Italian music has been declining for the last five or six years.

"The British influence is predominant on the Continent now, followed by the French, who have come up fast in the past few years."

West Germany's ARD television network said it had considered but rejected plans to cover San Remo live. "San Remo seems to be too provincial for our audience," an ARD spokesman said. "The stars may be international, but the format of San Remo is essentially provincial, and that detracts from its importance for us."

Zabaleta Concert Tour of U. S. Set

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

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



PHIL STEINBERG, president of Kama Sutra International, signs a contract for Kama Sutra Records to be distributed by Nippon Gramophone in Japan. Shinken Izawa, president of Nippon Gramophone, looks on.

From The Music Capitals of the World

AMSTERDAM

Jazz pianist Mischa Mengelberg (Artone) has received the "Wessel Ilcken Jazz Prijs" award. . . . Bovema is the new licensee of American Monument here. Bovema label chief Roel Kruijze welcomes the repertoire of such artists as Boots Randolph, Rusty

Draper, the Velvets and Jeannie Seely, to the group. . . . Françoise Hardy (French Vogue-Negram) was here for a VARA-TV Artime) visit Holland at the end of this month for TV shot. They topped the Dutch hit parade with "Friday on My Mind." . . . French singer Sylvie Vartan introduced a Dutch version of "Ballade Pour

Une Sourire" during a TV show here. . . . British group the Creations (Pye) are planning a Dutch tour and NCRV-TV guest spot for early February.

BAS HAGEMAN

HAMBURG

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

(Continued on page 56)

New Press Chief At CBS Germany

FRANKFURT—CBS Schallplatten announced the appointment of a new public relations chief. General manager Bernhard Mikulski said that Dietlind Rieth is being replaced by Herbert Mueller.

Mikulski also announced the release of the first disk by a new group specializing in "beat in the rhythm and blues style." The CBS chief credits the U. S. Army with a major role in the development of the group, consisting of Karl-Heinz Bender, 24; Norbert Henss, 22; Walter Brown, 24; Otto Sedlaschek, 24; and Wilfried Schleppey, 20.

While at a U. S. officers' club, they were spotted by Mikulski's talent scouts. The result is the CBS single, "The Poor Things."

Arc Sound Has A Record Year

TORONTO—Arc Sound held its semi-annual sales meeting Dec. 28 at the Inn on the park in Toronto, with salesmen in from its western branches. President Phil Anderson reported that 1966 was a record year for the company and predicted a bigger 1967, with the introduction of new product, including the special series.

Salesmen were briefed on the January plan for regular releases, offering dealers 8 per cent to 12 per cent incentive bonuses in bonus goods. Vice-President Bill Gilliland conducted a seminar on latest sales techniques.

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From The Music Capitals of the World

• Continued from page 54

Poplaer, the low-price label run by Richter from Duisburg, has sold 250,000 copies of its "Pham Polka" single. A Poplaer spokesman declared that the single was not in the German charts because the company is not a member of the Phonographic Association. Poplaer has Katja Hollaender, Christa Williams, the Three Travellers, Robert Jung and the Rigi Duo among its artists. Esther and Abi Ofarim (Philips) played 50 concerts during their West German autumn tour, and their latest LP has sold 100,000 copies. Abi Ofarim plans his own label to promote records by newcomers. Berlin pianist Fritz Schulz-Reichel will receive a gold disk from Polydor to mark 1 million sales of his dance LP's.

CBS press officer Dietlind Reith is leaving the company. Peter Himmen (Ariola) starred in 104 concerts and five TV shows during his recent tour of Japan. With him were singer Susanne and a Swiss folk group. Ariola's duo Renate and Werner Leismann will play American dates in Milwaukee, Chicago, Cincinnati and Los Angeles.

WOLFGANG SPAHR

LAS VEGAS

Diane Edmond, Canadian-born singer now appearing at the Aladdin Hotel, has landed a three-week date at the Americana Hotel's Royal Box in New York. "Grand Ole Opry" regulars, Roy Acuff and the Smokey Mountain Boys, Cousin Minnie Pearl, George Hamilton IV, Marion Worth, Lonzo and Oscar, Bob Luman and the Stoney Mountain Cloggers, have been booked for three weeks at Harrah's Club in Reno Feb. 13. Several Strip Hotels are interested in the package. Columbia Recording star Turley Richards, whose disk, "I Feel All Right" is high on the charts, is currently playing at the Pussycat a-Go-Go here. Paula Kelly and Hal Dickinson, of the Modernaires, will put their 19-year-old daughter, Paula Jr., in the act sometime in January. They are playing in the lounge at the Desert Inn. When the change takes place, Paula Sr. will retire. Swedish model Ulla Thoresen will marry Charles Aznavour at the Flamingo Hotel Wednesday (11). Aznavour is starring at the hotel. The Treniers opened at the Thunderbird Jan. 1.

When producer David Merrick closed "Breakfast in Tiffany's" on the eve of its Broadway opening, repercussions were felt in Vegas. Had the show lived up to expectations, a deal was already brewing for a date at the Riviera Hotel. Still cooking is a possible return date for "Hello, Dolly!" The Page Cavanaugh Trio back in the lounge of the Tropicana Hotel. Russ Morgan and his band will play

Dublin Is Home To Californians

DUBLIN—Eire's capital is being used as the base for a tour of several European countries by the Californians, a five-man group from San Francisco led by ex-Beau Brummell, Declan Mulligan. Bookings are being handled by Pat O'Flynn, manager of Dublin's Crystal Ballroom, where the group made its Irish debut. Its first disk will probably be "Ireland Calls," written by bass guitarist Casey Colvin, who won good reaction when he sang it on Irish TV's "One-Night Stand" show.

at Gov. Paul Laxalt's inaugural ball Jan. 28. Caesar's Palace had 1,200 persons in for the opening Dec. 29. "Sweet Charity" starring Juliet Prowse and Elaine Dunn. Bob Crosby and the Bobcats currently playing at the Silver Slipper. Ed Sullivan spent a couple of days in Vegas scouting the talent. Brenda Blythe, wife of singer Sterling Blythe, has become a songwriter. Her first effort, "I Picked Up a Stranger," was recorded by Blythe and has already found a spot on the charts. He waxed the song for the New World label, now Columbia and Liberty—want the tune.

DON DIGILIO

LONDON

Andrew Oldham has fixed immediate release for the new Rolling Stones' Decca album, "Between the Buttons," in Britain, and on London Records in the U. S. All 12 tracks are new songs penned by Nick Jagger and Keith Richards. Philips and Pye have both issued domestic covers of the Royal Guardsmen's "Snoogy Vs. the Red Baron," which EMI has issued on Stateside here under its deal with Laurie. Monty Lewis, managing director of Pickwick in the U. K., flies to the U. S. at the end of this month to acquire new material for British release. The budget label has just released a Simon & Garfunkel album here to retail for \$1.40.

Dominion music chief Noel Rogers is attending United Artists' Records convention in Miami. Rogers supervises disk activity in Britain by U-A, which is released by EMI here. Decca reports 100,000-plus dealer orders for the Monkees' RCA single, "I'm a Believer," following the BBC-TV screening of the group's TV show for the first time Dec. 31. Radio 390, which went off the air for five weeks after its broadcasts were ruled illegal, resumed broadcasting in a surprise move following a special coastal survey commissioned by station chief Ted Allheury. He claims this showed that nearby sandbanks were permanently submerged, putting the station's radio tower more than three miles from nearest land and therefore outside British jurisdiction. Island Records signed American Jimmy Miller as its new a&r man. Peter Knight Jr. quit Pye's international department. The label's a&r controller Cyril Stapleton will take over his duties. Polydor signed Ace session drummer Bobbie Graham as an artist and producer with a deal to produce a minimum of 112 sides a year for the label. Fats Domino is scheduled to make personal appearances here in March.

Polydor threw a reception for Atlantic's Bitter End Singers here for a Palladium TV show and personal appearances at boxing champion Billy Walker's nightclub, The Upper Cut. Roy Orbison settled details of his forthcoming tour during his flying visit to London to top the Palladium TV bill. Eddie Kassner's President label has acquired British release rights to Fraternity material. Eric Burdon and the Animals went to Munich, Germany, last week to receive the Big Apple Award on the "Beat, Beat, Beat" TV series. They were due in Amsterdam, Holland, also for TV by the weekend.

The Concert Hall Record Club has installed an IBM 360 computer to deal with customer ordering and invoicing. Flamingo Music, Philips Records publishing firm, has become licensee of SESAC's Harbor Music. First subsequent release: "Crystal Chandelier" by Miki and Griff (Pye). John Barry was leaving for New York on Sunday

(8) for discussions on film scores and on recording with CBS. BBC Radio scheduled remotes of its Symphony Orchestra concerts from Moscow (Jan. 7) and Leningrad (Jan. 15). Conductors were Pierre Boulez and Sir John Barbirolli, with John Ogdon as soloist. King Records has become British licensee of the Canadian label Quality. First release is "His Girl" by the Guess Who group. Tony Morris has been appointed sales manager of the Music for Pleasure budget label. He replaces John Britten, who is quitting to concentrate on his song and show-writing activities. Morris will apply his experience in fast turnover canned foods to boosting sales of the Rack label. The Four Seasons' "Second Year of the Golden Hits" will be pushed as Philips record of the month in February, with browsers and other in-store promotion. Pye has released albums from the Colpix catalog by Nina Simone and Duane Eddy on its \$2.90 low price Golden Guinea line.

GRAEME ANDREWS

LOS ANGELES

"Iron Butterfly," a satirical musical aimed for Broadway, has been written by five collaborators under newly formed GEBS Musical Properties. The five are Katherine and Dale Eanson (story and book); Barbara Best and Arlene Smith (lyrics) and Herschel Burke Gilbert (music). The completed draft includes 23 songs. Arnold Thies's Gambit Associates represents Atlantic, Alfa, Roulette, Fiesta, Time-Mainstream and Music Minus One as an independent manufacturer in 11 Western States sales chief. He works basically with distributors and racks handling inventory and sales orders.

Manny Harmon was the orchestra leader for Gov. Ronald Reagan's inaugural ball Thursday (5) at the County Fairgrounds in Sacramento. He is generally involved with special events and governmental fetes. Don Ho's currently at Duke Kahanamoku's club in Honolulu, where he is reportedly working five shows a night to handle the tourist crowd. Nightery holds 650. Club estimates it can serve 2,000 persons a night during Ho's engagement. Ruben Rodriguez and the Quadalajara Kings are on the one-nighter circuit following their debut in Miami Beach. The Liberty Records act is working its way through the Midwest via the collegiate circuit. The Nitty Gritty Dirt Band, formed six months ago, is gaining exposure at the Glendale Ice House. Sextet has been signed by Liberty.

ELIOT TIEGEL

MILAN

Rita Pavone (RCA-Italiana) and her manager Teddy Reno have split after five years which resulted in sales of 9 million records worldwide. The singer's recording contract is not affected. Following talks in London with Larry Page, Lucio Salvioli of Ricordi arranged for Bobby Solo disks to be distributed by Page One Records in the U. K. after Solo's Philips contract ends. Page is expected here to prepare the first of Solo's English recordings. Italian EMI will distribute the Command and Grand Award catalogs, effective immediately.

Louis Benjamin, Pye Records managing director, met Durium's Krikor Mintagian, president and Elisabet Mintagian, international manager. Pye distributes Durium in the U. K. Nini Rossi's latest instrumental "Lan Montanara" specially produced for the German market, sold 50,000 copies in 15 days there, claims Giampiero Scussell, Durium a&r manager.

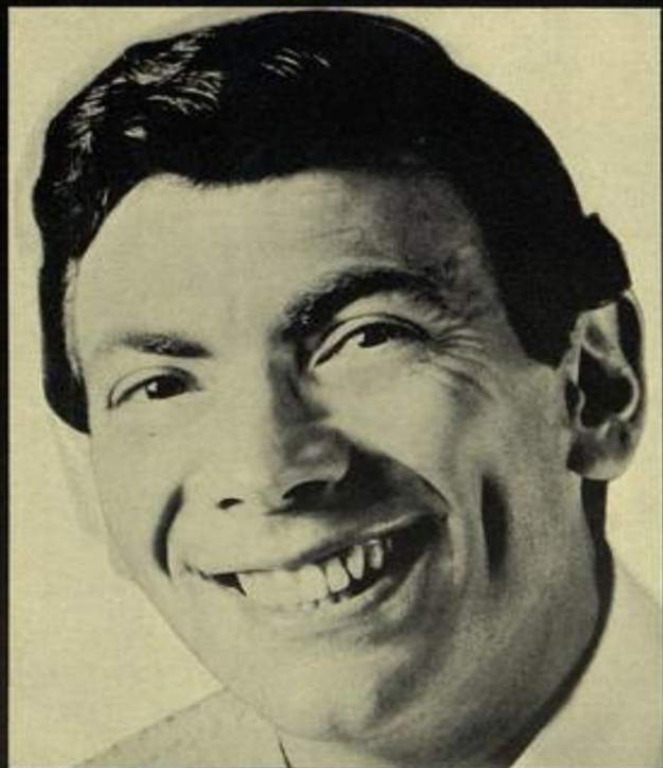
The "Un Homme et un Femme" movie theme, (sub-published by Southern Music), now has seven versions including UA's original soundtrack album, plus singles by the Bob Mitchell Orchestra (Riff), Dasy Lumini (Ricofidi), Nicole Croisille and Pierre Barouh (SAAR-AZ), Sciascia Orchestra (Vedette) and the Tullio Gallo

(Continued on page 58)

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BETTER THAN A LISTENING BOOTH. Boulder, Colo., dealer Lyle Aber uses this used Wurlitzer stereo jukebox for new-release demonstration.

Finds Jukebox Better Than Listening Booth

By BOB LATIMER

for Lyle Aber, owner of Abers of Boulder.

BOULDER, Colo.—Investing \$100 in the purchase of an old stereo jukebox solved 45 rpm record merchandising problems

Abers prime market are 14,000 students registered at Colorado University, obviously, 45 rpm singles tend to make up a

EXECUTIVE VIEW

Growth Moderation in 1967

CHICAGO—Last year was a very good year; 1967 will be a good year.

This in short is how top consumer electronics executives are sizing up sales prospects for the year.

A report issued from Motorola, Inc., chairman Robert W. Galvin last week projected 1967 factory sales of \$21 billion, up 8 per cent from the \$19.4 billion recorded in 1966. Of this, a little over \$5 billion will be achieved by the sale of consumer products during 1967, Galvin said.

Predicted Ross D. Siragusa, chairman, Admiral Corp., "Despite the critical home building slump, the uncertainty over additional taxes, tight money, and the escalation of war in Vietnam, the general business outlook is for continued gains, although at a lower level than in 1966."

profitable portion of his volume. Thus Aber devotes more than 100 sq. ft. to 45 rpm display, works closely with all local and Denver radio stations in programming top 40 offerings, and pulls constant college traffic.

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

And only slightly less troublesome was demonstration. Few customers would buy brand-new hits without hearing them first, so Aber had to provide two listening booths. And retiring into listening booths made it easier for light-fingered shoppers to pocket records. With heavy traffic, it was impossible to keep count of how many discs the customer took from self service racks into the listening booths.

So it went until Aber had an inspiration. Since most of his teen-age customers hear new hits first in jukeboxes, why not set up a jukebox right in the store?

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

All records have been taken off self-service and transferred behind the counter. "It's really a breeze to sell 45 rpm now," Miss Marquis said. "When a customer comes in, asks to hear a new top 40 number, we simply point to the phonograph. He finds it listed by number exactly as if it were on location, pushes the proper button, and can hear a low-volume demonstration without any help.

Records are changed once a week, after Aber has consulted and verified radio station sources for the top 40. A short conference with Miss Marquis sets the decision on the main 10 singles to be added to the music menu.

At the same time the record change is being carried out, the phonograph is serviced.

An unexpected advantage which has been derived from the coin phonograph has been its ability to make "impulse sales."

(Continued on page 61)

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

Fashion

Guarded optimism is apparently the 1967 business forecast fashion among business economists. (Government experts are saying the opposite.) The con-

sensus is that the six-year-old boom will level off this year.

Declared Siragusa, "the competition in our industry is going to become even more intense, and the consumer is going to be more selective in his buying pattern."

When will the slowdown become apparent? The feeling is that the slow-up will show up by mid-year.

Some indicators cited as convincing are softening auto sales, stock price declines, construction industry depression, plant expansion slack-offs, interest rate decline is not expected until the current inflation ends.

More Radios

However, big growth in distributor sales of color TV receivers is anticipated again in 1967. In 1966 the figure was about 4.7 million units. Galvin predicted that the 1967 figure will be 7 million units. He said black-and-white TV set sales, which amounted to 7 million units in 1966, would sag slightly in 1967. Stereo sales of about 6 million units and radio sales of 46 million units were projected by Galvin, both figures representing slight increases.

Siragusa predicted that 15 million domestic and 23 million imported radios will be sold in 1967. He agreed that black-and-white TV receiver volume will drop and that color unit sales will hit the 7 million mark.

Fickes' color TV figures are 4.75 sold by distributors in 1966 increasing to 6.7 million units in 1967. He said black-and-white set sales at the distributor level will drop to 6.3 million this year. Home radio sales will increase from 14.2 million in 1966 to 14.7 million this year, according to Fickes forecast. Portable phonograph sales will equal 1966's 4.1 million figure and the console market will hold at 1.9 million units again this year.

Restraints

Fickes said: "Government restraints already have set in action forces which will slow

(Continued on page 61)

'Bud' Amberg Dies at 61

CHICAGO—Bertrand (Bud) Amberg, 61 died suddenly in Chicago Dec. 13. Amberg was president of Amberg File & Index Co., Kankakee, Ill.

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

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

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

Scanning The News

Philco-Ford vice-president Carl E. Lantz announced the corporation will hold its 1967 midyear dealer meeting in Las Vegas instead of Venice, Italy, as previously planned. Theme for the meeting is "The Great American Holiday."

American servicemen around the world will soon be hearing the voices of friends and relatives from tape recordings furnished free by Radio Shack Corporation. Charles D. Tandy, president, stated that the entire public is invited to participate at any of their 140 retail electronics stores in 31 States. Postage and use of the recorder will also be provided. . . . Correction on the dates of the 1967 Music Show printed in the previous issue—the show is scheduled for June 25 to 29, not July. . . .

Appointments: Burton J. Kloster has recently joined the legal operation of the Consumer Electronics Division of General Electric. . . . Gregory Amplifier Corp. appointed three new representatives—Ronald Singer of Ron Singer & Associates will cover the New York Metropolitan area, Robert Smith and George Smith of the Robert Smith Co. will handle the New England States, and Herman Lewis and Richard Lewis of the H. Lewis Co., Philadelphia, will cover the Mid-Atlantic States. . . . Robert L. Warren moves up to chief engineer of Estey Musical Instrument Corp., president J. M. McClintock announced. . . . Kelly, Schmitz & Winkler Associates were chosen factory representatives for Magnecord tape recorders and Telex Acoustics, Jim Arrington, Director of Marketing, reported.

Mickey Saffron, Rosemary Cole and H. A. DiBlasio have become incorporators for the conduct of jukebox business for National Music Corp., Youngstown, Ohio. . . . Market Vending Co., Cleveland, has filed articles of incorporation for a general vending service. Robert Reitman is agent.

JERIANNE ROGINSKI

PREDICASTS' ELECTRONICS TRENDS

announces a study on

CONSUMER ELECTRONICS DEMAND FEATURING CARTRIDGE PLAYERS

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INDUSTRY STRUCTURE, including discussion of major producers for each item.

CARTRIDGE TAPES discussion in special section, covering historical data and projections for original equipment auto, aftermarket auto, and home market. Major producers and competitive systems reviewed.

NEW PRODUCTS such as electronic air cleaners and microwave ovens reviewed.

Consumer Electronics Demand is one of a series of studies prepared by the Research Department of Economic Index & Surveys, Inc. Other studies include:

PROCESS CONTROL EQUIPMENT	1/66
COMPUTER PERIPHERAL EQUIPMENT	4/66
ELECTRONIC COMMUNICATION EQUIPMENT	11/66
EDUCATIONAL ELECTRONICS	1/67
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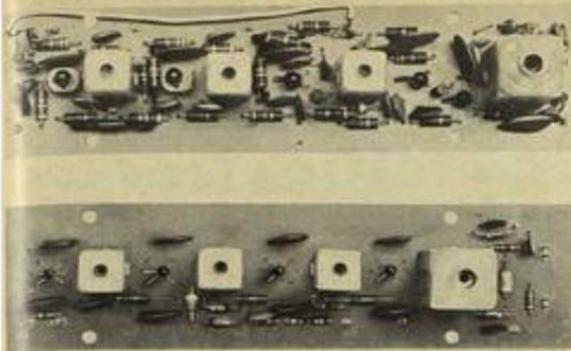
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Originators of the SP-92 Diamond Needle

CLASSIFIED MART



EFFECTIVE COMPARISON of the old transistor IF strip (top photo) and the integrated circuit strip is shown in the above photos. Note the simplification of layout that the IC circuits make possible.

Mr. Dealer, Meet the IC

By JERIANNE ROGINSKI

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

The micro-miniature circuit contains all the component elements . . . transistors, diodes, resistors, wires . . . on a Silicon wafer 40/1000 of an inch square. For the sake of easy handling, it is encapsulated to the size and approximate shape of an ordinary transistor.

Durability? This is IC's biggest advantage. Under normal use, the IC will last literally thousands of years. Once it has been inspected and tested, it is impossible that any flaws will later appear because the IC has no loose wires or parts, nothing can short out, fall out, burn out, or wear out.

Photo Vaster

IC's have a uniformity which is impossible to obtain in other types of circuits. Silicon is a permanent material that does not deteriorate with use. Each IC is reproduced directly from a microscopically accurate photographic master which eliminates the possibility of variation.

Providing the same advantages as it did in computers, the IC offers a much greater amount of circuitry for tuners and receivers in a smaller space. For example, Scott's IC has five transistors and two resistors. Each of their IF strips contain four IC's making a total of 20 transistors. Scott's former IF strip was larger in size and contained only five transistors.

Razors

The Integrated Circuit offers

all this compactability and exceptional performance too. Under testing, the IC allowed the listener to hear more stations with less noise and interference. Weak, distant stations were received with great clarity. Outside interference from such sources as electric razors, auto ignitions, and the like, were significantly reduced.

In more technical terms, test reports (compiled by Fairchild engineers, who helped to develop the Scott IC, showed the circuit to be consistently capable of an actual 0.8 dB capture ratio. Because of the permanence of IC's construction, such performance will continue for years and years.

How about price? It has been announced that the price of the tuners and receivers now containing IC's will remain the same as they were prior to this technological improvement. All this and economy too. IC's appear to be the circuits of the future.



COMPACTNESS IS THE WORD for Utah Electronics' new Optica speaker system. Designed to fit in a bookcase, the speaker measures 11 1/4 by 19 inches with a 8 1/2 inch depth. Optica features dual cone which acts as a two-way unit. The system retails for \$39.95.

Jukebox Better

Continued from page 60

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

The jukebox quickly paid for itself in doing away with pilferage, the need for listening booths, time consumed by customer, and damage to records. Aber thinks it was one of the best \$100 investment he has ever made.

BUSINESS OPPORTUNITIES

FIVE-PRESS RECORD PLANT FOR SALE in Southern United States. Baker and hydraulic capacity for 15 presses. All new equipment. 5,000 square feet. Write Box 259, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

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RECORD BOOT 45's, BRAND NEW, some late hits. \$6.89 per hundred; \$65 per thousand. Send check with order for prepaid postage. No returns. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 51, 543-5831.

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AGGRESSIVE, ESTABLISHED PUBLISHER wants Publisher/Editor for key role in expanding areas of music business. Must write sharp trade-paper copy, newsletter, radio station services, text for follow-up, publications, circulars. Will work closely with independent consultants on trade and general publicity involving writers, shows, performers, special projects. A good man will have a real chance to work into creative areas of communication, music publishing and artist relations. Salary open. If you think you're right for the job, state your qualifications briefly and we'll make an appointment for you. Box CM-336, Billboard, 188 W. 48th St., New York, New York 10036.

EXPERIENCED MALE LEAD SINGER for well established, traveling and recording rock group. Michael Cies, 1821 19th St., N.W., Washington, D. C. Phone: (202) 265-0844.

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ROWE'S FRED POLLAK, vice-president marketing (right) discusses details of film shooting in Florida recently with cameraman and actress Charlotte Davidson. Rowe is continually readying new films for its "PhonoVue" jukebox attachment.

Rowe 'PhonoVue' Tests Show Collection Hikes

WHIPPANY, N.J. — Gross increases as high as 400 per cent have been reported by Jack Harper, president of Rowe Manufacturing, following extensive field testing of the company's new audio-visual PhonoVue film projector.

"We have documented results that show conclusively that the addition of the PhonoVue to the Rowe Music Merchant phonograph increases the location gross as high as 400 per cent," Harper noted, "and at the same time shows an additional gain in jukebox play."

Rowe's Fred Pollak, marketing vice-president, and George Klersey, recently appointed PhonoVue division sales manager, are now concentrating on a special PhonoVue program.

"Rowe's entry into the audio-visual field is the only system now available to operate with a standard jukebox," said Pollak. "The PhonoVue projector can be situated away from the jukebox, and additional projectors can be placed strategically in the location if necessary," he added.

Turning to the films, Pollak said the PhonoVue has 20 selections that are keyed to records on the phonograph. These films can also be co-ordinated with new popular records, Pollak said.

Rowe is now producing new films at the rate of eight releases per month, Pollak stated. "We have a varied library of new and unusual films being readied for release when we

(Continued on page 67)

Association Roll Call—'67 Plans and Problems

Part Two:
By EARL PAIGE

CHARLESTON, W. Va. — Legislation problems, membership and plans for its 1967 State convention were leading topics at the West Virginia Music & Vending Association met here last week.

With the 1967 State Legislature convening here Jan. 11, WVMVA members were interested in formulating plans for seeking an exemption from the 3 per cent consumers sales tax. "Right now we're paying a penny on every dime our machines take in," explained WVMVA president J.C. Buddy Hunt, operator of Southern Distributors, Inc., Welch.

"We're hopeful of getting an exemption on all sales below 11 cents and we feel with good representation in the Legislature this year we stand a chance," Hunt said. "Another problem is this double taxation on coin-operated pool tables in the State. We have to buy a \$25.50 license for each table and still have to purchase another sepa-

rate license as we do for any other coin-operated device."

Hunt explained that coin-operated pool tables were currently governed under laws affecting billiard parlors and that WVMVA is interested in getting a clarification drawn. "Under the present setup 16-year-olds and under can't play. This cuts out the teen-age type of recreation center where coin-operated pool tables are very profitable," Hunt said.

Hunt said the WVMVA was actively soliciting vending operators. "We're doing fairly well with music and game operators," said Hunt, "but we can use more representation from vending operators." Hunt said that many operators engaged exclusively in merchandise vending are already WVMVA members.

WVMVA's bylaws state the organization should meet every 60 days. "We try to meet at least four times a year," Hunt said. With Hunt in the executive ranks are first vice-president Andrew Kniska, Clarksburg;

(Continued on page 69)

The 90th Congress and The Royalty Question

By MILDRED HALL

WASHINGTON — Familiar faces will confront jukebox interests as Copyrights Subcommittees reconvene in the shake-down period of the new 90th Congress—but the final copyright revision bill to be voted on may undergo some changes from last session's famous H.R. 4347.

Barring unforeseen developments, the Senate Copyrights Subcommittee will bear the brunt of the copyright hearings on such controversial issues as the jukebox performance royalty exemption; the raised mechanical rates for phonograph records made under compulsory licens-

ing; the proposed checkrein on free use of copyrighted material by nighttime educational TV programming, and the copyright liability for the new and proliferating Community Antenna TV (CATV) service.

The Senate Subcommittee on Patents, Trademarks and Copyrights was hopeful last session that formulas evolved by the House Copyrights Subcommittee on these crucial problems would produce a final revision bill satisfactory to opposing parties on the problem issues. But in each case, opponents have requested full presentation before Senate hearings.

Front and Center
Many factors will affect the

jukebox industry during the next two years of the 90th Congress both directly and indirectly.

Front and center is the hope of the Operators' association (MOA) for the extra 2-cent mechanical royalty approach rather than the House Subcommittee's revision formula, involving compulsory licensing and dealing with the music licensors. MOA calls the formula too complex and too costly, although endorsing the idea of a statutory limit on what music licensing can cost, overall, per box. Music licensors say it throws too much responsibility and bookkeeping their way. They would like the

(Continued on page 70)

Steiger Attacks Adair View

By RAY BRACK

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

Strongest indication of this thus far this young year came last week as A. A. Steiger, chairman of the board of Tel-A-Sign, Inc., declared for the record that Bill Adair, president of Seeburg Sales Corp., has taken a "sour grapes" attitude toward the audio-video concept.

Tel-A-Sign, Inc., is parent

company of Scopitone, Inc., manufacturer and international distributor of the Scopitone film machine, the first such unit developed.

Steiger's declaration came in reaction to statements quoted by Billboard Dec. 31 in an exclusive story. In the article we reported that Seeburg was not presently interested in the audio-video machine in any form. Explaining the company's reasons, Adair said: "The income of audio-video machines in their pres-

ent form does not support the investment.

Sex Image

"The concept has failed in Europe," he went on to say, "and the sex image projected by the equipment in the U. S. destroys the new coin machine image we have been working for."

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

(Continued on page 68)

Washington Getting 7-Day Week?

By PAUL ZAKARAS

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

Paving the way for such a step was the defeat (by an overwhelming 65 per cent majority) of the state's blue laws during the recent general election. The removal of the laws from the books will foster new legislation which is expected to alter many present restrictions—including those which favor taverns, night

clubs and cocktail lounges to be closed at midnight on Saturdays and all day Sundays.

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

Ray Galante, co-owner of Music Vend Distributing Co., told Billboard that "we can't be sure if we will get the new legislation this year, but I don't doubt that the liquor laws of this state will undergo substantial changes. I think this will definitely help the coin machine business. It will help the operator

by giving him additional 52 operating days per year for many of his best locations. It will help me as a distributor because operators who are making more money will be more inclined to buy new equipment."

No Lobby

Galante added that to his knowledge the coin machine business in the state has no lobby attempting to influence legislation on the seven-day

(Continued on page 68)

Los Angeles Hearings on Jukebox Ban Near Schools

LOS ANGELES—The City Council's Public Health and Welfare and Building and Safety Committees will hold public hearings here on whether to limit the use of jukeboxes near public and private schools.

A move to muffle jukeboxes and force enclosure of all hot dog stands and food establishments near schools was presented to several city councilmen by residents who complained of unruly patrons and jukebox noises.

The Los Angeles City Council has postponed action on the protest until both the Health and Welfare and the Building and Safety committees investigate the matter. The planning commis-

sion is also expected to concur in the matter.

Residents complained that phonographs, placed strategically outside food locations to attract customers, are loud and the music offensive. The building committee had requested city departments to consider requiring hot dog stands and food establishments to build enclosures that would bring the jukeboxes inside.

Enclosure

The building committee request also would force location owners not to pipe jukebox and radio music outside the location. Jukebox operators and location owners had the support from

(Continued on page 68)



BIRD MUSIC DISTRIBUTING CO., Manhattan, Kan., has been named a distributor by the Chicago Coin Machine division of Chicago Dynamic Industries. Owner of Bird Music is A. L. Ptacek Jr., above, who is also a vice-president of the Music Operators of America. Culp Distributing Co., Oklahoma City, was also granted a distributorship last week by Chicago Coin. C. A. "Shorty" Culp is owner of the Oklahoma firm.

Operator-Eye View of 1966 Business

By BENN OLLMAN

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

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

Montana

Phasing out of a nearby air base has dented expansion plans and put a crimp in some location receipts, reported Mr. and Mrs. O. W. Christensen, of Christy's Music Co., Malta, Mont. The Christensens cover a wide territory — about 100 miles in radius; "mainly small towns that won't go for the visual phonographs and two for a quarter play," they agreed. Attending her first MOA show, Mrs. Christensen described it as "just wonderful."

Louisiana

It's been a rough year, reported Frank Giordano, G & H Novelty Co., Buras, La., but his firm has nearly recovered from the damage wrought by hurricane Betsy in the fall of 1965. "We lost 80 per cent of our equipment when that tidal wave hit. But thanks to our distributors and finance company, we're back on our feet again. They were wonderful to us."

Georgia

Business is "up over a year ago," said Russell Cates and Johnny Johnson, both with Albany Music, Inc., Albany, Ga. How come? "Better programming on the jukeboxes; we watch every location. And newer, more attractive equipment—you've got to catch the public's eye, too, with new jukeboxes and games." The two added that their biggest headache these days stems from the seemingly endless pilferage from equipment on location. It's hard to combat and gets more brazen all the time. A recent incident: thieves carried a jukebox outside a location to break into the coin box.

South Carolina

Mr. and Mrs. Hal J. Shinn, Star Amusement Co., Gaffney, S. C., look for business to hold at a healthy, steady level in the months ahead. Checking out the new items exhibited, they showed interest in the visual phono equipment, but are still leery about its practicality in their locations. Pool tables and flippers are providing hefty action for them. Currently first vice-president of the South Carolina operator association, Shinn hit at apathy among operators concerning the threat of federal performance fees for coin phonographs. "The jukebox operators have to be awakened. There is a need for greater association activity on a local and regional level to reach all those operators unaware of the threat this tax holds for them."

Tennessee

A switch: A. D. Agee, Service



HALF-DOLLAR HOARDING was combatted in the Twin Cities over the holidays as Sandler Vending co-operated with the Northwestern National Bank of Minneapolis in this window display. The signs urge passers-by to unpocket their half dollars and buy things with them—music and cigarettes, for example. Warren Sandler, president of the distributorship, worked with the bank officials on the display.

Vending Co. Nashville, said he left vending five years ago and "went back where I started—in the music and games business." How do you get started with the two for a quarter approach? "First you have to put in a sharp looking new piece of equipment to encourage the location owner and stimulate the patrons. Our two for a quarter machines are all in the better restaurants on the Highway 71 freeway from Cincinnati to Cleveland."

Baton Rouge, La.

Taking a close look at the visual phonographs on display in the MOA Show, Mr. and Mrs. Sam Cefalu, City Novelty Co., Baton Rouge, La., found them promising. "but we're not quite ready for them yet." Mrs. Cefalu, who handles the route programming and disk purchases, reported disappointing co-operation from one-stoppers in getting a wide enough range of little LP's. "Too many little LP's are back ordered and our locations complain because we can't fill their requests."

Ohio

Two for a quarter play is no longer experimental. "We've put out 20 units at two for a quarter and they are bringing in fine results," reported C. L. Hop-

kins, Hopkins Music and Vending, Galion, Ohio. "It has actually increased play in those spots." How do you get started with the two for a quarter approach? "First you have to put in a sharp looking new piece of equipment to encourage the location owner and stimulate the patrons. Our two for a quarter machines are all in the better restaurants on the Highway 71 freeway from Cincinnati to Cleveland."

Looking ahead, Hopkins noted that he is giving some thought to diversifying into hot vending. "I'm going to check out some of those exhibits at the NAMA show, too. I've seen a lot of changes in this industry—and expect to see some more."

Maryland

The spreading interest in vending among music and games operators was evidenced in a chat with Raymond Paskiewicz, Columbia Coin Machine Co., Baltimore, Md. The firm moved in to full-line vending about a half year ago. "We're getting our feet wet in the vending phase of the coin machine business," said Raymond Paskiewicz, "and we're quiet pleased with results to date. Most of our vend equipment is in schools, colleges and small factories."

New Jersey

Add Pat Storino, S & S Amusement Co., Toms River, N. J., to the list of music and games people branching into vending. Storino's new venture is cigaret vending, "but music is still our bread and butter." What about two for a quarter music? "We've been very successful with dime music. But I'm not sold on two for a quarter yet. I have to believe in something before I go all out. I haven't had time to really analyze the two for a quarter promotion as yet."

Illinois

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

What's the top problem facing the industry today? "Getting a more realistic commission arrangement with locations," said Kramzar. "The 50-50 split is no longer a profitable way of running a coin machine business. We try to adjust our commission according to the amount of revenue a spot can give us."

Canada

Here to get details on the visual phonograph units he's been hearing so much about was Frank Manzano, Manzano Music, Calgary, Alta., Canada. Music has been holding up well, but Manzano said he questions the "salability" of two for a quarter music at this stage. "We have been doing pretty good business with two for a quarter on our shuffle alleys, so I'm not entirely discounting that price on music."

Distaff Side

Could be a new, fresh field opening up for the weaker sex according to reports from sales reps for Mar-Vend, Inc., exhibiting at the NAMA Show at McCormick Place. Bob Barger, Mar-Vend, Inc., rep, told of several coin firms hiring women to run their routes of coin vended potato chips, pretzels and cakes. "These packages are light, weigh only an ounce or so, and can be easily handled by

women. With the shortage of manpower available to coin firms, this could be the answer. And a lot of women would enjoy this kind of work which pays better than most jobs available to them."

Equipment maintenance chores for these distaff routes are handled by male mechanics while the gals make the rounds filling the machines and checking the cash.

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

Vending's Growing—Where's It Going?

By BRUCE WEBER

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

Dave J. Davidson, 56, founder and chairman of the board of ARA, the largest vending operation in the United States, and William S. Fishman, 51, president of ARA, both feel that "so rapidly is the vending industry growing that it threatens to encompass related fields."

In business, ARA is truly a giant of the vending industry. And ARA has been getting bigger year by year in the Soaring Sixties. Small vendors have been prospering, too, Davidson says. He estimates there are more than 6,000 companies in the vending field, including "mammoth" operators.

From this growth expectation, according to Davidson, who headquarters at 10889 Wilshire

Boulevard, Los Angeles, ARA can expect substantial growth activity this year. If past statistics are an economic indication, ARA is expanding at a rate close to 15 per cent a year, while the remainder of the vending industry claims a growth rate of 8 per cent a year.

Could Slow

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

While declining to state a growth pattern for the fiscal year, Davidson confidently predicts a boom year, ARA, in 10 years—the company was organized in 1936—went from \$16 million in sales to more than \$300 million in sales for its last fiscal report. ARA has more than 24,000 employees in 42 states, the District of Columbia and Puerto Rico. ARA stock sells at 55 1/4 (Billboard, Jan. 7), a large increase from its public debut in 1960 at \$8 a share.

The company, according to Davidson, will enter the year with more than 100,000 vending machines, which it installs and services, in operation. "In addition," he said, "ARA provides some manual food distribution services. Institutional installations such as schools, industrial facilities, hospitals and government offices account for about 86 per cent of our revenues."

Sales of the company hit \$253,713,000 (vs. \$227,835,000 in fiscal 1964), while net profits approached \$6,457,000, or \$2.01 per share (vs. \$5,510,000 or \$1.73 for fiscal 1964). Assets of the company is \$106,478,000.

"Our financial structure is the strongest it ever has been, and,

GOODS & SERVICES

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frankly, I see no reason for any interruption in our economic pattern for the current fiscal year." Davidson said. Fishman, with offices in Philadelphia, concurred with the organization's founder, predicting both the ARA and the vending industry will establish higher growth guidelines in the fiscal year.

A significant trend in the vending industry, said the ARA executives, is the path several major vending companies are making into regular food operations. Today, the average vending firm's business combination is "about 90 per cent machine and 10 per cent manual. ARA's is split, close to 50-50."

Although Davidson envisions no major machine alterations or advancements in the future, he feels the industry can return to "selling its image and product to the masses. There are many ways in which to improve industry techniques, thus improving our vending image and revenue-producing abilities," Davidson said.

"Merchandising technique is very important to the consumer. Sophisticated merchandising methods can add many dollars to sales and earnings figures, while unhappy customers and location owners only bring complaints."

Pride

Davidson admits complaints are bothersome and to be expected. "But we have oriented ARA to individual customer service. We encourage our employees to take pride in our machines and our operation. Too often," he said, "the industry is at fault in not promoting service, quality and consideration."

While not predicting drastic changes, Davidson sees greater use of the bill changer, the disappearance of the single-product vending machine (with the exception of the cigarette machine), more use of the microwave oven and a future of the vending machine charge card.

He also feels that "automation isn't the answer to everything" ("people like to purchase some goods from people") thus the failure of the vending industry in selling "soft line merchandise."

"Although vending has its limitations," Davidson said, "we employ several hundred graduate dietitians to assist our program. We're selling more diet drinks and using less sugar and cream in our coffee machines. Desserts, too, are getting harder to sell. That is exactly the reason for our staff dietitians."

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.

PENNY KING

MAGIC BALL AND GATOR MIX. Penny King Co. introduced its No. 145 10-cent capsule mix recently featuring a high bouncing "Magic Ball," a "man-eating" alligator with a skeleton in its jaws, Private Eye flicker G-Man badge, brooches, skeletons, key rings and assorted rings. Each bag contains 250 capsules.

MILITARY CAPSULE MIX. Penny King has brought out a new No. 146 10-cent capsule mix featuring military items, similar to its No. 133 assortment. Each bag includes 250 capsules.

EPHY

BIG FIVE CAPSULE MIX. Ephy Charms, Inc. is now featuring a 5-cent capsule mix which includes over 15 different items in each 250-capsule bag. Each bag contains a different five-color "Glow" merchandising display card.

(Continued on page 65)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1r or 5c. \$14.50
N.W. Deluxe, 1r or 5c Combs. 12.00
N.W. 10-Cent, 1r or 5c Gum Mach. 12.00
Atlas 1r & 5c 100 Cts. Ball Gum. 12.00
Atom 8 lb. Globe. 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen. \$.87
Red Pistachio Nuts, Jumbo Queen. .87
White Nuts. .82
African Crown Red Lip Pistachio Nuts. .58
African Prince Red Lip Pistachio Nuts. .53
Nuts. 1.25
Indian Nuts, 4 lb. bags, per lb. .81
Cashew, Whole. .79
Cashew, Butts. .79
Peanuts, Jumbo. .22
Spanish. .22
Mixed Nuts. .68
Baby Chicks. .25
Rainbow Peanuts. .22
Bridges Mix. .22
Boston Baked Beans. .27
Jelly Beans. .22
Fruitice Gum, 100 ct. .48
M & M, 300 ct. .48
Munchies, 16-lb. carton, per lb. .29
Hardships. .47

Rain-Blo Gum, 72 ct. \$.32
Milk-Itto, 100 ct. per 100. .35
Rain-Blo Ball Gum, 140 ct. .32
175 ct., 210 ct. .34
Rain-Blo Ball Gum, 100 ct. .24
300 lb. minimum prepaid on all Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Bass-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.28
Minimum order, 25 boxes, assorted.

Everything for the operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY VICTOR PEN VENDORAMA



Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

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NORTHWESTERN SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LONGeac 4-6467



CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-O.K. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

Northwestern
CORPORATION
2712 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

Vending News Digest

Record \$200 Million Units Shipped

CHICAGO—National Automatic Merchandising Association figures for 1965 reveal that vending equipment makers shipped a record \$200,313,000 worth of new equipment during the year. This represented a 9 per cent increase over 1964's \$183,679,000 figures. The U. S. Census survey underwritten by NAMA listed the following increases: candy bar venders, 51,669, up from 44,197; canned beverage venders, 29,086 from 12,331; single-cup fresh-brew hot beverage machines, 23,561 from 18,535 in 1964; cigaret machines were up 62,810 from 59,038. Data processing system changeovers delayed the compilations, NAMA said.

Healthy Fiscal Picture for Rudd-Melikian

WARMINSTER, Pa.—An increase of \$1,546,813 or 28 per cent was reported by Rudd-Melikian, Inc., here, manufacturer of automatic coffee equipment and importer-roaster of coffee for the fiscal year ended May 7, 1966, according to new figures released. Net sales were \$7,019,251, net income \$146,635 and earnings per share were 21 cents.

Swiss Firm in Solid-Circuit Vendors

RENENS, Switzerland—A printed circuit hot and cold beverage vender has been developed by a firm here and is called the Codomat Flash. It offers a choice of 12 hot or cold drinks and utilizes separate pipes for each drink liquid from either concentrates or fruit juices. Among several features of the Codomat machine is its quick dismantling of all important parts.

Macke Names Regional Manager

PHILADELPHIA—Edward H. Ewall has been promoted from sales manager for Philadelphia to sales manager for the Keystone region for the Macke Variety Vending Co. The region is comprised of the States of Pennsylvania, New Jersey, Delaware, New York and Connecticut. The Macke firm also announced the organization of a Macke-PMC Food Service Co. The subsidiary corporation was formed to engage in the food service, vending and concession business. The new firm will gear its operations to schools and college business.

Liability Insurance Proposal

LOS ANGELES—Suburban Hawthorne's city council introduced an ordinance this week which would require vending machines to be covered by liability insurance. A stamp would be provided as proof of insurance coverage. Fees set under the proposal are cigaret machines (\$7.50 per year per machine); merchandising vending machines operating on 5 cents or less (\$2); merchandise venders operating at more than 5 cents (\$4). Minimum liability for street-located machines would be equal to that carried by Hawthorne.

Canada Going to Nickel Coinage

ST. LOUIS—The announcement that the Canadian government will switch from silver to pure nickel coinage sometime in 1968 was

(Continued on page 65)

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
539 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-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism.

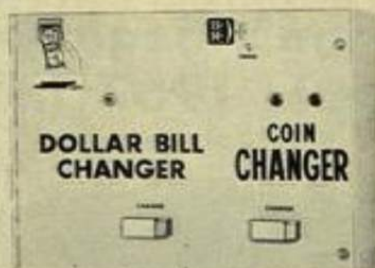
Removable cash tray for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules. PRICE \$39.00 each with chrome front. WRITE, WIRE OR PHONE BITTERMAN & SON
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900
"It's 30 in KCMO"

\$300 Dance Fee & Bar Stool Ban

WALTHAM, Mass. — This town's license commission has just levied a \$300 annual fee on restaurants that wish to permit patrons to dance six nights a week. The action came as an afterthought. The three-man commission just recently allowed dancing every night except Sunday.

But you may sit in a restaurant, listen to the jukebox and drink on Sunday if you want—provided you're sitting on a chair. The commission has banned bar stools on Sunday. The better to rest, you see.

New Equipment



Hamilton Scale—Money Changer

A COMBINATION dollar bill and coin changer was introduced during recent trade shows by Hamilton Scale Co. The Model DVC, shown here, features its total mechanism mounted on a hinged 3/16-inch steel cabinet door. Company has also introduced a ticket vending machine with dollar bill acceptance.

Vending News Digest

• Continued from page 64

met with an announcement by National Rejectors, Inc., here, a division of UMC, Inc. A spokesman said, "As an international supplier of coin industries equipment and as a member of the Canadian Automatic Merchandising Association's coinage committee, National Rejectors, Inc., has been aware of the Canadian's interest in potential new coinage materials.

National Rejectors said, "There are not enough details available at this time for us to make a meaningful statement concerning the Canadian government's recent announcement that it will issue new coins sometime in 1968 made of pure nickel. We can state that we shall continue our present practice of providing the industry, giving due consideration to all circumstances, with the best possible coin-control equipment." Modification of all slug rejectors will be required for the new coins.

NCA Names New Vice-President

CHICAGO—The National Confectioners Association elected J. Creighton Drury, National Licorice Co., Brooklyn, N. Y., to the post of vice-president at the recent mid-year NCA board meeting.

New Water Pump for Drink Vendors

CHICAGO—A new water pump developed expressly for use in drink vending machines, carbonators and similar applications has been brought out by the Tuthill Pump Co. here. Incorporating a special V clamp for ring mounting to electric motors, the vane-type unit is available in three sizes with nominal capacities from 55 to 95 GPH at 1,725 r.p.m. and 100 psi differential.

Students Stage 'Chair In' Protest

PHILADELPHIA—Students at Community College here staged what might be called a "chair in." A dozen students placed chairs in front of a bank of vending machines to protest the absence of a hot food vender. Others distributed pamphlets calling for a boycott of the "venetaria." The school's business manager promptly announced that more machines would be made available.

New Products

• Continued from page 64

BIG TEN CAPSULE MIX. Eppy's 10-cent capsule mix contains Holy Bible on chain, rifle medal, plastic insect, Indian Yo-

Yo, key chain, bracelet, steamboat, ornamental ring, dice, miniature racing car among its 20 assorted items. Each 250-capsule bag has its individual five-color "Da-Glow" merchandise display card.

MONKEY PENCIL TOPS. This Eppy product comes with four display fronts in each bag of 1,000 capsules. The item, an engraved funny face in five various expressions done in assorted colors, fits standard pencil tops. Each display card features four different models.

TEN TOOLS MIX. Bagged in 1,000 quantities, this mixture of 10 miniature metal tools, also includes in each assortment 10 labels for front display. The assortment is made up of two wrenches, hatchet, hammer, scissors, shears, screw driver, nut cracker, knife and pliers.

CRAMER

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

Arkansas Vendors Hold Third Annual Convention

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

Henry Haven, Imperial Vending Co., and Bob Garrett, Kirspe Vending Co., were elected to new board posts. Re-elected were Robert S. Meek and Jack Porterfield, Liggett & Meyers Tobacco Co.; W. A. West, Russellville Tobacco Co.; Chad Kumpke, Arkansas Canteen Co.; Earl Gill, Gill Vending Service; C. J. Lytt, Twin City Vending Co.; J. W. Renner, Little Rock Cigaret Service; C. R. Hitt, Hitt Tobacco Co.; W. C. Wilkes, Tri-State Vending Co.; Gary Kellam, Kellam Candy Co.; Theron Medford, Medford Vending Co.

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

Vendo, Bud Kise; B. H. & B. Sales, Hal Barringer; Liggett & Myers, B. J. Dale; Brown & Williamson, J. M. Starke; Philip Morris Tobacco Co., Jack Porterfield; General Foods, Joe Moyes; Sammons - Pennington Co., George Sammons and Jim Mitchell; Southern Amusement Co., Allen C. Smith; Godwin Dist. Co., Lester Godwin.

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Manufacturers Representative
Acorn - Amco Distributor

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Sanitary Vender
Model 21-F

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Complete supplies available

HOT - HOT
10c VEND ITEMS
(all 250 per bag)

Mini-Books \$9.50
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1c VEND ITEMS
(all 250 per bag)

Per M \$3.50 to \$13.00
Parts, Supplies, Stands & Globes.
Everything for the operator.
One-time deposit with order.
balance C.O.D.

SCHOENBACH CO.
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(212) PR 2-2900

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.

WRITE, WIRE OR PHONE

PARKWAY MACHINE CORP.

215 Essex St. Baltimore 2, Md.

NEW VICTOR 77 GUM & CAPSULE VENDERS



A REAL SALES STIMULATOR IN ANY LOCATION. Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c 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

GRAFF VENDING SUPPLY CO., INC.

2956 Iron Ridge Road Dallas 47, Texas

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FOR ...

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HIGH QUALITY
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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

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World's Largest Selection of Capsules and Charms From Factories in Hong Kong & U.S.A.

YOU COUNT MORE WITH OAK



HOT NUT VENDOR

Oak's hot nut cabinet machine is red hot for profit. It makes nut vending easier and more efficient. You can carry a supply of clean glass panels and simply switch while on route. Wash the others later. All gaskets are made of Oak's exclusive Zetafin which is impervious to oil. This machine is a sure-fire location getter. It stands 17" high, is 8" deep and 8" wide.

Time payments available on OAK Machines through all distributors.

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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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

California Trade Cushions '67 Optimism With Caution

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

While most key statistics show business is still climbing to new highs, several industry spokesmen have guarded opinions in regard to business, 1967.

Although all expect 1967 to be a banner year, the uncertainty of Vietnam, the Bearish stock market, inflation, etc., are problems which can reverse a healthy business trend. While most distributors discount a business reversal, they insist on leaving the door ajar for any emergency exit.

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

However, David Solish, an executive with Coin Machine Service Co., Los Angeles, sees a "prosperous 1967, with no strings attached." When questioned on the tight money situation or the Vietnam War draining the leisure dollar from the market, he answered, "Pros-

perity blossoms in fields that may seem far removed from Vietnam."

He believes tight money and Vietnam will probably deter a few from taking on new financial obligations, referring to the home pool table market. "But consumer buying hesitation now seems to be a little influenced by tight money. People still need leisure activity, and they're willing to pay for it."

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

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

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

(Continued on page 69)

Japan's Sega Enterprises Greets 1967 in New Style



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



NEW RECEPTION ROOM



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



SALES MANAGERS of the Kanto district during seminar.



GLISTERING SHOWROOM



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

Fischer's new, truly balanced, smaller, precision weight

2 3/8"

Size OLD STYLE Cue Ball

2 3/16"

NEW MODERN Cue Ball. Same Weight as Object Ball.

Cue Ball Center
Object Ball Center
31/1000 Difference

CUE BALL
FISCHER'S New Cue Object Ball 31/1000 Above Center for Much Better Play and Skill.

When You Think Billiards . . . Think FISCHER—That's Quality!
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Milwaukee Operators Satisfied With 1966

By BENN OLLMAN

MILWAUKEE — Beer City operators are united on one point: They all agree that prospects are bright for the coin machine industry in 1967. Another year appears to be in the offing. The base this optimistic forecast is primarily on the record-breaking year just completed. The fact that it looks like there is no slowdown ahead for the city's economy. Jobs are plentiful here. And payrolls are at peak level.

Leo Dinon, H & G Amusement Co., reported, "1966 was good. The demand for better equipment was evident all year long. It appears that we will continue upgrading our equipment in the months ahead. We will also keep alert to the need for realistic commission rates in order to support the costly equipment these locations request."

Locations Plentiful, Operators Adair

CHICAGO — In a recent interview Bill Adair, president of the Seeburg Sales Co., ranging over many years, declared that operators often too pessimistic about effects of urban renewal on coin locations. "I'm always amazed at operators complaining about losing locations when cities tear down a block area. An operator will be lost six, eight or maybe ten locations," Adair said. "But he doesn't apparently see it as a loss in the suburbs. 12 new locations have opened up. With the population increase at its present rate, it is just possible for there to be fewer locations. I will say that most of the negative thinking about the coin machine industry is with the urban operator. He's used to doing business a certain way. He's afraid to investigate new locations. He's just not taking advantage of the great opportunities that exist as cities continue to expand in every direction."

ably ahead of last year. And 1967 should be even better as long as the factories in this area continue to stay busy."

According to Harold Sommerfield, Southern Novelty Co., "tightening up" and inserting operational efficiencies wherever possible all year long brought goods returns in 1966.

"We took a close look at our operation at the beginning of last year and decided that most of the problems were on our end—not the locations. So we plugged all the 'leaks' we could find. And it worked. Everything showed improvement for us—games and music."

President of the Milwaukee Phonograph Operators' Association, Sam Hastings, Hastings Distributing Co., described 1966 as a very healthy year.

"Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year."

"What about 1967 prospects?" "I look to 1967 to be at least as profitable as 1966," said Hastings. "I can't see anything very threatening on the horizon."

Diversification appears to be on the menu in 1967 for a growing number of coin firms here. Most company spokesmen, however, reported that they plan to "move slowly" into allied coin machine fields.

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

According to Sam Hastings, "Candy vending looks promising. If you can get locations that give you enough volume and spot the candy machines

New Equipment



D. Gottlieb's—Single-Player Flipper Game

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

alongside your cigaret, music and games equipment, they could be profitable. We have a few candy machines out now that are working out well."

Wisconsin Novelty Co., one of the area's top volume music and games firms, is also giving consideration to branch-

ing into the vending business, according to Earl Levy.

"We've already gone into some cigaret vending. And we're not eager to plunge into other vending areas, but in the coming year it may be necessary to give the vending business a close examination."

Rowe-Phono Vue

Continued from page 62

launch the PhonoVue on a national basis," he said, "in addition to the basis library."

Pollak also touched on the pricing of the PhonoVue, saying, "The PhonoVue will be priced well below any other audio-visual device on the market today and will have the added benefit of being a dual-purpose entertainment medium, jukebox and film machine."

Rowe's film is cartridge-loaded into a turntable within the PhonoVue attachment. The system incorporates Technicolor Super 8 film. Dealers are now showing the unit throughout the country and production has commenced, Pollak said, at the company's Grand Rapids, Mich., factory.

FROM THE INDUSTRY'S LEADING CRAFTSMEN



48 inch, 32 inch, 37 inch lengths
Total Quality cues from butt to tip.

Precision crafted for unsurpassed balance, appearance, durability and straightness.

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NEW
4-PLAYER
FLIPPER TYPE PIN BALL GAME

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Play Action
with Appealing
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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 HIT
- TARGET VALUES INCREASE BY BALL ROLLING THRU LANES A-B-C-D-E

BOTTOM
SIDE LANES

3 POP BUMPERS

3 INDIVIDUAL
COIN CHUTES

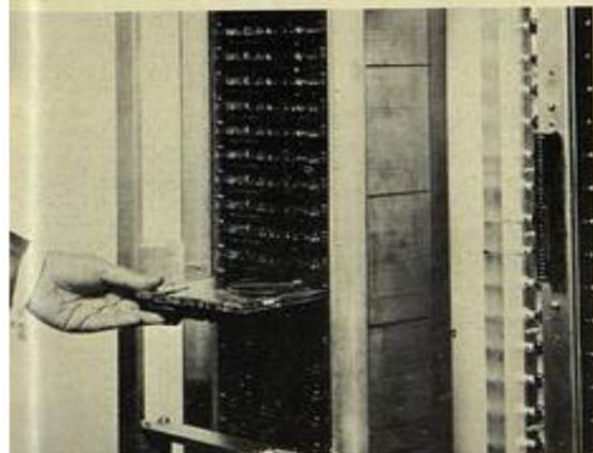
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BALL LIFT

GOING STRONG! SUPER-SCOPE • FLAIR • IMPERIAL

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CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. GIVERSY BLVD., CHICAGO, ILLINOIS 60614

Mfgs.
of
PROVEN
PROFIT MAKERS
Since
1931



ORSONICS, INC., is high on this simplified elevator system in its Model 2600 and Combi-150 video jukeboxes (the latter combines a selection film projector and 128 disk selections.) Change of one of the 8mm film cartridges, made by Fairchild, is demonstrated here. Orsonics chief Henry Schwartz said last week that units in the Chicago area "are operating under virtual trouble-free maintenance since mid-year." Chicago operator Frank Padula, owner of Melody Music, Inc., said some of the machines out and reports: "In the past six weeks there has been but one service call. And as a result of the automatic feature there was no down-time on the unit."



PAST PRESIDENT'S COUNCIL of the Music Operators of America, from left, George A. Miller, J. Harry Snodgrass, Lou Casola, Clinton S. Pierce and John A. Wallace. Council was created in 1966 to retain services of past executives. Retiring presidents served five years. Each has an executive committee vote.

Washington Getting 7-Day Week?

• Continued from page 62

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

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

Stanley said that a new liquor

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

Not Overnight

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

"Even if the laws are changed," said Pepple, "I doubt that the coin machine industry

would benefit to any great extent. I deal with operators from several other states and I don't believe they are any richer than those in Washington."

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

Say You Saw It in Billboard

Williams
TWO PLAYER



CASANOVA

ADJUSTABLE 3 OR 5 BALL PLAY
CONVERTIBLE TO ADD-A-BALL MODEL

CAPTIVE BALL SCORING FEATURE

Every ball leaving playfield propels captive ball for EXTRA POINTS 100-300-500 or 500 and an EXTRA BALL.

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Chicago Coin—Festival Flipper Game

CHICAGO COIN'S new entry into 4-player games is Festival. Among several new features is the center "spin-target" which rotates every time a ball hits it, yielding any one of five numbers or the "shoot again" star. When lit, the star target scores an extra ball. Another feature are the side lanes which guide the ball back to the flipper. Other features include increasing target values, depending upon through which lanes the ball returns; three or five ball adjustment available in add-a-ball model; three individual coin chutes.

Steiger Attacks Adair View

• Continued from page 62

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

"It seems to me," Steiger continued, "that if, as you were quoted, 'you are interested in a good image in the coin machine industry, casting aspersions on a product with which you are totally unfamiliar is not the way to create a proper image. . . ."

Hilton

"There has never been any

question that Scopitone, contrary to your statement, has not only been excellent for the location in improving its business in support of which we have no less an authority than Car Mottek, manager of the Food and Beverage Division of the Hilton Hotel chain, as well as innumerable testimonials from locations, but the machine has also been an excellent investment for knowledgeable operators in the coin machine business. We have the advice of an number of them that the unit has paid for itself during its first year of operation. This is the reason why our company is turning its sales efforts totally to the coin machine industry. . . ."

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

The president of Scopitone is now Jack Gordon, who until last year was president of the Seeburg Corp.

L.A. Hearings

• Continued from page 62

the Police, Building and Safety and Planning departments in a move to kill the request before it reached the City Council. All three departments voiced opposition to the request by the building committee.

Officials of the police department frown on the enclosure idea because it would make law enforcement difficult. Calvin Hamilton, planning director calls the proposed program "unworkable and unwise."

The Building and Safety Department labels the request unrealistic because more than 4,000 hot dog stands and food establishments and several hundred jukeboxes and amusement games are involved. "To require food establishments to move their businesses and jukebox equipment is too complicated," Hamilton said.



WILLIAM (BILL) ARMSTRONG has been appointed Southeastern sales manager for Steelmate, Inc. He will headquarter in Miami.

Association Roll Call— '67 Plans and Problems

• Continued from page 62

second vice-president James Stevens, Clarksburg; secretary-treasurer Looma Ballard, Belle; sergeant-at-arms Chris Ballard, Belle. The WVMVA has 18 directors.

HADDONFIELD, N. J.—“Operators in New Jersey have become the whipping boy,” said William Cannon, president of the New Jersey Council of Coin Operators, when asked about the 1967 outlook in his State. “We have 2,500 laws in 567 municipalities to contend with,” Cannon stated. “These are autonomous municipalities and many of the licensing laws and tax fees are horribly exorbitant,” the Haddonfield operator said.

Cannon said NJCCO had been effective last year in a clarification of the State's sales tax law. “A lot of credit goes to our legal counsel, Raymond Uliase,” said Cannon. Uliase was able to demonstrate to State tax officials that the receipts from jukeboxes and coin-operated amusement devices should not be subject to sales taxes. New Jersey, additionally, has an exemption on sales of 15 cents and under, he stated.

Cannon explained that there are three local organizations in New Jersey at the present time. These are South Jersey Coin Machine Association, Garden State Amusement Association and Vending Guild of New Jersey. “In our State organization we have three vice-presidents,” Cannon explained, “one from each of the local groups.”

Officers of NJCCO, in addition to Cannon, are vice-presidents Alan Waldor, Newark; Pat Storino, Toms River, and Harry Witson, Vineland. D. M. Steinberg, Newark, is secretary. The organization meets periodically and is currently planning an early spring get-together.

FAYETTEVILLE, N. C.—Membership recruitment and participation are the high priority projects for the North Carolina Coin Operators Association in 1967, according to president David Smith of S&F Amusement Co. here.

“We've been disappointed in the amount of interest shown by the operators in this State,” Smith said recently. “We are definitely planning another meeting and will probably hold it here in Fayetteville because this area is strongly represented and attendance is always good when we meet here.”

Smith said that NCCOA first vice-president A. M. Fleishman, Fayetteville, and C. C. Bishop, Raleigh, have been appointed to head a membership committee. “We recently received a list of all the operators in the State,” said Smith, “and right now we're getting a mailing out to every prospective member.”

Membership in the association is about 50 at the present time, Smith indicated, but he expects to pick up another 50 members. “Many of our members are vending operators,” he said, “and we expect to get more memberships in these areas,” he related.

Officers of NCCOA, in addition to Smith and Fleishman, are Raymond A. Haire, Charlotte, second vice-president; J. F. Wallace, Asheville, third vice-president; Julius Nelson, Fayetteville, secretary-treasurer.

BRODHEAD, Wis.—The Wisconsin Music Merchants Association normally meets twice a year and met last during the

Music Operators of America convention in Chicago.

There Clinton Pierce was re-elected president. Pierce, contacted here at C. S. Pierce Music Co., said, “We're considering our next meeting, but nothing is definite at this time. You know,” he said, “the weather in Wisconsin is not always as predictable in the winter as in some other States.”

Lou Glass, Madison, is vice-president of WMMA, which hires its own secretary-treasurer. Directors are Sam Hastings, Milwaukee; Roger Boockmeier, Green Bay; Jim Stansfield, La Crosse; Russ Dougherty, Wisconsin Rapids. Hastings, additionally, is president of the operators association in Milwaukee and reports that the directors are meeting this month and that a general meeting is being planned for the last of January.

SOUTH BEND, Ind.—The illness of Al Evans, local operator and secretary-treasurer of the Music Operators Society of St. Joseph's Valley, has caused the association to postpone its usual monthly meeting, according to president Frank Fabiano. Buchanan. “Actually, Al and his wife are both ill,” Fabiano reported. “We're holding off until they're better,” he said.

Fabiano said he believed the St. Joseph's Valley association, one of the most successful in the country, is the only organization of music and game operators in Indiana currently. Other officers are directors Carl Zimmer, Joe McQuivy and Dick Diltz, all of Mishewaka.

BIRMINGHAM, Ala.—Early February is the date pointed to for the organization meeting of Alabama coin machine operators, according to Johnny Rowell, Johnny Rowell Distributing Co., Inc., here. The meeting will definitely be at the Thomas Jefferson Hotel.

“I'm leaving on a State-wide trip to drum up interest in this meeting,” said Rowell, who has invited a number of coin machine industry figures to the gathering, including Music Operators of America president Jim Tolisano and MOA executive director Fred Granger.

Rowell said that H. C. Keels Jr., president of the South Carolina Coin Operators Association and industry leaders of other nearby States, such as Mississippi's Nick Fokakis and Tennessee's L. H. Rousseau, are definitely lined up to attend. “We expect to generate a lot of enthusiasm in nearby States,” said Rowell.

“Our problems are our own making down here,” Rowell said. “We've never had a strong organization. When the lawmakers in Montgomery pass legislation there's no one from the coin-machine industry representing our interests. This is why we have unfavorable laws right now.”

Rowell alluded to Alabama's “double tax” situation as one type of unfavorable legislation and said, “The way this is set up is that each county has a reciprocal arrangement. If you buy a piece of equipment in Jefferson County here and then move it to an adjoining county you have to pay the sales taxes again on that piece of equipment. If you moved it to a third county,” said Rowell, “you would be subject to sales taxes again. This is the type of thing we're going to combat when we get organized,” he said.

(To be continued)

Home Table Selling Has Unexpected Advantages

By PAUL ZAKARAS

SEATTLE — Ray Galante, local Seeburg distributor, who has been advertising “Free Ping-Pong Tops” in the local press and has been selling used jukeboxes and games for home “recreation rooms,” told Billboard that the whole thing started innocently enough when he decided to carry “home” pool tables.

Galante, who is co-owner of Music-Vend Distributing Co., said that “a couple of months ago I was talking to some distributors from various other parts of the country. They've all been selling pool tables—non-coin type—for family use. I thought it might be something good for the holidays. December is the slowest time of the year for selling equipment to operators and a little extra business wouldn't hurt. So, I decided to get into retailing.”

“Well, the first thing I found out is that retail selling is a bit different from dealing with operators. You know, the man comes in with his wife and kids and contemplates buying a pool table. The price is over \$700. That's more than the cost of two refrigerators—and it's a serious decision.”

“So, I hired a special ‘floor’ salesman just to deal with this type of customer. Of course, while he's doing this, the salesman is also learning the coin business and that part of it works out all right.”

“The next thing I learned was just how fiercely competitive this pool table business is. Everybody is in the act. Department stores, dime stores, everybody. But I found I had an advantage: the

home pool tables manufactured by coin machine firms are superior—and better priced—than the home models offered by most of the ‘name’ manufacturers. Therefore, business has been pretty good.”

“Meanwhile, an unexpected side benefit developed. People come in here to look at pool tables and see the old jukeboxes and games—just the thing for better recreation rooms everywhere. Furthermore, in a small way, this thing has had its public relations value. All kinds of people are getting their first real look at the coin machine business—and I think we've made a few friends.”

“The free Ping-Pong top? Well, you get one when you buy a pool table. If you want to play

California Trade

• Continued from page 66

Clayton Ballard, manager, Wurlitzer Los Angeles office, and George Muraoka, executive of Simon Distributing Co., Los Angeles, both agree with Solish in predicting pleasant business for '67 in both sales and earnings.

New phonograph equipment, designed with modern appeal, will stimulate sales, Ballard said, although he feels the firm jukebox will not support business. “People want music, not gimmicks.”

Muraoka, who also feels the export market in phonographs and games will improve, predicts several pieces of new arcade equipment scheduled for '67 release will increase sales in that area.

Ping-Pong instead of pool, you just put it on top of the table. You know,” he said, “it's a holiday special.”

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The 90th Congress and The Royalty Question

• Continued from page 62

Senate to kill the 1908 exemption outright, trusting the licensors to keep fees reasonable—or letting the jukebox operator take his story to court if the amount seems too high.

The Senate group will listen to both sides—but it will undoubtedly be strongly impressed with the jukebox royalty formula worked out by the House side together with the Copyright Office, and by the reasoning in the House committee's report, endorsed with the amended bill by the full Judiciary Committee last September.

Reasonable

The Senate Copyrights Subcommittee will find that all parties involved are more reasonable than in the old days. For over a decade of hearings, the fight over the 1908 exemption clause was a no-compromise, tough standoff between music licensors and jukebox interests. On the Hill, it was a standoff between House Judiciary Chairman Emanuel Celler together

with the Copyright Office on one side—against the jukebox people and their friends in Congress on the other. On the Senate side, the former Senate Subcommittee chairman Joseph C. O'Mahoney and his predecessors were flatly for outright repeal of the exemption.

Today, the climate is milder in some ways—but the enclosure of the jukebox issue in the long overdue blanket revision of the 1908 law will put stronger pressure on both sides to knuckle under to whatever the committees finally decide is a workable solution to this long-vexing problem.

The jukebox interests no longer argue that complete exemption from payment to copyright owners is the only way the industry can live. A more reasonable legislative approach evolved under Rep. Robert W. Kastenmeier (D., Wis.), acting chairman of the Subcommittee on Copyrights, and Abraham Kaminstein who heads the Copyright Office. They agree that the jukebox industry was founded on the per-

formance exemption, and to simply remove it, with no statutory ceiling on payments to ASCAP, BMI and SESAC, could be damaging.

It will be up to the Senate group to find the final compromise between the House committee's formula which would net songwriters about \$19 per average box, or a total of \$9,216,000 per year—and the MOA extra record fee that would come to about \$4.60 per box, the House report says, or \$2,160,000—a sum the House committee found too low.

Raise in Costs

Indirectly, the jukebox industry will be affected by the raise in rate proposed for the making of records under compulsory licensing, which is retained in the revised copyright law. The record companies are fighting the proposed raise from 2 cents to 2½ cents per tune. Record people have said that the raise will have to be passed on to consumers. It would also mean some raise in costs for jukebox operators.

There are rumors that the record industry may demand performance royalty for sound recordings, to offset the cost of the mechanical rate raise. The revision bill would give records protection against duplication, but would not entitle them to full copyright right of performance royalty. Government people and industry experts working out the bill feared endless delays if the law tried to give records a share of the performance royalty which now goes only to the owner of the original copyrighted music on the record.

The musicians' union (AFM) will fight hard for performance royalty for the musicians making the recordings. AFM President Herman Kenin has promised a fight for a share of that "broadcast manna from the airways" which comes from records played by thousands of radio stations.

Should records ever get full copyright, the jukebox operator could find himself paying one performance royalty to the copyright owner, and a secondary fee to the manufacturer of whatever popular recording of the music was played on the jukebox.

It is fairly certain, however, that performance royalty for records will not come about under the current copyright law revision.

Opposition from broadcasters and music publisher and licensor interests is too strong.

The jukebox issue, as part of the general revision bill, will meet one new—and very important—fact on its way to floor vote. With the departure of veteran House Rules Committee czar Rep. Howard H. Smith (D., Va.) after 36 years on the Hill, the Rules chairmanship is expected to go to Rep. William H. Colmer (D., Miss.). Representative Colmer is also known to be on the conservative side. Representative Smith had little patience with Representative Celler's anti-exemption bills and bottled up the 1963 bill which was the only anti-exemption legislation ever to get out of the House Judiciary Committee.

Pressure

Another new aspect is that Rules Committee action in both House and Senate will be on total revision of the copyright law—the jukebox issue will no longer stand separately. Pressure for updating the 1908 copyright law will be stronger because of the exploding uses of music and other copyrighted materials in communications channels, from satellites to CATV cables and even by laser beam. The urgency may bring faster Rules Committee action in the 90th Congress, on whatever bill is finally agreed upon by House and Senate committees.

On the Senate side, Sen. John McClellan (D., Ark.) may turn chairmanship of some or all of hearings on the CATV section of the revision bill last year. However, all who are preparing to bring major battles to Senate hearings this session must expect the unexpected. Senator McClellan has never been one to shun a fight, and if copyright issues become highly charged, he will probably want to get into the thick of it.

During the one week of Senate sessions on copyright in August 1965, Senator McClellan remarked that he favored "some payment of royalty" to songwriters for play on jukeboxes.

Congress will have to look into many new and diverse channels of music programmed for the commercial user and the home consumer. The new small, tape-supplied, individual nickel-play "jukebox" unit being tried out for lunch counters in drugstores et al., may require royalty adjustment. Music on the new tape cartridges that first zoomed in cars and have since moved into homes boats and planes, may have to go to a 2½ cent rate in payment to the Harry Fox collection office. The Fox office has set standard 2 cent mechanical rate for the tape cartridges, but if the new law hikes the rate for regular recordings, others will have to follow.

Looking at the broader perspective—Congressional committees may get a slightly heavier Republican ratio in the house, since the GOP picked up 47 House seats in the November elections. The only change so far in the House Copyrights Subcommittee is departure of former John Lindsay (R., N. Y.) who left to become mayor of his home city.

Economically, Commerce Secretary John Connors insists that the country's business will remain at a healthy level in 1967, but there may be some new adjustments to pay for the costs of the war in Vietnam and curb any further inflationary tendencies at home. The President may call for a tax raise—although Commerce Department hopes this will not happen. The jukebox and other entertainment industries keep their fingers crossed against the possibility of revival of the former wartime excises.



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

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M REVIEWS



BILLBOARD SPOTLIGHT PICK

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.

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 and Special Merit Picks. All other albums are listed in their respective categories.

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

Williams leads off the new year with an exceptional romantic mood package aimed at the top of the LP chart. Two film themes, "The Sand Pebbles" and "A Man and a Woman," he performs to perfection, he breathes new life and beauty into "Remember" and "The Very Thought of You." His interpretations of "So Nice" and "All Through the Night" are standouts, and this, one of the best of the Andy Williams albums.

POP SPOTLIGHT
RAY CONNIF'S WORLD OF HITS
 Columbia CL 2500 (M); CS 9300 (S)

The Conniff Singers bring their own feel and flavor to a dozen pop hits and the result should be a giant sales item. The one exception to the hit list is an original by Ann Conniff titled "Midsummer in Sweden" and it's one of the highlights of the album. A haunting, infectious melody. The creative group blends beautifully on "More" and "Try to Remember." "Moscow Nights" swings with ease.

POP SPOTLIGHT
THE IMPOSSIBLE DREAM
 Jerry Vale. Columbia CL 2583 (M); CS 9383 (S)

Big, beautiful ballad material and the glorious Vale voice combine for what should prove to be one of his all-time best-selling albums. His delivery of "Smile" and "Night" are among the standouts which include a moving, emotional reading of "The Impossible Dream." Also included is his recent single "Domage, Domage" and beautiful, fresh treatment of "My Foolish Heart."

POP SPOTLIGHT
FROM SERGIO—WITH LOVE
 Sergio Franchi. RCA Victor LPM 3654 (M); LSP 3654 (S)

The rich voice of Sergio Franchi adds a lustre and vibrance to a splendid program of pop tunes. "The More I See You" and the Beatles' "Yesterday" are standouts in the exceptional album, which should garner much air play and sales. "The Umbrellas of Cherbourg" theme "I Will Wait for You" is compelling and an Italian beauty. "Amore mio" is a gem. The warmth of Marty Gold's arrangements are a perfect complement to Franchi's vocal style.

POP SPOTLIGHT
BACK HOME
 Barry Sadler. RCA Victor LPM 3691 (M); LSP 3691 (S)

Here's a new Barry Sadler—in a well-balanced program of love songs with a touch of country flavor. The selections are all new, leading off with his current single, "One Day Nearer Home," and winning treatments of "Not Just Lonely" and "The Biggest Pair of Fools." Sadler's fans will enjoy this change of pace, and he's sure to gain many new ones. Title tune could step out on its own as a hit single.

POP SPOTLIGHT
OUT OF SIGHT
 Liverpool Five. RCA Victor LPM 3682 (M); LSP 3682 (S)

Solid teen package that could bring the British group to the LP chart here. Their current single, "Anyway You Want It," opens the well-rounded program with the boys rocking and wailing their way through "I Can Only Give You Everything" and "I'm Your Hoochie Cochie Man." Their easy rock rendition of "Baby, Out of Sight" is a winner, and the album is a great dance item.

COUNTRY SPOTLIGHT
WITH ALL MY HEART AND SOUL
 Dottie West. RCA Victor LPM 3693 (M); LSP 3693 (S)

The country stylist adds another chart item to the long string of best sellers in his fine package of recent hit ballads, enhanced by the Dottie West touch. Her readings of "Don't Touch Me" and "A Way to Survive" radiate warmth and simplicity which has placed Miss West way up on the list of consistent sellers. Her treatment of "Almost Persuaded" is worth the price of the album.

COUNTRY SPOTLIGHT
DON BOWMAN RECORDED ALMOST LIVE
 RCA Victor LPM 3646 (M); LSP 3646 (S)

Chalk up another hilarious sales item for the Billboard Country Comedy Poll winner of 1966. This one will surpass the success of his former albums. With all new material plus a fresh conception of "What Kind of Fool Am I," Bowman's deft comedy is at its best. His recent single "Surely Not" is included along with a very funny bit on buying a car titled "How Come It Is."

CLASSICAL SPOTLIGHT
WAGNER: TRISTAN UND ISOLDE (5-LP's)
 Nilsson / Windgassen / Various Artists. Bayreuther Festspiele 1966 (Boehm). DGG 139 221/25 (S)

Nilsson is the complete Isolda as shown in this package—from "Curse" to "Love Duet" to "Liebestod." Windgassen is a competent Tristan. Fine jobs are turned in by Wachter, Ludwig and Talvela. Boehm conducts brilliantly. The interesting 10th side is devoted to a rehearsal session.

CLASSICAL SPOTLIGHT
BETHOVEN: VIOLIN CONCERTO
 Yehudi Menuhin / New Philharmonia Orch. (Klemperer). Angel 36369 (M); S 36369 (S)

Menuhin and Klemperer combine here, using cadenzas by Fritz Kreisler in the first movement and in the Rondo, in a sparkling reading of this warhorse. There is much new here, by both artist and conductor.

CLASSICAL SPOTLIGHT
SCHUBERT: DIE SCHOENE MUELLERIN (2-LP's)
 Fritz Wunderlich / Hubert Giesen. DGG 139 219/20 (S)

The loss by the untimely death of this gifted tenor is again shown by this important lieder disk. Wunderlich's expressive interpretation of the 20-part "Die Schoene Muellerin" is outstanding. The seven lieder completing the package also are gems, including the famous "Ständchen (Serenade)." Giesen accompanies competently.

CLASSICAL SPOTLIGHT
MOZART: SYMPHONIES NOS. 39 & 36
 Berliner Philharmoniker (Boehm). DGG SLPM 139160 (S)

Boehm is strikingly effective in both symphonies. He leads the Berliner in a serene No. 39, full of romantic atmosphere. And in the 36 ("Linz") he makes the orchestra pour out in a vivid reading.

CLASSICAL SPOTLIGHT
VERDI: IL TROVATORE HIGHLIGHTS
 Corelli / Tucci / Various Artists (Schippers). Angel 36404 (M); S 36404 (S)

A star quartet of principals plus the expert conducting of Thomas Schippers makes this highlights disk an attractive album. The stars are Franco Corelli, Gabriella Tucci, Giulietta Simionato and Robert Merrill. The choice of selections is good.

CLASSICAL SPOTLIGHT
VERDI: DON CARLO
 Various Artists. RCA Victor LPM 36404 (M); S 36404 (S)

A star quartet of principals plus the expert conducting of Thomas Schippers makes this highlights disk an attractive album. The stars are Franco Corelli, Gabriella Tucci, Giulietta Simionato and Robert Merrill. The choice of selections is good.

CLASSICAL SPOTLIGHT
BETHOVEN: VIOLIN CONCERTO
 Yehudi Menuhin / New Philharmonia Orch. (Klemperer). Angel 36369 (M); S 36369 (S)

Menuhin and Klemperer combine here, using cadenzas by Fritz Kreisler in the first movement and in the Rondo, in a sparkling reading of this warhorse. There is much new here, by both artist and conductor.

LOW PRICE CLASSICAL SPOTLIGHT
VERDI: DON CARLO (3-LP's)
 Various Artists. Rame Opera Chorus & Orch. (Santini). Seraphim IC 6004 (M)

Seraphim returns to the catalog a memorable package previously out in RCA Victor and Capitol. Back is the powerful duet between two solid baritone, the expressive Boris Christoff and the relentless Giulio Neri. Add to this other fine jobs by Antonietta Stella, Elena Nicolai and Tito Gobbi.

INTERNATIONAL SPOTLIGHT
STUDIO UNA 66
 Mina. UA International UN 14501 (M); UNS 15501 (S)

The outstanding Italian songstress is spotlighted in a diversified program of recent pop songs from Italy, and her winning performances sparkle. "Lontano" ("Somewhere") from "West Side Story" is filled with excitement, as is her solo English effort "Ebb Tide." Highlight is her treatment of Pino Donaggio's "Un Caso in Casa di Mondo," known here as "The World We Live In." Exceptional package is not limited to any area.

INTERNATIONAL SPOTLIGHT
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The outstanding Italian songstress is spotlighted in a diversified program of recent pop songs from Italy, and her winning performances sparkle. "Lontano" ("Somewhere") from "West Side Story" is filled with excitement, as is her solo English effort "Ebb Tide." Highlight is her treatment of Pino Donaggio's "Un Caso in Casa di Mondo," known here as "The World We Live In." Exceptional package is not limited to any area.