

Billboard

The International Music-Record Newsweekly

ABC to Bow a Blues Label; Taps 4 Names

By PAUL ACKERMAN

NEW YORK—ABC Records on January 4 will inaugurate a new line, BluesWay Records, with a blockbuster album release of four big names: Jimmy Reed, John Lee Hooker, B. B.

King and Otis Spann. The new line is one of President Larry Newton's expansion projects for 1967.

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

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

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

Thiele signed Spann very re-

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Firms Share \$\$ Jingle as Yule Singles Play Kringle

By MIKE GROSS

NEW YORK—The singles record action on Christmas songs this year is getting a spinning and buying spread on old and new tunes and among a wide variety of artists. Unlike

past Christmas seasons when one disk like Jimmy Boyd's "I Saw Mommy Kissing Santa Claus" on Columbia would dominate the field, this year the benefits of the Yule buying spree is being shared by several companies, both in the major and independent fields.

And unlike past seasons, there's no novelty Christmas song stepping to the forefront this year. The new songs that are breaking through are of a standard stature and of a serious nature.

Heading the list of the new Christmas songs clicks this 1966 season is Elvis Presley's "If Every Day Was Like Christmas" on RCA Victor. The big point in this disk's favor is that it is getting air play on both Top 40 and middle-of-the-road radio stations.

"Sweet Little Baby Boy," which has been recorded by James Brown and His Famous Flames on the King label, is another new Christmas entry picking up lots of action. Unlike the Presley disk, however, the spins on Brown's record, so far, is confined to the Top 40 radio station category. It's also in-

teresting to note that the flip side of "Sweet Little Baby Boy" is "Christmas Song," an oldie made famous by the late Nat King Cole. This, too, is getting heavy play on the Top 40 network.

(Continued on page 10)

Illegal Dupers Invade Canada

By KIT MORGAN

TORONTO—The growing popularity of pre-recorded tapes and the advent of the tape cartridge have resulted in an outbreak of illegal disk-to-tape dubbing which has attracted both the attention and wrath of the Canadian Record Manufacturers' Association.

The CRMA recently sent a two-page notice to all record dealers, background music operators and radio stations with background music services, outlining the copyright laws of Canada and warning that these laws provide for fines or imprisonment in event of infringement.

(Continued on page 14)

FCC Hits KFQB But OK's Sale

By MILDRED HALL

WASHINGTON—The FCC last week delivered a scorching blast at Crowell-Collier station KEWB, Los Angeles, for alleged payola practices by station KFQB, Los Angeles, to grant transfer of license to permit sale to Westinghouse Broadcasting.

The Commission letter to KFQB accuses management of laxity in preventing violation of anti-payola practices by its deejays and other personnel, as revealed in closed door commission hearings on the West Coast last summer. The FCC cites acceptance by KFQB employees of "favors, loans and

(Continued on page 8)

Cap. Probe LP's—How It Started

By ELIOT TIEGEL

LOS ANGELES—There are two main reasons why Capitol has added its prestige to the development of a series to study modern controversial problems, reports President Alan Livingston. The company has just entered the news documentary field with a series called Probe, the first LP presenting a study on "Why Did Lennie Bruce Die?"

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

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An advance look at Jubilee Records' dynamic duo, Forever and Ever (Corbin and Hanner), will prove to be the discovery of the new year as both composers and performing artists. Initial single scheduled for release first week in January, with sensational album to follow immediately. (Advertisement)

Sir Joseph Hits Bill as Aid to U.S.

By GRAEME ANDREWS

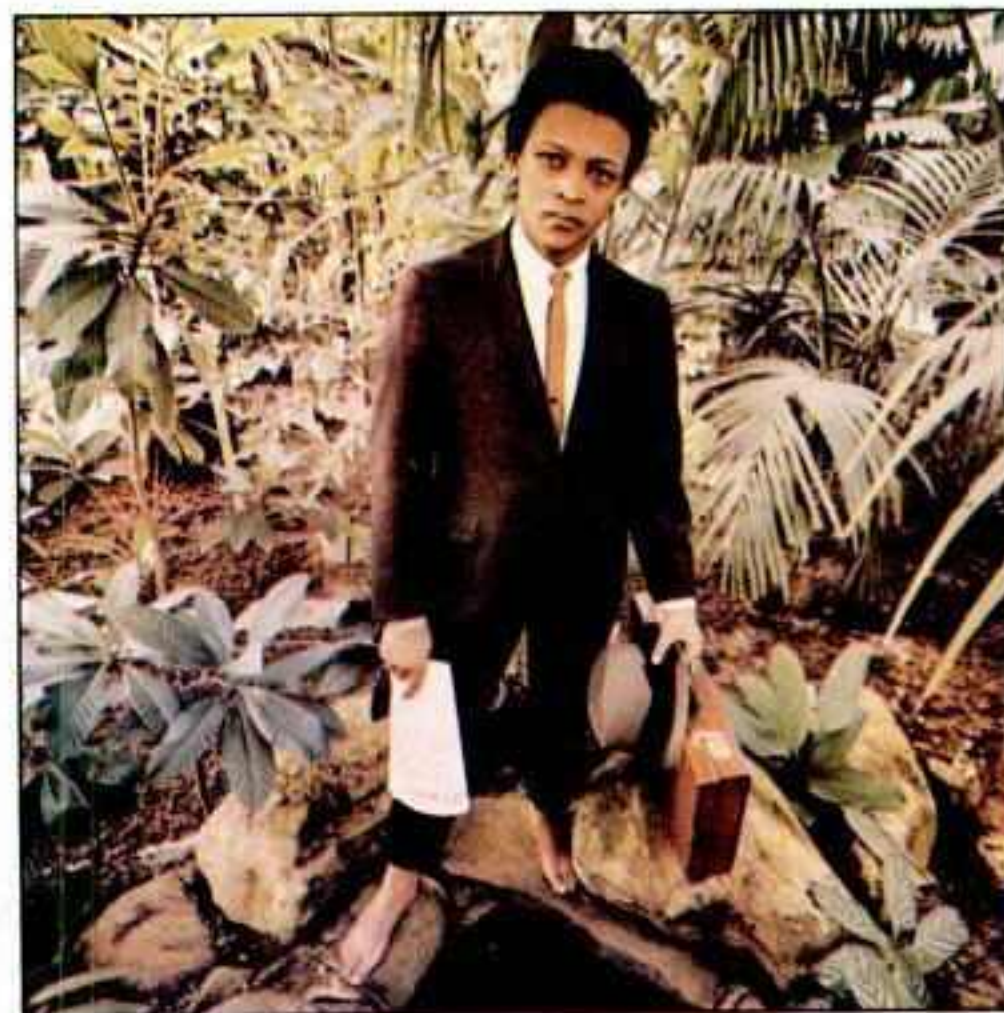
LONDON—American record companies seeking to establish their own firms throughout the world could learn vital information about rival operations run by their British competitors, if the present United Kingdom companies' bill becomes law.

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

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

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

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Hugh Masekela, exciting trumpeter-singer, is on MGM's Celebrity Scene for December. A special package going out to D.J.'s features selected tracks from his hit albums, "The Americanization of Ooga Booga" (E/SE-4372) and "Hugh Masekela's Next Album" (E/SE-4415), including his current single, "Along Comes Mary" (K-13601). (Advertisement)

(Advertisement)

AMERICA'S HAPPIEST NEW MUSICAL!

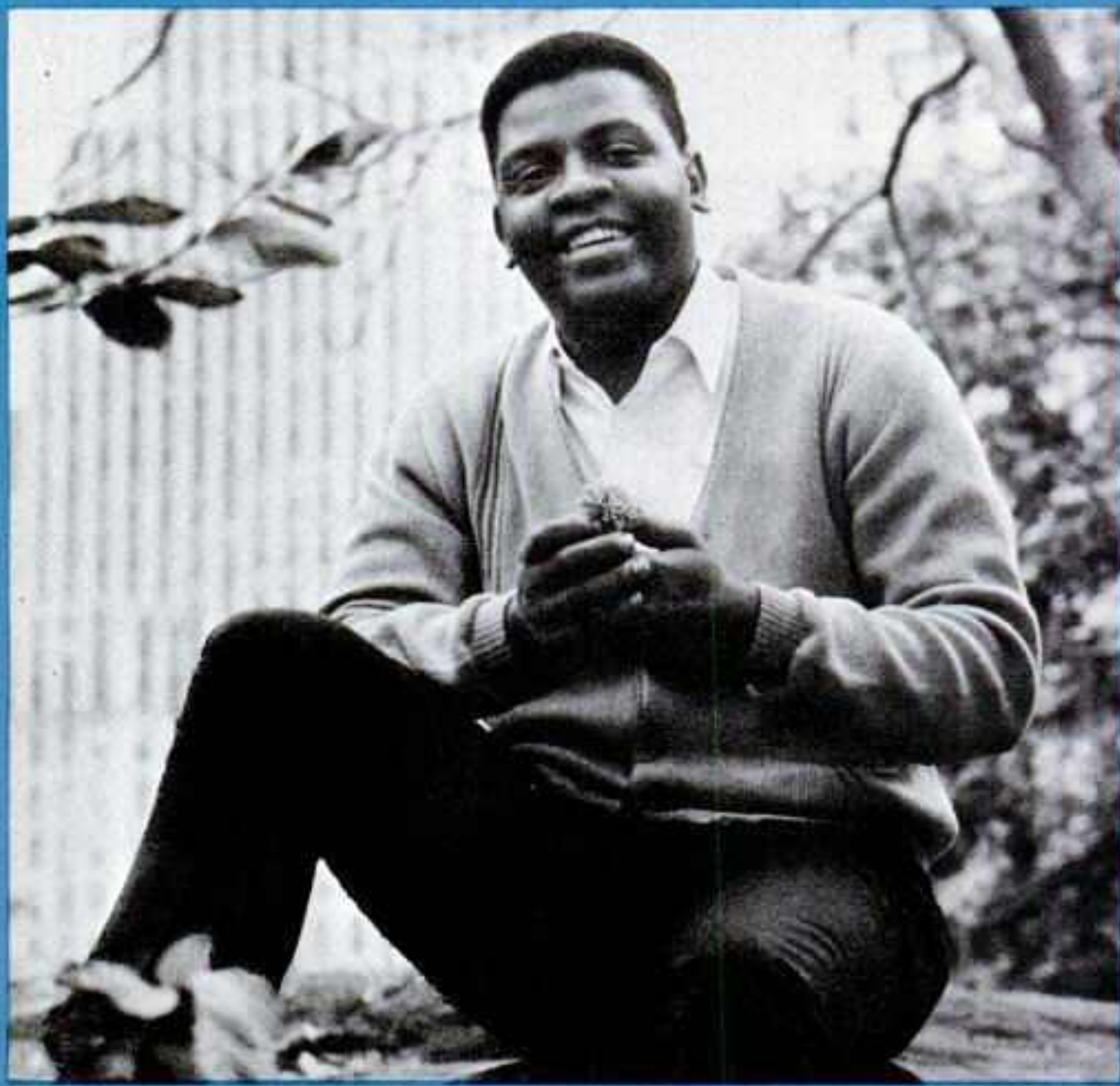
Original Cast Recording SVAS 2631



A Double Shot of Rhythm & Blues



TONY MASON



**"[We're Gonna] Bring the
Country to the City"**

c/w "Lovely Weekend" #8938

THE METROS



"Sweetest One"

c/w "Time Changes Things"
#8994

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

RCA VICTOR 
The most trusted name in sound

Handleman Co. Earnings Up 56% in Qtr.

DETROIT — Anticipated earnings for the quarter ending Oct. 31 increased 56 per cent over 1965 for the Handleman Co., president David Handleman disclosed this week. Figures were released on an anticipated basis, in advance of the formal board of directors meeting this week when actual figures would become available. The jump was from \$481,250 to \$750,000, or from 32 to 50 cents a share (figures are approximate at this writing). Sales jumped from \$9,916,000 to \$12,358,000.

This represents the second quarter of the Handleman fiscal year, with figures for the first six months increasing from \$768,000 to \$1,150,000, from 51 to 75 cents a share. These figures include special non-recurring increase of 4 cents a share in the second quarter.

"We had an excellent month in November," David Handleman said, indicating expectation of a continuing boom for the Christmas trade. He attributed "all of the increases" to the company's record departments, rather than to the general merchandise (drug and cosmetic) areas. These include extensive rack jobbing and record distribution operations.

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

LINKLETTER'S 'BIBLE' PKG. SELLING AT A FAST CLIP

NEW YORK—A package produced for the children's market is becoming a runaway bestseller—and at \$3.79. The item is "Art Linkletter Narrates the Bible," the Twentieth Century-Fox album distributed by ABC Records. Package has been out four weeks, and at the rate it is selling a sales of 500,000 is expected. ABC Records' President Larry Newton has arranged for pressing plant activity on Sunday to keep up with demand.

The package took off originally in department stores in Minneapolis, Atlanta, Dallas, Philadelphia and Chicago; but a mounting promotion drive is now spreading the action all over. Linkletter has been promoting it on his own show. In addition, Bud Katzel, ABC sales manager, is mounting a big campaign which includes a flock of TV appearances. Upcoming shortly are appearances on the "Merv Griffin TV Show," the "Mike Douglas TV Show," "Password," and such radio airers as Arlene Francis. Point-of-sale material and co-op advertising is backing the campaign.

Katzel stated: "This package is the fastest day-to-day mover at ABC. Normally, you do not take a kiddie package and ticket it at \$3.79, but Newton was adamant about it and he was proved correct." Newton stated, as of 1 p.m. Thursday, orders for that day totaled nearly 14,000. Katzel also said that the item is increasing the sale of the original soundtrack album from the film.

Later in the day it was found out that orders from Chicago market alone totaled 5,000. On Friday morning, orders came in from all the Korvette outlets. Sears is also carrying the package.

Col. of Can. Handling Foreign Companies

NEW YORK—For the first time, Columbia Records of Canada, Ltd., is making its distribution facilities available to independent manufacturers from other countries.

Last week Robert Pampe, managing director of Columbia Records of Canada, Ltd., met with Sol Rabinowitz, newly appointed director of Records Acquisition of Publishing Operations for CBS International, to discuss the future representation by Columbia Records of Canada of labels of U. S. and other national origin. Tentative

NEW VERSIONS HOT

Mfrs.' New Theme Song: Yesterdays

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

Prime example of a sound culled from the 1930's making it in the current market is the New Vaudeville Band's runaway bestseller, "Winchester Cathedral," on the Fontana label. It sold over a million copies and sparked other companies to come up with "Cathedral" disks of their own in the same ricky-

Services Held for Nat Bergman

NEW YORK—Funeral services for Nathaniel (Nat) Bergman, 56, assistant to the staff vice-president of Decca Records, were held at the Park West Funeral Chapel here Wednesday (7). Bergman died Monday (5) from a heart seizure.

Bergman joined Coral Records in 1952 as New York branch office manager. The following year he became executive administrator at the home office. Later he became assistant to the staff vice-president of Decca, Coral and Brunswick Records, a position he held until his death.

He leaves a widow, Elsie; twin daughters, Ricki and Paula, and a brother, Edward.

tick style. The top cover record on "Winchester Cathedral" so far is Dana Rollins' version on the Tower label, and Lawrence Welk has an album titled "Winchester Cathedral" on the Dot label that's currently climbing up Billboard's Top LP's chart.

Other click singles that have taken their inspiration from the musical style of the 1930's are "Mellow Yellow," by Donovan on the Epic label, and "The Eggplant That Ate Chicago" by Dr. West's Medicine Show & Junk Band on Go Go Records, distributed by Epic Records. "Mellow Yellow" is No. 2 on Billboard's Hot 100 chart this week and "Eggplant" is No. 53.

Among the old songs that are currently getting a rebirth with new disk versions are

"Cry," by Ronnie Dove on Diamond Records; "Time After Time" by Chris Montez on the A&M label; "Try a Little Tenderness" by Otis Redding on Volt; and "Ghost Rider in the Sky" by the Baja Marimba Band on A&M.

The throwback to the musical manner of the 1930's is also evident on Broadway this season with the score for "Cabaret" by writers Fred Ebb and John Kander. Singles record versions of the title song by Marilyn Maye on RCA Victor and Mike Douglas on Epic have been showing up strongly on the Easy Listening chart, and Columbia Records is priming for a big push on the "Cabaret's" original cast album, released last week.

Executive Turntable

Edward A. Wolpin has resigned his post as vice-president and general manager of Famous and Paramount Music Companies. He will terminate his service as of Jan. 1 so that he may solidify deals pending on many Paramount Pictures' background scores for albums with record companies, mainly, "Arrivederci, Baby" with RCA Victor; "Warning Shot" with Liberty Records; "Funeral in Berlin" with RCA Victor; "Oh Dad, Poor Dad" with RCA Victor, and "El Dorado" with Epic Records.

Bob Kratky has been named manager of the new Merrec branch in Milwaukee. John Heidner will direct promotional activity. Kratky has been in the record business since 1958, when he joined Garmisa in Milwaukee. Heidner worked for the original Mercury branch in 1954, moved to Decca and met Kratky at Beckerman Distributors, Chicago, in 1958.

Thomas R. Stone has joined the Capitol Records Distributing Corp. as executive staff assistant; he was formerly with Columbia Pictures as executive assistant to the vice-president of studio operations. Stone succeeds Roger Kunz, who is joining the field staff of CRDC after the first of the year.

Convention to Mark London's 20th Year

NEW YORK—London Records will hold an eight-day 20th anniversary celebration and sales convention beginning on Jan. 15 in London, England. The event will be the first assemblage of all distributors for both London Records and the London American group. Sir Edward Lewis, chairman of the board of Decca Co. Ltd., of England, parent firm of London Records, Inc., will host the event.

New product in all phases of the London catalog plus albums of firms whose pressings are distributed by London will be unveiled at a day-long session on Jan. 17. D. H. Toller-Bond, London Records president, will head the delegation of American distributors and record company officials. The staff of English Decca will host a dinner on Jan. 16, while the company's artists will host one the next night. Sir Edward and Lady Lewis will host a formal banquet on Jan. 19. During the product presentation, distributors will be taken on a sight-seeing trip to Cambridge. Other sight-seeing trips are planned to Buckingham Palace, St. Paul's Cathedral, the Tower of London, the State apartments at Windsor Castle and Eton College.

The group of London execu-

tives and distributors and press representatives will meet for cocktails at the International Hotel adjacent to John F. Kennedy International Airport on Jan. 14. The next morning, the group of 150 will leave for London.

Distributing firms to be represented include Southland Distributing and Decca Distributing, Atlanta; Joseph M. Zamioski, Baltimore; Mutual Distributing, Boston; Mangold Distributing, Charlotte; James H. Martin, Chicago; Decca Distributing, Cincinnati; Decca Distributing, Cleveland; Decca Distributing, Cohoes, N. Y.; Big State Distributing, Dallas; Davis Sales, Denver; Radio Distributing, Detroit; Radio-Television, Honolulu; H. W. Daily, Houston; Hart Distributors, Los Angeles; Record Sales Co. and Decca Distributing, Memphis; Music Sales and Tone Distributors, Miami; Harold N. Leiberman Co., Minneapolis; Music City Distributing, Nashville; All-Star Distributors, Newark; All South Distributing, New Orleans; Decca Distributing, New York; Raymond Rosen and Universal Distributing, Philadelphia; M. B. Krupp Co., Phoenix; Fenway Distributors, Pittsburgh; Roberts Records, St. Louis; Stone Distributors, San Francisco; and Stanley Distributors, Seattle.

Wes Farrell Sets Up Pub. Combination

NEW YORK—Wes Farrell has formed his own publishing combination, with offices at 39 W. 55th Street here. Firms involved are Pocketful of Tunes (BMI), Every Little Tune (ASCAP) and Senate Record Corp. the last named a record label.

The firm will produce music for films and records. Several writers are under contract. Farrell already has the theme for the science-fiction film, "Gamera the Invincible," and has written and published the new Pozo Seco single, "Look What You've Done," which has been released on Columbia Records. He is an inactive partner in Pictoretone Music, and is the writer of "Hang on Sloopy."

In the last three years, Farrell has been writer-publisher of 25 chart records.

ARONS ELECTED HEAD OF 802

NEW YORK—Max L. Arons has been elected president of Local 802 of the American Federation of Musicians. The local's executive board had named Arons to serve as president until Dec. 31, when the position was left vacant by the death of Al Manuti on Sept. 11.

Also elected were Al Knopf, vice-president; Louis Critelli, secretary, and Hy Jaffe, secretary. Re-elected to the executive board were Vincent Badale, Irving Bloom, Sherman Brande, Al Brown, Patsy Fasanella, Cliff Glover, William Powers, Vincent Rossitto and Earl Shendel.

Merc. Slates Exec Meet

CHICAGO — Mercury Records has scheduled a meeting here Dec. 15-16 for key executive personnel to map recording and merchandising plans for 1967. President Irving B. Green will direct the meeting. Attending from the Chicago office will be Alan Mink, Lou Simon, Lou Reizner, Dennis Ganam, Marty Goldrod, Boo Frazier, Jim Ladwig and John Sippel. From New York, Charles Fach, Hal Mooney, Luchi De Jesus, Jerry Ross, Artie Kornfield and Dick Corby. From Nashville, Jerry Kennedy and Roy Dea. From Los Angeles, Bob Sarempa.

Request Adds to Overseas Set-Up

NEW YORK—Hans Lengsfelder, head of Request Records, will shortly embark on an overseas trip to record more material and set up additional distribution and pressing arrangements in foreign countries. RCA Victor recently obtained the United States distribution rights to the Request label's international product, which totals about 125 LP's, covering many types of international music. Lengsfelder's new trip will encompass about two and one-half to three months, starting

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



The Arbors



TEM 3003/TES 4003 Stereo



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

Country Film—Sales Version—Available

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

The film, produced by Bill Hudson for the CMA, features country music artists Chet Atkins, Sonny James, Del Reeves, Mama Maybelle Carter, Dottie West, and Roy Drusky. Narration is by Tex Ritter. A large part of the script was written by Billboard music editor Paul Ackerman.

Devices for showing the film in the Hall of Fame were being installed last week. It should be in operation in about a week and will be shown on a continuous basis. As visitors enter the projection room, they'll

trigger the projector and the film will flash on.

Bill Hudson said that 95 per cent of all exhibits of the Hall of Fame are expected to be installed by the time the film is ready for public viewing.

The sales version of the CMA film will be available either on a rental or a purchase basis. One country music station has already ordered two prints, a Nashville advertising agency has ordered one. Hudson, as of last week, was still involved in last-minute improvements, adding a San Diego country music scene and a clip showing the revolving stage WBMD in Baltimore uses for its live country shows.

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

Dirksen in Landslide —Cap. Presses Rolling

LOS ANGELES—Orders for Sen. Everett Dirksen's narrative album, "Gallant Men," have hit 500,000, prompting Capitol to rearrange its pressing schedule to accommodate consumer demands. "Senator Dirksen's album has taken off like a Beatles record," said Capitol's president Alan Livingston last week after a production meeting to study ways of handling orders at the company's three pressing plants.

"There is strong consumer demand for the album," Livingston said. "We are pleasantly surprised at the public's reaction. It looks like a million seller." The public reaction follows release of the single "Gallant Men" by the Illinois Senator two weeks ago, and massive publicity covering the event.

Livingston said the concept of Dirksen reading famous American works was presented to several major labels, with Capitol landing the pact for this LP with an option to "go further." Dirksen, the first U.S. Senator to enter the recording field, will get a 5 per cent royalty.

"We made the album be-

cause we thought it was a worthwhile idea," Livingston explained. Dirksen had earlier explained in Washington that a Minneapolis youngster had suggested to him three years ago that he make a recording because of his "rich voice" and just recently had decided to pursue the idea.

Lyrics for the title song are by Charles Wood, with music by John Cacavas. Chappell is publishing the score and developing sheet music for the album's tracks.

Southern, Donovan Set Up a Pub. Firm

NEW YORK—Southern Music and British artist-writer Donovan of Epic Records have formed a new publishing firm—Donovan, Ltd. Each is an equal partner. Donovan will now receive all writer's royalties and half of the publishing royalties on new tunes as well as his old ones. Donovan's U. S. hit "Sunshine Superman," was released last week in England.

MBA Expands on 3 Fronts

NEW YORK — MB Records has been formed by MBA Music, supplier of music for radio and TV commercials and for industrial films. MBA has also set up two publishing firms, Marcable Music (BMI), and Tamarin Music (ASCAP), which will operate separately from the record company.

Heading the record label is Walt Levinsky, arranger-conductor who had been assistant for the "Tonight Show" for four years. Vice-President is Bobby Rosengarden, NBC staff musician and contractor who is associated with the "Tonight Show." Miriam Bienstock, former co-owner of Atlantic Records, is also a vice-president and will be responsible for production and distribution.

The record label will operate independently of the parent company. First releases are set

for next month. Among the albums will be one by Bob Crosby and the Bob Cats, recorded in New York's Rainbow Grill. The record company has its own studio.

Heading the publishing venture is Bob Silverman, who had been director of publications at W. B. Marks for seven years.

The parent company was formed by Marc Brown six years ago. A staff of 30 is housed in a complex of seven office-apartments, with a private kitchen serving lunch for up to 40 persons daily. MBA services such advertising agencies as Grey; Doyle, Dane & Bernbach; Kenyon & Eckhardt; Fuller, Smith & Ross; Ted Bates; Needham, Harper & Steers, and Campbell-Ewald. The firm is headed by Kermit Levinsky.

Book Nook

THE COUNTRY MUSIC STORY
by Robert Shelton and Burt Goldblatt. \$7.50. The Bobbs-Merrill Co. Inc., New York.

At long last, country music has been given a scholarly treatment between hard covers.

Robert Shelton, critic for the New York Times, and Burt Goldblatt have supplied, at last, what has been sorely needed. "The Country Music Story" covers the intriguing development of country music from its fledgling days of the live show by candlelight, the squeaky radio and the fiddle. Augmented with a wealth of pictures of artists and music industry people, many photos quite rare, the book documents the roots of country music, the highlights in its early years, and the history-makers like the late Ralph S. Peer and the late Frank Walker. Here are details of WSM, WLS, the "Grand Ole Opry," the Carter Family and Roy Acuff; a chapter is devoted to Jimmie Rodgers.

Little is omitted by Shelton—western movies, the "Nashville Sound," country music song-writers, even a partial list of country music records. Such music authorities as Billboard music editor Paul Ackerman and associate music editor Mike Gross are quoted at length.

Perhaps the book's only flaw is placing too strong an emphasis on the folk scene. Amusing is the "corrected" spelling of the song title "Cigarettes, Whiskey, and Wild, Wild Women."

The book seems highly researched and carefully and patiently put together. Hundreds of people in the record-music industry are mentioned. The book should be an instant Nashville bestseller. Without doubt it will be also a valuable addition to library shelves around the world. **CLAUDE HALL**

IMPROVISATION IN MUSIC
by Gertrude Price Wollner. \$9.50. Bruce Humphries, Boston

"Improvisation in Music" is an ideal book for teachers of music and young learning musicians. The book, subtitled "Ways Toward Capturing Musical Ideas and Developing Them," is filled with teaching and learning suggestions showing how to organize and develop musical improvisation.

Dealing with fundamentals like rhythm, melody, scales, counterpoint and harmony, the work freely uses examples and illustrations on how the author has taught youngsters to improvise. Most of the material is geared toward the piano, but can easily be adapted to other instruments, such as guitar. Miss Wollner amply demonstrates in simple, readable language that improvisation can be taught, that it is an active, rather than a passive pursuit.

FRED KIRBY

DIETRICH DOES A POP SINGLE

NEW YORK—Marlene Dietrich is taking a crack at the pop singles field with the Decca Records release of "This World of Ours." The disk was acquired by Decca from Pye in England. The tune is of French origin, entitled "Gette Nuit La." It was written by Jean Jacques DeBout. The English lyrics are by Jack Harrison.



FERRANTE AND TEICHER, United Artists piano duo, rough out an arrangement during a recent session for their new UA album titled, "A Man and a Woman," set for immediate release by the label. Release comes as a follow-up to the current Ferrante and Teicher album, "You Asked for It!"

Market Quotations

(As of 12 Noon Thursday, Dec. 8, 1966)

NAME	65-66		Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
	High	Low					
American Broadcasting	86	62	598	75	71¼	74¼	-¾
Admiral	55½	28¼	1024	34½	31½	34	+¾
Ampex	27½	17	1593	25½	22¼	24½	+¾
Audio Devices	41¼	17	169	21½	19½	21¼	+½
Automatic Radio	7¼	2½	10	3½	3	3	-½
Automatic Retailer Assoc.	56½	42½	135	50	45½	49½	+1½
Cameo Parkway	4¾	1¾	40	2¼	2½	2½	Unchg.
Canteen Corp.	36¼	18¼	478	24¼	20¾	24	+2½
CBS	62	42	507	60½	57½	60½	+½
Columbia Pic.	39¾	22¾	17	31½	31	31½	-2¼
Walt Disney	70½	40¾	338	70½	69½	69½	+4½
EMI	5¾	3¾	575	3½	3¾	3¾	-¾
General Electric	120	80	922	99	98½	98½	+¾
Handleman	18	13½	33	18	17½	18	+1¼
MCA	61¾	28¼	100	36½	35½	36½	+2¾
Metromedia	55¾	25	348	36½	36	36½	+1½
MGM	37¾	24¾	703	39¾	37¾	38½	+¼
Motorola	233½	92	984	107	102¾	105	+4¼
RCA	62¼	36¾	1814	48½	46½	48½	+3¼
Seeburg	32¾	11¾	384	16	15	15¾	+½
Tel-A-Sign	5¾	1¾	302	2¼	2½	2½	-¾
3M	84	61	469	83½	82	82	+¾
20th Century	38½	25¾	297	36¾	35¾	35¾	+¾
U-A	32¾	21¼	1072	27¾	27½	27¾	+1½
WB	44½	19¼	438	18	17½	17½	+¾
Wurlitzer	14½	15½	54	17½	16½	17½	+½
Zenith	87¼	46½	899	54	52½	53½	+¾

OVER THE COUNTER*

(As of 12 Noon Thursday, Dec. 8, 1966)

NAME	Week's High		Week's Low		Week's Close	
	High	Low	High	Low	High	Low
Dextra Corp.	2	1¼	1¾			
GAC	4¼	4½	4¼			
Jubilee Ind.	4¼	4	3¾			
Lear Jet	18¾	17¼	18			
Mills Music	21¼	20	21¼			
Pickwick Inter.	7	6¾	7			
Telepro Ind.	4¾	4¼	4¾			

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

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

Clicking Artists Giving Epic A Happy Christmas Season

NEW YORK—Epic Records is hitting a hot sales stride this Christmas season. Leading the way for Epic in the singles field is Donovan's "Mellow Yellow," No. 2 on the Hot 100 chart this week. Other singles racking up big sales scores are Bobby Vinton's "Coming Home Soldier" and "The Eggplant That Ate Chicago," by Dr. West's Medicine Show and "Junk Band," which Epic is distributing for the Go-Go label.

Other artists creating a sales

steam for the label are the Dave Clark Five, riding with two LP's on the charts. The Yardbirds who are clicking with a single and an LP, and David Houston, who is scoring in both the country and pop fields. Also, singles by songstress Tammy Wynette and Damita Jo are beginning to drum up sales action.

On the Okeh label, Epic subsidiary, Little Richard is hitting with "Commandments of Love" and Major Lance is rolling with "Ain't No Soul."

**Herb
Alpert
& the
Tijuana
Brass**

MAMIE





823


**SERGIO
MENDES
&
BRASIL'66
CONSTANT
RAIN**




825




**TOMMY
BOYCE**
SIMON SMITH
AND THE
**AMAZING
DANCING
BEAR**




826




**BAJA
MARIMBA
BAND**
"GHOST RIDERS
IN THE SKY"





824




**ROGER
NICHOLS
TRIO**
•
**SNOW
QUEEN**



830

**CHRIS MONTEZ
TIME AFTER TIME**



822

ABC to Bow a Blues Label; Taps 4 Names

• Continued from page 1

cently, after hearing him in New York with Muddy Waters' blues band. Other blues acts will be added; and in this connection Thiele travels to Chicago in a few days to cover South Side locations in a talent hunt for the BluesWay label. In addition to taping the commercial aspects of blues, Thiele wants the line to reflect the many facets of blues — from country to urban to jazz, instrumentally and vocally.

Of the four artists in the initial BluesWay release, three have been recorded live. These are Hooker, King and Spann. The Reed session was done in a studio. Slicks on the product are already prepared. The packages, Thiele stated, will have laminated covers, and the liner notes will be written by authorities and will contain all recording information of interest to students of the blues.

The BluesWay line will be introduced to the ABC distribu-

tors at a sales meeting in Miami Beach early in January.

ABC recently revealed its intent to make a major push in the country field (Billboard, Dec. 10). Revelation of the BluesWay plans follows this by one week. President Newton, who has been instrumental in implementing ABC's broad diversification program (recording, publishing, rack jobbing, etc.), is known to be planning more acquisitions in virtually all music business fields. Newton stated: "Today one must think in terms of the total music business; we will increase our strength in all fields and on a global level."

C-P Branch Moves

NEW YORK — The New York branch of Cameo-Parkway Records has moved to new quarters at 250 W. 57th St. Wyncote Records, C-P's budget-priced subsidiary, will occupy quarters adjoining the C-P suite.

Puerto Rico Next Target in Monument Expansion Plan

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

Bobby Weiss, vice-president and director of Monument's international division, will leave (13) for Puerto Rico for conferences with local distributors about firming the representatives for the Monument, Sound Stage 7 and LTD International catalogs.

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

While in Puerto Rico, Weiss will search for copyrights to be acquired by the label's associated Wide World of Music (ASCAP) and Songs of the World (BMI) music publishing companies.

Weiss also will meet with the directors of the La Concha and Caribe Hilton Hotels to map

exploitation for upcoming appearances in February by Fran Jeffries (La Concha, Feb. 27) and Charles Aznavour and pianist-conductor Henry Byrs (Caribe Hilton, Feb. 7).

Monument has recently issued "This Is Fran Jeffries," "The Very Best of Aznavour" and "In the Aznavour Mood."

Special concentration will be given the Fran Jeffries and Aznavour albums in the opening Puerto Rico sales campaign. In addition, Monument will be given the Fran Jeffries and Aznavour albums in the Puerto Rico sales campaign. In addition, Monument will pitch "Guantanamere," by Dino Garcia; "Rio," featuring the Guanabara orchestra; "Violin Classics in Samba," by the Sao Paula Strings; "Espana," by the Knightsbridge Strings; "Flamenco," guitarist Dave Parker, and "Mexico," Bob Moore and his orchestra.

College Concert Managers Meet

NEW YORK—The Association of College and University Concert Managers are meeting at the Park Sheraton Hotel here Monday (12) and Tuesday (13). The event, which began Sunday, is a big one for booking agencies, most of whom are exhibiting at the conference.

The International Association of Concert Managers will meet at the New York Hilton here Dec. 15-17. The fifth annual Block Booking Conference will be held Feb. 2-4 in Columbia, S. C., announced host Dave Phillips of the University of South Carolina in Columbia.

Gold Records for 2 Reprise LP's

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

THEATER REVIEW

'I Do! I Do!' Marriage of Mirth, Music

NEW YORK — Marriage, if you'd believe the Mary Martin-Robert Preston festival of mirth and music—"I Do! I Do!"—at the Forty-Sixth Street Theater, is a never-ending love story. And you'll believe it. Mary Martin weaves almost a magical spell in song—especially with "Flaming Agnes" when she decides that if she's going to pot she's going to be "hot." Preston had just set off the fireworks with "A Well Known Fact," in which he argues that older men are more attractive than older women.

But the high tempers in this David Merrick presentation ebb, though the high comedy and the music never abate even for a second. There's "Where Are the Snows" as the couple grows older, then a hilarious "When the Kids Get Married." It's too bad that RCA Victor Records, who has the original

(Continued on page 15)

PITNEY MOVIE ON FEST TUNE

SAN REMO, Italy—Musicor Records Gene Pitney will produce a 90-minute movie here based on whichever song he sings in the Jan. 27-29 San Remo Festival. The William Morris Agency will package the film for the U. S. Pitney placed second in the fest last year.

FCC Hits KFVB; OK's Transfer

• Continued from page 1

extraordinary forms of entertainment" as well as permitting outside business ventures which could create conflict of interest.

KFVB is the target of accusations by Al Huskey, West Coast promoter, in his pending court suit against record companies, stations and deejays.

Scolds Management

The FCC scolds management for failure to crack down on alleged favoring of record hop talent by the deejays making up the programs. It cites a deejay memo in the record, informing management that fellow deejays allegedly favored their own "record hops" talent over his during his absence. The complaint was discharged for "failure to prove his charges," but FCC says KFVB executives should have thoroughly checked playlist to see if record hop talent was getting "Disproportionate exposure" from the deejays with whom they co-operated.

Among the activities particularly blasted by the commission letter to the station were alleged failure of management to accept and follow up telephone complaints of payola practices. Management even occasionally Accepted "self-serving statements of the individuals involved without further confirmation."

The FCC also scolds KFVB for not "including in the payola concept" the fact that very lenient credit was given to station personnel in an auto repair



TUNING UP FOR 1967 are, left to right, songwriter Larry Kusik, professional manager of Jay Lowy, writer Eddie Snyder, and Arnold Maxin, head of Big 3 Music. They're huddling on promotional plans for new Snyder-Kusik songs for the coming year. Their current click is "Games That Lovers Play."

ADDS TO FILM WORK

Custom Jobs for Artists New Theme for Lyricist Webster

LOS ANGELES — Academy Award lyricist Paul Francis Webster has become a customizer of songs for individual artists. This relatively new facet of his career is sandwiched between film assignments, but because of his current hot streak of successful songs, starting with "Shadow of Your Smile," Webster is suddenly in demand by major stars to turn instrumentals into poetry.

Last week, he was busy composing lyrics to three tunes for Herb Alpert and taking a break from his concentration, the composer said he had been approached by Andy Williams, Bobby Darin and Dave Kapp for Jack Jones. He has also written a hymn for Frankie Laine and Mahalia Jackson.

Webster, who ranks among film's top money writers, does not charge these artists for the lyrics. His payment comes from his ASCAP royalties.

Three of Webster's compositions have contributed to his new emergence as a chart com-

poser: "Shadow," "A Time for Love" and "Somewhere My Love." "Shadow" looks like it will become the most recorded song of all times," Webster said. With over 200 domestic recordings, "Shadow" has passed another Webster composition, "Secret Love," which the author says is the "Third most recorded song of all time."

Although Webster has gained an association with films and the pop music field, his biggest "silent standard" is a religious title, "I'll Walk With God," written for Mario Lanza in 1953. Its non-denominational nature provides application for all churches, he says, and there are four albums bearing its name.

Webster's recent film assignments have included the theme for "Who's Afraid of Virginia Woolf," the theme for "The Bible" and the theme for the soon-to-be released "Three Bites of Apple." Actor-musician David McCallum penned the music here for Webster's words.

"Burrell's **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS** is a marvelous album. It has a little to satisfy all musical tastes. It'll appeal to everyone from the jazz fan to grandmother."

Mike James
WFBR
Baltimore, Md.



FIRST GOLD RECORD for the Happenings' "See You in September," on the B. T. Puppy label, was presented by Mickey Eichner, vice-president of Jubilee Records, center. Chuck Rubin, the group's manager, is at Eichner's right.

The most exciting personality of the year

SERGIO MENDES

has a great new single on Atlantic

THE GREAT ARRIVAL

5076

from his hit Atlantic album



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An ideal Christmas gift

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

Jim Bolen
KADI
St. Louis, Mo.

Say You Saw It in
Billboard

Sir Joseph Hits Bill as Aid to U.S.

• Continued from page 1

Sir Joseph stressed that he disagreed with a claim by the president of the British Board of Trade that at present British companies lagged behind American firms in the disclosure of subsidiary profits.

He declared, "I would very much like any shareholder to find out for me what the profits are of the records business of RCA, or CBS or Philips."

Sir Joseph, whose annual statement is regularly more comprehensive and informative than that of any other U. K. company involved in records, went on: "it would be very much against the interest of shareholders that this company, the dominant company in the record business in the world, should have to make available to our American competitors details of the profits we are making in Chile, the Argentine, Brazil, Australia and New Zealand.

"In the interests of stockholders, I shall make a great effort to give as little informa-

tion as possible," he promised.

The EMI chief revealed that in the four months since July 1, EMI's world sales were above those in the same period of 1965, but profits were notably lower.

Cause of Drop

Main cause of the drop was the major advertising program now being conducted by the record club of Capitol in the U. S. EMI says the record club campaign could last at least two years and is aimed to treble the club's turnover so that it competes in size with Columbia's club. An EMI executive commented that the campaign is a long-term effort aimed to protect Capitol's position as the best-selling record company in America.

Cap. Probe LP's —How It Started

• Continued from page 1

were very pleased with the kind of people who took the time to write and congratulate us." This reaction stimulated Livingston's thoughts into developing a formal series.

The second reason for the creation of Probe is Livingston's belief that "There is a missing area which nobody is covering in-depth in the whole of the entertainment industry. And that is the study of current problems of a sociological nature."

Everything Capitol will do on Probe has been covered in written form, but "the point is that enough people don't read in-depth. There is a great opportunity to use recordings in an educational manner on highly controversial subjects. Certainly hearing subjects talking is more informative than reading about them in cold words. You can really get a feeling about someone by hearing them speak.

Expands Use

"If we are successful, this series can expand the use of records into something other than for music and entertainment. There have been historical approaches on records before, like Churchill's speeches, but this is today's news." Livingston likens the Probe product to a Time magazine cover story, in which the subject is researched and written about, only the actual voices of the people involved are presented, which provides a significant characteristic which print stories

Col. of Canada

• Continued from page 3

bel, others prefer to retain their own identity. Either way, we are now in a position to provide them with the best representation available in Canada. Rabinowitz' new department should prove invaluable in establishing a liaison with U. S. and other producers."

Already being handled by Columbia of Canada are such labels as Musicor, Barclay of France, Ricordi of Italy, Epic and a number of others.

Rabinowitz, who headquarters at 1650 Broadway here, is already in negotiation with a number of U. S. independents for Canadian distribution.

Firms Share \$\$ Jingle as Yule Singles Play Kringle

• Continued from page 1

Also in the new Christmas song category are "Barefoot Santa Claus" by Sonny James on Capitol and "Someday at Christmas" by Stevie Wonder on the Motown label. The James disk has already broken through on country music stations and there's an indication that it's being picked up for spins by Top 40 disk jockeys.

Other new Christmas disks that are kicking up a storm are by Barbra Streisand on Columbia and Joan Baez on Vanguard. In these instances, though, the recordings are fresh versions of old songs. Miss Streisand's Christmas click is a re-make of "Silent Night." In an attempt to give it a "new look," Columbia has titled it "Sleep in Heavenly Peace." But no matter what it's called, the jockeys on the middle-of-the-

road stations, especially, are giving it heavy play. Miss Baez's Christmas winner is the now traditional "Little Drummer Boy." Although she's competing with the Harry Simeone Chorale's classic version on the 20th Century-Fox label, which has been coming to the top for the past several Christmas seasons, the middle-of-the-road disk jockeys are giving Miss Baez's platter a good share of their turntable time.

Aside from the aforementioned records, Christmas 1966 is much like previous Christmases, with Irving Berlin's "White Christmas" and Johnny Marks' "Rudolph the Red-Nosed Reindeer" leading the way. Other Christmas repeaters this season are "Jingle Bell Rock" by Bobby Helms on Decca; Presley on RCA Victor; "Silver Bells" by Al Martino on Capitol; and "Rockin' Around the Christmas Tree" by Brenda Lee on Decca. Although Bing Crosby's "White Christmas" on Decca is far and away "the Boss" Yule disk of them all, the Drifters have come up with a version of the Berlin classic on Atlantic Records that's scoring pretty good, too.

Pickwick Issues 16 New Albums

LONG ISLAND CITY, N.Y.

—Sixteen new albums are being released by Pickwick-33, consisting of seven popular, five classical and four Hilltop pop group are Dean Martin, Della Reese, Fred Waring and the Pennsylvanians, Simon & Garfunkel, Joe (Fingers) Carr, Stosh and His Orchestra and Webley Edwards & the Hawaii Calls Orchestra. In the Hilltop series will be Dave Dudley, T. Texas Tyler, Tex Ritter and an LP with Dave Houston and the classical group are Sir Thomas Beecham, Eugene Goossens, Carmen Dragon and Herbert Menges.

Probe LP runs around \$10,000, he added. This covers traveling, recording and editorial expenses. Music and narration are used to maintain listener attention, but the uniqueness of the albums is the sound of people's voices.

"From the day I received Kenny Burrell's **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS**, I've had to use at least one track from it every day. It's that tasty an album."

Charlie Boone
WCCO
Minneapolis, Minn.

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MGM
RECORDS

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ADVERTISEMENT TAPE CARTRIDGE TIPS

by Larry Finley

Two important home entertainment manufacturers introduced eight track stereo tape players this past week.

BOGEN offered a new compact stereo system which plays eight track stereo tape cartridges as well as albums. This is another great step forward for the industry inasmuch as the name "Bogen" is synonymous with quality sound reproduction. (Even though the ad did not specify it, this appears to us as a direct endorsement of the eight-track system!)

Another item of great interest called to our attention was the advertisement by GENERAL ELECTRIC. It featured a beautiful small compact home unit to take an eight-track stereo tape cartridge. This unit has a built-in amplifier, and all that is required are two speakers to bring out the true fidelity of an ITCC eight-track cartridge.

From California, we received copies of advertisements showing the new Taiko eight-track home and auto player as well as the new eight-track unit being imported by Bob Maniaci of California Auto Radio. We have also received copies of advertisements featuring the new Automatic Radio (Boston, Massachusetts) home and auto unit, which is one of the most beautiful and best performing units that we have checked in our laboratories.

New York newspapers, as well as newspapers and publications throughout the country, carry many ads featuring home and automobile eight-track play-backs units as well as ITCC four and eight track stereo tape cartridges. Reports indicate that there is a tremendous amount of consumer advertising nationally for the home and auto units, and ALL of these advertisements mean increased volume in stereo tape cartridge sales.

It is the opinion of experts that, during the normal slow months (summertime) in the record business, the stereo tape cartridge industry will enjoy its greatest boom.

If you are a dealer or distributor, you can look for a great upsurge in the tape cartridge business because the ITCC surveys indicate that dealers cannot keep pace with the increase in sales of eight track and four track.

Dealers . . . jump on the bandwagon before your competitor does! Contact your nearest ITCC distributor at once or contact this office for his name.



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TAPE CARtridge

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

LONDON—Next year will see a major expansion of both repertoire and production of Musicassettes in Britain.

To cope with this increase, Philips, the Musicassette pacesetter in the U.K., will be bringing its Walthamstow, London, plant for tape duplication to peak output by mid-January.

And by next September, Philips managing director Leslie Gould anticipates there will be 200 albums on the market in cassette form, 100 of them from the Philips group.

Sales should be further stimulated by a boost in reproduc-

tion of playback equipment, with at least six manufacturers competing in this market by next fall, forecasts Gould.

"I feel that 1967 will be the year that music on tape will really begin to sell," said Gould. "We will be marketing Pye product including Warner Bros. and Reprise material as well as its own. With the expansion of repertoire more and more people will find it worthwhile to buy players."

A Surprise

To boost the Christmas sales of cassettes, Philips surprised the British trade by suddenly

bringing forward release of its second batch of tapes from January to Monday (12). The 10 items include the first-ever British cassette not drawn from existing album repertoire.

Philips now plans to issue about 10 cassettes each month next year beginning in February, when the company will issue its first classical material in this form.

EMI's second musicassette release goes on sale Jan. 6 and features six tapes, including one by Ken Dodd and Manfred Mann (made before the group's split with vocalist Paul Jones and its switch to Philips earlier this year). EMI plans to issue monthly releases of at least six cassettes throughout 1967.

Commenting on Philips decision to advance release of the new batch of tapes, Musicassettes' marketing manager Walter Woyda claimed that sales had held up so well with the launch release that the company had decided to accelerate the expansion of its cartridge repertoire. He expects regular issues of new cassettes not drawn from repertoire already available on records.

Merc Opens New Merrec Distrib Unit

CHICAGO — Mercury Records has opened a new Merrec distribution branch in Milwaukee. Company executive vice-president Irwin H. Steinberg's announcement of this included the naming of Bob Kratky as manager and John Heidner as promotional director of the new operation.

Milwaukee Merrec displaces John S. O'Brien Distributors, an

(Continued on page 14)

Playtapes Sold By Goldblatt

CHICAGO—The giant Goldblatt department store chain here has picked up the MGM Playtape unit in time for Christmas and is advertising it at \$29.95. Ad headlines read: "Here it is! The new MGM Music Machine that's taking the country by Storm!"

Sears, meanwhile, has advertised the Playtape unit at \$19.95 in its Christmas catalog. Sears reportedly has the inside track on most of the lower priced Playtape machine production.

Goldblatt's is making this
(Continued on page 14)

MGM Will Introduce 'Simulrelease' Policy

NEW YORK—MGM Records launches a new policy, effective January, of releasing simultaneously cartridge and album product. This includes 4-track as well as 8-track cartridges and may eventually also include 2-track cartridge for the Playtape system. The company has stepped up production to release the cartridges at the same time as the album, said Mel Price, manager of MGM's tape department.

In the five or six months since MGM got into the cartridge business on its own rather than through licensees, Price said, the firm had noticed cartridge sales followed a pattern pretty close to album sales. "Our biggest albums sellers, the "Dr. Zhivago" soundtrack and those featuring Herman's Hermits, are among the best-selling cartridges. This could be because the distributors are ordering cartridges based on album sales."

Too, the label had found that particular artists do better than expected in the cartridge product. Price pointed out that a cartridge of "Hank Williams' Greatest Hits" had proved an excellent seller.

"Contrary to general expectations in the industry, we're also selling a lot of rock 'n' roll product on 8-track cartridges," Price said. "The January re-

leases will include cartridges by Herman's Hermits, the Lovin' Spoonful, and Sam the Sham. They've got to be a winner on albums, so they'll be cartridge winners, too."

MGM has just released two new 4 and 8-track cartridges—the soundtrack of "Born Free" and the comedy LP of "The First Family, 1968."



SENTRY INDUSTRIES has added 8-track tape cartridge players to its catalog of imported tape equipment. Sentry, a prerecorded tape producer, is featuring a 12-transistor, 10-watt player. Available for immediate delivery, the unit, chrome finished Model SA-81, weighs less than seven pounds and is nine inches deep.

29-Cent Stamp

MILAN — Italian companies producing tape cartridges pay the involved mechanical copyright via a 29-cent stamp per cartridge of album length, instead of 2 cents as reported previously.

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

NEW YORK — Wally's one of the leading tape cartridge centers in the area, has launched a campaign to promote the "Muntz Mad Mini" M-30 4-track player here. Steve Wally, manager of Wally's tape library, said that 40 of the \$39.95 unit had been sold in the three weeks since the firm had made it available.

Wally said the new Muntz unit made tape cartridge feasible for a mass audience. The firm is installing them with two speakers at the total price of \$49.80, but "we are thinking of dropping the price just to get more of the units into cars."

The reason behind this maneuver would be to sell more of the two-tune \$1.19 Minipak cartridges used in the machine. Each customer for the unit is

buying five to six cartridges and Wally felt he would be buying at the rate of one per week for years.

Wally's began advertising the unit last week in 12 colleges and universities in the New York area and selected high schools. The campaign is already showing results.

"The general 4-track picture is much rosier than 8-track," Wally said. The firm's library stocks 12,000 8-track cartridges, 20,000 4-track cartridges.

Among the 12 selections available in Minipak are "Winchester Cathedral," by the New Vaudeville Band; "96 Tears," by Question Mark and Mysterians; "Strangers in the Night" "That's Life," by Frank Sinatra, and "In Our Time," by Nancy Sinatra.

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WATTS, NEW YORK POST

"A hit, a happy show, generous with charm, lavish with love."

NADEL, WORLD JOURNAL TRIBUNE

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

CHAPMAN, DAILY NEWS

"A dazzler, nothing but sheer pleasure."

GLOVER, ASSOCIATED PRESS

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

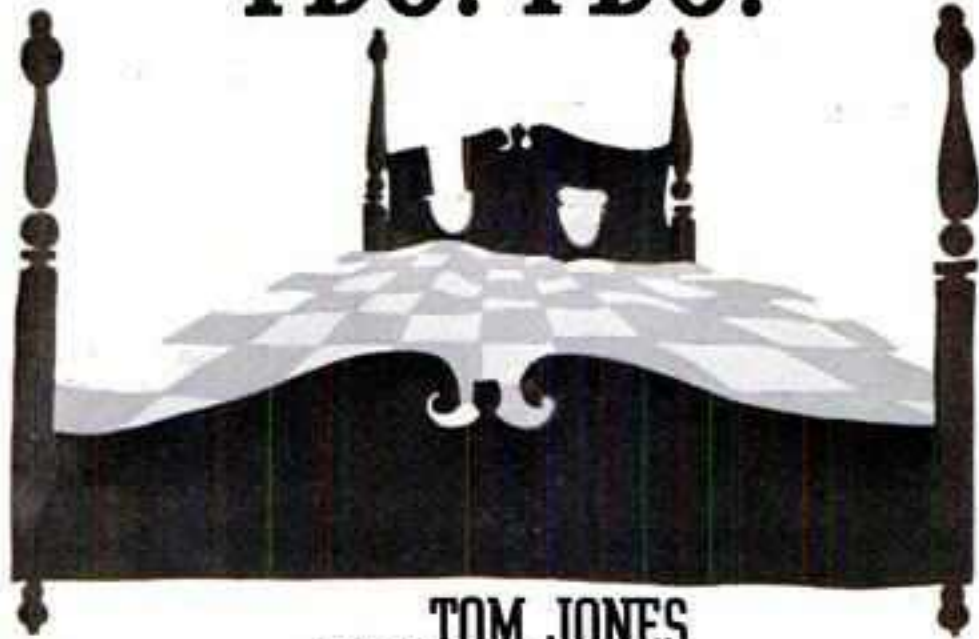
KERR, NEW YORK TIMES

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LOC/LS0-1128

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Based on "The Fourposter" by Jan de Hartog

Book Production by OLIVER SMITH Costumes Designed by FREDDY WITTOP Lighting by JEAN ROSENTHAL Musical Direction by JOHN LESKO Orchestrations by PHILIP J. LANG

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RCA VICTOR 
The most trusted name in sound

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• Continued from page 1

"A number of persons have knowingly, or otherwise, been illegally duplicating music on tape from phonograph records or from radio and TV broadcasts and selling such music as background music for use in public places, and in some cases many copies have been made

and sold in cartridge form," George Harrison, vice-president and general manager of the record division of RCA Victor and president of the CRMA, said.

There have even been advertisements telling the reader to "bring in your records and we will put them on tape for

you." "The industry's concern is for protection of existing copyright," Harrison said.

There have already been several cases where injunctions have been granted to the owners or licensed users of the masters, and the offenders have been ordered to refrain from infringement and pay related damages. One "backyard operator" in Montreal, who had imported blank cartridges and a duplicating machine from the U. S., has been forced out of his illegal business by actions instituted by record companies.

"This is a most serious matter and one with which we are vitally concerned," the CRMA notice warns.

Roulette Goes Merc In a Cassette Deal

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

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

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

"I have followed the success pattern of the Philips cassette since it was introduced in Britain and Europe two years ago," Levy said. "I have watched the growth of interest in the music cassette since it was introduced by Mercury in the U. S. at last

summer's NAMM show. I am proud to be joining what I feel is a permanent and important medium of tape cartridge reproduction."

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

FIDELIPAC CARTRIDGES

4 AND 8 TRACK

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GUARANTEED! IMMEDIATE DELIVERY!

CHANNEL MARKETING

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GRT Hot in Release Field

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

According to Herb Hershfield, GRT sales manager, the firm has 150 distributors and expects to have 400 distributors by mid-1967.

Merrec Distrib

• Continued from page 12

outlet for Mercury, Philips, Smash, Fontana, Limelight, Emarcy, Wing, Mod and the Mercury home entertainment line, Steinberg said.

The branch will service Wisconsin and Michigan's upper Peninsula. The Milwaukee operation is Mercury's 13th company-owned branch. A Merrec-New Orleans was opened in August. Other branches are in Chicago, New York, Boston, Atlanta, Dallas, Miami, Los Angeles, Charlotte, Cleveland, Philadelphia and San Francisco.

Playtapes Sold

• Continued from page 12

pitch to the kids in its ads: "Now, enjoy the music you want to hear when and where you want to hear it! All you have to do is insert the cartridge! Portable phonos are fine, but you have to lug records around! Radios are fine, but you have to listen to what the announcer wants to play!"

The store is advertising four-selection cartridges at \$1.29.

The units are being sold through the company's radio-TV department.

running on all tracks!



4 AND 8 TRACK DUPLICATING

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

Sid McCoy
WCFL
Chicago, Illinois

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79⁹⁵

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BRILLIANT MINI-PAK SINGLES FROM MUNTZ—\$1.19

FRANK SINATRA
"THAT'S LIFE"
(Reprise)

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

- Reprise.....45-110KC.....FRANK SINATRA—THAT'S LIFE/SEPTEMBER OF MY YEARS
- Reprise.....45-110KC.....FRANK SINATRA—STRANGERS IN THE NIGHT/OH YOU CRAZY MOON
- Valiant.....45-104KC.....THE ASSOCIATION—CHERISH/DON'T BLAME IT ON ME
- Valiant.....45-112KC.....THE ASSOCIATION—PANDORA'S GOLDEN HEBBIE JEBBIES/STANDING STILL
- Fontana.....45-108KC.....THE NEW VAUDEVILLE BAND—WINCHESTER CATHEDRAL/WAIT FOR ME BABY
- Reprise.....45-113KC.....NANCY SINATRA—SUGAR TOWN/SUMMER WINE
- Original Sound.....45-106KC.....THE MUSIC MACHINE—TALK TALK/COME ON IN
- GNP Crescendo.....45-114KC.....THE SEEDS—PUSHING TOO HARD/CAN'T SEEM TO MAKE YOU MINE
- Cameo.....45-105KC.....? AND THE MYSTERIANS—96 TEARS/MIDNIGHT HOUR



**HAVE A HAPPY HOLIDAY
WITH MUNTZ STEREO**

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of Cartridge Entertainment.

Request to Broaden Overseas Operations

• Continued from page 3

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

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

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

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

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

Lengsfelder stated that the potential of the international field is growing in direct proportion to the improvement and increase in communications. Plane travel, satellites and all

Tripp LP Drive

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

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

John Russel
Storlie

'I Do! I Do!'

• Continued from page 8

cast album rights, won't be able to capture a barefooted style of soft shoe routine done by Miss Martin and Preston.

Yet, the album from this hit play will definitely be a hit. The lyrics by Tom Jones, who also did the book, and the music by Harvey Schmidt present a life; the songs, well-tailored to

fit the motif of the play, still fascinating world of married life; the songs, well-tailored to fit the motif of the play, still have hit single potential in many cases: "I Love My Wife," "Love Isn't Everything," "Nobody's Perfect."

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

CLAUDE HALL

Western Moves

SAN FRANCISCO—Western One-Stops has moved to 645 Bryant Street here from Emeryville. T. E. Fullmer, company vice-president, said the move was made "because more and more manufacturers are using regional depots, thus the retail dealer has not local distributor except the one-stop." The firm plans expanding its inventories to cover the market.

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 217—Last Week, 172

*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

***PETULA CLARK—COLOR MY WORLD** (Prod. by Tony Hatch) (Writers: Hatch-Trent) (Northern, ASCAP)—Chalk up another chart topper in this intriguing Hatch-Trent rhythm number featuring the popular Indian sitar sound and exceptional Clark vocal work. Flip: "Take Me Home Again" (Northern, ASCAP). **WARNER BROS. 5882**

SAM THE SHAM & THE PHARAOHS—HOW DO YOU CATCH A GIRL (Prod. by Stan Kesler) (Writer: Blackwell)—More infectious and clever novelty material with a powerful dance beat destined for the top of the Hot 100. Should hit hard and fast. Flip: "The Love You Left Behind" (Beckie, BMI). **MGM 13649**

THE KINKS—DEADEND STREET (Prod. by Shel Talmy) (Writer: Davies) (Mondvies/Noma, BMI)—Composer Davies comes up with another ex-

ceptional off-beat item and the result is a sure-fire smash. Driving dance beat in strong support. Flip: "Big Black Smoke" (Mondvies/Noma, BMI). **Reprise 0540**

THE LEFT BANKE—PRETTY BALLERINA (Writer: Brown) (Lazy Day, BMI)—Hot on the heels of their "Walk Away, Renee," group offers a compelling performance and baroque arrangement that will fast replace their initial hit. Must be heard throughout. Flip: "Lazy Day" (Lazy Day, BMI). **Smash 2074**

THE McCOYS—I GOT TO GO BACK (Prod. by Berns & Berry) (Writers: Berns-Barry) (WEB IV/Trio, BMI)—Blockbusting rouser that moves and grooves from start to finish. Should skyrocket the group right back up the chart in short order. Flip: "Dynamite" (Grand Canyon, BMI). **Bang 538**

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

BOBBY HEBB — LOVE ME (Prod. by Jerry Ross) (Writers: Gamble-Ross) (Act Three Downstairs, BMI)—Right in the "Sunny" bag, Hebb should top the success of "A Satisfied Mind" in this rocking blues winner. Top Hebb performance. Flip: "Crazy Baby" (MRC, BMI). **Philips 40421**

TOMMY ROE—IT'S NOW WINTER'S DAY (Prod. by Our Prod.) (Writer: Roe) (Low Twi, BMI)—In a change of pace from "Sweet Pea" and "Hooray for Hazel," Roe delivers an exceptional ballad. The well-written lyric, penned by Roe, is right in the teen alley. Flip: "Kick Me Charlie" (Low Twi, BMI). **ABC 10888**

***PETER, PAUL & MARY — HURRY SUNDOWN** (Prod. by Albert B. Grossman) (Writers: Robinson-Harburg) (Northern, ASCAP)—Culled from their best selling album, this plaintive dynamic rhythm ballad should bring the trio back to the Hot 100 in rapid fashion. Outstanding performance fits all programming. Flip: "For Baby (For Bobbie)" (Cherry Lane, ASCAP). **Warner Bros. 5883**

NINO TEMPO & APRIL STEVENS—THE HABIT OF LOVIN' YOU, BABY (Prod. by Nino Tempo & Jerry Riopell) (Writer: Tempo) (Leigh, ASCAP)—Following up their successful "All Strung Out," duo delivers another top emotional ballad performance, backed by a pulsating and driving production. Should move fast in play and sales. Flip: "You'll Be Needing Me Baby" (Screen Gems-Columbia, BMI). **White Whale 241**

THE SWINGIN' MEDALLIONS—I DON'T WANT TO LOSE YOU BABY (Writer: McElrath) (Lyresong, BMI)—Blues rocker with wailing vocal work-out, infectious lyric and solid beat should have no trouble climbing the Hot 100 to replace "She Drives Me Out of My Mind" Flip: "Night Owl" (Red Stick/Lyresong, BMI). **Smash 2075**

***RAMSEY LEWIS—DAY TRIPPER** (Prod. by E. Edwards) (Writers: Lennon-McCartney) (Maclen, BMI)—This Beatles number should meet with the same hot sales success of the group's "Hard Day's Night" and their recent "Uptight." Happy beat with unlimited programming. Flip: "Rudolph the Red-nosed Reindeer" (Saint Nicholas, ASCAP). **Cadet 5553**

THE JOE CUBA SEXTET—OH YEAH! (Prod. by Pancho Cristle) (Writer: Sabater) (Cordon, BMI)—Just as "Bang Bang" fades away from the charts, the exciting sextet has a topper in this novelty soft-rocker loaded with discotheque appeal. Flip: "Sock It to Me" (Cordon, BMI). **Tico 490**

MARVIN GAYE & KIM WESTON—IT TAKES TWO (Prod. by Wm. Stevenson-H. Cosby) (Writers: Stevenson-Moy) (Jobete, BMI)—Duo comes up with a winning blend in this driving rocker with good lyric content. Has all the ingredients for a hot chart item. Flip: "It's Got to be Called a Miracle" (Jobete, BMI). **Tamla 54141**

CHART Spotlights—Predicted to reach the HOT 100 Chart

RAY CONNIFF—Wednesday's Child (Miller, ASCAP)—Mame (Jerryco, ASCAP). **COLUMBIA 43939**

RICHARD & THE YOUNG LIONS—Nasty (Saturday, BMI). **PHILIPS 40414**

SEBASTIAN CABOT—Mostly They Sing (Bornwin, BMI). **MGM 13650**

MAJOR LANCE—Ain't No Soul (In These Old Shoes) (T. M., BMI). **Okeh 7266**

THE BURT BACHARACH ORK. & CHORUS—Nikki (Blue Seas, ASCAP). **LIBERTY 55934**

FRANKIE LAINE—I'll Take Care of Your Cares (Remick, ASCAP). **ABC 10891**

THE VENTURES—Theme From "The Wild Angels" (Dion, BMI). **DOLTON 327**

PATTI LABELLE & THE BLUEBELLS—Take Me for a Little While (Lollipop, FMI). **ATLANTIC 2373**

TOMMY BOYCE—Simon Smith & the Amazing Dancing Bear (January, BMI). **A&M 826**

THE CAPES OF GOOD HOPE—Winter's Children (Machiavelli, BMI). **ROUND 1002**

JOE SIMON—My Special Prayer (Maureen, BMI). **SOUND STAGE 7 2577**

ESTHER PHILLIPS—Try Me (Picturetone, BMI). **ATLANTIC 2370**

THE BEATEN PATH—Doctor Stone (Remick, ASCAP). **JUBILEE 5556**

THE NEW CHRISTY MINSTRELS—We Need a Little Christmas (Morris, ASCAP). **COLUMBIA 43940**

PLAYBOYS OF EDINBURG—Dream World (Pamper, BMI). **COLUMBIA 43933**

ACE CANNON—Wonderland by Night (Roosevelt, BMI). **HI 2117**

LENA HORNE—Let It Snow! Let It Snow! Let It Snow! (Cahn, ASCAP). **UNITED ARTISTS 1641**

SUZY WALLIS—New-Naw-Nee-Naw (Dragonwyck, BMI). **RCA VICTOR 9042**

THE TAMS—Shelter (Lowery, BMI). **ABC 10885**

DENNY BELLINE—Grey City Day (Bright Tunes, BMI). **RCA VICTOR 9041**

RITA PAVONE—Heart (Screen Gems-Columbia, BMI). **RCA VICTOR 9051**

PAUL JONES—High Time (Miller, ASCAP). **CAPITOL 5800**

BILLY SWAN—The Below Average Everyday Girl (Cramart, BMI). **MONUMENT 988**

BARRY YOUNG—Skin and Bones (Mr. Music, BMI). **COLUMBIA 43947**

THE DOODLETOWN PIPERS—The Sound of Children (Sherman-De Vorzon, BMI). **EPIC 10107**

DON RONDO—Till the World Knows You're Mine (United Artists, ASCAP). **UNITED ARTISTS 50111**

ADAM WADE—Wheels on the Highway (Blackwood, BMI). **EPIC 10112**

CHET BAKER & STRINGS—All (Marks, BMI)—A Man and a Woman (Northern, ASCAP). **WORLD PACIFIC 77857**

PAUL (PAUL & PAULA)—Paper Clown (LeBill, BMI). **CHARAY 48**

HARRY DEAL & THE GALAXIES—Bad Girl (Benell, BMI). **JUBILEE 5552**

CHRISTMAS SPOTLIGHTS

CHRISTMAS CHART SPOTLIGHTS

LOUIS PRIMA—Senor Santa Claus (Disney, ASCAP). **VISTA 454**

KENNY BURRELL—The Little Drummer Boy (Mills/Korwin, ASCAP). **CADET 5555**

JIMMY ROSELLI—Buon Natale (Mogull, ASCAP). **UNITED ARTISTS 1659**

ARTHUR TREACHER—Santa Claus Is Comin' to Town (Feist, ASCAP). **MGM 13638**

COUNTRY SPOTLIGHTS

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

JOHNNY CASH—YOU BEAT ALL I EVER SAW (Prod. by Don Law & Frank Jones) (Writer: Cash)—Cash has a smash hit in this Tex-Mex number enhanced by a deep-throated vocal performance. Flip: "Put the Sugar to Bed." **Columbia 43921**

JIMMY NEWMAN—WE LOSE A LITTLE GROUND (Writer: Baham) (Newkeys, BMI)—Well-written lyric and strong Newman vocal should fast surpass his "Bring Your Heart Home" on the charts. Flip: "Dropping Out of Sight" (Newkeys, BMI). **Decca 32067**

HANK WILLIAMS JR. — I CAN'T TAKE IT NO LONGER (Prod. by Jack Clement) (Writer: Vickery) (Ly-rann, BMI)—Powerhouse rhythm number could be just the one to put Williams at the top of the country chart with pop potential as well. Flip: "You Can Hear a Tear Drop" (Ly-rann, BMI). **MGM 13640**

MARGIE SINGLETON & LEON ASHLEY—HOW CAN WE DIVIDE THESE LITTLE HEARTS? (Writers: Singleton-Ashley) (Fab, BMI)—Marking the move of Miss Singleton to the Monument label and her debut with Ashley, this touching, tender ballad has all the ingredients of a giant hit. Flip: "If Love Has Died" (Unart, BMI). **Monument 990**

LORENE MANN—DON'T PUT YOUR HANDS ON ME (Prod. by Bob Ferguson) (Writer: Mann) (Novavchimjo, BMI)—Catchy rhythm, clever lyric and strong vocal work backed by a good brass sound all adds up to a hit that should prove to be a fast item on the chart. Flip: "Stay Out of My Dreams" (Novavchimjo, BMI). **RCA Victor 9045**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BILLY GRAVES—For the Love of Mike (Forsay, SESAC). **MONUMENT 992**

MAC WISEMAN—Little Bird (Wise-O-Man, BMI). **DOT 16980**

JIMMIE DAVIS—Take Me Back to Babyland (Vogel, ASCAP). **DECCA 32062**

DON BAILEY—Hang on Heart (Relief Is on the Way) (Sure-Fire, BMI). **DECCA 32057**

EDDIE DOWNS—Nothing's New (Gil, BMI). **CAPITOL 5804**

CHUCK JENNINGS—Echo of Your Footsteps (Davis, BMI). **UP-BEAT 5533**

PATSY CLINE—Foolin' 'Round (Central Songs, BMI). **DECCA 25707**

CHARLIE SMITH—Daddy, Where Is Mommy (Yonah, BMI). **CHART 1405**

GEORGE RIDDLE—Your Sweet Love Came Along (Just in Time) (Starday, BMI). **STARDAY 786**

LINDA MANNING—Smoking in Bed (Newkeys, BMI). **RICE 5020**

BARBARA ALLEN—Good-By Lonesome, Hello Happy (Sure-Fire, BMI). **PRESTA 1012**

MICKEY GILLEY—Say No to You (Acuff-Rose, BMI). **PAULA 256**

COUNTRY CHRISTMAS CHART SPOTLIGHTS

DEL REEVES—Christmas Is Lonely (Unart, BMI). **UNITED ARTISTS 50115**

R&B SPOTLIGHTS

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

B. B. KING & HIS ORK.—NIGHT LIFE (Prod. by Johnny Pate) (Writer: Nelson) (Pamper, BMI)—Currently riding both the r&b and Hot 100 charts with "Don't Answer the Door," King turns in a solid, wailing reading of Willie Nelson's powerful blues ballad. This one will hit in both markets with impact. Flip: "Waitin' on You" (Pamco, BMI). **ABC 10889**

LITTLE MILTON—YOU COLORED MY BLUES RIGHT (Prod. by David & Caston) (Writers: Webber-Davis-Caston) (Chevis, BMI)—**FEEL SO BAD** (Writer: Hopkins) (Travis, BMI) — Two equally blockbusting sides that should hit hard on the r&b chart and move right over to the Hot 100. Both are belting blues rhythm winners with Milton in top form. **Checker 1162**

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

GARNET MIMMS—All About Love (Ragmar/Rumbalero, BMI). **VEEP 1252**

BILLY BUTLER—Help Yourself (Overcome/Jalynne/BRC, BMI). **BRUNSWICK 55306**

LOWELL FULSON—Tramp (Modern Music, BMI). **KENT 456**

THE POINDEXTER BROTHERS—(Git You) Backfield in Motion (Zira, BMI). **VERVE 10447**

RICKY ALLEN—I Ain't Never (Cedarwood, BMI). **U. S. A. 858**

R&B CHRISTMAS CHART SPOTLIGHTS

THE MANHATTANS — It's That Time of the Year (Sanavan, BMI). **CARNIVAL 524**

THE TRUTH—Jingle Jangle (James, BMI). **DERAM 7503**

BEVERLY—Happy New Year (January, BMI). **DERAM 7502**

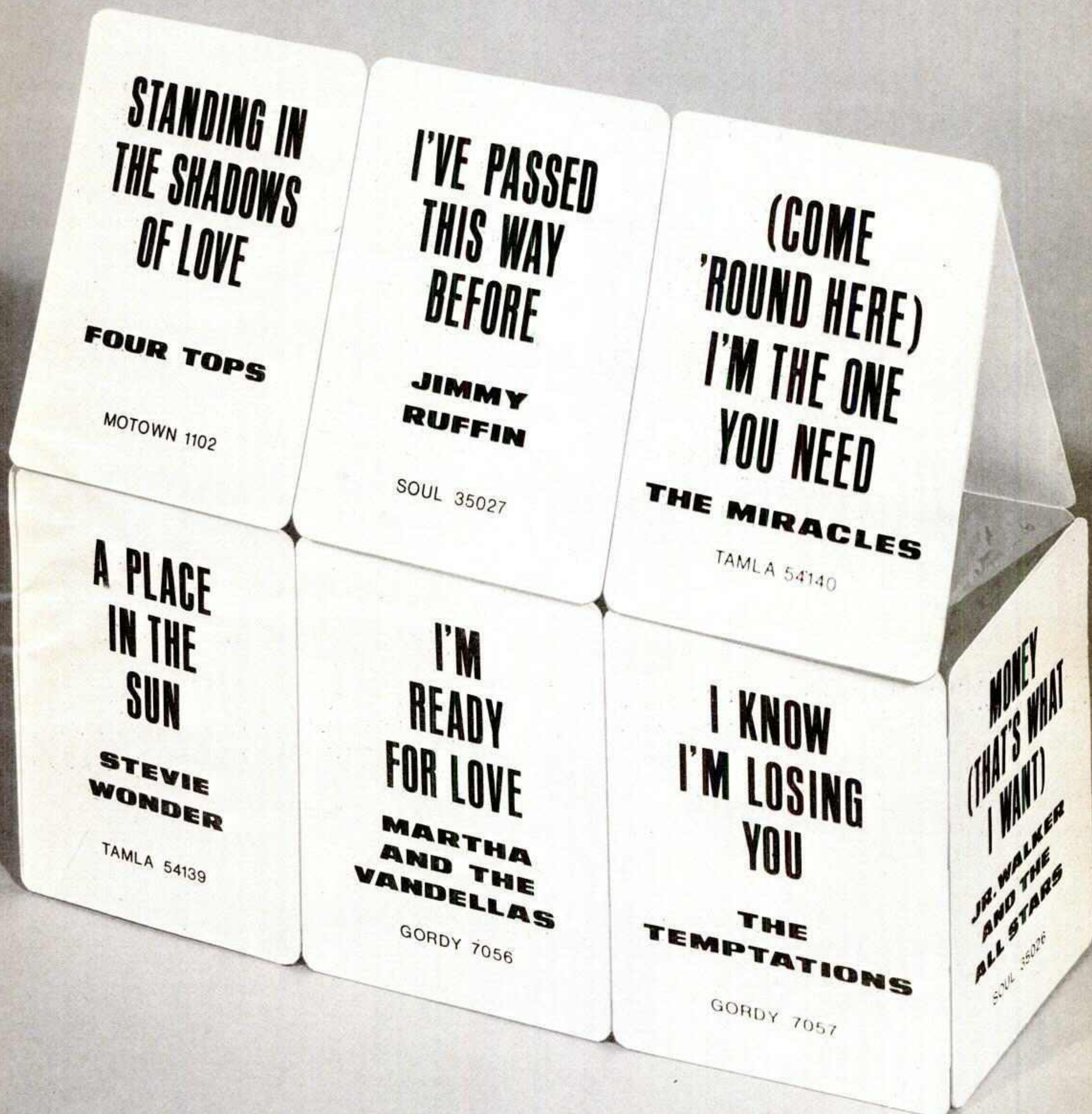
DARLENE LOVE—Too Late to Say You're Sorry (Sea-Lark Ent., BMI). **REPRISE 0534**

THE GREEK FOUNTAINS — Buy You a Chevrolet (Southern, BMI). **MONTEL-MICHELLE 983**

CAL STARR—Johnny Shiloh (Pamper, BMI). **FRATERNITY 974**

THE PENNYPIPER—Penelope (Hastings, BMI). **MGM 13625**

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HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like Winchester Cathedral, Mellow Yellow, Good Vibrations, etc.

Table with columns: Rank, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like But It's Alright, Good Thing, Words of Love, etc.

Table with columns: Rank, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes songs like Please Say You're Fooling, You Can Bring Me All Your Heartaches, The Proud One, etc.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs and artists starting with A through Z.

Table listing songs and artists starting with A through Z.

Table listing songs and artists starting with A through Z.

Table listing songs and artists starting with A through Z.

Table listing songs and artists starting with A through Z.

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FRANKIE LAINE

I'LL TAKE CARE OF YOUR CARES

Arranged by Peter DeAngelis

EV'RY STREET'S A BOULEVARD

Arranged by Oliver Nelson

ABC 10891

Produced By Bob Thiele



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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	2	WINCHESTER CATHEDRAL	New Vaudeville Band, Fontana 1562 (Southern, ASCAP)	6
2	3	3	4	GAMES THAT LOVERS PLAY	Eddie Fisher, RCA Victor 8956 (Miller, ASCAP)	9
3	5	10	17	THAT'S LIFE	Frank Sinatra, Reprise 0531 (Four Star, BMI)	5
4	7	16	35	MAME	Herb Alpert & the Tijuana Brass A&M 823 (Morris, ASCAP)	4
5	4	4	5	A DAY IN THE LIFE OF A FOOL	Jack Jones, Kapp 781 (United Artists, ASCAP)	9
6	2	2	1	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	19
7	11	19	39	GHOST RIDERS IN THE SKY	Baja Marimba Band, A&M 824 (Morris, ASCAP)	4
8	6	6	7	HAWAII (Main Title)	Henry Mancini, His Ork & Chorus, RCA Victor 8931 (United Artists, ASCAP)	10
9	9	7	6	BORN FREE	Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI)	21
10	20	39	—	SUGAR TOWN	Nancy Sinatra, Reprise 0527 (Criterion, ASCAP)	3
11	8	5	3	A TIME FOR LOVE	Tony Bennett, Columbia 43768 (Witmark, ASCAP)	13
12	15	22	36	TIME AFTER TIME	Chris Montez, A&M 822 (Sands, ASCAP)	4
13	13	15	20	A MAN AND A WOMAN	Yomiko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)	8
14	10	8	11	CHANSON D'AMOUR	Lettermen, Capitol 5749 (Thunderbird, ASCAP)	8
15	17	17	18	WALKING HAPPY	Peggy Lee, Capitol 5758 (Shapiro-Bernstein & Co., ASCAP)	9
16	19	25	29	SPANISH NIGHTS AND YOU	Connie Francis, MGM 13610 (Wanessa & Brookings, ASCAP)	5
17	12	9	10	CABARET	Marilyn Maye, RCA Victor 8936 (Sunbeam, BMI)	12
18	18	21	23	A SYMPHONY FOR SUSAN	Arbors, Date 1529 (Karl Kris, ASCAP)	5
19	22	29	40	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	4
20	27	30	—	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	3
21	14	12	13	WISH YOU WERE HERE, BUDDY	Pat Boone, Dot 16933 (Spoone, ASCAP)	9
22	16	11	9	ALL THAT I AM	Elvis Presley, RCA Victor 8941 (Gladys, ASCAP)	11
23	23	14	12	THE WHEEL OF HURT	Al Martino, Capitol 5740 (Morgan-Roosevelt, BMI)	9
24	34	—	—	(Open Up the Door) LET THE GOOD TIMES IN	Dean Martin, Reprise 0538 (Smooth, BMI)	2
25	21	13	8	LOOKIN' FOR LOVE	Ray Conniff Singers, Columbia 43814 (Jay, ASCAP)	12
26	32	34	—	AMANHA	Walter Wanderley, Verve 10421 (Butterfield, BMI)	3
27	—	—	—	CRY	Ronnie Dove, Diamond 214 (Shapiro-Bernstein, ASCAP)	1
28	28	31	—	TINY BUBBLES	Don Ho, Reprise 0570 (Granite, ASCAP)	3
29	30	40	—	IF YOU GO AWAY	Damito Jo, Epic 10061 (Marks, BMI)	3
30	31	33	38	PLEASE SAY YOU'RE FOOLING	Ray Charles, ABC 10865 (Flomar-Baby Monica, BMI)	4
31	33	38	—	SAMBA DE ORFEO (Black Orpheus)	Brass Ring, Dunhill 4047 (Jungnickel, ASCAP)	3
32	—	—	—	DOMINIQUE	Tony Sander & Ralph Young, Capitol 5795 (General Music, ASCAP)	1
33	—	—	—	ANYONE CAN MOVE A MOUNTAIN	Harry Simeone Chorale, Columbia 43926 (St. Nicholas & Videocraft, Ltd., ASCAP)	1
34	35	—	—	A MAN AND A WOMAN	Ferrante & Teicher, United Artists 50101 (Northern, ASCAP)	2
35	—	—	—	WHAT IS A WOMAN	Eydie Gorme, Columbia 43906 (Chappell, ASCAP)	1
36	—	—	—	GALLANT MEN	Senator Everett McKinley Dirksen, Capitol 5805 (Chappell, ASCAP)	1
37	38	—	—	MUSIC AND MEMORIES	Patti Page, Columbia 43909 (Gallico, BMI)	2
38	40	—	—	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	2
39	39	—	—	TURN THE WORLD THE OTHER WAY AROUND	Timi Yuro, Mercury 72628 (Fingerlake, BMI)	2
40	—	—	—	A PLACE IN THE SUN	Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	1



THE BEST OF THE

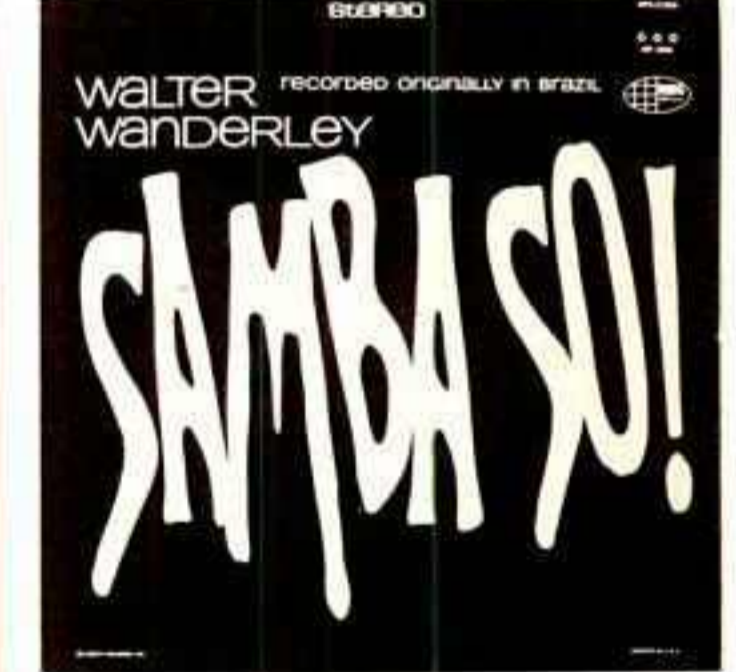
BIG



PJ-10113

&

LITTLE



WP-1856



ON WORLD PACIFIC PACIFIC JAZZ



Blues Project LP Chartbusters

By CLAUDE HALL

NEW YORK—Although the Blues Project was relatively unknown, their first album made the chart. Now, their second LP, "Projections," is one of the hottest sellers in New York, flowing off dealers shelves at the rate of about 10,000 per week, according to Jerry Schoenbaum, head of Verve Folkways Records. This is all the more impressive when you realize the Blues Project has yet to score with a single.

But Sid Bernstein, artists manager and promoter believed the potential of the group was unlimited, and signed them to a personal management contract. The only other group Bernstein has under his management wing is the Young Rascals, a hot act on the Atlantic label. The Young Rascals have just concluded a tour of Europe, including Paris, Belgium, Denmark and Sweden. They performed on the BBC-TV "Ready Steady Go" show and did live shows at the Blaises Club and the Marquee.

The greatness of any group, however, "comes from all the things they do," Bernstein said.



"My Way" by Billy Eckstine (Motown 646M) is a first-class collection of new works in the Eckstine manner, featuring such newcomers as "Once in a Lifetime," "I'll Only Miss Her," and "The Answer Is Love." The single classic, "Lost in the Stars," in a particularly moving and powerful rendition, completes an album that promises to become an outstanding showcase of Mr. B's own brand of music. Eckstine, truly a versatile musician, plays the trumpet, trombone, baritone, flugel horn and valve trombone—all by Olds, the finest in band instruments. (Advertisement)

"Not only their records and live performances, but their writing."

This is why Bernstein, without cutting off the possibility of outside material, has been striving to develop the writing abilities of members of the two groups he manages. The first two records of the Young Rascals were written by outsiders; their second record, "Good Lovin'," by Laurie Burton and Pan Sawyer, went to No. 1. The group's third record, which reached No. 20, was written by the group, as was their fourth record. To capitalize on this inner flow of material, Bernstein formed Slacsar (Rascals spelled backwards) Publishing in which the four Rascals and Bernstein all have equal shares. He has established Project Music on the same basis with the Blues Project.

Do Own Writing

"I have them writing their own material because this is the thing today. All of the great groups—the Rolling Stones, the Beatles, the Lovin' Spoonful—are doing this. I just want them to breakout with some good material. That's where the future is because it would give them more independence . . . they wouldn't have to go searching through publishers' catalogs. It would also give them greater security if they could write their own hit material. The profits in later years from the copyrights is not the determining factor." The Blues Project wrote seven tunes on their latest LP; the Rascals' latest LP, just out, features seven of their own tunes. As part of his development program for the Blues Project, Bernstein has them tak-

ing voice lessons to improve their technique and, because 90 per cent of their dates are college performances, he has also been helping them with staging.

Movie Mapped

Plans for the Young Rascals include a movie, tentatively titled "The Groupies Are Coming." Bernstein has raised about \$250,000 for the color, full-length movie; work on it begins in January with shooting to start in early June in New York. Possibly other record acts will be in the movie. Bernstein is also involved as associate producer in the Broadway-bound musical "Joyful Noise." It's slated to open on Broadway Dec. 11. Liberty Records has the original cast rights.

Bernstein is setting up a firm called Bernstein Production in January to handle movie and musical deals.

All of this activity means that he's having to cut down on promoting shows. In 1965, he did 36 shows; in 1966, only 19. One of these each year, of course, was the show featuring the Beatles at Shea Stadium. He has just offered the Beatles \$500,000 to do two back-to-back shows at Shea in 1967. But he'll do no more than 10 concerts in 1967; two of these, already booked, will star Charles Aznavour, who recently performed three sellout concerts for Bernstein at Carnegie Hall.

The reason Bernstein is promoting less and less, he said, is "because I fell in love with personal management where the risk is completely out of it. It's payday every Friday . . . something I hadn't been used to the previous five years."

Muddy Waters Makes 'Em Stand Up & Dance

NEW YORK—The Hoochie Coochie Man, none other than the great Muddy Waters, opened last week at Steve Paul's intimate boite, The Scene, thereby bringing to New Yorkers one of the most dramatic of blues artists. Muddy is already a legend. On this particular occasion he had his group of Chicago musicians, including pianist Otis Spann (worth the admission alone), and James Clay on drums; Luther (Georgia Boy) Johnson and Sammy Langhorn, guitars, and George Smith, mouth harp.

Signings

Keely Smith signed to long-term contract with Atlantic Records. First recordings by Miss Smith will be issued early next year. Ahmet Ertegun, Atlantic vice-president, will go to the West Coast shortly to arrange for her initial recording sessions. . . . Comedian Jackie Vernon has been added to the United Artists Records roster. A single and an album are scheduled for release early next year. . . . The Shangri-Las have joined Mercury Records. . . . Bobby Diamond signed to a long-term contract with Columbia Records. His first sides, "Usually You" and "Stop," will be released this week. . . . Mac Weisman has re-signed with Dot Records. Newly signed with the company are pianist Frankie Carle and actress-singer Barbara Eden. Carle was formerly with RCA Victor. This is Miss Eden's first disk association.

The style of presentation alternates between discotheque and live music; and the musicians, such as Georgia Boy and Spann are given ample opportunity to show their wares—and together with the Master they put on a great show. With this talent, The Scene comes alive in the late evening and early morning hours. And when we say he comes alive, that is precisely what we mean: The audience becomes involved and participates in the activity. They not only listen; they dance. In addition, The Scene attracts professional dance groups—such as Tommy Johnson and Jonnell, whose terpsichorean art is indeed flashy.

Audience Participates

This type of audience involvement is exactly what Steve Paul is aiming at. His idea is to present great artists in concert—but in a setting where they can be danced to; and he aims at natural audience (Continued on page 24)

Barrie Formed

NEW YORK—Hy Weiss has formed Barrie Records; first artists signed include Thelma Jones and Hector Rivera. In addition, Weiss and Arthur Prysock (whom Weiss now produces for MGM/Verve Records) have formed Hy Art Productions for which Prysock will produce.



HERB ALPERT and the Tijuana Brass set attendance record of 16,997 at the Assembly Hall at the University of Illinois campus. Here, Alpert receives a plaque from Tom Parkinson, ex-Billboard staffer and currently Assembly Hall director. The performance was sold out seven days after the ticket sale started.

The Anita Kerr Style: Soft Sound With Sock

By ELIOT TIEGEL

LOS ANGELES — Anita Kerr's key to success is singing softly. This soft sound is the trademark of the Anita Kerr Singers, the current version working in local studios after blazing a path in Nashville.

A resident of Southern California for the past year, Miss Kerr formed a new singing group in November and recently signed with Warner Bros. Records as an artist.

"It's harder to sing softly because of arrangements, but once you get used to it, it's easier

on your voice," she said, "and ballads sound better when you move in on the mike and sing softly."

"With Anita," added her producer Dick Glasser, "you have to instruct everybody to play softer to accommodate the voices. The trick is to keep everything down."

Turns Up Controls

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

Double-Barrel Concert Given By Judy Collins

NEW YORK—Two different sides of Judy Collins—the pure folk bag and a new, dramatic venture into the theatrical field—were heard by a capacity crowd Saturday night (3) at Carnegie Hall. The first part of the show could have been considered conventional Judy Collins. The Elektra Records artist sang the familiar "Sad Bells of Rhymney" and then went into a new song by folk artist Tom Paxton. The best effort in this part of the show was "The Coming of the Roads" written by country music artist Billy Ed Wheeler, but "Mr. Tambourine Man" and "The Dove," a Jacques Brel song featuring cello and bowed bass, were also outstanding. Bruce Langhorne, accompanied her on guitar in superb fashion.

In the second half of the show, Miss Collins was accompanied by a small orchestra and the music leaned on woodwinds and had a theatrical touch. Her new record, "Hard Lovin' Loser," a pop-accented tune came in here. She followed with "What the World Needs Now Is Love."

CLAUDE HALL

WHAT DAILIES SAID ABOUT "I DO! I DO!"

"I Do! I Do!," the musical starring Mary Martin and Robert Preston, which is being released as an original cast album by RCA Victor, opened on Broadway last week to a majority of rave notices. Billboard's review appears elsewhere in this issue. Following are excerpts from the New York newspaper reviews:

TIMES: ". . . your passion for it is going to depend heavily upon the depth of your devotion to two of the fastest starting sprinters the contemporary stage has known."

NEWS: ". . . a charming, disarming comedy-with-music, beautifully played. Tom Jones has added some gently humorous song lyrics and Harvey Schmidt has set the lyrics to some companionable and occasionally artful music."

POST: ". . . charming, tuneful, warm-hearted and delightful. It is a thoroughly winning evening of enchantment presented with taste and imagination."

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

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Hit Single by Pucho

"CANTELOPE ISLAND" #426

Moving! #7490

"FREDDIE ROACH SOUL BOOK"

Action single by Freddie Roach

"YOU'VE GOT YOUR TROUBLES"

#429

**PRESTIGE
RECORDS INC.**



203 So. Washington Ave.
Bergenfield, New Jersey

The Anita Kerr Style: Soft Sound With Sock

• Continued from page 22

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

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

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

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

Own Arranger

As vocal group leader, she writes all the arrangements to fit her soft sound. As an independent packager, she came up with the Mexicali Singers which WB releases. This is a large vocal sound, imitating instruments and propelled by a heavier beat than usual for a Kerr group.

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

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

Muddy Waters Makes 'Em Dance

• Continued from page 22

participation. Paul also encourages participation by professional groups and individual artists—and among those who have sat in are Paul Butterfield and his Blues Band, Sammy Davis Jr., etc. It's an interesting concept, and one which is providing the customer a great evening at the modest admission of \$2.

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

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

ABC Will Wax the Finals Of College Music Festival

MIAMI BEACH, Fla.—The Intercollegiate Music Festival

three months before recording the baroque LP to establish the correct vocal blend.

Miss Kerr is considering developing a nightclub act for the group. "We've always been thought of as a background group (primarily through her Nashville sessions). But I would like the group to have a foreground identity."

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

Competing at the Miami Beach Auditorium event will be the winners of the Villanova Jazz Festival, held in February; the Cerritos College Jazz Festival, the Midwest College Festival, and the Little Rock Jazz Festival, all held in March; and the Mobile Jazz Festival and Intermountain event of Salt Lake City, held in April.

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

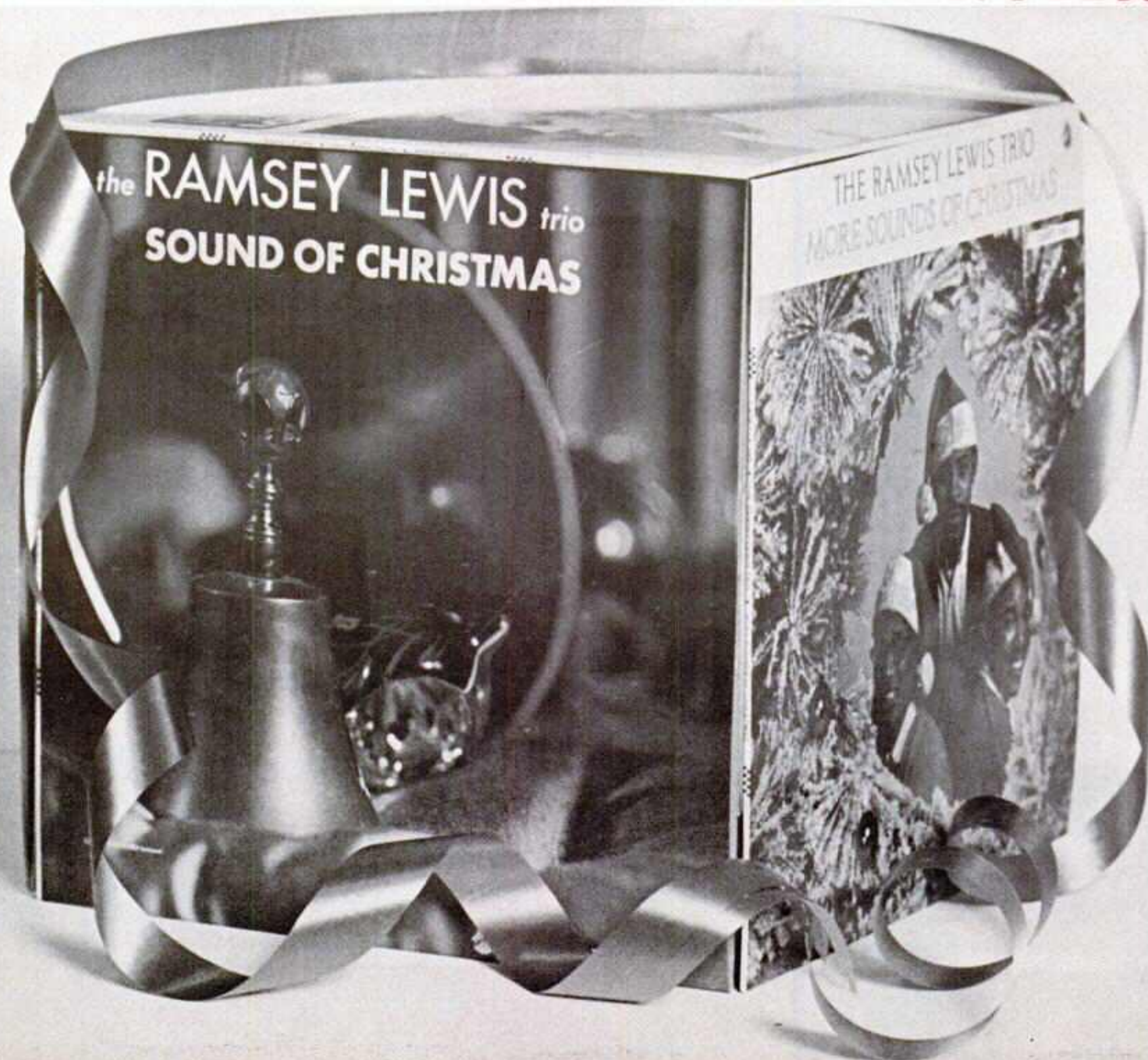
The six festivals feature the best—selected from tapes—of more than 3,000 student performers from schools in 50 States. More than 1,000 are selected to participate at the regional fests and it is expected that almost 200 finalists will make the trip to Miami Beach in May.

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

Say You Saw It in
Billboard

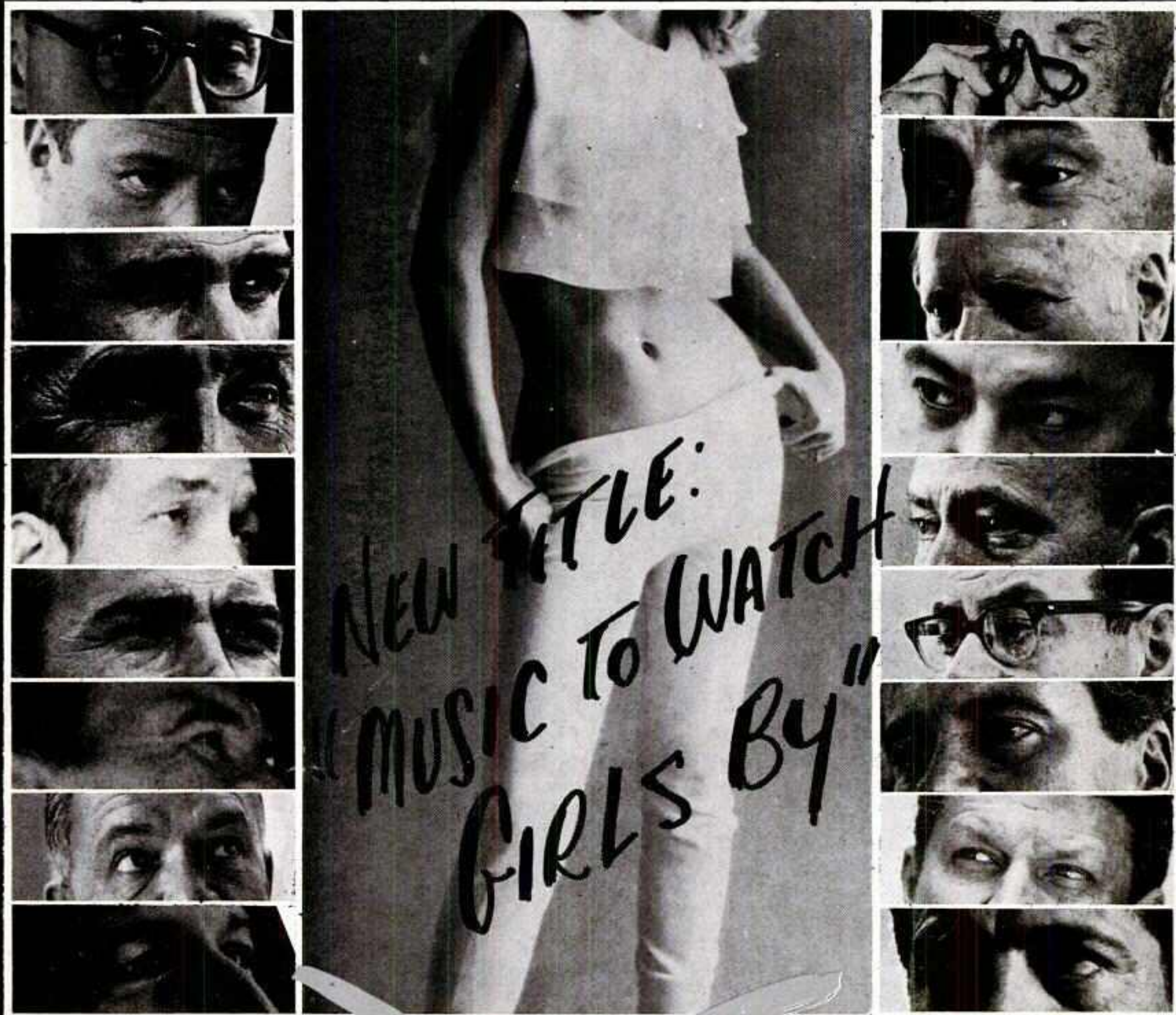
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RADIO-TV programming

CBS-FM Offers Service to Aid Small Markets With Separation

NEW YORK — CBS-FM's "Young Sound" syndication package is launching a new sales policy for small markets designed to help them separate their FM programming from their AM operation.

The Federal Communications Commission ruling about AM-FM separation applies only to those markets serving populations of 100,000 or more. However, Bill Greene, who heads up the FM programming for CBS, found in a recent series of speeches across the nation for the National Association of Broadcasters that broadcasters in markets smaller than 100,000 also wanted to separate FM programming from AM. The problem, said Greene, is that many couldn't afford the base price for the "Young Sound." Prices, according to market size, vary from a low normally of \$400 per month to \$12,000 a year in markets of a million or more population.

Last week, CBS-FM began

offering the programming service to small markets on a three-for-one deal. A broadcaster can contract the service for \$7,200 a year and share the service and cost with two other broadcasters in similar markets; the cost is thus about \$200 each per month.

Music played includes tunes by Tijuana Brass, Four Preps, Percy Faith, Petula Clark and Chet Atkins. Many people have referred to the "Young Sound" as chicken-rock programming. But Greene, who spent a year on CBS' FM project, said the "sound" wasn't merely the softer tunes of today's current production of records. "It was obvious to me that FM should be used for music and it should be stereo. An air check of CBS-owned stations and others showed classical music and pop-standard formats; these areas were entirely occupied.

Elvis Nostalgia

"I soon realized, however, that they were playing the mu-

sic... music that had nostalgia for my own youth. But no one was playing music for the 70 million who'd grown up since the advent of Elvis Presley. Those people had no radio station to turn to."

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

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

New records are selected by Bill Wheeler, John De Witt, and Greene. When it passes muster, it's cataloged on a card (see illustration) according to title, artist, tempo, music key, time, style, mood, year, composer, publisher and performance society. Also, possibilities for segueing in and out of the record are noted since the "Young Sound" is continuous music. There is even music under the one-minute commercial spots situated every 15 minutes in case it's not sold. Besides these four one-minute spots, there's the possibility of dovetailing another minute spot on the end of an hour's programming.

Money-Maker

"The commercial schedule we've built in is flexible and they can make money. We fully expect to sell out on all CBS-FM - owned stations," said Greene. Jim McQuade, formerly program director of WCBS, New York, has been hired to handle sales for the FM programming.

CBS-FM provides each of its owned operations and the stations who subscribe to the service with a basic library of 180 hours of music on one-hour reels. This library is "refreshed" at the rate of 20 hours a month and "after the station receives the new tapes, we retire 20 hours to get them out of circulation." Stations vary by the pro-

(Continued on page 32)



THE OPENING OF BUDDY RICH recently at Basin Street East, New York, was highlighted by on-stage appearances and performances by NBC-TV network personality Johnny Carson and Tony Bennett. In back, from left, are Tom Rogan, promotion man for Liberty Records; Dave Clark, of the Dave Clark Five, and Rich. In front are Carson, left, and Bennett.

WUST Gaining With A Soft Soul Format

WASHINGTON—One of the newest formats on the scene, just debuted by WUST in nearby Bethesda, Md., is "Soft Soul" and the station reports a large audience increase already. The 250-watt daytime operation ran into problems trying to compete in the r&b market against two 24-hour stations — WOL and WOOK. An experiment at programming the softer r&b sounds in singles mixed with album artists like Sam Cooke, Ella Fitzgerald, Lou Rawls, Frank Sinatra, Count Basie, Tony Bennett, Nancy Wilson and Percy Faith, received good response and the station began aiming its programming about two weeks ago primarily toward an adult Negro audience.

Programming is about 90 per cent from albums, but basically the same staff handling air chores. Bill Johnson is program director. The station is ostensibly the first to adopt an Easy

Listening r&b format. Singles are being featured by artists like the Young Holt Trio, Percy Sledge, the Roylettes, the Vibrations, Joe Cuba, Stevie Wonder and Lenny Welch. The stations beams also the softer rock tunes and some blues. The station was formerly a hard r&b station.

WNBC-FM Tapes

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

TEMPO F	TITLE: MONDAY, MONDAY	IDENT. No. F-F-B ^b
KEY B ^b -B-C	ARTIST: PETULA CLARK	LIBRARY No. 1645 WS 1645 WB
TIME 2:52-T	SEGUE: IN 1 opens with Heavy tympani adds to intensity	cross
STYLE MR	SEGUE: OUT 10 cross with words	1-30 break could be used to insert another version of same song
MOOD MH	COMMENTS: GOOD BEAT - GOOD ORCHESTRATION	3 phrases
"GEM"	COMPOSER & AUTHOR: J.E.A. PHILLIPS	ENSEMBLE F-O (CC)
YEAR 1966	PUBLISHER: TROUSDALE MUSIC PUB.	RECORD Co. W. B.
MAMA & THE PAPAS Husk	LICENSE via ASCAP	BMI X SESAC

EVERY RECORD IN the extensive "Young Sound" library of CBS-FM receives the above type of treatment. Upper right-hand corner denotes: Female Fast in B flat. Mood is Moderately High. Style is Moderate Rock. Ensemble block denotes Female with Orchestral Accompaniment and Choral Background. Lower left-hand corner shows who made the song famous, when, and how long it was on the charts.

DeWitt Sees '67 as Quality Format Year

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

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

in 1967, "you will see more quality programming initiated in one year than has been seen in a decade." For one thing, he said, the FCC ruling regarding affected stations in small markets as well as large. There is a greater awareness now of FM, no matter what the population of the market, he said.

The conference of non-commercial broadcast personnel was held at the University of Illinois. DeWitt, who spent five years in non-commercial FM radio (WRVR-FM and WBAI-FM, both in New York) before joining CBS-FM, felt that as a result of the stepped-up drive for inventive and sophisticated programming by commercial stations, "non-commercial stations will be placed under new and greater pressure to maintain their own standards of excellence for their specific audience groups. He urged non-commercial broadcast personnel to recognize the quality programming efforts of new commercial FM stations, and use them as inspiration to perfect their own traditional role in FM radio.

NARA Mailing LP's to Members

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

WSEN Has Country Jumping

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

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

WSEN wrapped up a solid first place as the major influence on country music record sales in the Syracuse area; the 250-watt daytimer received 68 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives in the latest Radio Re-

sponse Rating survey. The station's Fred Lewis was the major deejay influence on country music record sales with 65 per cent of the votes in this category.

Slight Competition

This heavy majority of the votes indicates that WSEN has only slight competition in its drive to reach a given segment of the Syracuse population. It was this given segment that WSEN decided to aim at back in 1962 when it was "at the bottom" in a market of eight AM and two FM stations. Stockdale said that, upon surveying the area, the management decided the station needed an exclusive or "pinpointed" audience format in order to survive. They tried country music; within six months the station had climbed to about third in the market and has remained high ever since. Though only 250 watts, it reaches as far as 50 miles with its signal. The station has just received permission for FM and will be on the air by February, broadcasting on FM from 5 a.m. to midnight. It will not be stereo,

but, to cover any possibility for the future, the equipment will be capable of stereo.

Modern Approach

The secret to WSEN's success lies, Stockdale felt, in a modern approach to country music, but without the "super-sell of the top 40 sound." We

(Continued on page 34)



VISITING KHJ IN Los Angeles. Seen with air personality Don Steele, center, are Sonny and Cher, Atlantic Records duo.

CBS-FM Offers Service to Aid Small Markets With Separation

• Continued from page 26

programming tapes according to a provided schedule to make them seem constantly new to the listener.

Greene said that this concept of FM programming came "because we had an idea of what not to do from listening to AM radio. And I still think, after a year, that our concept is one heck of a concept."

DeWitt and Raili Syreeni program the tapes. Greene gets

a program-sheet and the tapes to take home each weekend. The next week, things are discussed, altered if necessary, and a master is made.

Sinatra Made It

On a given week, the operation may turn out seven hours of tape; another week, only two hours. Last week, the first Frank Sinatra tune—"Strangers in the Night"—was placed on tape sandwiched in between the beginning and the end of another version of the tune.

"We're very much interested in new sounds and in keeping in keeping the music current," Greene said, "but not at the expense of hits. We want to inject these new records into the Young Sound as soon as we feel they have some stability. I went immediately, for example, for 'Winchester Cathedral.'" But John DeWitt felt it ought to mature and it didn't get into last month's tapes." Greene felt the "Winchester" sound is going to be as big as the "Tijuana Brass" sound.

"I'm very interested in hearing new songs; we expect to be a force in the record music industry and here's why: As of

January 1, we will be heard in markets that represent over 50 per cent of the nation's population. Any given record that reaches the Young Sound catalog will be around for nine months in our programming and be played at the minimum of six or seven times a month."



GARY McCOLMAN, afternoon personality of country-formatted CFGM, Toronto, interviews John Duffy, right, of the Country Gentlemen; the Rebel Records band were appearing at the local Horseshoe nightclub. Rebel is distributed by Caravan Record Sales.

Corn Belt Pub. Sells WAAF

CHICAGO — Radio station WAAF, recipient of most votes in the recent Billboard Radio Response Rating survey of the market for influencing jazz record sales, has been sold by the Cornbelt Publishing Co. to a new corporation formed by Ralph Atlas, a soon-to-retire vice-president with Group W. Atlas said that the station's jazz format would continue pending research into the market.

Involved with Atlas in the purchase, for a reported \$900,000, are MS Distributing Co. president Milt Salstone and attorney Bill Friedman.

The acquisition is subject to approval by the FCC.

WKOP Splits Play

BINGHAMPTON, N. Y.—WKOP has launched split programming—country music from 5:30 a.m. to 6 p.m., Hot 100 records from 7:15 p.m. to midnight.

Overmyer Show to Bow

NEW YORK — The Overmyer Network two-hour music show, which will originate each week from a different dining room in 10 of the major resort hotels, has been contracted by 123 TV stations, according to network President Oliver E. Treyz. Of these stations, 104 are VHF.

The show has no emcee yet, but negotiations are under-way. It launches April 3. Programs will be taped in color in the afternoons and fed via phone lines at 11 p.m. (Eastern Standard Time) Monday through Friday. In New York, WPIX-TV will carry the shows; in Los Angeles, KHJ-TV; in Dallas-Fort Worth, KRLD-TV; in San Diego, KOGO-TV.

WHEN Takes First

• Continued from page 31

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

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

The new programming concept includes a book of programming selections designed for different periods of the day such as during traffic time, the afternoon, the evening, and the weekends. The station is aiming for consistency of sound through this type of programming.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago December 18, 1961

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

POP SINGLES—10 Years Ago December 15, 1956

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

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

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

POP LP'S—5 Years Ago December 18, 1961

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

RADIO-TV mart

RATES

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

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RADIO-TV MART, Billboard
188 W. Randolph St., Chicago, Ill. 60601

HELP WANTED

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

ANNOUNCER — MORNING MAN needed for top 40 format station in metropolitan market. Good salary for right man plus extra income from upcoming TV operation. Send tape and resume to Box 267, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

SALES UP 307%

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

KWIZ

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

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

SITUATION WANTED

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

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

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

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

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

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

Say You Saw It in
Billboard

WQXR Ads on AM Format

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

The station is spending \$150,000 to announce the new AM format, which will hinge on light classics predominantly, with some Broadway show music, some jazz and folk. WQXR-FM will be kept strictly classical. The reason that the station is switching AM formats instead of FM is that its audiences on both mediums is about the same; the FM broadcasts in stereo.

NAB PROMO ON TRANSISTORS

WASHINGTON — The National Association of Broadcasters is kicking off an industry-wide "Swing Into Spring With a Portable Radio" campaign to encourage every family to own a battery-operated AM-FM portable radio. All NAB members will be mailed a kit, which includes jingles, early next year for use during a 13-week period beginning March 1. A second campaign, "America on the Go," will be used for a 13-week period beginning Aug. 1 to emphasize the vacation aspects of portable radios.

WYNR, FMer Bow

BRUNSWICK, Ga.—WYNR and WYNR-FM just bowed with a country music format. The station is beaming 18 hours a day and needs classics, new releases and religious records, reports music director Dick McCoy.



ORCHESTRA LEADER SAMMY KAYE got a receptive radio turnout during his recent stint at New York's Riverboat nightclub. From left: Martin Block, of WOR; Steve White, NBC's Monitor; Kaye; Art Ford, of WPIX-FM; Ted Lawrence, of ABC-FM, and John Lisner, of WPIX-FM.

Super SOUL.



"That's How Strong My Love Is"

4-43857

by

Mattie Moultrie

Talk about super

This single is sweeping R & B radio stations
and breaking top 40!

Where the spirit moves you. On COLUMBIA RECORDS 

RADIO-TV PROGRAMMING

WSEN Has Country Jumping

• Continued from page 26

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

and his wife Robbie write tunes and she was just signed to Pamper Music, Nashville. Lewis, Williams, and Rick Ryder all perform in the area. Bill O'Rand, a new deejay, is not a performer; he'll be handling the FM air chores once it goes into operation.

WSEN does well in both local and national billings, said Stockdale. The national accounts were difficult to obtain at first, but "more and more are buying. Not because we're country, but because we've got ratings. They've come to realize this is a segment of the audience they can't ignore. Too, demographics that have been published about the country music fan, have helped."

As part of its promotions, the station sponsored seven live talent shows during the past year, usually drawing audiences from 4,000 to 7,000. The last show, however, drew only 2,000 and the station plans to do fewer, but better shows in the coming year.

Launch Monthly Jazz Bulletin

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

MGM's Big Push On Lainie Kazan

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

WGH Tower

NEWPORT NEWS, Va. — WGH has begun construction of new tower facilities which will permit the station to broadcast in FM stereo. Stereo programming, probably on the air by October 1967, will include classical and jazz.

A Hit in the Making!!!

THE KIT KATS
"Let's Get Lost
On A
Country Road"

JAMIE 1326



JAMIE/CUYDEN DIST. CORP.
Philadelphia, Pa. 19123

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TOP SELLING R & B SINGLES

Billboard SPECIAL SURVEY for Week Ending 12/17/66

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BMI)	6
2	3	I'M READY FOR LOVE Martha & the Vandellas, Gordy 7056 (Jobete, BMI)	6
3	11	(I Know) I'M LOSING YOU The Temptations, Gordy 7057 (Jobete, BMI)	4
4	6	(Come 'Round Here) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BMI)	4
5	2	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	10
6	12	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	6
7	13	A PLACE IN THE SUN Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	5
8	10	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	7
9	4	DON'T BE A DROP-OUT James Brown & His Famous Flames, King 6056 (Dynamone, BMI)	10
10	17	HOLY COW Lee Dorsey, Amy 965 (Marsaint, BMI)	5
11	8	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BMI)	17
12	7	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamelrosa, BMI)	12
13	5	I'M YOUR PUPPET James & Bobby Purify, Bell 649 (Fame, BMI)	13
14	14	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	11
15	15	COME BACK 5 Star-Steps, Windy C 603 (Camad, BMI)	7
16	38	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Olrap, BMI)	3
17	21	AM I A LOSER Eddie Holman, Parkway 106 (Harthon/Cameo, Parkway, BMI)	6
18	25	MUSTANG SALLY Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BMI)	3
19	16	PEAK OF LOVE Bobby McClure, Checker 1156 (Chevis, BMI)	6
20	9	HEAVEN MUST HAVE SENT YOU Elgins, V.I.P. 25037 (Jobete, BMI)	13
21	19	WHAT BECOMES OF THE BROKENHEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	20
22	40	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	4
23	23	I BET'CHA (Couldn't Love Me) Manhattans, Carnival 522 (Sanavan, BMI)	7
24	22	SECRET LOVE Billy Stewart, Chess 1978 (Remick, ASCAP)	9
25	34	TRY A LITTLE TENDERNESS Otis Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	2
26	33	FORGET ABOUT ME Prince Harold, Mercury 72621 (Screen Gems-Columbia, BMI)	4
27	39	WE GOT A THING THAT'S IN THE GROOVE Capitols, Karen 1526 (McLaughlin, BMI)	3
28	44	CRY LIKE A BABY Aretha Franklin, Columbia 43827 (Blackwood, BMI)	5
29	30	DEVIL WITH AN ANGEL'S SMILE Intruders, Gamble 203 (Razorsharpe, BMI)	5
30	49	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	3
31	24	HYMN 5 Mighty Hannibal, Shurfine 021 (Bold Lad, BMI)	6
32	48	YOU GOT ME HUMMIN' Sam & Dave, Stax 204 (Pronto/East, BMI)	2
33	32	BANG! BANG! Joe Cuba Sextet, Tico 475 (Cordon, BMI)	10
34	43	I'M GLAD I WAITED Players, Minit 32012 (Alstein, BMI)	3
35	35	MONEY (That's What I Want) Jr. Walker & the All Stars, Soul 35026 (Jobete, BMI)	4
36	18	LOVE IS A HURTIN' THING Lou Rawls, Capitol 5709 (Rawlous, BMI)	16
37	50	BABY, WHAT I MEAN Drifters, Atlantic 2366 (Unart, BMI)	2
38	45	BACK IN THE SAME OLD BAG AGAIN Bobby Bland, Duke 412, (Don, BMI)	2
39	20	SHAKE YOUR TAMBOURINE Bobby Marchan, Cameo 429 (Tree, BMI)	11
40	42	TRY MY LOVE AGAIN Bobby Moore's Rhythm Aces, Checker 1156 (Arc, BMI)	3
41	46	MY BABY'S GONE Donald Height, Shout 204 (Web IV, BMI)	4
42	37	BOOKER-LOO Booker T & the MG's, Stax 196 (East-Bell, BMI)	5
43	47	HOW MUCH PRESSURE (Do You Think I Can Stand) Roscoe Robinson, Wand 1143 (Flomar-Scoe, BMI)	3
44	—	ARE YOU LONELY FOR ME Freddy Scott, Shout 207 (Web IV Music, BMI)	1
45	—	KARATE Emperors, Mala 543 (Wilson, BMI)	1
46	—	ALVIN'S BOO-GA-LOO Alvin Cash & the Registers, Mar-V-Lus 6014 (Vapac, BMI)	1
47	—	YOU CAN BRING ME ALL YOUR HEARTACHES Capitol 5790 Lou Rawls (Raw-Lou, BMI)	1
48	—	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	1
49	—	THAT'S LIFE Frank Sinatra, Reprise 0531 (4 Star, BMI)	1
50	—	DO IT RIGHT NOW Roscoe Robinson, Wand 1143 (Flomar-Scoe, BMI)	1

TOP SELLING R & B LP's

Billboard SPECIAL SURVEY for Week Ending 12/17/66

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	16
2	2	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	24
3	4	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	13
4	3	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	11
5	6	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	17
6	8	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	34
7	5	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	17
8	7	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	16
9	9	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABCS 550 (S)	12
10	12	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	5
11	11	CARLA Carla Thomas, Stax 709 (M); SD 709 (S)	9
12	10	ON TOP Four Tops, Motown MLP 647 (M); SLP 647 (S)	17
13	14	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S)	16
14	19	HE'LL BE BACK Players, Minit LP 40006 (M); LP 24006 (S)	5
15	15	A COLLECTION OF 16 BIG HITS, VOL. 5 Various Artists, Motown M 651 (M); S 651 (S)	5
16	16	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	5
17	—	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	1
18	—	AWAY WE A' GO-GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	1
19	23	"BUCKET" Jimmy Smith, Blue Note BLP 4235 (M); BST 84235 (S)	3
20	17	TENDER LOVING CARE Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	17
21	22	AND NOW! Booker T & the MG's, Stax 711 (M); S 711 (S)	3
22	25	TENDER GENDER Kenny Burrell Quartet, Cadet LP 772 (M); LPS 772 (S)	2
23	21	ROAD RUNNER Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	17
24	13	THE NEW LEE DORSEY Amy 8011 (M); 8011 (S)	8
25	—	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	1

Bobby HEBB



his 3rd hit in a row!

LOVE ME

40421

Produced by: Jerry Ross



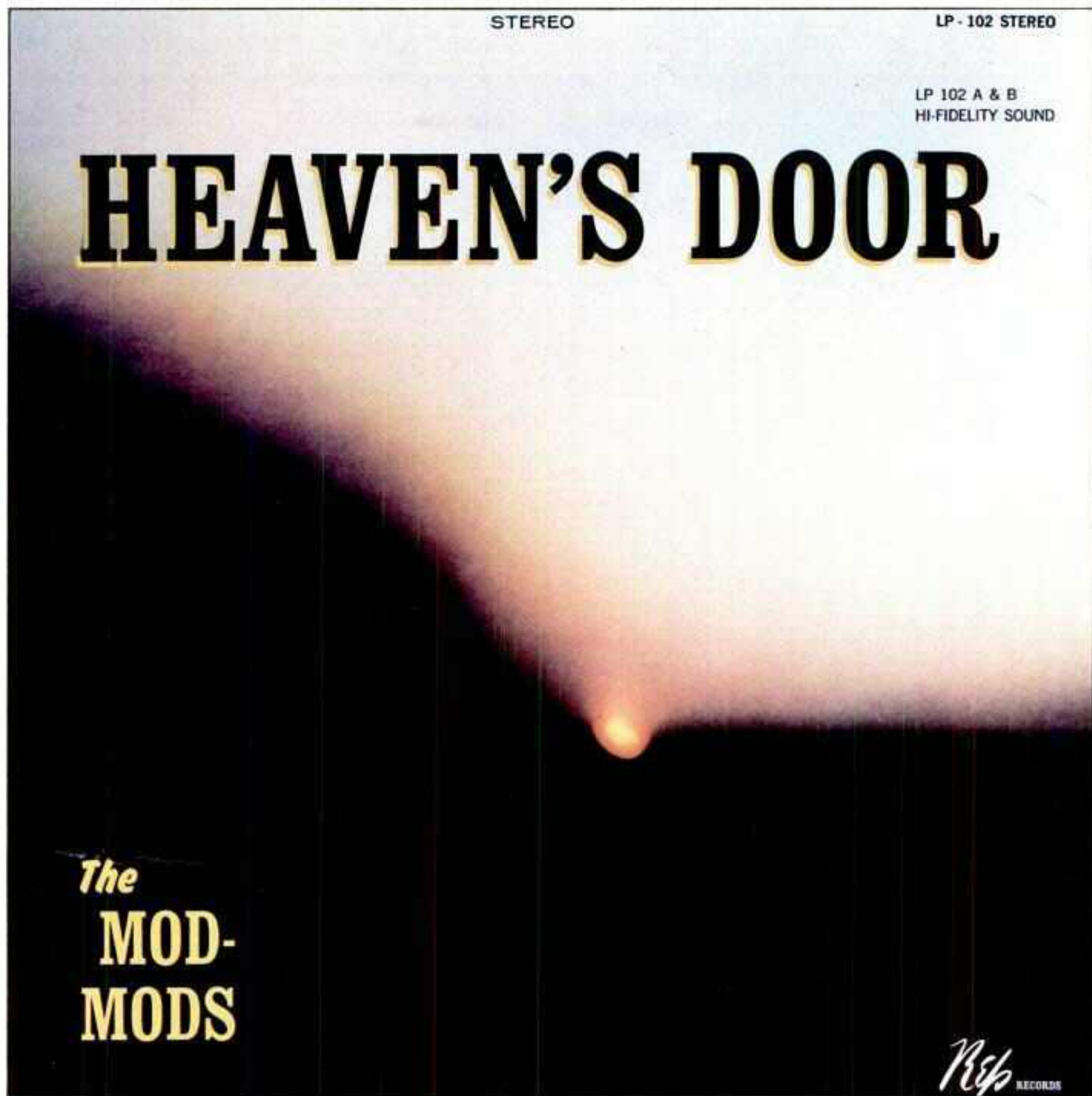
BEST SELLING CHRISTMAS LP'S

1. **THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
2. **MERRY CHRISTMAS**—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
3. **MERRY CHRISTMAS**—Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
4. **THE DEAN MARTIN CHRISTMAS ALBUM**—Reprise R 6222 (M); RS 6222 (S)
5. **ELVIS' CHRISTMAS ALBUM**—Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
6. **NOEL**—Joan Baez, Vanguard VRS 9230 (M); VSD 79230 (S)
7. **MERRY CHRISTMAS**—Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
8. **THE CHRISTMAS SONG**—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
9. **HAVIDAD MEANS CHRISTMAS**—Eydie Gorme & Trio Los Panchos, Columbia CL 2557 (M); CS 9357 (S)
10. **SONGS FOR A MERRY CHRISTMAS**—Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
11. **SEASON'S GREETINGS FROM PERRY COMO**—RCA Victor LPM 2066 (M); LSP 2066 (S)
12. **THE SOUND OF CHRISTMAS**—Ramsey Lewis Trio, Cadet CLP 687 (M); CLPS 687 (S)
13. **MERRY CHRISTMAS**—Supremes, Motown 638 (M); ST 638 (S)
14. **MORE SOUNDS OF CHRISTMAS**—Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)
15. **O BAMBINO/THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, Kapp KL 1450 (M); KS 3450 (S)
16. **JAMES BROWN SINGS CHRISTMAS SONGS**—King 1010 (M); 1010 (S)
17. **SONGS FOR CHRISTMAS**—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
18. **JOHN GARY CHRISTMAS ALBUM**—RCA Victor LPM 2940 (M); LSP 2940 (S)
19. **JACK JONES CHRISTMAS ALBUM**—Kapp KL 1399 (M); KS 3399 (S)
20. **HOLIDAY CHEER**—Dean Martin, Capitol T 2343 (M); ST 2343 (S)
21. **CHRISTMAS WONDERLAND**—Bert Kaempfert & His Ork, Decca DL 4441 (M); DL 7444 (S)
22. **HERE WE COME A-CAROLING**—Ray Conniff & the Singers, Columbia CL 1701 (M); CS 8501 (S)
23. **MERRY CHRISTMAS**—Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
24. **CHRISTMAS TIME**—Roger Williams, Kapp KL 1164 (M); KS 3048 (S)
25. **HOLIDAY SING ALONG WITH MITCH**—Mitch Miller & the Gang, Columbia CL 2406 (M); CS 8501 (S)
26. **A MERRY MANCINI CHRISTMAS**—Henry Mancini Ork & Chorus, RCA Victor LPM 3612 (M); LSP 3612 (S)
27. **CHRISTMAS WITH BUCK OWENS**—Capitol T 2396 (M); ST 2396 (S)
28. **KATE SMITH CHRISTMAS ALBUM**—RCA Victor LBE 3607 (M); LSP 3607 (S)
29. **CHARLES BROWN SINGS CHRISTMAS**—King 775 (M); (No Stereo)
30. **BEACH BOYS' CHRISTMAS ALBUM**—Capitol T 2164 (M); ST 2164 (S)
31. **IN THE CHRISTMAS SPIRIT**—Booker T. & the M.G.'s, Stax 713 (M); SD 713 (S)
32. **THE VENTURES CHRISTMAS ALBUM**—Dolton BLP 2038 (M); CS 8021 (S)
33. **CHRISTMAS WITH CHET ATKINS**—RCA Victor LPM 2423 (M); LSP 2423 (S)
34. **CHRISTMAS CAROLS OF EUROPE**—Prague Madrigal Singers, Crossroads 22160053 (M); 22160054 (S)
35. **CHRISTMAS IS PERCY FAITH**—Columbia CL 2577 (M); CS 9377 (S)

36. **WISHING YOU A MERRY CHRISTMAS**—Andre Kostelanetz/St. Killan Boychoir, Columbia ML 6179 (M); MS 6779 (S)
37. **JIMMY DEAN'S CHRISTMAS CARD**—Columbia CL 2404 (M); CS 9204 (S)
38. **WINTER WONDERLAND**—Earl Grant, Decca DL 4677 (M); DL 74677 (S)
39. **FOR CHRISTMAS THIS YEAR**—Lettermen, Capitol T 2587 (M); ST 2587 (S)
40. **CHRISTMAS WITH THE CHIPMUNKS**—Liberty LRP 3256 (M); LS 7256 (S)
41. **CHRISTMAS HYMNS AND CAROLS**—Robert Shaw Chorale, RCA Victor LPM 2139 (M); LSC 2139 (S)
42. **JOLLY CHRISTMAS FROM FRANK SINATRA**—Capitol W 894 (M); DM 894 (S)
43. **CHRISTMAS GREETINGS FROM THE MANTOVANI ORK**—London LL 3338 (M); PS 3388 (S)
44. **SONGS OF CHRISTMAS**—Norman Luboff, Columbia CL 926 (M); CS 8816 (S)
45. **SOUNDS OF CHRISTMAS**—Johnny Mathis, Mercury MG 20837 (M); SR 69337 (S)
46. **MERRY CHRISTMAS FROM JACKIE WILSON**—Brunswick BL 54112 (M); BL 754112
47. **HAVE YOURSELF A SOULFUL CHRISTMAS**—Kenny Burrell, Cadet LP 779 (M); LPS 779 (S)
48. **HEART OF CHRISTMAS**—Sergio Franchi, RCA Victor LPM 3437 (M); LSP 3437 (S)
49. **TWELVE SONGS OF CHRISTMAS**—Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
50. **CHRISTMAS CAROLS AROUND THE WORLD**—Mormon Tabernacle Choir, Columbia ML 5684 (M); MS 6284 (S)

BEST SELLING CHRISTMAS SINGLES

1. **THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox 429
2. **SLEEP IN HEAVENLY PEACE (Silent Night)**—Barbra Streisand, Columbia 43896
3. **IF EVERYDAY WAS LIKE CHRISTMAS**—Elvis Presley, RCA Victor 8950
4. **PLEASE COME HOME FOR CHRISTMAS**—Charles Brown, King 5405
5. **MERRY CHRISTMAS BABY**—Charles Brown, Hollywood 1021
6. **JINGLE BELL ROCK**—Bobby Helms, Decca 30513
7. **LONESOME CHRISTMAS**—Lowell Fulson, Hollywood 1022
8. **THE CHRISTMAS SONG**—Nat King Cole, Capitol 3561
9. **WHITE CHRISTMAS**—Bing Crosby, Decca 23778
10. **SWEET LITTLE BABY BOY**—James Brown & His Famous Flames, King 6065
11. **BAREFOOT SANTA CLAUS**—Sonny James, Capitol 5733
12. **CHRISTMAS SONG**—James Brown & His Famous Flames, King 6064
13. **ALL I WANT FOR CHRISTMAS IS YOU**—Carla Thomas, Stax 206
14. **ROCKIN' AROUND THE CHRISTMAS TREE**—Brenda Lee, Decca 30776
15. **BLUE CHRISTMAS**—Elvis Presley, RCA Victor 0647
16. **LITTLE DRUMMER BOY**—Joan Baez, Vanguard 35046
17. **WHITE CHRISTMAS**—Drifters, Atlantic 1048
18. **SILENT NIGHT**—Bing Crosby, Decca 23777
19. **SILVER BELLS**—Al Martino, Capitol 5311
20. **SILVER BELLS**—Earl Grant, Decca 25703
21. **JINGLE BELLS**—Booker T. & the M.G.'s, Stax 203
22. **SILVER BELLS**—Bing Crosby, Decca 27229
23. **WINTER WONDERLAND**—Ramsey Lewis, Cadet 5337
24. **SOME DAY AT CHRISTMAS**—Stevie Wonder, Tamla 54142
25. **CHRISTMAS TEARS**—Freddy King, Federal 12439
26. **I'LL BE HOME FOR CHRISTMAS**—Brothers Four, Columbia 43919
27. **RUDOLPH THE RED-NOSED REINDEER**—David Seville & the Chipmunks, Liberty 55289



LP 102 MONO & STEREO



LP 104 MONO & STEREO

**HEARD
FIRST
ON THE
GARY OWEN SHOW - KMPC IN HOLLYWOOD**

GEORGE JAY NATIONAL PROMOTION, 6290 W. SUNSET BLVD., HOLLYWOOD 28, CALIFORNIA

REP RECORDS, 2192 BRONSON HILL DRIVE, HOLLYWOOD, CALIFORNIA

ALBUM REVIEWS (continued)

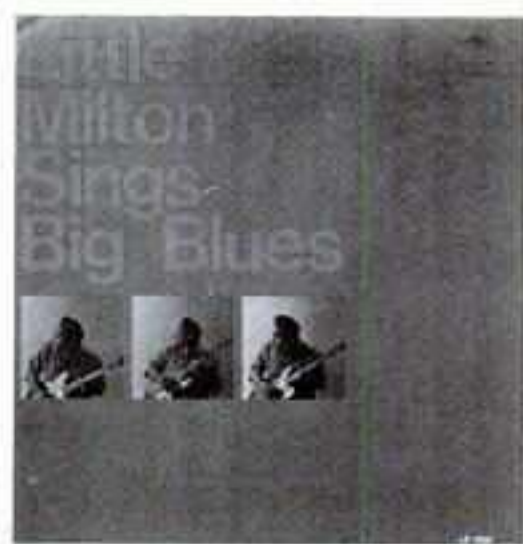


JAZZ SPOTLIGHT

COLTRANE LIVE AT THE VILLAGE VANGUARD AGAIN!

Impulse A-9124 (M); AS-9124 (S)

Jazz buffs will consider this as a "must" for a basic library. It won't sell beyond the jazz market, but within the market it should be a blockbuster. Repertoire consists of two Coltrane trademarks—"Naima" and "My Favorite Things."



R&B SPOTLIGHT

LITTLE MILTON SINGS BIG BLUES

Checker LP-3002 (M); LPS-3002 (S)

Little Milton gives a wide variety of blues tunes ranging from the standard "Fever" to "Stormy Monday" a hard core blues treatment that's very effective, very gutsy and torrid. This will be a good seller.



JAZZ SPOTLIGHT

PRESENTING JOE WILLIAMS AND THAD JONES/MEL LEWIS/THE JAZZ ORCHESTRA

Solid State SS 18008 (S)

The sounds here are very new—yet traditional and recognizable. An album of immense importance . . . not only because it's first class in approach and treatment, but because the wedding of talent is rare and joyous.



GOSPEL SPOTLIGHT

JAKE HESS AND THE IMPERIALS SING INSPIRATIONAL CLASSICS

Heart Warming HWM 1902 (M); HWS 1902 (S)

Jake Hess and the Imperials always sell. This LP should sell even better. The group provides excellent versions of some classics like "You'll Never Walk Alone," "I Believe" and "It Is No Secret."



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

MERV GRIFFIN PRESENTS MORT LINDSAY AND HIS ORCHESTRA

Dot DLP 3765 (M); DLP 25765 (S)

Mort Lindsay has a group of first-class musicians on the "Merv Griffin Show," and they do a bang-up job with such standards as "Heartaches," "Strangers in the Night" and "Shadow of Your Smile." It's a big band sound.



CLASSICAL SPECIAL MERIT

A LORIN HOLLANDER CONCERT

RCA Victor LM-2912 (M); LSC-2912 (S)

Hollander continues to grow and, in this disk, he shows some of his versatility and broader skills on the keyboard. He handles all four works with competency and smoothness.



CLASSICAL SPECIAL MERIT

MUSIC OF IRVING FINE

Boston Symphony (Leinsdorf), RCA Victor LM-2829 (M); LSC-2829 (S)

Here are three moving works composed by a most underrated writer. Of course, the Symphony 1962 is the standout. Neoclassic in style and imaginative in craftsmanship, it is strongly developed by Leinsdorf and the orchestra. The late composer would have appreciated it, too.



CLASSICAL SPECIAL MERIT

JENNY LIND SONGS

Elizabeth Soederstrom / Jan Eyron, London 5949 (M); OS 25949 (S)

A bountiful collection of 19 numbers associated with the legendary "Swedish Nightingale," Jenny Lind. Also Swedish, Miss Soederstrom's clear soprano voice is at home in the 10 selections in her native language, certainly novelties. Rounding out the LP are seven songs in German, four by Schumann, three by Mendelssohn, two in English, including "Greetings to America."

SEE ALBUM REVIEWS ON BACK COVER

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

THE TEMPTATIONS GREATEST HITS . . .

Gordy 919 (M); 919 (S) (520-00919-3; 520-00919-5)

THE NEW FIRST FAMILY, 1968 . . .

Various Artists, Verve V 15054 (M); V-6-15054 (S) (895-15054-3; 895-65054-5)

HUMS OF THE LOVIN' SPOONFUL . . .

Kama Sutra KLP 8054 (M); KLPS 8054 (S) (603-08054-3; 603-08054-5)

AWAY WE A' GO GO . . .

Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S) (855-00271-3; 855-00271-5)

FOUR TOPS LIVE! . . .

Motown M 654 (M); S 654 (S) (678-00654-3; 678-00654-5)

GOT LIVE IF YOU WANT IT . . .

Rolling Stones, London LL 3493 (M); PS 493 (S) (640-03493-3; 640-00493-5)

CHANGES . . .

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

TINY BUBBLES . . .

Don Ho, Reprise R 6232 (M); RS 6232 (C) (780-06232-3; 780-06232-5)

GREATEST HITS OF ALL TIMES . . .

Gene Pitney, Musicor MM 2102 (M); MS 3102 (S) (685-02102-3; 685-03102-5)

★ NEW ACTION LP's

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

BACK DOOR MEN . . .

Shadows of Knight, Dunwich LP 667 (M); SD 667 (S) (446-00667-3; 446-00667-5)

HUGH MASEKELA'S NEXT ALBUM . . .

MGM E 4415 (M); SE 4415 (S) (660-04415-3; 660-04415-5)

DAYS OF WILFRED OWEN . . .

Richard Burton, Warner Bros. B 1635 (M); BS 1635 (S) (725-01635-3; 725-01635-5)

GOLDEN SWORD . . .

Gerald Wilson Ork., Pacific Jazz PJ 10111 (M); ST 20111 (S) (720-10111-3; 720-20111-5)

JOKER WENT WILD/RUN RUN LOOK AND SEE . . .

Brian Hyland, Philips PHM 200-217 (M); PHS 600-217 (S) (740-20217-3; 740-60217-5)

SOMEBODY LIKE ME . . .

Eddy Arnold, RCA Victor LPM 3715 (M); LPS 3715 (S) (775-03715-3; 775-03715-5)

TWO SIDES OF MARY WELLS . . .

Atco 33-199 (M); 33-199 SD (S) (175-33199-3; 175-33199-5)

WINCHESTER CATHEDRAL . . .

Palm Beach Band Boys, RCA Victor LPM 3734 (M); LSP 3734 (S) (775-03734-3; 775-03734-5)

JAY AND THE AMERICANS GREATEST HITS, VOL. 2 . . .

United Artists UAL 3555 (M); UAS 6555 (S) (875-03555-3; 875-06555-5)

THE SEEDS . . .

Crescendo GNP 2023 (M); GNPS 2023 (S) (373-02023-3; 373-02023-5)

WILL SUCCESS SPOIL MRS. MILLER . . .

Capitol T 2579 (M); ST 2579 (S) (300-02579-3; 300-02579-5)

LOW PRICE CLASSICAL

MOZART: PIANO CONCERTOS NOS. 19 & 27
Clara Haskil-Berlin Philharmonic & Bavarian State Orchestra (Fricsay).
Hellodor H-25042 (M); JS-25042 (S)

TELEMANN: THE TIMES OF DAY
Various Artists/Berlin Chamber Orchestra (Koch). Hellodor H-25041 (M); HS-25041 (S)

HOVHANNES: LOUSADZAK/ CONCERTO NO. 2
M. Ajemian/A. Ajemian/String Orchestra (Surinach). Hellodor H-25040 (M); JS 25040 (S)

MOZART SYMPHONIES NOS. 36 & 31
Bavarian Radio Orchestra (Leitner).
Hellodor H-25034 (M); HS-25034 (S)

BACH: SONATA AND PARTITA FOR VIOLIN UNACCOMPANIED, Vol. II
Hyman Bress. Mace MCM 9057 (M); MCS 9057 (S)

THE VIRTUOSO VIOLA D'AMORE
Various Artists. Mace MCM 9049 (M); MCS 9049 (S)

JAZZ

THE IMMORTAL JOHNNY DODDS
Milestone MLP-2002 (M)

RAISING THE ROOF
Odell Brown and the Organ-izers.
Cadet LP-775 (M) LPS-775 (S)

THE SOUL OF THE CITY
Manny Albar. Solid State SS 18009 (S)

RHYTHM & BLUES

THE REAL FOLK BLUES
John Lee Hooker. Chess LP-1508 (M); LPS-1508 (S)

BLUES

THE IMMORTAL MA RAINEY
Milestone MLP-2001 (M)



FOUR-STAR ALBUMS

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

POPULAR

COOL, QUIET BOSSA NOVA
Steve Allen. Dot DLP 3760 (M); DLP 25760 (S)

NASHVILLE GUITARS
Monument MLP 8058 (M); SLP 18058 (S)

POP GOES THE COUNTRY
Swingin' Gentry Singers (Cacavas).
Hickory LP-13 7 (M)

TALK TO ME, TIGER!
Rita Moss. Dot DLP 3763 (M); DLP 25763 (S)

STEVE ALLEN PRESENTS
TONY DARYLL
Dot DLP 3768 (M); DLP 25768 (S)

LOW PRICE POPULAR

HAWAII
Cinema Sound Stage Orchestra. Somerset SF-26900 (S)

WINCHESTER CATHEDRAL
The Oh You Kids. Mercury Wing WC 16336 (S)

CONTINENTAL TANGO
Robert Rossanl. Somerset SF-26000 (M)

THE BIBLE
Cinema Sound Stage Orchestra. Somerset SF-26800 (S)

HITS THAT WILL LIVE FOREVER
1940 All-Star Dance Orchestra. Somerset SF-26700 (S)



LOW PRICE CLASSICAL

SPECIAL MERIT

FRIEDRICH GULDA PLAYS THE MUSIC OF BACH, MOZART, SCHUBERT, CHOPIN

Mace MCM 9060 (M); MCS 9060 (S)

This timely release follows Gulda's return to the New York recital stage to rave reviews, which could boost sales. The veteran pianist's virtuosity shines in Mozart's "Sonata in C, K. 545" from its familiar Allegro opening. Bach's "Concerto in F" also is a gem as are the Chopin and Schubert selections.



R&B SPECIAL MERIT

THE ORIGINATOR

Bo Diddley. Checker LP-3001 (M); LPS-3001 (S)

This is a package of vintage Bo Diddley, recorded a decade or more ago. Included are such sides as "Pills," "Lazy Woman," "Limbo," etc. Here are the typical guitar stylings and vocals which make this artist so distinctive. Good sound.



INTERNATIONAL SPECIAL

MERIT

INTIM AM KAMIN

Various Artists. Polydor 249076 (S)

A sleeper with pop possibilities, mainly, because of such international favorites as Bert Kaempfert and Toots Thielmann's. Kaempfert is heard in three of the 28 selections, including his "Danke Schoen" and "Strangers in the Night." Thielmann on two. Helmut Zacharias, Max Greger and Alfred Hause are only a few of the 18 acts represented.

ALBUM REVIEW POLICY

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

Continued

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Satisfied Readers + Satisfied Advertisers = × (Effectiveness)

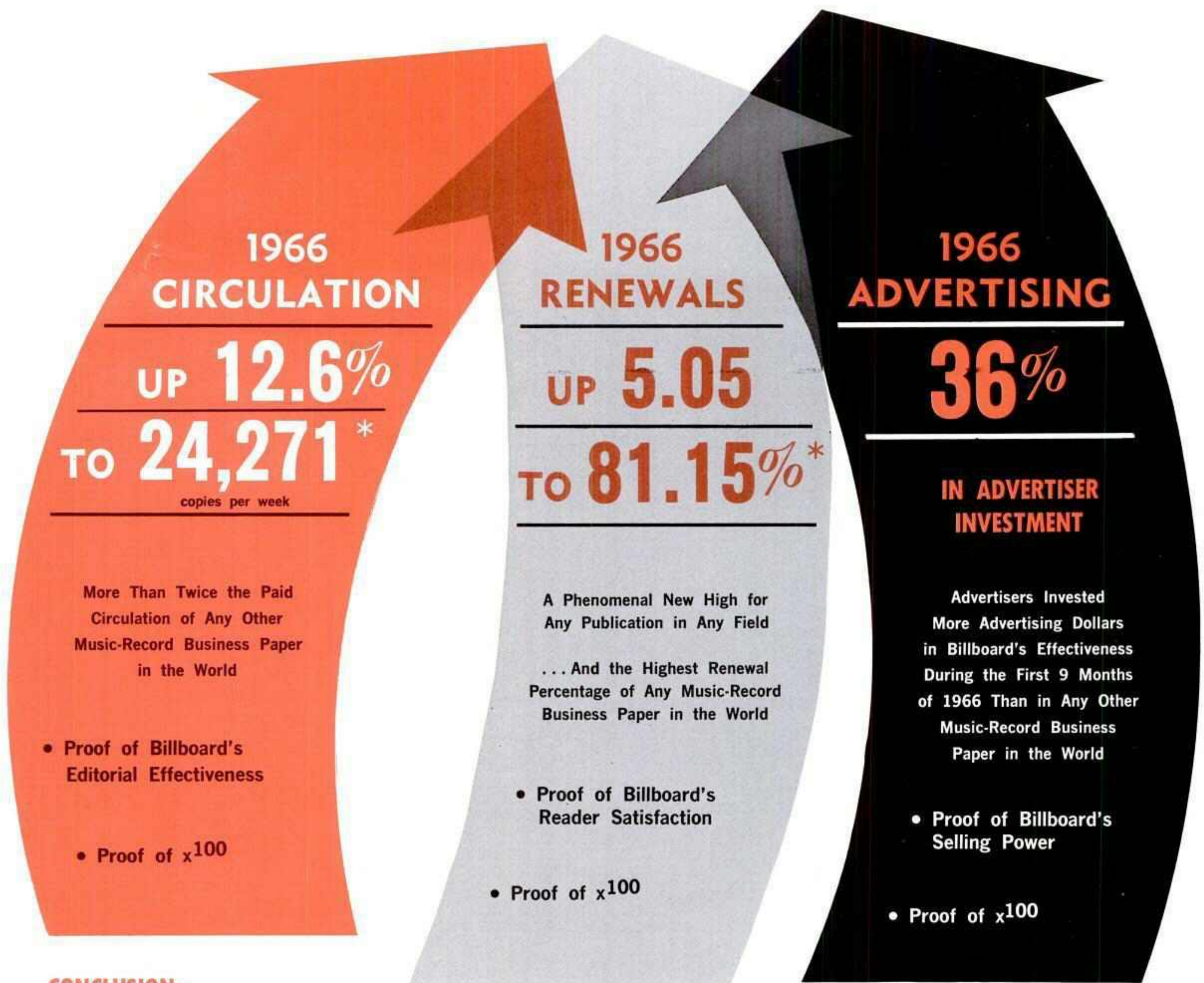
THEREFORE:

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in the field throughout the world = ×¹⁰⁰ (Most Effective)

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CONCLUSION:

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

*(Per 6/30/66 statement from Audit Bureau of Circulations)

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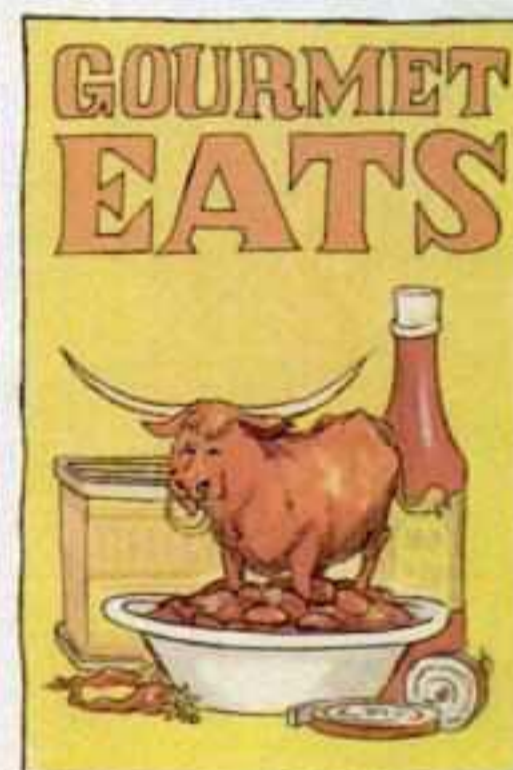
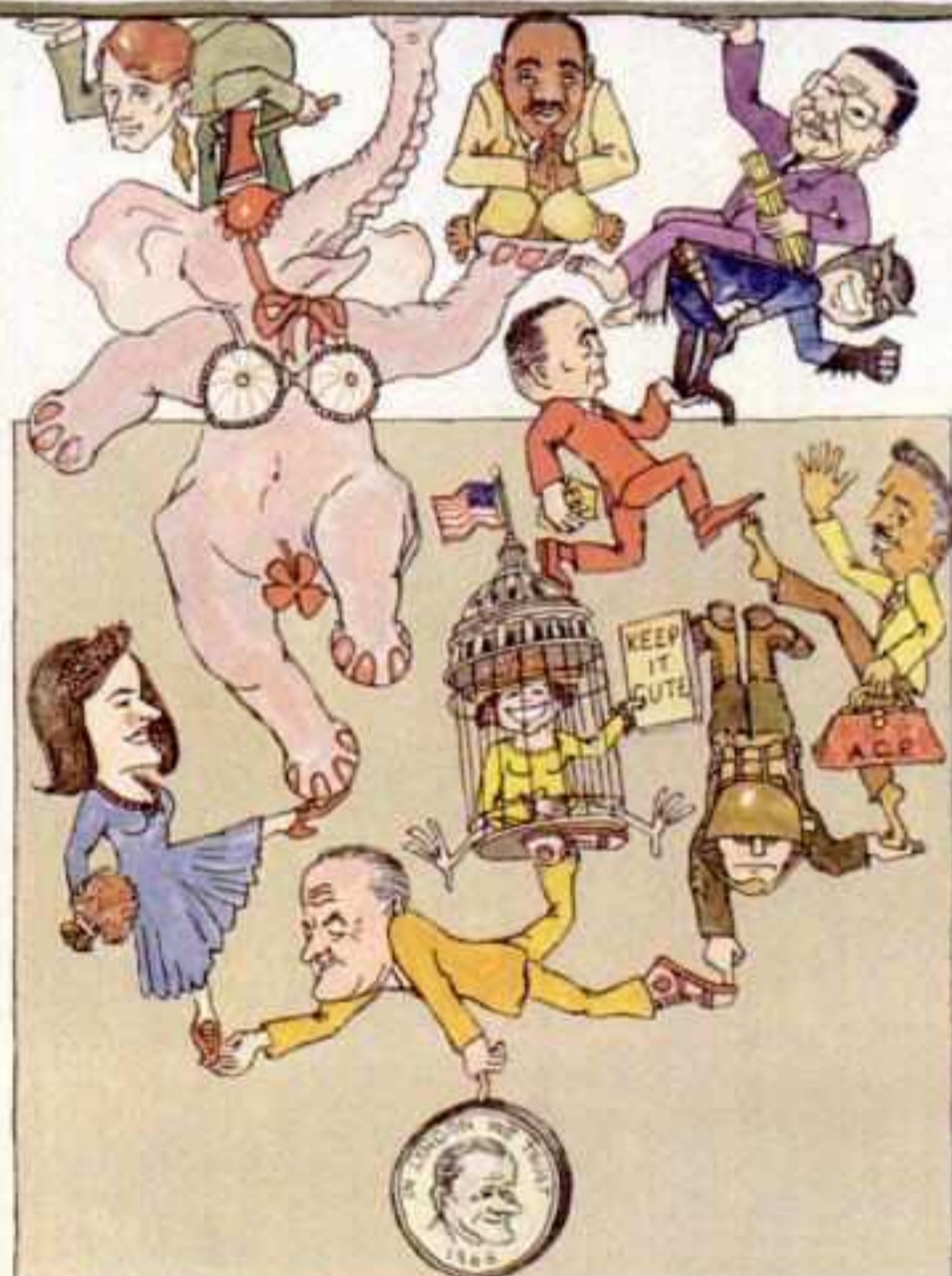
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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

SNOOPY VS. THE RED BARON . . .

Royal Guardsmen, Laurie 3366 (Fuller/Sanphil/Wind-song, BMI)

STANDING IN THE SHADOWS OF LOVE

Four Tops, Motown 1102 (Jobete, BMI)

★ REGIONAL BREAKOUTS

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

HEY LEROY! YOUR MOM IS CALLING . . .

Jerry Castor, Smash 2069 (Brantly, BMI) (New York) (San Francisco)

MY BABY LIKES TO BOOGALO . . .

Don Gardner, Tru-Glo-Town 1002 (Toote Town, BMI) (Chicago)

PUSHIN' TOO HARD . . .

Seeds, GNP Crescendo 372 (Neil-Seeds, BMI) (Los Angeles)

HELLO HELLO . . .

SopWith "Camel," Kama Sutra 217 (Great Honesty, BMI) (San Francisco)

I'M GLAD I WAITED . . .

The Players, Minit 32012 (Alstein, BMI) (Baltimore)

ARE YOU LONELY FOR ME . . .

Freddy Scott, Shout 207 (Web IV, BMI) (Miami)

I'LL MAKE IT EASY (If You'll Come On Home) . . .

The Incredibles, Audio Arts 60,001 (Madelan, BMI) (Los Angeles)

CRY LIKE A BABY . . .

Aretha Franklin, Columbia 43827 (Blackwood, BMI) (Cleveland)

MIDNIGHT HOUR . . .

Kit & the Outlaws, Philips 40420 (East/Cotillion, BMI) (Dallas-Fort Worth)

I'M GONNA SIT RIGHT DOWN AND WRITE MYSELF A LETTER . . .

Palm Beach Band Boys, RCA Victor 9026 (Ahlerl/Warock, ASCAP) (Milwaukee)

ANYWAY THAT YOU WANT ME . . .

Liverpool Five, RCA Victor 8968 (Blackwood, BMI) (Seattle)

YO-YO . . .

Billy Joe Royal, Columbia 43883 (Lowery, BMI) (Houston)

FORTUNE TELLER . . .

Hardtimes, Audition 77851 (Minit, BMI)

• ALBUM REVIEWS

Continued from page 38

FOLK

THE REAL FOLK BLUES
Memphis Slim. Chess LP-1510 (M); LPS-1510 (S)

GOSPEL

DWAYNE FRIEND PICKS HAPPY GOODMAN HITS
Canaan CA-4632 (M); CAS-9623 (S)

TEXAS SINGS
The Inspirations-The Wills Family & Juniors. Sword & Shield LP-1011 (M)

RELIGIOUS

THE JOYFUL SOUND OF RANDY PAIGE
Meldean M-1000 (M); S-1000 (S)

WELCOME, COME IN
Eunice Morrison With the Family. Heart Warming HWM 1905 (M); HWS 1905 (S)

INTERNATIONAL

EL FANTASTICO
Johnny Lopez Combo. Seeco SCLP-9290 (M); SCLP-92900 (S)

Word in the 'Spirit'

LOS ANGELES—Word Records has acquired the master of Alfred Burt Christmas compositions and has repackaged the LP as "The Christmas Spirit." The album was formerly in the Columbia catalog. Burt is the composer-trombonist who died 12 years ago. He had been a member of Alvino Reys' band. On the LP Ralph Carmichael directs a large orchestra and chorus.

Bid to Cardinal

RICHMOND, Va.—Cardinal Export Corp., of New York, has received a \$56,943 contract for records from the Defense General Supply Center here. The contract for disks to be used by the Armed Forces was awarded to Cardinal after five firms submitted bids.

RCA Buys Master

NEW YORK—RCA Victor Records last week bought the master of "Forever Yours" by "Wake Up Heaven" by Debbie Meli, on Posh Records. A&R producer Danny Davis made the acquisition of the Pat Jaques production.

HAMMON A GO-GO, Vol. II
James Last. Polydor 249043 (S)

APROVECHA EL TIEMPO
Manny Corchado-Tito Jimenez. Decca DL 4829 (M); DL 74829 (S)

TANZ DURCH'S MUSICAL-WUNDERLAND
Orchester Roberto Delgado. Polydor 249050 (S)

SING-ALONG JUBILEE, Vol. III
Various Artists/The Jubilee Singers. Arc 700 (M)

ALS DER GROSSVATER DIE GROSSMUTTER NAHM
Alfred Hause Orchester. Polydor 249044 (S)

DIE ZIRKUSPRINZESSIN/DIE DOLLARPRINZESSIN
Various Artists. Polydor 249054 (S)

New Album Releases

A&M

CHRIS MONTEZ—Time After Time; LP 120, SP 4120

ATCO

CAPITOLS—We Got a Thing; 33-201, SD 33-201

ATLANTIC

BOBBY DARIN—If I Were a Carpenter; 8135, SD 8135
MIREILLE MATHIEU; 8127, SD 8127

AUDIO FIDELITY

AMSTERDAM PHILHARMONIC (Dervaux)—1812 and Other Russian Masterpieces; FCS 50,025

BEETHOVEN: EMPEROR CONCERTO/MOONLIGHT SONATA—Perlemuter/Entremont/Vienna Festival Orch. (Voecthing); FCS 50,024

ELEANOR ROOSEVELT—The Life and Times of Eleanor Roosevelt; APLP 704

BOYD

The Sound of Combat Training; 8388-3976, 8388-3978

CAPITOL

ORIGINAL BROADWAY CAST—Walking Happy; VAS 2631, SVAS 2631
VARIOUS ARTISTS—Why Did Lenny Bruce Die?; KAO 2630, SKAO 2630

CAPITOL IMPORTS (DANISH)

CHANG LOO; S-Moce 320
TSUI PING—I Forgot to Tell You; S-3AEX 313

TSIN TING—A Song to Remember; S-3AEX 315

Chinese Music—Conducted by Lui Meng Shing; SLPHX 508
SUK TRIO—Beethoven Piano Trios; 22 16 0069, 22 16 0070

LOW PRICE INTERNATIONAL

THE SOUL OF ERIN
101 Strings. Alshire M-5045 (M); S-5045 (S)



THREE-STAR ALBUMS

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

LOW PRICE COUNTRY

20,000,000 COUNTRY FOLK CAN'T BE WRONG
Various Artists. Somerset SF-26400 (S)

BLUES

THE BLUES/A NEW GENERATION
Larry & Hank. Prestige PR 7472 (M)

GOSPEL

WILLS FAMILY TV INSPIRATIONAL TIME
Sword & Shield LP 1012 (M)

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TOP 100's

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

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

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like THE MONKEES, DR. ZHIVAGO, THE SOUND OF MUSIC, SUPREMES 'A' GO-GO, PARSLEY, SAGE, ROSEMARY AND THYME.

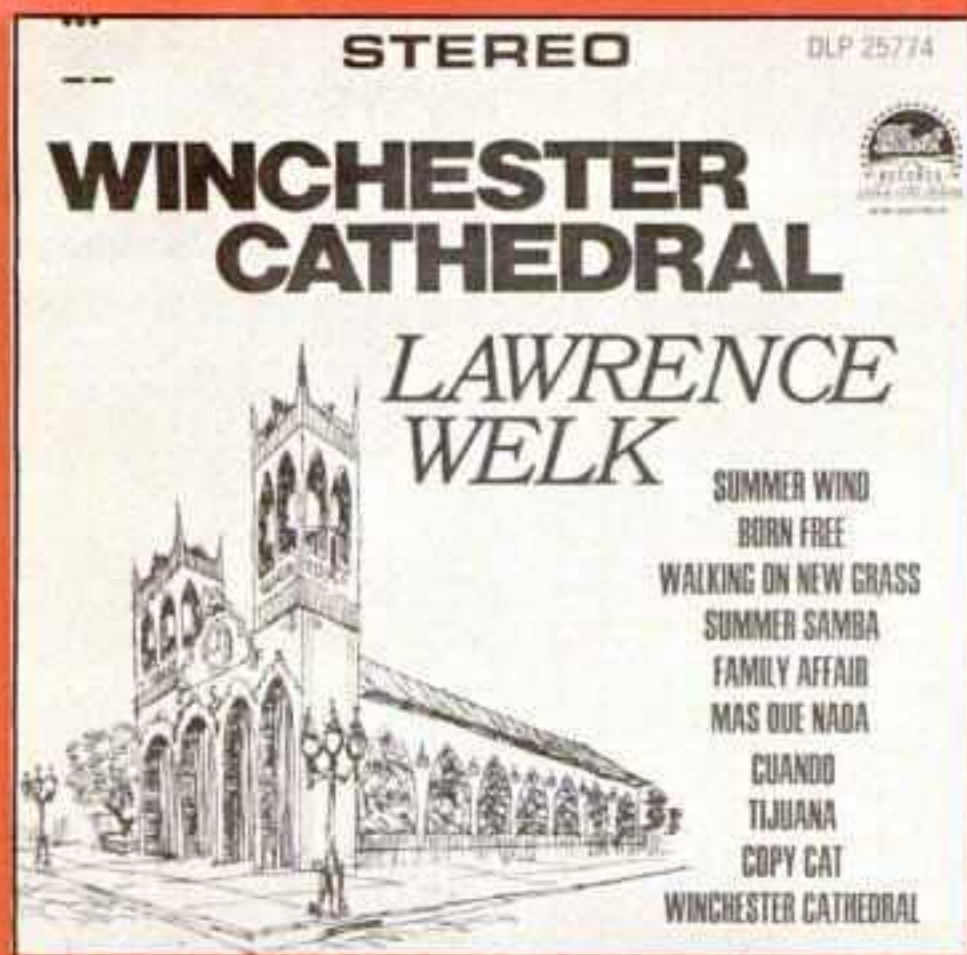
Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like IF YOU CAN BELIEVE YOUR EYES AND EARS, MAME, OPENING NIGHTS AT THE MET, ANIMALIZATION, THE PETER, PAUL AND MARY ALBUM.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like GAMES THAT LOVERS PLAY, BLACK IS BLACK, HAWAII, PET SOUNDS, THE 4 SEASONS GOLD VAULT OF HITS.

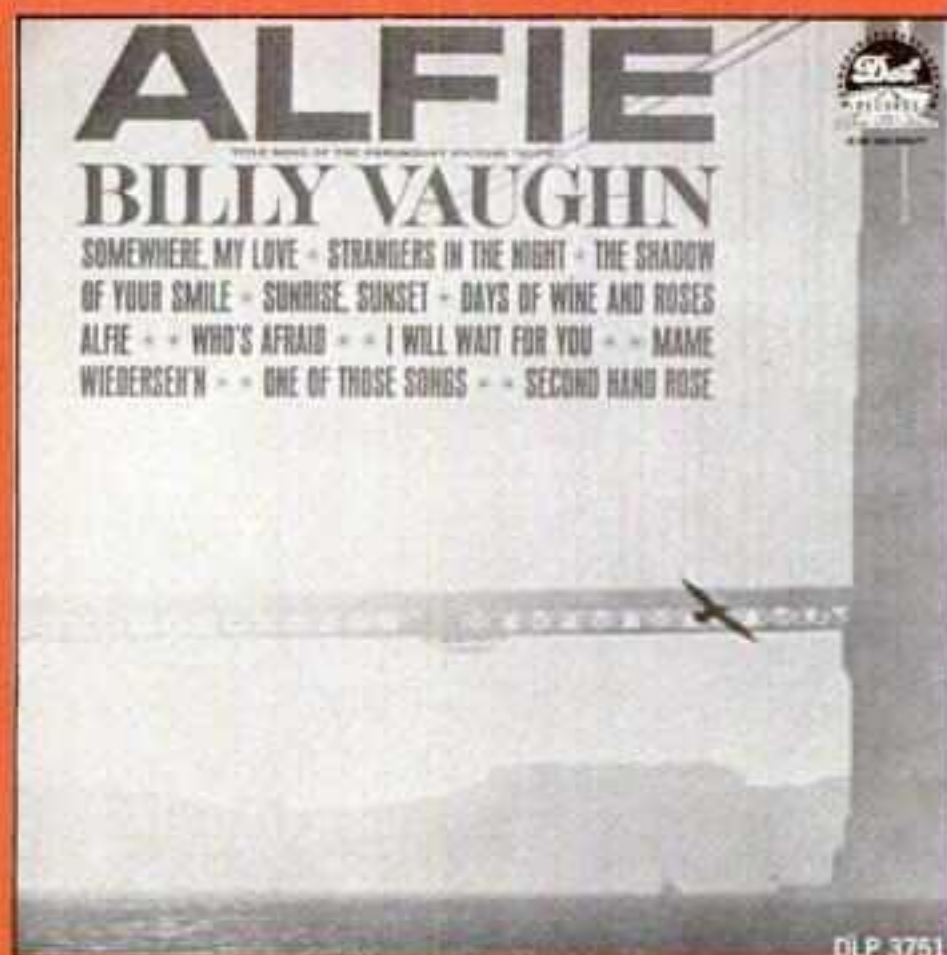
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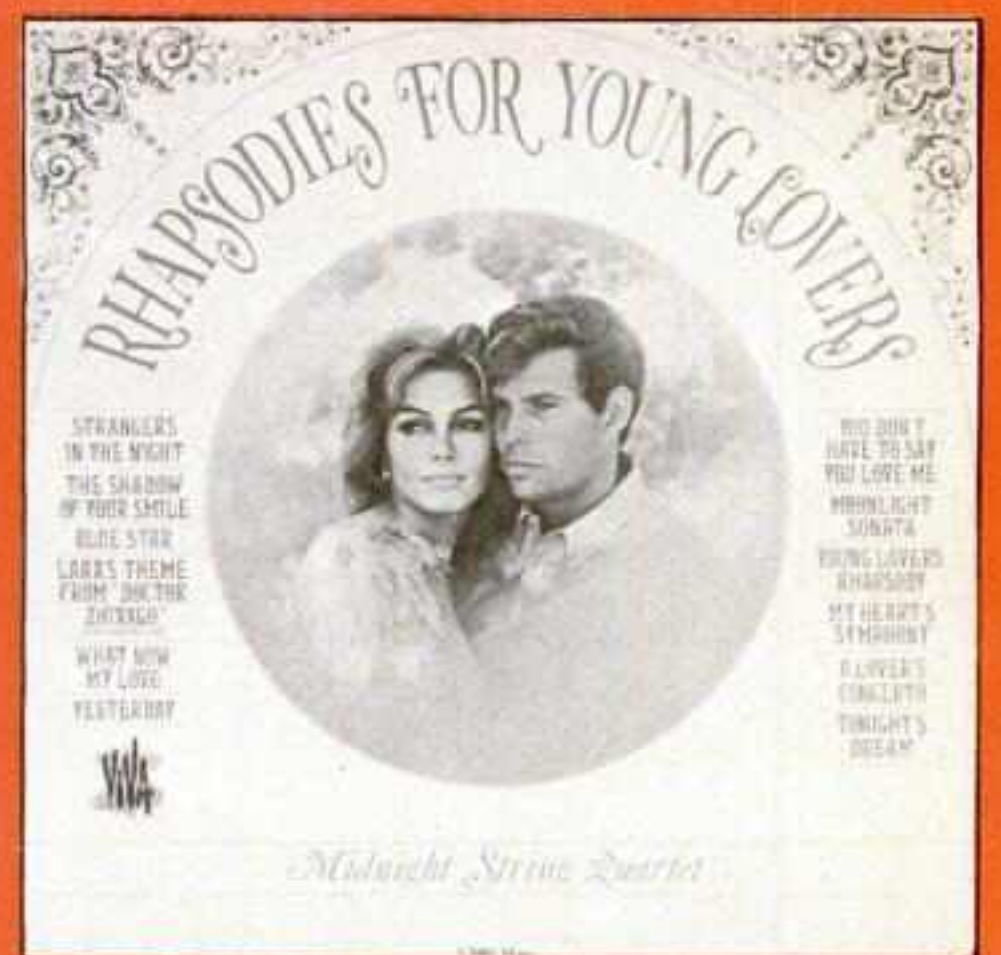
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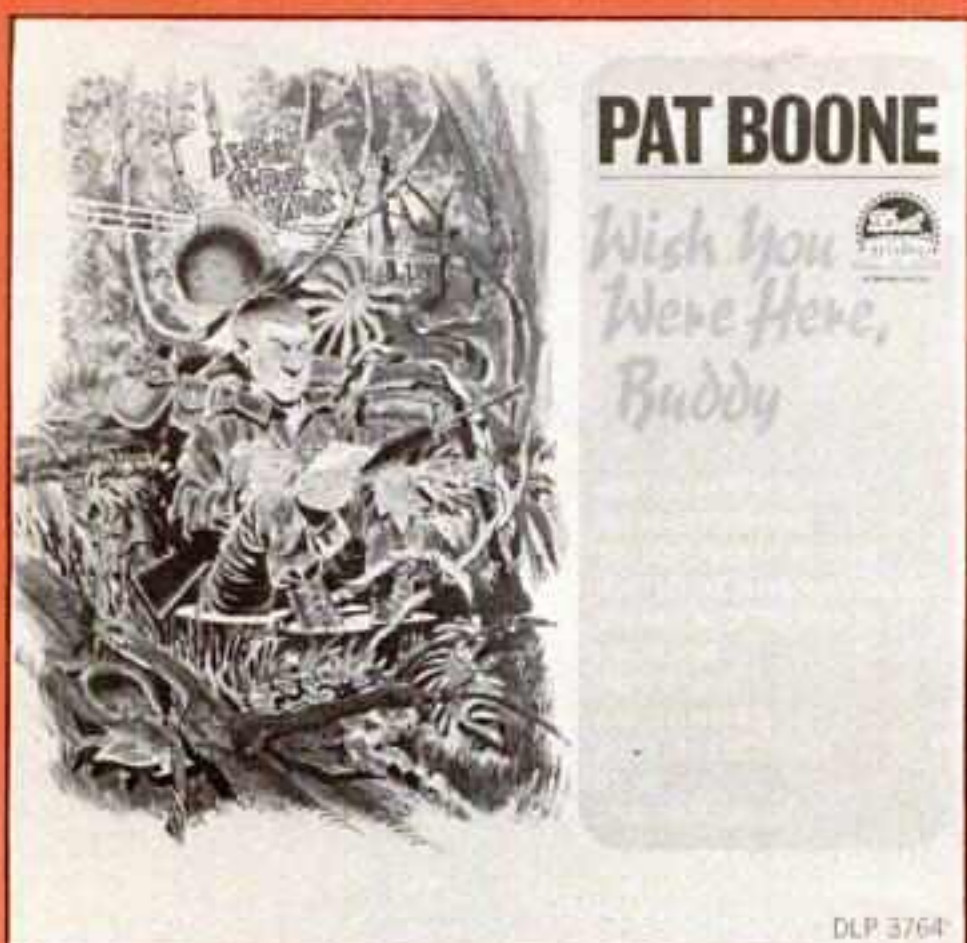
WINCHESTER CATHEDRAL • Lawrence Welk (M)DLP 3774 (S)DLP 25774



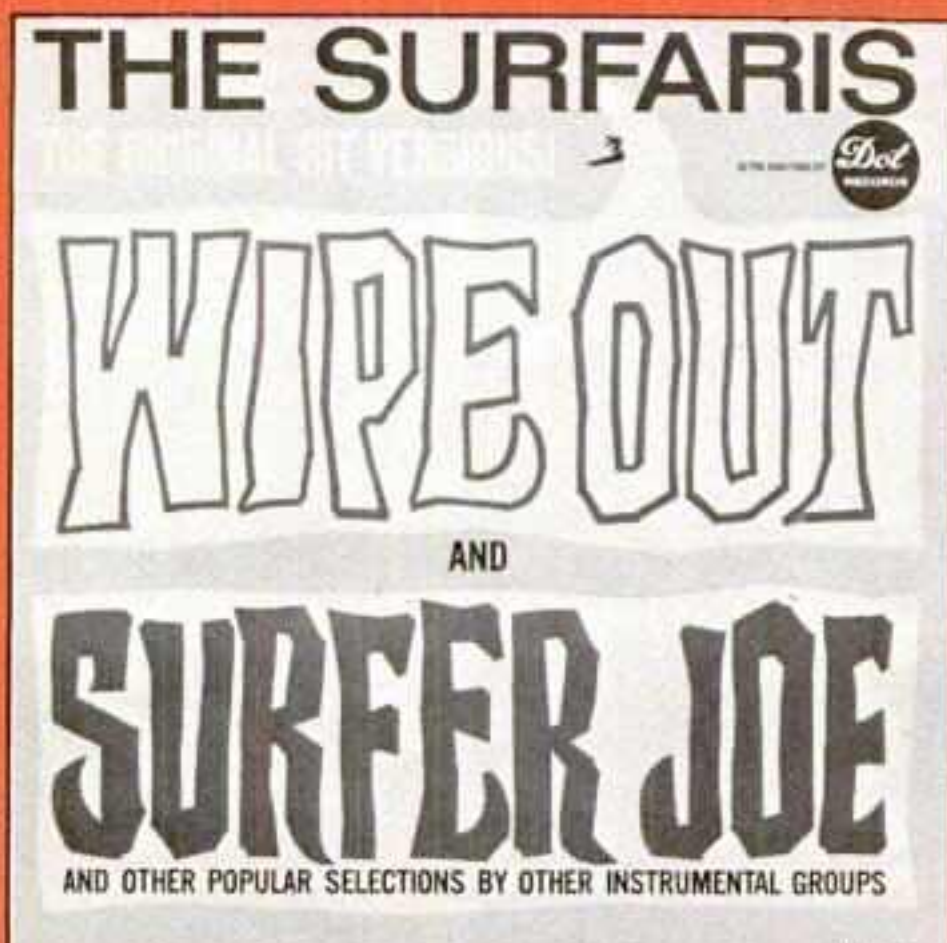
ALFIE • Billy Vaughn (M)DLP 3751 (S)DLP 25751



RHAPSODY FOR YOUNG LOVERS
Midnight String Quartet (M)V-6001 (S)VS-6001



WISH YOU WERE HERE BUDDY • Pat Boone (M)DLP 3764 (S)DLP 25764



WIPEOUT & SURFER JOE • The Surfaris (M)DLP 3535 (S)DLP 25535

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**A Major Editorial Tribute
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EXCLUSIVELY IN BILLBOARD

ADVERTISING DEADLINE:
DECEMBER 30

New Album Releases

• Continued from page 41

LONDON

GWYNETH JONES Recital; 5981, OS 25981
New Year's Concert—Vienna Philharmonic (Boskivsky); CM 9485, CS 6485
Overtures to Forgotten Operas—London Symphony (Bonyng); CM 9486, CS 6486
JOAN SUTHERLAND Sings Noel Coward; 5992, CS 25992

MACE

BACH: SONATA AND PARTITA FOR VIOLIN UNACCOMPANIED VOL. 2—Hyman Bress; MCM 9057, MCS 9057
CHAUSSON: CONCERTO OP. 21 FOR VIOLIN, PIANO AND STRING QUARTET—International Soloists String Quartet 9074
FRIEDRICH GULDA Plays the Music of Bach, Mozart, Schubert, Chopin; MCM 9060, MCS 9060
NORTHERN SINFONIA ORCH.—Handle Opera Suites; MCM 9066, MCS 9066
NORTHERN SINFONIA ORCH. (Brott)—The German Dances of Mozart, Schubert and Beethoven; MCM 9070, MCS 9070
WALTHER VON DER VOGELWEIDE CHAMBER CHOIR OF INNSBRUCK—Music of the Renaissance; MM 9062, MS 9062

VARIOUS ARTISTS—The Virtuoso Viola S'Amore; MM 9049, MCS 9049
HELMUT WALCHA—Six French Suites, Vol. 2; MCM 9073, MCS 9073

MONUMENT

This is **FRAN JEFFRIES**; MLP 8069, SLP 18069

NONESUCH

Music of Bulgaria—Ensemble of the Bulgarian Republic (Koutev); H 2011, H 72011

HAYDN: THE SIX "PARIS" SYMPHONIES—Little Orch. of London; HC 3011, HC 73011

VARIOUS ARTISTS—Music From the Kabuki; H 2012, H 72012

VARIOUS ARTISTS—Music of Shakespeare's Time; HB 3010, HB 73010

PLAYHOUSE

JIM COPP/ED BROWN—Schoolmates; 808

POLYDOR

ROY BLACK; 249 057

PRESTIGE

JAKI BYARD—Freedom Together!; PR 7463
BOOKER ERVIN—Setting the Pace; PR 7455

RCA VICTOR

ARCHIE CAMPBELL—The Cockfight and Other Tall Tales; LPM 3699, LSP 3699
ORIGINAL-CAST—I Do, I Do; LOC 1128, LSO 1128

REQUEST

THE CHIMES FAMILY In Canada; RLP 10081, SLP 10081

SKYLIGHT

J. D. SUMNER and the Incomparable Stamps Quartet; 6048
WILLS FAMILY—The Family Bible; 6043

STARDAY

LITTLE BOY WIGGINS—18 All-Time Hits; SLP 392

TEMPLE

DAVE WESTON Plays Tingling Gospel Music; 340

TICO

ROBERTO FERRER—Cumbias A Go Go; LP 1139, SLP 1139

WESTMINSTER

HAYDN: STRING QUARTETS OP. 3/5, 20/5, 42—Allegri String Quartet; XWN 19111, WST 17111

ZACHAU: CANTATAS—Various Artists/Pferzheim Chamber Orch. (Werner); XWN 19103, WST 17103

Magid Gets 100

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

'Drummer' Rolls

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

ASCAP Book Out

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

Double Shot Disk

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

London Distributor

BALTIMORE—J. M. Zamoiski has been named by London Records distributor for the Baltimore-Washington area and Virginia. Maury Bass will be sales manager for London at Zamoiski.



This is the original version.

Jane Morgan

The first major hit of 1967 is out now.

**"Kiss Tomorrow Goodbye"
 ((Capri C'est Fini))** 5-10113

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CLASSICAL MUSIC

CBS France Stravinsky Offer

By MIKE HENNESSEY

PARIS—CBS is making a special Christmas subscription offer—valid until Dec. 31—of a four-disk package of "The Essential Stravinsky" featuring five major works with the composer directing the Columbia Symphony Orchestra.

The package includes "Symphony in Three Movements," the "Concerto in D Major for Violin" with Isaac Stern as soloist, the "Firebird," "Rites of Spring" and "Petrouchka." The four compatible disks will be available for \$21 instead of \$28. Buyers taking advantage of the offer will also benefit from a \$1.00 reduction on each of the other eight LP's which complete the integral works of Stravinsky. This second offer is open until Dec. 31, 1967.

Bernstein Offer

Another offer by CBS is a package which includes an LP of Leonard Bernstein conducting the Fifth Symphony of Beethoven, plus a 33-r.p.m. seven-inch disk on which Bernstein explains in French how Beethoven conceived the first movement of his celebrated work. The two disks are available until Dec. 31, 1966 at a

special price of \$5.00 instead of the usual \$7.00. The offer coincides with Leonard Bernstein's visit to Paris to conduct the Orchestra National in performances of Schubert's "Second Symphony" and the "Fifth Symphony" of Shostakovich.

Philips is producing special classical gift packages for the Christmas market, including a three-disk album of Handel's "Messiah" by the London Symphony Orchestra and Choir, Haydn's "The Creation" by the Bavarian Radio Orchestra directed by Eugen Jochum (two disks) and a four-disk package called "The Masters of Baroque," featuring works by Bach, Handel, Vivaldi, Scarlatti, Albinoni, Locatelli and Corelli performed by the I Musici Ensemble. Finally, Polydor is releasing the 32 piano sonatas of Beethoven recorded compatibly for Deutsche Grammophon by Wilhelm Kempff. This package consists of 11 LP's and sells by subscription for \$44.00 instead of \$76.00. The offer is open until Jan. 14, after which the disks will be sold separately for \$7.00 each. It is the second time that Kempff has recorded all the Beethoven sonatas. Five thousand of these 11-disk albums will be available in France.

Expansion by Mace Started

NEW YORK—A major expansion program is underway at Mace Records, Scepter's classical budget line. The label is releasing the first two of six albums by the Northern Sinfonia Orchestra, recorded by Stanley Greenberg, executive producer for Mace. The recording sessions were held in Newcastle, England, in August.

Plans for next year call for a continuance of the acquisition of selected European recordings augmented by more new recordings. Greenberg will work with Sam Goff, newly appointed vice-president of Mace, and Joe Zerga, who's in charge of international operations for Scepter. A total of 54 albums will have been released through the end of the year on Mace since the line first came out in spring, 1965. Zerga will travel to Europe in the spring for recording sessions.

The English session produced LP's of works of Handel, Schubert, Beethoven, Dvorak, and Gounod; composers of the Mannheim school including Cannabich, Holzbauer and Richter; a pressing of British contemporary music by Rawsthorne, Malcolm Arnold and Benjamin Britten, and a pressing of early works of Mozart, Mendelssohn and Rossini.



YEHUDI MENUHIN has been named "Musician of the Year" by Musical America, the seventh recipient of the annual award, which was instituted in 1960. Menuhin, an Angel recording artist as violinist and conductor, made his New York conducting debut last week with the American Symphony. He will lead the Bath Festival Orchestra, which he organized, in New York next summer. Pianist Glen Gould wrote cover story for Menuhin for Musical America, which is out Monday (5). Previous "Musicians of the Year" have been Leonard Bernstein, 1960; Leontyne Price, 1961; Igor Stravinsky, 1962; Erich Leinsdorf, 1963; Benjamin Britten, 1964, and Vladimir Horowitz, 1965.

Bernstein in U.K.

LONDON — Leonard Bernstein returned here last Thursday (8) to conduct the London Symphony, which he conducted on Nov. 27. He conducted l'Orchestre National in Paris on Nov. 30.

3 Operas on Teldec Spurt

HAMBURG — Teldec has three new complete opera recordings on the classical best-seller lists.

All in the original language,

Pickwick Special

LONG ISLAND CITY, N. Y.—Several artists, not previously on Pickwick-33, are included in a special release being rushed by that budget label. The set of five classical recordings includes two by Sir Thomas Beecham (Tchaikovsky's "Symphony No. 4" and an LP of Rossini, Mendelssohn and Berlioz overtures) and disks by Eugene Goossens and the Royal Philharmonic, Carmen Dragon and the Royal Philharmonic, and Solomon.

the operas are Bela Bartok's "Herzog Blaubarts Burg (Bluebeard's Castle)" with the London Symphony Orchestra directed by Istvan Kertesz; "Lucia di Lammermoor (Gaetano Donizetti)," with the Opera Orchestra and Choir of RCA Italiana Nino Antonellini, choir director; and Georges Pretre, conductor; and Gluck's "Orpheus und Euridice."

"Orpheus und Euridice" was also recorded in the studios of RCA Italiana with the Italian Chamber Orchestra "I Virtuosi di Roma" and an instrumental ensemble of the Collegium Musicum Italicum."

Aside from the three new opera recordings, Teldec has just released two recordings by Joan Sutherland linked to her recent

Classical Notes

The strong dramatic voice of soprano Gwyneth Jones drew critical praise last Tuesday (6) in the title role of Cherubini's "Medea" with the American Opera Society at Carnegie Hall, her New York debut. . . . Violinist Zino Francescatti and pianist Robert Casadesu gave strong performances before packed houses at Philharmonic Hall on Dec. 2 and last Sunday (4) in the final two concerts of their complete Beethoven sonata cycle for the two instruments. . . . Yehudi Menuhin was at his best when only conducting or only playing the violin with the American Symphony last Monday (5) at Carnegie Hall. . . . Daniel Barenbaum will play the Brahms "Piano Concerto No. 1" with the New York Philharmonic under William Steinberg in four concerts at Philharmonic Hall beginning on Thursday (15).

The Zurich Chamber Orchestra begins a tour of more than 40 American cities on Jan. 8 at Carnegie Hall under conductor Edmond de Stoutz. . . . Pianist Joas Carlos Martins will be soloist with Howard Mitchell and the Washington National Symphony on Tuesday (13) and Wednesday (14). . . . Robert Shaw will conduct and narrate the annual "Christmas Festival" of the Cleveland Orchestra on Sunday (18).

Soprano Judith Raskin gave a fine lieder recital at Town Hall last Sunday (4). . . . Leonard Slatkin debuted as musical director of the Youth Symphony of New York at Lincoln Center on Sunday (11). His younger brother, Freddie Slatkin, will be cellist with the orchestra on Feb. 5. . . . The Little Orchestra Society under Thomas Scherman will perform a concert version of Berlioz' "L'Enfance du Christ" at Philharmonic Hall on Tuesday (13) featuring Helen Vanni, Roberta Peters, John West, William Metcalf and Lawrence Davidson. . . . Leopold Stokowski will lead the American Symphony in the New York premiere of Henry Cowell's "A Thanksgiving Psalm" on Sunday (18). . . . Rafael Kubelik will conduct the Chicago Symphony in three concerts beginning on Thursday (15) with Yehudi Menuhin as violin soloist.

FRED KIRBY

appearances in Germany: "Joan Sutherland Sings Arias from Weber, Meyerbeer, Verdi, Rossini, Massenet and Leoncavallo," and "Joan Sutherland—Brilliant Coloraturas and Beloved Melodies."

1967 Big Year for Major Vocal Works

By IRWIN KIRBY

NEW YORK—Three complete recordings of Mozart's "Don Giovanni" may be released here next year. While only an Angel set has been scheduled, the opera also is being recorded in Europe by Deutsche Grammophon and Philips. Other opera releases planned include Wagner's "Tristan und Isolde" (Deutsche Grammophon); Berdi's "Un Ballo in Maschera (Masked Ball)" (RCA Victor); Gounod's "Faust" (London); Wagner's "Die Walkure" (Deutsche Grammophon); Gluck's "Orfeo ed Euridice" (Vanguard); Puccini's "Tosca" (London); Puccini's "La Rondine" (Victor); Verdi's "Don Carlo" (Seraphim); Richard Strauss' "Elektra" (London); Mozart's "Cosi Fan Tutte" (Philips World Series); Poulenc's "Les Mamelles de Tiresias" (Seraphim); Shostakovich's "Execution of Stepan Razin" (Melodiya/Angel); and "Katerina Ismalova" (Melodiya/Angel).

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

Ozawa Conducts

The CBS label will kick off Honegar's oratorio "Jeanne d'Arc" with Seiji Ozawa leading the London Symphony and Chorus. Soloists will be Heather Harper, Miss Annear, Helen Watts, Alexander Young and Forbes Robinson, while Vera Zorina and Alec Clunes will have spoken parts. Also on CBS will be Aaron Copland conducting the New England Conservatory Chorus in his "Twelve Poems of Emily Dickinson" with Adele Addison and "Three Choruses, in the Beginning" with Robert Hale.

The new "Messiah" package, due in the spring, features Elizabeth Harwood, Janet Baker, Robert Tear, Raimund Herinx; and the Ambrosian Singers. Charles Mackerras conducts the English Chamber Orchestra. Next month Angel will release its "Don Giovanni" with Otto Klemperer leading the New Philharmonia Orchestra. Soloists will be Nicolai Ghiaurov, Claire Watson, Mkrella Freni, Christa Ludwig, Nicolai Gedda and Walter Berry.

Ghiaurov also is featured on London's "Faust" due next month with Joan Sutherland and Franco Corelli as the other stars of the set with Richard Bonyngue conducting the London Symphony. Later in the year, the label will issue "Elektra" with Birgit Nilsson and Regina Resnik, and "Tosca" with Nilsson and Corelli.

Victor's package of Donizetti's "Lucrezia Borgia," conducted by Jonel Perlea will be out at the end of the year. The package stars Montserrat Caballe, Alfredo Kraus, Shirley Verrett and Ezio Flagello. Miss Caballe also will be heard on a Victor lieder LP, while Miss Verrett will sing Vivaldi religious music with the Virtuosi di Roma conducted by Roberto Fasano.

Treasury Series

In its Treasury Series, Victor will offer operatic disks by Richard Crooks and Mario Lanza and a pressing of John McCormack in opera and song. Another Victor vocal disk features Lucia Popp and Dennis Vaughn in Schubert. Miss Popp, who is making her Metropolitan Opera debut later this season, also will be heard in a collection of arias from Handel's "Serse (Xerxes)" on Westminster. That label also plans recitals by Teresa Stich-Randall and Maureen Forrester.

Miss Stich-Randall is on the World Series "Cosi" along with Ira Malaniuk, Waldemar Kmentt, Walter Berry, Graziella Sciutti and Deszo Ernster. Rudolf Moralt leads the Vienna State Opera Chorus and the Vienna Symphony. On the parent Philips label, a program of French songs by Gerard Souzay is listed for next month.

The Everest operas, many of which have become collector's items, include such artists as Maria Callas, Renata Tebaldi, Ferruccio Tagliavini, Carlo Bergonzi, Giulietta Simononi, Maria Caniglia, Lina Pagliughi, Caterina Mancini, Rosanna Carteri, Corelli, Giacomo Lauri-Volpi, Paolo Silveri, Cesare Siepi, Gkuseppe Taddei, Cesare Valletti, Ebe Stignani and Fernando Corena. Everest later will issue recital disks by Callas, Tebaldi, Corelli, Tagliavini, Siepi and Miss Baker.

'Tristan' Due

Von Karajan conducts the Deutsche Grammophon "Tristan" due next month with Nilsson and Wolfgang Windgassen as its stars. The same conductor also leads that label's "Walkure" with Regine Crespin, Jon Vickers, Gundula Janowitz, Josephine Veasey, Thomas Stewart and Marti Talvela. A disk of Schubert songs by the late Fritz Wunderlich also is listed for Deutsche Grammophon next month.

Wunderlich also will be heard on Angel's "Das Lied von der Erde" of Mahler with Christa Ludwig. Otto Klemperer is the conductor. That label also offers Crespin singing Schumann and a January release of Falla's "El amor brujo" with Victoria de los Angeles. On Seraphim, in addition to the Poulenc opera conducted by Andre Cluytens with Denise Duval and Jean Giraudeau, will be a reissue of Verdi's "Don Carlo" with Antonietta Stella, Mario Filipeschi, Elena Nicolai, Tito Gobbi, Boris Christoff and Giulio Neri. In the spring, Seraphim will offer Mascagni's "Cavalleria Rusticana" with Beniamino Gigli with the conductor leading. Gigli also will be heard in a disk of sacred songs.

London next month will release the Mahler cycle with James King and Dietrich Fischer-Dieskau, and a "Cavalleria" later conducted by Solvio Narusso with Elena Suliotis, Mario Del Monaco and

(Continued on page 47)

1967 to Be A Big Year

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

Heliodor next month will have a "Carmen Jones" with Grace Bumbrey, followed by a Schumann disk with Ernst Haefliger. The tenor also will be on an Epic recital and a Deutsche Grammophon set of sacred church music with Maria Stader, Michel Roux and Kim Borg. Another album on that label will be Nicolai's "Te Deum" with Evelyn Lear, Stewart, Raibi Kostia and Heinz Hoppe. A Palestrina Mass and five Motets are planned on Archive.

Victor's "Masked Ball" conducted by Erich Leinsdorf, features Leontyne Price, Reri Grist, Miss Verrett, Bergonzi, Robert Merrill and Flagello. The "Rondine" conducted by Francesco Molinari-Pradelli, includes Anna Moffo, Daniele Barioni, Mario Sereni and Miss Sciutti. Also tentatively on Victor's list is a recital album by Jane Marsh.

The Vanguard "Orfeo," with Charles Mackerras conducting stars Maureen Forrester and Teresa Stich-Randall. Slated for release by the end of the year, the package offers a score, in Italian, which attempts to recreate Gluck's original version. The same principle is being used by Cambridge in Monteverdi's "L'Incoronazione di Poppea."

Abravanel Set

Vanguard also is releasing Maurice Abravanel conducting soloists, chorus and the Utah Symphony Orchestra in Vaughn Williams' "Donna Nobis Pacem." On Everyman will be Helen Boatwright and Charles Bressler in Handel's "Chandos Anthems I-IV," both in single disks and as a three-record set, and two LP's of Bach cantatas.

Victor will release Handel's "Hercules" as its first set under the label's recent agreement with the Handel Society of New York. Conducted by Brian Prentman, the opera also stars Miss Forrester and Miss Stich-Randall. During the summer, Victor will record Verdi's "La Traviata," starring Montserrat Caballe, Bergonzi and Sherrill Milnes. Georges Pretre is the conductor.

Angel is readying a Hugo Wolf recital by Elizabeth Schwarzkopf and romantic songs by Corelli, while Columbia will have Richard Tucker in arias. Peter Pears will sing Schubert's "Winterreise" on London. Yvonne Cicanella will be the soloist on a Turna release of Telemann's "In Cantata" conducted by Helmut King.

Nonesuch next month releasing Hindemith's "Die Serenaden," with Miss Addison and Bressler and Bach's "Hunting Cantata," BWV 208. Epic will record an album of risqué Mozart songs, translated into English. Cherubini's "Medea," with Eileen Farrell is a strong possibility for inclusion in next month's initial release on Odyssey, Columbia's new budget line.

The Deutsche Grammophon "Don Giovanni," which will be conducted by Karl Boehm, stars Fischer-Dieskau, Nilsson, Martina Arroyo, Miss Grist and Flagello. George London will be the Don in the Philips package. A Columbia version of "Das Lied von der Erde" with Eugene Ormandy and the Philadelphia Orchestra will feature

BEST SELLING CLASSICAL LP's

Billboard Award	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
	1		OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	12	24	18	BERNSTEIN CONDUCTS IVES N. Y. Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	30
	2	9	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 17 (S)	17	25	24	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	16
	3	6	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	5	26	30	BACH ORGAN FAVORITES Biggs, Columbia ML 6148 (M); MS 6758 (S)	13
	4	4	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000; (No Stereo)	10	27	33	MAHLER: SYMPHONY NO. 5 (2-12" LP's) Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	26
	5	3	MAHLER: SYMPHONY NO. 7 (2-12" LP) New York Philharmonic (Bernstein), Columbia M2L339 (M); M2S 739 (S)	10	28	28	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	23
	6	5	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell/Philadelphia Orch. (Ormandy) Columbia ML 5498 (M); MS 6198 (S)	13	29	29	REVERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	15
	7	2	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	10	30	32	BARBER: CONCERTO FOR CELLO AND ORCHESTRA Music Aeterna Orch. (Waldman), Decca DL 10132 (M); DL 710132 (S)	4
	8	7	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	37	31	26	FALLA: LA VIDA BREVE (2-12" LP's) De Los Angeles & Various Artists/Orch. Nac. De Espana (deBurgos), Angel BL 3673 (M); SBL 3673 (S)	11
	9	12	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	8	32	31	DVORAK: SYMPHONY NO. 9 (New World) N. Y. Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	14
	10	10	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); LSC 6468 (S)	8	33	—	HANDEL WATER MUSIC Concertgebouw Orch. of Amsterdam (Eduard Van Beinum), World Series PHC 9016 (M); SPHC 9016 (S)	1
	11	8	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); 36333 (S)	17	34	—	BUTH: MESSA SOLEMNIS (2-12" LP's) New Philharmonic Orch. & Chorus (Klemperer), Angel B3697 (M); SB 3678 (S)	1
	12	21	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	24	35	—	IVES: MUSIC FOR CHORUS Gregg Smith, Columbia ML 6321 (M); MS 6921 (S)	1
	13	11	NEILSEN: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6282 (S)	11	36	27	BRUCKNER: SYMPHONY NO. 3 Cleveland Orch. (Szell), Columbia ML 6297 (M); MS 6897 (S)	6
	14	13	WAGNER: LOHENGRIN (5-12" LP's) Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	11	37	36	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	16
	15	15	MAHLER: SYMPHONY NO. 10 (2-12" LP's) Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	37	38	39	BARBER MEDEA'S MEDITATIONS & DANCE OF VENGEANCE, OP. 23 N. Y. Philharmonic (Shippers), CBS 32110005 (M); 32110006 (S)	24
	16	16	GERSHWIN: RHAPSODY IN BLUE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	17	39	37	RAVEL: BOLERO/RAPSODIE/LA VALSE N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	4
	17	19	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	36	40	—	IVES: SYMPHONY NO. 4 American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	1
	18	14	PUCCINI: MADAME BUTTERFLY (3-12" LP's) Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf) RCA Victor LM 6160 (M); LSC 6160 (S)	11				
	19	25	SMETANA: MY FATHERLAND (2-12" LP's) Czech Philharmonic (Concert), Crossroads 22260001 (M); 22260002 (S)	4				
	20	23	BACH: LUTE SUITES NOS. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	15				
	21	17	VERDI: NABUCCO (3-12" LP's) Suliotis, Gobbi, Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	16				
	22	20	RACHMANINOFF: PIANO CONCERTO NO. 2 Entremont/N. Y. Philharmonic (Bernstein), Columbia ML 5481 (M); MS 6148 (S)	17				
	23	22	GENIUS OF PUCCINI Various Artists, Angel BL 3683 (M); SBL 3683 (S)	7				

NEW ACTION LP's

- ART OF SERGE KOUSSEVITSKY (3-12" LP's)—Boston Sym. Orch., RCA Victor VCM 6174; (No Stereo)
- BEETHOVEN: SYMPHONY NO. 9 IN D, OP. 125 (2-12" LP's)—Chicago Sym. Orch. (Reiner), RCA Victor LM 6096 (M); LSC 6096 (S)
- HANDEL: MESSIAH—Various Artists (Colin Davis), London Symph. Orch. Philips PHM 3-592 (M); PHS 3-992 (S)
- WAGNER: GOETTERDAEMMERUNG (Selections)—Kirsten Flagstad-Furtwaengler/Vienna Philharmonic Orch., Seraphim 60003 (M); (No Stereo)

BEST SELLING SEMI-CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	BEST OF THE BOSTON POPS—Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	4.	HOLIDAY FOR STRINGS—Boston Pops (Fiedler), RCA Victor LM 2885 (M); LSC 2885 (S)
2.	RHAPSODY IN BLUE—N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	5.	CONCERT IN THE PARK—Boston Pops (Fiedler), RCA Victor LM 2677 (M); LSC 2677 (S)
3.	REVERIE—Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)		

UK's Mfrs. on Bruckner Kick

LONDON — Renewed interest in the symphonies of Bruckner is becoming manifest in the releases of the composer's work from British manufacturers. Concert programs throughout Britain frequently include a Bruckner work.

Lili Chookasian and Richard Lewis. London will issue Shield's "Rosina" on one LP, with Margaret Elkins, Monica Sinclair, and Elizabeth Harwood. Bonyngie is the conductor.

Philips has just finished recording the revised version of the composer's symphony No. 10 conducted by Bernard Haitink, virtually unique in that the score used has not yet been published. The symphony is subtitled "Dei Nullte."

New and authoritative editions of Bruckner's symphonies are now being prepared by Professor Nowak of Vienna University. He was still working on "Symphony No. 10" when Philips requested from Alkor Edition, the publisher, a copy of the score. From photo-copies of Bruckner's hand written score, Haitink was able to make the necessary changes in his own score and orchestral parts.

'Visitation' Set

SAN FRANCISCO—The first American production of Gunther Schuller's "The Visitation" is slated for next fall by the San Francisco Opera. Schuller may conduct the performance as he did at its Oct. 12 world premiere in Hamburg. The Hamburg production will be performed twice in a special engagement by the company at New York's Metropolitan Opera in June. The Hamburg cast included McHenry Boatwright, Felicia Weathers, Heinz Blankenburg, Kerstin Meyer, Simon Estes, Kim Borg, Jeannette Scovotti, Tom Krause and Erwin Wohlfart.

A NEW MUSIC CONCERT SET

HOUSTON — The University of Houston and the Houston Symphony Society, in conjunction with the Rockefeller Foundation, will sponsor a concert of new music at the university on April 25 along with open rehearsals. Full symphonic works, chamber pieces, compositions for string orchestra and concerts may be submitted if the composer will provide the soloist at no extra cost. Scores of material not previously performed by a major orchestra must be submitted by Feb. 15.

COUNTRY MUSIC

England Swings to Country, Too

By HERB WOOD

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

Smith, probably the leading proponent of country music in England, was in Nashville last week at the invitation of Al Gallico, publisher of "Almost Persuaded." Smith is seeking to

interest country artists in personal appearance tours to England, not to the military bases as is the custom, but to concert halls and cinemas in the major cities.

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

28 Country Bands

To prove the inherent popularity of country music in England, Smith manages 28 different country music bands that

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

The country music that is cur-
(Continued on page 52)

Oscar Davis Party Dec. 13

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

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

Friends wishing to make a contribution to the Davis fund are asked to make their checks payable to the Oscar Davis Rehabilitation Foundation. Checks should be mailed to Mary Claire Rhodes, Trustee, 815 16th Avenue, South, Nashville, 37203. Larry A. Moeller, of the Nashville Association of Talent Directors, is committee chairman.



DURWARD ERWIN'S "SO MUCH TOO MUCH" Canary #6420 written by Earl Miles is So Much—To Much. DJ's desiring copy please include station call letters, to Canary Records, P.O. Box 1336, Redwood City, Calif. 94403. Ph. (415) 369-0728.

(Advertisement)

Eva Thompson Dies in Crash

CINCINNATI—San Antonio Rose, in real life Eva Rose Nichols Thompson, girl singer with the Pee Wee King unit of "Camel Caravan," was killed in an auto accident near Kansas City, Mo., Nov. 28. Driver Billy Palmer died in the same crash.

Miss Thompson formerly appeared on the "Grand Ole Opry" for nearly four years and served in the WAVES in World War II. She also appeared for 19 months in shows headed by Minnie Pearl and Eddy Arnold.

Yesteryear's Country Hits

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

COUNTRY SINGLES— 5 Years Ago December 18, 1961

1. Waik on By, Leroy Van Dyke, Mercury
2. Big Bad John, Jimmy Dean, Columbia
3. Soft Rain, Ray Price, Columbia
4. Crazy, Patsy Cline, Decca
5. You're the Reason, Bobby Edwards, Crest
6. It's Your World, Marty Robbins, Columbia
7. Happy Birthday to Me, Hank Locklin, RCA Victor
8. Walking the Streets, Webb Pierce, Decca
9. Backtrack, Faron Young, Capitol
10. Go Home, Lester Flatt & Earl Scruggs, Columbia

COUNTRY SINGLES— 10 Years Ago December 15, 1956

1. Singing the Blues, Marty Robbins, Columbia
2. Crazy Arms, Ray Price, Columbia
3. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA Victor
4. I Walk the Line, Johnny Cash, Sun
5. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
6. I've Got a New Heartache/Wasted Words, Ray Price, Columbia
7. Searching, Kitty Wells, Decca
8. Sweet Dreams, Faron Young, Capitol
9. You're Running Wild/Cash on the Barrel Head, Louvin Brothers, Capitol
10. Before I Met You/Wicked Lies, Carl Smith, Columbia

Nashville Scene

Epic's Bobby Vinton flew into Music City last week to cut some standards for producer Billy Sherrill. . . . Another New Yorker, publisher Al Gallico, brought Gordon Smith in from England to view the country scene. Smith represents Gallico in Great Britain. . . . Judy Lynn came to town to wax single and album material for Musicor Records and Pappy Daily. . . . Ed Bruce, RCA Victor's new discovery, has his first release on the label with Kay Arnold's tune "Walker's Wood." . . . Indie producer Jack Clement has announced the signing of Murv Shiner to an MGM recording contract. Shiner,

formerly with 20th Century-Fox-Hall records, has had previous hits with "Moods of Mary" and "Peter Cottontail." . . . RCA Victor's Chet Atkins slated for Perry Como's "Kraft Special" to be taped Jan. 11-15. Eddy Arnold will also guest on the telecast, as will Buddy Hackett and Nancy Ames. The show will be aired in February. . . . Ben Colder's at it again. Sheb Wooley's alter ego is back in the studio, with Jack Clement waxing the follow-up to "Almost Persuaded No. 2." . . . Monument's Billy Walker, hot on Billboard's Country Singles Chart with "Bear
(Continued on page 52)

HANK SNOW

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SALES . . . SUCCESS

LATEST XMAS SINGLE

"THE
CHRISTMAS CANNONBALL"

B/W

"GOD IS MY SANTA CLAUS"

RCA 9030

CHART
SMASHER

"HULA
LOVE"

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"A LETTER FROM VIETNAM
TO MOTHER"

RCA 9012

LATEST ALBUM

"THIS IS
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COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 12/17/66

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1	1	SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	10	38	46	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	4
2	2	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	9	39	39	HOMESICK Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	7
3	3	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	10	40	35	FIVE LITTLE JOHNSON GIRLS Stonemans, MGM 13557 (Jack, BMI)	11
4	6	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	10	41	43	DON'T LET THAT DOORKNOB HIT YOU Norma Jean, RCA Victor 8989 (Acclaim, BMI)	5
5	8	THE GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	10	42	33	VOLKSWAGEN Ray Pillow, Capitol 5735 (Raleigh, BMI)	11
6	10	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	8	43	56	THAT'LL BE THE DAY Statler Brothers, Columbia 43868 (Southwind, BMI)	4
7	18	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	10	44	45	CLASS OF '49 Red Sovine, Starday 779 (Cedarwood, BMI)	6
8	5	SWEET THANG Nat Stuckey, Paula 243 (Su-Mar/Stuckey, BMI)	15	45	31	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)	19
9	4	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)	16	46	57	OUR SIDE Van Trevor, Band Box 371 (Summerhouse, ASCAP)	5
10	13	UNMITIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	10	47	53	JUST BETWEEN YOU AND ME Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	3
11	9	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	16	48	51	WHO'S BEEN MOWING THE LAWN Ray Pennington, Capitol 5751 (Pamper, BMI)	7
12	28	DON'T COME HOME A'DRINKIN' Loretta Lynn, Decca 32045 (Sure Fire, BMI)	6	49	38	PRISSY Chet Atkins, RCA Victor 8927 (Vector, BMI)	10
13	26	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	7	50	34	IT'S ONLY LOVE Jeannie Seely, Monument 965 (Pamper, BMI)	14
14	11	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)	17	51	62	THE WIFE OF THE PARTY Liz Anderson, RCA Victor 8999 (Yonah, BMI)	3
15	37	BEAR WITH ME A LITTLE LONGER Billy Walker, Monument 980 (Hill & Range, BMI)	6	52	52	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	8
16	14	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)	17	53	63	ONCE Ferlin Husky, Capitol 5775 (Harbot, SESAC)	3
17	17	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	10	54	70	WHERE COULD I GO (But to Her) David Houston, Epic 10102 (Gallico, BMI)	2
18	19	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	9	55	48	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)	18
19	24	WHERE IS THE CIRCUS Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	9	56	40	THE TALLEST TREE Bonnie Guitar, Dot 16919 (Hearthstone-Acclaim, BMI)	10
20	7	ALMOST PERSUADED, NO. 2 Ben Colder, MGM 13590 (Gallico, BMI)	13	57	60	MR. DO-IT-YOURSELF Ray Pillow & Jean Shepard, Capitol 5769 (Central, BMI)	4
21	23	ANOTHER STORY Ernest Tubbs, Decca 32022 (Marson, BMI)	10	58	68	BURNING BRIDGES Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	2
22	16	BAD SEEDS Jan Howard, Decca 32016 (Stallion, BMI)	11	59	64	ONE DREAM Slim Whitman, Imperial 66212 (Cedarwood, BMI)	3
23	12	IT TAKES A LOT OF MONEY Warner Mack, Decca 32004 (4 Star, BMI)	16	60	59	ONLY ME AND MY HAIRDRESSER Kitty Wells, Decca 32024 (Moss-Rose, BMI)	8
24	20	LONG TIME GONE Dave Dudley, Mercury 72618 (New Keys, BMI)	11	61	74	HULA LOVE Hank Snow, RCA Victor 9012 (Nom, BMI)	2
25	30	WHERE D'YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	8	62	67	SAD FACE Ernie Ashworth, Hickory 1428 (Acuff-Rose, BMI)	3
26	15	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	19	63	75	APARTMENT #9 Tammy Wynette, Epic 10095 (Owen, BMI)	2
27	29	THIS MUST BE THE BOTTOM Del Reeves, United Artists 50081 (Moss-Rose, BMI)	8	64	66	A WOMAN NEVER FORGETS Kitty Wells, Decca 32024 (Wells/Cedarwood, BMI)	4
28	22	ONE IN A ROW Willie Nelson, RCA Victor 8933 (Pamper, BMI)	12	65	72	YOU BETTER BE BETTER TO ME Carl Smith, Columbia 43866 (Acclaim, BMI)	3
29	32	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	9	66	61	THE LAST LAUGH Jim Edward Brown, RCA Victor 8997 (Tree, BMI)	5
30	47	MR. SHORTY Marty Robbins, Columbia 43870 (Mariposa, BMI)	5	67	71	LITTLE THINGS THAT EVERY GIRL SHOULD KNOW Claude King, Columbia 43867 (King, BMI)	4
31	36	SEVEN DAYS OF CRYING Harden Trio, Columbia 43844 (Southtown, BMI)	7	68	—	GREEN RIVER Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	1
32	44	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury 72627 (Fingerlake, BMI)	5	69	—	A WANDERIN' MAN Jeannie Seely, Monument 987 (Pamper, BMI)	1
33	21	EARLY MORNING RAIN George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	16	70	—	TEARS WILL BE A CHASER FOR YOUR WINE Wanda Jackson, Capitol 5789 (Tree, BMI)	1
34	27	APARTMENT #9 Bobby Austin, Tally 500 (Owen, BMI)	11	71	—	WHAT'S COME OVER MY BABY Dottie West, RCA Victor 9011 (Tree, BMI)	1
35	25	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)	19	72	—	THE FUGITIVE Merle Haggard, Capitol 5803 (4 Star, BMI)	1
36	41	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central Songs, BMI)	7	73	—	STRANDED Jim Nesbitt, Chart 1410 (Peach, SESAC)	1
37	42	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	6	74	—	THE KIND OF WOMAN I GOT Osborne Brothers, Decca 32052 (Sure-Fire, BMI)	1
				75	—	COUNTRY BOY'S DREAM Carl Perkins, Dottie 505 (Cedarwood, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 12/17/66

HOT COUNTRY ALBUMS

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

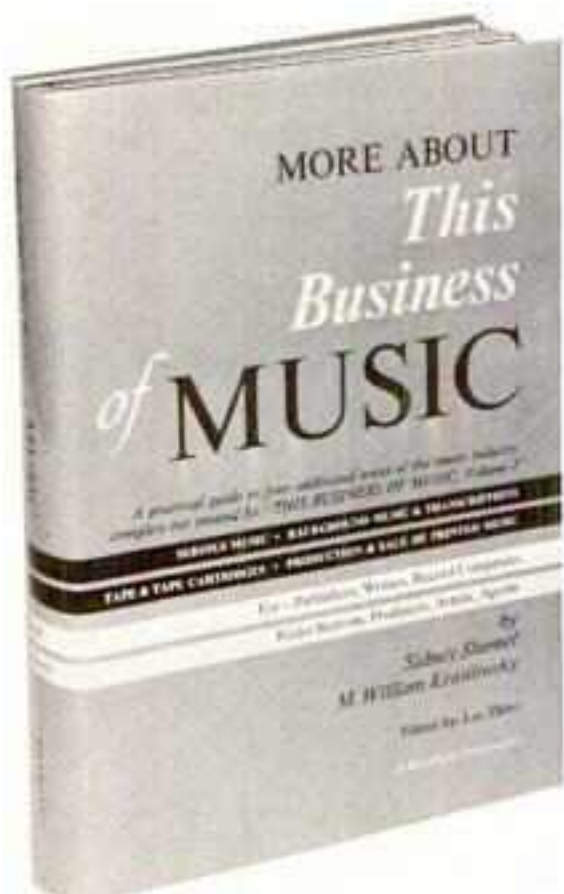
This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	8
2	15	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	3
3	3	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	7
4	4	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	15
5	5	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	11
6	2	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	8
7	7	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	16
8	10	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 3106 (S)	5
9	9	CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	11
10	6	I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	19
11	8	THE SEELY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 17057 (S)	10
12	20	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	6
13	14	A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	10
14	19	WHERE IS THE CIRCUS Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	5
15	12	WANDA JACKSON SALUTES THE COUNTRY MUSIC HALL OF FAME Capitol T 2606 (M); ST 2606 (S)	8
16	16	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	9
17	21	COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	7
18	13	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	21
19	37	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709(e) (S)	2
20	30	FREE AND EASY Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	3
21	11	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	21
22	22	GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	13
23	24	THIS S MY STORY Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	5
24	23	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	30
25	31	HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	6
26	27	FROM NASHVILLE WITH LOVE Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	6
27	35	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	3
28	32	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	3
29	25	SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)	13
30	18	ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	19
31	28	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	19
32	33	WORDS & MUSIC Roger Miller, Smash MGS 27075 (M); SRS 67075 (S)	4
33	17	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)	13
34	36	CLOSE TOGETHER AS YOU AND ME George Jones & Melba Montgomery, Musicor MM 2109 (M); MS 3109 (S)	4
35	29	BREAKIN' THE RULES Hank Thompson, Capitol T 2575 (M); ST 2575 (S)	10
36	39	NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS RCA Victor LPM 3664 (M); LSP 3664 (S)	2
37	—	GREAT COUNTRY SONGS Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	1
38	—	LIVE COUNTRY MUSIC CONCERT Willie Nelson, RCA Victor LPM 3659 (M); LSP 3659 (S)	1
39	40	FROM THE HEART OF TEXAS Bob Wills and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	2
40	—	BAD SEED Jan Howard, Decca DL 4832 (M); DL 74832 (S)	1

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England Swings to Country, Too

• Continued from page 48

rently popular in England is a slightly modified version of the Nashville sound. Smith, who produces country disks for his artists, refers to it as "modern country." The steel guitar sound that is prevalent in country mu-

sic is de-emphasized in the English version, employed mainly as a background effect. Smith stresses the rhythm, using a modern drumbeat familiar in many pop tunes.

Smith brought many demonstration disks and tapes with him and has played them for

the major a.&r. men in Nashville. Chet Atkins, Jerry Kennedy and Paul Cohen all expressed an enthusiasm for the material penned by young English composers, as did the many others that heard the demos. As Al Gallico said, "The same that happened to r.&b. music

in England will happen to country music over there. The kids will experiment with and improve on country music as they did with r.&b. and eventually they'll bring it back to the U. S." Gallico feels, and rightly so that such a trend would strengthen country music both here and abroad.

Here's the Problem

The problem, as Smith sees it, is to convince American coun-

try artists of the solid potential that England holds for a personal appearance tour. "Johnny Cash went over to England in May," says Smith, "and played two shows a day to SRO audiences in every major city." The same reception would be given to all the country stars that toured the British Isles, according to Smith.

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

Keith Prowse Music (KPM) has an association headed by Smith to handle country music affairs. Smith will assist all American artists who tour England with the booking of radio, TV and concert dates, and aid in the promotion of the artist's records.

Currently, Al Gallico is negotiating for a TV slot in England to air country music weekly. Smith has a weekly radio program devoted to country music on a prime time, and writes a country column to increase the exposure of the U. S. country sound in England.

If the trend to country follows that of the exported r.&b. sounds, the U. S. record manufacturers will soon have another major market for country disks.

The Customer's Always Right

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

David Houston "A Loser's Cathedral"

5-10102



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NASHVILLE SCENE

• Continued from page 48

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

Mullins Bows Pub

CINCINNATI—Ted Mullins, songwriter and arranger, has formed his own publishing firm, Mayflower Publishing Co. (BMI), with headquarters at 2906 Henshaw Avenue here. Mullins was a partner in the former Wonder Records label, which recorded his originals, "Sermon on the Mount" b.w. "Sunshine on the Other Side."



ANNA GERMAN, of Poland, meets with Pier Quinto Cariaggi, right, CDI general manager, during her trip to Italy for recordings. Also present were Polish Consul Doctor Jan Hurnik, left, and Germano Ruscitto, Billboard's Italian correspondent. Miss German will probably participate in the San Remo Festival and her records will be licensed by CDI over all the Western block countries.

CBS Mexico in Yule Spirit With Release of 10 Albums

By KEVIN M. KELLEGHAN

MEXICO CITY—CBS (Columbia) has something old, something new for Christmas, Mexico, 1966. Ten albums went on the market last Monday. New LP's feature the Brothers Four, Percy Faith and Ken Griffen and Edie Gorme singing in Spanish along with the Trio Los Panchos. Manuel Bernal's talker, "El Milagro de Tepeyac," is a description of the miraculous appearance in Mexico of the Virgin of Guadalupe, the country's patron, who appeared centuries ago on Dec. 12. It received special promotion during that week, and on into Christmas.

Executives have also selected previous season best-sellers. They include Ray Conniff with two LP's and an album titled "Merry Christmas," a potpourri featuring Doris Day, the Brothers Four, Johnny Mathis, Percy Faith, Ken Griffen, Mitch Miller and Frank Sinatra. Two Mexican offerings are also on the list by Carmen Rivero, Cuco Sanchez, Sonia Lopez, Sonora Santanera and Linda Vera; one features Milissa Sierra and the Coro de Juan Bosco, who debuted last year.

Promotion executives feel the offerings are popular enough, based on songs and stars, to get pulled from the racks automatically for gift-giving.

Schrade New DUSA Mgr.; Atlantic Is Added to Roster

MEXICO CITY — Hans Schrade, former general manager of Philips, Hamburg, has taken over as general manager of Discos Universales, the Philips-Deutsche-Grammophon outlet in Mexico.

He signed Atlantic to represent it starting in January. This will be added to a total of 15 labels DUSA now handles, such as Polydor, Verve, Mercury, MGM and Fontana.

There are Philips factories in Brazil, Argentina, Venezuela, Peru, Colombia and Chile and an outlet in every Latin American country.

"Authentic" Latin American music is becoming increasingly popular throughout Europe, Schrade said. "I'd estimate

that 500,000 LP's with Latin American music were sold in Germany alone, and this figure should pass a million this year." Instrumental music is favored. "I can call any Philips outlet in the World and offer a Latin American title," he added.

Speaking about the Hot 100, Schrade pointed out that German teen-agers prefer original recordings by Briton in English. "They all understand English," Schrade said, "because they study the language with records." Philips has its own line of disk English Courses.

GOLD DISKS TO NANCY, FRANK

HAMBURG — Teldec will award gold disks to the Sinatras, father and daughter, for the family's runaway record sales in Germany. In a ceremony Dec. 1 in Wiesbaden, Nancy Sinatra will receive Teldec's gold record award for sales of her "These Boots Are Made for Walking," and she will be presented at the same time with a gold disk award to take home to Frank Sinatra. Sinatra's gold disk is for "Strangers in the Night." Miss Sinatra will appear on the German TV program, "The Golden Shot."

High Riding Philips Ready, Willing And Able to Do Peak Business in '67

LONDON—Philips Records is all set to do peak business in 1967 following the major development of the British company's recording operations in 1966. This is claimed by the company's British managing di-

rector Leslie Gould, who reports that in the past year the British company has produced 35 singles exceeding 100,000 sales, 20 of these reaching 500,000 sales zone. These sales included direct exports which expanded rapidly particularly to Scandinavia.

Philips' U. K. single production has doubled and his company's share of the U. K. record market has jumped 9 per cent in 12 months, says Gould, and now stands at 20 per cent of the total market. Pop albums brought in a 40 per cent rise in sales value in the year, and classical moved up 5 per cent.

The Philips' star roster has a broad-based international appeal with artists such as Spencer Davis, the Troggs, Mindbenders and recently captured Manfred Mann and Julie Felix all receiving wide acceptance in Europe, with the Dave Dee Group scoring major success in Germany. Philips artists receive equal acclaim in the U. S.,

highlighted by the current reaction to the New Vaudeville Band. "This longterm talent development, in which we have invested heavily, is the key to our success. And this success will snowball in 1967," claimed Gould.

Because overseas subsidiaries and affiliates realize that we are giving them regular hit product they make extra effort to promote our material. And this increased acceptance of our artists increases our ability to attract other artists. Additionally, Gould foresees an expansion of the Philips' policy of pressing and distributing independent labels. The company has now fixed to take on the distribution of the Island label and its subsidiaries which include a strong SKA catalog, from Jan. 1 here. Philips already presses and distributes Shel Talmy's Planet label plus Andrew Oldham's Immediate and Larry Page's Page One Records. There will be more deals of this type, Gould says.

Lineup Grows For S. R. Fest

MILAN — Another imposing array of international pop talent is lining up for the 1967 San Remo Festival on Jan. 26, 27 and 28.

Phonogram states that the Four Seasons (U. S. Philips), Roy Black (German Polydor) and Orienta Berti (Italian Polydor) will appear.

Other likely participants are the Hillies (EMI London); Sorrows (Pye); Anna German (CDI) from Poland, and Italian artists Mina, I Giganti, Iva Zanicchi, Giorgiogaber, Roberta Amadei (all Rifi), and Lucio Dalla (Arc-RCA Italiana).

U. S. Artists Set for Bonn

MUNICH—The U. S. club circuit in Germany next year will continue to attract a galaxy of talent from America. Twenty-two top artists have been signed for appearances for the first seven months of 1967. The deals have been concluded in association with the Staub Agency and Patmonde.

Della Reese, Peggy March and the Supremes are set for January. The Collins Kids, the Platters and the Geesenshaw Brothers come over in February, followed by Joni James, Billy Daniels and Frankie Avalon in March.

The Harmonicats, Vikki Carr, Buddy Cagle and the Everly Brothers are scheduled for April and Tex Williams, Johnny Mathis, and Bobbi Martin will play the clubs in May.

June names are Jerry Naylor, Brook Benton and Tom Jones, with Hank Thompson and Bud Greco set for July.

'Guantanamera' A Hit Tune

PARIS — "Guantanamera," published here by Essex Music, is proving one of the big hits of the year. Jack Robinson of the Richmond Organization reports at least 15 demands for future recordings of the song, from singers, accordionists and bandleaders Georges Jouvin, Paul Mauriat and Frank Pourcel.

The song first appeared in France a year ago on the B side of a Jo Dassin disk. Now Dassin has re-recorded it for CBS and it is getting extensive airplay. A version by Nana Mouskouri on Philips, also recorded several months ago, has just been released and Claude Francois will feature the song in a ballet sequence during his season at Olympia Theater.

The visit of Pete Seeger for a Musicorama concert at the

ARD LEADERS REJECT GVL TERMS; PRESS FOR TALKS

FRANKFURT — Directors of West Germany's first program television network—the ARD—have rejected the agreement reached Oct. 27 in Cologne to end the dispute over recorded music broadcasting royalties with the musicians union, the GVL. ARD executives directed their negotiators to reopen talks with the GVL. They rejected the proposal to hike the royalty from the present 25 cents per broadcast minute of music to \$1 and asked for clarification of certain other points in the Oct. 27 pact. The GVL had demanded \$1.25 per broadcast minute.

ARD stations reduced the programming of recorded music by 90 per cent to exert leverage on the Musicians' Union. An ARD spokesman said the recorded music boycott would remain in force until agreement is reached.

Venne Wins 5G for Writing The Expo '67 Theme Song

MONTREAL — French-Canadian composer and recording artist Stephane Venne has won the \$5,000 award for composing the official theme song for Expo '67, the World's Fair to be held in Montreal next year (April 28-Oct. 27). The composition attracted 2,210 entries from 35 countries, and the jury originally appointed was unable to make a decision and resigned. A second jury chose Venne's "Un Jour, Un Jour," titled "Hey Friend, Say Friend" in English, which has been subject to some criticism because of its 'ye-ye' beat, though the composer insists it was set to jazz.

The song was officially launched in an hour-long TV special on the CBC-TV network, sung in both English and French, and a number of recorded versions in both of Canada's official languages are expected to hit the market right away. RCA Victor is believed to be first, with instrumental versions in both march and beguine tempos by organist Lucien Hetu, in a special sleeve

Olympia Theater on Jan. 11 is expected to give the song a further boost.

showing the Expo site and bearing its logo.

Venne, 25, has composed some 150 songs and 50 of them have been recorded. In addition to the \$5,000 prize awarded by the Sun Life Assurance Co., he also received \$1,000 from La Fondation des Amis de l'Art.

CBS GERMANY, MAGAZINE TIE

FRANKFURT—CBS Schallplatten has joined the march of German record companies and magazines who are forming music mergers.

CBS announced that "Somewhere My Love" will be the title of the first Ray Conniff disk to be released in West Germany as a joint venture of CBS Schallplatten and Constanze, Germany's leading magazine for women.

This is the latest in a series of magazine linkups of the major German record companies. Ariola distributes through Bertelmann; Electrola and Teldec are tied in with the TV-radio guide Hoer-zu, and Philips has just linked up with the Burda Publishing Co.

Music Exhibition Opens in Milan

MILAN—The 12-day First International Milan Music Exhibition opened Wednesday (7) with the participation of 100 exhibitors, including record companies, music publishers, radio and high fidelity set manufacturers, instrument producers and music magazines. A bus service will carry the visitors from the Palazzo dell'Arte Art Palace, where the exhibition is located, to the American Trade Center, where high fidelity sets only are shown.

Monument to Bow in Sydney

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

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

EMI Stockholder

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



ADVERTISING IN
BUSINESS PAPERS
MEANS BUSINESS

VOGUE HOLDS WAY-OUT FETE

PARIS — "Hyperno Music" — music of the year 2000 — was launched by Vogue Records when they gave a reception to introduce their new "wayout" pop artist Jean Bernard de Liberville whose first EP "Juxtaposition 210" has just been released.

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

Yaskiel Exits Deutsche Vogue

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

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

Units in 55% of Dutch Homes

By BAS HAGEMAN

AMSTERDAM—For the first time, more than half the homes of Holland now own at least one record player. And many of them possess two, one for stereo and hi-fi recordings and the other for the single collections of the younger members of the family.

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

Philips this year conducted research into which families used record players most. It found that 52 per cent of families with children had a record player, while the percentage for childless families was 29.

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

Distrib Pact Inked by DGG

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

Artists on the Storyville label include Christ Barber, Papa Bue, George Lewis, Bunk Johnson, Memphis Slim and Champion Jack Dupree; on the Sonet label: the Defenders, the Folklore Trio, Cy Maia and Robert, Rachel Rastenni, as well as Modern Jazz with Charlie Parker, Bud Powell and Archie Shepp.

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

Sir John Tour, Electrola Tie

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

Cities on the Barbirolli-Halle tour: Essen, Leverkusen, Hannover, Hamburg, Kassel, Frankfurt, Nuremberg, Duesseldorf, and Viersen.

The four recordings are "Sinfonia-Antarctica, No. 7" by Vaughan Williams with Margaret Ritchie, soprano, and a section of the Halle Choir with organ; Elgar's "Symphony No. 2 in E Flat, Op. 63" and "Falstaff Symphonic Study, Op. 68"; "The Dream of Gerontius" by Elgar with Richard Lewis, tenor; Janet Baker, contralto; Kim Borg, bass; the Halle Choir Sheffield Philharmonic Chorus and The Ambrosian Singers; and Schubert's "Symphony No. 9 in C."



PHILIPS PRESIDENT director general Georges Meyerstein-Maigret announces the success of the Philips 19.95 campaign at a press luncheon at the Ledoyen Restaurant, Paris. Seated, left to right, are Claude Carrere, manager and artistic director of Philips star Sheila; Sheila; and Philips Vice-President Hazan.



JAN MALMAJO, singer-actor, signs with CBS in Sweden. Malmajo, who enjoyed impressive sales with his version of the lead in "Stop the World," spent most of the past year in Hollywood and New York. Eddie Landqvist, of Philips-Sonora, looks on.

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

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

The first half-dozen releases, scheduled for the first quarter of 1967, include "This Land Is Our Land," by the established folk group, the Travelers, and by old-time fiddler Ned Landry; comedians Dave Broadfoot, recorded live at Mother Martin's in Montreal; a unique album

by the Ojibwa Choir from Curve Lake Indian Reserve, performing tradition hymns in the Huron tongue, accompanied by drums; "Centennial Polka Party," by Walter Ostanek and his orchestra, made up of polkas most popular with New Canadians; "Expose '67" (the title spoofs Expo '67, the World's Fair in Montreal) by the singing satirists, the Brothers-in-law, and a fourth album by TV and disk favorite, Catherine McKinnon.

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

The special series will retail at \$2.50 mono, \$2.98 stereo.

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

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

Music-Faser In Disk Field

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

Roger Linberg has been made president of Finnlevy, which takes over all activities of Music-Faser's record department. Among foreign labels represented for Finland are Amadeo, Barclay, CBS, (British) Decca, Philips, Pye and Rytmi. Osmo Ruuskanen is in charge of a&r and sales at Finnlevy. Production of local recordings is Toivo Karki.



FIRST INTERNATIONAL MILAN MUSIC EXHIBITION

December 7-18, 1966

The first Italian exhibition of the international music production held in Milan, at the "Palazzo dell'Arte al Parco" (Art Palace at the Park), in conjunction with the "Teatre della Scala" season opening

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From The Music Capitals of the World

AMSTERDAM

Bovema's Parlophone section expects good Christmas sales for the **Hollies** because of their album, and a Beatles collection of oldies, LP containing hits like "Yesterday," "A Hard Day's Night," "Help" and "Yellow Submarine." . . . **Andy Fisher's** "Mr. Carnival" (Deutsche Vogue), issued here by Negram-Delta, is selling well. Negram managing director **Robert Oeges** hopes this will be a breakthrough for German recordings on the Dutch market. Classical guitarist **John Williams** played recitals here and at The Hague last week, and telecasted a TV spot. CBS releases his recordings of "Rodrigo's Guitar Concerto" and "Castelnuovo-Tedesco's Guitar Concerto" with the Philadelphia Orchestra under **Eugene Ormandy**, to coincide with his appearances. . . . Bovema has asked Dutch comedian **Toon Hermans** to reissue his 1958 HMV one-man show album. Hermans will play his one-man show specialty on Broadway next year. . . . **Ella Fitzgerald** and **Duke Ellington** will star in Rotterdam's Doelen Concert Hall Jan. 28.

BAS HAGEMAN

CHICAGO

Arie Crown Theater was the scene last Sunday (4) of the annual WVON "good guys" Christmas party, proceeds of which buy Christmas baskets for the needy. Top r&b stars were on hand. . . . The Gold Record presentation to Fontana's **New Vaudeville Band** for "Winchester Cathedral" was made by **Lou Dennis** on stage at the Capital Theater, Madison, Wis. . . . Four of the world's greatest accordions, **Charles Magnante**, **Leon Sah**, **Myron Floren** and **Art Van Damme**, appeared in concert here Sunday (11). . . . Promising **Charlene Gibson** debuted at Fazio's in Milwaukee recently before top a&r scouts. . . . "BBC Music Showcase," a 52-week series of half-hour classical music concerts, commenced on WEFM Radio here last week. . . . Thirty-five-year-old **Harold Burridge**, r&b artist under contract to One-Derful Productions, Inc., died of a heart attack Friday, Nov. 25. Survivors are **Mrs. Dorothy Burridge**, a son, **Harold Jr.** and daughters **Rinette** and **Wanda**. Burridge started his career with a recording of "Hi, Yo, Silver" for Decca. Over the years he was with States Records, Cobra Records, Vee-Jay, Passo and M-Pac. . . . The new Upstairs Room will bring in its first name act Dec. 22—the **Kingsmen**.

. . . **Sen. Everett Dirksen's** Capitol single "Gallant Men—New Colossus," polled a 50,000 advance order in the Chicago area. . . . **Bob Scobey** fans are comforted by the news that three new albums by the Dixieland specialist have been released on the Jansco label: "The Great Scobey" (Vol. I & II) and "Scobey and His Frisco Band." . . . **Neal**, president of ABC-owned radio stations, announced that though **Ralph Beaudin**, president of WLS Radio, has been appointed group vice-president and will move to New York. **Gene Taylor** will continue as WLS station manager.

. . . **Emerge Records** in St. Louis reports action on "Mr. C. C." by **Jimmy Pipkins** and **the Boss Five**. . . . WLS-FM has a new air talent: **Bob Porter**, who comes from WLWD-TV, Dayton, Ohio. . . . **Steve** and **Bill Jerome** of Real Good Productions, who did "Walk Away, Rene" by the **Left Bank** on Smash, were in town recently for auditions. . . . **Lloyd Webb**, vice-president and general manager of L&P Broadcasting (WVON and WSDM-FM) has resigned; hasn't announced future plans. . . . **Bob Parrish**, the "singing farmer" from Milford, Ill., is a man with a master looking

for a label. . . . Mercury writer-artist **Dick Campbell** has bought a record store in Monroe, Wis.

. . . The **Rockefeller Chapel Choir** and the **Chicago Symphony Orchestra** opened their ninth season of Oratorio Festival Concerts Dec. 11 with a performance of Handel's "Messiah." . . . **Chuck Baker** is back from Viet Nam and appearing at Yesterday's Child, a rock-blues spot at 1613 W. Lawrence.

RAY BRACK

COPENHAGEN

The British movie, "Modesty Blaise," premiered here, is providing strong promotion for 20th Century-Fox Records soundtrack album. . . . The **Telstars**, one of the winning groups in the Danish beat competition, makes its disk debut on Tono. . . . **Wilhelm Hansen** has acquired the Scandinavian publishing rights to **Herman's Hermits** latest hit, "No Milk Today" (Columbia).

HAMBURG

Freddy Quinn, topping the hit parade with "Eine Handvoll Reis (A Handful of Rice)," has notched 260 performances in St. Pauli since it was premiered at the Hamburg Opera House in 1962. The show has played to 300,000 people during its Vienna season, and opens in Berlin in January for a two-month run and may also go to Zurich and Buenos Aires. Meanwhile Quinn, who has recorded his songs for Polydor, is set for TV dates in Barcelona.

Manno Ulrich has taken over as Deutsche Vogue International manager from **Lawrence Yaskiel**. . . . The **Hollies**, **Sounds Incorporated**, **Cliff Bennett** and the **Rebel Rousers** and **Gerry** and the **Pacemakers** from Britain are set for German tour appearances. . . . **Frances Mireille Mathieu** and America's **Bobby Darin** will appear in a Munich gala.

Professor Hans Hickmann, head of Deutsche Grammophon Archive Production, will lecture on baroque music in Amsterdam's International Culture Center. . . . Italian opera singer **Renata Tebaldi** makes a German concert tour next May. . . . Deutsche Grammophon's Christmas LP's are "Christmas Organ Music of the Old Masters" by **Dietrich Probst** and "Christmas Music," featuring the late **Fritz Wunderlich** and **Hermann Frey**.

Britain's **Acker Bilk** will star in the TV show "Hotel Viktoria," and tour Germany in March. . . . Singer **Rita Streich** has returned from her New Zealand tour. . . . Polydor has released **Sacha Distel's** hit "Monsieur Cannibale" and an LP by Norwegian singer **Wencke Myhre**. The company has also recorded a single with German footballer **Franz Beckenbauer**.

WOLFGANG SPAHR

LONDON

Georgie Fame signed his new CBS contract last Tuesday (6) at the label's London office, with his manager **Rik Gunnell** and CBS managing director **Ken Glancy**. It ties Fame to CBS world wide for five years and involved a sum in excess of \$100,000, stated Glancy. Fame's first single for CBS will be issued in January followed by an album. His EMI pact expires at the year end. Fame's records will be issued on the Epic label in America. . . . **Bobby Hebb** (Phillips) here for TV and ballroom dates. . . . **Andrew Oldham's** Immediate label waxed former Ikette **Pat Arnold** on her first solo single "Is That What I Get for Loving You, Baby?" She stayed in Britain after the **Ike and Tina Turner-Rolling Stones** tour. . . . **Bobby Darin** completed filming of "Stranger in the House" and will record a BBC-TV spectacular this week, before

flying back to America later this month. . . . Deylse is releasing "Home Boys Home" to follow **Dermot O'Brien's** smash Irish hit, "The Merry Ploughboy." The disk will probably be O'Brien's next on Capitol in America with his composition "Alpine Slopes" on the coupling. . . . CBS has picked up British rights to **Go Go's** "Eggplant That Ate Chicago" and will release the single at year end. Cover versions are planned by EMI and Pye. . . . Pirate station Radio 390's appeal against the recent court decision that its broadcasts were illegal was set for hearing before three judges Monday (12).

In an agreement with Chappell Publishing Co., **James and Ray Gilbert** have set up Ipanema Music here. . . . **Cyril Simons** of Leeds Music and **Lou Rawls** are directors of another newly registered music company, **Rawlow Music**. . . . EMI's managing director **Geoffrey Bridge** and his licensed product manager **Rex Oldfield** returned from their U. S. visit, with several deals near completion. EMI has renewed its Amy-Mala pact and the company will almost certainly appear under its own Bell logo here later next year. At present, its product is put out on EMI's Stateside label. It has scored here strongly this year with **Norma Tanega** and more recently, **Lee Dorsey**. . . . DGG's International sales director **Kurt Kinkel** visited here. . . . **Jimmy Ruffin** flew here for a week's promotion for his Tamla hit, "What Becomes of the Broken Hearted," including appearances on top teen TV shows. . . . RCA's British a&r man **Peter Roddis** is recording Las Vegas entertainer **Dick Francis** here. . . . **Rita Pavone** (RCA-Italiana) will return Dec. 14 for promotion of her "Heart" single and cut a new English-language disk. She will return Jan. 3 to promote it. . . . CBS released **Barbra Streisand's** "Sleep in Heavenly Peace" for the Christmas trade. It was recorded here during the summer "Funny Girl" run. . . . Decca has been flooded with demonstration records and requests for auditions from groups all over Europe and other countries following its success with **Los Bravos** from Spain. As a result, Decca producer **Ivor Raymonde** has auditioned Israeli duo, the **Dudaim**, and is considering recording a Swedish group. Decca is also releasing a single, "Listen to My Heart," by a South African group, **the Bats**. . . . **Brian Epstein** has booked several American stars for his Saville Theater in London. **Chuck Berry** plays the Venue Feb. 19, followed by **Edwin Star** and **Garnet Mimms** (26); **Lee Dorsey** (March 5); and the **Impressions** (April 16). . . . **Mrs. Miller** (Capitol) suddenly arrived for appearances on the **David Frost** TV series. . . . Decca will probably announce the launch of Monument under its own logo next month. **Sir Edward Lewis** completed negotiations with Monument president **Fred Foster** and **Bobby Weiss**, international vice-president, during his autumn U. S. trip.

BBC-TV's "Juke Box Jury" will feature DJ's only as panelists weekly from Dec. 31, following an experimental show earlier this month. . . . EMI is subtitled the **Dave Clark Five** Greatest Hits album, "14 World Million Sellers." . . . The **Monkees** TV series will be carried by BBC-1 from Dec. 31. . . . Decca issued a soundtrack single "The Young Love Theme" by the **Tudor Minstrels** from the forthcoming **Haley Mill's** film, "The Family Way." The tune, with the rest of the soundtrack, was written by **Paul McCartney**. . . . **Noel Miller**, program controller and chief DJ of Radio 270, is quitting to spend a year or so in America before returning to his native Australia. . . . **Oryx** has added a new classical label, **Abbey**.

GRAEME ANDREWS

MILAN

Rifi is benefiting from a tie with Feltrinelli, publisher of the "Dr. Zhivago" book. Buyers of the book get a voucher which, when cashed at a record store, brings a 20 per cent discount on Rifi's "Lara's Theme" disk by the **Bob Mitchell Orchestra**. The record is now topping the Italian chart. . . . "Sunny," subtitled by Connelly, is available in three versions by **Luisa Casali** (Fox), **Richard Anthony** (EMI) and the **Blackbirds** (Durium). . . . Southern Music is hot, thanks to their publishing of four titles by French star **Michel Pollnareff**—The Italian version of **Donovan's** "Catch the Wind" ("La Vita E' Come un Giorno"), the soundtrack music from the hit movie "Une Homme et Une Femme" and "A Pizza," second at the festival.

The Rokes, an English group contracted to RCA Italiana and recording in Italian, will receive a gold record award for a million sales of their summer hit, "Che Colpa Abbiamo Noi" (What's Our Fault). The group will fly to the States in March to cut their first disk for RCA Victor. . . . Another English group, the **Motowns**, also signed by RCA-Italiana, starred in a TV show in Bastle, Switzerland, which was screened simultaneously in France and Germany. . . . English stars **Sandie Shaw** and the **Sorrows** are making their first

MEXICO CITY

The first Latin American Song Festival, in Miami, Dec. 11, a one-day affair, had participants from Puerto Rico, Panama, Colombia, Venezuela, Chile, Mex-

Top 10 List to Mark RSI's Bow in Italy

MILAN—RSI Italiano is being initiated this month with the first list of 10 top Italian singles. Germano Ruscitto, Billboard's director of operations in Italy, will select the pop records each month for subscribers throughout the world. Subscribers include record companies, music publishers and radio stations. Ruscitto's duties include notifying each company of the number of release he needs to fulfill orders for subscribers.

He will also write a newsletter explaining what activity the disk or song is producing in Italy and will provide a literal translation of the song in English to help interested publishers and record manufacturers throughout the world decide whether the product is of sufficient interest in their countries.

Each month, Billboard will

ico and other countries. Each nation is sending its outstanding artists. Mexico will send **Gloria Lasso**, **Alberto Vazquez**, **Angelica Maria**, **Jorge Ortega** (music director) and executives **Jesus** and **Guillermo Acosta**, all of Musart. . . . Pacific Jazz Records have been pressed here under the local Musart label. . . . **Justinio Diaz** and **Leotyne Price** appeared on TV here. . . . **Angelica Maria's** next single for Musart is "Super-pitagorico." . . . Italy's **Roco Torbruno**, in town for a club date, will do an album of Mexican and Italian songs for Musart. . . . Capitol released this week "The Sensational Johnny Rivers," "Billy Mae Today," "Favorite Christmas Songs," "Frank Pourcel Playing for Lovers," "Frank Pourcel International" and a new **Padre Cue** talker. Padre Cue's "Cristo Roto" broke all Capitol sales records. . . . Capitol's Angel release included **Falla**, **Puccini**, **Bach** and **Haydn**. . . . CBS crowing about continued top sales of deceased **Javier Solis** disks. They still have a backlog of the prolific singer's tapes. . . . Would you believe RCA Victor brought out "I Want to Be a Beatle" with their new feminine rock group, **Las Chics**. . . . **Cesar Costa** released "Jornada Sentimental" for RCA Victor and **La Prieta Linda** just finished "Mil Cadenas" for the same label.

KEVIN KELEGHAN

MILAN

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list the 10 records picked to be serviced by RSI Italiano. The 10 titles chosen for December are "Mondo in Mi 7" (The World in E 7th), by Adriano Celentano on Clan; "Cento Giorni" (A Hundred Days), by Caterina Caselli on CGD; "C'era Un Ragazzo" (Once There Was a Boy), by Gianni Morandi on RCA; "Perdonala" (Forgive Her), by Little Tony on Durium; "Sono Come Tu Mi Vuoi" (I Am Like You Wish Me to Be), by Nina on Rifi; "Un Ragazzo di Strada" (A Street Boy), by I Corvi on Ariston; "Voi Non Sapete" (You Don't Know), by Milva on Ricordi; "E Lei Aspetta" (and She's Waiting for You), by I Giganti on Rifi; "Quando in Cielo il Sole Chiude Gli Occhi" (When the Sun Closes His Eyes), by Pino Donaggio on La Voce, and "Figlio Unico" (The Only Child), by Riccardo del Turco on CGD.

tours here. They are released by Pye-RCA Italiana. . . . **Connie Francis** is expected here to plan recordings. . . . Parade has issued original movie soundtrack albums of "Fumo Di Londra," "Il Natale Che Quasi Non Fu," "Larci-Diavolo," "Navajo Joe" and "Quien Sabe."

Ecofina manager **Sabet Mourad** announces his company has contracted to release the American Somerset catalog through **Dischi Bluebell**, for release as **Fidelipac** 4-track cartridges. Ecofina has also gained permission from **Dischi Ricordi** to export its catalog material in cartridge form to America, and will also exploit the entire repertoire of **Dischi Jukebox**. . . . CGD has launched the **Jelly Belly** dance with a single by **Nai Bonet** on the Audio Fidelity label. . . . **I Fuggaschi**, formerly with Clan Records, has switched to Saar. . . . Carisch has issued "Girl" the eighth album by **Peppino Di Capri**. Some of its songs are also being recorded in Turkish. Carisch has also released "Stop Stop Stop" by the **Hollies**, who will appear on Italian TV in a filmed segment.

. . . **Cilla Black's** Italian version of "A Fool Am I," **Dimmelo Parlami**, has been issued on the Parlophone label. . . . Ricordi has issued **Donovan's** "Sunshine Superman." . . . **Adamo's** total sales have reached 2 million. He will repeat his 20-day summer tour here next July. . . . **Milva** and **Remo Germani** left Italy for tours of America and Rumania respectively. Ricordi has issued **Milva's** first single, "Voi non Sapete," since she left Fonit-Cetra. . . . A Ricordi-signed group, **Quelli**, won the recent **Bandiera Gialla** Radio contest, which reaches a wide youthful audience and has chart influence. Ricordi's **Bobby Solo** has cut "Non Ce Piu Niente da Fare" as the theme for the **Tutto Toto** (all Toto) TV series starting in January. . . . **Mina** (Rifi) recorded the English versions of "Se Telefonando" and "Taratatatata" for United Artists' release in English-speaking countries. . . . **Bluebell** is launching a new label, **Mini**, to concentrate on new talents. . . . **Francois Minchin**, French EMI's new managing director, returned to Italy to introduce **George Alexander**, his successor as EMI-head here, to the Italian industry (Billboard, Nov. 5). . . . **I Ribelli (The Rebels)** switched to **Dischi Ricordi** from Clan Records. . . . As part of its Kangaroo operation (Billboard, Oct. 29) Rifi issued a new record, "I Giganti e Lei Ti Aspettera" by "Piripipina." . . . Expanding its Italian catalog, CBS Italiana signed **I Rolls 33**, a new group and released its first record, "Principessa" (Land of 1,000 Dances). . . . **Moretti** debuts for (Continued on page 56)

From The Music Capitals of the World

• Continued from page 55

Dischi Parade with "Se un Ragazzo Pensa Ate," sugar music, b-w. "Un Bianco Domani (Curci). Italian versions of "I Couldn't Live Without Your Love" and "Mon Credo." "Lady Jane" by the New Dada (Bluebell) was placed first in the Bandiera Gialla weekly radio contest. . . . Iva Zanicchi (Rifi) visited London for BBC-TV's International Cabaret. . . . Adamo, Richard Anthony and Sacha Distel (EMI) are expected here for TV shows. Anthony will launch "Sunny," competing with versions by Luisa Casali (Fox) and the Black Birds (Durium).

GERMANO RUSCITTO

NEW YORK

Goddard Lieberson, president of CBS/Columbia Group, has been named chairman of the newly formed Record Industry Committee of the 87th annual United Hospital Fund Appeal. . . . Erroll Garner received a Special Award for Achievement at the 39th annual Variety Club Banquet in Pittsburgh last week. . . . Jane Morgan has a two-week date at the Queen Elizabeth, Montreal, beginning Jan. 9. . . . B. B. King is on a tour of Texas and California. . . . Bob Crosby and Timmie Rogers on a 15-day concert tour of Europe. . . . Xavier Cugat and his vocalist wife Charo signed to personal management by Roy Rifkind. . . . Production Design Associates, a personal management firm, opened offices at 238 Madison Ave. Firm's president is Warren B. Meyers; vice-president is Stephen L. Bedell. . . . The Poco Seco Singers have switched their base from Corpus Christi, Texas, to Chicago.

The Doodletown Pipers, Epic artists, have been signed for two appearances on the Ed Sullivan show early next year. . . . Tommy Grimes signed Ken Kragen and Ken Fritz for personal management. . . . Della Reese, ABC Records artist, set for a concert at the University of Denver on Jan. 28 and then moves to the Edgewater Inn, Seattle, on Feb. 3. . . . Bob McGrath returns from Japan Dec. 23 where he recorded for Nippon-Columbia. . . . Andre Previn signed to compose the score for 20th Century-Fox's "A Guide for the Married Man." . . . Sascha Burland, creator of the new Alka-Seltzer song and the "Nuttty Squirrels" recordings of several years ago, has written the words and music for "There's Nothing Like Coffee," being distributed by Straight Ahead Records. . . . Jimmy Roselli, United Artists singer, has been honored by the Italo-American Broadcasters of New Jersey for his latest LP, "The Christmas Album." . . . Cathy Carr debuting her new act at Basin Street East until Dec. 31. . . . Monument Records artist the Hangmen are now being handled by Dan Wright of Ann Wright Representatives. . . . The

Footprints, Columbia artists, currently at the Ondine. . . . David Blue began a week's engagement at Greenwich Village's Gaslight Cafe.

MIKE GROSS

PARIS

Riviera initiated a big poster campaign throughout France to launch new girl singer Violaine. . . . Festival artist Les Surfs flew to Barcelona to appear in two TV programs "Luce en la Noche" and "Luce del Sabado." . . . RCA Victor has released the "Last Train to Clarksville" EP and LP by the Monkees. . . . Phillips star Herve Vilard appeared on the Corry Broken TV show in Berlin. He has recorded his big French hit "Mourir ou Vivre" and his latest release, "Jolie, Pas Jolie" in German. . . . Nino Ferrer has recorded "Si Tu m'Aimes Encore," a French version of "It's a Man's Man's World" for Riviera. . . . To beat the strike of recording musicians, singer Pierre Vassilliu played piano, guitar, bass, and drums on his new disk for Decca. . . . Philips singer Michele Torr flew to Madrid for a TV appearance. . . . Les Jerolas, the Canadian comedy duo who made their Paris debut in the Canadian variety show at the Olympia in September, return to the theater in the Claude Francois show. To coincide with their run at the Olympia, RCA Victor is releasing an EP specially recorded for France. . . . Marie Laforet has recorded a new EP for Festival with "Manchester et Liverpool" as the main title. . . . RCA Italiana star Rita Monaco was in Paris for a TV appearance. . . . Henri Salvador has recorded a French version of "Go Away Little Girl" (Va-t'en Vit' Mon Amour) on his own Rigolo label, released here by Riviera. . . . The International Jazz Club has awarded its Best Reissue prize to two Mezz Messrow-Sidney Bechet albums released here by Festival. . . . Jazz tenorist Sonny Rollins played a week at the Jazzland club. . . . RCA Victor singer Stella has recorded her "Vampire" song in German and "Le Folklore Auvergnat" in Italian under the title "Le Folklore Sicilien." . . . Decca stars Tom Jones and the Moody Blues visited Paris for a Musicorama concert organized at the Olympia Theater by Europe No. 1. They were followed two days later by the Animals. . . . Festival star Pia Colombo is making a big hit in "Grandeur et Decadence de la Ville de Mahagonny" at the Theater National Populaire. . . . Riviera has released the Amadeo LP of Christmas songs by Joan Baez.

MIKE HENNESSEY

SYDNEY

First national release of six albums from Festival's deal for Monument Records in Australia includes "The Fantastic Boots Randolph," "The Very Best of Roy Orbison," "Around the World Under the Sea," "Flamenco," "Monument's Demand Performances" and "Knightsbridge Strings Go Pop." A steady flow of albums, EP's and singles will consolidate the label in Australia and New Zealand. . . . The World Record Club's first album will be made under the auspices of the Foundation for the Recording of Australian Music, recorded in mono and stereo by the Melbourne Symphony Orchestra conducted by John Hopkins, director of music of the A.B.C. The Foundation was formed last year under the sponsorship of World Record Club. . . . EMI's "Needle in a Haystack" will be released in America on the Capitol label. The record is also set for release in England.

GEORGE HILDER

TEL AVIV

Dov Zeira, managing director of Irazemer Publishing Co., met Jimmy Johnson, president of Walt Disney and Buena Vista, in Paris to extend the contracts between the three companies. The next co-production disk will be "Snow White and the Seven Dwarfs" and "Cinderella" in Hebrew. . . . CBS Israel has just completed the recording of Israel's oldest play, the leading Israeli actress Chana Rovina. The recording comprises two LP's in mono and stereo, plus a brochure on the play with photographs. . . . The Belgian singer Salvatore Adamo (EMI) is enjoying one of the biggest successes ever by a foreign pop star in Israel. . . . The Russian pianist Vladimir Ashkenazy was in Israel to open the Israel Philharmonic Orchestra's new concert season.

Chaim Topol, one of Israel's leading young actors, has been paged for the leading role in the production of "Fiddler on the Roof" in England. . . . Singer Hedva Amrani will have a second album of children's songs released here by Eastonics, RCA Victor licensee. . . . Italian singer Flo Sandon has scored a hit here with "Lonely," following recent visit.

Eastonics is preparing two LP's of spoken word on modern and classical Hebrew poems by T. Corny. . . . Simon Schmidt, CBS-Israel managing director, said that U.S. Columbia would release another batch of Israeli disks. These include "Little Man" in Yiddish by Shalom Aleichem, with Elisha Goldenberg, Shmuel Rodenski and Shmuel Segal, and "My Father—the Tourist" with Shmuel Rodenski and Shmuel Segal. A second LP of Israeli hits by Geula Gill was released.

CHAIM KAYNAN

TORONTO

Larry Page, vice-president of Sparton of Canada Ltd., is now general manager of the record division, succeeding Harold Pounds, who resigned recently. Page, who has been with Sparton more than 15 years, was previously more active in the TV and stereo sales fields, though well known in the record industry, but is now concentrating more attention on the record division. . . . "The Merry Ploughboy" LP by the Carlton Showband on Casl, spin-off from a TV beer commercial, will be released in England within the next few weeks on R & B Records' King label. . . . The Compo Co. has acquired Canadian distribution of the new LHI label, jointly owned by Lee Hazlewood and Decca, and rush-released its first single, "You'll Be Sorry Someday" by the Kitchen Cinq. . . . The "Psychotic Reaction" album by the Count Five marks establishment of the Double Shot in Canada. The single, and the new "Midnight Snack" single by the Fantastic Zoo, were introduced on Compo's own Apex label before establishing Double Shot here.

BMI Canada Ltd., moved to new Toronto headquarters Dec. 1. New address is 41 Valleybrook Drive, Don Mills, Ontario (a suburb of Toronto) and new phone number is 445-8700 (area code 416). . . . Sparton's new record salesman in Eastern Ontario is Keith Archer, a newcomer to the disk field. . . . Apex Records has added Scott Richards to its promotion staff in Toronto, making it the first company to have three promotion men concentrating on the number one market. Richards plays bass with the popular local group, the Shays. . . . Capitol has just released "Rolf Harris at the Cave," an album of fun songs and patter from the Australian artist's club act recorded live at Vancouver's Cave. . . . Gordon Lightfoot's new United Artists single "The Go-Go Round," set for simultaneous release in the U. S. and Canada any day now. . . . Barry Allen back with another Capitol single, "Armful of Teddybear," recorded in Clovis, N. M., being touted as greater than his big one, "Loverdrops."

Sparton reports that Kenny Price's "Walking on New Grass,"

from Boone in the U. S., having climbed the country charts, is now moving into the pop field here, exemplified by making the CHUM Toronto playlist. . . . Gilbert Becaud's two-week engagement at Montreal's 3,000-seat Place des Arts (Nov. 28-Dec. 11) was sold out well in advance. . . . Flanders and Swann at the O'Keefe Centre in Toronto (Nov. 28-Dec. 10) prior to the Broadway opening of "At the Drop of Another Hat," with the Angel LP of same released a few weeks in advance. . . . Teresa Stich-Randall made her first Canadian appearance in a concert at Massey Hall in Toronto Dec. 4, with Sparton busy with dealer displays and radio features promoting the Westminster artist.

KIT MORGAN

WELLINGTON, N. Z.

Soundtrack of the film "Who's Afraid of Virginia Woolf" has been rush-released here to coincide with the showing of the film. The release is a double LP pressed on the W-B label. . . . Howard Gable has been appointed as a&r man for Viking Records to replace Yvonne Lupp who has returned to Australia. . . . Mary Larkin's LP, "Pride of Tipperary (HMV) has been accepted by Capitol Records Inc., Hollywood. . . . A first for international jazzman Acker Bilk was the live recording of his show during his tour of this country. HMV plans an early release. . . . HMV sales manager, Graham Feasey has just completed a two-week tour of the South Pacific to promote sales and seek new markets. . . . Release of a double EP on traffic law and safe driving practices has been released by Allied International. . . . The Monkees release of "Last Train to Clarksville" has stepped straight on to all charts. The promoters of RCA have tied the release in with the TV show.

Sir Laurence Olivier's "Othello" has been released on RCA an an LP. . . . La De La's hit "How's the Air Up There" has been released in Australia where the group hopes to tour regularly. . . . First released in Australia where it climbed onto the charts over Sandy Edmonds' "Come See Me" bids fair here in her own country. . . . After initial release in Japan where it stayed on the charts for four months guitarist Graeme Bartlett's "La Playa" has been released here on Zodiac. Bartlett is to tour Japan this month.

JOHN P. MONAGHAN

Adenauer's Top Tunes on Album

BONN — Former Chancellor Konrad Adenauer has given a boost to the baroque boom in the Bonn republic with a Philips' recording of "Konrad Adenauer's Lieblings - melodien."

The chancellor's favorite melodies include the works of Antonio Vivaldi, Johann Sebastian Bach, Mozart, Schubert and Beethoven. Adenauer long has been renowned as West Germany's most vocal classical music enthusiast.

Adenauer collaborated with Philips on the record primarily in the interest of Germany's senior citizens. Now 90, Adenauer believes that good music can contribute much to the enjoyment of life.

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

Jay-Gee in Europe Deals

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

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

Blaine on his first visit to Europe, visited London, Berlin, Hamburg, Rome, Amsterdam and Paris and noted a ready acceptance of American product. He felt happy that U. S. artists were back in European charts in strength, but thought the European economic situation was depressing singles sales.

CBS to Produce In Scandinavia

STOCKHOLM — CBS will produce records in Scandinavia, beginning with an EP by Lars Lonndahl, Swedish singer who has just completed a European tour participating in the International Nordring Radio programs broadcast from various capitals. Lonndahl was formerly with the Scandinavisk Gramophon (EMI) HMV label.

The songs on the EP are "Tusen Och En Nat" ("Strangers in the Night"), "Nan Stans Nan Gang" ("Lara's Theme"), "Ingen Annan Ar Som Du," ("In the Arms of Love") and "Guantanamo." The EP record is as popular in Sweden as singles are elsewhere.

The Norwegian CBS affiliate, Norsk Phonogram, expects to release its first locally produced record for CBS early next year.

Philips Album on Musical College

HAMBURG — Philips has produced a special LP—"The Best From the World of Musicals" — to support the German retail disk trade's "college of musical knowledge" at Bayreuth.

The school (Phono-Fachschule), housed in Fantasia Castle at Bayreuth, trains record sales personnel in two-week courses. Trainees are schooled in sales practice and techniques and given a broad course in music appreciation. Philips will donate to the Phono-Fachschule 25 cents on each disk sold.

"Walking Happy" ...



...you should see...



HITS OF THE WORLD

ARGENTINA

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 1 | A MAN AND A WOMAN—Original Soundtrack (United Artists); Eddie Barclay (Dis-Jockey); Franck Pourcel (Odeon) | |
| 2 | 4 | EL FUNERAL DEL LABRADOR—*Barbara and Dick (RCA)—Relay | |
| 3 | 7 | EL EQUIPO DE JOSE—*Carlos Argentino (Ala Nucky)—Korn | |
| 4 | 2 | LAGRIMAS DE UN RECUERDO—*Yaco Monti (Odeon)—Korn | |
| 5 | 8 | LARA'S THEME FROM DR. ZHIVAGO—Al Korvin (Tonodisc); Rogers Williams (Music Hall); Ray Conniff (CBS); Brass Ring RCA; Cuerdas Cantantes (MGM); Lucio Milena (Disc Jockey)—Neumann | |
| 6 | 3 | YELLOW SUBMARINE—The Beatles (Odeon); *The Vip's (Ala Nucky); The Knacks (Philips); *The Bull Dogs (RCA)—Fermata | |
| 7 | 5 | LA SECRETARIA—Cuarteto Imperial (CBS)—Melograf | |
| 8 | 6 | VUELO 502—*Cinco del Ritmo (Microfon); Los Guajiros (RCA); Manolo Corrales (Disc Jockey); Santy Castellanos (Neptuno) | |
| 9 | 9 | STRANGERS IN THE NIGHT—Frank Sinatra (Music Hall); Dalida (Disc Jockey); Jose Feliciano (RCA); Bert Kaempfert (Polydor); Lucio Milena (Disc Jockey); *Sergio Mas (CBS); Hugo Santana (Ariel)—Fermata | |
| 10 | — | UN MUCHACHO COMO YO—*Palito Ortega (RCA) | |

AUSTRALIA

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 1 | LET IT BE ME (EP)—*Johnny Young & Kompany (Clarion)—Alberts | |
| 2 | — | LOVED ONE—*The Loved One (In) | |
| 3 | — | STEP BACK—*Johnny Young & Kompany (Clarion)—Alberts | |
| 4 | 2 | FRIDAY ON MY MIND—*Easybeats (Parlophone)—Alberts | |
| 5 | — | STOP, STOP, STOP—The Hollies (Parlophone)—Leeds | |
| 6 | 3 | SORRY—*The Easybeats (Parlophone)—Alberts | |
| 7 | 10 | EVER LOVIN' MAN—*The Loved One (In) | |
| 8 | 5 | GOOD VIBRATIONS—Beach Boys (Capitol)—Alberts | |
| 9 | — | WINCHESTER CATHEDRAL—New Vaudeville Band (Philips)—Southern | |
| 10 | 7 | NO MILK TODAY—Herman's Hermits (Columbia)—Connelly | |

BELGIUM

(Courtesy Humo)

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 4 | EL BANDIDO/DE FANFARE—Will Tura (Palette) | |
| 2 | 1 | DOMMAGE, DOMMAGE—E. Humperdinck (Decca) | |
| 3 | 2 | LITTLE MAN—Sonny and Cher (Atco) | |
| 4 | 10 | DANDY—Kinks (Pye) | |
| 5 | 3 | CHERIE—Eddy Wally (Telstar) | |
| 6 | 17 | DEAR MRS. APPLEBEE—Dave Garrick (Kapp) | |
| 7 | 9 | WINCHESTER CATHEDRAL—New Vaudeville (Fontana) | |

- | | | | |
|----|----|--|--|
| 8 | 5 | GUANTANAMERA—Digno Garcia (Palette) | |
| 9 | 8 | I CAN'T CONTROL MYSELF—Trogs (Fontana) | |
| 10 | 11 | CHANGES—Crispian St. Peters (Decca) | |

CHILE

This Week

- | | |
|----|---|
| 1 | VIDA MIA—Tony del Monaco (Music Hall) |
| 2 | TE PERDI—Jose Alfredo Fuentes (Caracol) |
| 3 | ORO VIEJO—Lily Fuentes (Odeon) |
| 4 | EL OVEJERO—Pedro Messone (RCA) |
| 5 | ELLA—Salvador Adamo (Odeon) |
| 6 | SUBARINO AMARILLO—Los Beatles (Odeon) |
| 7 | ME ENLOQUECES—Erasmu Carlos (Fermata) |
| 8 | CELOSA—Sagrario Boena (RCA) |
| 9 | MELODIA DE TRINI—Trini Lopez (Reprise) |
| 10 | SUNNY (CIELO)—Bobby Hebb (Philips); Buddy Richard (Demon) |

DENMARK

(Courtesy Danish F.P.I.)
*Denotes local origin

- | Four Weeks Ago | This Week | | |
|----------------|-----------|--|--|
| 1 | 5 | EN TUSINDFRYD I MIN HAND—*Keld and the Donkeys (HMV)—Imudico | |
| 2 | 9 | TRÆD AN VED MAKRONERNE—*The Hitmakers (Philips) | |
| 3 | 1 | VED LANDSBYENS GADEKAER—Keld and the Donkeys (HMV)—Warny | |
| 4 | 2 | LITTLE MAN—Sonny and Cher (Atlantic)—Cottillion-Christmark | |
| 5 | 11 | DER ER LYS I LYGTEN—*The Defenders (Sonet) | |
| 6 | — | I CAN'T CONTROL MYSELF—Trogs (Fontana)—Multitone | |
| 7 | — | STOP, STOP, STOP—The Hollies (Parlophone)—Multitone | |
| 8 | 19 | SUNNY—Cher (Liberty)—Wih. H. | |
| 9 | — | MARIANNE—Hootenanny Singers (Polar)—Sweden M. | |
| 10 | 3 | YELLOW SUBMARINE—Beatles (Parlophone)—Multitone | |

EIRE

(Courtesy Dublin Evening Press)

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 1 | MUIRSHEEN DURKIN—John McEvoy (Pye)—Segway | |
| 2 | 6 | GREEN GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington | |
| 3 | 3 | SOMEWHERE MY LOVE—Charlie Matthews (HMV)—Robbins | |
| 4 | 4 | SNOWFLAKE—Larry Cunningham (King)—Burlington | |
| 5 | 8 | EDELWEISS—Tony Keeling (Pye)—Williamson | |
| 6 | 2 | GOOD VIBRATIONS—Beach Boys (Capitol)—Immediate | |
| 7 | 10 | THE MERRY PLOUGHBOY—Dermot O'Brien (Envoy)—Coda | |
| 8 | 9 | SAVE THE LAST DANCE FOR ME—Dixies (Pye)—Carlin | |
| 9 | — | SEMI-DETACHED SUBURBAN MR. JAMES—Manfred Mann (Fontana)—Meteor | |
| 10 | 5 | LAST TRAIN TO CLARKSVILLE—Monkees (RCA Victor) Screen Gems | |

FINLAND

(Courtesy Iita-Sanomati)

- | Two Weeks Ago | This Week | | |
|---------------|-----------|---|--|
| 1 | 1 | LITTLE MAN—Sonny & Cher (Atlantic)—Westerlund | |
| 2 | 2 | SUNNY GIRL—Johnny (Scandia)—Europa Produktion | |
| 3 | 3 | EI TIPPA TAPA—Irwin Goodman (Philips)—Fazer | |
| 4 | 15 | YELLOW SUBMARINE—Simo & Spede (Scandia)—Scandia | |
| 5 | 4 | SUMMER IN THE CITY—Danny (Scandia)—Scandia | |
| 6 | 6 | YOU DON'T HAVE TO SAY YOU LOVE ME—Kristina Hautala (Scandia)—Scandia | |
| 7 | 5 | YOU DON'T HAVE TO SAY YOU LOVE ME—Dusty Springfield (Philips)—Scandia | |
| 8 | 25 | NO MILK TODAY—Herman's Hermits (Columbia)—Wilhelm Hansen | |
| 9 | 9 | SAAT MIEHEN KYYNELIIN—Jormas (HMV)—Westerlund | |
| 10 | 13 | SYYSPIHLAJAN ALLA—Eino Gron (Scandia)—Scandia | |

FRANCE

This Last Week

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 1 | L'HEURE DE LA SORTIE—Sheila (Philips)—Carrere Breton | |
| 2 | 3 | EN B ANDOULIERE—Adamo (Voix de son Mai tre)—Pathe Marconi | |
| 3 | 2 | NOIR C'EST NOIR—Johnny Hallyday (Philips)—Nouvelles Editions Barclay | |
| 4 | 4 | LES PLAY BOYS—Jacques Dutronc (Vogue)—Alpha | |
| 5 | 6 | PARIS EN COLERE—Mireille Mathieu (Barclay)—Salabert | |
| 6 | 5 | L'INCENDIE A RIO—Sacha Distel (Voix de son Maitre)—Prosadis | |
| 7 | 8 | CELINE—Hugues Aufray (Barclay)—Pigalle | |
| 8 | 7 | LA CHANSON DE LARA—Les Compagnons de la chanson (C.B.S.)—France Melodie | |
| 9 | 9 | QU'ELLE EST BELLE—Mireille Mathieu (Barclay)—Legrand | |
| 10 | — | J'AI PEUR—Enrico Macias (Pathe)—C.I.R.T.A. | |

GERMANY

This Last Week

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 1 | EINE HANDVOLL REIS—Freddy (Polydor)—Ed. Esplanade | |
| 2 | 4 | BEND IT—Dave Dee, Dozy, Beaky, Mick and Tich—(Star Club Records)—Lynn Music | |
| 3 | 2 | LITTLE MAN—Sonny & Cher (Atlantic)—Edition Intro | |
| 4 | 7 | I CAN'T CONTROL MYSELF—The Trogs (Hansa)—Budde | |
| 5 | 3 | DUNJA DU—Ronny (Telefunken)—(Ide Musik) | |
| 6 | 8 | HAVE YOU SEEN YOUR MOTHER BABY, STANDING IN THE SHADOW—The Rolling Stones (Decca)—Gerig | |
| 7 | — | DU ALLEIN—Franz Beckenbauer (Polydor)—Radio Music Int. | |
| 8 | 5 | SAG MIR WIE—Udo Jurgens (Vogue)—Montana | |
| 9 | 15 | MODERNE ROMANZEN—Peter Alexander (Ariola)—Gerig | |
| 10 | 9 | SUNSHINE SUPERMAN—Donovan (Epic)—Southern Music Co. | |

HOLLAND

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 1 | SAMMY—*Ramses Shaffy (Philips)—Marbel/Music-Basart | |
| 2 | 7 | GIMME SOME LOVIN'—Spencer Davis Group (Fontana)—Essex-Basart | |
| 3 | 2 | GOOD VIBRATIONS—The Beach Boys (Capitol)—Francis Day-Melodia | |
| 4 | 4 | NO MILK TODAY—Herman's Hermits (Columbia)—Connelly-Basart | |
| 5 | 3 | IF I WERE A CARPENTER—Bobby Darin (Atlantic)—Trident-Melodia | |
| 6 | 5 | STOP, STOP, STOP—The Hollies (Parlophone)—Holland Music | |
| 7 | 10 | TOUCH—*Outsiders (Relax)—Intertone-Basart | |
| 8 | 6 | RAIN ON THE ROOF—Lovin' Spoonful (Kama Sutra)—Trident-Melodia | |
| 9 | — | AVE MARIA NO MORRO—*Gert Timmerman (CNR)—Holland-Music | |
| 10 | 9 | DANDY—Clinton Ford (Pye); Kinks (Pye); Herman's Hermits (Columbia)—Belinda | |

ITALY

(Courtesy Musica e Dischi, Milan)

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 1 | MONDO IN MI 7a—*Adriano Celentano (Clan)—Clan-Curci | |
| 2 | 2 | BANG BANG—*Equipe 84 (Ricordi)—Ariston | |
| 3 | 3 | STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pickwick | |
| 4 | 8 | BANG BANG—Dalida (Barclay)—Ariston | |
| 5 | 4 | E' LA PIOGGIA CHE VA—*Rokes (Arc)—Ricordi | |
| 6 | 6 | SONO COME TU MI VUOI—*Mina (Ri Fi)—Curci | |
| 7 | 14 | SE MAI—Adamo (VdP)—VdP | |
| 8 | 5 | C'ERA UN RAGAZZO—*Gianni Morandi (RCA)—RCA | |
| 9 | 13 | FIGLIO UNICO—*Riccardi Del Turco (CGD)—RCA | |
| 10 | 10 | THEME FROM "DR. ZHIVAGO"—Bob Mitchell (Variety)—Curci | |

JAPAN

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 1 | YUME WA YOKU HIRAKU—*Midorikawa Ako (Crown); Sono Mari (Polydor)—JASRAC | |
| 2 | 3 | ONNA NO TAMEIKI—*Mori Shinichi (Victor)—JASRAC | |
| 3 | 2 | KOKKOTSU NO BLUES—*Aoe Mina (Victor)—JASRAC | |
| 4 | 4 | YANAGASE BLUES—*Mikawa Kenichi (Crown)—JASRAC | |
| 5 | 7 | NEONGAWA—*Bob Satake (King)—JASRAC | |
| 6 | 5 | YUUHIGA NAITEIRU—*The Spiders (Philips)—Shinko | |
| 7 | 5 | YOGIRI NO BOJOU—*Ishihara Yuujiro (Teichiku)—JASRAC | |
| 8 | 8 | AOI NAGISA—*J. Yoshikawa & Blue Comets (Columbia)—Watanabe | |
| 9 | 9 | FRECKLE-FACED SOLDIER—Corine Lavett (Dot)—Tone | |
| 10 | — | STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Revue Japan | |

MALAYSIA

(Courtesy Radio Malaysia)

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 5 | NO MILK TODAY—Herman's Hermits (Columbia) | |
| 2 | 2 | VISIONS—Cliff Richard (Columbia) | |
| 3 | 7 | STOP, STOP, STOP—Hollies (Parlophone) | |
| 4 | 6 | MY LONELY HEART—*Thunderbirds (Philips) | |
| 5 | — | LOVELY STREET—*Naomi & The Boys (Philips) | |
| 6 | 4 | BLUE EYES—Blue Comets (CBS) | |
| 7 | 1 | SOMEWHERE MY LOVE—Ray Conniff Singers (Columbia) | |
| 8 | — | THE MORE I SEE YOU—Nancy Sinatra (Reprise) | |
| 9 | — | SUNNY—Georgie Fame (Columbia) | |
| 10 | 8 | A FOOL AM I—Cilla Black (Parlophone) | |

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 4 | EL BOTONES—*Sonora Santanera (CBS)—Mundo Musical | |
| 2 | 1 | BRASILIA—Tony Mottola (Command)—Pendings | |
| 3 | 2 | FUISTE A ACAPULCO—*Apon (Peerless)—Brambila | |
| 4 | 5 | QUE NO TE CUENTEN—*Los Panchos (CBS)—Pham | |
| 5 | 6 | SENZA FINE—The Brass Ring (RCA)—Pendings | |
| 6 | 7 | STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pendings | |
| 7 | 3 | LAS REJAS NO MATAN—*Javier Solis (CBS)—Emmi | |
| 8 | 8 | MI RAZON—*Sonora Santanera (CBS)—Pham | |
| 9 | 9 | EL ULTIMO BESO (The Last Kiss)—*Polo (Peerless)—Pendings | |
| 10 | 10 | I WISH YOU LOVE—The Bachelors (London)—Pendings | |

NORWAY

(Courtesy Verden's Gang)

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 1 | NO MILK TODAY—Herman's Hermits (Columbia)—Wilh. Hansen | |
| 2 | 2 | LITTLE MAN—Sonny and Cher (Atlantic)—Edition Odeon | |
| 3 | 3 | DISTANT DRUMS—Jim Reeves (RCA Victor)—Acuff-Rose Scandia | |
| 4 | 4 | STOP, STOP, STOP—Hollies (Parlophone)—Sonora | |
| 5 | 5 | HULDRESLATTEN—*Ole Ellefsaeter (Odeon)—Carl M. Iversen | |
| 6 | 7 | VID DIN SIDA—Sven-Ingvars (Svensk-American)—Seven Bros. | |
| 7 | 6 | I CAN'T CONTROL MYSELF—Trogs (Fontana)—Sonora | |
| 8 | — | GOOD VIBRATIONS—Beach Boys (Capitol)—Sweden Music | |
| 9 | 10 | EDELWEISS—Julie Andrews/Christopher Plummer (RCA Victor)—Musikk-Huset | |
| 10 | 8 | INATT JAG DROMDE—Hep Stars (Olga)—Essex | |

PHILIPPINES

This Last Week

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 1 | SOMEWHERE MY LOVE—Connie Francis (MGM)—Mareco, Inc. | |
| 2 | 2 | YOU DON'T HAVE TO SAY YOU LOVE ME—Vic Damone (RCA)—Filipinas Records Corp. | |
| 3 | 4 | I CALL YOUR NAME—The Mama's and the Papa's (RCA)—Filipinas Record Corp. | |
| 4 | 3 | STRANGERS IN THE NIGHT—Jack Jones (Kapp); Merce Molina (Villar)—Mareco, Inc. | |
| 5 | 5 | MICHELLE—Andy Williams (CBS)—Mareco, Inc. | |
| 6 | 7 | THE IMPOSSIBLE DREAM—Roy Hamilton (RCA)—Filipinas Record Corp.; Jack Jones (Kapp)—Mareco, Inc. | |
| 7 | 6 | SUMMER IN THE CITY—Lovin' Spoonful (Kama Sutra)—Mareco, Inc. | |
| 8 | 8 | HANKY PANK—Sam the Sham and the Pharoahs (MGM)—Mareco, Inc. | |
| 9 | 10 | LAND OF 1000 DANCES—Wilson Pickett (ATCO)—Mareco, Inc. | |
| 10 | 9 | BORN FREE—Matt Monro (Capitol)—Mareco, Inc. | |

RIO DE JANEIRO

(Courtesy of O Globo)

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|---|--|
| 1 | 2 | DISPARADA (Run Away)—*Jair Rodrigues (Philips) | |
| 2 | 1 | A BANDA (The Band)—*Chico Buarque (RGE); Nara Leao (Philips) | |
| 3 | — | GINA—Wayne Fontana (Philips) | |
| 4 | 8 | ESQUECA (Forget It)—Roberto Carlos (CBS) | |
| 5 | — | AVE MARIA—The Pops (Equipe) | |
| 6 | — | BRIGAS (Quarrels)—*Altemar Dutra (Odeon) | |
| 7 | — | MEU BEM (My Honey)—*Ronnie Von (Polydor) | |
| 8 | — | MEU AMOR BRIGOU COMIGO (My Baby Is Mad at Me)—*Wanderly Cardoso (Copacabana) | |
| 9 | 7 | THE MORE I SEE YOU—Chris Montez (AM-Fermata) | |
| 10 | 3 | A BANDA—*Quarteto em Cy (Elenco); Carequinha (Copacabana); Mario Zaan (Som Maior) | |

SINGAPORE

(Courtesy Radio Singapore)

*Denotes local origin

- | This Week | Last Week | | |
|-----------|-----------|--|--|
| 1 | 1 | LITTLE MAN—Sonny & Cher (Atco) | |
| 2 | 3 | HERE, THERE AND EVERYWHERE—Episode Six (Pye) | |
| 3 | 4 | YOU TIED TIN-CANS TO MY HEART—Jeannie Seely (Monument) | |
| 4 | 2 | DEAR MRS. APPLEBEE—David Garrick (Pye) | |
| 5 | 8 | NO MILK TODAY—Herman's Hermits (Columbia) | |
| 6 | 7 | STOP, STOP, STOP—Hollies (Parlophone) | |
| 7 | 5 | BEND IT—Dave, Dee, Dozy, Beaky, Mick & Tich—(Fontana) | |
| 8 | 9 | YOU'RE FREE TO GO—Johnny Janiz (Monument) | |
| 9 | — | I SAW MY GIRL—Victorians (Reprise) | |
| 10 | 6 | A LOVER'S CONCERTO—*Crescendos (Philips) | |

...but if you don't...



The Music Lesson Explosion And Instrument Sales Boom

CHICAGO—Time was you had to tie Johnny to the piano bench to peck out his scales. Not so, now. The amplified instrument craze has gripped the six to sixteen set and harried parents must hide the amp cord for a full night's sleep.

Consider these recent articles: "Music Lessons Needn't Be a Problem" (The Woman).

"Space Age Awakens Nation's Schools to the Need for Music" (Los Angeles Times).

"Rock 'n' Roll Music Gets Through to Them . . . Why Can't We?" (Grade Teacher News).

"Be a Musician Again" (Woman's World).

"Music-Industry Cashbox Rings Symphonically" (The Christian Science Monitor).

"Music Rooms Return Home" (Stroudsburg, Pa. Pocono Record).

"Group Lessons Boost Music-Making Revival" (St. Petersburg Evening Independent).

"Amateur Musicmaking Hobby of Busy People" (Bridgeton, N. J. News).

"U. S. Growing Music Land" (Ft. Worth Star-Telegram).

"Report on Amateur Music in the Nation" (New Bedford, Mass. Standard-Times).

"Amateur Music Continues to Rise" (Fresno, Calif. Bee).

And so on goes the chronicle

of the bona fide boom in amateur music-making. Retailers are provoked to muse: "Where there is a music-maker, there is a musical instrument sale. And as the learner progresses, he'll trade up. It's time I checked my lines."

For purposes of perspective, consider the following National

Music Merchants Association figures on what Americans were strumming, tooting, plucking and bowing in 1965. They were playing 9 million guitars, compared to 2.6 million in 1955. They were playing 39.3 million pianos, compared to 25 million a decade earlier. (Continued on page 59)

FM Radio Sales Up

NEW YORK—Sales of FM radios, already enjoying a healthy spurt, are expected to increase substantially, due in part to the new Federal Communications Commission ruling affected AM-FM simulcasting, according to William B. Keepin, manager of Norelco radio department at North American Philips Company, Inc. here

The FCC has decreed that AM-FM stations in cities of more than 100,000 population cannot simulcast more than 50 per cent of the time as of Jan. 1, 1967. It is felt this will result in greater programming variety. Keepin predicts 1967 sales will jump to near the 12 million mark. An estimated 34 million FM receivers are now being used in this country and the Norelco executive expects this figure to double in a few years.

"There are now more than 1,500 FM stations, representing more than 27 per cent of all radio stations," said Keepin. "This marks a 70 per cent increase over the number in operation five years ago."

Static-free reception, ability to reproduce the full range of audible sound and the increase of stereophonic (multiplex) programming are other factors cited in the growth of FM radio, according to Keepin.

EIA Sales Figures

Keepin's estimates and enthusiasm for FM's future is substantiated to some degree by figures recently released by the Electronic Industries Association. Cumulative distributor figures to date for 1966 now show FM radios at 2,593,358, or 37.0 per cent over the comparable figure of 1,892,324 last year. FM sales of 428,876 in September were 28.1 per cent over last September's figures.

Other increases in radio distributor September sales were registered in home radios, a category including table, portable

and clock sets, where the increase was 21.5 per cent over last September's figure. Auto radios rose to 35.5 per cent for September but for the year the cumulative figure showed a 7.8 decline.

Console phonographs show a 15.6 increase in cumulative figures for 1966, while portable models, up 10.1 in September, remained even with last year's cumulative figures: 2,354,844 to 2,387,478. Total 1966 phonograph sales are up 3.9 per cent cumulatively.

Color TV moved to 73.8 per cent over the same period last year and monochrome TV sales show a decline of 5.4 per cent, according to EIA figures.

Olympic Adds 5 New Units

NEW YORK — Olympic Radio & Television Sales Corporation has added a complete line of five solid-state portable automatic phonographs, top of which is the Contralto, Model SA600. Available in charcoal brown with walnut-finished decorative trim and strap handle, the deluxe model features automatic jam-proof record changer with a feather-light tubular tone arm using high compliance stylus assembly. Detachable split-lid speaker enclosures with eight-foot cords are also featured. The four-speaker sound system with 40 watts of peak power incorporates two woofers, two mid and upper-range speakers and crossover network.

The Rhapsody, Model SA501, also features detachable winged speaker enclosures and an acoustically balanced sound system using two heavy duty speakers with coaxial tweeters. Delivering 34 watts of peak power, the unit has a tilt-down four-speed changer and is available with a brown leatherette carrying case.

Streamlined attache case styling is incorporated in the design of Olympic's Model SA500 Troubadour, available in a charcoal gray unbreakable molded plastic case. Features include automatic record shut-off, two heavy duty speakers in detachable wing enclosures, separate bass, treble and loudness controls and peak power of 26 watts.

Another model featuring detachable wing enclosures is the Balladeer, Model SA400 available in black with white trim in a leatherette covered case with a luggage type handle. This model, as with Model MA100, Olympic's Barcarole, has automatic four-speed changer. The latter, a monoral unit, is available in blue leatherette covered case with white trim.



"TODAY WE SHALL HAVE THE NAMING OF PARTS." Marine guitar trainee is lectured by Mrs. Jim Jenkins. She and her husband own the Maria Del Arte Folk & Modern Music Center in San Clemente, Calif. They recently added guitars and presented the Magnatone Zephyr X5 pictured to the Interfaith Servicemen's Center in San Clemente. The music lesson boom is on. (See story.)

Tape Recorder Industry Boom

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

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

"It appears that the tape recorder industry will end 1966 with sales well in excess of 4 million units. This is 15 per cent ahead of last year," Semmelink said. "This includes reel-to-reel, cassette or cartridge-operated models and portable machines for home and auto. By the end of the decade," said Semmelink, "we believe more than 8 million tape recorders will be sold annually."

The entry of a number of major, full-line consumer electronics producers, intensive advertising and promotion, wider availability of machines and

Scanning The News

General Electric is now marketing two video tape recorders, a three-piece portable listing for \$1,695 and a mobile console pegged at \$1,995. The basic GE VTR system consists of a recorder, closed-circuit TV camera and 12-inch monitor, plus accessories. Marketing manager Leo M. Storey Jr. said a new 16-inch monitor will soon be offered. . . . Sonotone Corp.'s newest dynamic microphones, Models DM70-500, DM10-500 and CDM80 have an added sales feature, brightly printed 11X16 1/4" frequency range charts detailing the audio characteristics of each individual unit. . . . Over 300 technical documents recently released are now included in the Electronic Industries Association's Index of EIA and JEDEC Standards and Engineering Publications. . . . Roll Coater, Inc., a Greenfield, Ind., company pioneering in the application of painted finishes to coils of aluminum and steel, has been purchased by Arvin Industries, Inc. Robert H. Braswell, president and one of the Roll Coater founders, will stay on as head of the firm, according to E. H. Stonecipher, Arvin president.

pre-recorded product, advances, including cassette-cartridge tape machines and the impact of the car tape systems, are other factors Semmelink cited as contributing to the industry's growth.



MUSIC MACHINE, the group with "Talk Talk" moving up on Billboard's Hot 100, are seen here signing product endorsement contract with T. Warren Hampton, national promotion director for Vox. Members of the group from left are Ron Edgar, drummer; Mark Landon, lead guitar; Sean Bonniwell, lead singer and rhythm guitar; Doug Rhodes, organ and flute; Keith Olsen, bass guitar.

CONCERT TIE SALES TOOL

OTTAWA—A tie-in promotion whereby a dealer offers a Christmas package including two tickets to a concert along with the artist's LP is proving successful for Treble Cleff Record Stores here. The promotion is built around the Dec. 28-29 Rich Little concert here. Give-away LP's are also being used in connection with radio and TV promotion of the "Love on a Rooftop" TV personality's concert.

SAME DAY SHIPMENT

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

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

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Pfanstiehl

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104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS
Originators of the \$9.95 Diamond Needle

New Guarantee On AR Turntable

CAMBRIDGE, Mass.—Acoustic Research, Inc., has adjusted its one-year guarantee on the AR turntable to cover three years. The retroactive coverage, as with the firm's five-year warranty of its speakers, will include all repair costs, parts, labor, reimbursement of freight both ways and, if necessary, a new shipping carton.

Repairs are made either at the plant here or at five repair depots across the country. When units are found to have been subjected to gross abuse customers are charged for repairs and freight. If returned units are found to be without defect the customer pays freight both ways but no other fee is charged.



ESTEY Musical Instrument Corp. sales supervisor Mrs. Veronica Gross with two happy winners of a Estey 221P portable chord organ. Sister Mary De Lourdes (left) and Sister Mary Benigna, both of the Monastery of the Visitation, Bronx, N. Y., were among door prize winners at the Institutional Commodities Services Show held recently.

The Music Lesson Explosion

• Continued from page 58

They were playing 4 million organs; 825,000 in 1955. They were playing 6,650,000 drums and harmonicas, contrasted with 2,880,000 ten years earlier. They were playing 3.7 million woodwind instruments, compared to 2.2 million a decade earlier. The brass instrument figures were about the same as woodwind.

The number of players was expected to increase markedly this year on all instruments, accordion excepted.

Master music teacher Shinichi Suzuki, who has developed new techniques for teaching stringed instruments, believes that two and three-year-olds may be started on any instrument. And a nubile market has developed, even in guitars.

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

Music educators agree that teaching technique as revolutionary as the new amplified instruments helped cue the crescendo in amateur music.

Educational television is playing a major role. Recently Laura Weber, expert folk guitar instructor, commenced a new series of classes on WTTW, the Chicago educational TV channel. She had previously taken students through beginning guitar and followed with an intermediate course. A study guide was made available to students.

Music publishers are co-operating nicely. For example, Summy-Birchard Co. puts out a complete music education series of some 1,000 products. Says president David K. Sengstack: "There's been some talk of de-emphasis of music in the schools for reasons of economy. Obviously, we haven't found that true, because the growth of our business is directly related to school music. Perhaps a few public school districts and parochial systems who never did much with music anyway have cut back, but most schools seem to be paying more attention to music than ever before."

"Both the ancient Greeks and the modern Israelis found that education in music gives the student a necessary sense of achievement, stimulates him to work well with the group, and prepares him for success in learning other subjects, such as languages and mathematics."

Progressive record retailers who have diversified into instrument lines have been using these and similar arguments to sell parents on even amplified instruments.

Reports columnist Margaret Dana, "Parents buy guitars as gifts for children who also will be given guitar lessons as gifts. Teen-agers buy them for themselves—or others. And because a guitar can mean company, recreation, and a new interest in life for many handicapped or elderly people, I find they are receiving guitars also."

Nubiles to ninety-year-olds. Nice market.

SINATRA & SUTHERLAND WIN IN POLL

NEW YORK — Frank Sinatra and Joan Sutherland were tops in an opinion poll conducted at the recent annual New York High Fidelity Music Show. Behind Sinatra in the popular category were Barbra Streisand, Andy Williams, Ella Fitzgerald, Robert Goulet, Harry Belafonte and Steve Lawrence. Following Sutherland in the classical poll were Renata Tebaldi and Leontyne Price, Jan Pierce, Robert Merrill, Marian Anderson and Richard Tucker. The poll was conducted by British Industries Corporation, marketer of Garrard automatic turntables and Wharfedale speakers.



NORTRONICS Co., Inc. is offering a Head Start kit keyed to promotion of tape recorder head replacement and care. Model here signifies slogan, "Every Tape Recorder Owner Ought to Have His Head Examined."

BUSINESS OPPORTUNITIES

MUSIC STORE FOR SALE IN A SOUTH Florida busy town. Reasonable rent, terms; has two sound-proof music studios with 200 students. Sells all musical instruments, records, sheet music, accessories. Owner must sell for health reasons. Write Box 290, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

DISTRIBUTING SERVICES

RECORD RIOT 45'S, BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212: 343-5881.

RECORD RIOT — 45 RPM RECORDS, brand new, factory fresh, \$6 per hundred, \$50 per thousand. Major labels, popular hits, top artists. Freight prepaid in U.S. only with check-in-advance orders. Apex Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

EMPLOYMENT SECTION

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Large Northern New Jersey record manufacturer has 3 openings:

PLATING DEPT.—To take charge, a chemistry background is essential as is 2 to 3 years of supervisory experience. Record manufacturing experience is desirable but not essential.

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SHIPPING DEPT.—Familiar with truck routing. Must have minimum of 3 years' experience in dealing with over-the-road trucking and be an accomplished warehousing foreman.

Send resume and salary requirements to:

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PRODUCTION MANAGER Phonograph Record Pressing Plant

Must be experienced in production control and order service.
TOP salary for TOP man.
Call (201) 473-7218

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MAJOR LABEL EXECUTIVE, TIRED OF internal politics, desires position with freedom for accomplishment consistent to proven capability. Write Box 296, Billboard, 188 W. Randolph, Chicago, Illinois 60601.

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20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.
★ DISTRIBUTION ARRANGED
★ MAJOR RECORD LABEL CONTACTS
★ NATIONAL RADIO & T.V. COVERAGE
★ BOOKING AGENT CONTACTS
★ NASHVILLE NEWSPAPER PUBLICITY
★ RECORD PRESSING

General Office:
801 17th Ave. S., Nashville, Tenn.
Mailing Address:
14881 Overlook Dr., Newbury, Ohio
Send ALL Records for Review to:
Brite-Star, 14881 Overlook,
Newbury, Ohio
CALL: Cleveland (216) JO 4-2211

when answering ads . . .

**Say You Saw It
in Billboard**

MISCELLANEOUS

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DJ'S: WRITE ON LETTERHEAD FOR copies of new C. C. Lee songs on Ronnie label. Ben Tate vocalist. Paragon Productions, 1265 Broadway, New York 10001.

G.M.C. CUSTOMIZED DIESEL BUS. Recent complete overhaul. Seats 10 plus 4 bunks, lockers, air cond., refrigerator, etc., \$5,500. Contact: (212) CO 5-5587.

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Say You Saw It in
Billboard

PRINTING

MUSIC CHRISTMAS CARDS, CARDS with pianos, organs, horns, guitars, drums, orchestra, vocal, etc. 50% discount. Free samples. Williams Paper, 434 Collins Ave., Miami Beach, Fla. 33139.

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all-new 14-track album, mono/stereo, \$6.15 airmail on release day. 300-page new LP/EP catalog, \$1 surface, \$2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

"OLDIES BUT GOODIES," BEATLES' latest album of 16 greatest hits incl. "Bad Boy," or any other British album, mono or stereo, airmail \$6. Stones' "Big Hits" album, 14 cuts + color photos, \$7.50. Poison Ivy, EP, \$2.20. Record Centre, Ltd., Nuneaton, England.

WANTED URGENTLY

8-Track Ampex Recorder.

Write With Price and
Earliest Delivery.

BOX 297, Billboard
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Chicago, Ill. 60601

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REGULAR CLASSIFIED AD: 25c a word. Minimum: \$5. First line set all caps.

DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

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

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 25c per word) for box number and address.

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International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.

DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

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SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

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Chicago, Illinois 60601

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



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



BRANDT'S JOHN HOLBROOK (left) with Frank Hoagland (center), managing director, Texas Assn. of Tobacco Dist. and Texas Merchandising Vending Assn., and M. C. Purcell, secretary-treasurer, Arizona Automatic Merchandising Assn.



AUTOMATIC PRODUCTS' Art Brier with Jack Roth and fiancée Becky Christner at Western NAMA exhibit. Roth is with Royal Buffet, Los Angeles.

Say You Saw It in
Billboard

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,

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THE OAK VISTA MODEL CABINET MACHINE...

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES!

Damaged panels can be replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.

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PT&T's Security Problems Are Parallel to Your Own

By EARL PAIGE

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

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

Kinsel said, "I would estimate that our losses are not more than 1 per cent."

This answer didn't satisfy Kallick, who pressed the executive for more specific figures. Kinsel then disclosed that he was talking about 45,000 telephones in the Los Angeles area and an additional 115,000 instruments in outlying suburbs under PT&T ownership. "The figure in terms of money is quite high," Kinsel said.

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

Internal Security

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

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

A number of interesting areas were explored during the session that went well beyond its planned duration. In the

main, panelists discussed internal, rather than external, security problems. Said Kerr, "Too many firms and employers are afraid to look on the dark side of society. We're naturally timid about admitting our own inadequacy. So we do not report a dishonest employee but just quietly dismiss him. This," said the police commander, "doesn't solve the problem."

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

Polygraph

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

(Continued on page 61)

Confectioners' Show For 1967 80% Sold

CHICAGO — The National Confectioners Association announced this week that 80 per cent of its exhibit booth space had been assigned for the May 28-31, 1967 Confectionery Industries Exposition at the Conrad Hilton Hotel here. Chairman of the show, Benedict R. Maffuggi, Hamac-Hansella Machinery Corp., said 65 firms had reserved 74 booths.

The list of manufacturers, equipment makers, packaging firms, ingredient suppliers and service organizations lined up for the event so far include:

COMPANY	BOOTH
Ambrosia-Hooton Choc. Co.	306
American Maize-Products Co.	308
Anheuser-Busch, Inc.	206
Atlantic Paper Box Co.	32
Automation Eng. Lab., Inc.	208
Baird Chemical Industries, Inc.	4
Baker's Choc. & Coconut (Div. General Foods Corp.)	407
Blaw-Knox Co.	27
Blommer Choc. Co.	205
Blumenthal Bros. Choc. Co.	510
Burrell Belting Co.	40
California Almond Growers Exec.	405
Candy Industry & Confectioners Journal	512
Carle & Montanari, Inc.	201, 202
Cherry Burrell Corp.	31
Clinton Corn Processing Co.	504
The Confectioner	A
Continental Can Co., Inc.	309
Corn Products Sales Co.	301
Diamond National Corp.	507
E. I. Du Pont de Nemours & Co., Inc.	408
Durkee Famous Foods (Div. The Glidden Co.)	508
Extrudo Film Corp.	302
FMC Corp. (Amer. Viscose Div.)	204
Federal Paper Board Co., Inc.	13, 14
Great Western Manufacturing Co.	36
J. W. Greer (Div. Joy Mfg. Co.)	410
Gunther Products, Inc.	29
Otto Haensel Machine Co., Inc.	310
James C. Hale & Co.	7
Hamac-Hansella Machine Corp.	20, 21, 22, 23, 45
HumKo Products	6A
The Hubinger Co.	509
J. A. Joffe & Co., Inc.	513
A. Klein & Co., Inc.	28
H. Kohnstamm & Co., Inc.	207
Latini Machine Co., Inc.	404
The Manufacturing Confectioner	37
Merckens Choc. Co.	44

COMPANY	BOOTH
Merrill Lynch, Pierce, Fenner & Smith	105
Mikrovaerk A/S	26
Milprint, Inc.	506
Molded Fiber Glass Tray Co.	3A
Murnane Paper Co.	38
National Equip. Corp.	303, 304, 305
Nestle Choc. Co., Inc.	5
New York Cocoa Exchange	103
N.I.D. Pty. Limited-Cantab Industries, Ltd.	402, 403
The Nulomoline Div. (SuCrest Corp.)	203
Package Machinery Co.	210
Penick & Ford, Ltd.	2
Quincy Paper Box Co.	106
Ruxford Laboratories, Inc.	39
W. C. Smith & Sons, Inc.	503
A. E. Staley Manufacturing Co.	307
Stanley Woodworkers, Inc.	30
Supermatic Packaging Corp.	24, 25
Triangle Package Machinery Co.	33
Union Sales Corp.	401
U.S. Plywood Corp. (Setter Div.)	35
Werner Machinery Co.	505
White Stokes Co., Inc.	43
Wood & Selick Coconut Co., Inc.	3
Wright Machinery Co. (Div. Sperry Rand Corp.)	406

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available

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(all 250 per bag)

Mini-Books \$9.50
(3 per capsule)
Crack-Ups 8.00
Finger Puppets 8.00
Asst. Charms 8.00

HOT 5c VEND ITEMS

(all 250 per bag)

Army Patches \$5.00
Green Hornet 5.00
Jokes & Tricks 5.00
Bugs & Reptiles 5.00
Rings 5.00
Assortments \$4.25 to \$5.00

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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 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


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"It's 30 in KCMO"

Say You Saw It in Billboard

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We handle complete line of machines, parts & supplies.

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



HUSBAND AND WIFE team, Mr. and Mrs. Jim Sheron, Modesto, Calif., caught by cameraman at the Rock-Ola booth during NAMA trade show in Ambassador Hotel.



RICHARD LUGO, L&L Concession Supply Co., Los Angeles, at Gold Medal exhibit with Ann Medberry (center) and Gerry Stevens of Sutton Vending, Las Vegas.



EASTERN visitor to Western NAMA show, Sandy Gold (right), Cleveland Coin Machine Exchange, seen here talking to fellow convention delegate.



BILL ADAIR, president, Seeburg Corporation (center), chats with P. D. "Pres" Struve, Struve Distributing Co. (right), and Myron Frost, Frost Vending Co., Los Angeles, at company's Western NAMA booth.

NAMA Forms Plan Group

CHICAGO—A group of 12 men have agreed to serve as a special blue-ribbon long-range planning committee to report to the board of directors of the National Automatic Merchandising Association. Past NAMA president Thomas B. Donahue, of U M C Industries will serve as chairman. The committee will study the vending industry's current and future needs in line with NAMA's role in serving its members.

Committee members are: Wagner Van Vlack, Interstate

United Corp.; George Arneson, Vendo Co.; K. Cyrus Melikian, Rudd-Melikian, Inc.; Wallace T. Collett, Servomation-Tibbals; William H. Martin, Automatic Candy Co.; David D. Dayton, ARA; William C. McConnell Jr., Servomation of New England; Todd A. Ebbers, Canteen Corp.; Frank Lodewick, Standard Brands Sales Co.; Meyer Gelfand, The Macke Co.; Charles H. Glueck, The Charles Corp.; Virgil Gladieux, ABC Consolidated Corp.

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 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

Security and the Operator

Continued from page 60

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

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

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

Another audience participant challenged Kerr on lenient sentences of convicted felons and asked for a definition of misdemeanor as against a felony. "Why can't there be a change in the classification of a misdemeanor," the operator asked. "If a man gets only 60 or 90 days he's right back out stealing again."

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

First-Time Offender

Other questions and further discussion revealed that most

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

It was Boone, a smaller operator from Oregon, who volunteered, "You have to remember we put the temptation into our collector's hands. It's up to each of us to develop security systems with this in mind."

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

Boone, who has his vehicles equipped with burglar alarms and special heavy duty locks, installed a rotating spot-light on the headquarters building. He said that the day after making this installation Roseburg police arrested an intruder.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.87
Pistachio Nuts, Jumbo Queen, White	.82
Afgan Crown Red Lip Pistachio Nuts	.58
Afgan Prince Red Lip Pistachio Nuts	.52
Indian Nuts, 5 lb. bag, per lb.	1.25
Cashew, Whole	.91
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.60
Mixed Nuts	.60
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Munchies, 16-lb. carton, per lb.	.39
Hershey-ets	.47

Wrapped Gum—Fleers, Topps	
Bazooka & Pal, 4M pcs.	\$14.00
Rain-Bio Ball Gum, 1800 per ctn.	6.25
Rain-Bio Ball Gum, 1800 printed per carton	6.40
Rain-Bio Ball Gum, 5250 per ctn.	8.35
Rain-Bio Ball Gum, 4250 per ctn.	8.35
Rain-Bio Ball Gum, 3500 per ctn.	8.35
Malfettes, 2400 per carton	8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

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COIN MACHINE news

Two Major Legal Moves in Wisconsin

Court Bans Booze Ads

By JANET SCHLATTER

MADISON, Wis.—Circuit Court Judge Edwin M. Wilkie has ruled against a plan by Patterson International Corp., Cincinnati, to place beer and liquor advertisement on jukeboxes and games. He granted a declaratory judgment to the Wisconsin State Tax Dept. against the firm.

Patterson International was testing a Tax Department interpretation of a State law prohibiting giving anything of value to retailers by brewers, bottlers and wholesalers. The Cincinnati firm, importers of various coin-operated machines, wished to sell to operators jukeboxes with seven-second recorded commercials and games carrying three by five inch advertising cards.

At a meeting of the South Dakota Music and Vending Association last year Patterson International announced plans to place advertising matter on its "Foosball" game, a coin-operated soccer unit imported from Germany. Patterson has experienced good sales success with this unit in the Northwest, upper Great Plains and Midwest regions and has been steadily appointing new distributors.

Much earlier, Patterson International president, L. T. Patterson, had announced plans to explore the possibilities of advertising on jukeboxes.

With the renewed interest in the coin machine industry over film units, there has been corresponding exploration of the possibilities of selling national advertisers on the medium. Among the firms expressing such interest have been Scopitone and Rowe.

TWO INDUSTRY PRECEDENTS

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



JOHN A. KIRKPATRICK

Fire Razes Kirk Plant; Distribution Continues

ORLANDO, Fla.—A spontaneous-combustion-caused fire Dec. 2 damaged beyond repair the new plant of Kirk Electronics here but the company's plans for production and distribution of the Minute-Music tape cartridge jukebox will continue uninterrupted.

"Though the building was not demolished," said president John A. Kirkpatrick, a former operator who has developed and is placing in distribution a non-selective tape cartridge jukebox, "we will abandon the plant. Manufacture of Minute-Music has been assigned to the Kemco Corp. here.

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

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

Kirkpatrick has disclosed that
(Continued on page 70)

Unfair Sales Act Bolstered

By S. JOHN INSALATA

CHICAGO—Recent amendments to the Wisconsin Unfair Sales Act appear to have strengthened the law in combating unfair pricing of cigarettes and other products. These amendments went largely unnoticed in a busy legislative year, in which State legislatures considered and passed a record number of bills and laws. But they may have an impact beyond that of many more publicized laws enacted during 1966.

The effect of the amendments is to preclude loss leaders. The intent of the Wisconsin Unfair Sales Act is declared in the law itself: "The practice of selling certain items of merchandise below cost in order to attract patronage is generally a form of deceptive advertising and an unfair method of competition in commerce. Such a practice causes commercial dislocations, misleads the consumer, works back against the farmer, directly burdens and obstructs commerce and diverts business from dealers who maintain a fair price policy. Bankruptcies among merchants who fail because of the competition of those who use such methods result in unemployment, disruption of leases and non-payment of taxes and loans, and contribute to an inevitable train of undesirable consequences, including economic depression."

The Wisconsin law is of significance to operators because it deals with several problems and practices that have from time to time piqued cigaret vending operators—among others. Unfair pricing, if such is the case, brings another deceptive selling problem to plague an industry already bothered by "blue sky" cigaret machine peddlers. The problem of fair price under the law is particularly complicated in the cigaret vending field where many operators
(Continued on page 66)

CMMA Hosts Government Figures

LOS ANGELES — More than 600 persons paid tribute to the California Music Merchants Association at its 35th anniversary dinner-dance (2) here at the International Hotel.

The largest audience ever assembled here for a Music Merchants Association banquet included a United States congressman, several State of California government officials, figures from the Los Angeles city

government and many industry representatives.

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

Miller, long a respected voice in the industry, said the California Music Merchants had a right to be proud of the past 35 years, and will have even more

proud moments in the future. "The CMMA works for every member in the coin industry," Miller said, "and we intend to continue to provide our services to the industry with greater vigor in the future."

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

Notes Growth

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

Leyser: Perpetual Motion Man

By BRUCE WEBER

It's not difficult to recognize Henry J. Leyser as he briskly strides down Coin Row in Los Angeles, or the coin machine district of San Francisco.

He cuts a smart figure in a Brooks Brothers suit. Image is very important to Leyser. He remembers well the vintage years when the industry was cursed and often labeled as an "improper career for bright young men."

Today, Leyser, president of the California Music Merchants Association and owner of Associated Coin Amusement Co., Inc., Oakland, is a super salesman for the coin machine industry. He is mature and progressive. A bit more philosophical now than in his initial years in the industry, but just as zealous.

His philosophy is exact and his policy untainted. "I'm going to work very, very hard in the years to come to improve the image of the coin industry. I want to watch the industry grow and prosper. It's going to be very tough."

Perpetual Motion

Leyser wasn't complaining. He said it with his passion for work and results. He often is described by colleagues as "one of the few men in captivity who knows the coin machine business thoroughly." A friend said of Leyser: "He is a perpetual motion man."

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

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

"The progress in the coin machine industry in

the last decade was chiefly due to the evolution of the coin-operated phonograph, known colloquially as the "jukebox" or "SMS" (Selective Music System), a term I prefer.

"The evolution started with 100 selection machines and continued with the introduction of the 45 rpm records, hi fi, 33 1/3 rpm records and stereo. But in my opinion the greatest breakthrough in the jukebox field was the restyling that took place with the introduction of the so-called console, and the dynamic sound that was described as discotheque.

"The increase from a nickel to a dime play also was a progressive step. Pool tables also revitalized the amusement game operation, which had fallen off badly in some areas. The introduction of contracts and minimum-guarantees had a very significant influence on the operators."

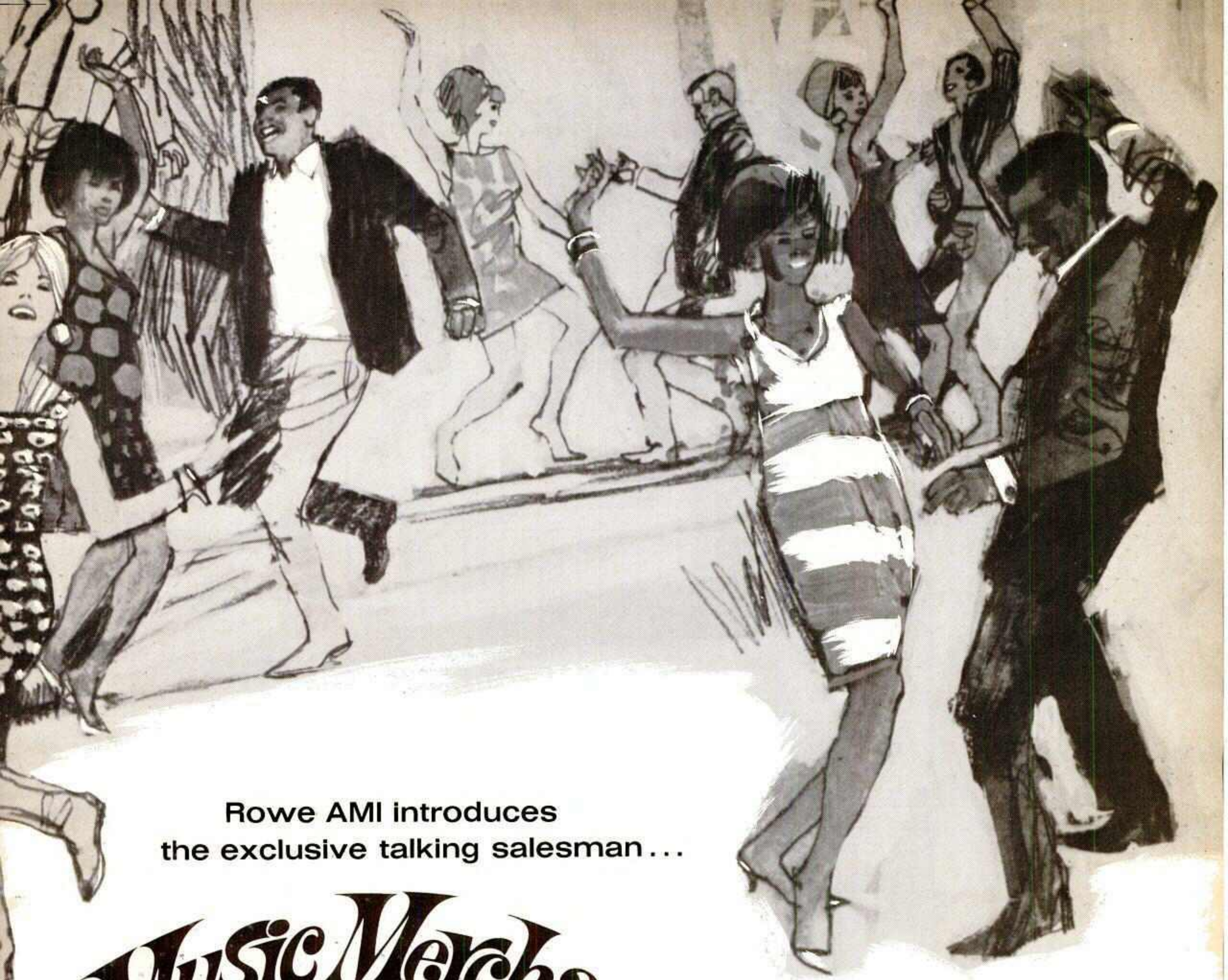
Leyser feels with the rising costs of equipment, parts, supplies and labor it is mandatory the industry recognize the requirement that in order to stay in business they must be compensated for their capital investment and cost of operation in terms of a guaranteed income. The real danger, according to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

"There are still many areas where the operation of legitimate amusement equipment, and in some cases even coin-operated phonographs, is not permitted by local authorities because of antiquated ordinances and laws. It is our job to rectify the existing injustice and seek equitable treatment."

There are many avenues to pursue, according to Leyser. "I am watching with great interest the progress being made in the vending machine phase of the industry. It is my belief that this growing trend in vending also will be a good
(Continued on page 68)



CMMA PRESIDENT HENRY LEYSER, right, welcomes a trio of industry leaders to the association's big Los Angeles party last week. From left: Manfred Spindel, Leonard Hicks and Gary Sinclair.



Rowe AMI introduces
the exclusive talking salesman...

Music Merchant

"PLAY-ME" RECORD

These sensational sales-stimulators are increasing location play by over 40%! Customers love 'em... can't resist 'em! Exclusive!... "Play-Me" Records are *only* on the new Rowe AMI Music Merchant... the phonograph that "talks" to your customers, invites 'em up to play. A "first" from Rowe AMI... *original* recordings featuring Rowe "personalities" talking directly to the location's customers. It's professional, first-class entertainment... with light, humorous invitations to "come up and play some music." *Guaranteed* to get additional play!

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

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

Look what else is on the MUSIC MERCHANT!

NEW DOLLAR BILL ACCEPTOR*

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

EXCLUSIVE CHANGE-A-SCENE

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



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Photos From the Big London Show



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



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



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



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



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



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



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



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



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



A. W. Adickes, Nova Apparate GmbH, Hamburg, left, greets Marty Bromley of Sega during ATE in London.



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



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



The Rock-Ola booth at ATE was scene of this tete-a-tete between Millie McCarthy of New York and Andre de Vekey, Billboard European director.



Jovial Sol Groebteman of Belgian Amusement Co., Antwerp, tries out the new Sega Ascot game at the big London show.



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



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

Vendors Are Weighing Student Dollar Power

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

Industry leaders agree that

the schools—high school through university, especially—will enable the "mass feeding" vending companies to achieve "blue chip" revenue status.

Wagner Van Vlack, president of the Interstate United Corp., Chicago, the third largest vending company in the United States, predicts the vending industry is now beginning to blossom into a "highly organized, vast revenue-producing industry."

In Los Angeles to inspect his company's expansion operation (we're moving our West Coast headquarters here from San Francisco) Van Vlack promised to cater his vending operations to the purchasing power of the student.

"Interstate plans to expand its West Coast operations to take advantage of the enormous vending possibilities here," Van Vlack said. "We intend to get our share of the vending market in California." Interstate was founded 12 years ago by several Los Angeles businessmen, and already has extensive business operations in the Southern California area.

LA System

Already involved in the complex industrial vending market in California, Van Vlack sees the Los Angeles school system, itself the second largest educational system in the United States, just behind New York, as a prime factor in providing Interstate the momentum it needs to gain consumer acceptance in a variety of yet-unexplored fields.

"Educators in Los Angeles," Van Vlack feels, "are leading the nation in accepting vending machines in their schools. By placing vending machines in high school cafeterias and on college and university campuses," he said, "it permits students to remain on campus and, in fact, enables students to eat while studying, thus saving valuable classroom time."

"By capturing the school market (the educational field is far from being saturated) the vending industry has new avenues to explore before future growth possibly could be blunted," Van Vlack believes. He predicts rapid growth in the school field, at least by Interstate, and sees the future vending industry gross at about \$6 billion by 1970. "This allows an expanding annual rate of about 7 to 9 per cent."

Saturation

An industry-wide saturation point?

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

Prior to Van Vlack's arrival in 1964 the company had been on a sales and earnings roller-coaster. Interstate's net income went from \$220,000 in 1958 to \$2 million in 1962, but dropped to a deficit of \$3.5 million two years later. "Sales continued to climb," Van Vlack said, "but Interstate needed consolidation and reorganization."

By disposing of unprofitable properties, Van Vlack pulled income up to \$484,000 two years ago and to \$1.1 million last year. Sales reached \$137.3 million in the last fiscal year.

With our financial problems out of the way," Van Vlack said, "Interstate can concentrate on new avenues to explore. And we're aiming directly at the educational market."

Rentals Profitable for Jukebox Service Company

By ROBERT LATIMER

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

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

First, he attended a meeting of local jukebox operators, explained the plan he had in mind, and guaranteed that he would not become an operator, but purely a service organization, capable of handling anything from vending machines to games to phonographs. From such a meeting, he realized such results as the full installation and maintenance contract with Western Vending Company, and a steady flow of repair business from the 10 largest phonograph operating firms in the city.

Setting up shop on a freeway which cuts through Denver, Staggs realized that he had an excellent opportunity for billboard advertising. He set out a simple red and white sign, exposed to some 20,000 passing cars per day, which read, "Parties Dull? Rent a Jukebox!"

The rental business has been a success from the beginning, he said, with no other promotion than the sign. Although he expected that his rental customers would be primarily clubs, churches, social organizations, etc., Staggs was surprised to learn from the beginning to his best customers were individual homeowners, primarily better-income families in Denver's plush suburb of Bow-Mar who cheerfully pay his \$25 rental fee for a 100-record machine, delivered and picked up. The \$25 rate is for "one night stands" as Staggs humorously calls them. If, however, the renter wants to use the machine for an entire week (which isn't unusual) Staggs draws the contract for seven days at \$50.

Like most operators who have attempted to rent phonographs during the Christmas and New Year Holidays, Staggs frequently finds customers pained at the \$25 minimum amount. If, however, he explains the high expense involved in delivering the machine and picking up, the average customer waxes thoughtful, and agrees that the price isn't so high after all.

Will Honor Requests

Staggs doesn't mind letting customers specify some records, a dozen or so, but prefers, of course, that the renter allow him to make up the music menu, which he promises will include a mix which will probably please everyone. Usually, this is accept-

able, except in the case of racial groups, who, of course, will always have numerous favorites which may require an extra trip to locate.

Through long experience, Staggs prefers to rent the smaller phonographs, which provide all of the advantages of the full scale machines, but which understandably, are much easier to deliver, set, and pick up again. The machines he rents are all good-quality used phonographs, in perfect condition, and provided with plenty of protective padding while in transit.

Particularly important is the fact that during the two years in which he has been promoting



PARTY DULL? Denver phonograph repair service owner Don Staggs installed this sign which has led into a profitable jukebox rental business.

rental service in this way Staggs has had many "repeats" from wealthy customers who enjoy unusual parties, and find that a jukebox provides plenty of excitement.

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1—16' Un. Capri A-1	1—16' Un. Tip Top A-1
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1—16' Un. Holiday A-1	1—16' Un. Classic A-1

Any of the above bowlers in A-1 condition are \$195.00 each, or two for \$175.00 each, three for \$165.00 each, or four for \$150.00 each. (They will be complete and working with no broken parts if unshopped.)

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6—16' & 13' C C Majestic A-1	625.00 each
3—16' & 13' C C Official A-1	395.00 each
2—16' & 13' C C Grand Prize A-1	375.00 each
4—16' & 13' C C Cadillac A-1	575.00 each
1—16' United Sabre A-1	295.00 each
4—C C 16' & 13' Royal Crown A-1	265.00 each
1—Fury United A-1	495.00 each
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MOA Show Bursting Hotel Seams; New Site Search

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

"I definitely feel we could consider a location like McCormick Place," Bess said, "but this wouldn't mean combining

MOA with NAMA," he pointed out, in referring to the National Automatic Merchandising Association. "Both shows would have to be in separate parts of the building," said Bess, now heading up both the Music Operators of Virginia and the Automatic Vending Association of Virginia.

Concurring with Bess on this point was MOA executive vice-president Fred Granger, who, along with MOA president James Tolisano, were both at the MOV convention. "We have definitely been shopping around for a new location for the MOA show," Granger stated, "but there's absolutely no thought of combining MOA and NAMA."

Granger added, "NAMA though pleased of the progress MOA has made, has all it can do to handle the vending industry without thinking of taking on our industry, too." As for McCormick Place and possibilities of MOA holding its trade exhibit on another floor away from the NAMA show Granger was less than enthusiastic.

"We've been checking into various locations and we'll continue to do this. But McCormick Place," said Granger, "is too large for us. Some exhibitors have indicated they would like to be over there in another section away from NAMA but we haven't discovered any possibility of doing this."

MOA president James Tolisano also expressed concern over the fact that MOA is outgrowing its current accommodations but said, "There's many things to iron out before we could consider another location. Conventions are now planned years in advance and we just don't move them this easily," he said.

Big Atlas School

CHICAGO—Atlas Music Co., Rowe distributors here, conducted a technical briefing session on the new Music Merchant phonograph Wednesday evening, Nov. 30. "A great crowd of operating personnel from Chicago, northern Illinois and Iowa was on hand," reported company spokesman Joe Kline.

The briefing, by Rowe field man Hank Hoevanaar and Atlas' Frank Bach and Ray Grier, also including the dollar bill acceptor and the Phono-Vue. Hosts were Eddie Ginsburg and Sam Gersh. Sam Kolber and Stan Levin were also on hand.

Atlas conducts a regular school program throughout the year.

Precedent-Setting Law in Wis.

• Continued from page 62

buy directly from manufacturers while many do not, and where an incredible per-machine or per-location license tax and cigarette excise tax places an increasing financial burden on the operator (who cannot in most instances pass these added costs on to the consumer). In some States a sales tax burden contributes to a situation in which the operator—providing the convenience of cigarette vending—is placed at a price disadvantage which frequently amounts to profit loss.

Effects of Amendments

The effects of the 1966 amendments to the Wisconsin Unfair Sales Act, signed into law by Wisconsin Governor Warren P. Knowles, appear to be threefold:

First, there is what may be termed the "honest invoice amendment." Since one of the prime goals of the law is to prohibit the practice of using fictitious invoices and utilizing pricing criteria based upon market conditions foreign to Wisconsin, the amendments bar the establishment of re-sale prices based on so-called "dumping" prices.

"In other words," said Anthony E. Madler, managing director of the Wisconsin Food and Tobacco Institute, "mark-up and retail prices may not be computed on the basis of cost lower than that which prevails in Wisconsin."

Procedures and Penalties

Second, the amendments strengthen the law's enforcement section in these ways:

1) Prosecution of those violating the Unfair Sales Act may be conducted by the State in its own name.

2) Persons who feel that they have been damaged or are threatened with some sort of violation of this law may also sue the violators, and, if successful in the lawsuit, may then recover the costs of bringing the suit.

3) Penalties provided by the law are now from \$50 to \$1,000

in fines and from six months to one year imprisonment. The maximum fine for the first violation is \$500.

4) District attorneys are now charged with the "duty" of instituting court proceedings to enjoin violations of the law. This may be done either in the county where the offense occurred or in Dane County, location of the State capital.

Mark-Up Mechanics

The third major area of amendment was in relation to what we might call mark-up mechanics. The previous law provided for a wholesale mark-up of 2 per cent plus three-fourths of 1 per cent for delivery to the retailer. The Act as now amended does away with the allowed price variations for "cash and carry," "delivered" and "pick-up" prices and established an across-the-board wholesaler mark-up of 3 per cent and a retailer mark-up of 6 per cent.

The new minimum price list applicable to cigarettes took effect July 1, 1966. It contained only one wholesale price for each brand of cigarettes, with no difference between "cash and carry" and "delivered" prices.

Changes apply equally to all retailers and wholesalers, including grocery stores, etc., as well as cigarette and other vending machine operators.

Cigarette vending operators, who buy direct will be interested in the fact that under the new Act they must add both the wholesale 3 per cent and the retail 6 per cent mark-ups, with the retail price being the cost from the manufacturer multiplied by the factor of 1.0918. So-called drop shipments are not expressly mentioned in the law. However, experts state that the past practice of the retailer regarding the fee paid to a wholesaler for billing and remitting as a portion of the mark-up of 3 per cent will probably continue to be valid under the amended Act. A fee of 2 per cent for such billing and remitting has,

according to the experts, been the custom of the trade in Wisconsin.

The implications of this amended Act for the rest of the industry are extensive. States with weaker laws may now be asked to effect similar amendments in pursuit of the recognized public policy goal of eliminating unfair pricing, deemed by many to be against the interest of both the small businessman and the public. The effects in Wisconsin have been, of course, more immediate.

The cigarette vending operator should do all he can to familiarize himself, accounts and attorneys with the new Wisconsin Unfair Sales Act, passed June 13, 1966.

A group which has been instrumental in dealing with these changes in the law—probably the best informed organization in the country as to the over-all business effects of the new Act—is the Wisconsin Food and Tobacco Institute, 1 West Main Street, Madison, Wis. Managing director: Anthony E. Madler.

Because of the importance of these amendments and the potential example the new law may set for other States, we are here printing for your files a complete copy of the Wisconsin Unfair Sales Act, as amended.

The author, Billboard's coin machine labor and legislative consultant, holds a Master's Degree in industrial relations from Loyola University, Chicago, and is a former staff member of the National Automatic Merchandising Association. He was recently appointed general counsel of the Illinois State Bar Association.



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WISCONSIN UNFAIR SALES ACT

As Amended by 620A, (1966)

100.30 UNFAIR SALES ACT. (1) POLICY. The practice of selling certain items of merchandise below cost in order to attract patronage is generally a form of deceptive advertising and an unfair method of competition in commerce. Such practice causes commercial dislocations, misleads the consumer, works back against the farmer, directly burdens and obstructs commerce, and diverts business from dealers who maintain a fair price policy. Bankruptcies among merchants who fail because of the competition of those who use such methods result in unemployment, disruption of leases, and non-payment of taxes and loans, and contribute to an inevitable train of undesirable consequences, including economic depression.

(2) DEFINITIONS. When used in this section, unless context otherwise requires:

(a) "Cost to retailer" means the invoice cost of the merchandise to the retailer within 30 days prior to the date of sale, or replacement cost of the merchandise to the retailer, whichever is lower, less all trade discounts except customary discounts for cash, plus any excise taxes imposed on such merchandise or the sale thereof other than excise taxes collected by the retailer, and any cost incurred for transportation and any other charges not otherwise included in the invoice cost or the replacement cost of the merchandise as herein set forth, to which shall be added a markup to cover a proportionate part of the cost of doing business, which markup, in the absence of proof of a lesser cost, shall be 6% of the cost to the retailer as herein set forth.

(b) "Cost to wholesaler" means the invoice cost of the merchandise to the wholesaler within 30 days prior to the date of sale, or the replacement cost of the merchandise to the wholesaler, whichever is lower, less all trade discounts except customary discounts for cash, plus any excise taxes imposed on the sale thereof to the sale at retail, and any cost incurred for transportation and any other charges not otherwise included in the invoice cost or the replacement cost of the merchandise as herein set forth, to which shall be added a markup to cover a proportionate part of the cost of doing business, which markup, in the absence of proof of a lesser cost, shall be 3% of the cost to the wholesaler as herein set forth.

(c) "Replacement cost" means the cost computed as specified in par. (a) or (b) at which the merchandise sold could have been bought by the seller at any time within 30 days prior to the date of sale if bought in the same quantity as the seller's last purchase of the said merchandise.

(d) "Cost to retailer" and "cost to wholesaler" as defined in pars. (a) and (b) mean bona fide costs; and purchases made by retailers and wholesalers at prices which cannot be justified by prevailing market conditions within this State shall not be used in determining cost to the retailer and cost to the wholesaler. Prices at which purchases of merchandise are made by retailers or wholesalers cannot be justified by prevailing market conditions in this State when they are below the lowest prices at which the manufacturer or producer of such merchandise sells to other retailers or wholesalers in this State.

(e) "Sell at retail," "sales at retail," and "retail sale" mean any transfer for a valuable consideration, made in the ordinary course of trade or in the usual prosecution of the seller's business, of title to tangible personal property to the purchaser for consumption or use other than resale or further processing or manufacturing.

(f) "Sell at wholesale," "sales at wholesale" and "wholesale sales" include any transfer for a valuable consideration made in ordinary course of trade or the usual conduct of the seller's business, of title to tangible personal property to the purchaser for purposes of resale or further processing or manufacturing.

(g) "Retailer" includes every person engaged in the business of making sales at retail within this State but, in the case of a person engaged in the business of making both sales at retail and sales at wholesale, such term shall be applied only to the retail portion of such business.

(h) "Wholesaler" includes every person engaged in the business of making sales at wholesale within this State but, in the case of a person engaged in the business of making both sales at wholesale and sales at retail, such terms shall be applied only to the wholesale portion of such business.

(i) "Retailer" and "wholesaler" shall both be applied to any merchant who buys merchandise for resale at retail from the manufacturer or producer thereof and, as to such merchandise, the terms "cost to retailer" and "cost to wholesaler" as defined in pars. (a) and (b) shall both be applied, including the markup requirements.

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

(k) "Sell," "sale" or "sold" includes any advertising or offer to sell or transfer of merchandise where title is retained by the seller as security for the payment of the purchase price. In determining the selling price of merchandise by wholesalers and retailers under this section, all fractions of a cent shall be carried to the next full cent.

(l) The term "trade discount" shall not include advertising, display or promotional allowances in the absence of a statement in writing from the grantor that receipt of such allowance is not conditioned on the performance of any service or expenditure of any money for promotion, advertising or any other purpose.

(m) Any person who sells at retail and who also sells to other retailers shall use the invoice cost to other retailers in computing his selling price at retail under par. (a); and if such person is a manufacturer or producer, both pars.

(a) and (b) shall be used in computing his selling price at retail. In the absence of sales to other retailers, the manufacturer's or producer's selling price at retail as provided in pars. (a) and (b).

(3) Any sale of any item of merchandise either by a retailer or wholesaler, at less than cost as defined in this section with the intent or effect of inducing the purchase of other merchandise or of unfairly diverting trade from a competitor, impairs and prevents fair competition, injures public welfare and is unfair competition and contrary to public policy and the policy of this section. Such sales are prohibited. Evidence of any sales of any item of merchandise by any retailer or wholesaler at less than cost as defined in this section shall be prima facie evidence of intent or effect to induce the purchase of other merchandise, or to unfairly divert trade from a competitor, or to otherwise injure a competitor.

(4) Any retailer who, with the intent or effect of inducing the purchase of other merchandise or of unfairly diverting trade from a competitor or otherwise injuring a competitor, sells at retail any item of merchandise at less than cost to the retailer as defined in this section; or any wholesaler who, with intent or effect of inducing the purchase of other merchandise or of unfairly diverting trade from a competitor or otherwise injuring a competitor, sells at wholesale any item of merchandise at less than cost to the wholesaler as defined in this section, shall be fined not less than \$50, nor more than \$500 for the first offense and not less than \$200 nor more than \$1,000 for the 2nd and each subsequent offense, or, for each offense, imprisoned not less than one month nor more than six months or both.

(5) In addition to the penalties under sub. (4):

(a) It is the duty of the several district attorneys to institute proceedings in equity to prevent and restrain violations of this section.

(b) The department may also bring an action to enjoin violations of this section. Such action may be commenced and prosecuted by the department in the name of the State in any court having equity jurisdiction, either in the county where the offense occurred or in Dan County, without being compelled to allege or prove that an adequate remedy at law does not exist.

(c) Any person damaged, or who is threatened with loss or injury, by reason of a violation of this section, shall be entitled to sue for and have injunctive relief in any court of competent jurisdiction against any damage or threatened loss or injury by reason of a violation hereof and, upon granting of such relief, the person initiating such actions shall be entitled to recover all costs including a reasonable attorney's fee.

(6) (a) The provisions of this section shall not apply to sales at retail or sales at wholesale where:

1. Merchandise is sold in bona fide clearance sales.
2. Perishable merchandise must be sold promptly in order to forestall loss.
3. Merchandise is imperfect or damaged or is being discontinued.
4. Merchandise is sold upon the final liquidation of any business.
5. Merchandise is sold for charitable purposes or to relief agencies.
6. Merchandise is sold on contract to departments of the government or governmental institutions.
7. The price of merchandise is made in good faith to meet an existing price of a competitor and is based on evidence in the possession of the seller in the form of an advertisement, proof of sale or receipted purchase.
8. Merchandise is sold by any officer acting under the order or direction of any court.

(b) No person may claim the exemption under par. (a) 1 to 4 if he limits or otherwise restricts the quantity of such merchandise which can be purchased by any buyer or if he fails to conspicuously disclose the reason for such sale in all advertisements relating thereto and on a label or tag on such merchandise or on a placard where the merchandise is displayed for sale.

A Small World

SAN JUAN, Puerto Rico — The overworked expression, "It's a small world," proved applicable at the recent Wurlitzer distributors' meeting here when Ron Rood, president of Southern Music Distributing Co., Inc., of Orlando, Fla., was talking to Mrs. Irving Sandler, whose husband is chairman of the board, Sandler Vending Co., Minneapolis. Although both had met at countless meetings during the years, they got off on the subject of home towns and suddenly learned they were both born in Britt, Ia.

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ALSO DELIVERING **IMPERIAL** (Puck Bowler) • **SUPER-SCOPE** (Rifle)

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60614

Leyser: Perpetual Motion Man

• Continued from page 62

course for operators in the coin operated music and amusement field."

The need for new ideas in games concerns Leyser. The advance of technology in every field of electronics has been so great that it is baffling to Leyser why an attempt has not been made to advance new and different devices. "The market is begging for a stimulating and exciting game of skill and/or dexterity, as well as more sophisticated styling of equipment," he said.

Leyser is a free thinker, but always with the industry in mind.

For instance:

Q. What must the industry do to improve its image?

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

Q. What is the future of the industry in sales and earnings?

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

Q. What are the taxation problems the industry faces?

A. "Taxation is an area that warrants continued vigilance in many local communities. It is, in some cases, unfair and unjust to members of the coin industry."

Q. Is the operator getting a fair shake from the manufacturer and distributor?

A. "For the most part the operator is treated

well by the manufacturers and distributors. If the operator takes proper advantage of new ideas and equipment that is offered he will fare better."

Q. Would the industry be wise in establishing a trade school program?

A. "Members of this industry recognize the need for more skilled mechanics and technicians. We have taken a very active part in establishing a training school on a graduate basis here in California. This program is being developed by a group of operators with very extensive technical knowledge."

Q. What trends are developing in the industry?

A. "I have a strong feeling that the audio-visual entertainment center is not in the future, but in the present. I am referring, of course, to the various machines being distributed now in the audio-visual field. In my considered opinion, the strongest contender in the race will be a combination machine that gives the public a choice of either a film or record selection. For the benefit of the operator, I believe, that such a machine should have cartridges and use 8mm films as the most economical operation. It is quite obvious that we are competing in this industry with other means of entertainment and, although we provide without any question the least expensive means of entertainment, we must avail ourselves of the most advanced and imaginative ideas in operation, merchandising, advertising and publicity. A successful pattern that has been set by national vending companies shows that there is strength in affiliation and mergers."

Q. What kind of operator represents the industry today?

A. "The operator today, whether his is an individual with a small route, or a company executive, is hard working, industrious and resourceful. If he hasn't learned to conduct himself as a businessman in every aspect of the operation he will be unable to stand the growing pains of our industry."

Q. Do you grow weary of discussing the coin machine industry with outsiders?

A. I will discuss the industry "at the drop of a coin."

New Equipment



Seeburg—Consolette

Seeburg's new consolette, available in chrome finish (Model SCH-1) and antique brown (Model SCH-3, has an added feature known as "audio control." The design of this new feature is such that the twin stereo speakers of the consolette can only be actuated when making a selection at the booth. When the booth patron's selection(s) have played, the consolette cuts off. The unit will accept dimes, quarters and half dollars.



ROBERTA SHERWOOD, with Sammy Weiss Orchestra backing her up, entertains at California Music Merchants Association banquet and stage show.



GEORGE MILLER, executive director of the California Music Merchants Association, takes microphone to introduce old friend Congressman George P. Miller during annual banquet at Ambassador Hotel. CMAA president Henry Leyser is seated at left.



Williams
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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.

- ✓ Making "A" or "B" Lites 500 Lane in Lite Box for Extra Ball.
- ✓ Right Target—500 Points When Lit.
- ✓ Left Target—300 Points When Lit.
- ✓ 6 Roll-over Buttons and Lanes — 100 Points When Lit.
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- Automatic Ball Lift.
- Plastikote Finished Playfield.
- Number Match.

- NEW COIN MECHANISM FLEXIBILITY
- OPTIONAL, SINGLE, DOUBLE OR TRIPLE CHUTES.
- NEW COIN DIVIDERS IN CASH BOX.



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ELECTRIC SCOREBOARDS . . . 2 Models

<p>OVERHEAD MODEL (Natural finish hardwood cabinet)</p> <p>• Two-faced. Scores 15-21 and/or 50 pts. \$169.50 F.O.B. Chicago.</p>	<p>NEW SIDE-MOUNT MODEL (Walnut Formica finish—easy to clean)</p> <p>• Scores 15-21 and/or 50 pts. Also 15-21 pts. only. \$249.50 F.O.B. Chicago.</p>
--	---

EACH model also has these features:

- 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play.
- "Game Over" light flashes on at end of game.
- Easily serviced.
- Large metal coin box—holds \$500 in dimes.

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5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$5 up

2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls, Set . . . \$19.95

2 1/4" Balls, 1-15 w/Q Ball . . . \$10.00

57" Cues—str., \$2.95 ea., \$33 dz.

57" Jointed Cues \$5.50 up

Heath and A.B.T. Coin Chutes. Complete line. Write for new list.

VENDING NEWS DIGEST

Crowded Corridors at West Show

LOS ANGELES—The National Automatic Merchandising Association Western Conference Exhibit at the Ambassador Hotel here Dec. 2-4 packed 'em in. And the business program was as jammed as the exhibit floor. Under the direction of chairman Barney Thomson, Kitsap Vending, Bremerton, Wash., the program featured a public relations conference, security seminar (see p. 60), membership services consultation and the annual western banquet starring Susan Barrett. Among the speakers were NAMA president W. J. Manning Jr.; NAMA executive director Thomas B. Hungerford; Sidney S. Kallick, NAMA Western counsel; Charles E. Bitner, chief special agent, Pacific Telephone and Telegraph; Tom Reddin, deputy chief, Los Angeles Police Dept.; Thomas Boone, Boone's Vending, Roseburg, Ore., and Clark Brawley, Rowe Automatic Vendors, San Diego.

Canteen Corp. Reports Record Sales

CHICAGO—For the first time in company history, Canteen Corp. sales topped \$300 million. The figure is for the fiscal year ended Oct. 1, 1966. Earnings also rose 19 per cent to a record during the period. Net earnings were \$9,694,000, \$1.41 per share. Sales were \$133,192,000, up from \$284,621,000 in 1965.

ARA and Macke Records, Too

PHILADELPHIA—For the fiscal year ended Sept. 30, Automatic Retailers of America, Inc., grossed \$303,540,000; netted \$7,748,000, or \$2.30 per share. Last year the company grossed \$260,104,000 and netted \$6,536,000, \$2 per share.

For the same fiscal period, The Macke Co., reported sales of \$68.2 million, a 17 per cent jump over 1965's \$58 million. Net income was \$1,779,884, up 25 per cent over 1965. Per share income hit 90 cents, up from 74 cents.

NLRB Vending Ruling Upheld

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

Wash Racks Barred From C-4 Zones

LOS ANGELES—Coin-operated auto wash racks have been barred from commercial zones (C-4) by the Los Angeles city council. Chamber of Commerce and property groups are pushing a campaign to upgrade the appearance of such areas. Taxpayers claim the coin-operated machines are an eyesore. The ban has city-wide application.

Hearing on Seattle License Date

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

Indiana Vendors Organize

INDIANAPOLIS—Vendors and suppliers met here Nov. 18 to organize a State trade association and affiliated with the National Automatic Merchandising Association. Elected president was Richard D. Courtney, Servomation of Indiana, Muncie. Vice-president is Charles E. Bertsch, Bertsch Vending Co., Inc., Warsaw. Earl Dixon, Indiana Vendors, Inc., Indianapolis, is secretary and Orval J. Fetters, Automatic Dispensors, Inc., Richmond, was elected treasurer.

200 Join in NAMA Member Drive

CHICAGO—About 200 firms have become newly affiliated with the National Automatic Merchandising Association during its nationwide, 30th anniversary membership drive. Launched in August, the drive continues through the end of the year. The increase brings total NAMA membership to 1,675 firms, not including some 530 local branch operations of national and regional firms. NAMA had, as of Dec. 1, 1,424 operating company members, 201 supplier members and 50 machine manufacturer members.

NAMA Spring Meetings Set

CHICAGO—Spring meetings to be conducted by the National Automatic Merchandising Association have been scheduled as follows: Feb. 25, New Orleans; March 4, Chicago; March 18, Cincinnati; April 1, Atlantic City; April 8, Charleston, S. C.; April 15, Boston. A Western meeting will be held in the fall. Times and places will be announced soon.

Vending in New Texas Theater

SAN ANTONIO—The recently opened San Pedro Twin Outdoor Theater, built at a cost of \$500,000 by Mid-Loop, Inc., has installed a bank of five vending machines in the concession area. The machines vend items not available at the concession stands. Vended are cigars, soup, coffee, chocolate, candy, soft drinks, fruit, sandwiches and other food items. The machines supplement stands serving pizza, hot dogs, hamburgers, barbecue and other food items.

Coinmen In The News

MILWAUKEE

Beer City distributors report a healthy level of equipment purchases since the MOA show. Operators from all parts of the State have been stopping in at local showrooms to check over the new music and games units. . . . **Russ Townsend**, United, Inc., reports hiring of a new sales staffer. He is **Harold (Winkie) Winkenwerder**, former brewery salesman. Winkenwerder, who will headquarter in Milwaukee, will cover the State territory with United's music, games and vending lines. . . . Stop-ins this week at United, Inc., included **Lou Albafonte**, North Shore Novelty, Keosha; **Gene Urso** and **Nate Robinson**, both with Madison Coin Machine Co., Madison. . . . **Walter Tetting**, T & T Novelty Co., Oconomowoc, left last week for Tucson, Ariz., where he will spend the winter vacationing. . . . Also basking in the sunny climes is **Nathan Victor**, S. L. London Music Co., who is down in Florida. **Carl Betz**, watching the store in Victor's absence, reports business at a good level. . . . **Robert Harding**, Wurlitzer field service engineer, is reported showing considerable improvement following emergency surgery at St. Mary's Hospital here. According to reports, Bob had a rough time of it, but is pulling out nicely. . . . **Sam Hastings**, Hastings Distributing Co., president of the Milwaukee Phonograph Operators' Association, says plans call for a director's meeting early in December. Some thought is being given to scheduling a membership meeting during January. . . . "but nothing definite as yet," says Sam. New man on the Hastings payroll is **Duane Rebstock**, being trained in back-shop duties. . . . "Business is very good," reports **Joel Kleiman**, Pioneer Sales & Service. "Interest is keen in the Rowe Dollar Bill Acceptor." . . . There are some new names on the Milwaukee Amusement Co. roster, according to the boss, **Clarence**

Smith. Added are **Elli Sampson**, office girl; shop manager, **Robert Karius**, and routeman **Art Weber**, back with the firm after a five-year absence. . . . Added notes from **Clarence Smith**: He's been getting a surprisingly large number of requests for jukebox rentals for Christmas parties. "None of the rental reservations are accepted without a reasonable deposit, however," Smith adds. . . . Wedding bells are soon to peal for **Frank Ford**, routeman for the H & G Amusement Co. . . . **Chuck Gro-macki**, the boss's son at H & G Amusement, is proudly displaying the 10-point buck he brought back from his deer-hunting trip last week. He bagged it near Rhineland, Wis. . . . **Gil Hively**, G & H Vending, is marking his seventh year in the business this month. He specializes in equipment repair and services eight local operating firms at present.

DENVER

Condolences of the industry are going forward to **Don Parsons** of Acme Cigarette Service, hospitalized in Colorado Springs following a severe brain hemorrhage. This tragedy immediately followed the heart attack suffered by **Preston Garrett**, also of Acme, which put the company into serious straits, personnel-wise. Neither man will be back on the job full-time for many months to come. . . . Back from a two-week vacation spent in the Eastern States is **Howard Hold** of Front Range Music in Boulder, Colo., 22 miles from Denver. . . . An unsuccessful hunter during the elk and deer season was **Doyle Wycaver** of Midwest Music Company, who reports "not even a squirrel was stirring" in front of his rifle.

BOB LATIMER

MEMO: to all manufacturers and distributors:
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AND HERE'S WHY . . .

- The home and professional player will now play coin-operated pool without the larger size or under-size cue ball affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
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THE BLUEBOOK

Mean Valuation of Used & Reconditioned Coin Machines Dec. 10, 1966

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

COFFEE VENDERS

Apco		Bally	
	Average	583, 490 Cup (Coffee, Choc., Soup)	60
Coffee Shoppe Jr., 500 Cup	50	597, 600 Cup (Coffee, Choc., Soup)	125
Coffee Shoppe Sr., 1,000 Cup	85	660-D, 450 Cup (FB Coffee, Choc.)	450
Coffee Shoppe BC-6, 1,000 Cup	85	660-R, 450 Cup (FB Coffee, Choc.)	600
Coffee Shoppe MBCS (Choc.), 1,000 Cup	150	661-D, 450 Cup (FB Coffee, Choc.)	525
Avenco		661-DS, 450 Cup (FB Coffee, Choc., Soup)	600
200, 216 Cup (Choc.)	90	661-R, 450 Cup (FB Coffee, Choc.)	395
250, 250 Cup (Choc.)	135	662-C, 200 Cup (FB Coffee, Choc.)	400
250E, 215 Cup (Choc.)	160	664-D, 480 Single Cup (FB Coffee, Choc., Dry Cream)	925
J. 465 Cup Inst. Coffee, Choc., Tea, Soup	400		
K. 485 Cup (FB Coffee, Tea, Soup)	425		
Mod. V, 456 Cup (FB Coffee, Choc., Tea, Soup)	510		

664-DS, 480 Single Cup (FB Coffee, Choc., Liq. Cream)	1,000
664-R, 480 Single Cup (FB Coffee, Choc., Liq. Cream)	950
(Seeburg) 764-D, 650 Single Cup (FB Coffee, Choc., Powdered Cream)	1,300
(Seeburg) 764-R, 650 Single Cup (FB Coffee, Choc., Liq. Cream)	No Avg.
(Seeburg) 764-RS, 650 Single Cup (FB Coffee, Choc. Soup)	No Avg.
(Seeburg) 764-DS, 650 Single Cup (FB Coffee, Choc., Soup, Powdered Cream)	1,100
(Seeburg) 764-DT, 650 Single Cup (FB Coffee, Choc., Powdered Cream, Hot Tea)	1,100

Rock-Ola

1300, 260 Cup (FB Coffee Choc.)	135
3400, 225 Cup (Inst. Coffee, Choc.)	150
1400S, 420 Cup (FB Coffee, Soup)	900
TRLB-M, 600 cup (FB Coffee, Choc., Soup)	1,200
1403, 500 Single Cup (FB Coffee, Choc., Gran. Sugar, Liq. Cream) Changer	1,295
1403S, 500 Single Cup (FB Coffee, Gran. Sugar, Liq. Cream) Changer	1,295
1200, 450 Single Cup (FB Coffee, Choc., Gran. Sugar, Dry Cream) Changer	1,000
3402, 225 Cup (Inst. Coffee, Choc.)	400
3403, 225 Cup (Inst. Coffee, Choc.)	400

Rowe

Custom RV-750	135
Deluxe PV-750	175
AK7, 750 Cup Batch (w/Choc.)	300
Celebrity AK8, 100 Cup Batch (w/Choco. Tea, Soup) wet	650
Celebrity Modular SK8, 1,000 Single Cup (FB Coffee, Choc., Tea, Soup, Powdered Cream)	400
Celebrity SK-9, 1,000 Single Cup (FB Coffee, Choc., Tea, Soup, Powdered Cream)	650

Seeburg Corp.

500 (FB Coffee, Choc.)	135
1000 (FB Coffee, Choc.)	200
772, 320 Single Cup Choc.)	995
5C3D, 570 Single Cup (Choc.)	1,295
6C3D, 570 Single Cup (Choc., Tea, Soup)	1,395
7C3D, 570 Single Cup (Choc., Tea, Soup)	1,495
6C3R, 570 Single Cup (Choc., Refrig., Cream)	No Avg.
Du Grenier HD500, Post-Sel., 500 Cup	495

Vendo

VCV-900 (FB Coffee, Choc.)	210
VIP, 350 Cup (Inst. Coffee, Choc.)	350
900EH, 650 Cup (FB Coffee)	225
HBAIA, 600 Cup (FB Coffee, Choc., Tea, Soup, Powdered Cream)	500
HBAIA (same as above with Fresh Cream)	500

Harbor Music Operators in Annual Party

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

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

CMMA Hosts Govt. Figures

• Continued from page 62

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

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

Among those paying tribute to the organization were Congressman George P. Miller; State Senator Alfred H. Song; George Stoner, chief deputy, Los Angeles District Attorney's office; Gordon Garland, former speaker of the California assembly and now public relations consultant for the Music Merchants Association; Thad Brown, chief of police, Los Angeles Police Department; Rockwell Ames, aide to Los Angeles Mayor Samuel W. Yorty; Jack O'Keefe, chief of police, Stockton, and Charles Williams, deputy, Los Angeles City Councilman.

Leyser also praised the entertainment committee, Sam Ricklin, George Miller and William H. Leuenhagen. The reception committee included Marvin Jones, Walter Hemple, Gabe Orland, Benito Murillo and Meredith McAlevy.

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

The board of directors include Fritz Althaus, William Black, Russ Catanho, Clifford Jones, William H. Leuenhagen, Clyde B. Love, George A. Miller, Bud Patton, Dave Wichman, Bill Worthy and Louis Zeiden.

Alternate directors include Joe Silla Sr., Herman Bied and Joe Kessler.

Kirk Plant

• Continued from page 62

the company is negotiating with large drug and snack shop chains for placement of the new units. Placement will be handled by operators locally, Kirkpatrick said.

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

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

"We intend to announce distributor territory availability soon," he said.

Gottlieb's 4-Player



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DANCING Lady



9 Big-Action Features

1. Superb light-box animation presents a beautiful ballerina dancing on stage throughout play of game.
2. New carousel roto-unit scores up to 500 points on numbered targets and "shoot again" feature on star target.
3. Full top to bottom exciting playboard action.
4. 4 bottom rollovers score carousel values.
5. New decagon score-indicating unit gives ultra-efficient performance.
6. New automatic electric ball-lift for faster more convenient play.
7. New, illuminated, score-card holder includes new easy-to-read "Balls to Play" and "Game Over" lights.
8. New, all-stainless steel front molding, provides a fresh clean appearance and comfortable feel.
9. New, triple coin-chute combinations, now available for increased convenience and earning power.



Seeburg music says Season's Greetings all over the globe.

The Seeburg Sales Corporation • International Headquarters Chicago 60622

ALBUM REVIEWS

ORIGINAL CAST SPOTLIGHT

WALKING HAPPY
Original Broadway Cast. Capitol VAS 2631 (M); SVAS 2631 (S)

There's a mixture of good and not so good tunes in this cast, and it comes off much the same way as on the stage. Norman Wisdom's personality shines through impressively and he gives a real lift to "I'll Be Your Best Chance" and "What Makes It Happen." George Rose and Louise Troy contribute in fine fashion.



POP SPOTLIGHT

GOT LIVE IF YOU WANT IT!
Rolling Stones. London LL 3493 (M); PS 493 (S)

A blockbuster album that can't miss. The first "live" recording by the Stones is sure to be much in demand. Included in the concert are their smash hits "19th Nervous Breakdown," "Have You Seen Your Mother, Baby," "Standing in the Shadow?" and "Satisfaction." Their "Under My Thumb" is really a powerhouse.



POP SPOTLIGHT

IF I WERE A CARPENTER
Bobby Darin. Atlantic 8135 (M); SD 8135 (S)

The successful new Darin sound heard in his smash single "If I Were a Carpenter," and featured in this exceptional package, insures blockbuster sales and programming. Further enhanced by the inclusion of his current smash "The Girl That Stood Beside Me," he also brings a new spark to the Lovin' Spoonful's "Daydream" and to Tim Hardin's "Don't Make Promises."



POP SPOTLIGHT

TIME AFTER TIME
Chris Montez. A&M LP 120 (M); SP 4120 (S)

Proven successful in updating standards, Montez has another sure fire programming and sales winner in this well done album. Spotting his current hit "Time After Time," he excels with his fresh treatments of "I Wish You Love" and "Just Friends." "Elena" is another standout.



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.

THE BLUES PROJECT PROJECTIONS



POP SPOTLIGHT
PROJECTIONS
The Blues Project. Verve Folkways FT-3008 (M); FTS-3008 (S)

The creative quintet should prove a major chart item with this powerful album. Featuring a raucous "You Can't Catch Me," a discotheque winner, and an exciting treatment of Bob Lind's "Cheryl's Going Home," the boys have a most diversified package. An off-beat "Flute Thing" is a gem.



POP SPOTLIGHT
IN MY LIFE
Judy Collins. Electra EKL-320 (M); EKS-7320 (S)

This is a showcase album for Judy Collins. She sings folk, pop and a stirring selection from "Marat-Sade." Miss Collins started in the folk bag, but this album establishes her as an artist with appeal to the broad market. Her new single "Hard Lovin' Loser" is spotlighted.



CHRISTMAS SPOTLIGHT
HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS
Kenny Burrell. Cadet LP-779 (M); LPS-779 (S)

The gifted guitarist brings a fresh approach to a dozen tried and true holiday favorites. Along with jazz and blues-oriented treatments of "The Little Drummer Boy" and "God Rest Ye Merry Gentlemen," he offers soulful and sensitive interpretations of "Have Yourself a Merry Little Christmas" and "Silent Night."



COUNTRY SPOTLIGHT
SOMEBODY LIKE ME
Eddy Arnold. RCA Victor LPM-3715 (M); LSP-3715 (S)

With two Arnold hits, "Somebody Like Me" and "The Tip of My Fingers" to pave the way for top sales, this LP can't miss hitting the top of the chart. Along with the hits, Arnold offers his own special treatments to "I Love You Drops" and "It's Only Love." His reading of Cindy Walker's "You Made Up for Everything" is a beauty.

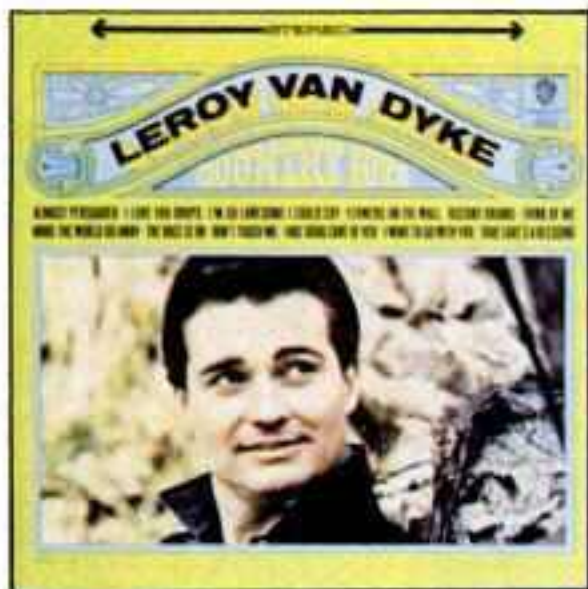


COUNTRY SPOTLIGHT
BIG BEN STRIKES AGAIN
Ben Colder. MGM E-4421 (M); SE-4421 (S)

Chalk up another hilarious package for Colder, destined for top sales in the pop field as well as the country market. With his hit "Almost Persuaded No. 2" as a sales basis, Colder comes up with funny lyric lines for "Make the World Go Away" and "I Walk the Line." His interpretation of "May the Bird of Paradise Fly Up Your Snoot" is a gem.

COUNTRY SPOTLIGHT
COUNTRY HITS
Leroy Van Dyke. Warner Bros. W 1652 (M); WS 1652 (S)

Some of the year's most popular country music tunes—"Almost Persuaded," "Don't Touch Me," "I Want to Go With You," "Make the World Go Away"—receive the poised, polished touch of LeRoy Van Dyke. His leading role in a soon-to-be released movie will provide extra sales.



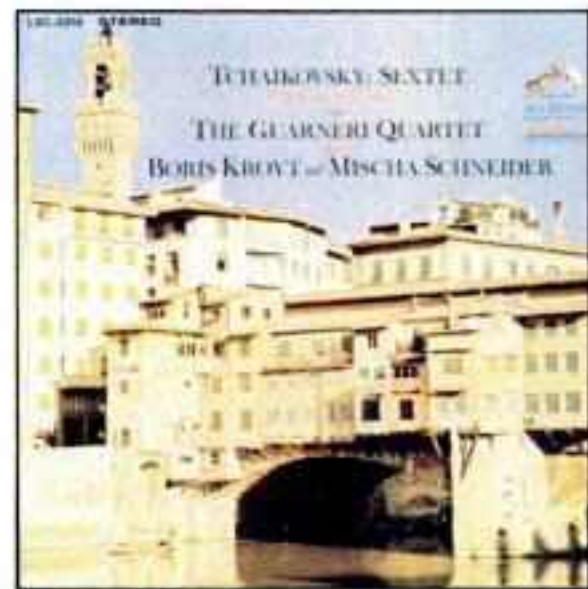
CLASSICAL SPOTLIGHT
ROSSINI: SEMIRAMIDE (3 LP's)
Sutherland / Horne / Various Artists / London Symphony (Boynge). London A 4383 (M); C A 13P (S)

Sutherland and Horne give excellent performances in this highlight of London records, "bel canto" release. Sutherland's "Bel raggio," Horne's "Ah! quel giorno ognor rammento" and the duet "Ebben a te ferisci," are gems. Basso Spiro Malas and conductor Richard Bonynge also rate praise.



CLASSICAL SPOTLIGHT
TCHAIKOVSKY: SEXTET
Krotyt/M. Schneider/Garneri Quartet. RCA Victor LM-2916 (M); LSC-2916 (S)

These four outstanding instrumentalists are joined by two other virtuosos in making this a recording of both high caliber and beauty. They make every passage, every section sound exciting and the conclusion is delightfully dashing.



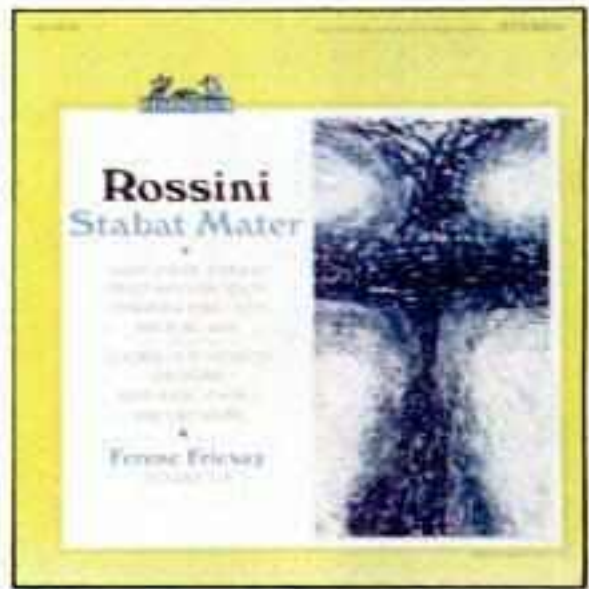
CLASSICAL SPOTLIGHT
THREE CENTURIES OF BARI-TONE ART
Geraint Evans. London 5994 (M); OS 25994 (S)

The marvelous baritone shows here he can sing practically anything, and his dramatic skills come right through to the listener. Gayly he sings the aria, "Un foco insolito" in the "Credo" from "Otello," he gives out with villainous conviction, and, in the concluding "Ehil Paggio!" he's right in the mood.



LOW PRICE CLASSICAL SPOTLIGHT
ROSSINI: STABAT MATER
Various Artists / Berlin Radio Orchestra (Fricsay). Heliodor H-25032 (M); HS-25032 (S)

Direction of conductor Ferenc Fricsay makes this budget LP a desirable item. Ernst Haefliger is a pillar throughout. Maria Stader as usual, turns in a top performance. Marianna Radev and Kim Borg round out the principals.



JAZZ SPOTLIGHT
GO POWER!
Illinois Jacquet/Milt Buckner/Alan Dawson. Cadet LP-773 (M); LPS-773 (S)

Powerful jazz package is destined to be a top seller. The "live" recording adds an excitement and feel to first-rate performances of "On a Clear Day," "Watermelon Man" and "Robbin's Next." Other members of the trio include Milt Buckner on organ and Alan Dawson on drums.



JAZZ SPOTLIGHT
SPANISH RICE
Clark Terry & Chico O'Farrill. Impulse A-127 (M); AS-9127 (S)

Sparkling Latin-jazz with a driving beat. Four trumpets and eight rhythm instruments produce a sound that's fresh, stimulating, and a sure winner. Chico O'Farrill's arrangements are the coolest, swiftest Latin around. "Say Si Si" and "Peanut Vendor" are two of the goodies.



COMEDY SPOTLIGHT
SPAGHETTI SAUCE & OTHER DELIGHTS
Pat Cooper. United Artists UAL 3548 (M)

Pat Cooper's second album is stronger than "Our Hero." His comments on Italian-Americans have broad appeal. The A side is all spoken word, while the B side consists of cleverly written song parodies. "Poppa's Home-Made Wine" could do well as a single.



CHILDREN'S SPOTLIGHT
HOW THE GRINCH STOLE CHRISTMAS
Boris Karloff. King Leo LE-901 (M)

Here's a charming story perfect for the Yule season. Written by the fabulous Dr. Seuss and narrated so magnificently by Boris Karloff, the disk is a winning one. It'll also get extra sales after its TV showing.



INTERNATIONAL SPOTLIGHT
ROY BLACK
Polydor 249 057 (S)

The young German singer offers a delightful package of a well-planned program. The material runs the gamut from "Hello, Dolly!" to three of Black's giant hits. "Du bist nicht allein," "Ganz in Weib" and "Leg dein Herz in meine Hand." Album should prove a big sales item in the U. S.