

# Billboard

The International Music-Record Newsweekly

## Recordings Whirl Artists to B'way

By MIKE GROSS

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

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

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

Leslie Uggams

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

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## '66 Vintage Year for Germany, High on '67

By OMER ANDERSON

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

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

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

Total German disk sales in 1966 amounted to around 420 million Deutschemarks (the Deutschemark equals 25 cents), according to unofficial industry figures, compared with 380 million Deutschemarks in 1965.

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

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

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Shout Records' first big entry in the r&b field is Freddie Scott, who is busting the sales barrier with "Are You Lonely for Me," Shout 207. His first LP will probably go down as one of the greatest of all time. (Advertisement)

## MIDEM Exec on Wooing Mission

By CLAUDE HALL

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

Spearheading the campaign is MIDEM's international manager Jean-Claude de Villeroy, who arrived Tuesday (27) to meet with publishing and record company executives in New York, Detroit, Nashville, and Los Angeles. Purpose of his three-week trip is to persuade U. S. firms to send over personnel. "Many have said they'll be represented by foreign offices, but we would like direct representation," de Villeroy said.

Importance Cited

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

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

The market will also give U. S. executives an opportunity to learn promotional aspects of various

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Retailer! See page 6 for display program announcement.

## Judge OK's BMI Consent Decree

NEW YORK—At press time it was learned that Judge Edward McLean of U. S. District Court had signed the consent decree entered into by the Justice Department and BMI.

NEW YORK—Judge Edward McLean in U. S. District Court last week Wednesday (28) heard comment from proponents of ASCAP, Songwriters of America, BMI and the Justice Department relative to the consent decree agreed upon by the government and BMI. A stipulation provided that such comment could be presented to the court within 30 days. During the court session, Arthur Dean, of the law firm of Sullivan and Cromwell, representing ASCAP and appearing as an amicus curiae, submitted a brief. Judge McLean said he would study this prior to deciding whether to sign the decree or hold hearings.

In his comment Dean objected to the decree's provisions. He stated BMI wished to depress the price of ASCAP music and he charged it with unfair competition.

Ungar Next

Dean was followed by Harold Ungar, associate of Edward Bennett Williams. Commenting on behalf of Songwriters of America, he claimed there was a broadcaster-BMI relationship to favor BMI music. Both Ungar and Dean said they had unsuccessfully sought to have the Justice Department change the decree's provisions. Ungar added that if the decree was entered, the case of Songwriters of America would be difficult. He said he felt that the case would go to trial, and that the government could prove its claims.

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## France 1966: Singles, Classical Sales Gain

By MIKE HENNESSEY

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

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

CBS is hoping to end the virtual monopoly of the EP in the French pop market by its Gemini series of singles introduced during 1966. These are contained in EP-style covers, and are getting good market reaction. In contrast to the pop depression, classical records have held their ground and progressed during 1966. Philips launched its luxury Nombre Dor (Golden Number) two-disk collection in November, consisting of one 12-inch

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(Advertisement)

The Sound of Young America

for '67



TAMLA M-272 S-272



GORDY M-920 S-920



The San Francisco sound flies East  
with a new single by

## **JEFFERSON AIRPLANE** **"MY BEST FRIEND"**

c/w "How Do You Feel" #9063

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

**RCA VICTOR**   
The most trusted name in sound



# Executive Turntable

**Jim Brown**, former Cleveland Browns star fullback, has joined Way-Out Records as vice-president. He will be involved in promoting the Cleveland-based label on a national scale. . . . **Eddie Levine** has been named director of national promotion for all Kama Sutra products, including records, productions and music. Levine currently is on a national tour contacting Kama Sutra distributors, promotion men and radio station personnel. . . . **William Kaplan** has been named director of legal and business affairs for ABC Records. Kaplan, a graduate of Syracuse University and Yale Law School, joined ABC Records in 1959 as attorney, and in 1961 became general attorney.



BROWN

RCA Victor has promoted **John W. Hendrickson** to manager of marketing administration and planning, and **William A. Mulligan** to manager of special custom products. Hendrickson, who previously was manager of personnel in New York, will be responsible for administration activities, for marketing plans and programs, and for liaison with recording studios and manufacturing facilities on customer service, sales commitments and production schedules. He also will work with sales managers in development of special programs and campaigns. Hendrickson joined Victor in 1941 in the Radiomarine Division. He became personnel administrator, gaining his New York post in 1955. Mulligan, who previously was manager of custom sales planning and service, joined Victor in 1949 as order analyst in Indianapolis. In 1950 he became leader of the Order Service Group, and in 1953 was promoted to manager of production planning and scheduling. He also was manager of production control and manager of Indianapolis plant production and material before his last position.



MULLIGAN

**Warren Brown** named MCA Music vice-president, West Coast. He has been manager of that office since 1961, having joined Leeds Music, a subsidiary of MCA Music in 1947. . . . **Mike Becce** has been named national album promotion manager of MGM Records and its subsidiary labels. He will report to **Frank Mancini**, director of artist relations and promotion. He was director of promotion for ABC Records; prior to that he worked for Jet Distributors. He once operated an independent promotion office in New York for Smash, Ava and ABC Records. He began his career in 1956 as promotion manager of Ideal Records.

**Dave Benjamin** has been named vice-president and general manager of Tone Distributors, Hialeah, Fla. . . . **Yale Kaplan** is the new director of advertising and publicity at Automatic Radio Manufacturing Co.

**Steve Cagan** has been added to the artists & repertoire department of M.B. Records. Before joining M.B. Records, Cagan was affiliated with the Greenwich Village nightclub, Your Father's Mustache. . . . **David G. Fine** has been appointed chair-

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## Plan Spurs Member Upswing to ASCAP

NEW YORK—The American Society of Composers, Authors & Publishers has increased its membership in the past four months by approximately 25 per cent over similar periods in 1965 and 1964. The increase is attributed to the new program of royalty distribution inaugurated by ASCAP last September.

The changes under the new plan call for quicker payments to writers and publishers, and made it possible for the Society to give advances to writers against future royalties based on evidence of current activity. Paul Marks, who is in charge of the Society's survey and distribution, pointed out that many writers and music publishers not affiliated with the Society have been reviewing their performance royalty situation and have been inquiring about how they would fare as members of the Society.

The new plan for payment of performance fees has been in operation since last September, when it was approved by Chief Judge Sylvester Ryan of the

Federal Court in New York. The new system permits writers to receive royalty payments based upon current performances in the first few years of their membership, with the opportunity at a later date, at their option, to switch over to the system in which they average their performances.

## Merc.'s Fach (John) Bullish

NEW YORK—The "British Sound" may be fading somewhat on the U. S. record scene, but British artists are more alive than ever in the U. S. Charles Fach, director of recorded product for Mercury and its affiliated labels, just returned from a business trip to England and says, "judging from the acts and product seen and heard, we anticipate exceeding in 1967 the amount of business on English product that we did in 1966."

Citing successful British imports handled by Mercury as

# Alpert-Moss Combine Prepping Major Expansion Moves in 1967

LOS ANGELES—The Herb Alpert, Jerry Moss complex of companies is girding for a major domestic and international expansion in 1967. Construction will shortly begin on two recording studios at the corporation's \$1 million LaBrea Avenue, headquarters, U. S. and overseas publishing activities will be intensified and the duo's A&M Records wing will establish its own logo throughout the world.

These are four major areas in which the two young millionaires have set their sights, following the most successful year in the duo's four-year association as joint partners in A&M Records.

Moss last week indicated that fiscal 1966 sales figures for A&M would exceed \$25 million. While the duo are generally associated with the rec-

ord label, their new home is also the nerve center for a growing publishing operation and TJB Enterprises and TJB Television, Inc.

### Chaplin Studios

As a result of the success born out of Alpert's leading the Tijuana Brass, the company was able to buy the Charlie Chaplin film studios. The soon-to-be-demolished stage three, where two recording studios will rise within six months, was initially Chaplin's olympic size swimming pool. Hired as engineering director is Larry Levine, who leaves Gold Star studios shortly to direct construction of the two studios, one to hold a 50-piece orchestra, the other for smaller groups. One of the remaining stages, Moss explained in his elegantly designed office, will be used as a rehearsal room, with the fate of the other stage undecided.

The publishing wing, which up until six months ago was mainly a "receptacle" for songs recorded by the TJB, has now become of prime importance with Chuck Kaye running the show as general manager. And getting other artists to record songs from the Irving, Almo, Garson-Hillard-Day, Davon, In, LaBrea and Good Sam music companies.

Exclusive writers for these firms are Mason Williams, Tandon Aylmer, Johnny Walsh, Mike Brewer, Art Podell and Larry Marks with two other scribes contracts close to signing.

LaBrea and Good Sam are two firms established by Moss and Alpert with Alan Stanton, a&r department executive, who joined the company several weeks ago. Marks and Brewer write for these outlets; the other writers create material for the other publishing companies.

Having grown so quickly, A&M finds itself in the odd position of recapping its development as if it were history. The company has already begun weaving a network for foreign publishing licensing. Created one month ago, Moss said, was Rondor Music, a separate entity to administrate all its domestic-originated copyrights. Rondor, Moss said, is represented by established publishing houses to handle local licensing. Among the overseas licenses are Belinda Music in England and Australia, with representation in Germany and sub-publishers in France and Scandinavia.

### In England

The A&M record identity will emerge in England this month through Pye distribution. Moss

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## First Round In Grammy Voting Begins

NEW YORK — The first round of voting for the annual Grammy Awards gets under way this week when members of the National Association of Recording Arts & Sciences will be receiving their ballots along with a list of this year's eligible selections.

More than 4,200 nominees will be represented in the lists which cover 42 categories.

Academy members are being asked to vote for five nominees in the various categories. "They will be requested most urgently to limit their votes to those categories with which they are thoroughly familiar."

Members are being asked to return all ballots by Jan. 12 to the accounting firm of Haskins & Sells, which will then tabulate the results, with the five top selections in each category comprising this year's Grammy Awards finalists. A second round of voting will then determine the 1966 winners, to be announced at the awards ceremonies on March 2, held simultaneously in New York, Los Angeles, Nashville and Chicago.

### 'Soul' LP Certified

NEW YORK—The album of "Soul and Inspiration," by the Righteous Brothers on Verve Records has been certified for a gold disk award for \$1 million in sales.

## RCA STATEMENT POINTS OUT DIVISION'S SUCCESS

NEW YORK—The year-end statement issued by RCA cited the RCA Victor Record Division for its continued record-breaking sales streak. The statement, made jointly by Elmer W. Engstrom, chairman of the Executive Committee, and Robert W. Sarnoff, president, pointed out that sales of the RCA Victor Record Division advanced over 1965 to reach a new high for the third successive year.

It added, "The nation's current best-selling single record and album are sold by RCA Victor, as are the two all-time industry best-selling popular and classical albums." The best-selling single and LP are by the Monkees on the Colgems label; the top pop album is the soundtrack of "The Sound of Music" and the top classical album is Van Cliburn's Tchaikovsky's Concerto No. 1.

The year-end statement reported sales surpassing \$2.5 billion, and profits of more than \$30 million. Earnings per share will approximate \$2.20, as compared with the previous year's \$1.73. This marks the largest sales and profit increase in the company's 47-year history.

## NARM Business Session Will Hear Pitch on Country

LOS ANGELES—The Country Music Association will make a presentation to promote country music at the March 8 business session of the National Association of Record Merchandisers, Inc. at the Century Plaza Hotel here. The meeting also will include spots centering on artists and product manufactured for sale by NARM members.

The scholarship luncheon will follow with the presentation of the firm NARM Scholarship Awards to four deserving students who are children of employees of member companies. Clive Davis, vice-president and general manager of CBS Records, will be the keynote speaker at the March 6 opening session. The convention theme is "Horizons Unlimited." Booths of associate member companies in the conventions' exhibit area will be offered on a first-come, first-served basis. There will be a maximum of 75 booths available. Regular member meetings are slated for

March 6 and March 9. Business will include the election of three directors, discussion of the excise tax refund situation, and future plans for NARM meetings and program.

The NARM Awards Banquet is listed for March 8, preceded by a cocktail reception. Two sightseeing afternoons are planned for wives. Don Ayers, convention chairman, urges members planning to attend to send in their advance registration forms back as soon as possible.

### WB-Reprise Sales Up 50% over 1965

LOS ANGELES—Fiscal 1966 sales for Warners-Reprise Records were up 50 per cent over 1965, according to the parent companies cumulative fiscal year report. The combine's strength accounted for a whopping 80 per cent increase over 1964. Grosses for records and the Music Publishers Holding Corp. were \$30,442,000.

# HIGH FIDELITY MAGAZINE TO RUN BILLB'D CHARTS

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

Plans call for High Fidelity to use the latest charts available at press time so the magazine can offer its many readers "a front-center look on the scene." The editorial explains, "Billboard's methods of collating sales statistics are complex, involving a carefully plotted system of weekly in-person and telephone checks of record dealers throughout the country." The editorial gives a detailed view of the initial chart, stressing that in the classical market, "There's now room at the top for the unique and the off-beat, the neglected and the new—and the prognosis is that the state of affairs will continue."



NAT LEFKOWITZ, left, executive vice-president and treasurer of the William Morris Agency, and Jack Engerman of the Northwest Releasing Co., of Portland and Seattle meet at a reception by the agency during the meeting of the International Association of Concert Managers in New York City.

## Monument to Move; MGM Already Has

LOS ANGELES—Tis moving time for several labels. Monument will shortly move to expanded quarters at 9000 Sunset Boulevard, following the addition of Bob Summers, national sales chief and Mike Shepherd, regional promotion manager to the Los Angeles office force.

Summers, who had been working exclusively out of the label's Nashville headquarters, will work from both locations. He and Shepherd have been sharing the single office established by international director Bobby Weiss for the past three weeks.

Already operating from new quarters at 9255 Sunset Boulevard is MGM Records. Functioning here are Clive Fox, West Coast operations manager, and Lou Fields, regional promotion man. Local promotion men continue to operate from the Metro distributorship and Jesse Kaye continues to handle film projects at the Culver City lot. Plans for MGM's Coast office include hiring an a&r man and publicist. Intentions are to develop a rounded sales-a&r operation for established acts working here and for newly signed talent.

## Decca Sets '67 Slogan After A Record-Smashing Year

NEW YORK—Decca Record is entering the new year with the theme, "Coming on Strong in '67." The campaign comes on

## NARM Names Nominee Board

PHILADELPHIA — Members of the committee who will submit nominees for the 1966 National Association of Record Merchandisers awards have been selected by John Billinis, NARM president.

They are Ben Bartel, Pat Moreland, Lee Steen, John T. Edgerton, Stanley Jaffe, Manuel Swatez, George Souvall, Sam Morrison, Larry Rosmarin, Jack Silverman, Charles Murray, Richard Stultz, Fred Traub, Jay Jacobs, David Press, Harold Reitz, Vic Faraci, Jack Grossman, Jack Geldbart and Carl Glaser.

The awards, to top selling artists, records and lines in various categories, will be presented in Los Angeles, March 9, at the annual NARM convention.

## A 'Catalog Store Discount' Is Urged by Nevada Dealer

LOS ANGELES—The creation of a "catalog store discount" has been suggested by a Reno, Nev., dealer to allow the catalog-conscious store-owner to compete with rack jobbers. Charles Ramsey, owner of Reno Records, broached the idea in a letter to Alan Livingston, president of Capitol Records.

Ramsey's idea for a new category in Capitol's price structure is based on the concept that since a catalog-type store performs a function for a manufacturer which "can never be attained by a rack jobber or one-stop," this brand of dealer "should have an incentive mirrored in lower prices."

Ramsey wrote that he has been selling Capitol products for 20 years in a number of stores in New York and since 1959 has run his own retail outlets in Reno where Capitol products are prominently represented. "There is near 100 per cent Capitol catalog representation in stock at all times, including phonographs and car tapes," Ramsey wrote Livingston. "In how many retail outlets do you get that kind of representation? Where is there a rack with 28 different Capitol Sinatra albums, with 26 different George Shearing albums, with 15 different Buck Owens albums? In short, what is a function?"

"Lowering your price to the rack jobber, giving him a chance to undersell me and others who still try to maintain an inventory store, and increasing my price in order to compensate for it, is just too much."

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

Ramsey suggests the "catalog store discount" "should be in line with the price that was available to everyone a short time ago." Since obviously we

cannot claim the volume of Record Service (a major rack chain) we cannot demand the same discount. On the other hand, since we give representation not available through most retailers, we should have an incentive mirrored in lower prices," he said.

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# Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming Coin Machine Operating  
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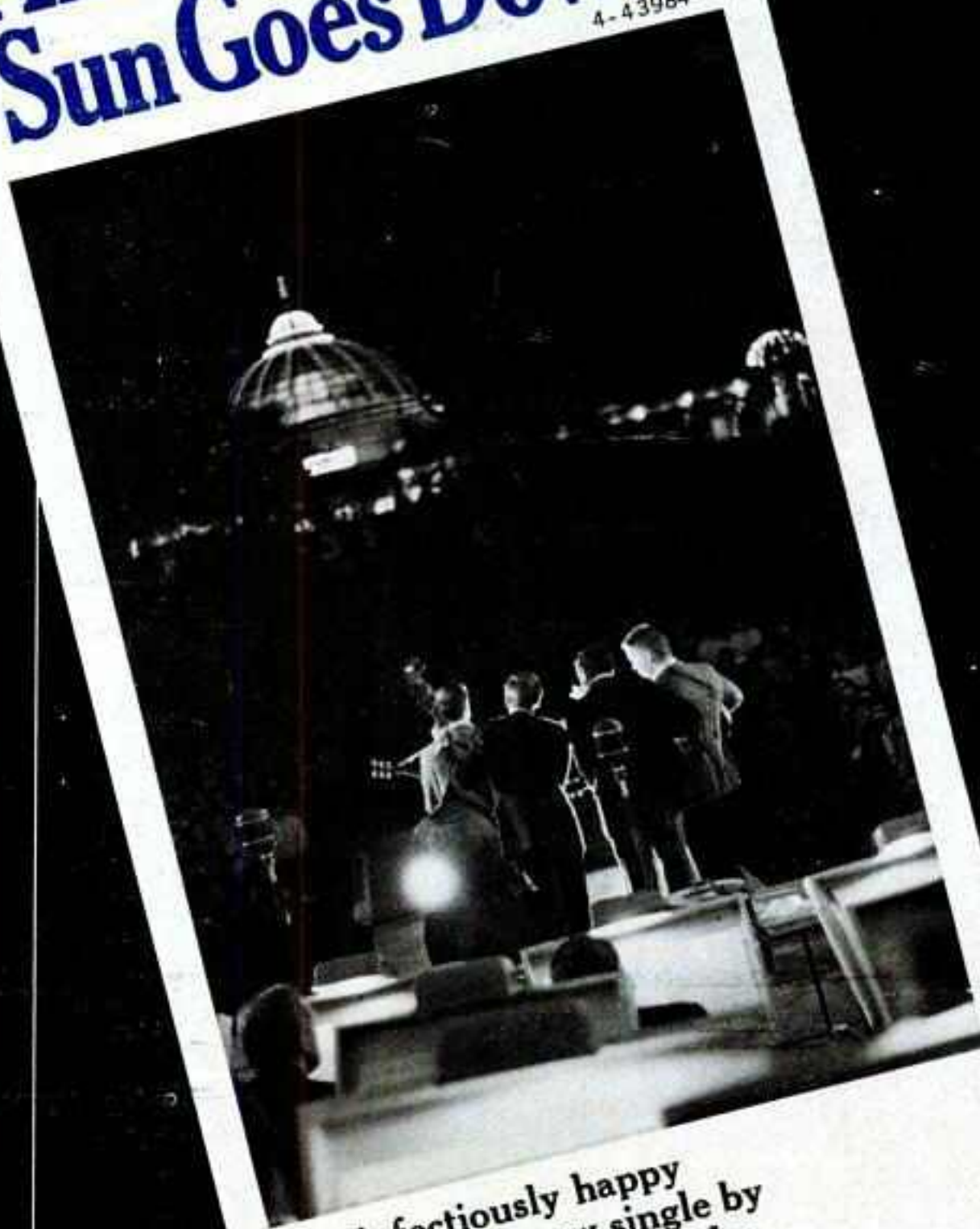
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1967  
The Brothers Four Off and Running



'And Then The Sun Goes Down'  
4-43984



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

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

The Sun Never Goes Down  
On COLUMBIA RECORDS

This One



QYTZ-YB9-CCWD

# Group W's Takeover Of KFWB Is Official

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

On his shoulders will rest the task of bringing the top 40 station back to its top-rated position. Bill Wheatley, program director for the past 14 months, has been asked to remain. Don McGannon, president of Group W, Westinghouse's broadcasting arm, reportedly told staffers there would be no (immediate) replacements. As many as eight Westinghouse officials from New York were at the facility on takeover day.

Where once there were two rockers, KFWB and KRLA,

there now are four other big-beat stations. The top 40 market, based on September-October Pulse ratings, does not have one overpowering station. Rather, the audience share is split among them all. "Nobody's that dominant any more," said a Pulse spokesman, who called the LA market "fragmentary" because so many stations appear with audience shares.

KHJ is the top rocker, trailing talker KLAC in the morning. KLAC was Lightfoot's former home here where he was the program director and helped launch its all-talk format. In New York with Westinghouse, Lightfoot has been national radio program manager of Group W stations.



WILLIAM P. GALLAGHER, left, Columbia Records vice-president, greets vocalist Debbie Lori Kaye at a recent cocktail party in New York to introduce her to the music business trade. Standing with Gallagher, left to right, are Columbia Records producer Charles Calello, and Saul Holiff, Miss Kaye's personal manager.

## 'Music' Master Tape Undergoes 'Retread'

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

Neely Plumb, Coast a&r manager, who produced the album and re-mixed the master tape, said he had never heard of a record company using a tape so much that it wore out.

"Believe me this is not a reflection of the quality of RCA tape," Plumb said. "The master has been used so many times—for stereo 8, foreign licensees, reel to reel and regular recordings that the tape began to 'chatter' going across the head."

It took Plumb three days to re-mix another master. The album has reportedly sold in excess of 4 million copies, and is pulling up on "My Fair Lady," an industry sales leader.

Since the company already had metal parts at its factories, production on the product was not impaired. Plumb will re-mix the opening track this week, "to bring out Julie Andrews' voice more."

Plumb has never had to re-mix a master tape on a record. "Sound of Music" and "Bye Bye Birdie" are two leading properties Plumb has acquired for RCA since launching the company's drive for film tracks three years ago.

In fact, Plumb and George Marek, RCA's vice-president, have been carrying around a weighty booklet which promotes the label's activities in ballyhooing the filmtrack.

This material is shown to film companies to explain the capabilities of a major record company in selling a film score.

Acquiring film scores takes up around half of Plumb's time. Forthcoming scores acquired by the executive include "Hurry Sundown" featuring Hugo Montenegro's music; "Oh Dad, Poor Dad, Mom's Hung You in the Closet and I'm So Sad," featuring Neal Hefti's score and the following for Colgems: "Murders Row," with Lalo Schiffrin's music and "The Night of the Generals" with a Maurice Jarre score. Currently out on Colgems is "The Professionals," with Jarre's music.

These last three Colgems packages were all produced by Plumb within one month. Plumb also scouts the TV scene, working with music department heads in getting a bead on potential properties.

## ASCAP ISSUES 3D BIOGRAPHY

NEW YORK—The American Society of Composers, Authors & Publishers has published the third edition of its "Biographical Dictionary." The red leather-bound volume includes brief biographies of some 5,238 members, twice as were published in the previous edition.

## TO ALL MAGAZINE RETAILERS

The Billboard Publishing Company has a display program for Billboard. The program provides that the retailer will maintain a full cover display on the main magazine rack for the full length of the sales period for each issue of each magazine listed, but full consideration shall be given by the parties for the display space available to retailer at the location owned or operated by the retailer. In the event of a sellout of any of the aforesaid issues, the retailer will promptly place a reorder for such issue or issues with its supplier. In return, The Billboard Publishing Company will pay the retailer 10% of the cover price for each copy sold. Full details and a copy of the contract form covering the program may be obtained by writing our distributor, International Circulation Distributors, Room 1103, 250 W. 55 St., New York, N.Y. 10019.

## Mietus Sets Up A Pub Agency

NEW YORK—Lenny Mietus, who headed BMI's publisher administration for 10 years, has formed his own music publishers' agency. Before joining BMI, Mietus had been with the U. S. Copyright Office.

His new firm will provide complete administrative service, including copyrighting, music clearance, record licensing and royalty collection. The venture will be called Mietus Copyright Management. He will operate from his home in Union, N. J., until he sets up a New York office.

## Lib. Using Text on Ventures for Pitch

LOS ANGELES — Liberty has obtained permission from the Reader's Digest to use the text of an article in its Jan. 6 issue spotlighting the Ventures for in-store displays. The feature titled "Loud the Twang of the Guitar" is being mailed by the label to disk jockeys along with a special interview show, "Boris Karloff Presents" in which the Ventures participate.

## Fontana Gets 'Wall'

CHICAGO — Fontana Records has acquired the master of "Clock on the Wall," by the Sounds Like Us. Lou Reizner, a&r director, handled the negotiations with Joe Marnich, manager-producer, Duluth, Minn., of Jill Ann Records.

## Ultra-Sonic Adds

NEW YORK — Ultra-Sonic Recording Studios of Hempstead, L. I., has installed a new Scully 8-track studio recorder as part of its expansion program.

## EPIC RELEASES FAME IN U. S.

NEW YORK—Georgie Fame, British singer recently signed to CBS Records in England, will be released here on the Epic label.

Fame, who is 23 years old, broke into the British best-selling charts in 1965 with his single, "Yeh, Yeh." He's been riding high ever since.

# Jazz Beat

By ELIOT TIEGEL

Which way will jazz go in 1967? For those players who have dipped into the bag of successful pop hits for their recorded repertoire, a foundation has been laid which promises a degree of financial security. More people are listening to their works than at any other time in their careers.

Recording companies which have successfully influenced their players to think top 40 tunes, are riding in a more healthy state than usual. This past year has certainly been a breakthrough for a number of jazz mainstream players who accepted the challenge of interpreting pop hits in their idiom.

The interesting question now posed is whether the "commercial" jazz musicians will continue recording in this vein or be directed to try another tack, much the way pop groups are always seeking a new sound or gimmick. Of late, a Latin sound has clicked in the pop market place, with "Bang Bang," by the Joe Cuba Sextet and a new entry to the pop singles charts, "Hey Leroy, Your Mama's Calling You," by Jimmy Castor, indicating that a Latin-jazz tune can vie with the amplified sound.

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

In some corners the practice of turning pure jazz musicians loose in the top 40 bag elicited smirks and frowns. But once the sales for Jimmy Smith, Bud Shank, Chet Baker and Wes Montgomery product, for example, went way above the norm for jazz product, this watered-down, abbreviated product was off and running.

But what has been the effect of this kind of music on listeners, principally to jazz radio? At first thought one might think that the hard, devoted aficionados would rebel against hearing songs from Popville as opposed to material from the musicians themselves. But the commercialism has been accepted at the radio listener level. Not completely, but significantly enough to allow the jazz broadcaster to program the quasi-jazz product without fearing listener retribution.

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

Saul Levine, owner of KBCA, Los Angeles, says that jazz is a comprehensive area but the station doesn't restrict itself to only playing music by purists. "We don't differentiate between top 40 originated songs and pure jazz. We have no aversion to commercial recordings."

KBCA plays albums derived from past pop hits so long as there is some element of the jazz idiom inherent in the artist's performance. Levine says the station responds to its FM audience's requests—mostly via phone—and can fit in this type of programming because its format is not rigidly devoted to "pure" jazz.

Unfortunately, Levine has no way of knowing whether this brand of short-tracked, simplified improvisation draws audiences heretofore unsympathetic to lengthy, complex sounds. He says the short tracks don't offer any assistance in scheduling music, contrary to the way AM format stations think.

"If there are several versions of a tune," Levine says, "we would rather take a track by a less-known player which was more jazz-oriented than by an established name which was being heard on the AM stations."

Nonetheless the outlet has done its share in promoting the "Michelle" type of product by Bud Shank.

At WKPA, the Philadelphia-area jazz station, program director Phil Brooks' philosophy is that "watered-down jazz is better than no jazz at all, or at least more palatable than hard-core."

There seems to be a major gap between these two schools, Brooks believes. "There simply is not enough lyrical, contemporary jazz being recorded these days. The diluted or pop-flavored product has glutted the market and to some degree has actually helped make new friends for jazz. But the point of diminishing returns is about to set in, if it has not already. Audience reaction is split. One segment digs the commercial sound. On the other hand the buff is adamant or totally apathetic."

"Our station programs the pop-oriented product but we are beginning to ease up because of the constant repetition of tunes recorded. How many pop-jazz arrangements of 'Michelle,' 'Yesterday' and 'Shadow of Your Smile' can you program each day?" Concludes Brooks: "There is a desperate need for good middle-ground contemporary jazz, as this is where we find listener interest lies."

Robert Taylor, personality at WZAK, Cleveland, differs. He believes today's jazz fan digs the new avant-garde sounds "because you can hear watered-down commercial jazz with music by established names requires programmy savvy. Otherwise you may get in trouble with listeners." Personally he feels jazz can never be married to any other form of music.

In this broadcasting environment, the fate of tomorrow's creative idea lies.

## Hometowners Add Two New Members

CINCINNATI — The Hometowners, seen weekly on WLW television's "Midwestern Hayride" and heard daily on WLW radio's "Good Morning Show," will have two new faces in 1967 in Charlie Gore, rhythm guitar and fiddle, and Eddy Howard, bass. Others in the group are Buddy Ross, piano and cordovox, and Freddy Langdon, fiddle and lead guitar.

Kenny Price, former member of the Hometowners, will be featured as a single on "Midwestern Hayride." He will soon make a personal-appearance tour to

plug his "Walkin' On New Grass" and "Happy Tracks," recently released on the Boone label.

The Hometowners will continue to appear daily on WLW's "Good Morning Show," hosted by Nick Clooney and originating from McAlpin's Tea Room downtown. First appearance of the new group will be Jan. 2.

"Midwestern Hayride" is telecast over TV-5 in Cincinnati; TV-2 in Dayton, Ohio; TV-4 Columbus, Ohio, and Channel 13 Indianapolis. In addition, it is seen in some 40 other markets where it is syndicated through ABC films.

**THE GREAT**

# **OTIS REDDING**

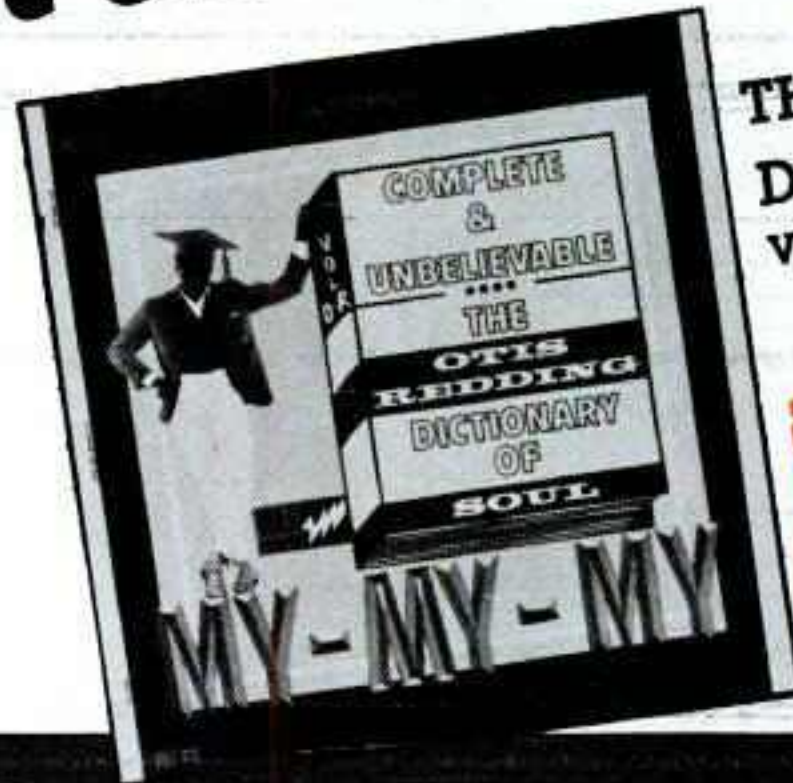
**has his biggest hit ever**

# **TRY A LITTLE TENDERNESS**

Volt 141

Published by Campbell-Connelly-Robbins, ASCAP

**from his biggest album ever**



**THE OTIS REDDING  
DICTIONARY OF SOUL**  
Volt 415/SD415



Distributed by ATCO



## Rosenberg Bows Firm With A New Sales Rep Concept

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

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

Rosenberg's plans call for his being a Western regional sales manager for clients. He will recommend sales programs to distributors, racks and one-stops, communicate client's policies to the field and make trips with

distributor salesmen to retail outlets. His concept calls for working with sales quotas and developing local sales and merchandising plans for distributors.

Rosenberg, Dot's resigning national promotion-merchandising vice-president, will simply shift his operation from the Dot offices to 1800 North Argyle, but will maintain liaison with Chris Hamilton, the label's executive vice-president, and George Cooper, national sales and promotion chief. "Ted will be filling a gap for us," said Dot President Randy Wood. "We've had no Western regional sales manager." Coast-based labels generally have no Western regional sales manager, Rosenberg explained. They utilize their national sales chief in this role.



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

## Muntz Causes Traffic Jam

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

Over 100 player installations were recorded on Tuesday, according to Jim Muntz, operations manager. The facility was so laden with cars waiting for service, according to a spokesman, that president Earl Muntz decided to pull radio spots on KHJ and KGIL. Those spots advertised the \$39.95 4-track player at the Roscoe store. A new message taped by Muntz was brought to the stations which informed the public that the store was swamped and that "as a convenience," they should call ahead for an appointment

or delay their visit until after the holiday period.

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

Advertising-publicity director Tod Faulkner said the company was preparing to expand its radio and print media advertising. Cutaway station break spots were being planned for select markets and insertions were being designed for national slick magazines now that the company had begun developing Eastern distributors and sales points.

## Getz, MGM Renew

NEW YORK — Stan Getz, who has just left on a personal appearance tour of Mexico, has signed a new long-term contract with MGM-Verve Records.

## Alpert-Moss Preps Major '67 Expansion

• Continued from page 3

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

This year A&M released seven albums. "Hopefully we will have 20 albums out in 1967," continued Moss. The success of Alpert and the TJB have accounted for "85 per cent of the label's growth." From a payroll of 10 persons last year at this time, the corporation including A&M Records now numbers nearly 40.

### Youth Accented

The keynote of the Moss-Alpert empire is youth. Alpert is 29; Moss, 31; Kaye, 26; Gil Friesen, A&M general manager, 29, and Alan Stanton, a&r chief, in his 30's.

While most payrollers are with the record label, the operation runs TJB Enterprises to book tours for the Brass and also oversees "TJB Double Features," animated cartoons for film houses created by John Hubley which are designed around the TJB hit singles. The first short, designed for "Tijuana Taxi" and "Spanish Flea" is playing locally to qualify for Academy Award nomination and will then be released by Paramount nationally.

TJB Television is a firm created to work with Yorkshire Enterprises in developing a TV special for the Brass. CBS has bought the show for an April 29, 9 p.m. airing, but the format has yet to be completed, although the idea seems to be for exterior shots of the group performing.

The Baja Marimba Band, which suddenly skyrocketed, appears as a major attraction in 1967. Its last LP, "Watch Out" has past 180,000 in sales. "Whipped Cream" a prime title by the Brass, has sold 4½ million copies, Moss claimed, since April 1965.

Having launched Sergio Mendes and Brasil '66, the Sandpipers and Chris Montez last year, the company plans to build them further while "keeping the heat on the Brass and Baja" and possibly springing five other acts.

## Decca '67 Slogan

• Continued from page 4

LP by Godfrey Hirsch, vibist with Pete Fountain's orchestra.

Decca has prepared point-of-sale merchandising aids in the form of mounted lithos for in-store and windows, as well as full-color litho books spotlighting the new releases.

## Romur Established

PHILADELPHIA — Romur Records has been established by Roscoe Murphy, president, and Robert Murphy, vice-president, here at 431 S. 62d Street. First release will feature Bobby Wells with "Recipe for Love" b-w "He's That Way Sometimes." The label is signing other artists and setting up distribution lines.



REVIVAL: From left to right, Arnold Maxin, head of the Big 3, and Jay Lowy, firm's professional manager, got together with songwriters Abel Baer and L. Wolfe Gilbert to discuss the revival of "Lucky Lindy," which was launched in 1927 to celebrate Charles Lindbergh's Atlantic flight.

## Earleon Set Up

NEW YORK—Earleon Music has been established by Chappell & Co. Inc. in a joint agreement with Earl Shuman and Leon Carr, who wrote the off-Broadway musical, "The Secret Life of Walter Mitty," two seasons back. The first major Shuman-Carr score to be published by Earleon is "The Last Holiday," a 1949 film. The musical is planned for a fall, 1967 Broadway opening with Edgar Lansbury as producer. The title song of the film, "The Subject Was Roses," also will be published by Earleon.

Under the arrangement with Chappell, Carr and Shuman

## Atco Handles 'Babe'

NEW YORK — Atco Records will distribute Luther Ingram's "If It's All the Same to You Babe," a Hib Records single breaking in St. Louis. The agreement was negotiated between Ahmet Ertegun, president of Atlantic-Atco Records, and Bob Batement, owner of Hib Records of Detroit.

are on a non-exclusive basis which allows them to continue writing under assignment. All work by the pair, however, that is not otherwise tied up, will go into Earleon.

# Market Quotations

(As of Noon Thursday, Dec. 29, 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	88	62	930	88	83	83½	-1½	
Admiral	55½	28¼	704	33½	30¼	30¾	-2	
Ampex	27½	17	626	26½	24½	24½	-1¾	
Audio Devices	41¼	17	110	25	22½	23	-2½	
Automatic Radio	7¾	2¾	34	3¾	3	3	-¼	
Automatic Retailer Assoc.	56¾	42½	94	55¾	54	55¼	+1	
Cameo Parkway	4¾	1¾	26	2¼	2½	2½	Unchg.	
Canteen Corp.	36¾	18¼	195	24¾	23¾	23¾	-½	
CBS	65½	42	538	65½	61¾	63¼	-1¼	
Columbia Pic.	39¾	22½	40	34	32	32½	-1¾	
Walt Disney	84½	40¼	454	84½	77¾	78	+½	
EMI	5¾	3¾	411	3¾	3½	3¾	+¼	
General Electric	120	80	1697	87¼	84¼	86¼	-2½	
Handleman	18	13½	13	17¾	17¼	17¾	Unchg.	
MCA	61¾	28¼	115	35¾	34¾	35¼	+1½	
Metromedia	55¾	25	157	41¾	41¼	41¼	+¾	
MGM	39¾	24¾	1188	38¾	37½	38	+½	
Motorola	233½	92	653	100½	95	95¼	-4	
RCA	62¼	36¾	1262	44¾	42½	42¾	-1¾	
Seeburg	32¾	11¾	224	17	15½	15½	-1½	
Tel-A-Sign	5¾	1¾	165	2¾	1¾	2	Unchg.	
3M	86¾	61	263	83¼	77½	77¾	-5	
20th Century	38½	25¾	242	36¾	35¼	35¼	-¾	
U-A	32¾	21¼	448	28¾	26¾	27¾	+¾	
WB	19½	11¾	174	17¼	16¾	17½	Unchg.	
Wurlitzer	24½	15½	52	18¾	17¾	18¾	+¼	
Zenith	87¼	46¾	870	51¼	48¾	48¾	-1½	

### OVER THE COUNTER\*

(As of Noon Thursday, Dec. 29, 1966)

	Week's High	Week's Low	Week's Close
Dextra Corp.	2	1-11/16	1¾
GAC	4¾	3¾	4¾
Jubilee Ind.	3¾	3¼	3¾
Lear Jet	17½	15¾	16¾
Mills Music	22¾	21½	22½
Pickwick Inter.	7¾	6½	7
Telepro Ind.	4¾	3¾	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.

**The Peanut Butter Conspiracy is Spreading.**

**What Is SINCOMPERNEER?**

Ask the **KNUZ GOOD GUYS.**

**M.A.P. RECORDS**

259 South Beverly Drive  
Beverly Hills, Calif.



So what are we going to do this year?

First! comedy smash of '67

# WILD THING

by SENATOR BOBBY  
and the  
HARDLY WORTHIT players

Parkway #127

INCLUDED IN THEIR SMASH COMEDY L.P.  
THE HARDLY WORTHIT REPORT  
Parkway #7053

First! R'n'B Pop smash of '67

# DANGER! she's a stranger

THE FIVE STAIRSTEPS

Windy C #604

First! breakout of '67

# Love you so much

CHICAGO — 45,000

NEW COLONY SIX

Sentar Records #1205



CAMEO PARKWAY RECORDS

# MIDEM Exec on Wooing Mission

• Continued from page 1

countries, de Villeroy said. For example, whether an American artist "should record American material or material written in the local country. Possibly in some countries adaptations of American songs could become very important."

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

## 20 Sign Up

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

Billboard editor in chief Lee Zhitto and music editor Paul Ackerman will attend from the New York office, Mike Hennessey will attend from Paris; Andre de Vekey, director of the European office, from London; and Germano Ruscitto from Milano, Italy.

MIDEM was set up by Bernard Chevy, general manager, organizer of the International TV Program Market held each year in Cannes. The record-song market will be basically for the same purpose—the gathering of publishers, record companies, songwriters, composers, and instrumentalists to compare produc-

tions from all over the world; to present new songs and records to publishers and a&r producers; to purchase and sell songs and records; to make contacts in view of licensing agreements, and the presenting and studying of professional equipment. Firms participating in the market have the prerogative of operating an exhibit or office or both.

# Recordings Whirl Artists to B'way

• Continued from page 1

Tommy Sands, who now records for Imperial, is also looking for a crack at Broadway. He has been touring in the Bob Merrill musical, "Take Me Along." "Funny Girl," the long-running Broadway musical which shot Barbra Streisand to prominence, is now starring Mimi Hines, who records under the Decca banner. Johnny Desmond, a veteran disk performer, is also in the musical.

Broadway, in turn, has been a springboard to recording contracts for some artists. Latest instance is Herschel Bernardi, now starring in "Fiddler on the Roof." Early in the fall, Columbia Records brought him to the label as a solo performer and released the album, "Herschel Bernardi Sings 'Fiddler on the Roof.'" Consistent airplay of two tracks from the LP during the past few weeks has made Columbia release "If I Were a Rich Man" and "Miracle of Miracles" as a single. The single was prompted by heavy airplay by various disk jockeys, notably Bob Clayton of WHDH, Boston. Bernardi has been starring in "Fiddler on the Roof" since November 1965.

# Judge OK's BMI Consent Decree

• Continued from page 1

Asa D. Sokolow, on behalf of BMI, stated that ASCAP and the writers were singing the same old song. He said the consent decree in question had been tailored to fit BMI, just as the ASCAP consent decree was tailored to fit ASCAP. He termed the ASCAP move another in a series of moves seeking to destroy BMI. He added that the Society in 1962 had offered television a 17½ per cent reduction in music fees on condition that it divest itself of BMI stock. This, he felt, was indicative of ASCAP seeking to depress the cost of music.

Sokolow noted that BMI and the government are both satisfied with the provisions of the decree, whereas Dean seeks charges despite the agreement of both parties. He added that BMI is opposed to hearings on the decree, which Dean and Ungar favor.

Hugh P. Morrison Jr., attorney representing the Justice Department, stated that a consent decree was not intended to make a competitor (ASCAP) happy. He added that representatives of the Society and the Songwriters of America had twice had long sessions with Donald F. Turner, assistant attorney general in charge of the antitrust division, and their demands had been rejected. Turner said he believed the decree was a proper one and in the public interest. He added that the government is of the opinion that ASCAP and the Songwriters of America are ill-equipped to tell the government what provisions the decree should contain. Morrison stated the government is opposed to a hearing and the taking of testimony because this, in effect, would mean going to trial.

# Executive Turntable

• Continued from page 3

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

★ ★ ★

Tony Evans, former program and music director of KRIZ, Phoenix, Ariz., has resigned to become manager of Arizona

Records Distributing Co., Phoenix. . . . Frank Peters is the new head at Merrec Distributing Co., Chicago, servicing Illinois and Indiana. Peters, in record sales since 1951 with Chicago Capitol and Columbia branches, has been Mercury's regional representative since 1964 and replaces Burt Loeb who resigned from Merrec.

★ ★ ★

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

# AF TO HANDLE LP ON OSWALD

NEW YORK — Audio Fidelity Records will distribute the Truth Records album, "Lee Harvey Oswald Speaks." The record was made from a tape of an Oswald interrogation in New Orleans some time before President Kennedy's assassination.



Hit City!  
Charlie Walker's  
latest smash single  
"The Town That  
Never Sleeps"  
5-10118

The Town & Country Sound of 

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Another **U/A hit** single fresh from the **top** of the British charts! **The Easybeats** 'Friday On My Mind' UA 50106



ADVERTISEMENT  
**TAPE  
 CARTRIDGE  
 TIPS**

by Larry Finley

The biggest news in the record industry today is the great success of Enoch Light's new "Project 3" label. Its acceptance by the public is unparalleled in the history of the record business.

In these days of cut-throat competition, it is most refreshing to see the entire "trade" sharing the happiness of success with the man who created this new label.

Like all good things, this success is not without reason. After working for one company for six years, Enoch Light decided to spend a year in research and development to perfect a new degree of openness and fidelity in the recording of sound. This resulted in "The Total Sound" which is the end result of the new "Project 3" label. Distributors throughout the country tell us that his first albums have met with tremendous success. In every case, distributors report that stores are already reordering.

This is a great tribute to Enoch Light, who is truly a giant of the record industry. His recording sessions feature only the very finest musicians. When one attends an Enoch Light recording session, he will find America's top professional performers; such artists as Tony Mottola, Dick Hyman and Bob Haggert, as well as concert masters of most of the leading New York television and radio stations, and members of leading orchestras such as the Philharmonic.

Enoch's recording is done on 35 mm film under the engineering guidance of Bobby Fine. The cost of recording on film is fifteen times greater than that of recording on tape, but the quality is unquestionably better.

Enoch demands and receives the respect of everyone in the music business. Here is a man who knows how to pick the songs, knows exactly how the writer of the song means it to be heard by the public, and a man whose great musical ability tells him exactly how it should be recorded to offer the utmost in sound quality.

You can look forward to seeing the following "Project 3" albums on the charts:

- FILM ON FILM  
GREAT MOVIE THEMES  
Enoch Light
- HEART AND SOUL/GUITAR  
Tony Mottola
- SPANISH DREAMS  
Enoch Light and  
The Light Brigade
- THE RENAISSANCE QUARTET  
The Renaissance Quartet
- KISSIN' COUSINS SING  
The Kissin' Cousins

The new Enoch Light "Project 3" albums are vastly different from anything ever recorded before. This man's work is a great "hypo" to the entire industry.

Enoch Light's "Project 3" albums are only available in both 8 and 4-track cartridges from International Tape Cartridge Corporation (who have the exclusive rights to this entire catalog).

# TAPE CARTRIDGE

## Sound Studios Forms Duping Division Using 3M Dynatrack

By RAY BRACK

CHICAGO — Sound Studios, Inc., here has formed a Tape Transfer Techniques Division for duplication of audio tapes in all forms, including endless loop and cassette type cartridges.

A 35-slave facility is being set up now and the firm is tooling for production of all but 8-track cartridge tapes.

The Tape Transfer Techniques operation will be the first to utilize the new 3-M "Dynatrack" equipment for duplication. TTT is the second largest buyer of the new equipment. (RCA Victor has purchased the new 3M 401 series machines for disk recording work.)

### Operational April

The new duplicating plant will be in operation about April 1, according to Sound Studios vice-

president Earl Glickman. "We expect to do a great deal of work on cassette product," he said. But he declined naming any expected clients.

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

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

### Conscious of Quality

Technical vice-president Mitchell Heller said that TTT "will be very conscious of the

quality problem. We have excellent technicians, and our duplicating facility will take into consideration some of the new and sophisticated problems that have arisen with cartridges. We will take special pains with mastering. This will be done under scientific, 'laboratory' conditions."

The opening of the TTT facility is another move in a trend that is establishing the Midwest as the cartridge duplicating center of the country. Ampex recently moved all duplicating to Elk Grove Village just outside Chicago. RCA is moving much of its duplicating work to Indianapolis. Universal Recording Co. has established a duplicating facility here. The Liberty plant (formerly TDC Electronics) is located in Omaha. And Chess Producing Corp. has announced

tentative plans to set up duplicating facilities in its new headquarters on the near south side.

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

Sound Studios president is Michael Eisenmenger, who was with NBC custom recording studios for 23 years.

Among other features, the new TTT duplicating facility will have a solid-state recording console designed by the chief engineer of WFMT radio here and automatic cartridge loading equipment. Much of the operation will be automated.

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

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

## Majestic Back; in Cartridges

NEW YORK—The Majestic Records label is being revived for tape CARtridge product. Monarch Electronics International—importer of radios and tape recorders—is entering the tape cartridge field. Monarch chairman Leonard Ashbach is introducing a new line of 4 and 8-track and compatible 4 and 8-track units, under the Majestic trade name. At the same time, Ashbach said the firm will produce its own line of cartridge product on Majestic Records.

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

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

### Nine Models

The Majestic Roadmaster player line of nine models will be unveiling at the home furnishing show in Chicago in January, Ashbach said. The 4-track units will range in price from \$39.95 to \$59.95. The compatible 4 and 8-track unit will retail for "under \$100"; a model with FM has a suggested list price of \$139.95; deluxe models come in \$129 and \$169 versions.

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

The firm is also marketing an 8-track unit designed for sports cars. Billed as a "portamount tape unit," it sits on the hump in the center of the car; speakers are on either side of the unit; it plugs into the cigaret lighter. The unit is portable and can be carried into the house and plugged into the wall socket. List price is about \$100, but a deluxe version with FM radio retails at \$129.

Majestic is also marketing a compatible 4 and 8-track tape deck for the home, an 8-track office model with its own amplifier and a "Mighty Eighty" 8-track unit that features AM-

FM and FM Multiplex radio and a Garrard turntable. This unit, for which Ashbach has not yet set a list price, will record on cartridge from records as well as play records and cartridges.

Ashbach got into the cartridge player business first back in 1956 with a unit he called "The Jet." This was a home unit, he said, but we were developing a machine to go in

the dashboard of General Motors cars. The venture failed; "I was just 10 years ahead of my time. . . . I started something I couldn't finish." He said Earl Muntz was one of his partners in the early days.

The major problem in those days, he said, was the lack of music product. But things are different today, business is booming "and it hasn't even begun" to show full growth.

## Admiral Unveils 8-Track Player, a Cassette Portable

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

The new 8-track deck may be plugged into any of Admiral's console stereo phonographs and color television/stereo theater combinations. It is designated the Super 8, has been assigned model number STP801 and is priced at \$79.50.

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

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

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

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# FOR RECORD COMPANIES AND MUSIC PUBLISHERS THROUGHOUT THE WORLD



A Division of Billboard

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

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

## DECEMBER SELECTIONS

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

READY FOR AIR SHIPMENT IN JANUARY  
TO RSI ITALIANO SUBSCRIBERS IN ALL PARTS OF THE WORLD

<u>Record Co.</u>	<u>Artist</u>	<u>Title of Leading Side</u>	<u>Translation</u>
Clan	Adriano Celentano	Mondo in Mi 7	The World in E 7th
CGD	Caterina Caselli	Cento Gioni	A Hundred Days
RCA	Gianni Morandi	C'era Un Ragazzo	Once There Was a Boy
Durium	Little Tony	Perdonala	Forgive Her
Rifi	Mina	Sono Come Tu Mi Vuoi	I Am Like You Wish Me to Be
Ariston	I Corvi	Un Ragazzo Di Strada	A Street Boy
Ricordi	Milva	Voi Non Sapete	You Don't Know
Rifi	I Giganti	E Lei Aspetta	And She's Waiting for You
La Voce	Pino Donaggio	Quando in Cielo il Sole Chiude Gli Occhi	When the Sun Closes His Eyes
CGD	Riccardo Del Turco	Figlio Unico	The Only Child

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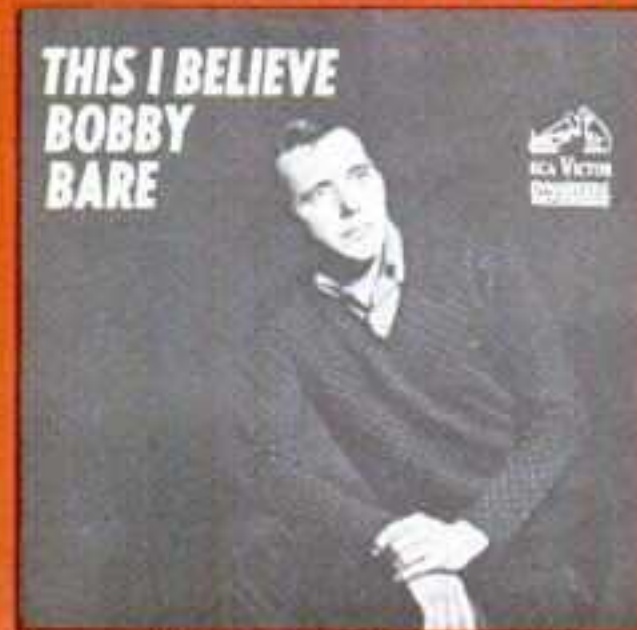
# NEW ALBUMS ON



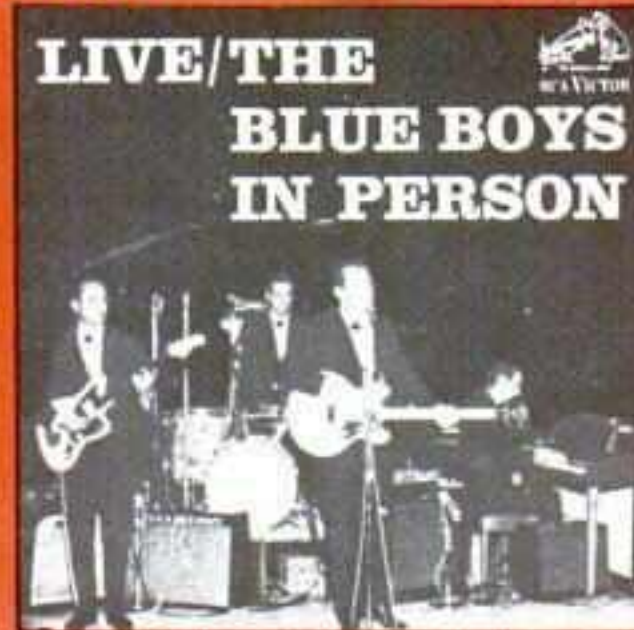
## EXCITING NEW POP RELEASES



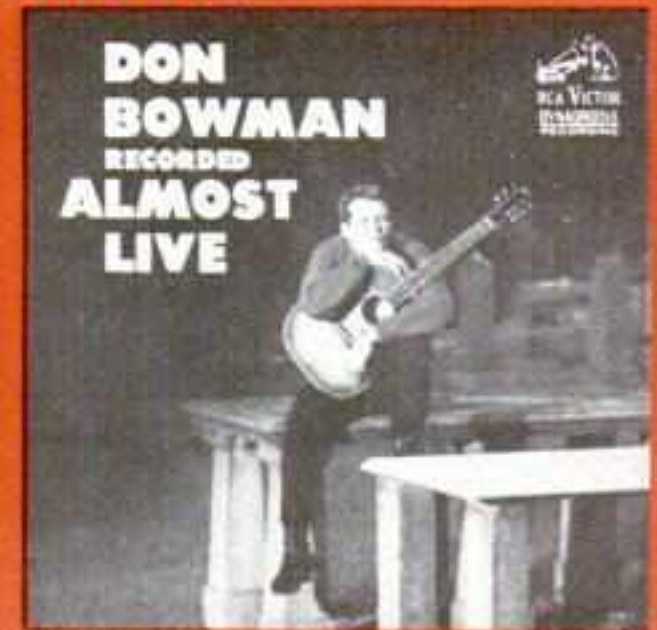
Original Soundtrack Recording from the new wild comedy motion picture. "Arrivederci, Baby!," "Wedding Day," "Portrait in Black." LOC/LSO-1132



His smooth treatment of gospel favorites will get fast acceptance. "I Saw the Light," "He's Got the Whole World in His Hands." LPM/LSP-3688\*



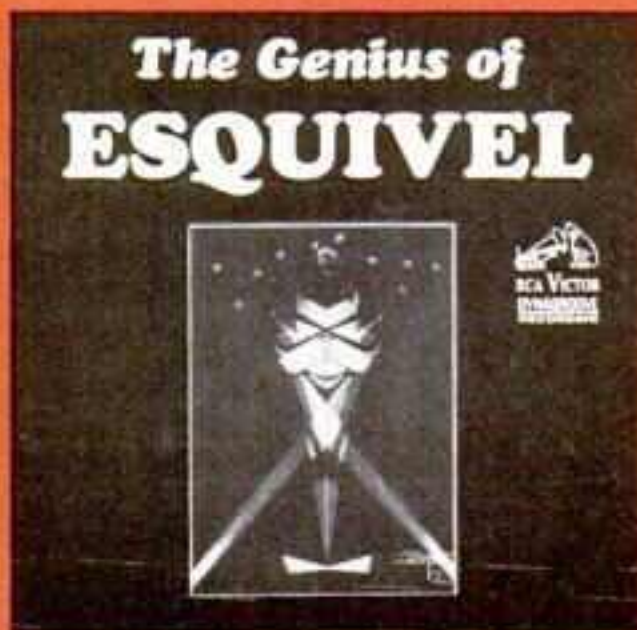
Recorded live at their Florida performance. "Distant Drums," "I Remember You," "The Speed Offender," "Soakin' Up Suds." LPM/LSP-3696



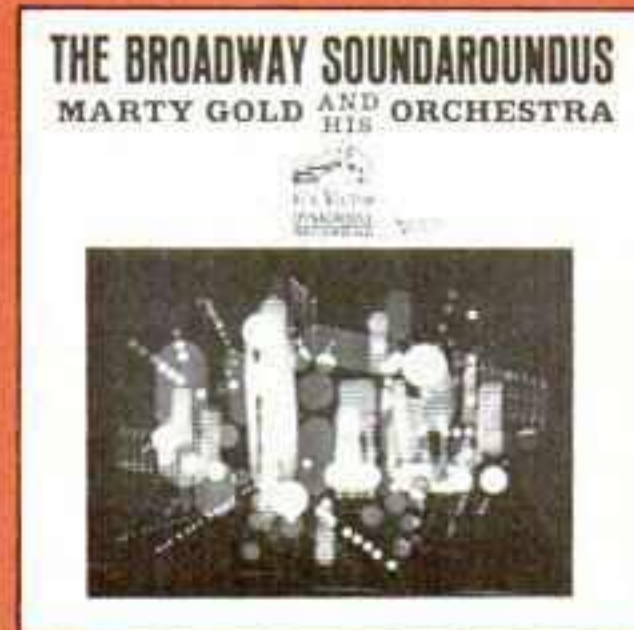
It's total insanity as Don presents his interpretations of "What Kind of Fool Am I?," "The All American Boy," "Jimminie Cricket." LPM/LSP-3646\*



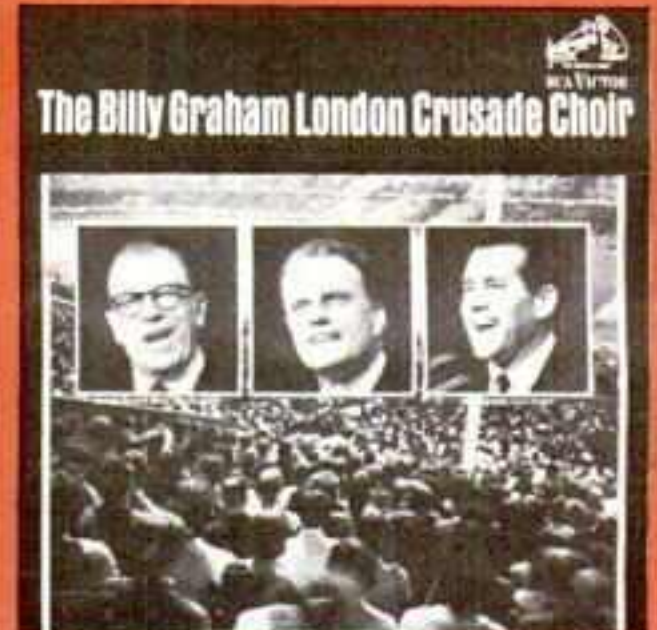
Al has a strong entry here with "Music to Watch Girls By." Also, "Nature Boy," "Elmer's Tune," "If You Go Away," 7 more. LPM/LSP-3773\*



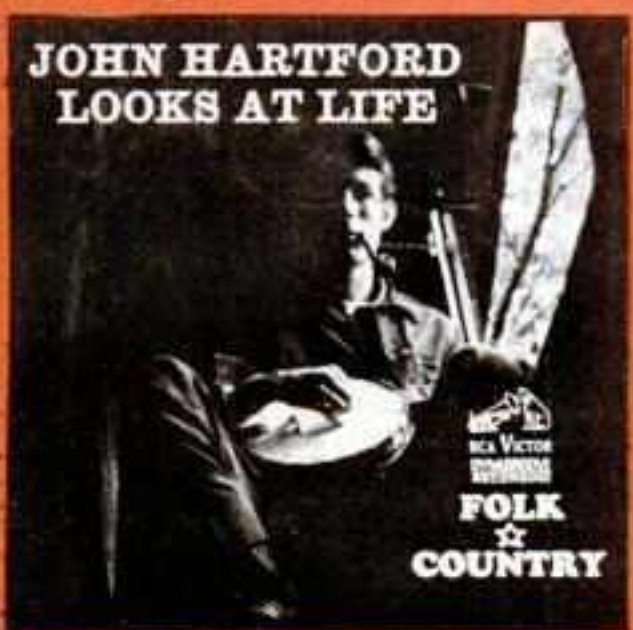
Plays great selections in his fabulous style. "Agua de Beber," "Amor Amor," "La Bikina," "St. Louis Blues," "Bésame Mucho." LPM/LSP-3697\*



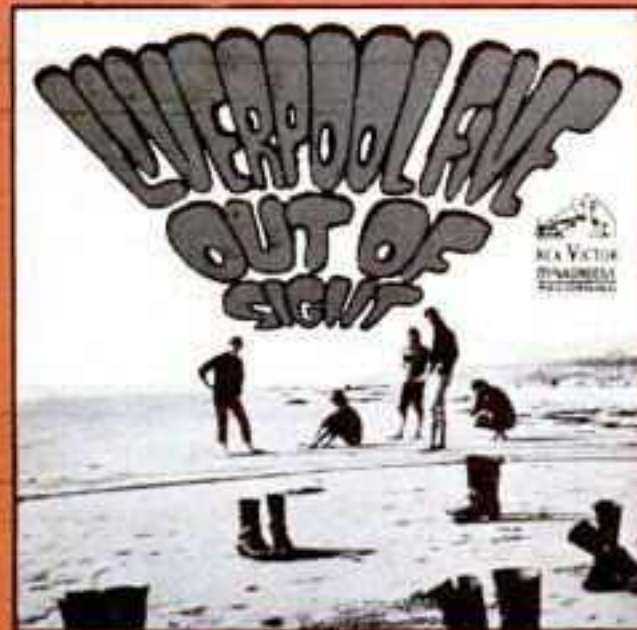
Music from current and top Broadway productions. "Hello, Dolly!," "Fiddler on the Roof," "Get Me to the Church on Time." Great! LPM/LSP-3689\*



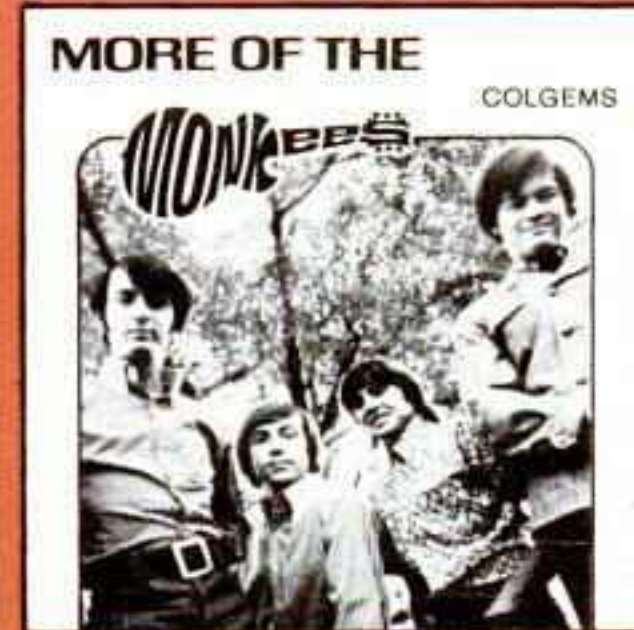
Recorded live with two-thousand-voice choir in London. "O Happy Day," "I Have Decided to Follow Jesus," "Then Jesus Came." LPM/LSP-3698



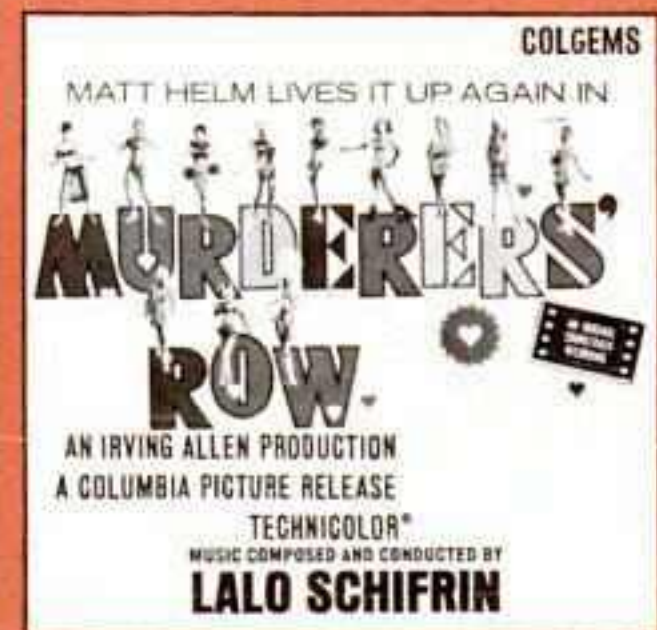
His own material and it's a natural! "I Reckon," "Front Porch," "Eve of My Multiplication," "When the Sky Begins to Fall." LPM/LSP-3687\*



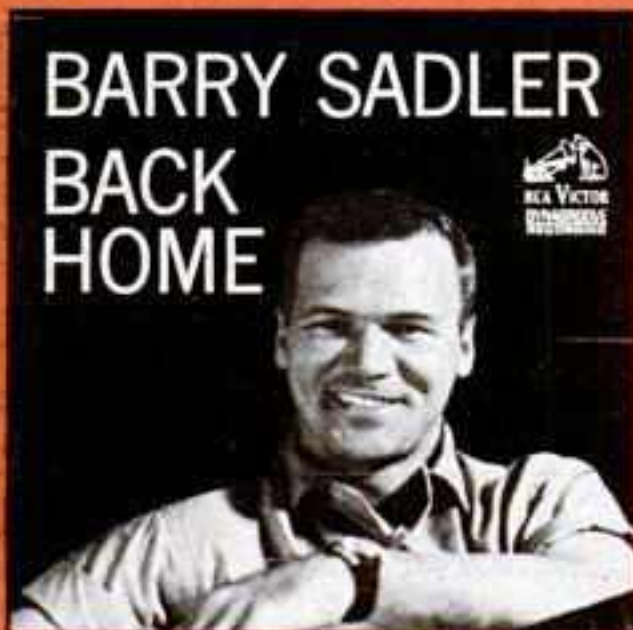
Their second album features much of their new material. "My Generation," "Piccadilly Line," "Baby, Out of Sight," "The Snake." LPM/LSP-3682\*



A new album that features more of those great sounds the young set is sure to go for. Be sure you're stocked up on this one! COM/COS-102†



Original Soundtrack recording from the exciting new Matt Helm movie. Includes "Murderers' Row" (Main title), "The Pin." COMO/COSO-5003†



The civilian side of Barry Sadler. Sings with a country feel. "I Walk Alone," "Back Home," "Wind, Take a Message," "Anymore." LPM/LSP-3691\*



Consistent hit-maker should have no trouble repeating her winning ways. "Paper Mansions," "A Way to Survive," "Almost Persuaded." LPM/LSP-3693\*



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



Terrific album by "The World's Finest Banjo Band" should appeal to a large segment of record buyers. The bright sounds, good songs. LPM/LSP-3722

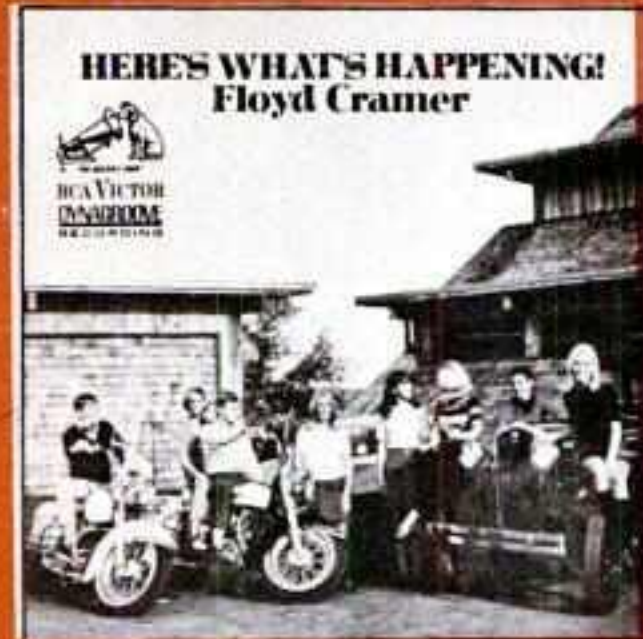
\*Recorded in brilliant Dynagroove sound.

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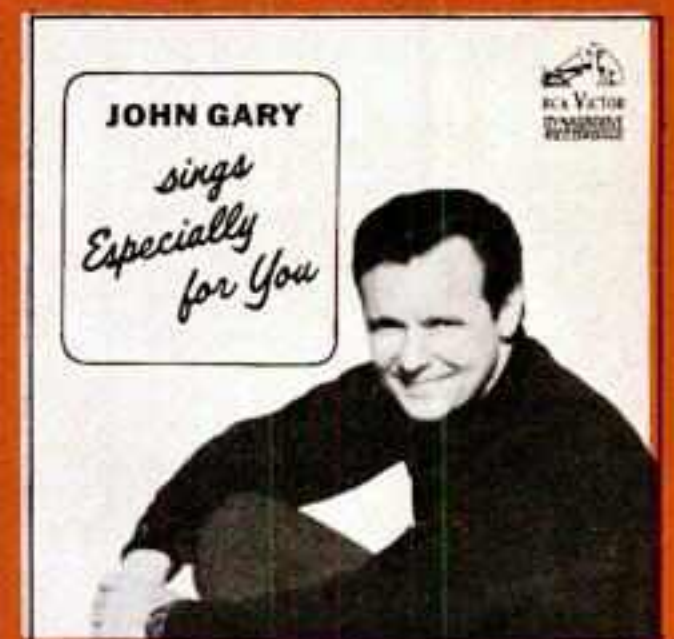
Great mixture of American jazz and Caribe music. "Mango Walk," "Bongo Chant," "Dance of the Zombies," 8 more. LPM/LSP-3677\*



More of that strong-selling Nashville piano. Floyd does "Good Vibrations," "Cherish," "Winchester Cathedral," "Rain on the Roof." LPM/LSP-3746\*



His full, rich vocal style applied to top love ballads should make this a winner. "Yesterday," "Strangers in the Night," "This Heart." LPM/LSP-3654\*



Sings the most requested songs from his recent TV shows. "Young at Heart," "Michelle," "Thank Heaven for Little Girls," 9 more. LPM/LSP-3695\*

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Tales from Vienna  
Boston Pops / Arthur Fiedler



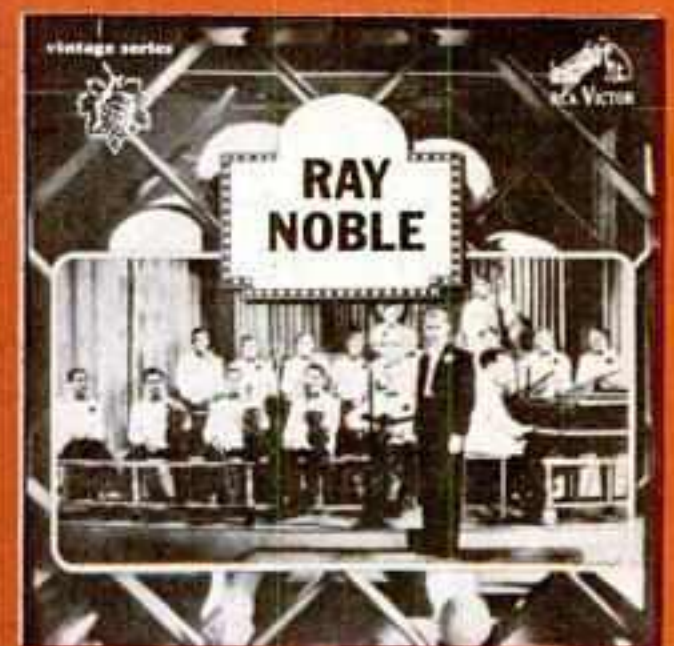
Viennese polkas, marches, quadrilles and overtures—performed with the polish and sparkle that have made Fiedler famous. LM/LSC-2928\*

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SAMUEL SANDERS, Pianist



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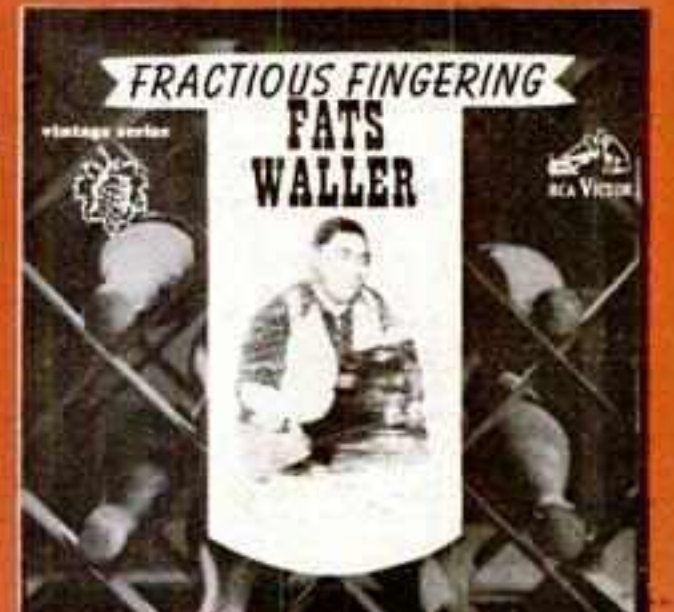


Collaborating with famed Japanese conductor Ozawa, Serkin records his first concertos, an early and a late work of Bartók. LM/LSC-2929\*


RICHARD STRAUSS  
AN ALPINE SYMPHONY  
RUDOLF KEMPE  
Royal Philharmonic Orchestra



Strauss' massive symphony, scored for huge orchestra, and with unique percussion effects, catches the majesty and sweep of the Alps. LM/LSC-2923\*



Third album in the Fats Waller reissues. Recordings are from 1929 and 1936. "S'posin'," "Nero," "Gladys," "I'm at the Mercy of Love." LPV-537



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**TAPE CARTRIDGE**

**Maruwa's Niimi, Merc. 'Talking'**

By RAY BRACK

CHICAGO—One of Japan's tape CARtridge giants was in town last week to try to sell Mercury Records on Japanese music and in turn be pitched

**Merc. Is Back With Muntz On 4-Track**

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

This was announced jointly last week by Mercury president Irving B. Green and Earl Muntz, president of Muntz Stereo Pak.

Returned to Muntz immediately on a nonexclusive basis will be reproduction, manufacturing and distribution rights in 4-track to 250 items from the Philips, Smash, Fontana, Lime-light and Mercury catalogs. Shipments will commence to distributors early in January.

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

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

on the Philips cassette concept.

Toshio Niimi, president of Maruwa Electronic and Chemical Co., Ltd., Nagoya, came here fresh from signing a contract with Earl Muntz for distribution in 4-track cartridge of 12 LP's released by Niimi's record production and tape duplicating division, Mecca Stereo Pak.

"I'm trying to interest Irving Green (Mercury president) in distribution in disk form the LP's we have produced," Niimi said. "We are signing our own Mecca artists and wish them to have U. S. exposure. Chief among them are Hachidai Nakamura (of Sukyaki fame) and Taro Shoji. Mercury has released some American-sound Japanese artists. For them to release some truly Japanese artists would be unprecedented."

Maruwa developed a prototype Fidelipac-type auto player in 1964 and immediately entered mass production. Today, Niimi said, Maruwa produces 90 per cent of the playbacks sold by Muntz in the U. S. and markets its own brands of auto and home players in Japan.

Maruwa's involvement in the field is predominantly 4-track. Explained Niimi: "Four-track will win over 8-track because

of superior quality. In our tape duplicating division we produce only 4-track tapes because the Japanese domestic market is 100 per cent 4-track."

Niimi said his Mecca division has current capacity for production of 2,000 tapes per day and could double that on short notice.

**Latest Word**

"I'm here to get the latest word on cassette progress in the U. S.," Niimi said. "I'm waiting for the market to develop. The cassette has been in existence for years. It fell on its face. Now it's making a comeback. But I intend to move cautiously. I won't enter production of the cassette player unless I obtain an American outlet such as Mercury, with its own distribution. I'm not interested in a Goldblatt (large Chicago department store chain).

"As for Japan, the cassette is just getting off the ground. Hong Kong, on the other hand, is being flooded with machines. There the cassette has a great head start," Niimi said.

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Superb Car Stereo



**79<sup>95</sup>**  
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4RA-6226.....	TRINI LOPEZ	Greatest Hits	Reprise
4RA-6233.....	DEAN MARTIN	The Dean Martin TV Show	Reprise
4WA-1664.....	HANK THOMPSON	Where Is the Circus	Warner Bros.
10A-489.....	CHARLES AZNAVOUR	The Very Best of Aznavour	Monument
10A-490.....	SHELBY FLINT	Cast Your Fate to the Wind	Valiant
10A-492.....	RAY CHARLES	Ray's Moods	ABC
10A-501.....	JOHNNY MATHIS	The Shadow of Your Smile	Mercury
14B-520.....	BILLY STRANGE & THE CHALLENGERS		Crescendo
14A-522.....	TONY MOTTOLA	Command Performances	Command
14A-524.....	BILLY VAUGHN	Allie	Dot
14A-526.....	ENOCH LIGHT	Magnificent Movie Themes	Command
10A-529.....	LAWRENCE WELK	Winchester Cathedral	Dot
10A-535.....	NEW VAUDEVILLE BAND	Winchester Cathedral	Fontana
21B-425.....	BILLY LEE RILEY	Billy Lee Riley in Action	Crescendo
21A-432.....	SAM THE SHAM & THE PHAROHS	Their Second Album	MGM
21A-435.....	JAMES BROWN	James Brown Plays New Breed	Smash
21A-437.....	THE BLUES PROJECT	Projections	Verve Folkways
26A-418.....	RAMSEY LEWIS	Barefoot Sunday Blues	Cadet
26A-424.....	BARNEY KESSEL	On Fire	Emerald
26A-428.....	KENNY BURRELL	The Tender Gender	Cadet
26A-437.....	BILL EVANS	Conversations with Myself	Verve
26A-438.....	ERROLL GARNER	Erroll Garner Plays Misty	Mercury
46A-151.....	BLACK ORPHEUS	Original Sound Track	Fontana
54A-249.....	JEANNIE SEELY	The Seely Style	Monument
54A-251.....	HANK WILLIAMS	Movin' On—Luke the Drifter	MGM



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

# Another year... Another hit...



K-13665

# Another Page Connie Francis

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# SPOTLIGHT SINGLES

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

\*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

**\*BOBBY DARIN—LOVIN' YOU** (Prod. Charles Koppelman & Don Rubin) (Writer: Sebastian) (**Faithful Virtue, BMI**)—Composed by John Sebastian with the feel of "Daydream" and an old-timey arrangement, this rhythm number with top Darin vocal work has the earmarks of a No. 1 item. Flip: "Amy" (Champion, BMI). **Atlantic 2376**

**SONNY & CHER—THE BEAT GOES ON** (Prod. Sonny Bono) (Writer: Bono) (**Chris Marc-Cotillion, BMI**)—This frug beat production is the most commercial of the recent Sonny and Cher releases and should prove a top-of-the-chart entry. The duo's performance, solid arrangement and good lyric spells smash. Flip: "Love Don't Come" (Chris Marc-Cotillion, BMI). **Atco 6461**

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

**BRENDA LEE—RIDE, RIDE, RIDE** (Writer: Anderson) (**Yonah, BMI**)—The country rhythm hit by Lynn Anderson should prove a strong Hot 100 item for Brenda Lee following up her "Comin' On Strong" hit. Flip: "Lonely People Do Foolish Things" (Valencia, ASCAP). **Decca 32079**

**\*JACK JONES—LADY** (Writers: Kaempfert-Rehbein-Singleton-Kusik) (**Roosevelt, BMI**)—Big, beautiful Bert Kaempfert ballad with easy rhythm and string arrangement by Ralph Carmichael makes a perfect vehicle for Jones. In top vocal form, Jones will fast surpass his "A Day in the Life of a Fool" hit. Flip: "Afraid to Love" (Caber, ASCAP).

**Kapp 800**

**LESLEY GORE—CALIFORNIA NIGHTS** (Prod. Bob Crewe) (Writers: Hamlich-Liebling) (**Genius-Enchanted, ASCAP**)—Production rhythm ballad with groovy dance beat and strong vocal work has the hit ingredients to put Miss Gore back up the Hot 100. Powerful support from the Bob Crewe production. Flip: "I'm Going Out (The Same Way I Came In)" (Saturday, BMI). **Mercury 72649**

**MARVELETTES — THE HUNTER GETS CAPTURED BY THE GAME** (Prod. William Robinson) (Writer: Robinson) (**Jobete, BMI**) — Clever lyric and solid dance beat combine for a sure fire sales winner for the group. Easy rhythm supports exceptional soft-sell vocal performance. Flip: "I Think I Can Change You" (Jobete, BMI). **Tamla 54143**

**\*ROY HAMILTON — I TAUGHT HER EVERYTHING SHE KNOWS** (Prod. Jim Foglesong) (Writers: Dee-Kent) (**Piedmont, ASCAP**)—Country-flavored blues ballad could prove a smash via this fine Hamilton reading . . . his best and most commercial in some time. In the "Wheel of Hurt" vein, this one has the same potential. Flip: "Lament" (Fox, ASCAP). **RCA Victor 9061**

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

**RAY CONNIFF—Cabaret** (Sunbeam, BMI). **COLUMBIA 43975**

**JEFFERSON AIRPLANE—My Best Friend** ("After You," BMI). **RCA VICTOR 9063**

**ENOCH LIGHT & THE LIGHT BRIGADE—Theme from "The Sand Pebbles"** (Hastings, BMI). **PROJECT 1305**

**DINO, DESI & BILLY—If You're Thinkin' What I'm Thinkin'** (Screen Gems-Columbia, BMI). **REPRISE 0544**

**THE NEW COLONY SIX—Love You So Much** (New Colony, BMI). **SENTAR 1205**

**FRED NEIL—The Dolphins** (Third-Story-Cocoanut Grove, BMI). **CAPITOL 5786**

**PAUL (Paul & Paula)—Paper Claws** (LeBill, BMI). **TOWER 304**

**GERRY & THE PACEMAKERS—LOOKING FOR MY LIFE** (Writers: Baker-Cavendish) (**Maribus, BMI**)—**THE BIG BRIGHT GREEN PLEASURE MACHINE** (Writer: Simon) (**Charing Cross, BMI**) —Two strong entries. First is a folk ballad with clever lyric and easy-go dance beat while the flip is a driving rhythm number with off-beat lyric. A discotheque winner. With play, should prove a giant. **Laurie 3370**

**THE TOKENS—GREEN PLANT** (Prod. Bright Tunes Prod.) (Writers: Margo - Margo - Medress - Siegel) (**Bright Tunes, BMI**)—Far out, left-field material, as off-beat as "Yellow Submarine" has that commercial potential via this powerful vocal workout and kooky arrangement. Must be heard throughout. One to watch carefully. Flip: "Salogy" (Bright Tunes, BMI). **B. T. Puppy 525**

**SUE THOMPSON—THE LANGUAGE OF LOVE** (Prod. Wesley Rose) (Writer: Loudermilk) (**Acuff-Rose, BMI**)—The John D. Loudermilk smash of the past is brought up to date via this infectious and pulsating dance arrangement. This should be just the item to bring Sue Thompson back to the Hot 100. Flip: "Let Me Down Hard" (Rose, BMI). **Hickory 1431**

**THE AZTECS—DAMELO BABY** (Prod. Murray Rose Prod.) (Writers: Sheller-Rose) (**Flomar-INCA, BMI**) In the vein of "Bang Bang" and "Oh Yeah" this Latin rhythm number has equal possibilities for a hot discotheque winner. Solid dance beat supports clever vocal bits. Could be a big one. Flip: "The Aztec Theme" (Flomar-INCA, BMI). **Scepter 12183**

**THE YOUNG FOLK—MARKED DOWN TO \$1.59** (Prod. Bob Feldman) (Writers: Dante-Feldman) (**Greenlight, BMI**)—New group, new sound and the result should be a top teen seller that will fast establish the group on the chart. Well-written, timely material is loaded with sales appeal. Flip: "The Absence of Lisa" (Greenlight, BMI). **Mercury 72654**

**CLAUS OGERMAN—Lotar's Theme** (Helios, BMI). **RCA VICTOR 9064**

**DANNY WINCHELL—Oidies But Goodies '66** (Bersand Ent./11th Avenue Theatricals, ASCAP). **AUDIO FIDELITY 129**

**PAT COOPER—Pepperoni Kid** (Far-Mel/Ridge, BMI). **UNITED ARTISTS 50113**

**FRANKIE & JOHNNY—Sweet Thang** (Su-Ma/Stuckey, BMI). **INTERNATIONAL ARTISTS 112**

**GRADY LLOYD—Lay Down Your Arms** (Lowery, BMI). **SMASH 2076**

**JOHNNY THOMPSON QUINTET—Promise Her Anything** (Thompson, BMI).

**GUITARVILLE 2126**

## COUNTRY SPOTLIGHTS

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

**BILL ANDERSON—GET WHILE THE GETTIN'S GOOD** (Writer: Anderson) (**Stallion, BMI**)—Right on the heels of his No. 1 hit, "I Get the Fever," Anderson has an equal winner in this well-written original. Should hit hard and fast. Flip: "Something to Believe In" (Stallion, BMI). **Decca 32077**

**STONEWALL JACKSON—STAMP OUT LONELINESS** (Prod. Don Law & Frank Jones) (Writers: Belew-Givens) (**Four Star, BMI**)—This blockbuster Carl Belew material with top Jackson performance should fast surpass his "Blues Plus Booze" hit. Easy rhythm number can't miss. Flip: "Road to Recovery" (Turp Tunes, BMI). **Columbia 43966**

**BURL IVES—LONESOME 7-7203** (Writer: Tubb) (**Cedarwood, BMI**) — Fine, plaintive Justin Tubb ballad and top Burl Ives reading should spiral Ives rapidly up the country chart and spill over into the Hot 100 as well. Strong support from strings, chorus, guitar and piano work. Flip: "Hollow Words" (Acuff-Rose, BMI). **Decca 32078**

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

**GEORGE HAMILTON IV—Urge For Going** (Gandalf, BMI). **RCA VICTOR 9059**

**BOB LUMAN—Hardly Anymore** (Acuff-Rose, BMI). **HICKORY 1430**

**KAY ADAMS—Rocks in My Head** (Bluebook, BMI). **TOWER 305**

**SKEETER DAVIS—Fuel to the Flame** (Combine, BMI). **RCA VICTOR 9058**

## R&B SPOTLIGHTS

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

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

**JAMES CARR—THE DARK END OF THE STREET** (Prod. Quinton Claunch & Rudolph Russell) (Writers: Moman-Penn) (**Press, BMI**)—Hot follow-up to "Pouring Water on a Drowning Man" is this smooth blues ballad with top possibilities for both the r&b and pop charts. The Moman-Penn material is perfect for the Carr styling. Flip: "Loveable Girl" (Rise-Aim, BMI). **Goldwax 317**

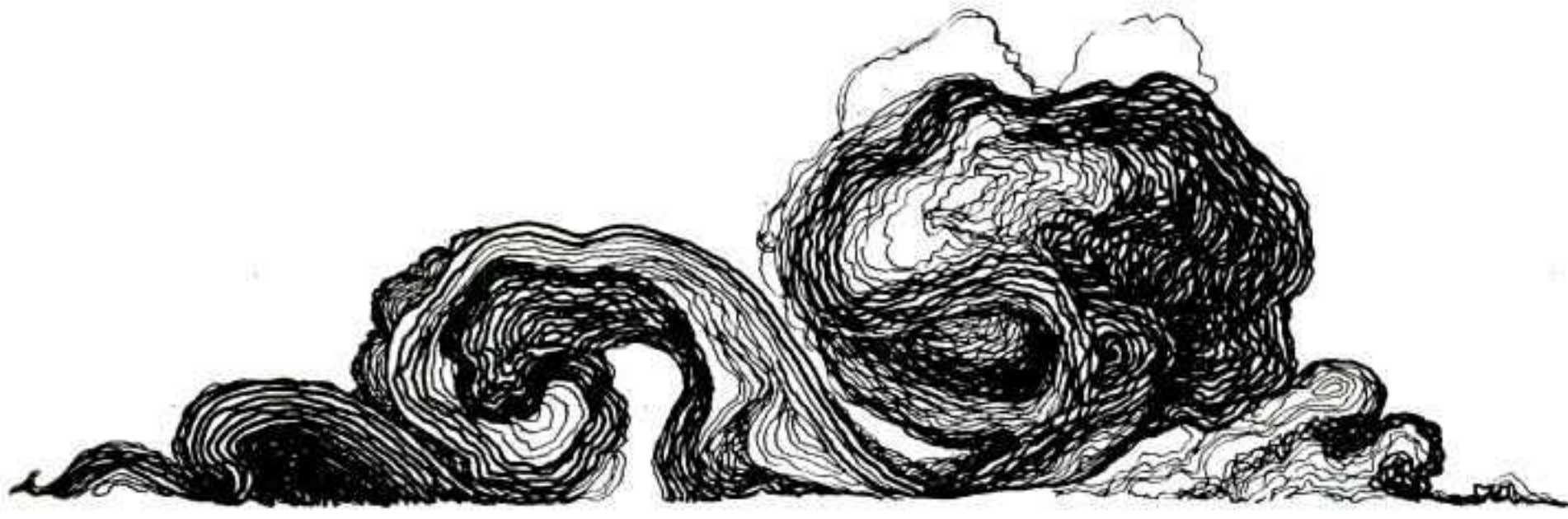
**THE ORIGINALS—GOOD NIGHT IRENE** (Prod. Clarence Paul) (Writers: Ledbetter-Lomax) (**Ludlow, BMI**)—A wild, raucous revival of the Weavers' hit has all the earmarks of an r&b smash with strong possibilities for the Hot 100 also. Fine group, solid beat. Flip: "Need Your Lovin' (Want You Back)" (Jobete, BMI). **Soul 35029**

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

**ATTRACTIONS—Find Me** (Renfro/Aim, BMI). **BELL 659**

JANUARY 7, 1967, BILLBOARD

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# **ECHOES FROM THE THUNDER**

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## **PAUL HAMPTON**

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**“Will we really ever know  
or should we even wonder?  
The way I wonder, have we heard.  
All the Echoes From The Thunder?”**

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# **831**

# Billboard

# HOT 100

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

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

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
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	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist (Producer, Label & Number)	Wk. On Chart
Billboard Award	3	8		I'M A BELIEVER	Monkees (Jeff Barry), Colgems 1002	5
(2)	2	7	30	SNOOPY VS. THE RED BARON	Royal Guardsmen (Phil Gernhard), Laurie 3366	4
(3)	7	14	25	TELL IT LIKE IT IS	Aaron Neville, Parlo 101	6
(4)	3	1	1	WINCHESTER CATHEDRAL	New Vaudeville Band, (Geoff Stephens), Fontana 1362	11
(5)	5	6	9	SUGAR TOWN	Nancy Sinatra, (Lee Hazlewood), Reprise 0527	8
(6)	4	4	6	THAT'S LIFE	Frank Sinatra (Jimmy Bowen), Reprise 0531	8
(7)	10	27	35	GOOD THING	Paul Revere & the Raiders, (Terry Melcher), Columbia 43907	6
(8)	19	24	36	WORDS OF LOVE	Mama's & the Papa's (Lou Adler), Dunhill 4037	6
(9)	15	38	62	STANDING IN THE SHADOWS OF LOVE	Four Tops (Holland & Dosier), Motown 1102	4
(10)	6	2	2	MELLOW YELLOW	Donovan, (Mickie Most), Epic 10098	9
(11)	17	20	32	COMING HOME SOLDIER	Bobby Vinton, (Robert Mersey), Epic 10090	8
(12)	12	17	23	SINGLE GIRL	Sandy Posy, (Chips Moman), MGM 13612	8
(13)	8	10	12	(I Know) I'M LOSING YOU	Temptations (N. Whitfield), Gordy 7057	8
(14)	11	5	4	DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY	Mitch Ryder & the Detroit Wheels (Bob Crow), New Voice 817	13
(15)	23	31	58	TELL IT TO THE RAIN	4 Seasons (Bob Crow), Phillips 40412	5
(16)	16	21	24	TALK TALK	Music Machine (Brian Ross-API), Original Sound 61	9
(17)	13	8	3	GOOD VIBRATIONS	Beach Boys (Brian Wilson), Capitol 5676	12
(18)	18	18	26	CRY	Ronnie Dove, (Phil Kahl), Diamond 214	7
(19)	9	9	10	A PLACE IN THE SUN	Stevie Wonder, (C. Paul), Tamla 54129	9
(20)	37	50	59	GEORGY GIRL	Seniors (Tom Springfield), Capitol 5756	6
(21)	14	11	5	YOU KEEP ME HANGIN' ON	Sopranos (Holland-Dosier), Motown 1101	11
(22)	20	12	7	BORN FREE	Roger Williams (Hy Grillo), Kapp 747	19
(23)	28	33	46	I'VE PASSED THIS WAY BEFORE	Jimmy Ruffin, (J. Dean & W. Weatherberry), Soul 35027	6
(24)	33	45	86	NASHVILLE CATS	Levin' Spoonful (Brik Jacobsen), Kama Sutra 219	4
(25)	22	22	27	I NEED SOMEBODY	? (Question Mark) & the Mysterians, Cameo 441	8
(26)	26	23	29	MUSTANG SALLY	Wilson Pickett, (Jerry Weiler-Rick Hall), Atlantic 2365	7
(27)	27	29	41	EAST-WEST	Herman's Hermits, (Mickie Most), MGM 13639	6
(28)	38	69		COLOR MY WORLD	Patricia Clark (Tony Hatch), Warner Bros. 5882	3
(29)	29	41	49	HELP ME GIRL	Eric Burdon & the Animals (Tom Wilson), MGM 13636	7
(30)	30	40	47	HAPPENINGS TEN YEARS TIME AGO	Yardbirds, (Simon Napier-Bell), Epic 10094	7
(31)	41	60	74	(We Ain't Got) NOTHIN' YET	Blues Magoos (Wyd & Folkman), Mercury 72622	5
(32)	32	48	77	(I'm Not Your) STEPPIN' STONE	Monkees (Tommy Boyce & Bobby Hart), Colgems 1002	4

(33)	43	65		GALLANT MEN	Senator Everett McKinley Dirksen (Arch Lothberg), Capitol 5805	3
(34)	36	46	56	TRY A LITTLE TENDERNESS	Otis Redding (Prod. by Staff), Volt 141	6
(35)	25	15	13	LADY GODIVA	Peter & Gordon (John Burgess), Capitol 5740	14
(36)	42	55	55	THERE'S GOT TO BE A WORD	Innocence, (Ripp-Anders-Poncia), Kama Sutra 214	6
(37)	47	57	73	98.6	Keith (Jerry Ross), Mercury 72629	5
(38)	21	13	11	WHISPERS	Jackie Wilson (Carl Davis), Brunswick 55300	12
(39)	51	61	87	WHERE WILL THE WORDS COME FROM	Gary Lewis & the Playboys (Snuff Garrett), Liberty 5953	4
(40)	24	19	19	MAME	Herb Alpert & the Tijuana Brass, (Herb Alpert), AAM 823	8
(41)	71	86		KNIGHT IN RUSTY ARMOUR	Peter & Gordon (W. H. Miller), Capitol 5808	3
(42)	44	54	63	BLUE AUTUMN	Bobby Goldsboro (Jack Gold), United Artists 50087	5
(43)	58	82	99	STAND BY ME	Spyder Turner (Arnold Geller), MGM 13617	4
(44)	35	35	39	PANDORA'S GOLDEN HEBBIE JEBBIES	Association, (J. Yester), Valiant 735	7
(45)	49	49	48	I FOOLED YOU THIS TIME	Gene Chandler, (Carl Davis), Checker 1155	7
(46)	48	51	51	I (Who Have Nothing)	Terry Knight & the Pack (Terry Knight), Lucky 11 230	9
(47)	54	68	81	I HAD TOO MUCH TO DREAM (Last Night)	Electric Prunes (Damo Prod.), Reprise 0532	5
(48)	64	79	98	LOOK WHAT YOU'VE DONE	Poco Seco Singers (Bob Johnston), Columbia 43927	4
(49)	59	70	83	PAPA WAS TOO	Joe Tex (Luddy Killen), Dial 4051	4
(50)	61	78		HOW DO YOU CATCH A GIRL	Sam The Sham & the Pharaohs (John Kestin), MGM 13649	3
(51)	74	76		GREEN, GREEN GRASS OF HOME	Tom Jones (Peter Sullivan), Parrot 40009	3
(52)	56	56	66	GOODNIGHT MY LOVE	Happenings (Tokers), B. T. Puppy 523	5
(53)	68	81	91	WACK WACK	Young-Holt Trio (Carl Davis), Brunswick 55305	4
(54)	52	53	53	THE EGGLANT THAT ATE CHICAGO	Dr. West's Medicine Show & Junk Band, (T. Mersey), Go Go 100	7
(55)	60	62	68	YOU CAN BRING ME ALL YOUR HEARTACHES	Lou Rawls, (David Axelrod), Capitol 5790	7
(56)	55	58	64	BAD MISUNDERSTANDING	Critters, (Ripp-Anders-Poncia), Kapp 793	6
(57)	63	63	84	KARATE	Emperor's, (George Wilson & Phil Gaber), Mala 543	6
(58)	86			MUSIC TO WATCH GIRLS BY	Bob Crow Generation (Bob Crow), DynoVoice 229	2
(59)	73	75		ANOTHER NIGHT	Dionne Warwick (Burt Bacharach), Scepter 12181	3
(60)	72	72	79	COMMUNICATION BREAKDOWN	Ray Orbison (Russ & Vinnoscu), MGM 13634	5
(61)	70	85	95	GRIZZLY BEAR	Youngbloods (Felix Pappalardi), RCA Victor 9015	4
(62)	62	64	71	BABY WHAT I MEAN	Drifters, (Bob Galle & Tom Dowd), Atlantic 2366	6
(63)	67	71	93	(Open Up the Door) LET THE GOOD TIMES IN	Dean Martin (Jimmy Bowen), Reprise 0538	4
(64)	84	87		IT'S NOW WINTER'S DAY	Tommy Roe (Our Prod.), ARC 10888	3
(65)	91	100		HELLO HELLO	Sopwith "Camel" (Eric Jacobsen), Kama Sutra 217	3

(66)	90			KIND OF A DRAG	Buckingham's (Carl Bonafede & Dan Bellock), U.S.A. 860	2
(67)	95			HEY, LEROY, YOUR MAMA'S CALLING YOU	Jimmy Castor (Johnny Brantly), Smash 2069	2
(68)	66	66	75	THE GIRL THAT STOOD BESIDE ME	Bobby Darin (Koppleman-Rubin), Atlantic 2367	5
(69)	69	73	78	THERE'S SOMETHING ON YOUR MIND	Bobby Ray, (Scott Turner), Imperial 66216	6
(70)	75	88		JUST ONE SMILE	Gene Pitney (Gene Pitney & Stanley Kaban), Musicor 1219	3
(71)	80	83	88	I'M GONNA MISS YOU	Artistics (Carl Davis), Brunswick 55301	4
(72)	81	96		WISH ME A RAINBOW	Gunther Kallmann Chorus, 4 Corners of the World 138	3
(73)	79	84	89	IF YOU GO AWAY	Danita Jo (Bob Morgan-Ted Cooper), Epic 10061	5
(74)	78	80		DAY TRIPPER	Ramsey Lewis (E. Edwards), Cadet 5553	3
(75)	77	77	94	DANCING IN THE STREETS	Mamas & the Papas (Lou Adler), Dunhill 4057	4
(76)	85	95		PUSHIN' TOO HARD	Seeds (Marcus Tybalt), GWP Crescendo 372	3
(77)				WILD THING	Senator Bobby (C & D Prod.), Parkway 127	1
(78)				BRING IT UP	James Brown & The Famous Flames (James Brown), King 6071	1
(79)	88	93		ARE YOU LONELY FOR ME	Freddy Scott (Bart Borne), Shout 207	3
(80)	100			GIMME SOME LOVIN'	Spencer Davis Group (Chris Blackwell & Jimmy Miller), United Artists 50108	2
(81)	83	89		CONSTANT RAIN	Sergio Mendes & Brasil '66 (Herb Alpert), AAM 825	3
(82)				MERCY, MERCY, MERCY	"Cannonball" Adderley (David Axelrod), Capitol 5798	1
(83)	89			I DIG GIRLS	J. J. Jackson (Lem Fouterman), Calla 125	2
(84)				I'VE GOT TO HAVE A REASON	Dave Clark Five (Dave Clark), Epic 10114	1
(85)				OH YEAH!	Joe Cuba Sextet (Pancho Cristal), Tico 490	1
(86)	97	82		YOU GOT ME HUMMIN'	Sam & Dave (Prod. by Staff), Stax 204	5
(87)	87	92		LOOK AT GRANNY RUN RUN	Howard Tate (M. Ragozov), Verve 10464	3
(88)				IT TAKES TWO	Marvin Gaye & Kim Weston (Wm. Stevenson-H. Cosby), Tamla 54141	1
(89)	93			TAKE ME FOR A LITTLE WHILE	Patti LaBelle & the Bluebelles (Bob Galle & Tom Dowd), Atlantic 2373	2
(90)	92			LET'S FALL IN LOVE	Peaches & Herb (Kaprell-McCay), Date 1323	2
(91)				I GOT TO GO BACK	McCays (Boris & Barry Prod.), Bang 538	1
(92)	96			LOVE ME	Bobby Hebb (Jerry Ross), Phillips 40421	2
(93)	94	94		THE SHADOW OF YOUR SMILE	Boots Randolph (Fred Foster), Monument 976	3
(94)				WALK WITH FAITH IN YOUR HEART	Bachelors (Dick Rowe), London 20018	1
(95)	98			TINY BUBBLES	Don Ho & Allis (Burke), Reprise 0507	5
(96)				PRETTY BALLERINA	Loft Banks (Harry Lookofsky), Smash 2074	1
(97)	99			FORTUNE TELLER	HardTimes (Richard Rock), World-Pacific 77851	2
(98)				DEADEND STREET	Kinks (Shel Talmy), Reprise 0540	1
(99)				FULL MEASURE	Levin' Spoonful (Eric Jacobsen), Kama Sutra 219	1
(100)				THERE GOES MY EVERYTHING	Jack Greene, Decca 32023	1

## HOT 100—A TO Z—(Publisher-Licensor)

Another Night (Blue Seal/Asc, ASCAP) 59	I Dig Girls (Manser, BMI) 83
Are You Lonely For Me (Web IV, BMI) 79	I Fooled You This Time (Cashon-Jalyne, BMI) 45
Baby What I Mean (United Artists, ASCAP) 62	I Got To Go Back (Web IV/Trio, BMI) 91
Bad Misunderstanding (Kama Sutra, BMI) 56	I Had Too Much To Dream (Last Night) (Star, BMI) 47
Blue Autumn (Unari, BMI) 52	(I Know) I'm Losing You (Jobete, BMI) 13
Born Free (Screen Gems-Columbia, BMI) 22	I (Who Have Nothing) (Milky Way-Trio-Castillo, BMI) 46
Bring It Up (Dynatone, BMI) 78	I Need Somebody (Screen-Gems-Parkway, BMI) 25
Color My World (Northern, ASCAP) 28	I'm a Believer (Screen-Gems-Columbia, BMI) 1
Coming Home Soldier (Feather, BMI) 11	I'm Gonna Miss You (Jalyne-BRC, BMI) 71
Communication Breakdown (Acutt-Rose, BMI) 40	(I'm Not Your) Steppin' Stone (Screen-Gems-Columbia, BMI) 32
Constant Rain (Peer Int'l, BMI) 81	I've Got To Have A Reason (Brunston, BMI) 84
Cry (Shapiro-Bernstein, ASCAP) 18	I've Passed This Way Before (Jobete, BMI) 23
Dancing In The Streets (Jobete, BMI) 75	If You Go Away (Marks, BMI) 72
Day Tripper (Maclean, BMI) 74	It Takes Two (Jobete, BMI) 88
Deadend Street (Mondrinos/Homa, BMI) 98	It's Now Winter's Day (Low T, BMI) 64
Devil With A Blue Dress On & Good Golly Miss Molly (Jobete-Venice, BMI) 14	Just One Smile (January, BMI) 70
East-West (Man-Ken, BMI) 27	Karate (Wilson, BMI) 57
Eggplant That Ate Chicago, The (Borscht, BMI) 34	Kind of a Drag (Moryan, ASCAP) 64
Fortune Teller (Blair, BMI) 97	Knight In Rusty Armour (Dean Street/Feist, ASCAP) 41
Full Measure (Faithful Virtue, BMI) 99	Lady Godiva (Regent, BMI) 35
Gallant Men (Chappell, ASCAP) 33	Let's Fall In Love (Bourne, ASCAP) 90
Georgy Girl (Chappell, ASCAP) 20	Look At Granny Run Run (Rauner/Rumbalora, BMI) 87
Gimme Some Lovin' (Ezra, ASCAP) 80	Look What You've Done (Packetful of Fanny) (Nema, BMI) 48
Good Thing (Daywin, BMI) 7	Love Me (Act Three-Downstairs, BMI) 92
Goodnight My Love (Captain Marble, BMI) 52	Mame (Morris, ASCAP) 40
Good Vibrations (Sea of Tones, BMI) 17	Mellow Yellow (Donovan Lth, BMI) 10
Green, Green Grass Of Home (Tree, BMI) 51	Mercy, Mercy, Mercy (Zawinski, BMI) 82
Grizzly Bear (Whitfield, BMI) 61	Music To Watch Girls By (SCP, ASCAP) 58
Happenings Ten Years Time Ago (Yardbirds-Faist, ASCAP) 30	Mustang Sally (Fourthmen Hour, BMI) 26
Hello Hello (Great Honesty, BMI) 65	Nashville Cats (Faithful Virtue, BMI) 24
Help Me, Girl, (Burdon) (Heflos, BMI) 29	98.6 (Screen-Gems-Columbia, BMI) 37
Hey, Leroy, Your Mama's Callin' You (Bozart, BMI) 67	(Open Up the Door) Let the Good Times In (Smooth, BMI) 43
How Do You Catch A Girl (Ross, BMI) 50	Oh Yeah! (Cordon, BMI) 85

Pandora's Golden Hebbie Jobbies (Beachwood, BMI) 64	Take Me for a Little While (Lollipop, BMI) 89
Papa Was Too (Treo, BMI) 49	Talk Talk (Thrush, BMI) 16
Place in the Sun, A (Stein-Yaustock, ASCAP) 19	Tell It Like It Is (Oliver, BMI) 3
Pretty Ballerina (Last Day, BMI) 94	Tell It To The Rain (Saturday/Seasons Four, BMI) 15
Pushin' Too Hard (Neil-Seeds, BMI) 76	That's Life (Four Star Television) 4
Shadow Of Your Smile, The (Miller, ASCAP) 92	There Goes My Everything (Blue Crest-Husky, BMI) 100
Single Girl (Combin, BMI) 12	(We Ain't Got) Nothin' Yet (Aonago-Rango, BMI) 31
Snoopy vs. The Red Baron (Fuller/Samphill/Windang, BMI) 43	There's Something On Your Mind (Merceda, BMI) 69
Stand By Me (Progressive/Trio/A.B.T. Ter, BMI) 2	Tiny Bubbles (Granite, ASCAP) 95
Standing In The Shadows Of Love (Jobete, BMI) 9	Try A Little Tenderness (Campbell/Connelly/Robbins, ASCAP) 54
Sugar Town (Criterion, ASCAP) 5	Wack Wack (McLaughlin/Jo Jo, BMI) 33
Talk Talk (Thrush, BMI) 16	Walk With Faith In Your Heart (Tee Pee, ASCAP) 94
Tell It Like It Is (Oliver, BMI) 3	(We Ain't Got) Nothin' Yet (Aonago-Rango, BMI) 31
Tell It To The Rain (Saturday/Seasons Four, BMI) 15	Where Will The Words Come From (Viva, BMI) 29
That's Life (Four Star Television) 4	Whispers (Jalyne-BRC, BMI) 38
There Goes My Everything (Blue Crest-Husky, BMI) 100	Wild Thing (Blackwood, BMI) 77
(We Ain't Got) Nothin' Yet (Aonago-Rango, BMI) 31	Winchester Cathedral (Southern, ASCAP) 4
There's Something On Your Mind (Merceda, BMI) 69	Wish Me A Rainbow (Famous, ASCAP) 72
Tiny Bubbles (Granite, ASCAP) 95	Words of Love (Trowsdale, BMI) 8
Try A Little Tenderness (Campbell/Connelly/Robbins, ASCAP) 54	You Can Bring Me All Your Heartaches (Raw Lou, BMI) 55
Wack Wack (McLaughlin/Jo Jo, BMI) 33	You Got Me Hummin' (Fronto-East, BMI) 86
Walk With Faith In Your Heart (Tee Pee, ASCAP) 94	You Keep Me Hangin' On (Jobete, BMI) 21
(We Ain't Got) Nothin' Yet (Aonago-Rango, BMI) 31	
Where Will The Words Come From (Viva, BMI) 29	
Whispers (Jalyne-BRC, BMI) 38	
Wild Thing (Blackwood, BMI) 77	
Winchester Cathedral (Southern, ASCAP) 4	
Wish Me A Rainbow (Famous, ASCAP) 72	
Words of Love (Trowsdale, BMI) 8	
You Can Bring Me All Your Heartaches (Raw Lou, BMI) 55	
You Got Me Hummin' (Fronto-East, BMI) 86	
You Keep Me Hangin' On (Jobete, BMI) 21	

## BUBBLING UNDER THE HOT 100

101. I WANNA MEET YOU	Cryan Shames, Columbia 43836
102. SMASHED! BLOCKED!	John's Children, White Whale 239
103. WEDDING BELL BLUES	Laura Nyra, Verve Folkways 5024
104. ALL I WANT	James Darren, Warner Bros. 5875
105. THAT'S THE TUNE	Vaguet, Co & Co 242
106. TRAMP	Lowell Fulson, Kent 456
107. PEAK OF LOVE	Bobby McClure, Checker 1152
108. I WISH YOU COULD BE HERE	Cyrla, Columbia 43945
109. SWEETEST ONE	Metron, RCA Victor 8994
110. SKATE NOW	Lou Courtney, Riverside 4588
111. OUR WINTER LOVE	Lettermen, Capitol 5813
112. IT MAY BE WINTER OUTSIDE	Felice Taylor, Mustang 3024
113. THERE GOES MY EVERYTHING	Don Cherry, Monument 989
114. LITTLE BLACK EGG	Nightcrawlers, Kapp 709
115. THEME FROM "THE WILD ANGELS"	Ventures, Delton 327
116. I'M YOUR BREAD MAKER, BABY	Slim Harpo, Excello 2282
117. DANGER! SHE'S A STRANGER	Five Starsteps, Windy C 604
118. AT THE PARTY	Hector Rivera, Barry 1011
119. MUSIC TO WATCH GIRLS BY	Al Hirt, RCA Victor 9060
120. SPOOKY	Mike Sharp, Liberty 53922
121. WE CAN MAKE IT IF WE TRY	Neil Sedaka, RCA Victor 9004
122. SEND IT	Dave Dee, Dozy, Beaky, Mick & Tich, Fontana 1559
123. THE SWEET SOUNDS OF SUMMER	Frankie Laine, ABC 10091
124. HERE COMES MY BABY	Perry Como, RCA Victor 0818
125. HURRY SUNDOWN	Peter, Paul & Mary, Warner Bros. 5883
126. I'M GONNA MAKE YOU MINE	Shadows of Knight, Dunwich 141
127. SIT DOWN, I THINK I LOVE YOU	Mojo Men, Reprise 0539
128. I'LL TAKE CARE OF YOUR CARES	Frankie Laine, ABC 10091
129. THEN YOU CAN TELL ME GOODBYE	Canino, Fraternity 977
130. BY BABY LIKES TO BOOGALOO	Don Gardner, Tru-Glo-Town 501
131. HARD LOVIN' LOSER	Judy Collins, Elektra 45610
132. I'VE LOST MY HEART AGAIN	Jerry Vale, Columbia 43895

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Face With  
Sunshine**

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**YESTERDAY'S  
CHILDREN**

**To Be  
Or Not To Be**

314

**DAVE  
BERRY**

**Picture  
Me Gone**

40010



**THE  
SATELLITES**

**Bodacious**

313

**dRAKE**  
**On The  
Road To  
Mexico**

315

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS  
THIS WEEK

## ★ REGIONAL BREAKOUTS

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

### ALL . . .

James Darren, Warner Bros. 5874 (Marks, BMI) (Chicago)

### IT MAY BE WINTER OUTSIDE . . .

Felice Taylor, Mustang 3024 (Maravilla, BMI) (Philadelphia)

### SIT DOWN, I THINK I LOVE YOU . . .

Mojo Men, Reprise 0539 (Screen Gems-Columbia, BMI) (San Francisco)

### THEN YOU CAN TELL ME GOODBYE . . .

Casinos, Fraternity 977 (Acuff-Rose, BMI) (Pittsburgh)

### SPOOKY . . .

Mike Sharpe, Liberty 55922 (Lowery, BMI) (Baltimore)

### MUSIC TO WATCH GIRLS BY . . .

Al Hirt, RCA Victor 9060 (SCP, ASCAP) (Philadelphia)

### SNOW QUEEN . . .

Roger Nichols Trio, A&M 830 (Screen Gems-Columbia, BMI) (San Francisco)

### SKATE NOW . . .

Lou Courtney, Riverside 4588 (3 Track, BMI) (Seattle)

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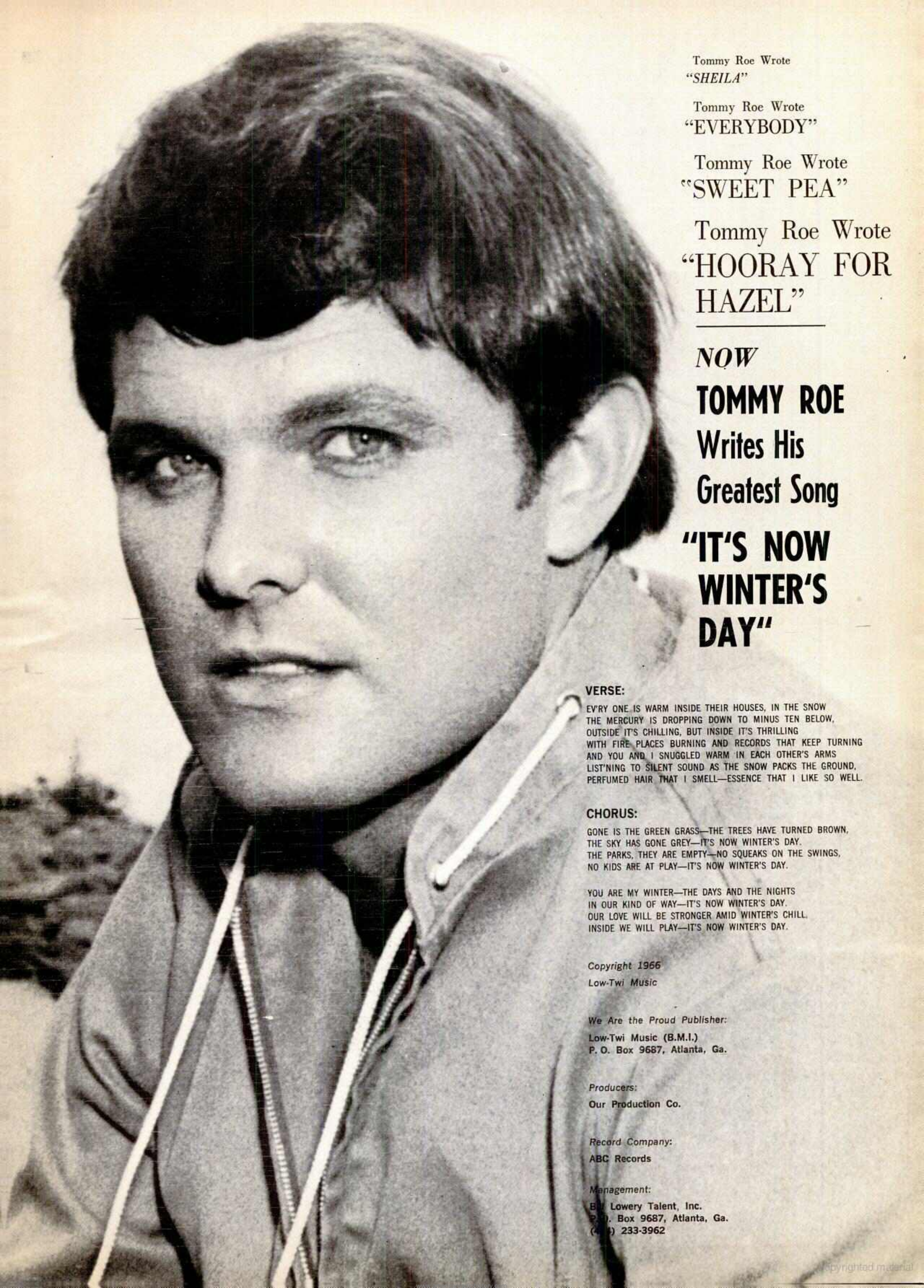
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LOGES	5.00
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## Billboard TOP 40

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	2	3	THAT'S LIFE	Frank Sinatra, Reprise 0531 (Four Star, BMI)	8
2	3	4	4	MAME	Herb Alpert & the Tijuana Brass A&M 823 (Morris, ASCAP)	7
3	4	6	10	SUGAR TOWN	Nancy Sinatra, Reprise 0527 (Criterion, ASCAP)	6
4	5	5	7	GHOST RIDERS IN THE SKY	Baja Marimba Band, A&M 824 (Morris, ASCAP)	7
5	2	1	1	WINCHESTER CATHEDRAL	New Vaudeville Band, Fontana 1562 (Southern, ASCAP)	9
6	7	11	19	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	7
7	9	9	8	HAWAII (Main Title)	Henry Mancini, His Ork & Chorus, RCA Victor 8951 (United Artists, ASCAP)	13
8	14	20	36	GALLANT MEN	Senator Everett McKinley Dirksen, Capitol 5805 (Chappell, ASCAP)	4
9	12	15	24	(Open Up the Door) LET THE GOOD TIMES IN	Dean Martin, Reprise 0538 (Smooth, BMI)	5
10	10	12	13	A MAN AND A WOMAN	Tomiko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)	11
11	6	3	2	GAMES THAT LOVERS PLAY	Eddie Fisher, RCA Victor 8936 (Miller, ASCAP)	12
12	8	7	5	A DAY IN THE LIFE OF A FOOL	Jack Jones, Kapp 781 (United Artists, ASCAP)	12
13	17	18	20	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	6
14	11	8	6	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	22
15	24	30	—	CONSTANT RAIN	Sergio Mendes & Brazil '66, A&M 825 (Pear International, BMI)	3
16	16	19	27	CRY	Ronnie Dove, Diamond 214 (Shapiro-Bernstein, ASCAP)	4
17	19	29	—	COLOR MY WORLD	Petula Clark, Warner Bros. 5882 (Northern, ASCAP)	3
18	20	22	29	IF YOU GO AWAY	Damita Jo, Epic 10061 (Marks, BMI)	6
19	26	28	33	ANYONE CAN MOVE A MOUNTAIN	Harry Simeone Chorale, Columbia 43926 (St. Nicholas & Videocraft, Ltd., ASCAP)	4
20	23	24	26	AMANHA	Walter Wanderley, Verve 10421 (Butterfield, BMI)	6
21	25	26	28	TINY BUBBLES	Don Ho, Reprise 0570 (Granite, ASCAP)	6
22	32	—	—	MUSIC TO WATCH GIRLS BY	Bob Crewe Generation, Dyno Voice 229 (SCP, ASCAP)	2
23	13	10	9	BORN FREE	Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI)	24
24	15	16	16	SPANISH NIGHTS AND YOU	Connie Francis, MGM 13610 (Miller, ASCAP)	8
25	27	27	31	SAMBA DE ORFEO (Black Orpheus)	Brass Ring, Dunhill 4047 (Jungnickel, ASCAP)	6
26	—	—	—	WHAT MAKES IT HAPPEN	Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)	1
27	30	31	32	DOMINIQUE	Tony Sandler & Ralph Young, Capitol 5795 (General, ASCAP)	4
28	28	35	—	DAY TRIPPER	Ramsey Lewis, Cadet 5553 (Maclean, BMI)	3
29	29	39	40	A PLACE IN THE SUN	Stevie Wonder, Tamla 54139 (Stein-VanStoek, ASCAP)	4
30	31	36	38	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	5
31	33	33	34	A MAN AND A WOMAN	Ferrante & Teicher, United Artists 50101 (Northern, ASCAP)	5
32	—	—	—	WEDNESDAY'S CHILD	Ray Coniff, Columbia 43939 (Miller, ASCAP)	1
33	35	40	—	THE SHADOW OF YOUR SMILE	Boots Randolph, Monument 976 (Miller, ASCAP)	3
34	36	—	—	I'M GONNA SIT RIGHT DOWN & WRITE MYSELF A LETTER	Palm Beach Band Boys, RCA Victor 9026 (Ahlert/Warlock, ASCAP)	2
35	—	—	—	THERE GOES MY EVERYTHING	Sue Raney, Imperial 66222 (Blue Crest/Husky, BMI)	1
36	39	—	—	WALK WITH FAITH IN YOUR HEART	Bachelors, London 20018 (Tea Pee, ASCAP)	2
37	38	—	—	KISS TOMORROW GOODBYE	Jane Morgan, Epic 10113 (Camilla, BMI)	2
38	—	—	—	SWEET MARIA	Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI)	1
39	40	—	—	KISS TOMORROW GOODBYE	Lainie Kazan, MGM 13657 (Camilla, BMI)	2
40	—	—	—	I'VE LOST MY HEART AGAIN	Jerry Vale, Columbia 43895 (Bourne, ASCAP)	1

A black and white portrait of Tommy Roe, looking slightly to the left of the camera. He has dark, wavy hair and is wearing a light-colored jacket with a white drawstring.

Tommy Roe Wrote  
"SHEILA"

Tommy Roe Wrote  
"EVERYBODY"

Tommy Roe Wrote  
"SWEET PEA"

Tommy Roe Wrote  
"HOORAY FOR  
HAZEL"

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**TOMMY ROE**  
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Greatest Song

**"IT'S NOW  
WINTER'S  
DAY"**

**VERSE:**

EV'RY ONE IS WARM INSIDE THEIR HOUSES, IN THE SNOW  
THE MERCURY IS DROPPING DOWN TO MINUS TEN BELOW,  
OUTSIDE IT'S CHILLING, BUT INSIDE IT'S THRILLING  
WITH FIRE PLACES BURNING AND RECORDS THAT KEEP TURNING  
AND YOU AND I SNUGGLED WARM IN EACH OTHER'S ARMS  
LIST'NING TO SILENT SOUND AS THE SNOW PACKS THE GROUND,  
PERFUMED HAIR THAT I SMELL—ESSENCE THAT I LIKE SO WELL.

**CHORUS:**

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

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

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Wes Montgomery comes on driving hard in his newest album for Verve, "Tequila" (V8653M; VS8653S). Selections such as "Tequila," "Midnight Mood," "What the World Needs Now Is Love," and "Bumpin' on Sunset" display Montgomery's astounding musical ability and enormous emotional range. "Tequila" marks another step in Montgomery's constant development of his own style of jazz. He calls for a guitar a strong, full throated sound and delivers it with biting intensity. It's a demanding style that only the finest guitar can match. That's why he plays a Gibson . . . the leader in fine guitars. (Advertisement)

## 'Another Hat' Winner of B'way Comedy Derby

NEW YORK—Angel Records had the original cast album of the (Michael) Flanders & (Donald) Swann revue, "At the Drop of Another Hat," available long before the Broadway premiere at the Booth Theater on Dec. 26, but it was hardly a presumption, for the duo from England are a sure thing. In fact, they are the comedy highlights so far this season.

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

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

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

## WHAT DAILIES SAID ABOUT 'ANOTHER HAT'

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

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

**NEWS:** "I'm delighted that producer Alexander H. Cohen has persuaded these charming and mind-resting gentlemen to pay us another visit."

**POST:** "The fact is that one couldn't find a way of having a more delightful evening in the theater than to spend it with Michael Flanders and Donald Swann."

**WORLD JOURNAL TRIBUNE:** "Onstage or off there just aren't two more erudite entertaining and affable companions."

Swann the singer-elf from the piano.

They are a winning combination and should have no trouble enticing theater-goers and record buyers.

MIKE GROSS



RCA VICTOR executives gather around Nina Simone as she signs contract with label. Standing, left to right are: Joe D'Imperio, vice-president, product and talent development; Norman Racusin, division vice-president and general manager; Ernie Altschuler, division vice-president and executive producer; and Danny Davis, pop a&r producer.

## New Denims Hard-Driving, Dressy, Rock 'n' Roll Group

NEW YORK—Hard-driving rock with a touch of soul was offered by the New Denims at Ondine's. The lead singer, Steve Curry, poured his all into the rock program, even winding up tieless and jacketless a la James Brown, by the time the set was over. An exception to the group's hard rock program was Otis Redding's "I've Been Loving You Too Long," with Curry as a throbbing soulful vocalist.

More typical of the general program by the Mercury recording artists was a medley of "Shotgun" and "Midnight Hour." In this, Curry was aided by saxophonist Milton Slone and lead guitarist Frank Fulop on the vocals. Others producing the group's driving sound were organist Howard Schneider, bass guitarist Doug Shaffer, rhythm guitarist Dennis Ganasia, and drummer Lindy Goetz.

While Slone and Fulop moved in their standing spots behind Curry, it was the lead

vocalist who danced, writhed and wailed like James Brown. Although the set did not include any Brown songs, some of the material is in Curry's repertoire. He came on strong in the Rolling Stones' "Satisfaction," which turns up on many rock programs. Slone, an intense musician, wailed on the sax also.

Five members of the combo also backed up a new group, the Criterians, in "Up Tight." The Criterians, a singing and dancing quintet, joined the New Denims, in "Witness" and the finale, "You Gotta Knock, Knock, Knock on Wood." The intensity of this last number was searing as Curry, almost horizontal with the stage, flung off his jacket by its conclusion. Slone was completely oblivious to some clowning in his vicinity as he also was caught up by the music. The group opens at Cheetah on Wednesday (4).

FRED KIRBY

## Miriam Makeba Scores in A Broadened Repertoire

LOS ANGELES — Miriam Makeba, who now records for Mercury, has broadened her repertoire, added an accordionist to her group and is now more effective in communicating with nightclub audiences.

However, adding a Brazilian

folk song and a tune from Broadway, for example, Miss Makeba does not completely avoid her native South African heritage as was evidenced at her Troubadour opening Tuesday (20). African music still dominates but now there is a good contrast for her silken voice which can also rip through a lyric when she needs to.

There is still the fascinating comparison in the vocalist's shy way of introducing her songs and her explosive aggressiveness when she gets moving with a "Mas Que Nada" and offers a somber comparison reading on the plaintive "A Piece of Ground" from the play "Wait a Mime" which deals with apartheid in her home land.

Miss Makeba's trio is truly international in scope, with the amazing Sivuca from Brazil on accordion and guitar. His habit of vocally harmonizing against his own chords adds a catching lilt behind Miss Makeba's own swirling tone. The percussionist is Leopoldo from Puerto Rico (who had trouble finding the right tempo on the star's fast-paced South African opener), and the bassist is Alex Lane from New York City. The "Click Song" from her first LP five years ago is still the major audience grabber although her powerful performance on the ballad "Whose Heart Shall Mourn" also elicited major listener response.

ELIOT TIEGEL

Bobby and Dave signed to Tonorous Records, Chicago-based firm. . . . The Omen, a contemporary rock foursome from New York, has signed with United Artists Records.

## Boston Papers Getting Into Cultural Act; Backing Fests

BOSTON—Newspapers here are getting into the culture business in a big way. Last year the Herald-Traveler ran a Shakespeare festival for high schools that proved so successful that it was repeated this year with equal acclaim. This was followed in 1965 with a jazz festival by the Boston Globe which packed the big War Memorial Auditorium for four performances and showed a sizable profit.

The Globe has another jazz festival scheduled for Jan. 20 and 21. The Herald-Traveler has answered the challenge with the announcement of a music festival scheduled for April 20 through 23, to be known as the American Musical Festival of '67.

It will present in capsule form a four-day program tracing the growth of popular music. It will include Music of the Americas, from Argentina to Nova Scotia, The Frontier Tradition, from Plymouth Rock to Haullabaloo; The Living Blues, from Mississippi Delta to Chicago; and The Mountains and the Plains, The Nashville Sound.

George Papadopoulos has been engaged as producer. He is known as one of Boston's top popular and folk concert impresarios and operates under

Unicorn Presents banner. He also is president of Unicorn Coffee House Productions, publisher of three magazines and head of an advertising agency serving youth in music and the arts.

The festival is being sponsored and underwritten by the Herald-Traveler Corp. which owns three newspapers and a radio and television station.

## Signings

Gene Chandler has been added to the Brunswick roster in label's drive into the rhythm and blues field.

The Toys, who clicked on DynaVoice with "Lover's Concerto" and "Attack," have moved to Mercury Records. . . . Warner Bros. Records has signed the Tokens as independent producers. Disks will be produced through their own Bright Tunes Productions firm. The group originally started out as a vocal group but during the past several years have branched out into a&r work. . . . Vocalist Malcolm Hayes to Liberty with Tommy Oliver as his producer. . . . Bobby Lee has been signed to Gee Records. . . . The Sting Rays of Newburgh to Columbia Records. Their first sides, produced by Howard Roberts, are "Hard, Hard Years" and "If I Wanted Someone."

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# RADIO-TV programming

## Cole Show Go-Go Going Strong 'Dayton Spotlight' Aids Young Talent



CLAY COLE AIMS HIS WPIX-TV DISKOTEK variety show at a variety of audiences. One show, for example, featured Tony Bennett of Columbia Records whose records always boom to the top of Billboard's Easy Listening Chart. Another show featured Mitch Ryder (at right with Cole), whose latest record went to No. 4 on Billboard's Hot 100 Chart—"Devil With a Blue Dress On & Good Golly Miss Molly" on the New Voice label.

By CLAUDE HALL

NEW YORK — While many record bandstand TV shows—especially on a national level—have been ailing, and some have dropped completely out of the running, Clay Cole's "Diskotek" show on WPIX-TV is not only in excellent health, but coming up with sizable ratings in prime time against strong competition.

On a given week recently, the show faced in its first half-hour such competition as local NBC-TV and CBS-TV newscasts and reruns of "No Time for Sergeants." In the second half-hour, Cole ran up against more CBS-TV news, an old movie, and a special on the Vietnam war.

But, in spite of this, Cole has climbed steadily upward in ratings from an eight last year to some very respectable 15's this year. In a recent Arbitron, the show was hit by "No Time for Sergeants," but recovered to go ahead, leading the metropolitan-produced show.

### Important for Talent

These high ratings mean, of course, that the show has become more important than ever to the record industry as a means of exposing an artist or a new record. At the moment, negotiations are underway with a couple of firms regarding syndication of the show, which would make it even more valuable for exposure.

The show has contributed to the fame of many of today's major acts. "It used to be difficult to obtain big acts for the show," said host Clay Cole, "because of the competition. Other TV show like 'Hullabaloo' and 'Shindig' could offer them much more money. We were forced to take unknown acts. Fortunately, they've become big name groups—the Rolling Stones, for example, made their first TV appearance in the U. S. on our show. We also featured the Lovin' Spoonful in those early days of their career." Other artists who owe a lot to

Cole include Brian Hyland, Bobby Vee, Johnny Tillotson, Jack Jones and Noel Harrison. Now, of course, groups from all over the country strive for a chance to be on the Cole show, realizing what an impact it has on the nation's No. 1 record market. He gets 10 requests a day from groups or their managers, many who are as famous in their own areas as the Beatles.

### Over-Produced

Lloyd H. Gaynes, executive producer at WPIX-TV, felt that one of the handicaps of many of the bandstand type TV shows that fell by the wayside were that they were over-produced. Many advertising agencies are now leary of the shows remaining.

Cole felt that, with the general trend being against the shows from the advertising level, "It's even more rewarding to be hot. Creatively, I've always fought for an honest approach in the show. The average age of the staff is 23. With the other shows, somebody had a conception of what the kids wanted . . . a false conception of the screaming deejay, the screaming Go-Go girls, everybody screaming. No ups, no downs. On our shows, we take time to introduce the acts and get involved with them. We treat all performers with respect. Try to keep up with the trends in music." The show is produced by Barry Glazer. The format of the show has a lot to do with its success, Cole felt. "You put a group like the Rolling Stones on a glassy floor and they seem out of place. Our show resembles a discotheque, an act seems at home there."

### Atmosphere

To keep up with the discotheque atmosphere, Cole and his entire staff are constantly touring the myriad of New York discotheques. Cole, who has recorded for Imperial and Roulette Records, has a nightclub act; he served as a host at the World discotheque on Long Island for 15 weeks during the summer, then worked six weeks at Action City, another discotheque in Brooklyn. Just last week, he opened Clay Cole's Land of a Thousand Dances at the Essex House in Newark, the side of the former Carousel Room. Cole will supervise, make appearances, and book the acts. The Shangri-Las and the Duprees are booked for New Year's Eve; last week Johnny Maestro and the Crests of Cameo - Parkway Records along with the Uncalled For of Date Records appeared.

Both Cole and the show's

producer, Glazer, have one thing in common—both are former NBC page boys. Cole started out in show business as a kid actor on a soap opera radio show in Youngstown, Ohio. Then he got on a WKBN-TV show there at 14 years old. Later he switched to WFMJ-TV in the same city, after that came his stint as an NBC-TV page boy. He finally landed a show Saturday nights on WJAR-TV in Providence, R. I. Next came three years with WMTA-TV in New York; when the station switched to educational coverage, he switched to WPIX-TV, where he's been the past four years. He believes that it was a summer stint as host of teen shows at Palisades Amusement Park, N. J., that brought him to the attention of TV executives. He was in the "Twist Around the Clock" movie.

Glazer, after finishing up at Indiana University, became a guide at NBC. Then he acted in commercials and bit TV parts for three years before coming to WPIX-TV about four years ago in operations. He worked his way up to producer-director of the Cole show.

### Other Stalwarts

Other stalwarts in the show include Judi Jones, the talent

(Continued on page 39)

## WNVY List Is Expanded

PENSACOLA, Fla.—WNVY beaming 1,000 watts, has just expanded its playlist from 40 to 80 records a week. Operations manager J. J. Jeffrey said the Hot 100 format station has "adopted a hip, uptown approach to modern radio." The station uses a softer sound 6 a.m. to noon, rocks in the afternoon and evening, then goes r&b from midnight to 6 a.m. Thom Smith is program and music director. Air personalities include Dick Haist, Ken Glenn, Smith, Jeffrey, Doc Holliday, and Wally the Cat Mercer. Rick Roberts and Bob Hill handle weekend chores.

## WLIB in Boost

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

DAYTON, Ohio—WING, a 24-hour Hot 100 format station, hinges its audience appeal on two factors—an expanded playlist and boosting local record talent.

"For a long time," said program director Jerry Kaye, "we avoided locally produced records. But there are between 300 and 400 bands in the area and a lot are cutting records. So we decided to give some of the better local groups record exposure by placing their records on the bottom of our surveys."

This has created a lot of listener excitement, said Kaye. The feature, billed as the "Dayton Spotlight," is good for young talent who really need a push. The record chosen will get as many as 10 plays a day. Bie record last week was Brenda Lee Jones' "You're the Love of My Life Now."

Music director Mark Scott said that another very hot local group was the X-Cellents with "Hang It Up." The record is doing "very well here and in Cincinnati," he said. The Casinos on Fraternity Records with "Then You Can Tell Me Good-bye" got their first break on WING and now the record is happening all over, the station said. Other groups who've received aid from WING include the Music Explosion with "Little

Black Egg" and the Night Crawlers on Kapp Records.

Kaye expanded the station's playlist in July from 30 records to 40, plus "as many extras as necessary to make sure the market is being serviced by us." This can include as high as 20 extras. . . . there's no limit, he said. The reason for the extra number of records being played is twofold—first, to build up the station's audience. Second, "Things are breaking so fast today in the record market, you can't possibly hope to be on top with everything when using a limited playlist," said Kaye.

## BATTLE OF DJ'S HELD IN OHIO

MIDDLETOWN, Ohio — It was a "Battle of the Deejays" last week here as Tom Kennington and Jerry Kaye joined forces at a record hop. Kennington is music director of WSAI in Cincinnati; Kaye is program director of WING in Dayton. Both stations beam into the Middletown market. City fathers held the joint hop as a trial and, if it works, the two air personalities could do the hop on a regular basis.

## Blavat Shifts Show Over to WFIL-TV

PHILADELPHIA — TV personality Jerry Blavat is shifting his bandstand show over to WFIL-TV, the Triangle station, and will launch his new show with an hour prime time live color special Jan. 21 featuring a giant line-up of record acts.

Triangle will also syndicate the new show; in addition, it will be carried on the Triangle

TV stations. Besides WFIL-TV, these include WNHC-TV, Hartford—New Haven, Conn.; WNBC-TV, Binghamton, N. Y.; WFBG-TV, Altoona-Johnstown, Pa.; KFRE-TV, Fresno, Calif.; and WLYH-TV, Lancaster, Pa.

Blavat was host of "Disco-Phonic Scene" on WCAU-TV, Philadelphia, since March 1965; the show was placed in syndication by Seven Arts in March 1966. His new WFIL-TV show will be seen each Saturday afternoon via tape on "a dozen outlets" as well as the six Triangle stations.

Producer for the new hour-long series will be Lew Klein; Triangle director of programming Tom B. Jones will serve as executive producer.

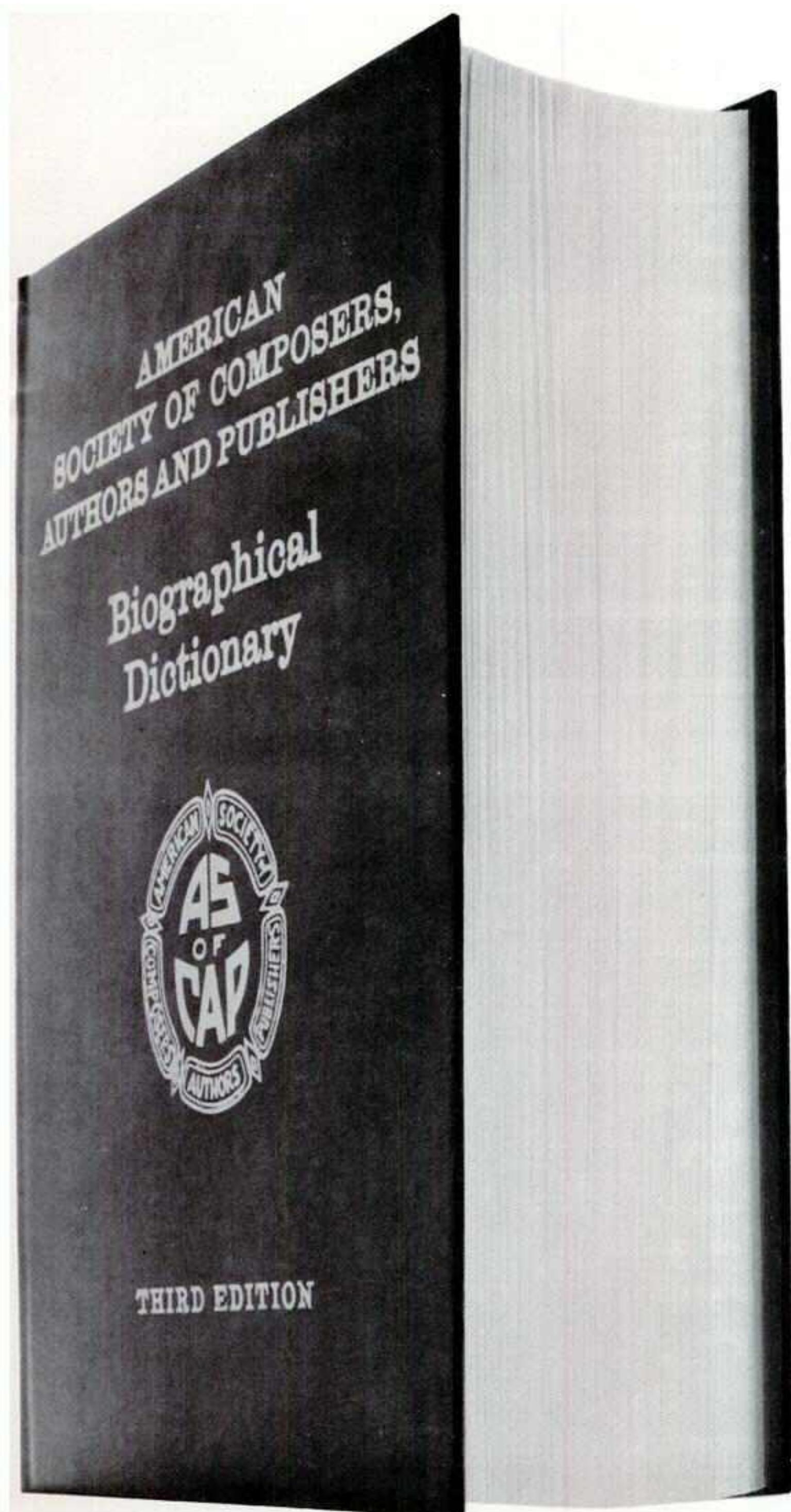
For Blavat, who'll retain his radio show on WCAM in Philadelphia, the move to WFIL-TV marks a return home. He started his career at the station as assistant on the Dick Clark "bandstand" series. He's leaving WCAU-TV Jan. 14. His new show will have a new title and some alterations in format.

Jones said that "Triangle is exploring the Blavat personality to develop additional properties for this versatile talent outside the teen area." Money, according to Blavat was not the reason for the move. "I want to develop something more than just a rock 'n' roll show. I have been offered that opportunity, and the chance to experiment, by Tom B. Jones, Triangle's director of programming, and WFIL-TV station manager George A. Koehler."

## Bishop Show to Bow on April 17

HOLLYWOOD — ABC-TV's late-night network color variety series, "The Joey Bishop Show," bows April 17. Paul Orr, who produced the Jack Paar version of the "tonight show," will produce; Regis Philbin will serve as regular announcer. The show will air 11:30 p.m. to 1 a.m. EST, originating in Hollywood.

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## VOX JOX

Russell G. Gast has been appointed station manager of WOW, Omaha, Neb. . . . WFRC, Reidsville, N. C., has switched to a country music format and assistant manager J. David Bradsher would like new singles and albums. The station serves Piedmont, N. C., and southern Virginia. . . . Larry H. Israel has been appointed president of Westinghouse Broadcasting Station Group, a new management function; further corporate realignment within the station group resulted in Joel Chaseman being named vice-president of radio and James E. Allen as vice-president of TV, both newly created positions.

(Continued on page 39)

Billboard SPECIAL SURVEY for week ending 1/7/67

## TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	2	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Olrap, BMI)	6	26	38	WACK WACK Young Holt Trio, Brunswick 55305 (Yo Ho, BMI)	3
2	1	(I Know) I'M LOSING YOU Temptations, Gordy 7057 (Jobete, BMI)	7	27	21	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	13
3	4	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	9	28	23	DON'T BE A DROP-OUT James Brown & His Famous Flames, King 6065 (Dynatone, BMI)	13
4	5	A PLACE IN THE SUN Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	8	29	34	I'VE PASSED THIS WAY BEFORE Jimmy Ruffin, Soul 35027 (Jobete, BMI)	3
5	3	YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BMI)	9	30	18	AM I A LOSER Eddie Holman, Parkway 106 (Harthon/Cameo-Parkway, BMI)	9
6	10	TRY A LITTLE TENDERNESS Otis Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	5	31	—	TRAMP Lowell Fulson, Kent 456 (Modern, BMI)	1
7	7	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	10	32	26	WE GOT A THING THAT'S IN THE GROOVE Capitols, Karen 1526 (McLaughlin, BMI)	6
8	11	MUSTANG SALLY Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BMI)	6	33	27	CRY LIKE A BABY Aretha Franklin, Columbia 43827 (Blackwood, BMI)	8
9	9	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	7	34	28	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamelrosa, BMI)	15
10	6	(Come 'Round Here) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BMI)	7	35	31	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	6
11	16	YOU GOT ME HUMMIN' Sam & Dave, Stax 204 (Pronto/East, BMI)	5	36	37	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	4
12	19	ARE YOU LONELY FOR ME Freddie Scott, Shout 207 (Web IV, BMI)	4	37	42	KARATE Emperors, Mala 543 (Wilson, BMI)	4
13	15	BACK IN THE SAME OLD BAG AGAIN Bobby Bland, Duke 412, (Don, BMI)	15	38	40	YOU CAN BRING ME ALL YOUR HEARTACHES Lou Rawls, Capitol 5790 (Raw-Lou, BMI)	4
14	20	STANDING IN THE SHADOWS OF LOVE Four Tops, Motown 1102 (Jobete, BMI)	3	39	50	LOOK AT GRANNY RUN RUN Howard Tate, Verve 10464 (Ragmar-Rumbalero, BMI)	2
15	12	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	14	40	41	DO IT RIGHT NOW Roscoe Robinson, Wand 1143 (Flomar-Scoe, BMI)	4
16	8	I'M READY FOR LOVE Martha & the Vandellas, Gordy 7056 (Jobete, BMI)	9	41	—	TELL DADDY Clarence Carter, Fame 1010 (Fame, BMI)	1
17	17	I'M YOUR PUPPET James & Bobby Purify, Bell 649 (Fame, BMI)	16	42	—	MERCY, MERCY, MERCY "Cannonball" Adderley, Capitol 5798 (Zawinul, BMI)	1
18	22	PEAK OF LOVE Bobby McClure, Checker 1156 (Chevis, BMI)	9	43	43	ALVIN'S BOO-GA-LOO Alvin Cash & the Registers, Mar-V-Lus 6014 (Vapac, BMI)	4
19	32	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	3	44	44	BABY WHAT I MEAN Drifters, Atlantic 2366 (United Artists, ASCAP)	5
20	25	MY BABY'S GONE Donald Height, Shout 204 (Web IV, BMI)	7	45	47	MAN OR MOUSE Junior Parker, Duke 413 (Don, BMI)	3
21	29	PAPA WAS TOO Joe Tex, Dial 4051 (Tree, BMI)	3	46	48	OH YEAH Joe Cuba Sextet, Tico 490 (Cordon, BMI)	2
22	13	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BMI)	20	47	49	AT THE PARTY Hector Rivera, Barry 1011 (Twin, BMI)	2
23	14	HOLY COW Lee Dorsey, Amy 965 (Marsaint, BMI)	8	48	—	YOU NEED CONFIDENCE Van Dykes, Mala 549 (Aim/Cha-Stew, BMI)	1
24	30	HEY LEROY, YOUR MAMA'S CALLING Jimmy Castor, Smash 2069 (Bogart, BMI)	2	49	—	SKATE NOW Lou Courtney, Riverside 4588 (3 Track, BMI)	1
25	39	THAT'S LIFE Frank Sinatra, Reprise 0531 (4 Star, BMI)	4	50	—	CROSS CUT SAW Albert King, Stax 201 (Beckie, BMI)	1

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Billboard SPECIAL SURVEY for week ending 1/7/67

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
Billboard Award	1	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	4	15	12	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S)	19
2	10	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	4	16	16	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	19
3	3	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	19	17	18	CARLA Carla Thomas, Stax 709 (M); SD 709 (S)	12
4	5	AWAY WE A' GO-GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	4	18	19	AND NOW! Booker T & the MG's, Stax 711 (M); S 711 (S)	6
5	5	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	8	19	21	SPELLBINDER Gabor Szabo, Impulse A 9123 (M); AS 9123 (S)	2
6	2	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	16	20	22	ROUGH 'N' TUMBLE Stanley Turrentine, Blue Note BLP 4240 (M); BST 84240 (S)	2
7	4	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	37	21	17	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	14
8	8	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	20	22	24	WHISPERS Jackie Wilson, Brunswick DL 54122 (M); DL 754122 (S)	2
9	15	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	8	23	23	GOLDEN SWORD Gerald Wilson, Ork., Pacific-Jazz PJ 10111 (M); ST 20111 (S)	20
10	7	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	8	24	—	DOUBLE TROUBLE Sam & Dave, Stax 712 (M); 712 (S)	1
11	11	WE'LL BE BACK Players, Minit LP 40006 (M); LP 24006 (S)	8	25	25	TURNING POINT Jimmy Holiday, Minit LP 40005 (M); LP 24005 (S)	2
12	13	"BUCKET" Jimmy Smith, Blue Note BLP 4235 (M); BST 84235 (S)	6				
13	9	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	27				
14	14	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABCS 550 (S)	15				




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## London Initial Stereo Treasury Series a Bargain in Treasures

NEW YORK—London's new low price line, the London Stereo Treasury Series, is being launched this week with an impressive lineup of outstanding

recordings by some of the top conductors of the stereo era. While only one of the initial 15 titles has not previously been issued here, there will be more

new material later. Among the list of leading conductors are Ernest Ansermet, Josef Krips, Fritz Reiner, Rafael Kubelik, Georg Solti and Sir Adrain Boult.

The largely instrumental line features a heavy diet of symphonic and ballet music in its first issue. Utilizing only stereo pressings of material originally waxed in stereo, remastering in England has resulted in excellent sound, comparable to regular-priced London frr product.

Leading off the list is the only package of the first group, a four-LP set of the four Brahms symphonies with Kubelik leading the Vienna Philharmonic. Long considered one of the finest treatments of these standards, this reissue more than lives up to expectations in all respects, including performance and sound.

### 3 by Tchaikovsky

The three Tchaikovsky warhorse symphonies also come off well in single disks. Krips leads a first-rate performance of the Vienna Philharmonic in a first-rate performance of the "Symphony No. 5," while Jean Martinon turns in a typically competent job with the "Symphony No. 6 Pathétique" with the same orchestra. The "Symphony No. 4" is ably presented by Albert Wolff and the Paris Conservatoire orchestra.

Another familiar symphony given an excellent treatment is Dvorak's "Symphony No. 9 (New World)." Kubelik and the Vienna Philharmonic capture the full sweep of a work played often, but rarely as well. Special mention should be made of the offering of the Berlioz "Symphonie Fantastique," a moving rendition by Aulfo Argenta and the Paris Conservatoire Orchestra. A better version is almost impossible to imagine.

Two Mendelssohn favorites also are on the list of top performances. Solti conducts the Israel Philharmonic in a lively coupling of that composer's "Symphony No. 4 (Italian)" and Schubert's "Symphony No. 5." The only concerto in the initial release features the superb Campoli in Mendelssohn's "Violin Concerto" with Boult and the London Philharmonic. The well-known piece includes a glowing Andante with the violinist in top form. Soloist and orchestra also team for a fine Bruch "Scottish Fantasy" completing the disk.

### Shorter Symphonies

Three shorter symphonies are  
*(Continued on page 31)*

## HELSINKI WILL TOUR THE U. S.

HELSINKI—The first American tour of the Helsinki Philharmonic will begin in February 1968 under the aegis of the Judd, Ries and Dahlgren Division of Columbia Artists Management. The orchestra, under the direction of Jorma Panula, will tour for eight weeks. Arto Noras, winner of the cello competition in last year's Tchaikovsky contest in Moscow, will be soloist.

## 3 Col. Albums Will Mark Casals 90th

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

Violinist Isaac Stern, who represented Mayor John Lindsay of New York, presented Casals with a Handel Medalion. A formal reception and ceremonies followed

## Wagner Fest on As Scheduled

BAYREUTH—The Bayreuth Richard Wagner Festival management announced that the festival will be presented as scheduled in 1967 despite the death of Wieland Wagner.

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

Karl Boehm will conduct the first and second performances of the complete "Ring of the Nibelung," Otmar Suitner the third. The Parsifal performances are to be conducted by Pierre Boulez and Tannhauser by Christoph von Dohnanyi.

Gertrude Wagner will carry on Wieland's work at Bayreuth with the choreographic sector in which she assisted him. At present, Mrs. Wagner is helping to stage Salome by Richard Strauss in Geneva in a production created by Wieland before his death in October.

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

a surprise concert during which Mieczyslaw Horszowski, Eugene Istomin, Alexander Schneider, Rudolf Serkin and Stern were featured in a performance of "Happy Birthday" arranged by Manos Hadjidakis, who wrote "Never on Sunday." Stern and Istomin also played Casals' "Violin and Piano Sonata." The chorus of Puerto Rico's Conservatory of Music also participated in the program.

Thomas Frost, Columbia Masterworks a&r producer, presented Casals with "Casals—A Living Portrait," a special album containing public and private statements by the musician on a variety of subjects, as well as musical excerpts performed or conducted by Casals. The LP will be a bonus record with two of the Casals' releases.

Also participating in last Thursday's activities were Vice-President Hubert Humphrey; Roger Stevens, chairman of the National Council of the Arts and President Johnson's assistant for the arts; Mayor Dona Felissa Rincon of San Juan; and Puerto Rican Governor Robert Sanchez Vilella, who acted as official host. In addition to Thursday's celebration, a concert honoring Casals was presented last Tuesday (27) under Mayor Rincon's auspices at the Tapia Theater here.

NEW YORK—The three albums being issued by Columbia  
*(Continued on page 31)*

## Karajan Will 'Combine' 3 Media In a Lab Test

By OMAR ANDERSON

BERLIN—Herbert von Karajan has announced plans to make his Easter musical festival at Salzburg a grand experiment in co-operation among the record industry, the music stage and television.

Karajan said in an interview with the West Berlin radio station, Sender Freies Berlin (SFB), that he regarded the three media as basically a single merchandising unit.

Karajan gave as an example the production of Wagner's "Walkure" which he will stage at the Salzburg Easter Festival. He said that the "Walkure" production would appear first as an album for Deutsche Gramophon, then would be staged at Salzburg, and finally would be filmed for TV.

Karajan contended that such "total merchandising" was not only practical but absolutely essential in view of the high costs connected with staging opera.

### Fit Together

Karajan said that the three media fit together, and cited as an example the phonograph recording and the stage production. He said recording in effect was a type of rehearsal for the staging, and by the same token the staging prepared the film production.

The conductor explained that he was producing the Wagner's "Walkure" at Salzburg as an Easter festival so as not to conflict with the Wagner summer festival at Bayreuth. Karajan noted that there was a "gentleman's agreement" between Bayreuth and Salzburg whereby Salzburg consigns Wagner exclusively to Bayreuth for the summer.

He said this was a sound arrangement and should be continued. However, he recalled his tenure with the Vienna opera and said he was nostalgic for the opportunity to conduct Wagnerian opera again. This is  
*(Continued on page 31)*

## Casado Dies In Madrid

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

Casado made his American debut in 1936 with the Philharmonic Symphony under Sir John Barbirolli at Carnegie Hall. He also played under Lamoureux, Furtwaengler, Beecham, Weingartner, Wood and Arbos. His compositions included "Rapsodia Catalana," three string quartets, a trio of violin, piano and cello, and a number of smaller pieces. He also made cello transcriptions of several works composed for other instruments.

He specialized in chamber music in his later years. During his career, he played with such artists as Yehudi Menuhin, Artur Rubinstein and Harold Bauer. His available solo recordings are on Vox, while he also is listed in trio with Menuhin and Louis Kentner on Angel. Casado is survived by his widow.



HANNY STEFFEK listens as conductor Charles Mackerras stresses an important passage during a recording session of Gluck's "Orfeo ed Euridice" at the Vanguard recording studios in Vienna. Miss Steffek sings Amore in the two-LP Back Guild package, which also features Maureen Forrester as Orfeo and Teresa Stich Randall as Euridice. The musicians are members of the Vienna State Opera Orchestra.

## Classical Notes

Colin Davis debuts at the Metropolitan Opera Jan. 20, conducting the new production of Britten's "Peter Grimes." The cast will include Lucine Amara, Lili Chookasian, Jon Vickers and Geraint Evans. . . . Regina Resnik will appear with the Chicago Symphony, performing the solo in Mahler's "Symphony No. 3" in three March concerts. . . . Eugene Ormandy will conduct the Washington National Symphony Jan. 28 in a benefit concert for the pension fund of the orchestra's musicians. . . . Soloists for the

Jan. 31 Philharmonic Hall performance by the Little Orchestra Society of Delius' "Mass of Life" will be Leonora Lafayette, Helen Watts, Murray Dickie and Raimund Herinx. Thomas Scherman will conduct.

Peter Frankel makes his American symphonic debut on Thursday (5) with George Szell and the Cleveland Orchestra in Mozart's "Concerto for Piano and Orchestra in E Flat, K. 482." The program will be repeated on Saturday (7). Frankl also will appear with Szell  
*(Continued on page 31)*



VLADIMIR HOROWITZ plays before a packed house at Carnegie Hall. Columbia Records plans to release an album of the concert early this year. Horowitz played before two sold-out houses, giving three encores at each.

# Col. to Mark Casals' 90th

• Continued from page 30

bia Masterworks to commemorate the 90th birthday of Pablo Casals all are stimulating sets. The product is being shipped to dealers early this month. In two, Casals conducts the Marlboro Festival Orchestra in spirited performances of well-known works. The third features first recordings of two vocal collections, one composed by the maestro.

The only multiple set, a two-LP package, has Casals conducting a vibrant, dramatic treatment of Bach's "Four Orchestral Suites." Tempos are strong without loss of the sweetness of color of the music. The orchestral sound also is remarkable in an LP coupling Beethoven's "Symphony No. 8" and Mendelssohn's "Symphony No. 4 (Italian)" as Casals' expert direction breathes life into the warhorses.

Each of these two releases includes a bonus recording of Casals discussing his career and his outlook on music. This interesting disk, which includes narration by Isaac Stern, also has snatches of Casals' music and the maestro in rehearsals.

The third disk includes the first recording of six Casals songs, four in Catalan and two in Spanish. Soprano Olga Iglesias handles all six capably and sensitively. Her strong high tones serve her well as does her technique. Particularly moving is "Tres Estrofas de Amor (Three Verses of Love)," which was dedicated by the Puerto Rican poet Thomas Blanco to the composer's wife. Mieczyslaw Horszowski supplies the excellent piano accompaniment. The songs were recorded under Casals' supervision.

Also new to records is another collection on the LP. Mendelssohn's "Six Duets, Op. 63," well sung in German by soprano Benita Valente and Ilona Kombrink. Rounding out the multilingual album is Dvorak's "Four Duets for Soprano and Tenor, Op. 20." Mary Burgess and Jon Humphrey, singing in Czech, also do well. Luis Battle is the competent accompanist for the Mendelssohn and Dvorak works.

FRED KIRBY

## Karajan Will Combine Media In a Lab Test

• Continued from page 30

the motivation for his production of Wagner as an Easter festival at Salzburg.

### Serves as Lab

In effect, Karajan's production of Wagner at Salzburg this Easter will serve as a laboratory for the conductor's conviction that phonograph records, the opera and concert stage, and TV form a cultural trinity to be produced and merchandised as a single unit.

Karajan scoffed at the notion that the public likes its culture to be compartmented and traditional. He said the public is far more elastic and appreciative of innovation than are the critics.

He gave as an example the outcry that greeted his decision to introduce to the German-language market recordings of Italian operas in the original

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	1	21	21	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	15	21	21	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	26
2	2	22	27	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	8	22	27	REVERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	17
3	3	23	11	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	20	23	11	ORFF: CARMINA BURANA Sarsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	16
4	6	24	23	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	11	24	23	BERNSTEIN CONDUCTS IVES New York Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	33
5	5	25	20	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	13	25	20	MAHLER: SYMPHONY NO. 10 (2-12" LP's) Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	40
6	4	26	22	MAHLER: SYMPHONY NO. 7 (2-12" LP's) New York Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	13	26	22	IVES: MUSIC FOR CHORUS Gregg Smith, Columbia ML 6321 (M); MS 6921 (S)	4
7	7	27	25	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	39	27	25	PUCCINI: MADAME BUTTERFLY (3-12" LP's) Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	14
8	28	28	29	HANDEL: MESSIAH (2-12" LP's) Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	3	28	29	BEETHOVEN: MISSA SOLEMNIS (2-12" LP's) New Philharmonic Orch. & Chorus (Klemperer), Angel B 3679 (M); SB 3679 (S)	4
9	8	29	33	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	13	29	33	ART OF SERGE KOUSSEVITZKY (3-12" LP's) Boston Symphony Orch., RCA Victor VCM 6174 (M); (No Stereo)	2
10	9	30	30	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	40	30	30	HANDEL: WATER MUSIC Concertgebouw Orch. of Amsterdam (Eduard Van Beinum), Philips World Series, PHC 9016 (M); PHC 9016 (S)	4
11	13	31	26	ORFF: CARMINA BURANA New Philharmonic Orch. (De Burgos), Angel 36333 (M); 36333 (S)	20	31	26	MAHLER: SYMPHONY NO. 6 (2-12" LP's) Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	29
12	12	32	32	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	11	32	32	MOZART: COSI FAN TUTTE Various Artists, Glynnbourne Festival Orch. (Busch), Turnabout TV 4120-22 (M); (No Stereo)	3
13	17	33	31	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	19	33	31	WAGNER: LOHENGRIN (5-12" LP's) Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	14
14	16	34	34	SMETANA: MY FATHERLAND (2-12" LP's) Czech Philharmonic (Ancerl), Crossroads 22260001 (M); 22260002 (S)	7	34	34	MOZART: PIANO CONCERTOS, VOL. II (3-12" LP's) Lili Kraus/Vienna Festival Orch., Epic SC 6054 (M); BSC 156 (S)	3
15	10	35	40	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	27	35	40	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	7
16	14	36	37	BACH: LUTE SUITES NOS. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	18	36	37	IVES: SYMPHONY NO. 4 American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	4
17	15	37	35	NIELSEN: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6882 (S)	14	37	35	BARBER: CONCERTO FOR CELLO AND ORCHESTRA Musica Aeterna Orch. (Waldman), Decca DL 10132 (M); DL 710132 (S)	7
18	18	38	36	VERDI: NABUCCO (3-12" LP's) Suliotis, Gobbi, Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	19	38	36	BAROQUE GUITAR Julian Bream, RCA Victor LM 2878 (M); LSC 2878 (S)	30
19	19	39	38	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	20	39	38	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	4
20	24	40	39	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	17	40	39	BARBER: MEDEA'S MEDITATIONS & DANCE OF VENGEANCE, OP. 23 New York Philharmonic (Schippers), CBS 32110005 (M); 32110006 (S)	5

## London Initial Stereo Treasury Series a Bargain in Treasures

• Continued from page 30

included in the only pressing not previously available here. "Music in London 1670-1770" with Emanuel Hurwitz and the English Chamber Orchestra. The major piece is J. C. Bach's "Symphony in E for Double Orchestra, Op. 18 No. 5." The chamber group, which is excellent throughout, offers a sterling reading of the melodic courtly work. The other two symphonies on the LP are by William Boyce, his "Symphony No. 1" and "Symphony No. 4," both delights. Two other lively pieces are Purcell's "Chaconne" from "The Fairy Queen" and Arne's "Overture No. 4 in F."

Italian. Karajan overrode objections and his Deutsche Grammophon albums of Italian opera in Italian have been a spectacular sales success in the German market.

Rounding out this interesting pressing are Charles Avison's "Concertation No. 13 in D for Strings" and music from Matthew Locke's "The Tempest."

Two real gems is of the ballet group led by Ernest Ansermet with his L'Orchestre de la Suisse Romande. One is the "Pulcinella Suite" paired with the symphonic poem "Song of the Nightingale" on a Stravinsky coupling. Founded on originals by Pergolesi, the ballet suite is a stunner as is the flip side.

The other first-class Ansermet contribution is Manuel de Falla's "El Amor Brujo" with its famous "Ritual Fire Dance," is paired with Falla's puppet opera "El Retablo de Maese Pedro (Master Peter's Puppet Show)" with Argenta turning in another top job in this Don Quixote story, this time leading the National Orchestra of Spain. The competent soloists are Rai-

munde Torres, Julita Bermejo and Carlos Munguia.

Martinon expertly conducts the Paris Conservatoire Orchestra in Adam's "Giselle," while Solti conducts the Israel Philharmonic in the Rossini-Respighi "La Boutique Fantasque" to complete the full-length ballet group. Completing this latter LP is Dukas' well-known "Sorcerer's Apprentice."

The last two pressings also feature dance melodies, including a Johann Strauss collection by Krips and the Vienna Philharmonic. "The Emperor Waltz" has never sounded better. Also included are the "Acceleration Waltz," "Roses From the South," "Pizzicato Polka," composed with Josef Strauss, and "The Blue Danube Waltz," the title selection. Another lively disk has Reiner leading the same orchestra in Brahms' "Hungarian Dances" and Dvorak's "Slovakian Dances." At a \$2.49 list, the Stereo Treasury Series is quite a bargain, well able to compete for the budget dollar. London's next entry, the Stereo Opera Series, is eagerly awaited.

FRED KIRBY

## Classical Notes

• Continued from page 30

and the Cleveland in his New York debut on Feb. 13 at Carnegie Hall. . . . The world premiere of Tibor Serly's "Concertino 3 X 3 for Piano and Orchestra" is slated for next Friday (13) by the Syracuse Symphony. The work also will be performed by the orchestra on Jan. 14. . . . Francesco Molinari-Pradelli will conduct his first "Il Trovatore" at the Metropolitan Opera on Jan. 25, the first performance of the work in the new opera house. The cast will include Martina Arroyo, Richard Tucker, Biserka Cvejcic, Robert Merrill and Raymond Michalski.

Zvi Zeitlin will play Schoenberg's "Violin Concerto" with the New York Philharmonic under Leonard Bernstein in four concerts beginning on Thursday (5). . . . Harpsichordist Fernando Valenti performed with Louis Lane and the Cleveland Orchestra on Sunday (1) in a baroque program.

FRED KIRBY

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 of Billboard Top 100 chart for week ending January 7, 1967. Columns include Rank, Title-Artist, Label & No., and Wks. on Chart. Top entries include 'THE MONKEES' at #1 and 'S.R.O.' at #2.

Table of Billboard Top 100 chart for week ending January 7, 1967. Columns include Rank, Title-Artist, Label & No., and Wks. on Chart. Top entries include 'DEAN MARTIN'S T.V. SHOW' at #57 and 'HUMS OF THE LOVIN' SPOONFUL' at #78.

Table of Billboard Top 100 chart for week ending January 7, 1967. Columns include Rank, Title-Artist, Label & No., and Wks. on Chart. Top entries include 'THE YOUNG RASCALS' at #109 and 'GREATEST HITS OF ALL TIMES' at #103.



**"She's"**

**Single record #55939**

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**Del Shannon**

**And headin' for the charts**

**Produced and written by Tommy Boyce and Bobby Hart**



# ALBUM REVIEWS (continued)



## INTERNATIONAL SPOTLIGHT

### BACKUS IN DIE OHREN

Gus Backus. Polydor 249 065 (S)

The young German star is showcased in a sparkling and delightful program of schlagers, which will do well in many areas of the country. The 14 selections include a bright "Bohnen in die Ohren" (Beans in My Ears) and Terry Gilkyson's "Im Hafen von New York," featured in the film "Windjammer." The program is well balanced with varying tempos and moods and the result is highly potent package.

## 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.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

#### GALLANT MEN

Senator Everett McKinley Dirksen, Capitol T 2643 (M); ST 2643 (S) (300-02643-3; 300-02643-5)

#### HERE WHERE THERE IS LOVE

Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S) (805-00555-3; 805-00555-5)

### ★ 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.

#### IF I WERE A CARPENTER . . .

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

#### BOOTS WITH STRINGS . . .

Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S) (675-08066-3; 675-18066-5)

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

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

#### WINCHESTER CATHEDRAL . . .

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

#### "I DO! I DO!" . . .

Original Cast, RCA Victor LOC 1128 (M); LSO 1128 (S) (775-01128-3; 775-01128-5)

#### WHISPERS . . .

Jackie Wilson, Brunswick BL 54122 (M); BL 754122 (S) (235-54122-3; 235-754122-5)

#### DOUBLE TROUBLE . . .

Sam & Dave, Stax 712 (M); 712 S (S) (833-00712-3; 833-00712-5)

#### SEE REVERSE SIDE FOR TITLE . . .

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



## SPECIAL MERIT PICKS

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



### CLASSICAL SPECIAL MERIT

#### HANDEL: XERXES (Highlights)

Various Artists/Vienna Radio Orchestra (Priestman). Westminster XWN-19115 (M); WST-17115 (S)

A well-chosen group of 12 selections from Westminster's complete "Xerxes." All soloists do well under the competent Handelian direction of Brian Priestman. Featured are Maureen Forrester, Lucia Popp, Maureen Lehane, Mildred Miller, Marilyn Tyler, Owen Brannigan and Tom Hemsley. Credit also should be given the contribution of harpsichordist Tom Hemsley.



### CLASSICAL SPECIAL MERIT

#### MENDELSSOHN: CHAMBER MUSIC, Vol. 1 (3 LP's)

European Quartet. Vox VBX 581 (M); SVBX 581 (S)

These six quartets composed at various times in the composer's life, are given a tasty reading, full of color and harmonious sparkle. It's indeed a three record set full of pleasant surprises by a fine group.



### CLASSICAL SPECIAL MERIT

#### J. S. BACH: KEYBOARD MUSIC, Vol. IV (3 LP's)

Martin Galling. Vox VBX 437 (M); SVBX 5437 (S)

Volumes III and IV are issued in separate three-record sets in a continuation of the high quality that marked the two previous volumes. Galling illustrates the technical points with precision and his technique is astounding.



### LOW PRICE CLASSICAL SPECIAL MERIT

#### FAVORITE OVERTURES

Royal Philharmonic (Beecham). Pickwick/33 PC-4035 (M); SPC-4035 (S)

Beecham's mastery makes this set of five overtures a pleasure to listen to. The opener is the familiar "La Gazza Ladra," expertly played as the equal familiar "Midsummer Night's Dream," but, it is the novelties like "The Fair Melusina" that make this a desirable set.



### LOW PRICE CLASSICAL SPECIAL MERIT

#### MOUSSORGSKY-RAVEL: PICTURES AT AN EXHIBITION/RAVEL: BOLERO

Royal Philharmonic (Goossens). Pickwick/33 PC-4031 (M); SPC-4031 (S)

The Royal Philharmonic, with "Pictures at an Exhibition" and Ravel's "Bolero," should attract wide interest. As regular-priced merchandise, the album was a strong seller. As budget merchandise it should be at least as strong.

*(Continued on page 39)*



## Attention all writers and publishers!

# Are you losing performance fees by not joining ASCAP?

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

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

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

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

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

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

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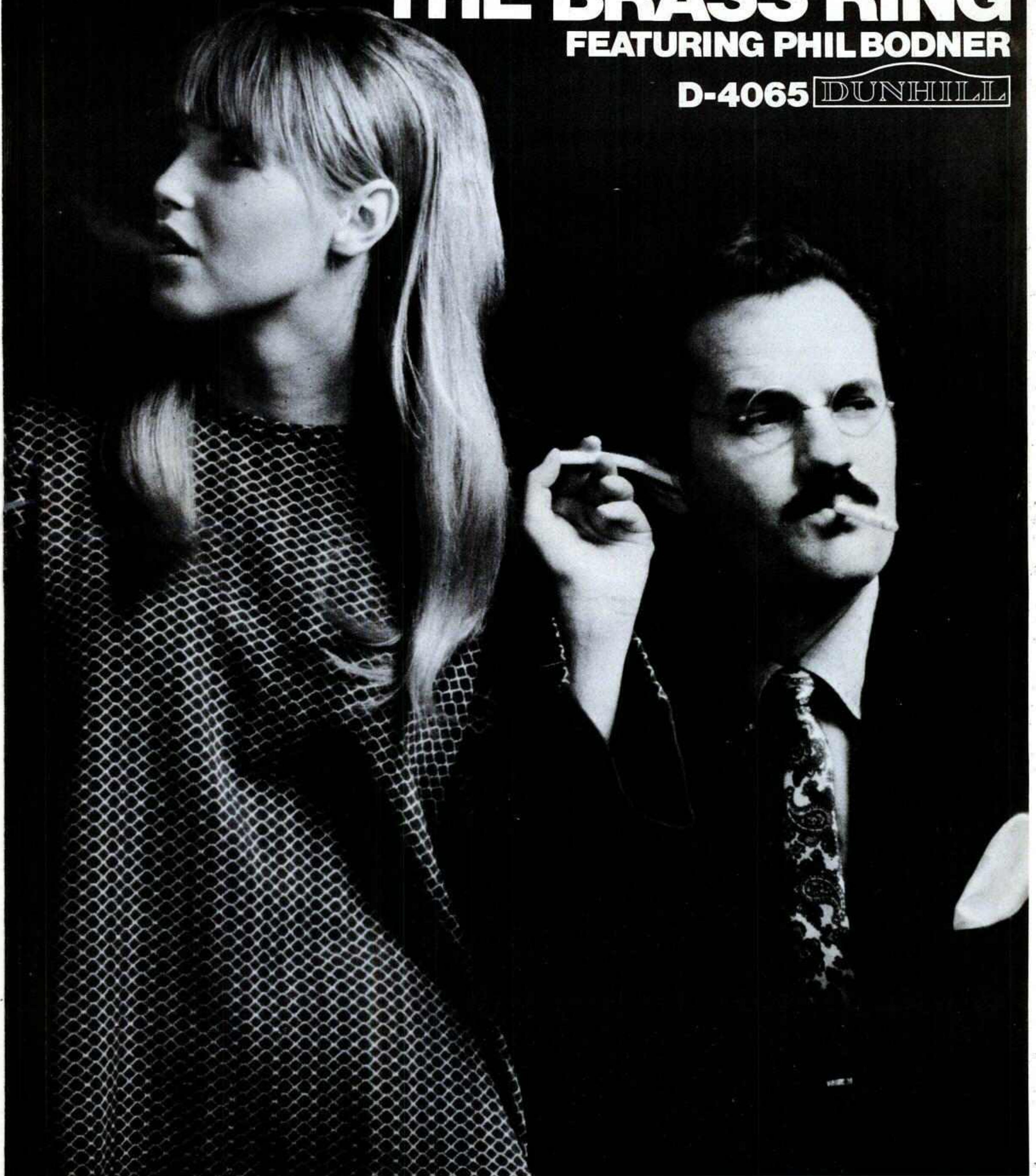
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## 1966 Vintage Year for Germany

• Continued from page 1

over the preceding year, amounting to 12.8 million records against 10.8 million for 1965. These figures are for the period January through October.

German disk executives were encouraged that singles sales not only held up well but showed a slight gain over 1965—from 19.2 million records to 19.5 million, a gain of about 2 per cent.

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

### Budget LP

This has been the year not only of the LP in West Germany but also the year of the budget

LP. For the first time, all major German disk companies have introduced and pushed the sale of budget LP's (most of them priced at \$2.45).

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

A spectacular example in this field has been Electrola's Volksplatte selling at \$2.45. The Volksplatte has sold 400,000 copies since being introduced last September. These booming sales have not damped the sale of Electrola's regular-price LP repertory, which showed substantial gains as well in 1966.

### Sees Good Year

Electrola's sales chief, Wilfried Jung, looks for another good year in 1967. While the German economy shows signs of leveling off from the hectic

boom of recent years, Jung believes that the German disk business has achieved sufficient momentum to carry on to at least moderate gains in the year ahead.

Jung points out that records are reasonably recession-proof and that the downturn in the German automobile and steel industries are no sure guide for developments in the disk industry.

Jung forecasts a sales increase of from 3 to 5 per cent.

Teldec's sales director, Artur Waizenegger, is similarly optimistic. He believes that the thrust achieved by the German disk companies in recent years will propel them to further, if modest, gains next year, and that the disk business will outperform the German economy as a whole. Waizenegger looks for continued gains on the LP sector, but he believes it is important that singles sales also be pushed. While there is a tendency on the part of some

(Continued on page 41)



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

## German Phono Assn. Acquires Publication

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

Its editor will be Just Ptach, the present publisher. Other staff will be Brigitte Weckelmann (pop), Dr. Hans Koeltzsch (classical) and Siegfried Schmidt-Joos (jazz). Christian Torsleff, a former German Billboard correspondent, will handle the record releases section. "Schallplatte" will have 52 pages. Present circulation is understood to be around 5,000. With its dramatic layout and large page-size, "Music" was launched in September 1965, as a competitor to "Musikmarkt," published in Munich.

Germany is currently bulging with magazines orientated at various aspects of the music business.

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

Though the boom is over, several teen-age publications are flourishing. Leader is "Bravo" (peak circulation 955,000). "Musik Parade OK" (300,000) made notable progress after being bought by German newspaper magnate Axel Springer. The new "OK" chief editor is Gunter Arendt, a former Teldec press officer and TV producer.

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

## 11% Sales Hike Spurs RCA Mex.

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

The only Mexican record company with regional sales offices, RCA put additional muscle into five-man, one-supervisor sales centers in Guadalajara and Monterey as well as beefing up the sales force in the capital. Louis Couttolenc, president, said, "The two cities represent 32 per cent of our sales. Nationwide, Mexico City accounts for 52 per cent of sales with the rest of the nation bringing in the other 48 per cent."

One of the most important changes during the year was the move from relying on catalog to an aggressive search for talent. Young artistic directors here as well as "talent scouts"

on a freelance basis, throughout the nation have brought in such new groups as La Compara Universitaria de La Laguna, Los Comanches, Los Gorriones del Topo Chico, Las Hermanas Jimenez, Hermanas Cueva and Los Tres Con Ellai. Latter group did a disk in English.

### Promotes Talent

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

Most successful records during the year include the runaway "Strangers in the Night" by Marco Antonio Muniz, original soundtrack of "The Sound of Music," a Brass Rings EP, sales by the Rondalla Tapatilla, "Baile del Ano" by Pablo Beltran Ruiz and his orchestra, and such Walt Disney records as "Mary Poppins."

RCA Victor Mexicana has neither distributors nor rack (Continued on page 41)

## France '66: EP's Dip; Classical Up

• Continued from page 1

and one 7-inch record featuring Catherine Sauvage singing "The Poetry of Aragon," with some comments from the poet himself on one record.

### New Sleeve

CBS classical sales were stimulated by a new sleeve format under a Great Interpretations Series title. A CBS four-record subscription offer of Stravinsky's

works made in November is reported to be selling at a significant pace. A selling idea which is proving successful and will be employed more during 1967 is the coffret or box method. Each box contains three or four records by one particular artist or different ones. These boxes are being utilized in both pop and classical markets by Vogue and Philips respectively.

Philips introduced some important sales techniques during 1966. All its 12-inch album repertoire was priced at \$3.90 from Feb. 1, resulting in an sales increase of 276 per cent since. Philips also launched its musicassettes during the year, and inaugurated a credit culture scheme whereby customers can obtain coffrets (boxes) of records on a hire purchase system.

### CBS France

Due to the termination of a distribution contract with Odeon, CBS lost the Beatles during the year, but increased its share of the market by 40 per cent. It signed Les Compagnons De La Chanson, who scored two big hits with "La Chanson De Lara" and "Yellow Submarine," and another signing, Guy Beart, had a hit with his first release "Il Fait Toujours Beau Quelque part." Leading CBS mood music maestro Caravellis' repertoire was released in 27 countries worldwide.

Vogue's aggressive summer campaign was outstanding. The firm claims to have cornered a major portion of the total record sales during the period, and enjoyed good sales success with Petula Clark, Frank and Nancy Sinatra, Françoise Hardy, Pierre Perret, and Udo Jurgens, who won the 1966 Eurovision song contest with Merci Chervis. Petula Clark's total record sales throughout the world reached 5 million.

All the companies hope for maintained and increased business during 1967. CBS attributes much of its 1966 success to the emergence of new artists, and expects the discoveries to prosper during 1967, mentioning Joe Dassin, Minouche Borelli, Rosy Armen, Patrick Abrial, Claire Chevalier and Tshura. The most immediate item of Vogue's 1967 plans is participation in MIDEM, the Cannes International Disk market, from Jan. 30 to Feb. 4, where it will have an imposing roster of artists including Petula Clark, Françoise Hardy, Pierre Perret, Aimable, Dionne Warwick and Nini Rosso.

## COL., MELODIA TO MAKE SPOT SONGFEST SCENE

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

Singers have already entered from Britain, Canada, Mexico, Switzerland, Libya, Israel, San Marino and Malta. The number of participating countries has now reached 16.

Maurice Chevalier has been invited as a guest of honor by the organizing committee, and Orbis, the Polish tourist office, is arranging special festival tours for foreign visitors. The Finnish Radio Service will also take part.

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

## CUANDO CALIENTA EL SOL

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ANITA BRYANT, Columbia recording artist, poses with Bob Hope shortly before boarding a jet recently to Vietnam. Columbia Records donated 400 copies of her latest album "Mine Eyes Have Seen the Glory" for Vietnam. She sang numbers from the album for the servicemen.

## EMI's Finland & Norway Branches Handle Prestige

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

The changeover became effective Sunday (1). Sonet will continue handling Prestige in

Sweden, but the label is now being marketed by EMI licensee Westerlund in Finland and Carl M. Iversen in Norway.

EMI affiliates in Scandinavia will continue representing Disneyland disk product, following renewal of the contract with the Disneyland London office.

Local language versions of "Snow White" and "Winnie the Pooh," using the original musical backing tracks, have been

## 3 Execs Form Record Firm

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

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

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

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

## Samana in N. Y. Seeks Expansion

AMSTERDAM — Iramac's president, S. S. A. Samana, is visiting New York for two weeks to meet American labels for representation in Europe.

His trip is part of Iramac's plans for rapid expansion, and Samana will also have talks concerning the representation of the Iramac label in the U. S. and Canada.

recorded and released in Finland and Denmark. The Disney "Mary Poppins" film soundtrack LP will remain on the HMV label.

## From The Music Capitals of the World

### BRUSSELS

Ardmore and Beechwood has signed an agreement with Editions Francobel (Paris) for the exclusive publishing rights to Dick Rivers' songs in Belgium and Holland. Ardmore and Beechwood also has exclusive Belgian rights for "Sag Mir Wie" and "Liebe Das Heisst Glauben" by Udo Juergens, and Dutch and Belgian rights for "Cherish" by the Association. . . Felix Faecq, World Music and Palette Records general manager, has completed a two-week business trip to North America, visiting Montreal, Toronto and New York. At his Zodiac Music outlet office in New York, Faecq talked with several leading American music executives, including Dave Kapp.

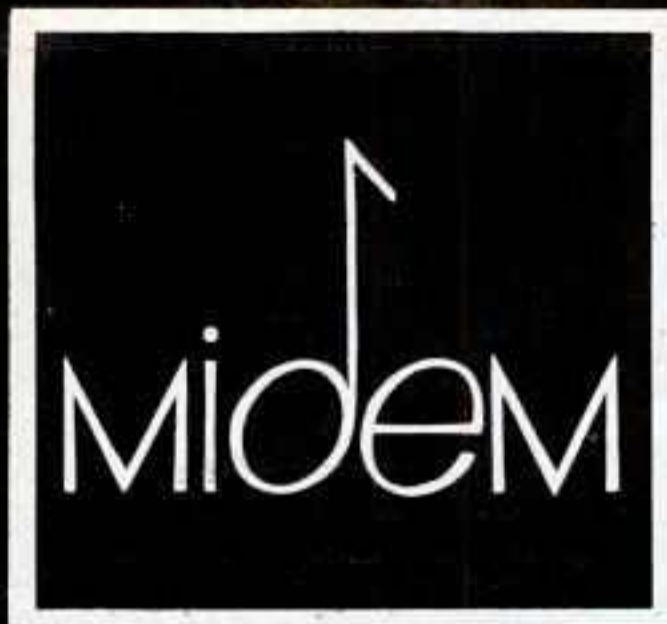
Jerry Blaine (Jubilee), Howie Richmond (TRO), Sal Chiantia (Leeds) and Irwin Robinson (Screen Gems). As president of the Authors Rights Society Sogedi, Faecq met Rosalie Miller of the American Mechanical Rights Agency (AMRA) and music business attorneys Harold Orenstein and Allen Arrow. Roland Kluger, World Music and Palette assistant manager, has also completed business visits to the West Coast, Nashville and New York.

Britain's Tom Jones (Decca), Cat Stevens (Dream), the Small Faces (Decca), Beverley (Dream) and Spain's Los Bravos (Barclay) spent three days at Knokke starring in a tele-recording of a major New Year's Eve show screened by *(Continued on page 38)*

## Record Sales In Mexico

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

RPM	Type	Total
78		600,000
45	Single	4,000,000
45	Ex. Play	4,750,000
33	Economy	2,000,000
33	Standard	2,800,000
33	Imported	250,000



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## From The Music Capitals of the World

• Continued from page 37

Flemish TV (BRT). . . . "A Taste of Hawaii" by the Waikikis and "Guantanamera" by Digno Garcia are the first of another batch of Palette albums set for American release. . . . Vogue has released the Frank Sinatra success "That's Life" here and a coupling by Les Sunlights of "Grand Jacques" and "Monsieur Dupont." . . . Polygram has released the first **Perre Grignard** LP, following the artist's single success with "Drunken Sailor."  
**MIMI SMITH**

### CHICAGO

Hot-jazz trumpeter **Nappy Trotter** is jobbing around the Chicago area. Nappy, who lives in Evanston, Ill., knows 'em all: **Art Hodes**, **George Brunis**, **Jack Teagarden**, **Clancey Hayes**, **Joe and Marty Marsala**, **Bobby Hackett**. At 52, Nappy's chops are strong as ever. Old buddies can give Nappy a ring at UN 4-2257. . . . The shake-up continues at WCPL radio here, with **Ken Draper** emerging on top as both general manager and program director. Ex-g.m. **Tom Haviland** has moved laterally into the TV division; sales manager **Armand Belli** is out; news director **Bob Moore** is out and word is that air personality **Jim Runyon** will be en route to Boston soon. . . . **Dee Dalquist** of the Playboy p.r. staff is going to the staff of Kup Show, assisting **Paul Frumpkin**. . . . "Breakfast Club" will be graced by vocalist **Andra Willis** the weeks of Jan. 16 and Jan. 23. She's the wife of **Roy Kohn**, manager, Southern Library of Recorded Music. . . . Lyric Opera chorus auditions commence Saturday, Jan. 7, at 1 p.m. at the Opera House, 20 North Wacker Drive, Room 631. Chorus job pays \$1,100 up for the season. Maestro **Michael Lepore** will personally hear each auditioner. . . . WOOD-TV in Grand Rapids, Mich., went all-out to air the Dec. 16 interview with Grand Rapids astronaut **Roger Chaffee** the same day it was held in Houston. News

director **Dick Cheverton** and crew boarded a Lear Jet at noon, caught the news conference in Houston at 2 p.m. and flew back with the film in time for the evening news. . . . A second World Teenage Show is to be held June 23-July 2 at McCormick Place. **Harold D. Caldwell** is chairman of the board of the event. **George Koehnke** has been named director of contests and special events for the show. . . . **Eva Dolin** reports that jazz star **Roland Kirk** has been a sensation on a current European tour. Philips of Holland has reissued Kirk's "We Free Kings" and Prestige has reissued his "Kirk's Works" album. And in January Atlantic is to release Kirk's new album since he left Mercury. . . . VPMT broadcast its annual all-night edition of "The Midnight Special" New Year's Eve. **Norm Pellegrini** and **Ray Nordstrand** hosted and local entertainers dropped by the studio.  
**RAY BRACK**

### COPENHAGEN

Skandinavisk Grammophon has renewed the contract with the **Red Squares**, a British group resident in Denmark since last February. They recorded for the Columbia label here, and their new LP will also be released in Britain.

### LONDON

The new U. S. children's label **Rocking Horse**, manufactured and distributed by Chess Records, is planning to release records featuring characters from the top U. K. children's TV show, **Thunderbirds**. Since the records were first launched by **Pye** here on the Century 21 label in October 1965, they have sold 250,000 copies. **Pye** also reports strong sales in Australia, the Middle and Far East plus Gibraltar, Cyprus and Malta.

The next **Rolling Stones**' single couples "Let's Spend the Night Together" and "Ruby Tuesday." It will be released mid-January in Britain and an album is planned for a month later. **Harold Davidson** has set a string of U. S. jazz attractions for 1967 British tours. He begins with the **Woody Herman Band** (Jan. 21), **Albert Nicholas** (Jan. 27), **Duke Ellington Orchestra** (Feb. 5), **Henry Allen** (Feb. 17), **Buddy Rich Band** (March 31) and **Eddie Miller** (March 31). In most cases continental dates are also involved. Three key dates in the Ellington tour will be shared with **Ella Fitzgerald** and one teams the band with the **London Philharmonic Orchestra**. . . . The British Radio Equipment Manufacturers Association, which represents 32 major companies, has dropped its case to retain resale price fixing of its products. . . . **Louis Bellson** is due back here in the spring to complete recording a drum duet album with **Eric Delaney** for independent producer **Derek Boulton**. . . . **Eric Morcombe** and **Ernie Wise**, top British comedians, made an LP which they licensed to Philips for the U. K.

BBC Radio has compiled a one-hour program from tapes it made at the 1966 Bealieu World Folk Festival. Among those featured are **Tom Paxton** and **Julie Felix**. . . . Disk imports moved to John Dalton Street, Manchester. . . . **Sheila Southern** appears at a German press ball Jan. 28. . . . "Best of the Beach Boys" LP, originally compiled by EMI as a DJ sampler and then released, nears 100,000 sales. . . . The Music for Pleasure budget line has secured material for second **Nat Cole** and **Sarah Vaughan** albums. Last Cole LP on the label topped 100,000. It is also dipping into archives for a 1933 **Coleman Hawkins**' album and similar vintage **Jessie Matthews** following earlier success with nostalgia-type releases.

**Tom Jones** is set to get a gold disk for million sales in Britain



**PATTI PAGE** listens to a playback of her first release in the German language. She recorded "Almost Persuaded" in German for CBS Schallplatten while in Germany last month.

alone of "Green Green Grass of Home." By Christmas it had already sold well clear of 850,000 in U. K. and world sales had already passed a million. . . . EMI's licensed product division is re-promoting **James and Bobby Purify's** single "I'm Your Puppet" on the Stateside label (taken from Bell in the U. S.). It was originally issued in November, but the division claims that its hit potential is so strong that it is worth a second promotion drive. . . . The first mono sampler record from EMI's stereo series Studio 2 has been distributed to disk jockeys, producers and program planners to promote the major stereo line. . . . **Embert** is negotiating a special deal for U. S. release of its record by model **Twiggy**. It will be released in Britain and by usual licensees in Europe and elsewhere on Jan. 20. . . . Independent French producer **Alain Bloublil** (who records **Antoine** for **Vogue**) and **Jacques Wolfsohn** who records **Francoise Hardy** came here for talks with **Pye** on plans for English recordings by their artists and to discuss British promotion for their recordings. . . . EMI is plugging "My Girl of the Month of May," originally the coupling of **Dion and the Belmonts** ABC single "Berimbau" (HMV here), following pirate radio promotion for the flip side. . . . "I Can't Stop" by new group the **Senate**, which was written and produced by **Ben E. King** on a recent visit, will be issued by EMI here Jan. 13.

**Billy Fury** signed a world wide five-year contract with EMI, after completing eight years with British Decca. His records will be issued by Capitol in the U. S.; previously they were on London. His first single set for the end of January release is "Hurting Is Loving" a **Peter and Gordon** composition.

**Terry King**, manager of the **Fortunes** (released on Press in the U. S.) and **Pinkerton's Colours** (Parrot), visited Germany and Holland to set up European tours for his acts. King has just returned from a two-week trip to the U. S. where he talked with London Records' **Walt Maguire** and with executives of **Cameo-Parkway**. He also fixed another Coca-Cola commercial for the **Fortunes**. **GRAEME ANDREWS**

### NEW YORK

**Anita Kerr** will be choral director and arranger for the **Smothers Bros.** forthcoming CBS-TV series. . . . **Scandore & Shayne** Management have set **United Artists Records'** **Pat Cooper** for three weeks at **Blinstrub's** in Boston beginning Monday (9). . . . **The Four Seasons**.  
*(Continued on page 41)*

### Iverson Honors Inger Jacobsen

**OSLO**—The **Iverson** label marked **Inger Jacobsen's** 25th anniversary as a singer with an LP release and a lunch in her honor. The album is named after her latest singles success, "Vinden Gir Svar" (Blowing in the Wind). She was presented

## 2,000 SALESMEN 'SOLD' ON GERMAN SCHOOL IN 1966

**BAYREUTH**—The West German record industry's trade school for retail sales personnel, the Phonofachschule Bayreuth, trained nearly 2,000 record sales personnel in the year just ended—a new peak.

The school offered a variety of courses suited to the varying requirements of the retail trade, including short refresher courses for senior sales personnel and six-week courses for apprentices.

The school worked in close co-operation with the major German record companies and also with the German High Fidelity Institute.

Highlights of the year included special programs by **Teldec** and **Deutsche Grammophon**, at which leading artists associated with these two record companies appeared for seminars. Artists included **Birgit Nilsson**, **James King**, **Professor Karl Boehm**, **Rudolf Schock**, and pop singers **Ronny** and **Bill Mom**.

The "college of musical knowledge," housed in **Fantasia Castle** at Bayreuth, is headed by **Sigfrid Hoffmann**. Established four years ago, the school has been highly successful in upgrading the job of retail record selling and has helped increase retail record sales by coaching trainees in the fine points of disk merchandising.

**Philips** has just produced a special LP—"The Best From the World of Musicals"—to help finance the Bayreuth school. **Philips** is donating to the **Phonogachschule** 25 cents on each disk sold.

## Palladium Back Live; Boon to Act Exposure

**LONDON**—A major promotion source for new records has become available to artists, particularly visiting Americans trying to exploit the British market, as a result of the return to a live format by the top-rated commercial television show Sunday nights at the **London Palladium**.

The **Palladium** series, seen sometimes in more than 10 million homes in Britain, has always been a major showcase for international talent, carrying with it great prestige as well as a powerful opportunity to promote sales. But last summer the program switched to a pre-recorded formula, so that the filmed shows could be exported. The switch killed the weekly program as a promotion opportunity, particularly from the U. S.

But now that the TV show is reverting to its original format, managers are seizing the new opportunity to promote their artists, and this should

help the American comeback in the British record market, which is expected to take a further upswing in 1967. First to take advantage was **Roy Orbison**, who was scheduled to star on the show last Sunday (1) to promote his recent single, "There Won't Be Many Coming Home" currently in the Top 20.

And the **Rolling Stones** will appear on the **Palladium** TV show for the first time on Jan. 22 when they will boost their new **Decca** single, "Let's Spend the Night Together" and "Ruby Tuesday." Previously, the group's manager **Andrew Oldham**, has refused to let the group appear on the show which goes out to family audiences rather than exclusively to teen-age viewers. **Oldham** now reckons the **Stones** and other groups sell to a wider market making the **Palladium** the ideal way of achieving blanket promotion.

Italy's **Rita Pavone**, currently receiving a major push by **RCA Victor** here, is appearing on the show next Sunday (8) to promote her second British-recorded single and a second U. S. act the **Bitter End Singers** will appear on the same edition. To boost boxoffice takings on their forthcoming British tour, the **Mamas and Papas** start their visit with a **Palladium** appearance Feb. 5.

### Yaskiel Directs Stigwood Branch

**HAMBURG**—**Larry Yaskiel**, formerly international promotion manager with **German Vogue** in Cologne, is the new director-partner in the new **Stigwood-Yaskiel International Co.** here. The company is a sister firm of the **Robert Stigwood** organization in Britain which has the **Reaction** label. The Hamburg operation will produce records and promote artists, and its product and the "Reaction" catalog will be distributed by a major German firm.

Litigation is pending between **Yaskiel** and **German Vogue** following the revoking of his contract by that company. **Vogue** artists like **Udo Juergens**, **Chris Andrews**, **Francoise Hardy** and **Sandie Shaw** went high in the charts during his time with the label.

### Polydor Planning Cross Promotion

**COPENHAGEN**—The managing directors of **Polydor's** three Scandinavian distributors formulated plans for the promotion of each others artists in their respective countries at a meeting here.

Attending were **Werner Hamburger** of **Nordisk Polyphon**, **Copenhagen**; **Slaus Holler** of **Karusell**, **Stockholm**, and **Otto Johannessen** of **Nor-Disc**, **Oslo**. **Polydor's** European director, **Ronald Komerell**, was also present.

First artists to benefit from the mutual plan include **Denmark's** rhythm and blues singer **Nalle** and **Per Asplin**, whose "Go Go Around the World" LP will be released in all three Scandinavian countries on **Polydor**.

with a silver tray at the lunch at which **Iverson's** boar chairman, **Mrs. Anna Maria Frogh Iverson**; general manager **Hans Ro**; technical director **Ernst Holm**, and a&r man **Rolf Syversen** were present. **Miss Jacobsen**, who is also a stage actress and TV artist, recorded for **A-S Nera** for the first 12 years of her career.

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## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A MAN AND A WOMAN—Original Sound Track (United Artists); Frank Pourcel (Odeon); Eddie Barclay (Disk Jockey); *Vincent Morocco (Polydor)	
2	2	EL FUNERAL DEL LABRADOR—*Barbara & Dick (RCA); Rosalia (Philips)	
3	7	UN MUCHACHO COMO YO—*Palito Ortega (RCA)—(RCA)—Relay	
4	3	EL EQUIPO DE JOSE—*Carlos Argentino (Ala Nicky)—Korn	
5	4	LAGRIMAS DE UN RECUERDO—*Yaco Monti (Odeon)—Korn	
6	5	LARA'S THEME (DR. ZHIVAGO)—Al Korvin (Tonodisc); Roger Williams (Music Hall); Ray Conniff Singers (CBS); Brass Ring (RCA); Franck Pourcel (Odeon); Lucio Milena (Disk Jockey); Cerdas Cantantes (MGM)—Neumann	
7	8	VUELO 502—*Cinco del Ritmo (Microfon); Los Guajiros (RCA); Sany Castellanos (Neptuno); Manolo Corrales (Disk Jockey)	
8	15	WINCHESTER CATHEDRAL—New Vaudeville Band (Philips); New Happiness (CBS); Gus (Music Hall); *The Bull Dogs (RCA); *Billy Bond (Odeon)—Edami	
9	—	HAMBRE—*Roberto Yanes (CBS); Jose Maria Langlais (RCA)	
10	10	STRANGERS IN THE NIGHT—Frank Sinatra (Music Hall); Dalida (Disk Jockey); Jose Feliciano (RCA); Bert Kaempfert (Polydor); Lucio Milena (Disk Jockey); Hugo Santana (Ariel); *Sergio Mas (CBS)—Fermata	

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FRIDAY ON MY MIND—*Easybeats (Parlophone)—Alberts	
2	2	SORRY—*Easybeats (Parlophone)—Alberts	
3	3	GREEN GRASS—Tom Jones (Decca)	
4	8	NO MILK TODAY—Herman's Hermits (Columbia)—Connelly	
5	5	GOOD VIBRATIONS—Beach Boys (Capitol)—Alberts	
6	6	LET IT BE ME—*Johnny Young (Clarion)—Alberts	
7	7	STOP, STOP, STOP—Hollies (Parlophone)—Leeds	
8	8	MELLOW YELLOW—Donovan (Epic)	
9	9	VILLAGE TAPESTRY—*Marty Rhone (Spin)	
10	10	EVER LOVIN' MAN—*Loved Ones (In)	

## DENMARK

This Week	Last Week	Title	Artist
1	1	VED LANDSBYENS—Keld and the Donkeys (HMV)—Warny	
2	—	LITTLE MAN—Sonny and Cher (Atlantic)—Cotillion-Chriskmark	
3	2	YELLOW SUBMARINE—The Beatles (Parlophone)—Multitone	
4	—	HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOW—The Rolling Stones (Decca)—Essex	
5	—	EN TUSINDFRYD I MIN HAND—Keld and the Donkeys (HMV)—Imudico	
6	6	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Leeds	
7	3	WITH A GIRL LIKE YOU—Troggs (Fontana)—Sonora	
8	—	DISTANT DRUMS—Jim Reeves (RCA)—Acuff-Rose	
9	—	TRAE AN VED MAKRONERNE—The Hitmakers (Philips)—Intet Forlag	
10	4	BEAUTIFUL BROWN EYES—Sir Henry and His Butlers (Columbia)—Imudico	

## EIRE

(Courtesy New Spotlight, Dublin)

This Week	Last Week	Title	Artist
1	1	GREEN, GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington	
2	3	SNOWFLAKE—Larry Cunningham (King)—Burlington	
3	—	DARLING, I LOVE YOU—Dickie Rock (Pye)—Debmar	
4	—	WHAT WOULD I BE?—Val Doonican (Decca)—Marvel	

5	2	MUIRSHEEN DURKIN—John McEvoy (Pye)—Segway
6	6	EDELWEISS—Tony Keeling (Pye)—Williamson
7	7	SEMI-DETACHED SUBURBAN MR. JAMES—Manfred Mann (Fontana)—Meteor
8	4	SOMEWHERE, MY LOVE—Charlie Matthews (HMV)—Robbins
9	5	GOOD VIBRATIONS—Beach Boys (Capitol)—Immediate
10	9	I CAN'T CONTROL MYSELF—Troggs (Page One)—Dick James

## FINLAND

(Courtesy Ilta-Sanomat)

This Week	Last Week	Title	Artist
1	1	LITTLE MAN—Sonny and Cher (Atlantic)—Westerlund	
2	2	SUNNY GIRL—Johnny Produktion (Scandia)—Europa	
3	8	NO MILK TODAY—Herman's Hermits (Columbia)—Scandia	
4	4	YELLOW SUBMARINE—Simo and Spede (Scandia)—Scandia	
5	—	GOOD VIBRATIONS—The Beach Boys (Capitol)—Westerlund	
6	3	EI TIPPA TAPA—Irwin Goodman (Philips)—Fazer	
7	6	YOU DON'T HAVE TO SAY YOU LOVE ME—Kristine Hautala (Scandia)—Scandia	
8	—	CONSOLATION—The Hep Stars (Olga)—Europa Produktion	
9	5	SUMMER IN THE CITY—Danny (Scandia)—Scandia	
10	10	SYYSPIHLAJAN ALLA—Eino Gron (Scandia)—Scandia	

## FRANCE

This Week	Last Week	Title	Artist
1	1	LES PLAY BOYS—Jacques Dutronc (Vogue)—Alpha	
2	2	L'HEURE DE LA SORTIE—Sheila (Philips)—Carrere Breton	
3	4	PARIS EN COLERE—Mireille Mathieu (Barclay)—Salabert	
4	3	NOIR C'EST NOIR—Johnny Hallyday (Philips)—Nouvelles Editions Barclay	
5	—	J'ATTENDRAI—Claude Francois (Philips)—Meridian	
6	5	L'INCENDIE A RIO—Sacha Distel (Voix de son Maitre)—Prosadisi	
7	6	LE CHANSON DE LARA—Les Compagnons de la Chanson (CBS)—France Melodie	
8	—	DOCTEUR JIVAGO—Bande Originale du film (MGM)—France Melodie	
9	7	LA CHANSON DE LARA—John Williams (Polydor)—France Melodie	
10	13	SOUS QU'ELLE ETOILE SUISE NE—Michel Polnareff (AZ)—Semi	

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YUME WA YORU HIRAKU—Midorikawa Aiko (Crown); *Sono Mari (Polydor)—JASRAC	
2	2	YUUHIGA NAITEIRU—*The Spiders (Philips)—Shinko	
3	3	YANAGASE BLUES—*Mikawa Kenichi (Crown)—JASRAC	

4	4	ONNA NO TAMEIKI—*Mori Shinichi (Victor)—JASRAC
5	9	MUHYOU—Hashi Yukio (Victor)—JASRAC
6	8	YOGIRI NO BOJOU—*Ishihara Yuujiro (Teichiku)—JASRAC
7	5	KOKKOTSU NO BLUES—*Aoe Mina (Victor)—JASRAC
8	6	NEONGAWA—*Bob Satake (King)—JASRAC
9	7	FRECKLE-FACED SOLDIER—Corine Lavett (Dot)—Tone
10	—	KONYAWA ODOROU—*Araki Ichiro (Victor)—JASRAC

## MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	NO MILK TODAY—Herman's Hermits (Columbia)	
2	2	STOP, STOP, STOP—Hollies (Parlophone)	
3	5	MY LONELY HEART—*Thunderbirds (Philips)	
4	6	VISIONS—Cliff Richard (Columbia)	
5	4	LONELY STREET—*Naomi and the Boys (Philips)	
6	—	TIME DRAGS BY—Cliff Richard (Columbia)	
7	3	BLUE EYES—Blue Comets (CBS)	
8	—	HELP ME GIRL—Eric Burdon and Animals (Decca)	
9	8	SPREAD IT OUT—Elvis Presley (RCA)	
10	7	LONELY STREET—*Henry Suriya (Philips)	

## MEXICO

(Courtesy Audiomusca)

This Week	Last Week	Title	Artist
1	2	BRASILIA—Tony Mottola (Command)—Pending	
2	5	SENZA FINE—The Brass Ring (RCA)—Pending	
3	1	FUISTE A ACAPULCO—*Los Apson (Peerless)—Brambila	
4	3	QUE NO TE CUENTEN—*Los Panchos (CBS)—Pham	
5	6	EL ULTIMO BESO (The Last Kiss)—*Polo (Peerless)—Pending	
6	8	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pending	
7	9	EGOISMO—*Joselito (RCA)—Emmi	
8	4	MI RAZON—*Sonora Santanera (CBS)—Pham	
9	7	I WISH YOU LOVE—The Bachelors (London)—Pending	
10	10	TANGO NEGRO—*Jorge Valente (CBS)—Pham	

## RIO DE JANEIRO

(Courtesy O Globo)

This Week	Last Week	Title	Artist
1	3	GINA—Wayne Fontana (Philips)	
2	1	DISPARADA (Run Away)—*Jair Rodrigues (Philips)	
3	2	A BANDA (The Band)—*Chico Buarque (RGE); Nara Leao (Philips)	
4	4	ESQUECA (Forget Him)—Roberto Carlos (CBS)	
5	—	JINGLE BELLS—The Pops (Eique)	
6	6	BRIGAS (Quarrels)—*Altamar Dutra (Odeon)	
7	—	MONDAY, MONDAY—The Mama's and the Papa's (RCA-Dunhill)	

8	7	MEU BEM (My Sweet)—Ronnie Von (Polydor)
9	—	YELLOW SUBMARINE—Beatles (Odeon)
10	9	THE MORE I SEE YOU—Chris Montez (AM-Fermata)

## SINGAPORE

(Courtesy Radio Singapore)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NO MILK TODAY—Herman's Hermits (Columbia)	
2	3	WINCHESTER CATHEDRAL—New Vaudeville Band—(Fontana)	
3	8	DISTANT DRUMS—Roy Orbison (London)	
4	2	LITTLE MAN—Sonny and Cher (Atco)	
5	4	STOP, STOP, STOP—Hollies (Parlophone)	
6	7	NINETEEN DAYS—Dave Clark Five (Columbia)	
7	9	GO AWAY LITTLE GIRL—Happenings (Fontana)	
8	—	DON'T TOUCH ME—Jeannie Seely (Monument)	

9	—	WALK AWAY RENEE—The Left Banke (Philips)
10	5	DEAR MRS. APPLEBEE—David Garrick (Pye)

## SOUTH AFRICA

This Week	Last Week	Title	Artist
1	2	WINCHESTER CATHEDRAL—The New Vaudeville Band (Fontana)	
2	1	BEND IT—Dave Dee, Dozy, Beaky, Mick and Tich—(Fontana)	
3	3	NO MILK TODAY—Herman's Hermits (Columbia)	
4	5	GOOD VIBRATIONS—The Beach Boys (Capitol)	
5	4	SWEET PEA—Tommy Roe (ABC-Paramount)	
6	8	CRY SOFTLY—Nancy Ames (CBS)	
7	6	GUANTANAMERA—The Sandpipers (A.&M.)	
8	14	RAMBLIN' BOY—Des Lindberg (CBS)	
9	7	TIPPY TOEING—The Harden Trio (CBS)	
10	13	PA PA DO RON RON—The Fantastic Baggys (Imperial)	

## ALBUM REVIEWS



LOW PRICE CLASSICAL

SPECIAL MERIT

GRIEG: CONCERTO IN A MINOR/SCHUMAN: CONCERTO IN A MINOR

Solomon/Philharmonia Orchestra (Menges). Pickwick/33 PC-4034 (M); SPC-4034 (S)

Solomon's outstanding interpretations of these two warhorses are restored to the catalog in this pressing, the first time he has appeared on Pickwick-33. As usual, Herbert Menges ably leads the Philharmonia Orchestra behind the star pianist.



LOW PRICE CLASSICAL

SPECIAL MERIT

TEMPO ESPANOLI

Capitol Symphony (Dragon). Pickwick 33 PC-4032 (M); SPC-4032 (S)

A bright pressing of lighter material associated with Spain. Carmen Dragon is a top conductor of this type of repertoire. Lively numbers like "Lady of Spain" and a brilliant "Valencia" balance with more lyrical selections like "Ay, Ay, Ay" and a fine intermezzo from Bizet's "Carmen Suite No. 1."



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.

LOW PRICE CLASSICAL

MOZART: SYMPHONY No. 36  
HAYDN: SYMPHONY No. 101

## Cole Show Go-Go Going Strong

Continued from page 26

co-ordinator, and writers Kenny Solms and Gail Parent. Solms and Parent wrote, produced, and acted the parts of Epic Records' "The Great Society Affair" album.

On any given Diskotek show, Cole will feature two groups, three solo performers, and a comedian. Eight records will be used for bridges and dancing. These records also serve as "balance to offset the acts . . . if an artist sings a ballad, then the record played immediately afterwards for dancing might be a hard rock 'n' roll number," Cole said.

The audiences each week come from discotheques in New York on a rotating basis. Almost all of the major discotheques in the area have provided clientele for the show's own Diskotek, Cole said.

Big aim of the TV show is to keep current. "No matter what the music trend is, there's a way to present it," Cole said.

London Symphony Orch. (Dorati). Mercury Wing WC 18064 (M-S)

JAZZ

THE BREAKFAST SHOW  
Eddie (Lockjaw) Davis/Johnny Griffin/Junior Mance. Prestige 7407 (M)

INTERNATIONAL

LET'S DANCE ONCE MORE  
Various Artists. Polydor 249 058 (S)



THREE-STAR ALBUMS

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

LOW PRICE POPULAR

THE GUITAR AND ITS FAMILY AROUND THE WORLD  
Various Artists. Somerset SF-27000 (S)

POPULAR

THE HUSTLERS IN SKI COUNTRY  
Fine Arts FAM-103 (M)

MIND OVER MATTER  
Nolan Strong/The Diablos. Fortune LP 8015 (M)

LOW PRICE CLASSICAL

VICTORIA: FOUR MOTETS/MISSA QUARTI TOMI  
Various Artists. Music Guild MG-143 (M); MS-143 (S)

INTERNATIONAL

FROM SPAIN—TERREMOTO DE MALAGA  
Rafaela Carmona. London TW 91371 (M)

AN EVENING AT CAFE LA MAGARITA  
Hilario Arrequin. Tonorous 007 (M)

SEE ALBUM REVIEWS ON BACK COVER

# Vox Jox

Continued from page 28

Richard T. Drury has been named director of operations for WOHO, Toledo, Ohio; he was program director of the station. Frank L. Sweeney takes over as program director; he was music director. Congratulations, Frank. . . . Jim Gearhart is now with WCBS, New York, handling an 8:10-11 p.m. show. . . . Thomas H. Dawson has been appointed president of the CBS-TV network, succeeding John T. Reynolds.

LeRoy F. Gillead has been appointed director of Broadcast Skills Bank, National Urban League, New York. He was formerly with Har-you-Act, Inc. The Bank is a cooperative effort of the three networks and Group W, to broaden employment possibilities for minority group members in the broadcasting industry.

Jack Carney of KSFO, San Francisco, has resolved to play "Silent Night," by Columbia Records' Barbra Streisand once a day for the next year because the Christmas spirit should not be confined to just Christmas. . . . Gene Nelson has taken over the job of program director for KYA, San Francisco, replacing Larry Mitchell; he'll also continue his 6-9 a.m. show.

Ron Chapman, local TV personality, is also being heard on KLIF, Dallas, in the morning slot vacated by Charle & Harrigan, the duo that switched to Cleveland. . . . Woody Windham, after a six-year tenure at WCOS, Columbia, S. C., shifted to WAQY, Birmingham, Ala., but has reverted to the WCOS local as program director. Reports that the record service from Charlotte has really improved.

The Peanut Butter Conspiracy is Spreading.

# GOSPEL MUSIC

## Hess, Imperials Signed, Jake Inks Joe Moscheo, 2

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

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

Hess has added two more musicians, Larry Benson and Dave Matthews to the Imperials bringing the group total to seven members. Along with the piano,

Hess hopes to tour with a combo organ, guitar, clavietta, electric bass and drums, with Benson and Matthews shifting instruments to provide a more sophisticated background to the gospel singing.

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

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



JAKE HESS, second right, and the Imperials will have a new look in '67 with the addition of pianist Joe Moscheo and two other instrumentalists. Hess hopes to create a more salable sound with the new group.

## Quartet Sing to Coast on 20-22

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

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

## Speer Family on 'Jubilee' Show

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

The show, filmed at WSIX-TV here, is under the supervision of J. G. Whitfield, gospel music promoter from Pensacola, Fla. Les Beasley, manager of the Florida Boys Quartet, acts as

## Pathway Sales Hit New High

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

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

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

talent co-ordinator for the program.

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

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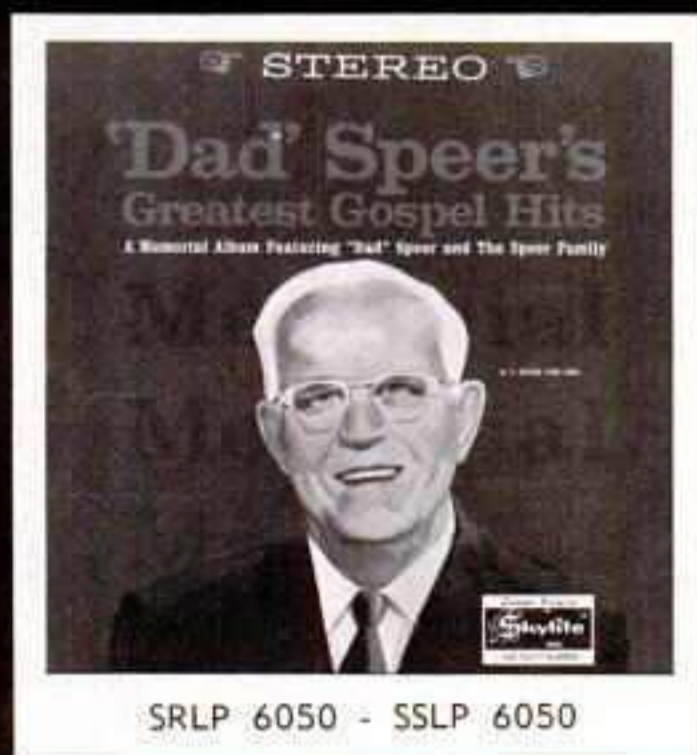
## WGUN's GM Show Into 16th Year

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

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

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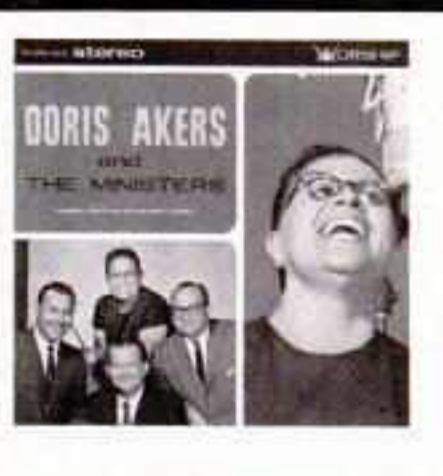
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THE SPEER FAMILY, Nashville's famous gospel singing group, has a new look this year. Mrs. G. T. (Mom) Speer, center, has rejoined the group and the Speers have added tenor Harold Lane, rear center. Other members of the group are, l. to r. front, Faye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

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# From The Music Capitals of the World

• Continued from page 38

Philips artists, will be featured on NBC-TV's "Today" show on Wednesday (11). . . . **Woody Herman** begins a tour of England on Jan. 21. . . . **George Kirby** currently in his debut engagement at the Americana Hotel, San Juan, Puerto Rico. . . . The 16th Annual Greater New York United Cerebral Palsy Telethon will be telecast over WOR-TV (Jan. 28-29). . . . **Johnny Tillotson** will appear at the annual convention of Association of County Fair Owners in Nashville, on Jan. 26. . . . **Petula Clark** set for a nation-wide tour of colleges and state fairs beginning in March.

## OSLO

Nor-Disc took over representation of the Storyville label on Sunday (1), and two other labels, Scepter and Amigo, will be handled by **Arne Bendiksen**. Amigo, a Swedish label, numbers the **Country Four** among its artists. . . . Bendiksen has acquired the Scandia Forlag publishing business from **Ola Troing** in Copenhagen. . . . The **Kinks** are now one of the most popular foreign groups in Norway, and their latest Pye single "Dead End Street" has entered the charts. Another British group, the **Hollies**, played a successful concert here, and their Norwegian impresario, **Barry Matheson**, is hoping to arrange

## German Vintage

• Continued from page 36

German disk executives to downgrade the single to the youth and juke box market, **Waizenger** believes the single is extremely important in stimulating LP production and sales.

### Ariola Optimistic

Also optimistic is Ariola's international manager, **George Ehmke**. His sanguineness appears solidly based on the impressive gains scored by Ariola in 1966 with the Melodia repertory. At year's end, Ariola had released around 100 LP's under the Melodia-Eurodisc with top artists from the Soviet state record company. Ariola signed a number of top recording artists to exclusive contracts in 1966, including **Peter Alexander** and **Rex Gildo**, and has an ambitious production program scheduled for 1967.

German record companies posted moderate export gains last year, exports rising from 8 million records in 1965 to 8.4 million. Major effort will be exerted in 1967 to expanding export sales.

# 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.

### POP SINGLES—5 Years Ago January 13, 1962

1. The Twist, Chubby Checker, Parkway RCA Victor
2. The Lion Sleeps Tonight, Tokens, RCA Victor
3. Peppermint Twist, Joey Dee and the Starliners, Roulette
4. Can't Help Falling in Love, Elvis Presley, RCA Victor
5. I Know, Barbara George, AFD
6. Happy Birthday, Sweet Sixteen, Neil Sedaka, RCA Victor
7. Walk On By, Leroy Van Dyke, Mercury
8. Run to Him, Bobby Vee, Liberty
9. Unchain My Heart, Ray Charles, ABC-Paramount
10. When the Boy in Your Arms, Connie Francis, MGM

### POP SINGLES—10 Years Ago January 5, 1957

1. Singing the Blues, Guy Mitchell, Columbia
2. Green Door, Jim Love, Dot
3. Love Me Tender, Elvis Presley, RCA Victor
4. Blueberry Hill, Fats Domino, Imperial
5. Just Walking in the Rain, Johnnie Ray, Columbia
6. True Love, Bing Crosby & Grace Kelly, Capitol
7. Love Me, Elvis Presley, RCA Victor
8. Banana Boat Song, Tarrriers, Glory
9. Rose & a Baby Ruth, George Hamilton IV, ABC-Paramount
10. Rock-a-Bye Your Baby, Jerry Lewis, Decca

JANUARY 7, 1967, BILLBOARD

Philips is going to import classic and jazz LP's from its labels Fontana, Smash, Scepter, Riverside (European), Limelight, Mercury, Wing, Polydor and DGG. . . . **Chico Buarque De Holanda**, top composer-lyricist of 1966, is having his book, "A Banda" (The Band) released by Francisco Alves Publishers.

SYLVIO TULLIO CARDOSO

## STOCKHOLM

Philips-Sonora has launched a budget LP series, **Roda Serien**, featuring local artists like **Sven-Ingvars**, **Sonja Stjernqvist**, **Monica Zetterlund** and **Carli Tornehave**. Nine LP's are already released. . . . Sweden music has acquired the Scandinavian rights for the catalog of the American **Almo Music** and **Irving Music**, the **Herb Alpert** publishing outlet, involving titles like "Spanish Flea" and "Tijuana Taxi." The **Tijuana Brass** sound has not clicked yet in Scandinavia, but **Arnold Johansson** and the **Boxholm Brass** have recorded a similar album for **Metronome**. . . . Two disk producers have left **Electra** to join **Philips-Sonora**. They are **Carl-Erik Hjelm**, now with **CBS**, and **Frank Hedman**, working for **Philips**.

ESPEN ERIKSEN

## RIO DE JANEIRO

**Sylvia Telles**, 31, was killed in a car accident in **Marcia**. A bossa nova pioneer, **Miss Telles** was the first singer to record in 1961 both in English and Portuguese. She had a LP released in U. S. by **Kapp Records**. . . . The new CBS LP by **Roberto Carlos** "Roberto Carlos 67," is the top album in town. Already sold 50,000 copies. . . . **Eumir Deodato**, one of the best arrangers of 1966 took off for **New York** last week. He is scheduled to arrange for **RCA Victor**. Singer-lyricist **Maria Helena Toledo**, wife of guitar man **Luis Bonfá**, embarked on the same jet. . . . Singer and now actor—**Claudio Miranda** returned to **California** after a month's vacation in **Rio**. . . . The liberation of record importation in **Brazil** will be effective **March 1**.

## Young, Thompson Ink Beer Pacts

**NASHVILLE**—Country music stars **Faron Young** and **Hank Thompson** have re-signed with their respective breweries for sponsorship of country music shows during the coming year.

**Young**, Mercury recording star, has renewed his syndicated radio show with the **Pearl Beer** people for the fourth consecutive year.

**Thompson**, who recently signed with **Warner Bros.**, has renewed his personal endorsement contract with the **Falstaff Brewing Corp.** **Thompson** and the brewery have been associated for 15 years with various projects, including radio shows, telecasts, commercials, and personal appearances at rodeos and fairs for the brewery. A new series of commercials were cut last week in **Nashville**.

**Alice Babs**, leading Swedish singer and formerly a member of the **Swe-Danes**, has recorded an album of **Bobby Ericsson** songs for **HMV**. She is not exclusively contracted to any label. . . . **Tom Jones**' **Decca** hit "The Green Grass of Home" is taking off in Scandinavia. **Palace Music** here has the publishing rights, and a Norwegian version has been cut by the **Vanguards** under the title "Min Barndoms." The **Hootenanny Singers** have covered it here in Swedish for **Polar** with the title "En Sanf en Gang" for **Langesen**, and the **Jerry Lee Lewis** version has also been released by **CBS**. . . . **Nya Konsertbyran** has been handling the **Dave Dee, Dozy, Beaky, Mick, and Tich** tour, which took in **Sweden, Finland** and **Norway**. **Music City** is looking after touring arrangements for another British group, **Manfred Mann**.

America's **Young Rascals**, whose Atlantic single "Good Lovin'" has been successful here, visited for a TV show and a concert, and scored a success. **Metronome** managing director **Borje Ekberg** states that Swedish youngsters now listen carefully to the entertainment they are given without screaming, and want quality. . . . **Evert Taube**, veteran Swedish troubadour, is still popular, judging by his **Sonora** record sales. **John Anderson**, a young disk jockey, has recorded a two-LP album for **Polar** featuring some lesser-known **Evert Taube** songs. . . . **Gunde Johansson** and **Gunnel Eklund** are featured in a Philips LP of songs the popular Swedish folk composers, **Gustaf Froling** and **Fredrik August Dahlgren**.

## SYDNEY

**Festival Records** reports fast chart action on the **Count Five's** **Double Shot** master of "Psychotic Reaction." . . . **Johnny Young** is one of the hottest artists in **Australia**. His first single, "Step Back," has earned him a gold record, and was presented to him at a reception. **Young**, who is also comper of the **National TV** show "Go," records for **Clarion Records**. . . . German label **Hansa** introduced **W & G's** exciting single by **Giorgio**, entitled "Stop." The single is slated for heavy airplay and should suit all stations' formats. . . . **J. Albert & Son**, Music Publishers, have acquired for **Australia** "Good Vibrations," "Rain on the Roof" and "High Time." . . . "Step Back," was written by **Easybeats** **George Young** and **Stephen Wright**, recorded here by **Johnny Young**, has major overseas recording companies competing for release rights since the disk has made **No. 1** throughout **Australia**. . . . **Nicola Filicuridi**, formerly known as **Nicola Filicuridi**, has cut his first Australian album for **Festival Records**. The tenor has a 80-opera repertoire and, prior to his settling here worked with **Joan Sutherland**, **Maria Callas** and **Renata Tebaldi**.

Most record companies in **Australia** are now releasing stereo tapes. Both **EMI** and the **Australian** record companies are im-

porting their material from overseas. **ARC** is issuing stereo tapes from **Reprise** and **Epic** while **EMI** is releasing material from **England** and **America**. . . . **Frances Faye**, who has just concluded a successful season at **Chequers** nightclub here, will remain in this country for six months working clubs.

Comedian **Jackie Mason** has also been booked at **Chequers** commencing **May 5**. . . . **Normie Rowe**, Aussie teen star now in **England**, returns home for the **Melbourne Festival** at a reported fee of **\$20,000**. . . . **United Artists Records** released four soundtrack albums to coincide with "Lord Love a Duck," "Cast a Giant Shadow," "Dual at Diablo" and the "The Russians Are Coming" films. . . . **RCA** doing good business, with an all-out campaign with the **Mamas and the Papas** latest single "Dancing in the Street." . . . **Elvis Presley**, still as popular as ever, has two movies scheduled. **Paramount's** "Paradise, Hawaiian Style," and "California Holiday" from **MGM**. Soundtrack album "Paradise, Hawaiian Style" has high sales everywhere. **RCA** has issued the single "Spin Out," but no date yet for soundtrack album. **GEORGE HILDER**

## TORONTO

**Phonodisc, Ltd.** has opened a branch office at **3931 E. Hastings Street, Burnaby, B. C.**, to service all record and accessory accounts in **British Columbia**. Branch manager is **Frank Weaver**, a former record and music business vet returning to the field, and sales representative is **Jim Wilson**, previously with **Pacific Electronics** handling **Phonodisc** product. . . . **Capitol Records** has appointed **Gord Edwards** as product manager for all budget lines, to be responsible for sales and promotion on a national basis. **Edwards** is now on a three-week swing through **Western Canada**, with vice-president and director of sales **Taylor Campbell**, meeting distributors, rack jobbers and key dealers. **Edwards** was formerly with **RCA Victor** for some 10 years, recently as **Ontario** sales and promotion representative.

**3's a Crowd's** first **Epic** single, "Bound to Fly," which flew pretty high in **Canada**, will be released on **CBS** in **England** midmonth. The group goes to **New York** early this month for recording sessions with **Epic** a&r man **Ted Cooper**, who's very excited about the material for the trio's next outing. . . . **Columbia** is very high on its new album, "A Little of Broadway" by top impressionist **Rich ("Love on a Rooftop") Little**, released to coincide with his ap-

## Moeller: Club Circuit Hotter

**NASHVILLE**—The nightclub circuit for country music talent continues to expand at a rapid pace, according to **Moeller Talent, Inc.** The local booking agency has acts constantly on the club tour, with **January** no exception.

The **Homesteaders** are at the **Nic-a-Bob** in **Milwaukee**, **Jan. 17-29**; **Grandpa Jones**, of "Grand Ole Opry" fame, will play **Toronto's Horseshoe Tavern** **Jan. 16-21**, followed by **George Morgan** (**23-28**). **Morgan** will then appear at **Mr. Lucky's** in **Phoenix** following **Dottie West** who is booked at the club **Jan. 18-21**.

A long-time country showcase, the **Flame** in **Minneapolis**, will feature **Carl** and **Pearl Butler** **Jan. 30-Feb. 4**.

## RCA Mexico

• Continued from page 36

jobbers but sells directly to 700 dealers (200 in **Mexico City**). There are 12 other companies in **Mexico** producing records. **RCA Victor** has about 23 per cent of the **Mexican** market, not counting its **Reader's Digest** record sales.

pearances in home town **Ottawa** last **Wednesday (28)** and **Thursday (29)**. The LP includes **Little's** impressions of **Ed Sullivan** singing, **Rex Harrison** and **Rochester** in a duet, **David Brinkley** and **Crazy Guggenheim** reporting the news, and **Liberace** and **John Wayne** discussing manhood. . . . It was simultaneous release in **Canada** and the **U. S.** for **Marti Shannon's** new **RCA Victor** single "There's Loving to Do" and "On Your Way," which was cut in **New York**. . . . **Columbia** has just released **Larry Lee** and the **Leasure's** version of "Cry" and reports it was their revival of the oldie when performing with **Ronnie Dove** at the **Embassy** in **Toronto** many months ago that inspired the **Dove** rendition currently on the charts.

**Phonodisc** is going all-out on promotion for "Man of La Mancha" at the **O'Keefe Center** in **Toronto**, lining up special window displays in a dozen key locations, including **Sayvette, A & A**, and **Record World**. The windows, all different, are based on puppets of leading characters in the musical, created by a leading **TV** set designer, while a top free-lance promotion gal has set up radio contests and special airplay for the **Kapp** original cast album. **Phonodisc** hopes composer **Mitch Leigh** will visit **Toronto** during the show's run.

**Capitol's** folk duo, **Malka and Joso**, move into the big league of the nightclub circuit with two weeks at the **St. Regis** in **New York**, opening **Feb. 20**. Should spark interest in their two LP's one on **Capitol**, one on **Tower**, released in the **U. S.**, while **Capitol** at home plans a new LP of material introduced in the **St. Regis** engagement. . . . With his newie, "Go Go Round" on **UA** off to a fast start, **Gordon Lightfoot** goes into the studio the end of this month for sessions for a new album. He plays the **Riverboat** in **Toronto** this month (**3-29**), then **University of Windsor** (**Feb. 3**), **Dalhousie University** in **Halifax** (**4**), **Queen's U.** in **Kingston** (**11**), and **Lutheran University** in **Waterloo** (**March 3**) before going into the **Living End** in **Detroit** (**22-26**). It's **Lightfoot** in concert at **Massey Hall** in **Toronto** (**March 31**) and he appears at the **Canadian Pavilion** at **Expo '67** **May 8-15**. . . . **Paul Anka** at the **Elmwood Casino** in **Windsor** (**17-29**). . . . The **Serendipity Singers** at **Waterloo Lutheran University** (**26**). **KIT MORGAN**

## WARSAW

The Polish record company **Polskie Nagrania** is now pressing between 4 and 5 million disks annually. . . . **Domenico Modugno's** musical "Rinaldo in Campe" was premiered in **Gdynia** last month. . . . The **Warsaw Opera House** has reached its first anniversary. It staged 300 performances for nearly 500,000 persons during its first year. **Saturday** and **Sunday** performances are already sold out until the end of 1967. . . . The **Polish National Philharmonic Orchestra** played 15 concerts to 31,600 in 10 cities, during its recent **Japanese** tour. The orchestra has been invited back in 1970.

ROMAN WASCHKO



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# COUNTRY MUSIC

## MFM Sets '67 Dates

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

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

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

One of the trio's most exciting dates this year will be in Madison, Wis., when they inaugurate the new \$5 million Dane County Coliseum, which seats 10,000, in the arena's opening show April 15.

Crosse says that the trio is playing many of its dates in towns for the second and third times, proving that the MFM's popu-

larity is certainly not waning. The group changes its show and material every six months and is currently in rehearsal for the 1967 bookings.

Chet Atkins, who is the Nashville chief of RCA Victor Records, heads all the a&r work for the label in Music City, and is an important artist on Victor and he is currently on the LP charts with his "From Nashville With Love." Atkins has long

been recognized as the leading guitarist in Music City, earning him the sobriquet "Mr. Guitar."

Boots Randolph, one of music's best sax men, records for Manument Records and landed on all the charts with his smash hit "Yakety Sax." Randolph has a new sound out in his latest LP offering, "Boots With Strings."

Floyd Cramer, best known for the "country" piano sounds he plays, appears in many Nashville recording sessions in this capacity, as well as being a recording artist in his own right.

## Nashville Scene

By HERB WOOD

Roy Drusky was the victim of thieves with a decidedly un-Christmaslike spirit Thursday (22), losing \$4,500 worth of guitars, costumes and other gear to the unknown Scrooges who broke into Roy's equipment trailer. Drusky had to appear on Porter Wagoner's TV'er in civilian garb. . . . Country music visits the Canal Zone Feb. 1-5 in the person of Red Sovine and the Duke of Paducah, veteran country performers. . . . Webb Pierce, Red Sovine, Dottie West, Del Reeves, Bobby Lord and Ernie Ashworth are booked New Year's Day at the Masonic Hall, Davenport, Ia. A great package to relieve those day-after-the-night-before blues. . . . Jack Clement expanding his publishing firm with the addition of M. M. Cavender as business manager of Jack Music. . . . Dallas Frazier into Nashville Jan. 9 for a singles session. The Capitol recording artist, also a top-notch composer, enjoying the top-of-the-chart spot with Jack Greene's version of "There Goes

My Everything," which Dallas penned. . . . Buck Owens has another hard-hitting single in his latest, "Where Does the Good Times Go," released last week. . . . Another top Capitol artist, Sonny James, into the studio for a&r man Marvin Hughes. Results of the singles session will be released in late January. . . . Music City's younger set, the teeny-boppers, wild over an appearance by Colgems and NBC-TV's star attraction, the Monkees Jan. 1. WKDA-Radio, leading Top 40 outlet in town, sponsored the event. . . . Mary Madison's recording debut on Hank Snow's Silver Star Records, "A Mountain of Love" b/w "I Didn't Steal Him From You," getting strong airplay in Canada and in some U. S. markets, according to label head Troy Martin. . . . Veteran performer Archie Campbell showing his youth with his recent recording of "Hush Yo' Mouth," a rock-tempo tune garnering some pop and r&b airplay. The song is culled from Archie's current LP, "The Cockfight and Other Tall Tales" on RCA Victor. . . .



MEL TILLIS, center, flanked by Bill Denny, left, Cedarwood president, and Kapp Records' Nashville chief Paul Cohen, displays his country music award given by Bakersfield, Calif., radio station KUZZ for the artist's top-ranked tune, "Stateside."

## Col.'s Wyles Also 'Beret'

NASHVILLE — The Army's Special Forces has contributed a second "Green Beret" to the ranks of the music industry. Columbia Records has recorded and released two sides penned and performed by Gene Wyles, currently a captain in the elite army unit.

Wyles' Columbia recording, produced by Don Law and Frank Jones, was released last month without reference to Wyles' occupation and outstanding war record. Jones feels that

Bob Lissauer, vice-president and general manager of Vincent Youmans Music Co., has been made an honorary citizen of Tennessee by out-going governor Frank Clem-

ent. Wyles' musical talents are solid enough to stand on their own merits, without exploiting the singer's full-time career and heroic background. Wyles sings "Follow Me," a controversial song challenging U. S. draft-dodgers to join him in Vietnam, b/w "The Reporter of Wars" for his record debut.

The singing soldier found the theme for his country music-style song as an officer candidate at OCS in Fort Benning, Ga. Wyles was chosen to model for the fort's now-famous "Follow Me" statue depicting a soldier leading his men into combat. The flip side is a tribute to the courageous journalists and photogs covering the Vietnam war.

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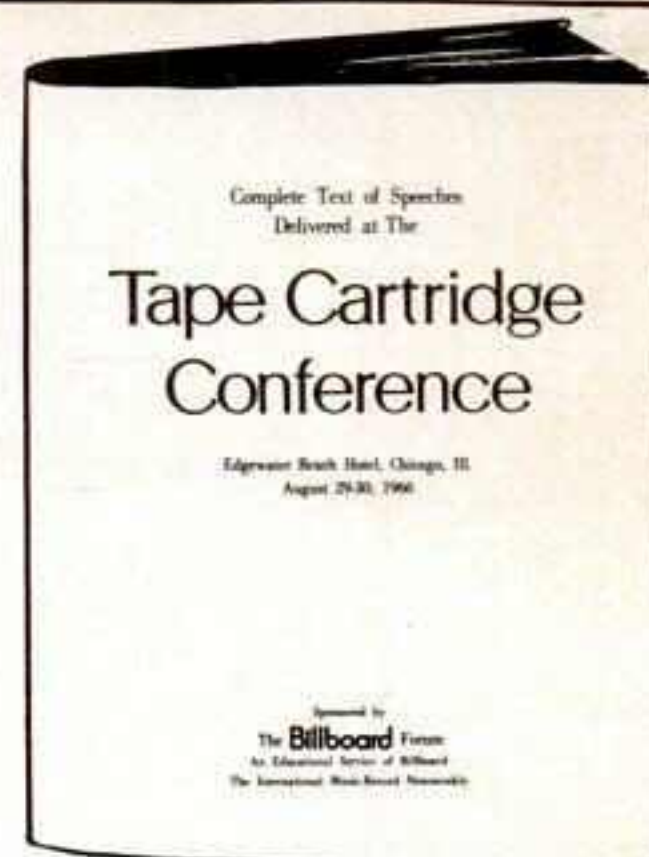
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## THE TAPE CARTRIDGE CONFERENCE REPORT BOOK

(Limited Supply Available at \$5 Per Copy)

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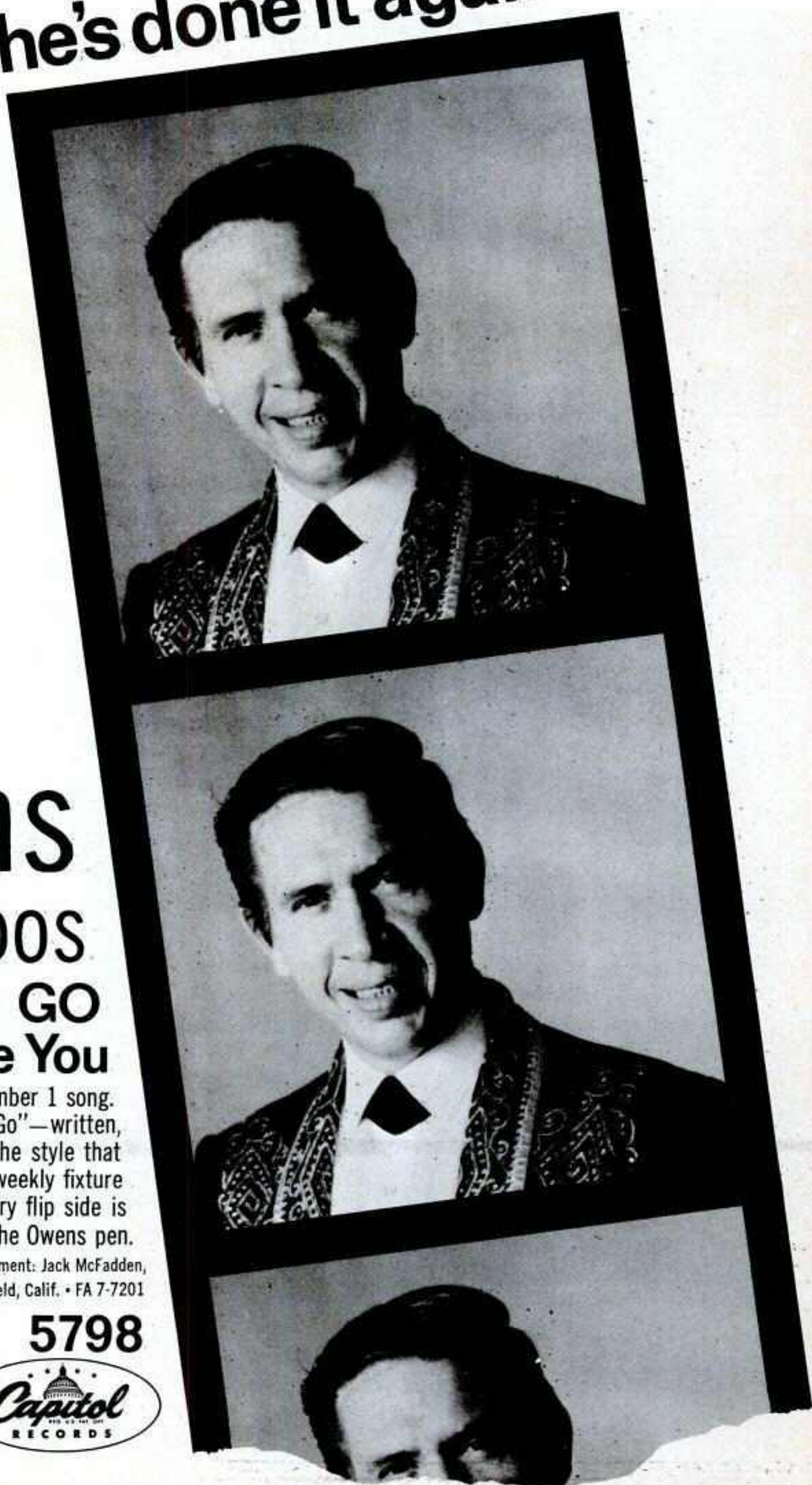
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b/w The Way That I Love You

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Billboard SPECIAL SURVEY for week ending 1/7/67

# HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1		<b>1 THERE GOES MY EVERYTHING</b> Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	12	39		<b>22 THE BOTTLE LET ME DOWN</b> Merle Haggard, Capitol 5704 (Bluebook, BMI)	20
2		<b>2 SOMEBODY LIKE ME</b> Eddy Arnold, RCA Victor 8965 (Barton, BMI)	13	40		<b>45 RIDE, RIDE, RIDE</b> Lynn Anderson, Chart 1375 (Yonah, BMI)	11
3		<b>3 THE HURTIN'S ALL OVER</b> Connie Smith, RCA Victor 8964 (Wilderness, BMI)	13	41		<b>44 BURNING BRIDGES</b> Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	5
4		<b>5 DON'T COME HOME A DRINKIN'</b> Loretta Lynn, Decca 32034 (Sure Fire, BMI)	9	42		<b>47 WHAT'S COME OVER MY BABY</b> Dottie West, RCA Victor 9011 (Tree, BMI)	4
5		<b>8 BEAR WITH ME A LITTLE LONGER</b> Billy Walker, Monument 980 (Hill & Range, BMI)	9	43		<b>56 HAPPY TRACKS</b> Kenny Price, Boone 1051 (Pamper, BMI)	3
6		<b>4 MISTY BLUE</b> Wilma Burgess, Decca 32027 (Talmont, BMI)	11	44		<b>30 SEVEN DAYS OF CRYING</b> Harden Trio, Columbia 43844 (Southtown, BMI)	10
7		<b>7 UNMITIGATED GALL</b> Faron Young, Mercury 72617	13	45		<b>51 TEARS WILL BE A CHASER FOR YOUR WINE</b> Wanda Jackson, Capitol 5789 (Tree, BMI)	4
8		<b>9 FUNNY, FAMILIAR, FORGOTTEN FEELINGS</b> Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	10	46		<b>46 HOMESICK</b> Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	10
9		<b>6 HOW LONG HAS IT BEEN</b> Bobby Lewis, United Artists 50067 (Southtown, BMI)	13	47		<b>49 APARTMENT #9</b> Tammy Wynett, Epic 10095 (Owen, BMI)	5
10		<b>10 STAND BESIDE ME</b> Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	12	48		<b>58 COUNTRY BOY'S DREAM</b> Carl Perkins, Dollie 505 (Cedarwood, BMI)	4
11		<b>11 THE GAME OF TRIANGLES</b> Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	13	49		<b>55 THE KIND OF WOMAN I GOT</b> Osborne Brothers, Decca 32052 (Sure-Fire, BMI)	4
12		<b>13 HURT HER ONCE FOR ME</b> Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	9	50		<b>53 LITTLE THINGS THAT EVERY GIRL SHOULD KNOW</b> Claude King, Columbia 43867 (King, BMI)	7
13		<b>12 TOUCH MY HEART</b> Ray Price, Columbia 43795 (Mayhew, BMI)	13	51		<b>31 THIS MUST BE THE BOTTOM</b> Del Reeves, United Artists 50081 (Moss-Rose, BMI)	11
14		<b>14 WHERE D'YA STAY LAST NIGHT</b> Webb Pierce, Decca 32033 (Pamper, BMI)	11	52		<b>59 YOU BETTER BE BETTER TO ME</b> Carl Smith, Columbia 43866 (Acclaim, BMI)	6
15		<b>20 ONCE</b> Ferlin Husky, Capitol 5775 (Harbot, SESAC)	6	53		<b>60 YOU BEAT ALL I EVER SAW</b> Johnny Cash, Columbia 43921 (Southwind, BMI)	3
16		<b>16 ANOTHER STORY</b> Ernest Tubbs, Decca 32002 (Marson, BMI)	13	54		<b>57 I CAN'T TAKE IT NO LONGER</b> Hank Williams Jr., MGM (Ly-Rann, BMI)	3
17		<b>18 IF THE WHOLE WORLD STOPPED LOVIN'</b> Roy Drusky, Mercury 72627 (Fingerleke, BMI)	8	55		<b>65 DIESEL SMOKE, DANGEROUS CURVES</b> Red Simpson, Capitol 5783 (Johnstone-Montel, BMI)	3
18		<b>15 WHERE IS THE CIRCUS?</b> Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	12	56		<b>61 OFF AND ON</b> Charlie Louvin, Capitol 5791 (Marson, BMI)	3
19		<b>23 MR. SHORTY</b> Marty Robbins, Columbia 43770 (Mariposa, BMI)	8	57		<b>21 I GET THE FEVER</b> Bill Anderson, Decca 31999 (Stallion, BMI)	20
20		<b>25 MOTEL TIME AGAIN</b> Johnny Paycheck, Little Darlin' 0016 (Central, BMI)	10	58		<b>71 THE REAL THING</b> Billy Grammer, Epic 10103 (Newkeys, BMI)	2
21		<b>24 I NEVER HAD THE ONE I WANTED</b> Claude Gray, Decca 32039 (Vanjo, BMI)	7	59		<b>70 SOMEONE TOLD MY STORY</b> Merle Haggard, Capitol 5803 (Blue Book, BMI)	2
22		<b>17 OPEN UP YOUR HEART</b> Buck Owens, Capitol 5705 (Bluebook, BMI)	19	60		<b>54 ONE DREAM</b> Slim Whitman, Imperial 66212 (Cedarwood, BMI)	6
23		<b>19 STATESIDE</b> Mel Tillis, Kapp 772 (Cedarwood, BMI)	13	61		<b>68 PICKIN' UP THE MAIL</b> Compton Brothers, Dot 16948 (Sure-Fire, BMI)	2
24		<b>26 WHERE COULD I GO (But to Her)</b> David Houston, Epic 10102 (Gallico, BMI)	5	62		<b>67 GONE ON THE OTHER HAND</b> Tompall & the Glaser Brothers, MGM 13611 (Jack, BMI)	2
25		<b>32 A WANDERIN' MAN</b> Jeannie Seely, Monument 987 (Pamper, BMI)	4	63		<b>75 MAMA'S LITTLE JEWEL</b> Johnny Wright, Decca 32061 (Moss-Rose, BMI)	2
26		<b>29 DON'T LET THE DOORKNOB HIT YOU</b> Norma Jean, RCA Victor 8989 (Acclaim, BMI)	8	64		<b>72 STRANDED</b> Jim Nesbitt, Chart 1410 (Peach, SESAC)	4
27		<b>33 MR. DO-IT-YOURSELF</b> Ray Pillow & Jean Shepard, Capitol 5769 (Central, BMI)	7	65		<b>69 FIRST WORD</b> Eddy Arnold, RCA Victor 9027 (Vintage, BMI)	3
28		<b>48 GREEN RIVER</b> Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	4	66		<b>64 APARTMENT #9</b> Bobby Austin, Tall 500 (Owen, BMI)	14
29		<b>36 OUR SIDE</b> Van Trevor, Band Box 371 (Summerhouse, ASCAP)	8	67		<b>66 A WOMAN NEVER FORGETS</b> Kitty Wells, Decca 32024, (Wells/Cedarwood, BMI)	7
30		<b>38 HULA LOVE</b> Hank Snow, RCA Victor 9012 (Nom, BMI)	5	68		<b>OH WOMAN</b> Nat Stuckey, Paula 257 (Stuckey, BMI)	1
31		<b>28 CALL HER YOUR SWEETHEART</b> Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	12	69		<b>MABEL</b> Skeets McDonald, Columbia 43946 (Central, BMI)	1
32		<b>35 JUST BETWEEN YOU AND ME</b> Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	6	70		<b>78 HEART FULL OF LOVE</b> Johnny Dallas, Little Darlin' 0013 (Mayhew-Window, BMI)	3
33		<b>37 SAD FACE</b> Ernie Ashworth, Hickory 1428 (Acuff-Rose, BMI)	6	71		<b>DON'T PUT YOUR HANDS ON ME</b> Lorene Mann, RCA Victor 9045 (Navavhaminjo, BMI)	1
34		<b>27 SWEET THANG</b> Nat Stuckey, Paula 243 (Su-Ma/Stuckey, BMI)	18	72		<b>GALLANT MEN</b> Senator Everett M. Dirksen, Capitol 5805 (Chappell, ASCAP)	1
35		<b>50 LOSERS CATHEDRAL</b> David Houston, Epic 10102 (Gallico, BMI)	3	73		<b>GRAIN OF SALT</b> Penny Starr, Band Box 372 (Stonethrow-Pocono, BMI)	1
36		<b>41 THE FUGITIVE</b> Merle Haggard, Capitol 5803 (4 Star, BMI)	4	74		<b>74 SHE'S THE WOMAN</b> Barbara Cummings, London 104 (Acclaim, BMI)	3
37		<b>39 THAT'LL BE THE DAY</b> Statler Brothers, Columbia 43868 (Southwind, BMI)	7	75		<b>DON'T WASTE YOUR TIME</b> Mary Taylor, Capitol 5776 (Central, BMI)	1
38		<b>40 THE WIFE OF THE PARTY</b> Liz Anderson, RCA Victor 8999 (Yonah, BMI)	6				

Billboard SPECIAL SURVEY for week ending 1/7/67

# HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		<b>1 THE BEST OF SONNY JAMES</b> Capitol T 2615 (M); ST 2615 (S)	6
2		<b>4 BORN TO SING</b> Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	11
3		<b>2 SWINGING DOORS</b> Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	11
4		<b>15 YOURS SINCERELY</b> Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	5
5		<b>5 YOU AIN'T WOMAN ENOUGH</b> Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	14
6		<b>6 NAT STUCKEY SINGS</b> Paula LP 2192 (M); LPS 2192 (S)	12
7		<b>7 ALL'S FAIR IN LOVE 'N' WAR</b> Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	9
8		<b>3 WE FOUND HEAVEN RIGHT HERE ON EARTH AT 4033</b> George Jones, Musicor MM 2106 (M); MS 3106 (S)	9
9		<b>8 LEAVIN' TOWN</b> Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	10
10		<b>10 WHERE IS THE CIRCUS?</b> Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	8
11		<b>12 FREE AND EASY</b> Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	6
12		<b>20 I'LL TAKE THE DOG</b> Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	6
13		<b>13 THE SEELY STYLE</b> Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	13
14		<b>9 ANOTHER BRIDGE TO BURN</b> Ray Price, Columbia CL 2528 (M); CS 9228 (S)	18
15		<b>11 THE DRIFTER</b> Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	19
16		<b>18 CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS</b> Capitol T 2556 (M); ST 2556 (S)	24
17		<b>17 IF THE WHOLE WORLD STOPPED LOVIN'</b> Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	6
18		<b>14 A MILLION AND ONE</b> Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	13
19		<b>16 COUNTRY CHARLIE PRIDE</b> RCA Victor LPM 3645 (M); LSP 3645 (S)	10
20		<b>23 HAPPINESS IS YOU</b> Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	9
21		<b>24 GREAT COUNTRY SONGS</b> Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	4
22		<b>22 THIS IS MY STORY</b> Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	8
23		<b>29 SOMEBODY LIKE ME</b> Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	3
24		<b>26 BIG BEN STRIKES AGAIN</b> Ben Colder, MGM E 4421 (M); SE 4421 (S)	3
25		<b>25 NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS</b> RCA Victor LPM 3664 (M); LSP 3664 (S)	5
26		<b>21 CONFESSIONS OF A BROKEN MAN</b> Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	14
27		<b>33 BAD SEED</b> Jan Howard, Decca DL 4832 (M); DL 74832 (S)	4
28		<b>27 THE LAST WORD IN LONESOME</b> Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	24
29		<b>35 LOOK INTO MY TEARDROPS</b> Conway Twitty, Decca DL 4828 (M); DL 74823 (S)	2
30		<b>19 I LOVE YOU DROPS</b> Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	22
31		<b>32 FROM NASHVILLE WITH LOVE</b> Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	9
32		<b>NASHVILLE REBEL</b> Waylon Jennings, RCA Victor LPW 3736 (M); LSP 3736 (S)	1
33		<b>30 GEORGE JONES GOLDEN HITS</b> United Artists, UAL 3532 (M); UAS 6532 (S)	16
34		<b>STEEL RAIL BLUES</b> George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	16
35		<b>36 LIVE COUNTRY MUSIC CONCERT</b> Willie Nelson, RCA Victor LPM 3659 (M); LSP 3659 (S)	4
36		<b>38 CAN YOU BELIEVE</b> Geezinslaw Brothers, Capitol T 2570 (M); ST 2570 (S)	2
37		<b>37 ALMOST PERSUADED</b> David Houston, Epic LN 24213 (M); BN 26213 (S)	22
38		<b>28 CLOSE TOGETHER AS YOU AND ME</b> George Jones & Melba Montgomery, Musicor MM 2109 (M); MS 3109 (S)	7
39		<b>39 FROM THE HEART OF TEXAS</b> Bob Wills and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	5
40		<b>40 WHEELS AND TEARS</b> Kay Adams, Tower T 5033 (M); ST 5033 (S)	2



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**JOHN ALLDIS CHOIR/MEMBERS OF THE MELOS ENSEMBLE** — New Music From Britain; 36387, S 36387  
**BEETHOVEN: VIOLIN CONCERTO** — Yehudi Menuhin/New Philharmonic Orch. (Klemperer); 36369, S 36369  
**FALLA: AMOR BRUJO/RAVEL** — De Los Angeles/Philharmonic Orch. (Giulini); 36385, S 36385  
**MOZART: DON GIOVANNI** — Various Artists/New Philharmonic Orch. (Klemperer); DL 3700, SDL 3700  
**VERDI: IL TROVATORE HIGHLIGHTS** — Corelli/Tucci/Various Artists (Schipper); 36404, S 36404

## ARGO

**CARMINE ALBANO** — So What's New?; LP 2101

## AUDIO FIDELITY

**BEETHOVEN: SYMPHONY NO. 1** — Frankfurt Opera Orch. (Goehr); FCS 50021  
**CESANA** — The Velvet Touch; AFLP 2167, AFSD 6167

**FATHER COLUMBA McMANUS** — All About Love; AFLP 2169, AFSD 6169  
**THE SEVEN PLAYERS** — West Digs East — Dig?; AFLP 2166, AFSD 6166

## BRUNSWICK

**ARTISTICS** — I'm Gonna Miss You; BL 54123, BL 754123

## CALLA

**J. J. JACKSON** — JJ; C 1101, CS 1101

## CAPITOL

**BIG BEN BANJO BAND** — Happy Banjos Play the Beatles; T 2642, ST 2642  
**CAPITOL SYMPHONY ORCH.** — From France With Love (Dragon); P 8649, SP 8649  
**GUY LOMBARDO** — The Sweetest Sounds Today!; T 2639, ST 2639  
**NED MILLER** — Teardrop Lane; T 2586, ST 2586  
**WAYNE NEWTON** — It's Only The Good Times; T 2635, ST 2635  
**BUCK OWENS** — Open Up Your Heart; T 2640, ST 2640

**LEONARD PENNARIO** — Pennario Plays Just For Fun!; P 8648, SP 8648  
**LEONARD PENNARIO** — The Spanish Piano; P 8647, DP 8647  
**LOU RAWLS** — Carryin' On!; T 2632, ST 2632  
**The Best of DJANGO REINHARDT Vol. 1;** T 10457  
**The Best of DJANGO REINHARDT Vol. 2;** T 10458  
**VARIOUS ARTISTS** — Adventures of Colored Man; T 2597, ST 2597  
**OLAV WERNER/GALLEBERG SANGKOR** — Norwegian Songs of Faith; T 10382, DT 10382  
**NANCY WILSON** — Nancy-Naturally; T 2634, ST 2634

## CAPITOL IMPORTS (ITALY)

**ADAMO** — Chansons Non Commerciales; DELP 8156  
**VARIOUS ARTISTS** — Balliamo Con Le Canzoni Di Adamo; PPSQ 703

## DGG

**SIEGFRIED BEHREND** — Gitarrenkonzerte; SLP 139166  
**DOVORAK: SYMPHONY NO. 8** — Berliner Philharmoniker (Kubelik); SLP 139181  
**MOZART: SYMPHONIES NOS. 39 & 36** — Berliner Philharmoniker (Behm); SLP 139160

**ADOLF SCHERBAUM** — Baroque Music For Trumpet Virtuoso Vol. 2; SLPEM 136518  
**SCHUBERT: DIE SCHONE MULLERIN** — Fritz Wunderlich; 139 219/20  
**WAGNER: TRISTAN UND ISOLDE** — Various Artists/Bayreuther Festspiele 1966 (Bohm); 139 221/25

## EPIC

**THE BROAD STREET STRUTTERS & SINGERS** — Goodtime Happening; LN 24240, BN 26240

## INTERNATIONAL ARTISTS

The 13th Floor Elevators; 1A-LP 1

## KARATE

**NAI BONET/VARIOUS ARTISTS** — Belly Got Got; KLP 1403, KSD 5403

## L'OISEAU-LYRE

**BACH: CANTATA NO. 159 SEHEY, WIR GEHN HINAUF GEN JERUSALEM**—Various Artists/Academy of St. Martin In The Field (Marriner); OL 295, SOL 295  
**PURCELL: THE INDIAN QUEEN** — English Chamber Orch. (Mackerras); OL 294, SOL 294  
**SPOHR: VIOLIN CONCERTO NO. 8 IN A MINOR** — Symphony Orch. (Beck); OL 278, SOL 278

**HUGO WOLF: LIEDER RECITAL BY HELEN WATTS**; OL 293, SOL 293

## LONDON STEREO TREASURY

**ADAM: GISELLE** — Paris Conservatoire Orch. (Martini); STS 15010  
**BERLIOZ: SYMPHONIE FANTASTIQUE**—Israel Philharmonic (Solti); STS 15006  
**BRAMMS: HUNGARIAN DANCES** — Vienna Philharmonic (Reiner); STS 15009  
**BRAMMS: THE FOUR SYMPHONIES**—Vienna Philharmonic (Kubelik); STS 15001/4  
**DVORAK: SYMPHONY NO. 5** — Vienna Philharmonic (Kubelik); STS 15007  
**FALLA: EL AMOR BRUJO** — Various Artists/L'Orchestra de la Suisse Romande (Ansermet); STS 15014  
**MENDELSSOHN: SYMPHONY NO. 4** — Israel Philharmonic (Solti); STS 15008  
**ENGLISH CHAMBER ORCH.** (Hurwitz) — Music In London (1670-1770); STS 15013  
**ROSSINI-RESPIGHI: LA BOUTIQUE FANTASQUE** — Israel Philharmonic (Solti); STS 15005  
**STRAVINSKY: THE SONG OF THE NIGHTINGALE** — L'Orchestra de la Suisse Romande (Ansermet); STS 15011

## LUTHERAN RECORDS

**VARIOUS ARTISTS** — Come to the Feast; S6-6957

## MERCURY WING

**ALLENIZ: INTERLUDE** — Minneapolis Symphony Orch. (Dorati); WC 18063  
**BEETHOVEN: SYMPHONY NO. 1** — Detroit Symphony Orch. (Paray); WC 18062  
**DAMITA JO** — This One's For Me; WC 16333  
**BILLY ECKSTINE** In 10 Great Movies; WC 16334  
**MOZART: SYMPHONY NO. 36** — London Symphony Orch. (Dorati); WC 18064  
**GERRY MULLIGAN**—Night Lights; WC 16335  
**SCHUMANN: SYMPHONY NO. 2** — Detroit Symphony Orch. (Paray); WC 18061  
**TOM & JERRY** — Guitar's Greatest Hits; WC 16332

## MOTOWN

**BARBARA McNAIR** — Here I Am; MS 644

## PARKWAY

**THE YOUNG GYANTS**; P 7054, SP 7054

## PRESTIGE

**WILLIS JACKSON** — Soul Night/Live!; PR 7396, PRST 7396  
**FREDDIE McCOY** — Funk Drops; PR 7470, PRST 7470  
**HOUSTON PERSON** — Underground Soull; PR 7491, PRST 7491

## RCA VICTOR

**DEREK & RAY** — The Keyboard Sounds of Today!; LPM 3665, LSP 3665

## REP

**THE MOD-MODS** — Heaven's Door; LP 102  
**FELIX RANDOLPH** — Spanish Spy; LP 104

## ROADRUNNER

**ERNE MENEHUNE** — Hawaii's Sun-Tanned, Irishman; 1314

## ROJAC

**BIG MAYBELLE GOT A BRAND NEW BAG**; RO 122

## SERAPHIM

**BEETHOVEN: DIABELLI VARIATIONS, OP 120** — Hans Richter-Haaser; 60027, S 60027  
**FRANCK: SYMPHONY IN D MINOR** — Orch. National de la Radiodiffusion Francaise (Beecham); 60012, S 60012  
**CHRISTA LUDWIG/GERALD MOORE** — A Song Recital; 60034, S 60034  
**POULENC: LES MAMELLES DE TIRESIAS** — Denise Duval/Various Artists; 60029  
**TCHAKOVSKY: CONCERTO NO. 1** — Claudio Arrau; 60020, S 60020  
**VERDI: DON CARLO** — Various Artists, Rome Opera Chorus & Orch. (Santini); IC 6004

## UNITED ARTISTS

**FERRANTE & TEICHER** — A Man and A Woman; UAL 3572, UAS 6572

## UA INTERNATIONAL

**MINA** — Studio Una 66; UN 14501, UNS 15501



## Isn't that what's-his-name playing the Hohner whatchamacallit?

It's not a whatchamacallit the kid in the middle is playing. It's a Hohner Harmonica. And it's not what's-his-name, the boy crimefighter. It's Johnny Morley, from Freeport High School. Which just goes to show you that Hohner makes a musical instrument for everybody. Even the kind of people you'd least expect to see playing one. Like

Arthur Lazlo. The ticket broker, not the trumpeter. Arthur taught himself to play the Melodica one night. Now they ask him to play at parties. And Vinnie Panetta, the maitre de in the fancy jacket. Vinnie never even got invited to costume parties before. Now he gets coaxed to play at them. Bach, Beethoven and Beatle music all sound great on his Hohner Cembralet.

And Bob Brameral on accordion. And Anna Bella Watne on the Contessa guitar. And Ronald Stone on the Sonor drums. None of them are professional musicians. They just felt—like a lot of people—that they could make music if they tried. So they tried. M. Hohner, Inc., Hicksville, N. Y.



This ad is part of a national advertising campaign in Life and The New York Times Magazine, in teaching publications, and on radio stations across the country. We want your customers to know that Hohner makes the instruments used in the big new sound in contemporary music. We want you to know too.

**SINCOMPERNEER**  
is on the M.A.P.

**WORC is too . . .**  
are you?

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



SWINGER SET, the second promotional guitar/stereo phonograph combination introduced by the Consumer Electronics Division of Philco-Ford. The suggested retail price is \$99.95.

## Swinger Set, 26 Other New Items From Philco

PHILADELPHIA — A new Swinger guitar/phonograph combo and 26 other new home entertainment pieces have been introduced by Philco-Ford's Consumer Electronics Division for 1967.

The complete portable phonograph electric guitar combination carries a suggested retail price of \$99.95. The set includes a portable stereo phonograph (Model 1467BK) and a professional-style, six-string electric guitar. The guitar plugs into a special jack on the phonograph and plays through the stereo speaker system.

Included among a host of black and white and color TV receivers in the new Philco-Ford home entertainment line are a new color TV/stereo/radio combination and a console stereo. The combination, Model 6935-WA, boasts a 6-inch oval speaker on the TV side and two, 8-inch round speakers in the

stereo sound system. It also has FM stereo and FM/AM radio with a four-speed automatic changer. And it is at open list. The console stereo entry is Model 1877WA in a 70-inch cabinet with 100 watts of peak power at \$450 suggested retail.

The "Swinger Set" is a promotional offering, the second such by Philco-Ford. The first was introduced in May of 1965 and carried a suggested retail price of \$129.95.

The guitar may be played separately as an amplified instrument or may be played along with records on the unit's 4-speed changer.

The phonograph is of tilt-down style with swing-out, detachable wings enclosing 4-inch speakers. Eighteen feet of stereo separation is possible.

A teach-yourself booklet is included with each guitar-phonograph combo.

## Motorola Enlarges AM Line

CHICAGO—Motorola Consumer Products, Inc., has inserted the following solid-state AM table radios into its line:

Model XT6C four-transistor at \$16.95 replaces model XT2B as the table model opener.

Model XT7C at \$19.95 is next in line.

Model XT8C with slide rule dial at \$22.95 replaces model XT3B in the line.

Model XT4C at \$29.95 tops the line of solid-state, AM table radios.

These tube chassis sets remain in the line:

Model AT30B at \$12.88 suggested list.

Model AT31B at \$14.95.

Model AT25B at open list.

Now in Motorola's solid-state AM clock radio line:

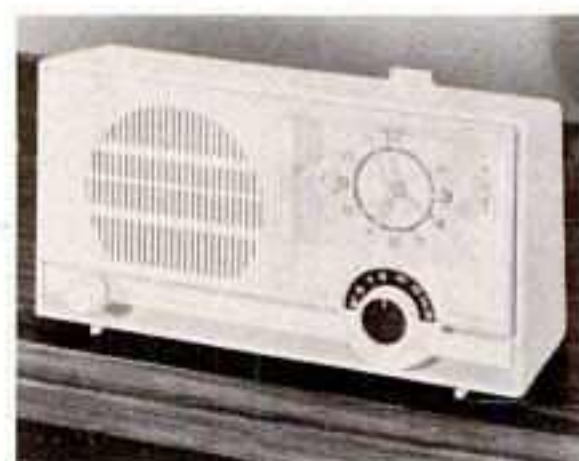
Model XC17C four-transistor at \$21.95.

Model XC18C step-up at \$26.95.

Model XC19C with distinctive cabinet at \$28.88.

Model XC20C step-up at \$29.95.

AM clock carry-overs are models AC4B at a \$15.88 suggested list; AC43B at \$18.88 (both tube models); and solid-state models XC15C at \$34.95 and XC16C at \$39.95 suggested list.



MOTOROLA CLOCK RADIO, Model XC18C, solid-state with Lazalarm and Sleep Switch. Representative of the company's expanded table model line for 1967, the radio carries an optional-to-dealer list of \$26.95.

## Theme for 66th Music Show: 'Hard Sell in Soft Economy'

CHICAGO—"The theme of the 1967 Music Show will be hard selling to compensate for any general economic declines," announced William R. Gard, executive vice president of the National Association of Music Merchants, sponsors of the annual summer event here.

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

The 66th annual Music Show will be held at the Conrad-Hilton Hotel here July 25-29.

"Anticipating future sales is a critical phase of marketing," Gard said. "With many economic indicators pointing to an easing off of business levels, it would seem quite prudent and precautionary for the music industry not only to size up future business but also to set a strategy for tomorrow to assure that it will continue to capture a major segment of America's leisure-time and educational income."

### Sales Saturation

Gard said that the 1967 show will concentrate on methods of

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

### New Session

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

"We are on the threshold of becoming a billion-dollar annual business," Gard said. "There is

no reason why the musical instrument industry cannot pass that mark in annual retail sales very soon if we but continue the kind of aggressive, alert selling which has marked the past decade when we enjoyed a bountiful boom economy."

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

### Education

"And the higher standards of education which have become part of the American way will also guarantee that music education is as much a part of schooling as the three R's. We have reached the point where one out of every six school-children takes instruction on a musical instrument—four times what the percentage was 15 years ago. If we can but double the number of students playing musical instruments in the next decade, our industry will be assured of phenomenal growth."

Gard suggested that music has become the nation's most popular entertainment, with Americans devoting more time to listening to and playing music than to reading.

## Scanning The News

At a board meeting held in Chicago Dec. 19, Peter W. Amberg was elected president of Amberg File & Index Co., Kankakee, Ill. Joseph W. Cremin is chairman of the board. . . . Richard M. (Dick) Trimble, 61, owner of the Dick Trimble House of Music, Lancaster, Ohio, died Dec. 9. Trimble once played with the Dick Fiddler band of Columbus, Ohio. . . . Year-end appointments: W. E. Combs has been named plant manager of Estey Musical Instrument Corp. at General Electric's Electronics sales operation. William R. LaMarca has been named national accounts specialist; in GE's television receiver department, Donald E. Garrett has been appointed manager of engineering; in the marketing section of GE's audio products department, John P. Enggaard has been named manager of field sales for the newly formed national field sales force, Walter W. Williams has been named manager of portable phonograph sales, M. Clifford Nelson has been installed in the newly created post of manager, advertising and sales promotion, John R. Deemy becomes manager of marketing administration and Edwin V. Rehill is the departments new international business chief; John S. Boyers has been appointed director of engineering for the Minneapolis-based divisions of the Telex Corp., directing all engineering functions of the Telex Acoustics, Viking and Magnecord Taperecorder divisions; in the electronic components group of Sylvania Electric Products, Inc., Robert A. Starek becomes product marketing manager, picture tubes, W. R. Dixon has been named marketing services manager and Fred J. Nataly is now merchandising manager. . . . Campbell-Ewald is the new advertising agency for the Admiral Corp. . . . The Houston Post reports that the auto stereo craze has struck. . . . DuMont has named Noble Distributors, Inc., of Phoenix, Ariz., a distributor. . . . Detroit-based American Music Store, Inc., reported for the first fiscal quarter ended Oct. 31 sales of \$6,211,099 and earnings of \$229,802, an increase in the former and a decrease in the latter compared to the same span a year ago, according to Jack J. Wainger, president. RAY BRACK

## Kay Musical Instrum't Co. in Frets Since '90

(First in a series on amplified instrument manufacturing sources for dealers interested in entering or expanding their involvement in this exploding market.)

ELK GROVE VILLAGE, Ill. —Kay Musical Instrument Co., a subsidiary of the Seeburg Corp., offers 113 models through 27 domestic distributors.

The Kay line breaks down like this:

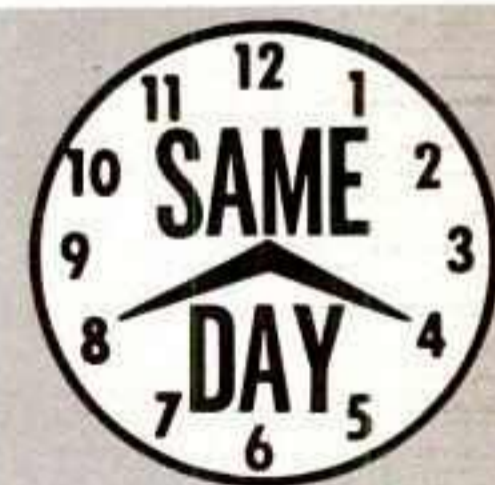
- Solid body electric guitars ranging in price from about \$60 through \$325.
- Acoustical electric guitars priced from about \$65 to \$350.
- Electric basses in a price bracket of about \$80 to \$200.
- Amplifiers ranging from about \$40 through \$400.
- Bass amplifiers starting at \$150 and running through \$250.
- Flat top guitars ranging in price from \$30 through \$150.
- "Country flat guitars" retailing at from about \$40 through \$175.
- Folk guitars in the \$80 to \$100 range.
- Classic guitars at from \$60 to \$90.
- "Special flat top guitars" at from \$50 to \$150 suggested retail.
- Arch top guitars from \$40 up to \$100.
- Mandolins in the \$30 to \$150 range.
- Ukuleles priced at from \$11 to \$42.50.
- Banjos in the \$50 to \$160 bracket.

The company also has extensive lines of guitar cases and strings for all its instruments. Originally known as the Groeschel Co., Kay was founded in 1890 in Chicago. The firm

then manufactured bowl-type mandolins. In 1918 manufacture of guitars and banjos was commenced. The company is known as a pioneer in the application of molded plywood for fretted musical instruments and the arching of woods for guitars.

The company's name was changed to "Kay" in 1928 when Henry Kay Kuhmeyer bought the firm.

(Continued on page 48)



## 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.

**DIRECT-TO-DEALER**  
**Pfanstiehl**  
CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle

# CLASSIFIED MART

## 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.

**WE PRODUCE MASTERS FOR SALE or lease.** R&B, Rock 'N Roll, Jazz Sepia Artists. Contact LaSalle Recording Co., 5727 So. LaSalle, Chicago, Ill. 60641-51.

**PARTNER WITH CAPITAL WANTED** to enlarge wholesale and retail outlets of Sacred Recordings in Canada. A real opportunity for Christian party. Write: Box 2307, Vancouver, B. C., Canada.

## 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

### HELP WANTED

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

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Music Makers Promotion Network  
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★ 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

### NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

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No job too small  
**DISTRIBUTION ARRANGED**



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## MISCELLANEOUS

**COMEDIANS, MC'S, DISC JOCKS, Writers, Spkrs., Joke Lovers!** World's great collection of adult humor. Over 10,000 gags, jokes, cartoons, all red hot and blue, all gems, delivered for \$10 complete. If not more than pleased, return for full refund! Showbiz Research Institute, Box 8711, Fort Worth, Tex. 76112.

**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.

**READ "SONGWRITER'S REVIEW"** magazine, 1697-B Broadway, N.Y.C. 10019. \$3 year; sample, 35¢. Guiding Light to Tin Pan Alley. Est. 1946.

## WANTED TO BUY

**WANTED: USED CRYOVAC BAGGING Machine, Model 7101A, and Heat Tunnel** for immediate delivery. Cash. State price, age, condition of both units. Write Box 298, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

**WILL PURCHASE FOR CASH YOUR** inventories of Phono Needles, Adapters, etc. Must be in original manufacturer's packages. Tom Murphy, c/o 15210 Roscoe, Apt. 13A, Panorama City, Calif.

## 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.

### UNITED STATES

**LARGEST SUPPLIERS OF 45 RPM:** Brand-new 45 RPM's, \$4 per 100; minimum order, 1,000 records, \$40. Orders of 50,000 or more, \$4 each. (Will ship all over the world.) Send check with order: Sutton Record Co., 26 W. 20th St., New York, N. Y.

*Say You Saw It in Billboard*

## CLASSIFIED ADVERTISING RATES

**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.

### INTERNATIONAL EXCHANGE ADVERTISING RATES

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.

### PAYMENT MUST ACCOMPANY ALL ORDERS

**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.

### Classified Advertising Department

**BILLBOARD MAGAZINE**  
188 West Randolph Street  
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in \_\_\_\_\_ issue(s):

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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**PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.**

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

AUTHORIZED BY \_\_\_\_\_ AMOUNT ENCLOSED \_\_\_\_\_

Type of classified ad desired—check one  
 REGULAR CLASSIFIED  DISPLAY CLASSIFIED

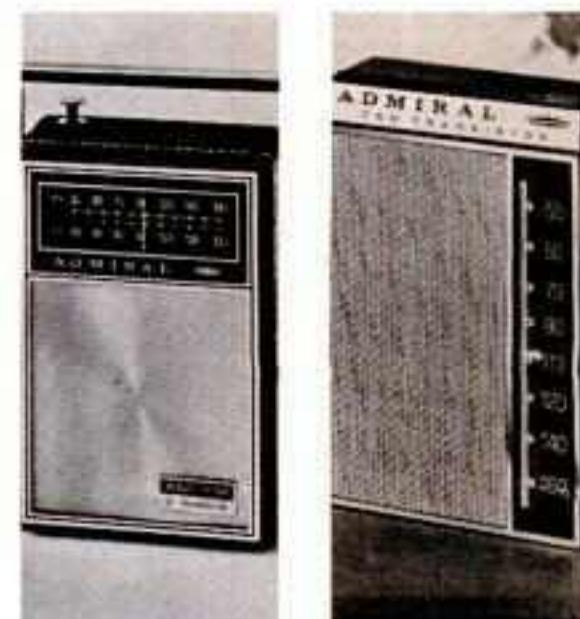
HEADING DESIRED: \_\_\_\_\_

**zip code helps keep postal costs**



**down BUT ONLY IF YOU USE IT.**

## 24 New Phonographs, Radios From Admiral



radios, nine table radios, two console stereo/radio phonographs and two portable phonograph models have just been introduced by the Admiral Corp.

The transistor models: Landau (YK201), eight-transistor AM at open list; Caprice (YK 211,2), 10-transistor AM at \$9.95 suggested list; Constellation (YK221,3), 10-transistor AM at \$11.95; Polaris (YK237), 10-transistor AM at \$14.95 list; Wayfarer (YK311), 10-transistor FM/AM at open list; Marquis (YK301,7), 10-transistor, five-diode FM/AM at \$24.95 suggested list; Executive Classic (YK381), 12-transistor, seven-diode at \$29.95 list; Bolero (YK327), slide-rule tuning FM/AM at \$29.95; Villager (YK 331), 13-transistor, AFC FM/AM at \$29.95; Runabout (YK 341), 13-transistor, three-band FM/AM at \$34.95 and All World (YK1009), 13-transistor, seven-diode FM/AM short wave/long wave/amateur/time signal/marine at \$199.95.

The new table radio models: Stanton (YK803), five-tube AM at open list; Sinclair (YK501), six-tube FM/AM at open list; Americana (YKC581), six-tube FM/AM clock at open list; Walton (YK103), five-transistor AM at \$14.95 suggested list; Welborne (YK117,8), five-transistor AM at \$17.95 suggested list; Duncan (YK121), five-transistor AM with walnut-grained finish at \$19.95 suggested list; Ashley (YKC133), five-transistor AM clock at \$19.95; Argyle (YKC147,8), like Ashley with dual speakers at \$24.95, and Regent (YKC151), five-transistor AM clock with snooze alarm at \$29.95.

REPRESENTATIVE of Admiral's 1967 transistor portable radio line are the Villager, left, at \$29.95, and FM/AM model and the Constellation, a 10-transistor model, operable on a nine-volt battery pack, at \$11.95 list.

The 1967 stereo line additions: Edgemont (YN8501) with four speakers, dual channel amplifier, FM/AM radio and Admiral-built four-speed automatic record changer at a suggested range of \$148-\$159.95, and Brookshire (YN8511) with same features as Edgemont plus FM stereo radio, solid-state dual-channel amplifier and transistor-matched ceramic cartridge with sapphire stylus at a suggested list price of \$189.95.

And the portable phonographs: Embassy (YN1431C), monaural, all-transistor with tilt-out four-speed Admiral-built automatic record changer with adapter for 45 r.p.m. records at \$49.95, and Florentine (YNS1721C), solid-state stereo with tilt-out four-speed record changer and two 5/4-inch speakers in hinged, removable enclosures at a suggested list price of \$69.95.

## Kay Musical Instrument Co. in Frets Since '90

• Continued from page 47

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

Sidney M. Katz headed a combine which bought the company in 1955. Katz served as president until his resignation last year. The company had been acquired by Seeburg in 1965. The new president is Robert W. Keyworth, who has been with Kay 20 years and in the musical instrument business for 30 years. Robert E. Lynch is sales manager.

### Old World

Kay's headquarters and production facilities here, which it occupied in February 1964, embrace a 100,000-square-foot structure on 7½ acres. The company employs some 600 persons.

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

In addition to the products mentioned earlier, Kay also manufactures orchestral string basses and cellos with related accessories.

In addition to domestic outlets, Kay has 15 export distributors servicing some 25 foreign countries. Kay also sells mail-order firms such as Montgomery Ward, which market various models under their own brand

names. Kay's U. S. distributors service about 7,000 retail outlets. Company officials say they are becoming increasingly interested in the independent record retailer because of his high-teen traffic.

Among some 15 manufacturers in its field, Kay is considered a quality producer of moderately priced products.

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

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



# COIN MACHINE news

## Location Idea: Hobby Centers

By EARL PAIGE

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

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

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

### Family

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

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

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

### Older Equipment

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

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

Tolisano, in giving additional specific tips in securing midget racing games locations, said the operator should go in on no less than a straight 50-50 split. "Stress the fact that you are offering great service," Tolisano advised. "After all, you are creating a whole family recreation center built around the hobby cars," he said.

### Checks

Tolisano also advised weekly checks instead of every other

(Continued on page 50)



THEY'RE OFF! Action on one of two tracks at Mini Car. Florida center accommodates eight racers on each track. Owner Jerry Rogers employs five people. Automatically controlled track time is sold in 15-minute intervals. Coin machine operator is James Tolisano.



BUSY SCENE at Mini Car counter. Center is open 12-10 p.m. Monday through Thursday; 12-11 p.m. Friday and Saturday; 12-9 p.m. Sundays.



REFRESHMENT AREA is a popular place with visiting mothers who often leave children while they shop in nearby stores.



PLENTY OF ACTION at center's four pin games. Tolisano has his routemen check center weekly.



Center has four such units.



SENIOR CITIZENS are big Mini Car boosters, too. Here, some are seen playing on center's 11 pool tables. Tolisano has 25 pieces of equipment in the location.

## 1967 Assn. Roll Call: Plans and Problems

By EARL PAIGE

Part One:

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

The two associations last year successfully combated a 5-10 per cent gross receipts tax, Mawdsley said, but he believes the measure will be reintroduced this session. A number of laws Mawdsley referred to as "discriminatory" will be the objects of association repeal efforts this year. One law is related to Sunday closing.

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

(Continued on page 50)

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

By RAY BRACK

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

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

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

(Continued on page 53)

## Pittsburgh One-Stop Provides Jukebox Pick, Review Service

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

"We were founded with the primary purpose of service to music operators," said company principle Rick Miller. "We now serve operators in six States. And we are making a special effort to provide operators with those special requests which, as you know, are so important in keeping satisfied locations."

At the heart of the company's service scheme is the "Regal Reporter," mailed out each week. This sheet lists top releases in main location categories: pop, kids and a go-go, Little LP's, rhythm and blues, country western and jazz and instruments.

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

(Continued on page 50)

## EDITORIAL

### Absurdity of the Year

According to Charles Siragusa, executive director of the Illinois Crime Commission, Chicago, jukeboxes gross \$36 million annually, "red money" is a sinister device of the Mafia, and recording artists prefer jukebox to radio exposure. These and other absurd "disclosures" were fed by Siragusa to the papers during 1966, and the dailies dutifully printed them. Even the sadly mis-used music business laughed at this nonsense. We trust the headlines helped sell Siragusa's new book.



CHRISTMAS PARTIES were numerous this year around the country as coin machine industry firms celebrated. Typical was the annual Andy Hesch employee's party held this year at Gunnell's Steak House, a location Hesch's Chicago A&H Entertainers have had 25 years. Hesch is shown with Mrs. Lillian Gunnell.

## Location Idea: Hobby Centers

• Continued from page 49

week. "I do this with my whole route," he explained, "but it's especially important in the hobby center locations," he said. "A lot can happen in a week. You'll find that a bulb is out in a game or that something needs cleaning and as for the records, you have to remember that youngsters predominate in these types of locations and you have to stay up on the latest records, too."

"Actually," he said, "I would say that by checking weekly you'll up your revenue from two to three dollars per machine. You're also providing the location by checking more often and showing an interest that he will appreciate." More frequent service also means cleaner equipment, Tolisano pointed out, "And this is important in itself," he said.

"You're making coin-operated equipment more acceptable," Tolisano said, "which gets away from the smear that has surrounded the game business in the past. You and your equipment are exposed to young people and to senior citizens such as we have in Florida and it goes for creating a better image for operators I think."

In line with this, Tolisano mentioned that law authorities here have openly congratulated him for developing Mini Cars. "The police know these kind of places keep kids off the street," said Tolisano, "and parents know where their kids are, too. The police have been 100 per cent for us," he added.

### Other Ideas

Tolisano cited several potential locations, in addition to miniature racing centers. "You can take a half dozen or so pieces and have a pretty nice arcade kind of set up that will go in airports, department stores, shopping centers and bowling alleys. The idea is to pinpoint high traffic locations," he said.

Other potential locations, that, while they may lend themselves to more specialized amusement games, still have possibilities, according to Tolisano. "Resorts, hotels and apartment houses," he said, "are examples of locations where pool tables and pieces like this can be located. These high-rise apartment buildings," he went on, should all have some kind of game room or recreation center. They're excellent possibilities," he said.

In a recent address before the Music Operators of Virginia, Tolisano cautioned operators to be aware of the fact that Americans are changing their leisure-time habits. "We all know of this switch to outdoor living, the backyard barbecue, more and more participant sports and the fantastic popularity of camping. We must face the facts."

### New Things

"I don't have to tell you how many locations have been lost because of these national hamburger chains," Tolisano told MOV operators. "Every time one of these goes up you've lost some kind of roadside restaurant or cafe because these hamburger drive-ins usually can't be an outlet for us."

Tolisano also commented upon the redevelopment going on in the downtown areas of larger cities. "Whole blocks are torn down," he said. "You may have six or a dozen spots wiped out forever," he said. "It just means that we have less and less locations on the street today."

But Tolisano refuses to think

## 1967 Assn. Roll Call: Aims, Plans, Problems

• Continued from page 49

Public relations is another goal of both associations, and Mawdsley's involvement in both the Holyoke Kiwanis Club as a newly appointed member of the city's planning board speaks well for the operator organization's efforts. "The trouble is, I'm becoming so involved," Mawdsley said, "I definitely will not seek re-election in either association."

The newer MCMA will hold its annual election at Holiday Inn, Waltham, Mass., Jan. 9. Currently, in addition to Mawdsley, the officers are David J. Baker, Somerville, executive vice-president; vice-presidents Arthur Sturgis, Boston; Saul Robinson, Boston; Myron (Kip) Hillman, Fall River; secretary Raymond Barker, Shirley; treasurer Bob Jones, Boston. Jones has been filling a temporary post.

MCMA, Mawdsley reported, has a current membership of about 45 operators and is shooting this year for at least an 85 per cent total membership. The older WMMG is near saturation, he said, with approximately 15 operating companies belonging.

Officers of WMMG, in addition to Mawdsley, are Ted Grant, Springfield, vice-president; Gerald Balboni, Springfield, secretary; Rowland Hebert, Holyoke, treasurer, and board member Ralph Ridgeway, Springfield. WMMG will also be meeting this month at the Ron Rock Cafe, Chicopee, Mass. The group recently held a very well-attended Christmas party at the same location with 100 people attending. Among guests were Abe Fish, executive director of the Music Operators of Connecticut, and Anthony Wilkas, MOC president.

HARTFORD, Conn. — The Music Operators of Connecticut will hold its next regular meeting the last of January at the association's 242 Trumbull Street headquarters here, at which time the annual election of officers' meeting will be planned. The association will hold its election meeting Feb. 7.

Officers of MOC are Anthony Wilkas, Hartford, president; Phil Tolisano, Rockville, vice-president; Frank Marks, New London, secretary; Nate Lesner, New London, treasurer; Ed Beresth, New London, sergeant at arms; Is Resnick, Hartford, and Joe Ficca, Torrington, delegates at large. Abe Fish, Hartford, is managing director.

HURLEYVILLE, N. Y.—At least two of New York's operator associations anticipate a busy year. The State-wide New York Coin Operators Association based here is studying a revision of the penal code which it fought for unsuccessfully last year. In New York City the metropolitan Music Operators of New York is preparing to fight excessive location bonuses and loans, and the proposed over-all 5 per cent sales tax that would affect the revenue from jukeboxes and games.

in negative terms even while being aware of the realities in today's operating. "This is why I urge operators to completely evaluate their present locations no matter what kind of spot this might be whether it be small or large," said Tolisano.

"You should first analyze the spot," he said, "try to see it in a different perspective and find out of different kinds of equipment might be profitable. Try new things," he urged.

Out-State, the three county organizations have their own more localized and less pressing problems. These organizations are New York State Operator's Guild; Westchester Operator's Guild, Inc., and Rockland County Coin Machine Association.

Describing the status of the penal law, NYCOA president Mrs. Amelia (Millie) McCarthy said, "They're drafting an entirely new bill. It won't be No. 982 which Gov. Nelson Rockefeller vetoed last summer; we'll be starting all over again."

The bill in question applied to areas outside cities of one million or more and contained two main points of interest for operators. It amended the general business law to provide uniform regulations, control, supervision and licensing, and it amended the penal law to specifically define an amusement game. One provision of the law would have given the New York Department of State the authority to license and regulate amusement games.

Such a bill has been passed by the State Legislature on three occasions only to be vetoed each time by Governor Rockefeller. NYCOA, which normally holds one meeting a year, has not decided on another session as yet. Its officers, in addition to Mrs. McCarthy, are vice-presidents George Holtzman, N. Y. C.; John Van Wyck, Nyack; Henry Knoblauch, Hudson Falls; Charles Keppler, Syracuse; Joseph Grillo, Rochester; Dave Soloman, Elmira; secretary Jack LaHarte, Lake Placid; treasurer Mac Douglas, Beacon.

In New York City MONY managing director Ben Chicofsky said, "The matter of the 5 per cent over-all sales taxes is in the courts now but has not been adjudicated. Our other problem is to combat the excessive bonuses and loans to locations and a third problem would be these out-of-town jobbers invading the city and selling directly to storekeepers."

These matters will be taken up Jan. 31 when MONY holds a meeting at Holiday Inn, 440 W. 57th Street. Officers of the association in addition to Chicofsky are President Al Denver, Vice-President George Holtzman, Secretary Bill Kobler and Treasurer Gil Sonin.

Sixty people attended the annual Christmas party of the Westchester Operator's Guild, Inc., held at the Tappan Hill Restaurant, Tarrytown, last week. Officers of the association are President Carl Pavesi, Vice-President-Treasurer Louis Tartaglia and Secretary Seymour Pollak.

The New York State Operator's Guild, representing the counties of Dutchess, Orange, Ulster and Sullivan normally meet each month, according to President Mike Mulqueen, Waldon. Other officers are Vice-President Jack Wilson, Newburgh; Secretary Mrs. Gertrude Brown, Beacon; Treasurer Mac Douglas, Beacon, and attorney Lou Werner, Newburgh.

Also meeting monthly is the Rockland County Coin Machine Association helmed by Dave Conrad, Suffern. John Van Wyck, Nyack, is vice-president and Frank Franco, Nyack, is secretary-treasurer. Commenting on how this association has remained so effective, Van Wyck said, "We don't fool around. If a member misses three meetings he's out and it costs him one tenth of the amount in the treasury to get reinstated."

PHILADELPHIA — The Amusement Machine Association  
(Continued on page 56)

## Pittsburgh 1-Stop Provides Service

• Continued from page 49

in a short review paragraph: "We've discussed this hit in previous Reporters. But its success has been so great that we feel it worthwhile to mention it again. As you of course know, we are exceptionally proud of "Winchester Cathedral," because we picked it far ahead of anyone else."

Regal's capsule reviews are succinct and jukebox-oriented. Some examples:

On "Time After Time" by Chris Montez—"A new rendition

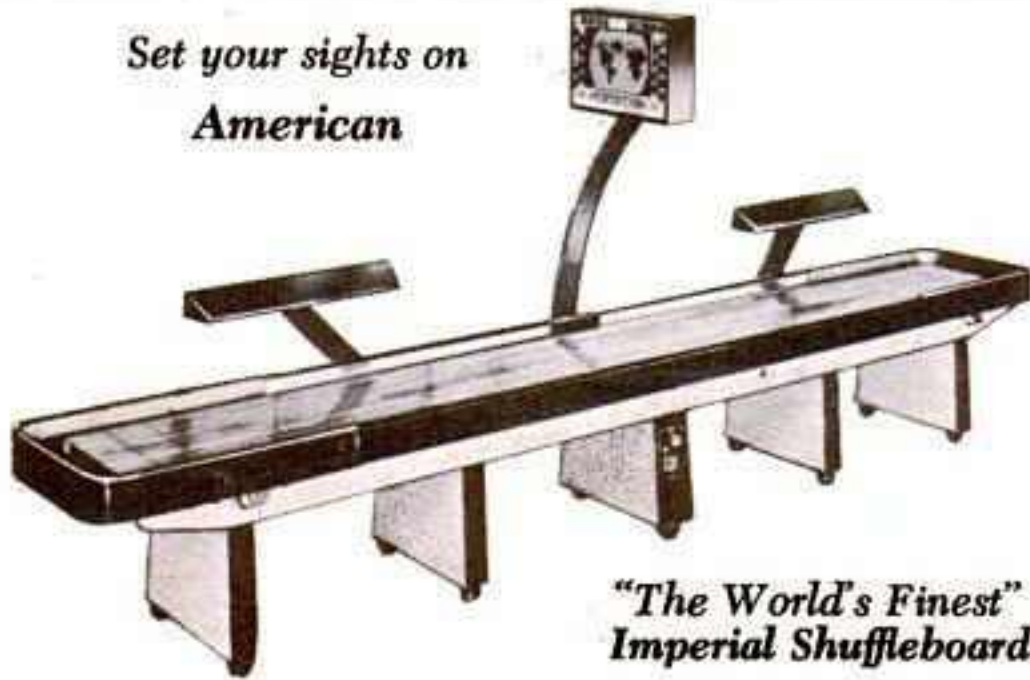
of the old standard, done in a free and easy manner which is sure to make it a hit in most pop locations."

On "Don't Let the Doorknob Hit You" by Norma Jean—"The title alone will probably get this record enough plays to make it a profitable one."

Miller writes the reviews and puts the sheet together. Other principles in the firm are Don Bray and Art Liberatore.

Regal handles a complete line of Little LP's, including those from Seeburg.

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# Pioneer Corp. in Bulk in Big Way With Major Chain Outlets

CHICAGO—Pioneer Corp., which began in the bulk vending business during 1966 through acquisition of two firms, is now an established operation in the metropolitan Chicago area.

According to vice-president Henry F. Barnas, Pioneer has set all types of ball gum, tab gum, wrapped gum and nickel, dime and quarter capsule machines primarily in major, Northern Illinois chain stores. Pioneer also has on location 12-cent comic book, 2-cent post card and dime popcorn venders.

"Penny gum machines account for about 80 per cent of our total present volume," Barnas said.

Pioneer, located at 2557 W. North Avenue here, was chartered as an Illinois corporation after buying out Pioneer Amusement Co. and National Popcorn, both of which had been in business in Chicago for 18 years. Owners of both firms have retired from the business.

## Supplier Disinterest

Though the firm is approaching its first anniversary, its buyer, Mrs. L. Dawson, reports that surprisingly few suppliers have solicited Pioneer's business.

"It has been only during the past three months that suppliers have come knocking at our door," Mrs. Dawson said. "We are still not thoroughly covered as far as top quality merchandise in the capsule field. And I'm surprised at the lack of sales aggressiveness on the part of the manufacturers in going after new business. Apparently all are satisfied with the amount of business they have."

Declared Barnas, "Though bulk vending has perhaps seen better days, profit-wise, we are, nevertheless, jumping into the field with both feet. This a natural merchandising business that

will always have customers, because there will always be kids. It is a business from which one derives great pleasure through continually contributing to the happiness of youngsters."

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## Name New Mgr.

TUCSON, Ariz.—Gerald L. Reece has been named manager of Dewl Music & Promotion, 3212 East Fort Lowell Street here. The firm, which has just reopened, handles jukeboxes, pool tables and amusement equipment.

# Confection Industry Sees \$1.5 Billion During 1967

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

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

During 1967 confectionery production is expected to approach 3.723 billion pounds. This would be an all-time high; a 3 per cent jump over the antici-

pated 3.615 billion pounds for 1966.

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

## Outlook

These predictions are part of a statement just released by Burr Sifers, NCA board chairman. In his outlook for 1967, Sifers picked as factors important to the candy industry's healthy economic condition (1) steadily rising disposable personal income (2) the continued growth of the U. S. population with an above-average growth rate of the candy-consuming teen-age segment and (3) increasingly heavy emphasis on marketing, merchandising and promotion.

Disposable personal income in the U. S. is said to have risen 8 per cent during the first nine months of 1966 compared to the same 1965 period, according to Sifers.

In the 14-to-20 population group, he pointed out, the rate of growth is 3.5 per cent annually, compared to a 1.2 per cent annual rate of growth for the entire population.

## Salutary

The salutary effect of pumping more dollars into product research, development, marketing research, packaging, merchandising, promotion and advertising, Sifers said, has been brought on to a great degree by the entrance into the candy field of such giants as Pet Milk Co., Standard Brands, Inc., Beatrice Foods, P. Lorillard Co., U. S. Tobacco Co., Philip Morris, Ltd., and W. R. Grace & Co. Sifers also cited the NCA's national public relations programs as a "plus" factor contributing to the candy industry's growth. "Launched in March 1965," he said, "the NCA's industry-wide PR program is designed to promote the positive values of candy as a wholesome, delicious and convenient energy and fun food, perfect for dessert and snacks for people of all ages and walks of life."

## Exports Off

On the bleak side, Sifers reported that the unfavorable confection import-export balance of past years is expected to continue in 1967. Imports of chocolate and other candy into the U. S. for the first seven months of 1966, worth \$15,828,000, were 15.6 per cent greater than in the same period

(Continued on page 53)

# New Equipment



COAN MANUFACTURING CO. is now making shipment on its U-Select It Snack Center. Unit is 24 3/4 inches wide, 16 inches deep and 48 inches from top to center counter area. Hot beverage part has 160-cup capacity dispensing coffee four ways and hot chocolate, tea or soup. Company's Model 74B pastry-candy vendor is incorporated into unit, making it a complete merchandiser.

# Margaret Kelly Has Say on Dime Items

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

## By MARGARET KELLY

PITTSBURGH—We believe the success of 10-cent capsule vending depends on a constant supply of new items, a large variety of items, and, above all—value. The display front should show everything that is in the machine, and there should be approximately equal quantities of the items shown, not just two or three high-priced come-ons. We definitely agree with the other manufacturers who say that it is bad business to water down a good mix with cheap items.

The display fronts should be gleaming and as clean and well-arranged as a high class department store window. One of our good distributor friends, whose opinion we value, says there should be as much merchandise as possible displayed on the front, as a crowded display to a child's mind means there is an abundance of goodies in the machine.

## Fads

As to fads, it is true they are profitable to the manufacturer while they last, but we believe in the long run it is poor busi-

ness for an operator to use a single item in all his machines.

(Continued on page 53)

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## VENDING NEWS DIGEST

### 'New Era' in Vending: O'Malley

BOSTON—The Boston Security Analysts Society heard Canteen Corp. president Patrick O'Malley recently predict that by 1970 total vending industry volume should be over \$5 billion annually and Canteen's share of that about half a billion dollars.

He said the nation's vending industry is entering "a new era of growth and diversification into institutional markets which should leave it less susceptible to swings in industrial economic activity."

"There is much to be bullish about in the food and vending industry. It has become much more complex than even its most visionary founders could have foreseen. From its humble 'candy, gum and nut' origins, it has developed into a complex service system to provide food, refreshment and other items to the American public."

### Vending Company Contributes

MANCHESTER, N. H.—Wallace A. Smith Vending Machines was one of the business firms which contributed toward a fund to finance Manchester's Christmas lighting program, one of the most elaborate in New England. Donors were named by Faustyn K. Jaskiel, chairman of the city's holiday lighting committee.

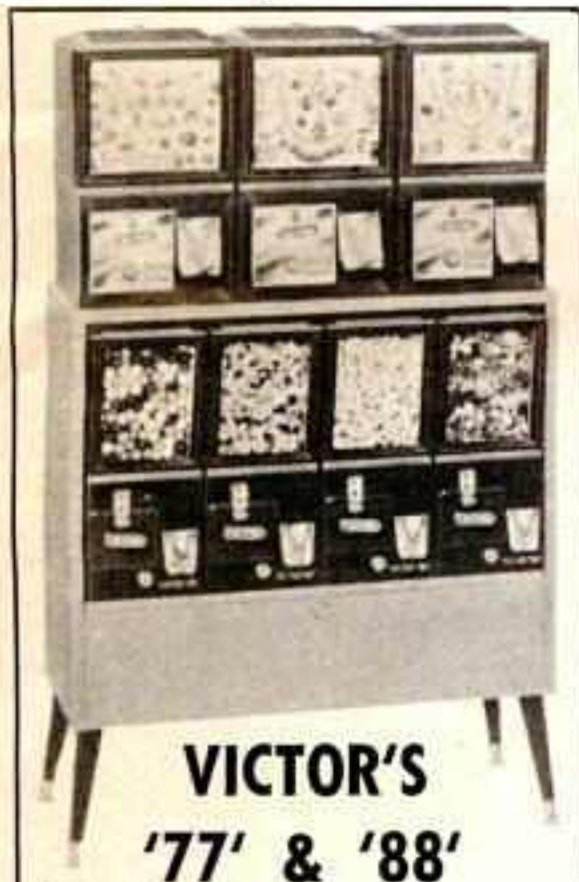
### Says Tax Spurs Bootlegging

MADISON, Wis.—The Wisconsin cigaret tax, one of the highest in the country, has spawned tobacco bootlegging, according to the Wisconsin Food and Tobacco Institute.

The Institute urged that the State not "feed the monster" by increasing the tax beyond the present 10-cent-per-pack levy. Wisconsin's rate compares with 8 cents in Minnesota and Iowa, 7 cents in Illinois and Michigan, 6 cents in Indiana, 5 cents in Ohio, 4 cents in Missouri, and 2.5 cents in Kentucky.

### Report Smoking on Increase

NEW YORK—The 1966 brand comparison report of eight cities by Television Advertising Representatives indicates that cigaret smoking is on the increase. Filter brands, the report states, are in predominant consumption. The study was made in Boston, Philadelphia, Baltimore, Washington, Charlotte, Jacksonville, Pittsburgh and San Francisco. Increases in male and female consumption were reported in five of the markets surveyed in 1966. The biggest increase was in Washington, where male consumption jumped from 47.4 to 53.4 per cent.



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### Margaret Kelly

• Continued from page 52

This has been proved by our own experience in machines we operate in Puerto Rico but most of all by operators in this country who have been stuck with "fad merchandise" and who have built up a healthy fear of loading their machines with one item which can die a sudden death. There are, of course, still those who remember the good old days of the Pop-It Beads and Trolls and hope for their return.

Our distributors apparently share our views on 10-cent capsule vending, as they have given us the most loyal support and backing possible. They welcome every new mix with enthusiasm and almost without exception stock them. For this reason, the recent show in Chicago was among the most successful we have ever had.

We shall continue working constantly to manufacture and import new, fresh, quality items with an even greater variety than we have offered before.

# Will the Automat Come Back?

By BRUCE WEBER

LOS ANGELES—The automat, that coin-operated dispenser of foods which threatened to revolutionize the restaurant industry before falling on lean times, has a bright and healthy revenue-producing future.

Although many automat centers today are in mothballs, the trend to push-button dining is not a thing of the past but rather a source of revenue which must be exploited in the future.

Reviving the automat as a major part of the vending industry is Wagner Van Vlack, president of the Interstate United Corp., Chicago, the third largest vending company in the United States.

He doesn't believe today's jet-paced society got tired of "liv-

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

### Can Work

"We're proving the automat can work successfully—if given the opportunity—in various ways in a variety of businesses," he said. "In California, where many vending avenues are wide open for aggressive exploitation, automat-styled automated cafeterias are found in hospitals, office buildings, factories, schools and even filling stations."

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

prove. "As a result, the public lost confidence in the automat. Poor mechanical service and the food itself left much to be desired. People began to grumble."

While Van Vlack feels it will be "about 10 or 15 years before the automat will find a sympathetic following," the vending industry should continue to pursue "street traffic" sales. "Automated cafeterias in industry service close to two million Americans daily," he said. "That's too large a market to avoid simply because the automat failed."

"After the public is educated to automats through food machines and automated cafeterias," Van Vlack reasons, "the next step is to convince potential clientele that 'impersonal machine (automat) service' can be worthwhile and time-saving rather than unserviceable and time-consuming."

Van Vlack recently was in Los Angeles to inspect his company's expansion operation. Interstate plans to expand its West Coast operations to take "advantage of the enormous vending possibilities here."

## 'Freak-Out,' Video Secrecy Fog

• Continued from page 49

These were the rumors hanging over the business as 1966 closed. And for us they were rumors too until the eucalyptus fog lifted the other evening in a local nightclub and we chanced upon a young film maker named Bob Williams.

### Audio-Optical

Bob and a group called the Travel Agency are working their way to New York from the West Coast with an audio-optical experiment called the Psych-Lite Show. The Travel Agency provides rock music and Williams laces it with visual effects from 14 movie projectors, a bunch of slide and opaque projectors, scores of strobe lights, a mirrored, revolving globe circa the big-band-big-ballroom era and a eucalyptus fog machine.

(Williams, who is under film contract to a major Hollywood studio, got the fog idea while playing the role of an aircraft machine gunner and seeing a technician making clouds.)

After "freak-out" (the zenith, peak, climax—whatever you

want to call it—of the act), and as the fog was being sucked out the club's exhaust ducts, Williams asked how he liked the show. We said some of the film subjects resembled coin-op video subjects.

"Odd you should mention that," he said. "I'm signing a contract with a machine maker to produce more than a hundred films. I can't say anything about it. It's still a secret. You'll be hearing a lot about it."

We named a couple of firms. Negative.

We named another firm. "Very astute," he said. "I didn't tell you."

We suggested he'd be producing hit tunes.

"I didn't tell you."

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## Confection Field

• Continued from page 52

a year earlier. Exports dropped during the same period 14.3 per cent to \$3,391,000.

World export markets continue to be limited for U. S. producers, Sifers said, because of restrictive foreign trade regulations and the higher cost of raw materials here compared with similar costs overseas.

"On balance, however, it would seem that the positive factors and trends shaping the industry's future outweigh the negative," Sifers said, with 1967 promising to be the best year in the history of the candy industry."

## N. H. Case Ruling

KEENE, N. H.—Municipal court judge James S. Davis imposed a suspended six-month sentence on a 19-year-old girl here who had pleaded guilty to three charges of theft from vending machines. The defendant had been charged with stealing cash, a coin box and a coin changer from one firm and cigarets, money and coin boxes from another company. Judge Davis will rule later on the charges arising from the thefts at the second company.

Say You Saw It in  
POPULAR

HEADQUARTERS

FOR ...

NEW ITEMS  
HIGH QUALITY  
LOW PRICES

You need all three to meet competition,  
and you need them NOW!

Write for complete price lists and name of our distributor in your territory.



**The Penny King Company**

2538 MISSION STREET • PITTSBURGH, PA. 15203

World's Largest Selection of Capsules and Charms  
From Factories in Hong Kong & U.S.A.

## 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, .87  
Red  
Pistachio Nuts, Jumbo Queen, .82  
White  
Afgan Crown Red Lip Pistachio .58  
Nuts  
Afgan Prince Red Lip Pistachio .52  
Nuts  
Indian Nuts, 5 lb. bag, per lb. 1.25  
Cashew, Whole ..... .91  
Cashew, Butts ..... .79  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .60  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bridge Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gems ..... .32  
M & M, 500 ct. .... .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey's ..... .47

Rain-Blo Gum, 72 ct. .... \$ .32  
Maltette, 100 ct., per 100 ..... .35  
Rain-Blo Ball Gum, 140 ct.,  
170 ct., 210 ct. .... .32  
Rain-Blo Ball Gum, 100 ct. .... .34  
300 lb. minimum prepaid on all  
Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beach-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

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

### IMMEDIATE DELIVERY

on the New

**Northwestern**

**GOLDEN 60**



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**  
SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St. New York 18, N. Y.  
LOnacre 4-6467

# THE BLUEBOOK

## Mean Valuation of Used & Reconditioned Coin Machines Jan. 7, 1967

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.

### Jukeboxes

Model	Average
1454, 120 Sel., 45 RPM, 1956	80
1455, 200 Sel., 45 RPM, 1957	100
1458, 120 Sel., 45 RPM, 1958	105
1462, 50 Sel., 45 RPM, 1958	145
1465, 200 Sel., 45 RPM, 1958	175
1468, Tempo I, 120 Sel., 45 RPM, 1959	185
1475, Tempo I, 200 Sel., 45 RPM, 1959	250
1478, Tempo II, 120 Sel., 45 RPM, 1960	240
1485, Tempo II, 200 Sel., 45 RPM, 1960	295
1488, Regis, 120 Sel., 45 RPM, 1961	310
1495, Regis, 200 Sel., 45 RPM, 1961	350
1493, Princess, 100 Sel., 45 RPM, 1962	345
1496, Empress, 120 Sel., 33 & 45 RPM, 1962	350
1497, Empress, 200 Sel., 33 & 45 RPM, 1962	400
414 Capri II, 100 Sel., 33 & 45 RPM, 1964	500
414S, Capri II, 100 Sel., 33 & 45 RPM, 1964	525

### Rock-Ola

Model	Average
408, Rhapsody, 160 Sel., 33 & 45 RPM, 1963	500
404, Capri, 100 Sel., 33 & 45 RPM, 1963	425
418S, Rhapsody, 160 Sel., 33 & 45 RPM, 1964	545
424, Princess Royal, 100 Sel., 33 & 45 RPM, 1964	565
425, Grand Prix, 160 Sel., 33 & 45 RPM, 1964	665
426, Grand Prix II, 160 Sel., 33 & 45 RPM, 1965-66	No Av.
429 Starlet, 100 Sel., 33 & 45 RPM, 1965-66	No Av.
431, Coronado, 100 Sel., 1966-67	No Av.
432, GP/160, 160 Sel., 1966-67	No Av.
433, G/P Imperial 160 Sel., 1966-67	No Av.

### Rowe Mfg.

Model	Average
G-200, 200 Sel., 45 RPM, 1956	100
H-120, 120 Sel., 45 RPM, 1957	130
H-200, 200 Sel., 45 RPM, 1957	155
1-100M, 100 Sel., 45 RPM, 1958	165
1-120X, 120 Sel., 45 RPM, 1958	190
1-200M, 200 Sel., 45 RPM, 1958	160
1-200E, 200 Sel., 45 RPM, 1959	180
J-120, 120 Sel., 45 RPM, 1959	190
J-200K, 200 Sel., 45 RPM, 1959	215
J-200M, 200 Sel., 45 RPM, 1959	200
K-120, 120 Sel., 45 RPM, 1960	230
K-200, 200 Sel., 45 RPM, 1960	235
K-100, 100 Sel., 45 RPM, 1960	185
Continental I, 200 Sel., 45 RPM, 1961	200
Lyric, 100 Sel., 45 RPM, 1961	190
Continental 2, 100 Sel., 33 & 45 RPM, 1962	300
Continental 2, 200 Sel., 33 & 45 RPM, 1962	320
Rowe-AMI-JAL, 200 Sel., 33 & 45 RPM, 1963	320
Rowe-AMI-JEL, 200 Sel., 33 & 45 RPM, 1963	420
Rowe-AMI Tropicana JBM, 100, 160, 200 Sel., 33 & 45 RPM, 1964	585
Rowe-AMI, Diplomat, 200 Sel., 33 & 45 RPM, 1965	715
Bandstand, 200 Sel., 1965-66	No Av.
Music Merchant, 1966-67, 200/160/100 Sel.,	No Av.

### Seeburg

V200, 200 Sel., 45 RPM, 1955	55
100W, 100 Sel., 45 RPM, 1955	90
VL200, 200 Sel., 45 RPM, 1956	150

Model	Average
100J, 100 Sel., 45 RPM, 1956	165
L100, 100 Sel., 45 RPM, 1957	200
KD200, 200 Sel., 45 RPM, 1957	155
201, 200 Sel., 45 RPM, 1958	300
161, 160 Sel., 45 RPM, 1958	295
101, 100 Sel., 45 RPM, 1958	200
DH222, 160 Sel., 45 RPM, 1959	360
AQ100, 100 Sel., 45 RPM, 1960	345
AQ160, 160 Sel., 45 RPM, 1960	390
AY100, 100 Sel., 33 & 45 RPM, 1961	420
AY160, 160 Sel., 33 & 45 RPM, 1961	450
DS100, 100 Sel., 33 & 45 RPM, 1962	485
DS160, 160 Sel., 33 & 45 RPM, 1962	545
LPC-1, 160 Sel., 33 & 45 RPM, 1963-64	715
LPC-480, 160 Sel., 33 & 45 RPM, 1965	805
Electra, 160 Sel., 1965-66	No Av.
SS 160, Stereo Showcase, 1966-67	No Av.

### Wurlitzer

1800, 104 Sel., 45 RPM, 1955	75
1900, 104 Sel., 45 RPM, 1956	85
2000, 200 Sel., 45 RPM, 1956	95
2100, 200 Sel., 45 RPM, 1957	120
2104, 104 Sel., 45 RPM, 1957	115
2150, 200 Sel., 45 RPM, 1957	110
2700, 200 Sel., 45 RPM, 1958	135
2204, 104 Sel., 45 RPM, 1958	135
2250, 200 Sel., 45 RPM, 1958	125
2300, 200 Sel., 45 RPM, 1959	220
2304, 104 Sel., 45 RPM, 1959	200
2310, 100 Sel., 45 RPM, 1959	215
2400, 200 Sel., 45 RPM, 1960	300
2404, 104 Sel., 45 RPM, 1960	225
2410, 100 Sel., 45 RPM, 1960	240
2500, 200 Sel., 45 RPM, 1961	335
2504, 104 Sel., 45 RPM, 1961	320
2510, 100 Sel., 45 RPM, 1961	315
2600, 200 Sel., 33 & 45 RPM, 1962	425
2610, 100 Sel., 33 & 45 RPM, 1962	400
2700, 200 Sel., 33 & 45 RPM, 1963	480
2710, 100 Sel., 33 & 45 RPM, 1963	475
2800, 200 Sel., 33 & 45 RPM, 1964	545
2810, 100 Sel., 33 & 45 RPM, 1964	575
2900, 200 Sel., 33 & 45 RPM, 1965	No Av.
2910, 100 Sel., 33 & 45 RPM, 1965	No Av.
3000, 200 Sel., 1966	No Av.
3100, Americana, 160 Sel.	No Av.
3110, Americana, 100 Sel.	No Av.

### Flipper Games

Model	Average
Aces High 4P, 9/65	345
Band Wagon 4P, 5/65	310
Bazaar, 1P, 11/66	No Av.
Big Day 4P, 9/64	255
Blue Ribbon 4P, 2/66	400
Bongo 2P, 3/64	220
Bull Fight 1P, 1/65	215
Bus Stop 2P, 1/65	225
Campus Queen 4P, 9/66	No Av.
Cross Country, 4/63	95
Cue-Tease 2P, 7/63	135
Discotek 2P, 9/65	285
50/50 2P, 8/65	235
Fun Cruise, 1P, 2/66	No Av.
Gold Rush 1P, 5/66	No Av.
Grand Tour, 7/64	200
Happy Tour 1P, 7/64	200
Harvest 1P, 10/64	225
Hay Ride 1P, 11/64	200
Hootenanny 1P, 11/63	150

### Bally

Model	Average
Loop-The-Loop, 2P, 10/66	No Av.
Mad World 2P, 9/64	250
Magic Circle, 6/65	245
Monte Carlo 1P, 2/64	185
Moonshot, 3/63	125
Sheba 2P, 3/65	280
Six Sticks 6P, 4/66	450
Sky Diver 1P, 4/64	180
Star Jet 2P, 12/63	175
Trio 1P, 9/65	300
2 in 1 2P, 8/64	235
3-in-Line 4P, 8/65	315
Wild Wheels 2P, 3/66	395

### Chicago Coin

Bronco 2P, 5/64	210
Firecracker 2P, 12/63	165
Hula Hula 2P, 5/66	No Av.
Kicker 1P, 8/66	No Av.
Mustang 2P, 10/64	280
Royal Flash 2P, 8/64	200
South Pacific 2P, 11/64	275
Sun Valley, 8/63	170

### Gottlieb

Aloha 2P, 11/61	115
Bank-A-Ball 1P, 9/65	300
Big Top 1P, 1/64	250
Big Casino 1P, 4/61	110
Bonanza 2P, 6/64	295
Bowling Queen 1P, 8/64	265
Buckaroo, 6/65	380
Captain Kidd 2P, 7/60	85
Central Park 1P, 4/66	375
Corral, 10/61	95
Cover Girl 1P, 7/62	165
Cow Poke, 5/65	290
Cross Town 1P, 9/66	No Av.
Dancing Dolls 1P, 6/60	85
Dancing Lady 4P, 11/66	No Av.
Dodge City 4P, 7/65	440
Egg Head 1P, 12/61	115
Fashion Show 2P, 6/62	145
Flipper 1P, 11/60	90
Flipper Clown, 4/62	125
Flipper Cowboy 1P, 10/62	185
Flipper Fair 1P, 11/61	160
Flipper Parade, 5/61	100
Flipper Pool 1P, 11/65	285
Foto Finish 1P, 1/61	90
Flying Chariots 2P, 10/63	235
Gauche 4P, 1/63	225
Gigi 1P, 12/63	210
Happy Clown 4P, 11/64	355
Hi-Dolly, 5/65	345
Hot Line 1P, 9/66	No Av.
Ice Revue, 12/65	355
Ice Show, 1/66	400
Kings & Queens, 4/65	290
Lancer 2P, 9/61	100
Liberty Belle 4P, 3/62	115
Majorettes 1P, 8/64	260
Masquerade, 2/66	495
Mayfair 2P, 6/66	No Av.
Melody Lane 2P, 9/60	80
Merry-Go-Round 2P, 12/60	90
North Star 1P, 10/64	240
Oklahoma 4P, 2/61	125
Olympics 1P, 9/62	135
Paradise, 11/65	400
Preview 2P, 8/62	175
Rack-A-Ball 2P, 12/62	215
Sea Shore 2P, 9/64	305
Seven Seas 2P, 1/60	90
Ship-Mates 4P, 2/64	310
Showboat 1P, 4/61	105
Skyline 1P, 1/65	290
Slick Chick 1P, 4/63	150
Sunset 2P, 11/62	155
Sweet Hearts 1P, 9/63	205
Swing Along 2P, 7/63	230
Texas 4P, 4/60	125
Thoro Bred, 2P	335
Tropic Isle 1P, 5/62	140
World Fair 1P, 5/64	175

### Keeney

Colorama 2P, 12/63	85
El Rancho Hacienda, 11/62	85
Go-Cart 1P, 5/63	75
Poker Face 2P, 9/63	160
Rainbow, 6/62	275

### Midway

Rodeo 2P, 11/64	195
Winner 2P, 12/63	190

### Rally

Rally Girl 1P, 11/66	No Av.
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### Williams

A-Go-Go 4P, 6/66	No Av.
Alpine Club, 3/65	305
Beat the Clock 1P, 12/63	200
Big Chief 4P, 9/65	420
Big Daddy 1P, 9/63	220
Big Deal 1P, 2/63	190
Big Strike 1P, 11/66	No Av.
Bowl-A-Strike, 12/65	345
Casanova 2P, 11/66	No Av.
Coquette, 4/62	150
Double Barrel 2P, 9/61	100
Eager Beaver 2P, 4/65	330
8 Ball 2P, 1/66	495
El Toro 2P, 8/63	250

Four Roses 1P, 12/62	150
Full House 1P, 3/66	395
Heat Wave 1P, 7/64	230
Hollywood 2P, 2/61	95
Jumpin' Jacks 2P, 4/63	190
Kingpin, 9/62	180
Kismet 4P, 1/62	150
Lucky Strike 1P, 8/65	320
Mardi Gras 4P, 11/62	185
Merry Widow 4P, 10/63	280
Metro 2P, 1/62	155
Moulin Rouge 1P, 6/65	290
Oh, Boy 2P, 2/64	250
Palooka 1P, 5/64	215
Pot o' Gold 2P, 7/65	375
Pretty Baby 2P, 2/65	270
River Boat 1P, 9/64	240
San Francisco 2P, 5/64	240
Ski Club, 3/65	335
Skill Pool 1P, 6/63	180
Soccer 1P, 3/64	200
Space Ship 2P, 12/61	130
Stop & Go 2P, 8/64	280
Teachers' Pet 1P, 1/66	345
Tom-Tom 2P, 1/63	200
Top Hand 1P, 5/66	No Av.
Trade Winds, 6/62	115
Vagabond, 10/62	180
Valiant 2P, 8/62	190
Viking 2P, 10/61	110
Wing Ding 1P, 12/64	265
Whoopie 4P, 10/64	350
Zig-Zag 1P, 12/64	300

### Pool Tables & Shuffleboards

Model	Average
Gold Crest (3 1/2' x 6', 6-pocket)	\$ 260
Gold Crest (4 1/2' x 9', 6-pocket)	600
Gold Crest (3 1/2' x 7', 6-pocket)	360
Gold Crest (4' x 8', 6-pocket)	405

### American Shuffleboard

Bank Shot (9')	575
Classic "6" (6', 6-pocket)	300
Classic "7" (7', 6-pocket)	375
Classic "8" (8', 6-pocket)	430
Electra "6" (6', 6-pocket)	300
Electra "7" (7', 6-pocket)	375
Electra "8" (8', 6-pocket)	430
Imperial Cushion (12')	895
Imperial Shuffleboard (16' to 22')	1495
Shuffle 88	No Av.

### Fisher Mfg.

Empress 101A (101" x 57")	435
Empress 92A (92" x 52")	365
Regent 92B (92" x 52")	355
Regent 77B (77" x 45")	325
Regent 86 (84" x 48")	300
Fiesta 59 (rebound pool) (57" x 41")	195
Empress 101C	No Av.
Empress 92C	No Av.
Regent 91C	No Av.
Regent 86C	No Av.

### Gotham Equip.

Eliptipool (elliptical table)
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	Average
Deluxe Jumbo Klub Pool (75" x 43")	220
Deluxe Eldorado Mark I (77" x 45")	260
Deluxe Eldorado Mark II (85" x 47")	325
Deluxe Eldorado Mark III (92" x 52")	350
Deluxe Eldorado Mark IV (105" x 57")	500
Deluxe Eldorado Mark V (114" x 64")	600
Deluxe Eldorado 66 (77" x 45")	500
Deluxe Satellite (77" x 45")	550
El Dorado Shuffle Board	1195
Ring-O-Round Pool Table (56" diameter)	225
Junior IV (101" x 80")	No Avg.

### National Shuffleboard

Astrolite Shuffleboard (16'-22')	895
Champion Shuffleboard (16'-22')	1495
Star Lite Shuffleboard (13')	1095
Streamliner Shuffleboard (16'-22')	1495
Coronet I (45" x 77")	235
Coronet II (52" x 92")	355
Coronet III (59" x 105")	395
Coronet IV (63" x 113")	535
Model 100 (Select-O-Ball)	No Avg.

### United Billiards

Model 400 (58" x 103")	No Avg.
Model 300 (53" x 93")	No Avg.

### U. S. Billiards

Pro 1 (78" x 45", 6-pocket)	235
Pro 2 (88" x 51", 6-pocket)	325
Pro 3 (93" x 53", 6-pocket)	345
Pro 4 (103" x 58", 6-pocket)	410
Pro 5 (114" x 64", 6-pocket)	550
Model 6700 Comet (6-pocket series)	395
Model 7700 Comet (6-pocket series)	495
Model 8200 Comet (6-pocket series)	595
Model 9100 Comet	695
Mustang Pro 27 (50" x 86")	495
Club Pool (56" x 40", 73" x 43")	495
Deluxe Rotation Bumper Model 48	325
Deluxe Rotation Bumper Model 67	375
Electro Pool	425
Model 400 4/66	No Avg.
Convertible Time Table, 10/66	No Avg.

### Valley Mfg.

5225/w Reg. Size	375
785A (78" x 45")	220
875A (88" x 50")	350
935A (93" x 53")	335
1035 (100" x 57")	595
884 (88" x 50")	450
934 (93" x 53")	495
1014 (101" x 57")	595
Bumper Pool	350
1785M (78" x 45")	No Avg.
1875M (87" x 50")	No Avg.
1935M (93" x 53")	No Avg.

### Bowlers & Shuffles

#### Bally

All-Star Deluxe Shuffle, 2/58	75
All-the-Way 10/64	200
Big 7 Shuffle, 9/62	125
Bowler 1965 2P, 5/65	400
Bowler 1966, 4/66	No Avg.
Challenger, 9/59	90
Club Bowler, 2/59	85
Club Deluxe, 5/59	75
Del. Bally Bowler 16', 1/64	375
Jumbo Deluxe, 9/60	75
Monarch Bowler, 11/59	95
Official Jumbo, 9/60	100
Pan American, 6/59	50
Super 8 Shuffle, 4/63	165
Super Shuffle, 12/61	115

#### Chicago Coin

Bowl Master, 8/59	100
Belair, 12/65	600
Bull's Eye Drop Ball, 12/59	50
Cadillac Ball Bowler, 1/64	660
Citation, 10/62	300
Corvette, 2/66	No Avg.
DeVille Shuffle Alley, 8/64	500
Duchess Bowler, 8/60	150
Duke Bowler, 8/60	120
Flair, 9/66	No Avg.
4-Game Shuffle, 11/59	145

	Average
Gold Crown, 3/62	300
Gold Star, 6P, 7/65	550
Grand Prize, 3/63	450
Imperial Shuffle, 11/66	No Avg.
King Bowler, 3/59	110
Majestic Bowler, 8/64	600
Medalist, 5/66	No Avg.
Official Spare Lite, 9/63	550
Preview Bowler, 9/65	860
Princess, 4/61	200
Queen Bowler, 9/59	90
Red Pin, 2/59	100
Royal Crown, 8/62	300
6-Game Shuffle, 6/60	120
Spotlite Shuffle, 11/63	300
Starlite, 5-62	255
Strike Ball, 5-63	300
Super Sonic, 3/65	700
Top Brass, 4/65	200
Tournament Bowler, 12/64	680
Triple Gold Pin Pro, 2/61	200
Triumph Shuffle Alley, 1/65	425

#### Midway

Premier Shuffle, 5/66	No Avg.
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#### United

Action, 7/62	200
Advance, 5/59	95
Alamo, 4/62	275
Amazon, 3/66	No Avg.
Astro, 6/63	300
Avalon, 4/62	210
Aztec, 9/66	No Avg.
Bank Pool, 11/63	150
Big Bonus, 1/60	100
Blazer 6P, 6/66	No Avg.
Bowl-A-Rama, 9/60	250
Cameo 5-Star Bowling, 5/61	220
Caravelle, 2/63	315
Cheetah, 3/65	550
Circus Roll-Down, 9/62	250
Classic, 6/61	235
Corral 6P, 10/65	No Avg.
Cypress, 12/52	320
Dixie, 1/62	100
Dual, 1/59	60
Embassy, 9/62	200
Encore, 6P Bowler, 10/66	No Avg.
Falcon, 4/60	150
5-Way, 5/61	150
Flash, 6/59	85
4-Way, 12/59	100
Fury, 8/63	375
Futura, 12/63	435
Galleon, 3/65	635
Handicap, 11/59	125
Jill-Jill, 1/63	300
Kickapoo 6P, 9/65	545
Lancer, 10/62	225
League, 10/59	100
Line-Up, 1/61	100
Lucky, 11/62	250
Mambo Shuffle, 12/64	550
Matador Bowler, 14/64	575
Maverick, 11/65	765
Niagara, 11/58	60
Oasis 6P, 6/65	700
Orbit, 8/64	500
Pacer, 4/64	450
Polaris, 8/64	560
Pyramid 6P, 6/65	500
Regal, 4/63	345
Rumpus Targette, 5/63	300
Sabre, 2/63	320
Sahara, 7/62	300
Savov, 5/60	145
Shuffle Baseball, 6/62	175
Silver, 6/62	200
Simplex, 5/59	100
Skippy, 11/63	340
Sparky, 12/62	225
Sunny, 5/60	90
Sure Fire, 10/60	100
Tango 6P, 2/66	No Avg.
Teammate, 12/59	100
Tempest Shuffle, 2/64	425
3-Way, 9/59	100
Thunder Bowler, 6/64	500
Tiger Shuffle, 7/64	450
Tip Top, 10/60	150
Topper, 2/64	425
Tornado Bowler, 3/64	500
Tropic Bowler, 9/62	245
Ultra, 8/63	300
Zenith, 6/59	70

### Cigaret Venders

#### Automatic Products

Smokeshop Starlite 630, 27 Col., 630 Cap.	\$295
Smokeshop Starlite 850, 36 Col., 850 Cap.	400
Smokeshop Bank Mod., 18 Sel., 630 Cap.	495
Smokeshop Bank Mod., 27 Sel., 850 Cap.	575
Smokeshop Slimline V-18, 18 Col., 640 Cap.	75
Smokeshop Slimline V-27, 18 Col., 850 Cap.	110
Smokeshop Slimline V-36, 18 Col., 850 Cap.	150

### Fully Updated—All 1966 Releases Included.

	Average
Smokeshop Starlite 450, 18 Col., 450 Cap.	315
Smokeshop Mod. 900, 9 Col., 900 Cap.	395

#### Coan Mfg.

U-Select-It 74-MD, 1 Col., 74 Cap., 25/30/35¢ w/o matches	75
U-Select-It, 74-APC, 1 Col., 74 Cap., 30/35¢ w/matches	125
U-Select-It, 95-UM, 1 Col., 94 Cap., 30/35¢ w/matches	100
U-Select-It 94-UC, 1 Col., 94 Cap., 30/35¢ w/matches	115
U-Select-It, 116-WM, 1-Col., 116 Cap., w/o matches	125
U-Select-It 116-WC, 1 Col., 116 Cap., w/matches	125

#### National Vendors

National 750, 7 Col.	60
National 9M, 9 Col., Manual	95
National 11ML, 11 Col., Manual	110
National 11M, 11 Col., 450-Cap.	120
National III, 11 Col., 450 Cap.	135
Consolette 20, 20 Col., 670 Cap.	250
Sonolette 20, 20 Col., 670 Cap.	250
Crown 880, Electric, 22 Col., 880 Cap.	275
National 113, 13 Col., 447 Cap.	195
National 222, 22 Col., 616 Cap.	270
Moduline 22M, 22 Col., 616 Cap.	260
Moduline 80M, 20 Col., 650 Cap.	310

#### Rock-Ola

Caravelle, 20 Col., 800 Cap.	260
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#### Rowe

Rowe 520, 11 Col., 520 Cap.	50
Commander, 11 Col., Elec. Cons., 560 Cap.	55
Ambassador, 11 Col., Cap. 450	75
Ambassador, 14 Col., 510 Cap.	100
Rowe 20-700, 20 Col., 700 Cap.	150
Rowe 20-800 Riviera, 20 Col., 800 Cap.	325
Celebrity, 286, Manual, 14 Col., 510 Cap.	235
Celebrity 260, Elec., 20 Col., 800 Cap.	350
Rowe 86R, Manual, 14 Col., 510 Cap.	250

#### Seeburg Corp.

Seeburg E-1, 22 Col., 800 Cap.	55
Seeburg E-22, 22 Col., 800 Cap.	100
Modular 4E3, 22 Col., 825 Cap.	200
Seeburg 4E5, 22 Col., 825 Cap.	335
Seeburg/Du Grenier MCC-20, 20 Col., 720 Cap., Console	300
Seeburg/Du Grenier W14T1, 14 Col., 510 Cap.	200
Seeburg/Du Grenier W20T1, 20 Col., 672 Cap.	275

#### Vendo Corp.

Classic 30, 30 Sel., 830 Cap.	250
Vendo CAIA Console, 22 Col., 850 Cap.	250
Vendo-Stoner C-23, 15 Col., 520 Cap.	175
Vendo-Stoner, Mod. 428, 11 Col., 428 Cap.	170

#### Westinghouse

Cigaret Vender	395
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### Coffee Venders

#### Apco

	Average
Coffee Shoppe Jr., 500 Cup	50
Coffee Shoppe Sr., 1,000 Cup	85
Coffee Shoppe BC-6, 1,000 Cup	85
Coffee Shoppe MBCS (Choc.), 1,000 Cup	150

#### Avenco

200, 216 Cup (Choc.)	90
250, 250 Cup (Choc.)	135
250E, 215 Cup (Choc.)	160
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
700, Single-Cup, Fresh Brew	No Avg.

#### Bally

583, 490 Cup (Coffee, Choc., Soup)	60
597, 600 Cup (Coffee, Choc., Soup)	125
660-D, 450 Cup (FB Coffee, Choc.)	450
660-R, 450 Cup (FB Coffee, Choc.)	600
661-D, 450 Cup (FB Coffee, Choc.)	525
661-DS, 450 Cup (FB Coffee, Choc., Soup)	600
661-R, 450 Cup (FB Coffee, Choc.)	395
662-C, 200 Cup (FB Coffee, Choc.)	400
664-D, 480 Single Cup (FB Coffee, Choc., Dry Cream)	925
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

#### 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, 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
1404S, Fresh Brew, 11/66	No Avg.
3402 Compact, 11/66	No Avg.

#### Rowe

Custom RV-750	135
Deluxe PV-750	175
AK7, 750 Cup Batch (w/Choc.)	300
Celebrity AK8, 100 Cup Batch (w/Choc. 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
Model 212, Single Cup	11/66

#### Rudd-Melikian

BCC-1, 150 Cup (Choc.)	75
BCC-4, 180 Cup (Choc.)	75
BCC-1H, 220 Cup (Choc.)	75
CR-5, 450 Cup (Choc.)	75
CR-6, 450 Cup (Choc.)	75
CR-7, Modular, 450 Cup (Choc.)	75
CR-8, Modular, 450 Cup (Choc.)	75
BAC-300, 350 Cup (Tape Coffee, Whip Choc., Tea, Soup)	175

(Continued on page 56)

**Valley DEMANDS ONE STANDARD**



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# Season's Greetings!

D. Gottlieb & Co.

1140-50 N. Kostner Avenue  
Chicago, Illinois 60651

# THE BLUEBOOK

• Continued from page 55

	Average
BAC-500, Cup (Tape Coffee Whip Choc., Tea, Soup)	110
BACC-754R, 700 Cup (FB Coffee, Choc., Tea, Soup)	1,495
BAC-754 PRC, 700 Cup (FB Coffee, Choc., Tea, Soup)	1,295
CR-754, 700 Cup (Int. Coffee, Choc., Tea, Soup)	1,495
BAC-754P, 700 Cup (FB Coffee, Choc., Tea, Soup)	1,295
BAC-333P, 450 Cup (FB Coffee, Choc.)	235
BAC-800PB, 600 Cup (FB Coffee, Choc.)	1,095
BAC-800LG, 600 Single Cup (Choc.)	1,195

## Coffee-Mat

	Average
De Luxe SCP-600, Single Cup (FB Coffee, Powdered Cream, Gran. Sugar)	900
De Luxe SCL-600, Single Cup (FB Coffee, Liq. Cream, Liq. Sugar)	No Avg.
Compact, SCC-450, Single Cup, FB	No Avg.
Imperial De Luxe ISC-600, Single Cup, FB	No Avg.
Royal Standard SSC-600, Single Cup, FB	No Avg.

## National Venders

Moduline RBM, Manual, 450 Cup (Coffee, Choc.)	No. Avg.
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## Seeburg Corp.

	Average
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
Jet, Compact, 11/66	No Avg.

## 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
Model 650, Single Cup, 11/66	No Avg.

NOTE: All quotes for national averaging are based on operative equipment, both "as-is" and "reconditioned." The value of both "as-is" and "reconditioned" equipment varies—sometimes drastically—from market to market due to strictly local conditions. Important variables include transportation costs, labor and parts costs and demand for a particular piece or type of equipment. Therefore local value will regularly deviate from the national averages published here. Such deviation should be considered the rule rather than the exception. Copyright 1967. The Billboard Publishing Co.

## Coast Firm Moves

LOS ANGELES — Coast Wholesale Music Co. has moved into a new \$200,000 headquarters at 37th and Broadway here. The facility was designed and constructed by the Ted R. Cooper Co. The building provides 24,000 square feet of space.

# New Equipment



A NEW RECORD vending machine dispensing 45 RPM records will be marketed in 1967 by Patterson International Corporation, Cincinnati. In pointing out that 45 RPM records enjoyed a gross sales of \$700 million in 1965, president L. T. Patterson said he anticipates this market will go to one billion by 1970. The unit features adjustable pricing using a Coin Acceptors mechanism and has space for advertising messages. Operators might consider it for vending used records, too.

## 1967 Assn. Roll Call: Aims, Plans, Problems

• Continued from page 50

Philadelphia will hold its next regular meeting the last of January or early in February, according to executive director Joseph Silverman. Officers in the association in addition to Silverman are President Sam Stern, Board Chairman Joe Levin, Secretary Sam Moss and Treasurer Frank Urban.

SPARTANBURG, S. C.—Members of the South Carolina Coin Operators Association, Inc., meeting here Jan. 21-22 at Holiday Inn will be reviewing the benefits of a favorable State Supreme Court appeal ruling in which the association lent valuable support.

The case (Billboard, Dec. 3, 1966) grew out of a ruling by Richland County Judge John Grimball against Melody Music Co., Inc., and its location in regard to the operation of coin-operated pool tables. The Supreme Court reversal and remand decision will mean that coin-operated pool tables not measuring more than 3½ feet by 7 feet do not fall under the regulations governing billiard rooms.

SCCOA attorney Peter B. Hyman, of Hyman & Morgan who represented the appellants, told association members at its last meeting, "What Judge Grimball and Attorney General Daniel R. McLeod are saying is that a pool table is a pool table is a pool table and that any location with a pool table is a billiard room."

In speaking of the successful appeal made by the Columbia firm and its location, SCCOA Secretary Mrs. Erby H. Campbell said, "We consider this a great victory. It means that our small operators won't go out of business."

On another front, SCCOA members will be discussing their pledge to send 10 to 15 service employees to the Jack Moran technical training school being set up in Atlanta. Association President H. C. Keels Jr. of Florence recently stated, "Our

association voted unanimously to lend its complete support to this training program."

The meeting will also be the occasion of SCCOA's annual election of officers. A seven-man nominating committee made up of Jim Faulk, Horace Andrews, Wade Crow, Jerry Palaissis, Royce Green Sr., A. W. Bradford and A. L. Witt will be reporting.

Current officers, in addition to Keels, are Hal J. Shinn, Gaffney, first vice-president; Royce Green Jr., Andrews, second vice-president; Fred Collins, Greenville, third vice-president; Mrs. Campbell, Columbia, secretary; A. L. Witt, Greenville, board chairman. SCCOA has 15 directors.

WINTER HAVEN, Fla.—Wesley S. Lawson here, president of the Florida Amusement & Music Association, reports that the next board meeting will be in the second week of January at Orlando. Normally it is held at the Cherry Plaza.

The association, undergoing a vigorous revival, has 25 executive officers and excellent geographical representation in the State.

In addition to Lawson other officers are Dan Hudson, Holly Hills, secretary; Tolisano, treasurer; Lionel Lougue, Perry, chairman of the board; Leonard Pepper, Tallahassee, attorney. There are 14 directors and seven vice-presidents.

Lawson has been active in promoting the new mechanic training school being set up in Atlanta by Jack Moran. The FAMA president personally visited Moran's Institute of Coin Machine Training in Denver last summer and has checked out all details of the new program with Florida authorities. "We have tremendous interest," Tolisano said recently, "and no problems getting operators to send mechanics to the school. I think Wesley Lawson and the association have done a tremendous job in encouraging this training program," the MOA president said. (To be continued)

## Reconditioned SPECIALS Guaranteed

### PIN BALLS — BOWLERS — ARCADE

BALLY		UNITED BALL BOWLERS	
SHEBA, 2-PI.	\$275	CLASSIC	\$250
BIG DAY, 4-PI.	335	FROLIC	275
2-IN-1, 2-PI.	265	7 STAR	275
MAD WORLD, 2-PI.	250	HOLIDAY	310
BONGO, 2-PI.	205	TROPICS	325
THREE IN LINE, 4-PI.	210	ALAMO	325
<b>WILLIAMS</b>		<b>SPECIAL!</b>	
BIG INNING	\$215	MIDWAY MYSTERY SCORE	
DOUBLE PLAY	325	\$275	
<b>CHICAGO COIN ARCADE</b>			
ALL STAR BASEBALL	\$225		
BIG LEAGUE BASEBALL	350		
CHAMPION RIFLE RANGE	265		



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# Equipment Introduced During 1966

## Jukeboxes

ROCK-OLA GP 160, 160 selections, Model 433 (June)  
 ROCK-OLA GP Imperial, 160 selections, Model 432 (August)  
 ROCK-OLA Coronado, 100 selections, Model 431 (August)  
 SEEBURG Showcase, Model SS 160, 160 selections (September)  
 ROWE Music Merchant, 100-160-200 selections (September)  
 WURLITZER Americana, Model 3100, 160 selections; Model 3111, 100 selections (November)  
 KIRK ELECTRONICS Minute

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

## Flipper Games

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

8 BALL, two-player, Williams (February)  
 FUN CRUISE, one-player, Bally (February)  
 MASQUERADE, four-player, D. Gottlieb (February)  
 LITTLE LEAGUE, one-player, Midway (February)  
 WILD WHEELS, two-player, Bally (March)  
 TV BASEBALL, two-player, Chicago Coin (March)  
 FULL HOUSE, six-player, Williams (March)  
 SIX STICKS, six-player, Bally (March)

PITCH & BAT, one-player, Williams (March)  
 CENTRAL PARK, one-player, D. Gottlieb (April)  
 TOP HAND, one-player, Williams (May)  
 GOLD RUSH, one-player, Bally (May)  
 HULU HULU, two-player, Chicago Coin (May)  
 A-GO-GO, four-player, Williams (June)  
 MAYFAIR, two-player, D. Gottlieb (June)  
 CAMPUS QUEEN, four-player Bally (August)  
 KICKER, one-player, Chicago Coin (August)  
 CROSS TOWN, one-player, D. Gottlieb (September)  
 HOT LINE, one-player, Williams (September)  
 LOOP-THE-LOOP, two-player, Bally (October)  
 ADD-A-BALL, one-player, D. Gottlieb (October)  
 DANCING LADY, four-player, D. Gottlieb (November)  
 BIG STRIKE, one-player, Williams (November)  
 CASANOVA, one or two-player, Williams (November)  
 RALLY GIRL, one-player, Rally, Nice, France (November)  
 FUN CRUISE, one-player, Bally (November)  
 BAZAAR, one-player, Bally (November)

MEDALIST, puck bowler, Chicago Coin (May)  
 BLAZER, bowler, United (June)  
 AZTEC, six-player, bowler, United (September)  
 FLAIR, six-player bowler, Chicago Coin (September)  
 ENCORE, six-player bowler, United (October)  
 IMPERIAL, puck bowler, Chicago Coin (November)

## Pool Tables

EMPRESS 101 B, 92B, Fischer (January)  
 CORONET, National Shuffleboard (January)  
 MODEL 400, U. S. Billiards (April)  
 JUNIOR IV, Irving Kaye Co. (October)  
 SELECT-O-BALL 100, National Shuffleboard (November)  
 EMPRESS 101 C, 92 C, Fischer (October)  
 CONVERTABLE TIME POOL TABLE, U. S. Billiards (October)

## Vending

CUP DROP Popcorn Vender, Federal (February)  
 XEROX coin-operated copier, Xerox Corp. (April)  
 MECHANICAL STAMP Vender, Selectro, Inc. (April)  
 GIFT BAR, console unit capsule vender, Victor (April)  
 MODEL 1030A, post-mix cold drink, Rowe (April)  
 PASTRY VENDOR, Federal, Model P-6 (May)  
 50-CENT 4-machine unit, Vendor Manufacturing Co. (May)  
 BALLOON VENDOR, International Muto-Scope (June)  
 STAMP VENDOR, Scribe International Sales, Inc., (August)  
 8 COLUMN Laundry Aid vender, Ditchburn (November)  
 MODULAR STYLE popcorn vender, Gold Medal Products, (November)  
 MODEL 650 single-cup coffee vender, Vendo (November)  
 MODEL 212, single-cup coffee vender, Rowe (November)  
 PASTRY VENDOR, Automatic Products (November)  
 SNACK BAR, Automatic Products (November)  
 LOGAN DELUXE CONSOLE, Logan Distributing Co. (November)  
 RECORD VENDOR, Melodie Vending Corp. (November)  
 MODEL 700, single-cup fresh-brew coffee vender, Avenco (November)  
 COIN-A-COPY duplicating machine, U. S. Billiards (November)  
 SEEBURG JET, compact coffee vender (November)

## Other Games

GRAND PRIX DRIVER, DuKane Corp. (March)  
 ELECTRO POOL, U. S. Billiards (April)  
 CAPTAIN KID, gun game, Midway (September)  
 SUPER SCOPE, gun game, Chicago Coin (October)  
 BOOZE BAROMETER, counter game, Northwestern Corp. (November)  
 PUNT & RETURN, counter game, Northwestern Corp. (November)  
 RACER RIDE, kiddie ride, All Tech (May)  
 LITTLE INDY, mini-car game, American Machine & Foundry (October)  
 AMERICAN SPEEDWAY, mini-car game, American Machine & Foundry (October)  
 MAGIC BASEBALL, skillgame, Sheldon, Dickson & Stevens (October)

## Bowlers-Shuffle Alleys

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

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• Proof of Billboard's Selling Power

## Leaves Ohio Firm

CINCINNATI — V. N. All-Britten, formerly with Patterson International here, recently announced his resignation from the company. Patterson International manufactures Foosball Match, Flip Match, Drag Strip and other coin-operated games. All-Britten said his future plans were indefinite.

## Toronto Birth

BIRMINGHAM, Ala. — A son, Steven E., was born to Mr. and Mrs. Albert E. Toronto here Dec. 7. Toronto is manager of Birmingham Vending Co. here. The grandparents are Mrs. E. Toronto of Montgomery and Mr. and Mrs. Max Hurvich, Birmingham.

## New Vending Firm

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

# Talk About EYE-APPEALING Versatility

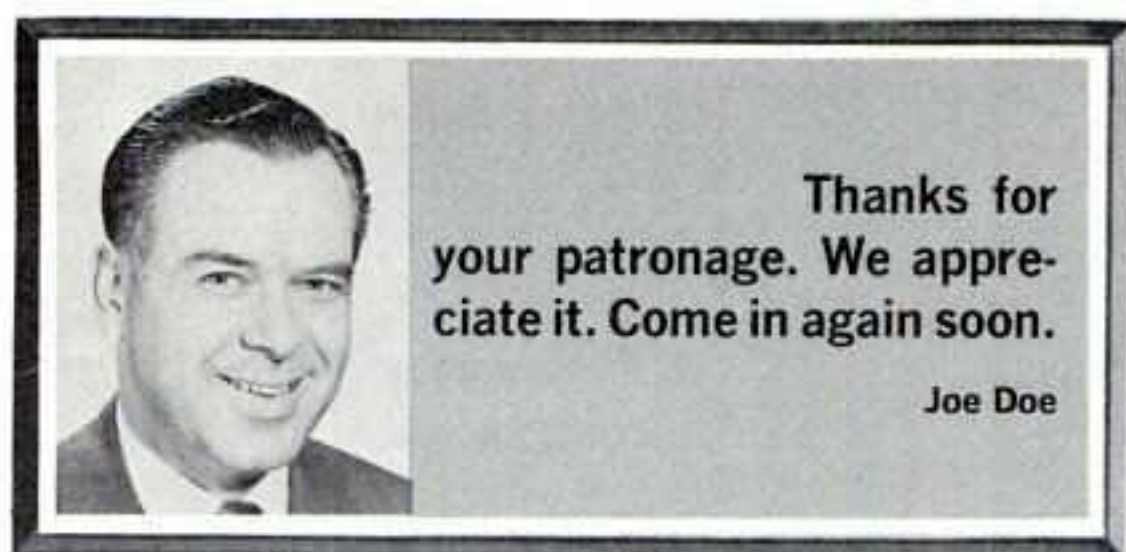
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AMERICANA  
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in Beauty, Sound and  
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## BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

## ALBUM REVIEW POLICY

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

### POP SPOTLIGHT

#### A MAN AND A WOMAN

Ferrante & Teicher. United Artists UAL 3572 (M); UAS 6572 (S)

When a superb collection of film themes is accorded the Ferrante & Teicher treatment, the result can only be a gigantic success. Their interpretive renditions of "Magnificent Seven," "Born Free" and the bright title tune are a listening delight. Programming and sales appeal is unlimited in this outstanding package.



### POP SPOTLIGHT

#### NANCY—NATURALLY

Nancy Wilson. Capitol T 2634 (M); ST 2634 (S)

It's Nancy Wilson at her swiftest, bluest, and best! Destined to be a blockbuster sales item, this package is loaded with electrified performances such as heard in the pulsating "Ten Years of Tears." With strong support of Billy May arrangements, this Dave Cavanaugh production is one of the best in the long string of Wilson hits. Top interpretations include "My Babe" and "Alright, Okay, You Win." Her exceptional reading of "Willow Weep for Me" is second to none.



### POP SPOTLIGHT

#### CARRYIN' ON!

Lou Rawls. Capitol T 2632 (M); ST 2632 (S)

The exciting Lou Rawls has his third hit album in a row with this powerful package. His vocal artistry is showcased in soulful treatments of "Yesterday" and his current hit "You Can Bring Me All Your Heartaches," and really comes to the fore in shattering performances of "Walking Proud" and "Find Out What's Happening." This one will hit the charts with impact and skyrocket to the top in no time.



### POP SPOTLIGHT

#### WARM

The Lettermen. Capitol T 2633 (M); ST 2633 (S)

With the spotlight on their new single "Our Winter Love" and the recent "Chanson D'Amour," the trio presents one of their best mood albums. . . . a wintery must for sitting around the fireplace! This package should prove one of the biggest sales items of their career. The romantic spell they weave through "Here, There and Everywhere" and "Smoke Gets in Your Eyes" is worth the price of the album. A bow to arranger Perry Botkin Jr. and producer Steve Douglas.



### POP SPOTLIGHT

#### "BIG MAYBELLE" GOT A BRAND NEW BAG

Kojac RO 122; STRO 122

The "Mother of Soul's" brand new bag is one of the hottest packages of her career, generating excitement from start to finish. The program is a well balanced array of recent pop hits including "Eleanor Rigby," "Black Is Black" and her current single "96 Tears." Her "Mellow Yellow" is a treat and what an "in" version of "There's Got to Be a Word." LP should be a smash in both pop and r&b markets.



### POP SPOTLIGHT

#### IT'S ONLY THE GOOD TIMES

Wayne Newton. Capitol T 2635 (M); ST 2635 (S)

Mr. Newton has proved very successful with his previous LPs and this exceptional program is destined to follow the same path. His current single "Games That Lovers Play" is here along with a moving treatment of the Charles Aznavour gem "You've Let Yourself Go." The Perry Botkin Jr. arrangements are a perfect complement to the dynamic vocal stylings of the artist. "Half a World Away" and the title tune are especially effective.



### POP SPOTLIGHT

#### HERE I AM

Barbara McNair. Motown MT 644 (M); MS 644 (S)

Marking her album debut on Motown, Miss McNair tackles recent pop hits, adds her own stylings with emphasis on the blues feel, and the result is a programming delight with much sales potential. She offers a dynamic and emotional reading of "My World Is Empty Without You." She's at her swinging best in "What a Day" and "The Shadow of Your Smile," which she performed at the Academy Award TV Show, is a standout.



### POP SPOTLIGHT

#### UP AND AWAY

The Kingsmen. Wand WDM 675 (M); WDS 675 (S)

The "Louie Louie" group has come up with a change of pace package loaded with excitement. They run the gauntlet from the folk-oriented "If I Needed Someone" and "Grass Is Green" to hard rockers "Mustang Sally" and "Shake a Tail Feather." The well balanced and well loaded (14 selections) album can't miss.



### COUNTRY SPOTLIGHT

#### OPEN UP YOUR HEART

Buck Owens & His Buckaroos. Capitol T 2640 (M); ST 2640 (S)

To kick off the new year, Buck Owens has a sure fire No. 1 album in this powerful package containing three of his recent hits, "Open Up Your Door," "Think of Me" and "Waiting in Your Welfare Line." Along with the hits, Owens and the Buckaroos give their all to a bright, infectious rhythm piece "Sam's Place," penned by Owens and Red Simpson. The closer, "Goodby, Good Luck, God Bless You" is a gem.



### CLASSICAL SPOTLIGHT

#### MOZART: DON GIOVANNI (4-LP'S)

Ghiaurov/Variou Artists/New Philharmonia Orch. (Klemperer). Angel DL 3700 (M); SDL 3700 (S)

Nicolai Ghiaurov is a challenge to other "Don's" with a superb interpretation combined with excellent singing. Otto Klemperer masterly leads an all-star cast that also sees fine performances from Walter Berry, Claire Watson, Christa Lemmo, Walter Berry, Mirella Freni, Ciriaco De Amico, and Mirella Freni.



### CLASSICAL SPOTLIGHT

#### DVOŘAK: SYMPHONY NO. 8

Berliner Philharmoniker (Kubelik). DGG SLPM 139181 (S)

Dvorak's tuneful, rhapsodic "Symphony No. 8 (4)" sings out in this charming pressing with the Berlin Philharmonic under Rafael Kubelik, who's just been re-signed by Deutsche Grammophon. The Adagio and Finale are topnotch.



### CLASSICAL SPOTLIGHT

#### FALLA: EL AMOR BRUJO / RAVEL: RAPSDIE ESPAGNOL

De Los Angeles Philharmonia Orch. / New Philharmonia Orch. (Giulini). Angel 36385 (M); S 36385 (S)

Victoria de los Angeles continues to wax Spanish music brilliantly, with "El Amor Brujo." Carla Maria Giulini, one of the world's finest conductors, ably leads the Philharmonia Orchestra on the A side. On the flip, he directs the New Philharmonia in a rousing "Rhapsodie Espagnole" and Ravel's "Pavane for a Dead Princess."



### CLASSICAL SPOTLIGHT

#### MAUREEN FORRESTER SINGS HANDEL

Westminster XWN-19114 (M); WST-17114 (S)

Whether lyrically or dramatically, Miss Forrester can sing Handel. She has proved this many times in performances and on such recordings as Westminster's "Xerxes (Serse)" and "Rodelinda," arias of which comprise this fine pressing. From the former, she spins out an enchanting "Largo," as well as a tricky "Crude furie." The latter is matched by her "Se fiero belva" from "Rodelinda."

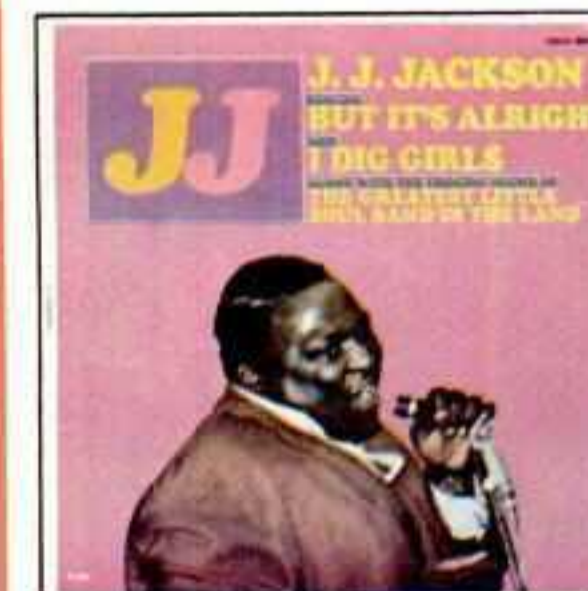


### LOW PRICE CLASSICAL SPOTLIGHT

#### TCHAIKOVSKY: SYMPHONY NO. 4

Royal Philharmonic (Beecham). Pickwick/33 PC-4033 (M); SPC-4033 (S)

The original release on Capitol was a major classical seller, and the re-release on a budget line represents an excellent value. Pickwick's packaging is first rate.



### R&B SPOTLIGHT

J. J. Jackson. Calla C 1101 (M); CS 1101 (S)

A wailing blockbuster package that should fast establish Jackson as a top album seller in both the r&b and pop markets. Featuring his initial hit single, "But It's Alright" and his new one "I Dig Girls," Jackson's soulful style and feel for lyric and rhythm is one of the best to come along in years. His reading of Sam Cooke's "A Change Is Gonna Come" and the raucous "Come See Me" are among the wild and groovy performances.