

# Billboard

The International Music-Record Newsweekly

## Age of Innovation Ahead for Industries

By MILDRED HALL

WASHINGTON — Innovation is the key word for 1967 and the coming decade, in the recording and distribution of music, and in the whole technology of electronic transmission of audio and video. Warning

comes down from the highest government and industry sources to be ready for a decade of startling changes in a space and computer era.

The entire broadcast structure, biggest promotional force for music-based industries, faces drastic overhaul. FCC spokesmen have warned that American TV could be moved to wire to save spectrum space; a second, nationwide, satellite-connected non-commercial TV service in educational and cultural programming is promised; traditional broadcast stations could be bypassed by satellite-to-home transmission or by cable interconnection, or even by laser beam, in the future.

Definitely predicted is two-way audio-video service to householders on a new multi-channel cable that can be run in like ordinary telephone line. Already in the experimental stage, the magic cable could bring every householder services

*(Continued on page 10)*

## Project 3 and ITCC in Pact

NEW YORK — International Tape Cartridge Corp. last week grabbed exclusive 4 and 8-track Cartridge rights to Enoch Light's Project 3 Records on a long term basis. The contract also gives ITCC non-exclusive reel-to-reel rights to the Light line.

The contract was signed by *(Continued on page 14)*

## 'Brutal' Battle Flares for Premium Record Business

By PAUL ACKERMAN and CLAUDE HALL

NEW YORK—The field of premium records — and the allied area of special recorded products such as audio-visual, religious and educational records — has become "brutally competitive" and the year 1967 is likely to see even more action in this little-publicized area of the disk business. According to the Harry Fox Office, publishers' agent and trustee, "the field is a big one and the majors are the chief factors in it." To many labels, the premium field also has the attraction of being one of the few areas of the record industry where there is no credit risk whatever. Stanley Arnold, head of Stanley Arnold and Associates, Inc., consultants who have been very important in developing the premium business, states: "The first essential for success is a client

with courage, imagination and determination."

His clients include Goodyear, Standard Oil of New Jersey, National Cash Register, American Tobacco, United Air Lines and some 30 others. His firm

is an "idea factory" for these giant corporations. He has been instrumental in Goodyear's use of premium records as a traffic builder and mover of Goodyear products. Arnold stated that *(Continued on page 6)*

## Racusin Will Set Up A Publishing Branch

By MIKE GROSS

NEW YORK—One of Norman Racusin's first moves as vice-president and general manager of RCA Victor will be to establish a music publishing subsidiary. Racusin said, "We have positive plans to now move into music publishing." Victor's interest in a music publishing subsidiary was reported

exclusively in Billboard last year.

In the other areas of the recording company operation, Racusin said that there would be no significant company operation. Racusin said that there would be no significant changes in the way we've been doing things. There had been a continuity of management policies *(Continued on page 8)*

## U.K. Faces Marketing Facelifting

By GRAEME ANDREWS

LONDON—The year end leaves the British record market with several vital developments under way which could radically alter the pattern of the entire industry here during 1967.

Principal factors which will affect business during the next year are the future pattern of radio broadcasting in this country, the role to be played by American record companies in the British market, the possible spread of rack jobbing, and the position of budget price albums following the first full year of trading by two major new budget lines.

If the government effectively outlaws all pirate broadcasts as it has pledged, the major companies say they expect an increase in sales of singles. But the trade wants to know how soon the government will bring alternative radio services into operation and how they will affect sales, particularly of the mushrooming independent labels who have benefited from pirate exposure.

The government's proposed format for a new radio service will be published this week, but it will be several months before proposals could be passed through Parliament and a new service established. Meanwhile, the government, with its systematic prosecution of the offshore stations, and has been backed by the appeal court in the first test case. A third offshore station owner, Thomas Shields of Radio Scotland, is scheduled to appear in court Wednesday (21)

to face a summons for illegal broadcasting. Radio 390, the Thames fort station, lost its appeal Tuesday (13) against the court ruling that its broadcasts were illegal. Station chief Ted Allbeury said afterwards that 390 will not resume broadcast.

Meanwhile, a survey by the Incorporated Society of British Advertisers published Wednesday (14) estimated that a chain of local commercial radio stations covering the country would have a potential advertising revenue of \$90 million a year, while only \$30 million would be needed to finance the network. It estimates that a mere \$7,500,000 was spent this year on radio advertising aimed at British consumers, with Radio Luxembourg taking by far the largest share. This compares with \$300 million spent on British television time and \$750 million spent on national newspaper and magazine advertising.

The second change in 1967 could be a major invasion of the British market by U. S. record companies setting up their own operations here, probably using existing pressing and distribution facilities. United Artists, at present released by EMI here, has registered its own record company with an initial capitol of \$15,000 but has not yet revealed plans for its operations when its pact with EMI expires. Liberty's deal with EMI runs out at the end of June. The company is still investigating the possibility of setting up its own operation in Britain and elsewhere in Europe. A final decision on whether to go it alone or stay with a British major will be taken by Feb. 28.

*(Continued on page 47)*

## Year-End Charts . . . Pages 34-35



Before beginning his annual world tour, Santa Claus stopped to enjoy his favorite holiday melodies on the new Seeburg Stereo Showcase Phonograph. While in Chicago, he promised everyone at Seeburg he would personally deliver holiday greetings to their friends everywhere, along with best wishes for a pleasantly prosperous New Year. (Advertisement)

(Advertisement)

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# Market Going Strong

George R. Marek has long been an artistic force in the record industry. Now that he's stepping down as general manager of RCA Victor, we are pleased to report that he's not stepping out of the record business entirely. Even though he is approaching the "normal retirement age," as the RCA press release puts it, Marek is still a warm, vibrant and compassionate person. These are the human qualities that discount any retirement ruling that may be punched out on a computer card.

Through the years, Marek has made noteworthy contributions to the recording arts, especially in the fields of Broadway musicals and opera where he'll continue to function, and he has been a stabilizing force in the industry, as well. RCA Victor and the entire artistic community will benefit by his continual presence.

## Executive Turntable

**Norman Racusin** has been named division vice-president and general manager of RCA Victor. (See separate story.) The appointment takes effect Jan. 1. Racusin, for seven years division vice-president and operations manager of the record division, succeeds **George R. Marek** as general manager. Marek will serve on Racusin's staff with responsibility for co-ordination of special record projects, including RCA custom packages and Broadway productions, and will continue to be active in talent relations.



RACUSIN active in talent relations.

\*\*\*

**Gil Rodin** is Decca's administrative a&r director, a newly created post. Rodin will be based in Hollywood and will concentrate on developing new artists and working with independent producers. Rodin is a veteran radio and television producer and for the past three years was producer for MCA's International Division. He will report to **Martin P. Salkin**, Decca vice-president.

\*\*\*

**Ed Matthews** has been appointed manager of Date Records, the label created by Columbia Records to handle purchased masters. Date will be expanded to include country music and r&b product as well as pop. Matthews was head of his own label—Mike Records; previous to that he was vice-president and general manager of Laurie Records. He will be responsible for buying masters and report directly to **Jack Loetz**, vice-president,



MATTHEWS

\*\*\*

**Erwin Bagley** has resigned as vice-president and general manager of Orpheum Productions, Riverside and Wonderland Records. For the next month he will work on several recording projects and will announce his plans in January. Bagley has been in the record business for 12 years and had been divisional

(Continued on page 14)

# Decca's Gabler to Be Saluted at Luncheon

NEW YORK—Plans for what is likely to be one of the music industry's most colorful bashs—a Salute to Milt Gabler—are being crystallized now. The Decca veepee and a&r chief will be honored Jan. 20 at a special luncheon at the Hotel St. Regis Roof, on the occasion of his 25th anniversary with the label.

A committee handling details includes Johnny Marks, Charlie Tobias, Howard S. Richmond, Tommy Valando, George PinCUS, Joe Glaser, Chubby Goldfarb, Al Gallico, Budd Granoff, Al Brackman, Sonny Burke, Dick Voltter, Gordon Jenkins, Paul Orland, Eddie Wolpin and Sy Oliver. This group will hold its final meeting Dec. 22.

Gabler, internationally known hitmaker, started his record career at the age of 17 as the founder of the noted Commodore Record Shop, legendary center of jazz activity in the 1930's and early 1940's. The Commodore's success (it did an international mail-order as well as domestic business) led to the formation of the Commodore label, which was a key factor in popularizing the jazz of that era. In 1941 Decca's Jack Kapp persuaded Gabler to join the

company as his assistant; and in a short period Gabler was producing disks by such names as Bing Crosby, Billie Holiday, the Mills Brothers, Fred Waring and Ella Fitzgerald.

Gabler's Decca years have spanned nearly three decades, in which period he has recorded virtually every musical category: foreign, rhythm and blues, classical, country, jazz, pop, religious, children's. He has made such gold record items as "Choo Choo Ch'Boogie" (Louis Jordan); MacNamara's Band (Bing Crosby); "Third Man Theme" (Guy Lombardo); "Glow Worm" (Mills Brothers); "Good Night Irene" (Gordon Jenkins and the Weavers); "A Little Bird Told Me" (Evelyn Knight); "Begin the Beguine" (Eddie Heywood), and many more.

Gabler, one of the founders of NARAS and a member of ASCAP for 20 years, has discovered and helped launch the careers of dozens of artists, such as the Ames Brothers, Bobby Darin, Sammy Davis Jr., Bert Kaempfert and many more.

Luncheon will be staged at a cost of \$12 per person, drinks and gratuities included.

# Westminster to Bow Satellite, Budget Line

NEW YORK — Westminster Records, ABC's classical line, will bow a budget line next month. The Satellite Series will debut with 12 non-classical releases from the regular \$4.98 Westminster catalog and will list for \$1.98.

Marty Goldstein, Westminster general manager, explained that the "non-classical" product of a classical line includes light traditional music which is neither pop nor classical.

For example, the first releases include two albums by the Deutschmeister Band, one of Sousa marches and the other European marches, plus a Dixie album, liturgical music, spirituals, Tyrolean folk music, waltzes, Gypsy violin, ballets and Gilbert and Sullivan. Border line classical would be another definition.

According to Goldstein, another eight releases will be forthcoming this spring. He added that initially, all material will be considered if the line meets with expectations.

# LHI Enters C&W Field

HOLLYWOOD — LHI Records, owned jointly by Lee Hazlewood and Decca Records, is entering the country market. Plans were formulated during the recent country music convention in Nashville.

Donnie Owens will be executive producer of country product. The first single will be Virgil Warner's "Crying Shade" and "Out of My Hands." Owens, with an extensive musical background, will produce most of his recordings in Phoenix, which he feels will give him access to a previously untapped source of country music songs and artists.

# Project 3 Names Metro a Distrib

NEW YORK—Project 3, the recently created record label owned jointly by Enoch Light and the Singer Co., has named Metro as its New York distributor. This brings to 30 the number of distributors handling the label.

# COL'S '4 IN 1' B'WAY DISPLAY

NEW YORK—Columbia Records is preparing an unusual advertising pitch for four of its current original Broadway cast albums. The company has leased the billboard above the Palace Theater Building on Broadway between 46th and 47th Street for one year where it will display the actual labels from the albums of "Mame," "Sweet Charity," "Cabaret" and "The Apple Tree."

Work began on the billboard display late last week and it is expected to be completed before New Year's Eve. The billboard is 70-feet wide and 16-feet high. The show album display was conceived by Columbia vice-president Stan Kavan. The four albums were produced by Goddard Lieberson, CBS-Group president.

# ABC DISTRIB MEETING SET JAN. 4-6 IN FLORIDA

HOLLYWOOD, Fla.—Distributors for ABC Records and its subsidiary labels, as well as the ABC-distributed labels, will gather at the Diplomat Hotel here Jan. 4-6 to discuss sales plans for 1967 and hear the new releases.

The sessions kick off with a cocktail party Wednesday night (4), with the following morning session devoted to ABC product and sales meetings. Private meetings with distributors and ABC brass are scheduled for the afternoon.

Friday (6) will be devoted to Command Records, with a business meeting in the morning and private meetings in the afternoon.

Top brass will be on hand, headed by Larry Newton, president. Loren Becker, general manager of Command, will handle the Friday session.

# United Artists Parley For Distributions Jan. 6-8

MIAMI BEACH — Distributors from the United States, including Hawaii and Puerto Rico, as well as Canada, will attend the United Artists Records international sales and policy meeting at the Doral Hotel here Jan. 6-8.

New product to be introduced at the meetings include several year his biography of Richard soundtracks for forthcoming major films and a preview of the original Broadway cast album of "Illya Darling," musical version of "Never on Sunday."

Also featured will be product from two new UA lines, Solid

State and UA International, as well as 4-track and 8-track stereo tape cartridges.

Heading the UA Record contingent will be president Michael Stewart, while the parent film company will be represented by David Picker, first vice-president; Joseph Ende, comptroller, and Fred Goldberg, and Gabe Sumner, advertising, publicity and exploitation executives.

Other brass at the meeting will include Noel Rogers, the European managing director of record and publishing operations, and Murray Deutch, executive vice-president of UA's music publishing firms.

# Tree Maps Worldwide Roots

NASHVILLE — Jack Stapp, president of Tree Publishing, outlined plans for major, worldwide expansion of his firm's publishing activities.

The plans call for Tree's expansion in 1967 into the European market, with several Tree subsidiaries to be established in key foreign cities. Formation of these firms, to be known as Tree International, will mark the first time a Nashville-based publishing firm has operated wholly independent branch offices outside the United States.

Stapp and Lee V. Eastman, of Eastman and Eastman, one of the leading copyright law firms in the nation, who will act as legal representative for Tree In-

ternational, have planned a world-wide tour to set up independent companies in England, France, Italy and Germany. Tree will also enter the Far Eastern market with offices in Australia and Japan. Stapp and Eastman will leave for Europe Jan. 17. Interviews for staff and management personnel are currently being conducted by the company in each of the foreign countries.

Stapp outlined several reasons for the expansion of the company at this time, including the growing acceptance of the "Nashville Sound," improved systems of transportation and communication between the countries, and the growth of

(Continued on page 42)

# FCC Examiner Swings Along With Miller Bid for Station

WASHINGTON — An FCC examiner sang along with Mitch Miller in an initial decision recently that would favor Mitch's application for a UHF (Ch. 50) station here. Other applicants were Theodore Granik, former broadcast commentator and producer of "Youth Wants to Know," and a local transit company.

Miller trading as All American TV Features, Inc., convinced FCC examiner Basil Cooper, that he will "try something new in program concepts, and will inject a type of enthusiasm into the programs which will make them different and attractive."

Miller's financial qualifications won approval, with assets of about \$630,000 from his All American Features, Inc., and personal net worth of "at least \$2 million" included is \$1,800,-

000 in undistributed royalties from Columbia records, reportedly due Miller over a period of 10 years. Also, \$130,000 after taxes, due from NBC for use of 13 tapes of his "Sing Along with Mitch Programs" during the summer of 1966. Miller figures the UHF operation for the first year will run to about \$500,000.

The examiner's highly complimentary summary of Mitch's prospects as a UHF operator, include his lengthy career in radio, TV and records, not forgetting the 1948 Little Golden Records for children—which sold more than 100 million at 25 cents each. In 1965, Miller entered into agreement with Music Corp. of America for MCA to finance his programs and shows. MCA will have first call on distribution of all

(Continued on page 8)

# For Americans It's Music, Music And More Music, Says BMI Report

NEW YORK—Music is on a continual upswing in America. According to "Concert Music USA 1967," Americans are attending more live musical events, playing more instruments, buying more recordings and providing young people with more musical education than ever before.

The report is the 13th annual survey issued by Broadcast Music Inc.

The survey points out that Americans attended 4,777 performances of 295 works given by 752 opera-producing groups. Using statistics compiled by the American Music Conference, the story of music education is highlighted by reports of 65,500

musical groups — orchestra, bands and "stage" bands—in schools across the country. The figure does not include the numerous ensemble, folk and chamber music groups found in many schools, or the many combos formed by young people on their own initiative.

The 492 orchestras reporting their 1965-66 programs performed works by 573 20th-century composers out of the 783 whose works were played. A total of 6,720 performances of 20th-century works was given by these groups, and three times as many 20th-century composers were performed by these orchestras, with their works providing one-third of all performances.

The survey also noted that during 1965, Americans spent \$598,000,000 on LP's, with concert music accounting for about 15 per cent of that amount. About 39,300,000 Americans devoted some of their leisure time to making music. In 1936, there were only 14,300,000 amateur musicians and 19 million as recently as 1950. In 1965, Americans spent about \$900 million on instruments, accessories and sheet music.

The piano, with 22,700,000 players, is still the favorite instrument, according to American Music Conference figures. Guitar ranks second with 9 million players. Rounding out the top 10 favorite instruments were organ (4 million), woodwinds (3,700,000), brass instruments (3,500,000), "C" melody flute (2,200,000), stringed instruments (2 million), accordion (1,100,000), drums and ukelele (1 million each) and recorder (750,000).

Making music ranked second only to reading among the country's leisure activities. One out of every 4.5 Americans, four years old or more, played an instrument or received musical instruction. Almost all elementary and secondary schools in the U. S. provided time for musical instruction.

Significant in the musical boom was the steady growth of the community orchestra. Of 1,385 symphony orchestras, the vast majority, 1,033, was made up of community groups. Almost 90 per cent of the musicians in these orchestras were amateurs.

The survey also noted that with more than 242,000,000 radios in operation, the average adult American listens about 16 hours per week to radio programming, of which roughly 80 per cent comes from records.

## 'Tiffany's' Out Of the Running

NEW YORK—There will be no original cast album of the musical version of "Breakfast at Tiffany's." David Merrick, the show's producer, decided to close the musical last week while it was holding preview performance before its scheduled Broadway opening on Dec. 26. RCA Victor, which had a substantial investment in the production, was to have issued the original cast album.

Upcoming on Victor's original cast album agenda now are the Broadway musical, "Sherry," an adaptation of the Kaufmann & Hart comedy "The Man Who Came to Dinner," and the off-Broadway revival of Rodgers & Hart's "By Jupiter." Last week, Victor released the original Broadway cast album of "I Do, I Do," starring Mary Martin and Robert Preston.

## 3 Firms Wax Pepsi-Cola Tune

NEW YORK — The Pepsi-Cola commercial, "Girl-Girl-Watchers Watch Drink Diet Pepsi-Cola With One Calorie," has been released as a single by Columbia Records, Dyno-Voice and RCA Victor. The title in all three cases is the same—

# Disney Dies at 65; An All-Time Great

HOLLYWOOD — Walt Disney, one of the entertainment industry's giants whose innovations influenced almost all facets of showbusiness, died here Thursday (15). Death came at the age of 65 at St. Joseph's Hospital, Burbank, where he was undergoing a post-operative check-up following lung surgery Nov. 21.

Disney built a \$100 million a year empire predicated on producing wholesome family entertainment, and remained in close touch with all aspects of his far-flung operation. His career was launched in 1923 when he and his brother, Roy, opened an animated cartoon studio.

Disney's genius for innovation left a lasting mark on the record-music industry. He was among the first film producers to recognize the importance of song and records in film exploitation.

He made a major contribution to the development of stereophonic sound with the use of multiple-channel recording and directional sound reproduction in "Fantasia" released in November, 1940. To facilitate multiple-channel recording, Disney engineered and perfected "pan-pot" which is still in use today by motion picture studios in stereo soundtrack recordings.

"Fantasia" was responsible for giving serious music popular appreciation. Music was always a major factor in Disney's films and provided his music publishing firms with many top copyrights. The impact of hit song material in a cartoon feature-length film was first evidenced in his "Snow White and the Seven Dwarfs," which provided such hits as "Whistle While You Work," "The Three Little Pigs" cartoon had "Whose Afraid of the Big Bad Wolf," and his live action "Davy Crockett" feature was responsible for the hit title recorded by Fess Parker. His most recent major production, "Mary Poppins," which has grossed more than \$50 million, introduced "Supercalifragilisticexpialidocious" and "A Little Bit of Sugar."

## 'Hardly-Worthit' Push on by C-P

NEW YORK — Cameo-Parkway Records is putting on a major push for its "Hardly-Worthit Report," a comedy album. The label is preparing a national magazine and newspaper advertising campaign on a co-operative basis with distributors and retailers.

Neil Bogart, C-P sales manager, added that the label is contemplating buying radio time in key markets. Special display material has already been released, and a national promotion tour is planned for the album cast.

GAC, which represents the Hardly-Worthit Players, is planning a national college tour and television appearances. Some 400 albums and press kits have been mailed to newspaper, magazine and television reviewers and reporters and to the celebrities mentioned in the album.

"Music to Watch Girls By." The Columbia Record is by Les and Larry Elgart; the Victor record by Al Hirt, and the DynoVoice record by the Bob Crew Generation. Composer is Sid Ramin.

The Disney empire included Buena Vista Records for pop fare and Disneyland Records for film material, and two music publishing firms, Walt Disney Music and Wonderland Music.

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# Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY  
Radio-TV Programming Coin Machine Operating  
Tape CARtridge Audio Retailing

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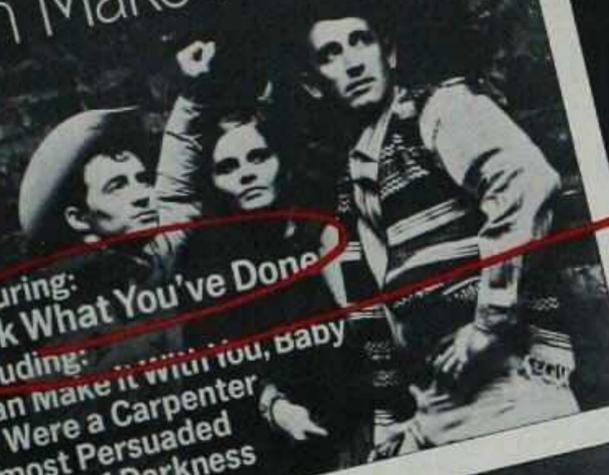
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# Chips off the new block.

(3 singles getting a meaty slice of the album action.)

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Where the action is. On COLUMBIA RECORDS

# Baja Marimba to Play 'LBJ Room'

LOS ANGELES—The Baja Marimba Band has joined the Tijuana Brass as favorites of President Lyndon Johnson. The Baja Band was tapped last week as exclusive artists to play at the President's annual White House staff Christmas party Thursday (15) evening.

Last summer, Herb Alpert and the Tijuana Brass performed for the President's cabinet members and their families.

Before flying to Washington with Julius Wechter, leader of the Baja Band and his eight associates, Gil Friesen, A&M Records general manager joking called the East Room of the White House "a good room to work out an act."

Friesen said the request for the Baja to play at the holiday gathering came from presidential social secretary Bess Abell. The band was scheduled for two shows.

The request points up that group's gaining popularity. According to Friesen, who schedules tours for key A&M acts, the Baja Band in 1967 will be playing colleges for the first time, as well as an enlarged concert schedule. A booking at Melodyland in Anaheim has been mapped for

January. The group just concluded a successful debut engagement at Basin St. East in New York.

## Tour Set

The Baja will not appear on the same bill with the TJB, which has been setting box office records itself during the past year. The TJB will appear in Australia, New Zealand and Japan for three weeks starting in March, their initial in-person venture in that part of the world. Friesen just came back from meeting with King Records official in Japan after discussing tour plans.

The executive estimates the TJB's personal appearances will match those in 1966, with from four to six major county fairs included in the itinerary. The group has the potential to earn \$400,000 for 11 performances at four fairs, Friesen estimated. This year the TJB played seven major Midwest colleges.

Collegiate activity will be planned similarly, although the schools do not pay nearly as much as the fairs. Next year, the Brass will have additional major exposure through a CBS-TV special. Their recordings already saturate AM and FM stations.

# 'Brutal' Battle Flares for Premium Record Business

• Continued from page 1

Goodyear's premium record, "The Great Songs of Christmas," produced annually for the past six years, has sold approximately 15,000,000 at \$1.00 each. "People write in for back copies," he said, "and as a merchandising device it is effective over a long period."

## Requires Creativity

Arnold explained that the premium field today requires people of creativity and original thought; it is not merely a matter of using recorded performances from the archives. Commenting on the Goodyear premium disk, made by Columbia, he stated: "A great deal of special recording is commissioned for such an album. Recording teams were sent to England to record Barbra Streisand and Pablo Casals was flown in from Puerto Rico to participate."

Speaking of the potential of the premium record field Arnold stated: "The measure of success is in direct relation to the amount of imagination and creativity that can be harnessed to a particular project."

The emphasis on creativity is apparent in the personnel of Columbia's Special Products department. Headed up by vice-president Al Shulman, this department has the services of Joe Carlton, veteran a&r executive.

## Figures Unavailable

No figures are available regarding the gross racked up by Columbia's Special Products department in 1966, but it is estimated that the total approximates \$8 million—most of which derives from premium records. The label's special products department not only has an a&r operation but also a very considerable sales force, and an art department. The sales force is reported at more than a dozen across the nation.

In addition, there is a profit spillover to Columbia's pressing division which presses the premium disks.

There is some controversy as to the future of the premium field and allied fields. A few say it really is not growing, but is merely becoming more competitive. The majority of traders, however, forecast a sizable growth for the next five years—perhaps as much as 15 to 20 per cent yearly. There are various reasons for their

faith in the latter view. One is that Federal funds for education are very large and this fact encourages the purchase of educational records and audiovisual materials. A second is the growing belief in records as a traffic builder and mover of product over a long period.

## RCA Expansion

RCA Victor Records, whose premium activities have been expanding every year, has just had its biggest sales year. In the past year, the label has become involved in paving a new area for premiums—tape cartridges. To date, the label provides at least three major automobile manufacturers with tape cartridges to use as courtesy gifts with the factory installation of cartridge units in their cars. Victor's premium activity is headed by Robert Clarkson.

In the field full strength about five years, Victor has added to its premium staff each year and sees only continued growth for the premium business. A current Christmas premium album featuring RCA Victor artists is being used as a customer draw in RCA Victor appliance dealers.

At Victor, premiums have covered all types of music and the label, due to a catalog reaching back many, many years, has been able to supply the unusual. For example, one manufacturer wanted an album to tie in with 1927; RCA had recordings from this period in stock.

The label feels that premiums, while bringing in a bonus business, is also invaluable publicity for the artists.

## Cap's Mynatt

Capitol's Creative Products Division manager Harry Mynatt sees 1967 as the premium industry's biggest year. Major users of premium records like Firestone and Goodyear have shown smaller manufacturers how effective premiums can be, he points out.

Mynatt bases his optimism on the interest he has created from potential customers and from his mail. "We haven't scratched the surface of our catalog yet," he said. Mynatt is looking to broaden the use of premiums into business other than Christmas.

He flew to New York over the weekend to interview three

candidates for a New York-based job with his department. He will make his final decision this week. The New York operation of the department follows growth in this field.

## Decca's Brennan

Decca Records Claude Brennan said that the premium business had been growing for the firm, though he felt it was still a small part of the total operations of Decca. But "premiums have been good to us." Among the premiums turned out recently by Decca have been an LP for Eastern Airlines and a soundtrack of the "Rudolph the Rednosed Reindeer" TV special for General Electric.

## MGM Active

MGM Records has been active in premiums through Sales Plus, Inc., operated by Terry Philips. One of the big items out by MGM now is a self-liquidating Christmas album being sold by banks around the nation who belong to the Christmas Club plan. Other albums with major manufacturers and firms are in the works at MGM.

## Pickwick Intl.

One of the pioneers in the field is Pickwick International. S. Gordon Strenger, special sales manager and head of premiums, said, "For us, it's the biggest year we've ever had. The label has supplied product for firms ranging from Nestle's decaffeinated coffee to Lustre Creme." Strenger said that while Pickwick works in many areas of the premium field, the biggest type of premium is the self-liquidator in which the LP is generally used as a traffic builder to bring customers into the store. The store often makes no money per se on this LP, but benefits from extra sales of other items. The second type of premium that has proven effective for Pickwick is the "dealer loader." In this, the LP is used, for example, by manufacturers to get dealers to buy more product; if they buy an extra amount of goods, they get the LP as a bonus.

One of the LP's Pickwick has out now as a premium is "Merry Christmas—a Joyous Album of Beloved Christmas Music" featuring artists like Kate Smith and others. Country music has been one of the strongest premium properties of Pickwick on a nationwide basis.

# Market Quotations

(As of 12 Noon Thursday, Dec. 15, 1966)

NAME	45-46		Week's Val. in 100's	Week's High	Week's Low	Week's Close	Net Change
	High	Low					
American Broadcasting	86	62	488	80½	75¼	79½	+ 4¾
Admiral	55½	28¼	1194	36	33	32¾	- 1¾
Ampex	27¾	17	2396	26	24½	25¼	+ 1
Audio Devices	41¼	17	438	25¾	20¾	24¾	+ 3½
Automatic Radio	7¾	2¾	79	3¾	3½	3¼	+ ¼
Automatic Retailer Assoc.	56¾	42½	170	56¾	49¾	55¾	+5¾
Cameo Parkway	4¾	1¾	6	2¼	2½	2¼	+ ½
Canteen Corp.	36¾	18¼	487	24¾	23½	24	Unchg.
CBS	62¼	42	702	64¾	59¾	63¾	+3¼
Columbia Pic.	89¾	22¾	154	35¾	31½	33¾	+2½
Walt Disney	72¼	40¾	605	71	68	69	- ¾
EMI	5¾	3¾	489	3¾	3¾	3½	+ ½
General Electric	120	80	845	98¾	94¾	94½	- 4
Handleman	18	13¾	32	18	17½	17½	- ½
MCA	61¾	28¼	294	37½	35¾	35¾	- ¾
Metromedia	55¾	25	336	39	37¾	38¾	+ 2
MGM	39¾	24¾	638	39¼	36½	36¾	-1¾
Motorola	233½	92	1559	115¾	101	103¾	-1¼
RCA	62¼	36¾	1375	48¼	45¾	45¾	-2½
Seeburg	32¾	11¾	627	17¾	15½	16¾	+ ¼
Tel-A-Sign	5¾	1¾	98	2¾	2½	2½	Unchg.
3M	86¾	61	915	86¾	81¾	83¾	+1¾
20th Century	38½	25¾	399	37¾	35½	35¾	- ½
U-A	32¾	21¼	965	27¾	26½	26½	- ½
WB	19¾	11¾	369	18¼	17¾	18	+ ½
Wurlitzer	24½	15½	71	19¾	17	18¾	+1½
Zenith	87¾	46¾	871	54¾	50¼	51¼	-1¾

## OVER THE COUNTER\*

Week's High Week's Low Week's Close

(As of 12 Noon Thursday, Dec. 15, 1966)

Dextra Corp.	2	1¾	2
GAC	4¾	4¼	4¼
Jubilee Ind.	4	3½	3½
Lear Jet	18	16	16
Mills Music	21½	21¼	21½
Pickwick Inter.	7¾	6¾	7¾
Telepro Ind.	4¾	4¼	4¾

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

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

# U.K.'s R&B Swing Pays Off For U.S. Record Companies

NEW YORK—The growing interest in r&b records in England has turned out highly beneficial to U. S. record companies, said Calla Records vice-president Jerry Shifrin. Shifrin has just returned from Britain where he sold foreign rights to two records to Philips Records, two others to EMI Records.

To Shifrin, the placement of this product is just an example of the strides made in England regarding the acceptance of r&b product. He said there'd

been very little interest in r&b records last year.

Philips acquired the rights to singles by the Musical Explosion on Attack label and Jerry Williams on Calla; EMI bought for its soul series a single by the Fascinations on Mayfield Records and one by Betty Lovette on Calla.

Shifrin cited Tamla-Motown Records as paving the way for the surge of r&b in England; "They opened the door for r&b, fortunately for many U. S. record companies."

# TV Plugs Brighten Sales of 'Bible' Album by Linkletter

NEW YORK—ABC Records is benefiting from a major television plug campaign for the "Art Linkletter Narrates the Bible" album. Linkletter has been giving the album to children who appear on his "House Party" television program, and excerpts from the album will be played on the program on the first week of January. (Billboard, Dec 17). The film is being plugged at the same time as color stills.

In addition to his own program, Linkletter has boosted the album while making guest appearances on the "Merv Griffin," "Tonight" and "Sonny Fox" network television shows, as well as on several local Los Angeles programs.

And he's also plugged the album on the "Mike Wallace"

and "Arlene Francis" radio programs.

According to Larry Newton, these television plugs have been responsible for the album's sales performance — 65,000 in a single week. Newton said that he expects sales to 500,000 by the end of February, again based largely on Linkletter's plugging. Newton added that the Linkletter album is helping sales of the film soundtrack LP.

All this has taken place before the film has been released nationally. To date, it has made its debut in 12 markets, with another 16 set for Christmas. Consumer advertising will begin Jan. 5.

Newton said the album had been considered for budget pricing, but that he insisted on a \$3.79 list.

After one year of intense research and experimentation

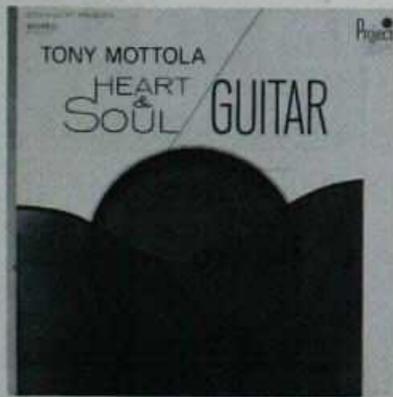
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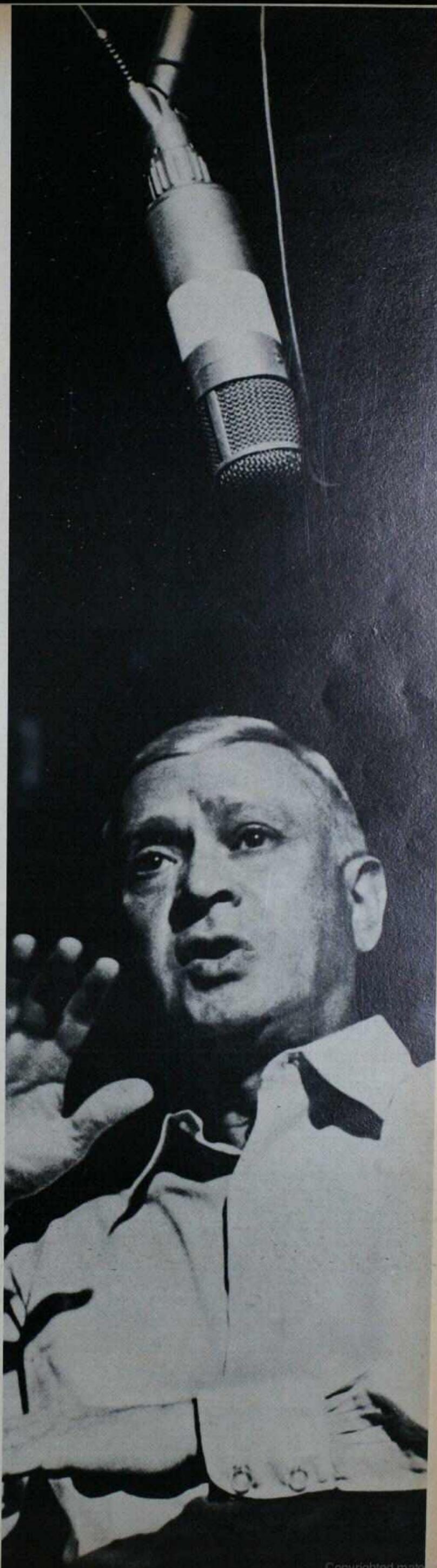
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# Racusin to Set Up Publishing Wing For Openers as New V.-P. of Victor

• Continued from page 1

while George R. Marek was vice-president and general manager and Racusin was vice-president and operations manager, and the company will continue along the same lines. There are no present plans to fill the operations manager post vacated by Racusin by his promotion.

## Other Plans

In his new position, Racusin also plans to continue his activity in the a&r field stressing the importance of artists. "The performing talent is still the touchstone of the business and the main force of the business," he said.

In addition to a&r, Racusin will supervise the activities of the marketing, manufacturing, research and development, record club, administration, finance and personnel departments.

Racusin also mentioned that the company's business has never been better and that in addition to having its three pressing plants going at full time, they've gone to outside pressing plants to keep up with the orders. In the area of the Stereo-8 tape cartridge, Racusin

said, "We are meeting our objective and indications are that it is growing at a healthy pace."

The appointment of Racusin was made by Charles M. Odorizzi, RCA Group executive vice-president, who pointed out that Marek will reach the normal retirement age of 65 in July 1967. Marek will remain a vice-president and serve on Racusin's staff with responsibility for coordination of special record projects, including RCA Custom packages, Broadway productions and talent relations.

## Base of Growth

Odorizzi said, "The tremendous expansion which is taking place in the record business, both in this country and abroad, provides a solid base for the continued growth of both RCA Victor Records and the record industry as a whole. Racusin's experience in all phases of the Record Division's activities eminently qualifies him to lead the RCA Victor Record Division through the exciting growth period ahead."

Racusin takes over the new spot after 17 years of service with RCA. A native of John-

sonburg, Pa., he attended Pennsylvania State College where he was graduated with honors with a B.A. degree and thereafter received his M.B.A. with Graduate School of Business Administration in 1943.

Racusin, who is 46 years old, served in the U. S. Army from 1943 until 1946, attaining the rank of captain. He joined RCA in 1950 as budget analyst for the Record Division and by 1956 was named Controller. In 1957, he transferred to NBC, serving as Director of Budget, Pricing and Planning for the NBC-TV network.

In January, 1959, he became Director of Business Affairs for NBC's TV network, and in December of that year, he rejoined the Record Division as operations manager. A month later, he was appointed Division vice-president and operations manager. For the past three years, he has been Chairman of the Executive Committee of the Record Industry Association of America. He lives in New York with his wife and three children.

Marek joined RCA Victor in 1950 as Manager of Artists and Repertoire with a background as musicologist, writer and vice-president and account executive of major advertising agency. In 1957, he was appointed vice-president and general manager of the RCA Victor Division. He has several books on music and early next year his biography of Richard Strauss will be published.

## 2 'Seasons' Sue

NEW YORK—Two of the Four Seasons, Robert Gaudio and Nick Massi, have filed a \$6 million suit in New York's Supreme Court against Premier Albums and Coronet Records Corp. for alleged use of their name and likenesses on an album distributed by the defendants called "At the Hop."

The quartet was formed in 1962. According to the complaint, in 1962, without written or oral consent, the defendants used the pictures and name on an album recorded by the Four Lovers, which did not include Gaudio.

## Gloryland Bows

KEARNY, N.J.—Connoisseur Records is launching a gospel label, Gloryland Records, next month with a release of eight LP's. Artists in the first issue are Ron Blackwood and the Blackwood Boys, Big Chief Worthington, Georgians Quartet, Little Jimmy Dempsey, Bill Cobb Trio, Soul Searchers, Trebleaires and Senators Quartet.

## SINGLES' SALES SMASH BY MGM

NEW YORK — MGM Records reports selling 655,000 singles during the week of Dec. 5-9, its biggest week in the 19-year history of the firm, said Lenny Scheer, director of marketing.

The hottest single at the moment is "Single Girl," by Sandy Posey, No. 17 on Billboard's Hot 100 Chart. Herman's Hermits are at No. 29 with "East-West." The Lovin' Spoonful on the Kama Sutra label has "Nashville Cats," climbing fast at No. 45.

# FCC Examiner Swings Along With Miller Bid for Station

• Continued from page 3

but the Washington UHF-originated programs. After Washington showings, these, too, will be available to MCA for distribution to other users and TV stations.

Miller told the FCC examiner he will move to Washington temporarily for daily supervision of his new venture, which with Miller musical shows, including a personally hosted "Evening with Mitch" Saturday nights, and "Young America Plays and Sings" weekly five to six p.m., plus Sunday afternoon and evening musical productions.

On the controversial matter of teen swingers and rockers,

Miller says he is willing to listen to teen desires, but "feels that their demands for what may be the current craze in music and dance" should not deprive older people who buy advertiser product, of a chance to see and hear something else. He feels there is a "very large minority" on TV which is ignored and will welcome some Mitch-type programs and ideas. The FCC examiner says he thinks it would be in the public interest to give Miller a chance to set up a "small oasis in the vast wasteland of TV mediocrity."

Full commission will have to okay the examiner's decision before the former Columbia Records' a&r man can win license to the new UHF.

# Motown's Musical Education Makes Four Tops Classy Act

NEW YORK—Four leading graduates of "Motown University" shared the fruits of a Gordy education with Basin Street East patrons here Thursday night (15). The Four Tops, sang, danced, cavorted and did it up in the slickest style, while the audience got in the spirit in approved singalong fashion.

Berry Gordy's Detroit finishing school, which all Motown artists must attend before appearing in public, graduates nothing but polished entertainers.

And this polish was buffed to a high sheen at the Tops' opening. The group opened with "Fascinating Rhythm" in traditional standard style, then switched to the Motown beat with a driving "Baby, I Need Your Lovin'."

The big one was "If I Had a Hammer," with patrons dancing between the tables. In the same bag was "Shake Me," while "Climb Every Mountain" was delivered in conventional Broadway style.

The Tops also scored with "Reach Out," "Can't Help Myself" and "Still of the Night."

Without making one false move, the Tops pulled off nearly every show business bit in the books. They'll make it as

a club group even without their considerable vocal talents. The combination of their stage generalship and their chart performance adds up to one of the top performing acts of the day.

Cathy Carr, the "Ivory Tower" girl of a decade ago, preceded the Tops with a clever takeoff of "Winchester Cathedral" and a teen-beat "First Anniversary." The latter is available as a master, and Miss Carr's management is negotiating with several record labels for its release.

Charlie Barnett's orchestra opened the show and backed Miss Carr.

AARON STERNFIELD

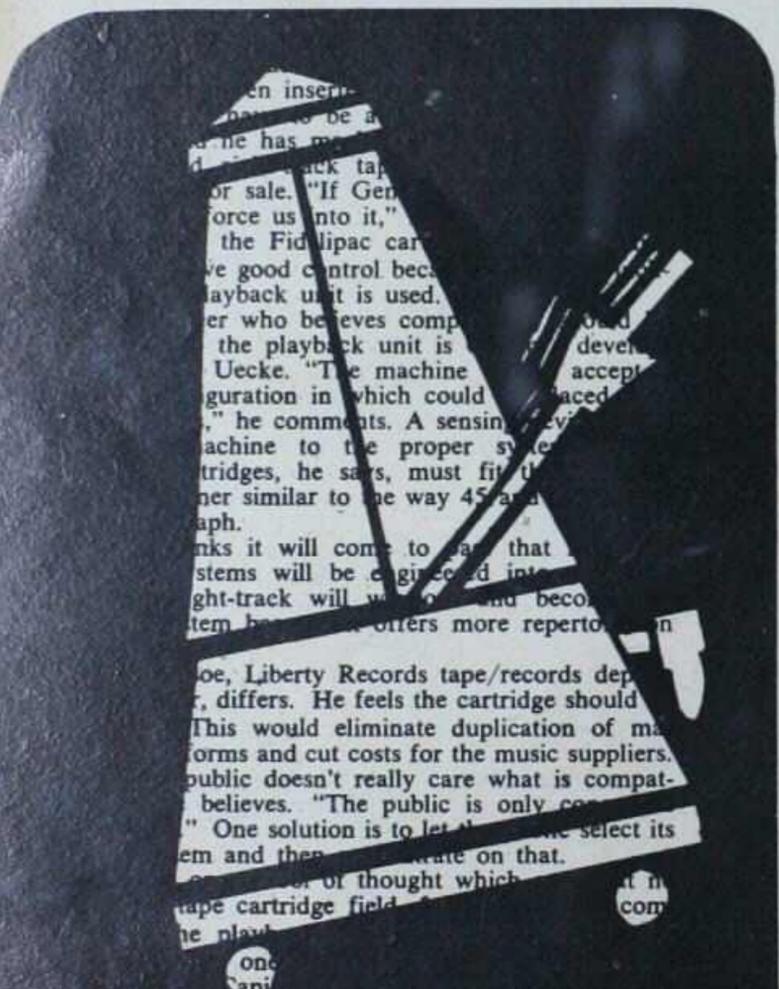
# Hi and London Renew Contract

NEW YORK—A five-year extension for London Records to distribute the Hi label in the United States has been signed by Joe Cuoghi, Hi Records' president. The deal was set by Walt Maguire of London. Hi is expanding in both country and r&b recording. Cuoghi also renewed an agreement with Burlington Music, London's publishing affiliate, for sub-publishing rights in all foreign countries of Jet Music, Hi's publishing subsidiary.

Full promotional treatment is planned for Don Bryant, and Janet and the Jays in the r&b field. Stan Terry, a promotion man, will be based in Memphis to work exclusively on Hi product. Burlington plans a sharp expansion in the foreign publishing area.

# A&R FUNCTION KEY IN GROWTH

NEW YORK—As the premium business grows, the importance of the a&r function is becoming increasingly apparent. One record executive put it thusly: "In the premium field the a&r function must be able to speedily render concepts to the client. It requires an a&r man who is also a business man, a man who can deal with big corporations. It requires a capacity for 'programming,' or the ability to couple the right performance to achieve the client's objective of reaching the right audience."



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# Electronics to Spin Trade Into an Innovation Orbit

• Continued from page 1

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including stereo music, video-phone, pay TV, shopping and billing, and even some facsimile service. Computer "utility" service pools, linked nationwide by microwave, could fill the prophecy of a nationwide sales and distribution center for the American record industry.

### Clear Trend

Treasury Secretary Robert Fowler sees the American consumer demanding ever more diverse, individualized, convenient and compact services in product and equipment. This trend is already sharply clear in the recording and home entertainment industries. The secretary predicts a trillion-dollar economy in 10 years, with average income per family reaching \$10,000 a year—and more will be spent on entertainment, education and services than on basic necessities.

Phenomenal variants in the field of audio-visual transmission, recording and playback, have been promised by communications experts and electronic engineers. Recording at home for convenient playback will be as simplified as the oven time set and automatic turn-off in the kitchen.

The Federal Communications Commission, having barely rigged controls for the brand-new and proliferating CATV service, is now wrestling with policies of ownership and access for a domestic satellite system. It will mean free networking use for educational TV programming designed to rival commercial networks for nighttime audiences. Demands for pieces of broadcast spectrum space are reaching crisis proportions, coming from the military, space projects, government, industry and specialized services.

Congress has been made acutely aware even during the past year that the revolutionary space and electronic technological developments have leaped far beyond present legislative fences. Revision is no longer a choice but a necessity in copyright and communication law.

Many changes in the copyright revision now under way grew out of innovations and new developments in copyright-based industries. The new community antenna TV service had to have a section on "secondary transmissions" especially put into the bill to take care of CATV pick-up of copyrighted material from TV stations. Global satellite broadcasting may require further revising of the copyright revision. Language in the proposed new copyright law is being left purposely broad to accommodate the inevitable new and unpredictable developments in recording, transmitting and using music, by the private consumer and by the commercial users.

### Touchy Question

The touchy question of performance money for records played over the air could be fired up by new developments. Unprecedented global transmission of records and other copyrighted program materials by satellite is awakening new interest in the so-called "Neighboring Rights" that would protect records, broadcasts and talent performances.

The copyright office and the House Copyrights Subcommittee which hammered out the revision bill that will come before Senate hearings in this 90th

Congress had hoped the explosive issue of performance royalty for records would not revive and possibly cause delay in passage of the whole revision bill.

Broadcasters have consistently fought the idea of paying a secondary performance royalty on records, either domestically by law, or on an international reciprocity treaty basis. The U. S. has never endorsed any so-called Neighboring Rights agreement for mutual protection of performances, broadcasts and records—even though an escape clause would permit exemption from the royalty on records played by radio stations.

Copyright owners, represented by publishers and music licensors, are also dead set against any further distribution of the performance royalty pie. But the House Copyrights Subcommittee was clearly impressed during hearings by an eloquent plea for royalty rights in recordings with creative artistry in testimony by Alan Livingston, president of Capitol Records.

### Both Agree

Both the Copyright Office and the Subcommittee spokesmen have said it is necessary to limit present copyright for records to protection from duplication, but the future may very possibly take the next step into performance rights in an increasingly sound-oriented world.

The musicians' union has officially declared it intends to continue to battle for performance money for musicians in recordings. Re-elected AFM president Herman Kenin said they would fight for some of that "broadcast manna that falls from the skies." The musicians have looked hard at the radio revenues of \$792 million in 1965 and the record retail gross estimated at about \$789 million for that year.

There is another angle to the performance situation on records. Rumors persist that if the legislators insist on retaining the revision bill's proposed half-cent raise in mechanical ceiling to 2½ cents per tune and the ½ cent per minute of play as against the ¼-cent record manufacturers now pay—the manufacturers might renew demand for performance rights to offset increased costs.

### A Third Force

A third force acting on this issue is the possibility of widespread global satellite reception in the near future. At international neighboring rights conferences, there were predictions that American broadcasters had better get performance protection by joining international agreement—to protect their programming from piracy possible with satellite transmission covering whole continents.

Broadcasters, it is said, would undoubtedly still urge domestic exemption in the matter of records played over the air, but the global developments could put a crack in the traditional limitation of royalty to the original copyright owner of the material transmitted.

In the music industries, biggest copyright battle will be over the record royalty rates, and the new compulsory licensing arrangement for those jukebox operators who do not want to negotiate with music licensors.

The Music Operators of America, spokesmen for the jukebox industry, will again argue for their own proposal to pay 2 cents additional me-

chanical royalty on records in lieu of performance royalty. They are opposed to the statutory automatic licensing provisions as too complicated and too costly.

The House Copyright Subcommittee report said outright repeal of the traditional performance royalty exemption for jukebox music would be too much of a jolt to that industry. But the congressman found that the MOA proposal would bring copyright owners only \$2,160,000 a year, or an average of \$4.60 per box annually. They felt this was too low, and the estimated ceiling of \$19 per average box in the revised statute, with a possible total of \$9,216,000 a year in royalty, would be fairer.

The use of a compulsory licensing approach in three aspects of the revision bill—the traditional licensing for records, the jukebox provisions, and in some areas of CATV service—reflects the burgeoning new uses of copyrighted materials and the enormous public demand. The compulsory licensing approach for multiple uses tries to balance rights of creator and user while protecting right of the public to the widest dissemination of music, literary and dramatic arts by whatever means they are distributed.

### Arts Picture

The fine arts picture, with livelier prospects for quality music, serious modern composers, symphony and opera, keeps brightening. The brand-new Arts Foundation will have a \$9 million endowment to work with in 1967. The prospective satellite-connected noncommercial network promises to promote the best of the performing arts, the Ford Foundation, its strongest backer, has just announced a \$10 million grant to help National Educational Television—the programming arm—put on a national network program series.

With rainbows of new, multi-channel distributions of music opening up, some of the older issues seem to have faded—like the once limelighted issue of rack distribution—and the still unsettled matter of record club distribution of outside labels which hangs fire at the Federal Trade Commission.

Many record dealers hoped for some cutback in club distribution to come out of the FTC's complaint against the Columbia Record Club for allegedly tending to monopolize LP sales. But the long silence that has followed a Hearing Examiner's lengthy exoneration of the Columbia Club practices, back in October 1964, has encouraged the other clubs to snatch up all available outside labels for distribution. All of which presents a fait accompli that would be disruptive to terminate if at this late date the FTC commissioners were to decide against their hearing examiner.

A study in contrasts, too, was the FTC's restraint in its closed-door investigation of allegations of payola made on the West Coast by record promoter Al Huskey. It was a far cry from the deejay hoopla of the 1960's when Dick Clark had 50 corporate enterprises and the country rocked to big quiz and payola scandals that were on a wide scale. Typical of the commission's current insistence on containing payola to individual

(Continued on page 14)

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Reports indicate that automobile manufacturers are astonished at the great reaction and acceptance of the 8-track automobile cartridge player by the public. Sales of play-back units far exceed all expectations, and word from Detroit leads us to believe that 8-track players will be standard equipment in many of next year's models.

DID YOU KNOW THAT . . .

Soundtrack albums are fast becoming "best sellers" on cartridges. Among the best selling 8 and 4-track cartridges are: MGM's "Doctor Zhivago," "How the West Was Won," "Born Free" and "The Singing Nun"; 20th CENTURY-FOX's "The Bible," "Zorba the Greek," "How to Steal a Million," "Cleopatra," "Our Man Flint" and "Those Magnificent Men in Their Flying Machines"; COLPIX's "Lawrence of Arabia"; DOT's "The Ten Commandments"; MAINSTREAM's "The Blue Max"; ROULETTE's "Russian Adventure," and KAPP's original show album of the New York hit show, "Man From La Mancha."

DID YOU KNOW THAT . . .

The 20th CENTURY-FOX original soundtrack of the hit motion picture "Sand Pebbles" will be on the market next week in the 8-track configuration and in 4 track by the end of January. Also, another best seller, "Art Linkletter Narrates the Bible," will be released at the same time.

DID YOU KNOW THAT . . .

Herb Alpert and The Tijuana Brass with their A&M release of "S.R.O." is the Number 1 selling cartridge in the country. Other A&M best sellers include all of the Herb Alpert releases as well as The Baja Marimba Band's "Watch Out," "Sergio Mendez and Brasil '66" and "Guantanamera" by the Sandpipers. Another likely chart buster is the new Chris Montez album, "Time After Time." All of these are available on 8 and 4-track cartridges.

DID YOU KNOW THAT . . .

Country and Western Music is making great inroads in the cartridge field. The 20 albums that STARDAY has in cartridge release are meeting with such great acceptance that 40 more are scheduled for release the first of the year.

DID YOU KNOW THAT . . .

ITCC has almost 700 releases in 8 track and almost 2,000 releases in 4 track from 76 of the country's most important labels NOW!

# TAPE CARtridge

## Ampex' Illinois Duping Plant to Go Automated; Plans 3d Bank

By RAY BRACK

ELK GROVE, Ill.—A third, 10-slave bank will soon join those currently duplicating stereo tape CARtridges at the Ampex plant here. And the entire operation, according to production manager Thomas D. Everett, will be automated.

A tour of the Ampex cartridge tape duplicating facility, which flanks the larger six-bank open-reel duplicating installation, reveals that a lot of girls are working by hand.

"Soon we'll be doing much of this with machines," Everett said.

Though the Ampex duplicating installation is, like many, in early stages of mass-production development, Everett insists that it is producing tape cartridges of highest quality.

"We are the only duplicators running cartridges through 100 per cent mechanical tests along with constant musical quality spot checks," Everett said. "In addition, our duplicating heads are optically aligned and tested every day to prevent cross-talk."

It is an oddity that Ampex Stereo Tapes, like many other duplicators has had to wait in line for delivery of slaves from the Ampex plant at Colorado Springs.

At the heart of the Ampex Stereo Tapes testing procedure

is a torture machine, resembling the pigeon hole wall at a rural postoffice, in which the girls ram the newly-assembled tape cartridges for a three-cycle run-through at seven times normal speed.

As one stands watching, a tangle of tape was spewed into the face of one of the testing personnel. "Best to catch a fault here," said Everett, "rather than have a customer find it for us." Because of this torture test, we have no return problems.

Ampex is also proud of the cartons in which its tape cartridges are shipped. They are the brainchild of William Cawfield, youthful field distribution manager.

"This packing box," Cawfield pointed out, "costs twice as much as the normal box. It has a spring bottom, side and top."

Cawfield is about to start a program for educating dealers about tape cartridges. He will start a monthly newsletter for dealers and distributors.

The Ampex marketing expert sees the distribution of tape cartridges returning to a traditional channels. "After the fad is over, and that shouldn't be too many years. Yes, we've picked up a lot of new types of distributors, but I expect the cartridge business to return to the reel-to-reel dealers in the long run. You cannot merchan-

dise cartridges like film or blades. Either the new accounts will learn music or they'll get out."

Cawfield also said that many of the big chains are beset by battles between the record, photo and auto accessories departments for the privilege of selling tape cartridges.

## Releases by Music Tape

CHICAGO — Music Tapes, Inc. has released 20 new 4-track CARtridges and 11 3M Cartridges (for the Revere tape changer) encompassing product on 11 labels. Four track releases are as follows:

World Pacific: "Michel," Bud Shank; "A Taste of Tequila," Mariachi Brass; "Spanish Onions," Les McCan; "Live At the Lighthouse," Jazz Crusaders; Imperial: "At the Whiskey A Go Go," Johnny Rivers; "Here We Whiskey A Go Go Again," J. Rivers; "Boss Beat," Sandy Nelson; "My heart Sings," Mel Carter; "The Sunny Side of Cher," Liberty; "Golden Greats," Martin Denny; "Walk, Don't Run," the Ventures; "Wild Things," Ventures; "50 Guitars in Love," Tommy Garrett; Cadet: "Swingin'," the Ramsey Lewis Trio; "Wade in the Water," Ramsey Lewis Trio; Blue Note: "The Sermon," Jimmy Smith; "The Sidewinder," Lee Morgan; Crescendo: "The Mexican Bag," Billy Strange; "Guitar Sounds in Latin," Buddy Merrill.

All product carries a \$7.95 suggested list price with the exception of the five Imperial packages and the four releases on Music Tapes which are priced at \$5.95.

## Aura Sonic Pact

RUNNEMEDE, N. J.—Aura Sonic Corp. has signed a long-term exclusive contract with Chantecler Records of Sao Paulo, Brazil. The initial 4 and 8-track cartridge release will include "60 Years of Carnival in Rio," "The Fabulous Poly and His Guitar," a cartridge of gauchos music, Chantecler's top titles, and a Brazilian discotheque. Aura Sonic also is rushing release of four James Brown 4 and 8-track cartridges. A second King Records release is being prepared.

when answering ads . . .

Say You Saw It in  
**Billboard**

## 12 DISTRIBS IN SALES PUSH ON MUNTZ PLAYER

LOS ANGELES — Twelve franchised Muntz Stereo-Pak Cartridge cities in Los Angeles-Orange Counties are promoting the sale of the Muntz \$39.95 4-track car player, pegging their sales pitch as "New For 1967." These locations are in Van Nuys, Hollywood, North Hollywood, Long Beach, Costa Mesa, San Gabriel, San Bernardino, Riverside, Pomona, Torrance, Woodland Hills and Monterey Park. In addition, there are Muntz Cartridge Cities in Beverly Hills and Culver City.

## 3d Store for Mobile Stereo

CLEVELAND — Charles J. Lombardo, president of Mobile Stereo of Ohio, Inc., here has announced the opening of the firm's third retail outlet in the past 16 months.

The fast-growing organization is the Craig Panorama distributor for Ohio and Western Pennsylvania and a charter member of the American Tape Cartridge Association, headquartered in Chicago.

Before entering the music business, Lombardo managed the family-owned Cloverleaf Drive-In Theater and Cloverleaf Speedway in the Cleveland area.

## AR's Huge Order for Japanese Equipment

MELROSE, Mass. — Automatic Radio has placed a multi-million dollar order for tape CARtridge equipment with several manufacturers in Japan, according to David Housman, president of Automatic Radio. Housman revealed this upon his return from a trip to Japan where he left a letter of credit for \$3,500,000. to cover equipment orders.

According to Housman, Automatic Radio today is "well more than \$1 million back-ordered" in cartridge playbacks.

Automatic Radio manufactures its own players here, and during the past year added to these with units imported from Japan. AR's line includes both 4 and 8-track equipment.

According to Housman, the imported equipment is being manufactured to AR's engineering and design specifications. AR is importing completed units rather than assembling Japanese parts.

AR is one of the country's largest manufacturers of car radios for the after-market field.

## Philips Reports Solid Sales Action in Musicassettes

HAMBURG—Philips reports strong demand for its music cassettes. Hans Nitschke, Philips' new business manager, said that the cassettes are selling so well that Philips has been able to withdraw advertising for them. Nitschke said it was unfortunate, however, that Germany

still has two cassette systems—Philips and Grundig. He said a single system would help to boost sales of cassettes.

Tape players made by Philips and Grundig are not compatible, and this fact has acted as a drag on cassette sales. Both players may be hooked into the car radio or played independently from flashlight cell batteries.

In West Germany, music is available on the Philips cassettes from Philips, Amadeo, Brunswick, Coral, Fontana, Mercury, Metronome, Polydor, Audio Fidelity and Verve.

Philips recently started producing and selling its tape player in the U. S. under the Norelco trade name. The Philips and Grundig players also have microphones and can be used to record from empty cassettes.

## Music Tapes Adds

CHICAGO — Music Tapes, Inc., has added two Crescendo and four Cadet packages to its catalog of 4 and 8-track cartridges. All have a suggested \$6.95 list price.

The Crescendo releases include product by Billy Strange, Buddy Merrill; the Cadet releases include two by Ramsey Lewis, a Chuck Berry, and a Billy Stewart.

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IMPORT  
CAR STEREO  
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THE NEW SINGLES  
CHART IMPERATIVE  
FROM *reprise* 

# Executive Turntable

• Continued from page 3

manager for Liberty Records, general manager for Audio Fidelity Records, and album merchandising manager for Colpix Records. He is director for Tape Recording and Audio Times magazines and has been associated with Sid Bernstein in several entertainment projects.

\*\*\*

Mike Shepard has joined Monument Records as West Coast promotion man. He reports to Bob Summers, national sales manager. Shepard was formerly with Warner Bros. Records in a similar capacity.

\*\*\*

Harry Garfield, vice-president of MCA Music, takes over new duties as head of creative entertainment. He will be in charge of music for Universal Pictures and Universal Television. Joe Gershenson, Universal Pictures music supervisor, and Stanley Wilson, Universal TV's music supervisor, will both report to Garfield. Garfield will also keep liaison with MCA's music record and phonograph subsidiaries to insure publication and release of film and television scores. He will work with MCA's record companies—Decca, Coral, Brunswick and UNI.

\*\*\*

Ralph Stein is leaving Connoisseur Records, where he's been director of creative product for three years, for Golden Records, where he's in charge of a&r. Stein previously was a&r producer with Keel Manufacturing, the producing company for Pickwick International, where he developed the Hilltop, Design,

Cricket and Component lines. Before that he was an arranger for Louis Prima for seven years and also arranged for Benny Goodman, Giselle McKenzie, Boris Karloff, Joseph Cotton and William Bendix. He also did some arranging for MGM.

\*\*\*

Richard Attison has been appointed manager of sales and promotion of the Eastern division for Epic Records. Attison will report to Nick Albarano, Epic's national field sales manager. Attison was salesman and later branch manager in Memphis and Atlanta during his six and a half years with Capitol Records. Most recently, he was general manager for Gate City Records in Georgia.

\*\*\*

Joe Tarsia, who resigned as engineering department chief of Cameo/Parkway Records in 1964 to become an audio consultant, has returned to C/P and his old post. While he was a consultant, he designed and constructed custom audio systems and had among his clients the CBS-TV Jerry Blavatt show, the Tony Bennett tent concerts, Basin Street East and many industrial firms.

\*\*\*

Clyde Bakkemo is Warner Bros. Los Angeles promotion man, replacing Mike Shepherd, now with Monument. Bakkemo was formerly with Liberty in a similar slot.

\*\*\*

Ed Wright, program director of r&b-formatted WABQ, Cleveland, has become general manager of Minit Records, the r&b record line of Liberty Records. He has resigned his radio position and will join the record label after New Year's.

# Project 3 and ITCC in Pact

• Continued from page 1

Project 3 president Enoch Light and ITCC president, Larry Finley. Light's identity with spectacular sound and stereo recordings as developed during his Grand Award and Command Records days, made his newly launched Project 3 line one of the most sought after by tape cartridge firms.

According to terms of the contract, ITCC's exclusive rights to Project 3 is for U. S. distribution only. Project 3, a joint operation of Singer Sewing Machine Co., and Light, becomes the latest in a series of labels secured on an exclusive basis by the Finley firm.

According to Finley, cartridge versions of Project 3 product will hit the market early in January. After initial cartridge release, Finley said ITCC will issue Project 3 cartridges on a day-to-day basis with their LP counterparts.

# Electronics to Spin Trade Into Orbit

• Continued from page 10

locations was its recent decision to let Crowell-Collier's Los Angeles station KFVB off with a verbal spanking for laxity in preventing payola practices among its deejays. The commission permitted transfer of the station to new ownership by Westinghouse Broadcasting as being in the larger public interest.

Still—some old stories never die. At close of the year, Justice Department decided not to divest BMI of its broadcaster stockholders, but only set some limits on its non-licensing activities and contractual relations with its clients. ASCAP has tried both legislative and court routes to divest its old rival of the broadcaster con-

nection. Chances are the search for ways and means will go on in spite of the new BMI consent decree.

The search for new ways and means to sell music will go on too—at a breakneck pace—on record, tape, wire, satellite, and possibly laser beam. In just the past year a new, small tape-supplied jukebox has challenged an industry half a century old—and the 3M corporation has produced an individual background music unit that breaks rental tradition. Then, there are the home builders who are installing communications systems for music and radio listening in every room in the house. All of which means more money for the music industries and more watchdog problems for the government.

# Borg-Warner Pitch on Unit

LOS ANGELES — Borg-Warner has launched the sale of its Boss 8-track CARtridge player in 330 Southern California retail locations ranging from the May Co. chain to radio-TV and auto accessory stores.

The unit is installed below the dash board with accompanying hang-on speakers. The sales area includes Palm Springs, Bakersfield and Santa Maria, offering the company major sales representation. Borg-Warner is advertising the product and its sales outlets in the sports-finance section of local papers.

**NEW!** HEAD CLEANING CARTRIDGE for all 4 and 8 track players

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For Home or Office— with Self-Contained Amplifier (Speakers Optional)

JOIN THE EASTERN SWING TO 4 TRACK

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

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

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

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

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

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

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

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

REPRINTED FROM BILLBOARD, DECEMBER 17, 1966, ISSUE



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and this is the one  
to watch!

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 179—Last Week, 217

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

## POP SPOTLIGHTS

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

**\*THE BOB CREWE GENERATION — MUSIC TO WATCH GIRLS BY** (Prod. Bob Crewe) (Writer: Ramin) (SCP, ASCAP)—The catchy Tex-Mex flavored Diet-Pepsi theme is a sure bet for top-of-the-chart honors. The exceptional smooth Crewe big band arrangement fits all types of programming. Flip: "Girls on the Rocks" **DynaVoice 229**

**SENATOR BOBBY — WILD THING** (Prod. C&D Prod.) (Writer: Taylor) (Blackwood, BMI)—In the "political-recording race," this hilarious parody of the Troggs' "Wild Thing" is bound to hit all funny bones hard and with sales impact. Flip: "Wild Thing" (Blackwood, BMI). **Parkway 127**

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

**DAVE CLARK FIVE — I'VE GOT TO HAVE A REASON** (Prod. Dave Clark) (Writers: Clark-Davidson) (Branston, BMI)—Solid rock number, good teen lyric and powerful vocal should fast surpass their "Nineteen Days" on the Hot 100. Flip: "Good Time Woman" (Branston, BMI). **Epic 10114**

**THE SHANGRI-LAS—THE SWEET SOUNDS OF SUMMER** (Prod. Shadow) (Writer: Martire) (Unart, BMI)—Making their debut on Mercury, the girls have a winner with this unusual material reminiscent of their "Remember (Walking in the Sand)." Flip: "I'll Never Learn" (Unart, BMI). **Mercury 72645**

**\*MARLENE DIETRICH—THIS WORLD OF OURS** (Writers: Debout - Colpet - Harrison) (Northern, ASCAP)—Exceptional performances of a well-timed inspirational ballad will garner much radio play and sales. Flip: "Candles Glowing" (Northern, ASCAP). **Decca 32076**

**\*BILLY STRANGE & THE CHALLENGERS—MILORD** (Writer: Monnot) (Almo, ASCAP)—Dressed up in a new, happy, old-timey arrangement, this Billy Strange entry could be just the one to put both Strange and the tune right up the Hot 100 chart. A juke box must. Flip: "What If It Should Rain" (Miraleste-Neil, BMI). **GNP Crescendo 380**

**\*VIKKI CARR—UNTIL TODAY** (Prod. Dick Peirce) (Writers: Brand-Nassau) (Churchill, BMI) — The beautiful Oscar Brand-Paul Nassau ballad from the B'way musical "A Joyful Noise" has all the ingredients for a giant hit via this strong vocal reading and lush Marty Paich arrangement. Flip: "Now I Know the Feeling" (Duchess, BMI). **Liberty 55937**

**BARBARA COOPER—THE PLAYGROUND** (Prod. Danny Davis) (Writers: Cooper-Catana) (Gallico, BMI)—Exciting new vocalist in the Pet Clark bag could prove a major seller in this first-rate original composition with powerful lyric content. Flip: "What's One More Tear" (Gallico, BMI). **RCA Victor 9048**

**GORDON LIGHTFOOT — GO GO ROUND** (Prod. John Court) (Writer: Lightfoot) (Witmark, ASCAP) —Smooth vocal performance and well-done lyric make this infectious and commercial Lightfoot rhythm composition a hot chart contender. Flip: "I'll Be Alright" (Witmark, ASCAP). **United Artists 50114**

**THE SURPRISE PACKAGE—OUT OF MY MIND** (Prod. Terry Melcher) (Writers: Zeufeldt-Beck-Eggers-Rogers) — Top-notch vocal and rocking dance beat should result in a charts winner for the new group. Outstanding Terry Melcher production. Flip: "Everything Fine." **Columbia 43922**

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

AL HIRT—Music to Watch Girls By (SCP, ASCAP). RCA VICTOR 9060  
LES & LARRY ELGART—Music to Watch Girls By (SCP, ASCAP). COLUMBIA 43956  
KIT & THE OUTLAWS—Midnight Hour (East/Cotillion, BMI). PHILIPS 40420  
JERRY BUTLER—I Dig You Baby (Merpine, BMI). MERCURY 72648  
DEARLY BELOVED—Wait Till the Morning (Knob Hill, BMI). COLUMBIA 43959  
HORST JANKOWSKI—The Spy With the Cold Nose (Levine, ASCAP). MERCURY 72647  
THE NEW HAPPINESS — You Tell Her, I Stutter (Bourne, ASCAP). COLUMBIA 43953  
VIC DAMONE—Love Me Longer (Famous, ASCAP). RCA VICTOR 9046  
THE GLENN MILLER ORK—The Lonely Bull (Almo, ASCAP). EPIC 10109  
BOBBY DIAMOND—Usually You (Whiteway, ASCAP). COLUMBIA 43943  
GLORIA LYNNE—Love Is (Scott, ASCAP). FONTANA 1567  
DAVID McCALLUM—A Man and a Woman (Northern, ASCAP). CAPITOL 5802  
KING RICHARD'S FLUEGEL KNIGHTS—Cabaret (Sunbeam, BMI). MTA 115  
LINDA LEWIS—Jim Dandy (Raleigh/Progressive, BMI). COLUMBIA 43964  
ARTHUR PRYSOCK—You Don't Have to Say You Love Me (Miller, ASCAP). VERVE 10470  
TEDDY RANDAZZO & ALL 6—Trick or Treat (Razzle Dazzle, BMI). MGM 13648  
THE GOZOO BAND—Oh Baby Mine (I Get So Lonely) (Melrose, ASCAP). GO GO 00101  
THE FOUR FRESHMEN—Nowhere to Go (Kenbob, ASCAP). DECCA 32070  
JOHNNY MERCER—Big Beautiful Ball (Harms, ASCAP). WARNER BROS. 5885  
KAI WINDING—Daydream (Faithful Virtue, BMI). VERVE 10455  
VAL DOONICAN—What Would I Be (Partita, BMI). PRESS 5008  
VAN McCOY—Pledging My Love (Lion/Wemar, —). COLUMBIA 43925  
MONGO SANTAMARIA—Mongos Boogaloo (Mongos, BMI). COLUMBIA 43962  
BUDDY RICH—Uptight (Jobete, BMI). PACIFIC JAZZ 88136  
THE DEL-VETTS—I Call My Baby STP (Yugoth, BMI). DUNWICH 142  
JEAN-PAUL VIGNON—I Wanna Be Free (Screen Gems-Columbia, BMI). MGM 13652

FRANK D'RONE—Say Hello Before You Say Goodbye. COLUMBIA 43920  
THE LYRICS—My Son (Neil/Signature, BMI). GNP CRESCENDO 381  
NOBODY'S CHILDREN—Jungo Partner (A Worthless Cajun) (Frederick, BMI). UNITED ARTISTS 50090  
TIM TAM—Don't Say Hi (Palmeron, BMI). PALMER 5014  
ROY BLACK—I Need You (Shapiro-Bernstein, ASCAP). VERVE FOLKWAYS 5025  
THE WAILERS—You Won't Lead Me On (Unart/Valet, BMI). UNITED ARTISTS 50110  
STEVE DARBISHIRE—Trains (Gil, BMI). LONDON 1011  
THE TEARS—Weatherman (Cireco/Mother Bear, BMI). SCORPIO 409  
TREV GORDON—Floating (Walsh, Ltd.). MOD 1006  
WE THE PEOPLE—In the Past (Barmour, BMI). CHALLENGE 59351  
THE BABY DOLLS—Got to Get You Into My Life (Maclean, BMI). HOLLYWOOD 1111  
THE SOUL BROTHERS—My Only Reason for Living (MRC, BMI). MERCURY 72632  
JERRY CHANNING—When You Loved Me (Reserve, BMI). MGM 13619  
THE CHEAP SKATES—Latin Skate (T. M., BMI). BANG 539  
RAY BARRETTO—Latin Doll (Unart, BMI). UNITED ARTISTS 50109  
FELICE TAYLOR—It May Be Winter Outside (Maravilla, BMI). MUSTANG 3024  
EYES OF BLUE—Up and Down (Regent, BMI). DERAM 85001  
TERRY RANDALL—S.O.S. (Sherman-DeVorzon, BMI). VALIANT 756  
TONY KAYE—Hey, Hey, Little Orphan Annie (James/Miller Songkraft, BMI). GMC 10004  
THE INNER CIRCLE—Sally Go 'Round the Roses (Windyn, BMI). IMPACT 1079  
JAMIE & THE BLACKHAWKS—Candy Man (Group One, BMI). MGM 13642  
CHRISTY BOGART—Not a Word Of It Was True (Pronto, BMI). ATCO 6456  
THE FORUM—The River Is Wide (Saturday, BMI). MIRA 3065  
PVT. DEXTER ADLER—Black Patches, COLUMBIA 43897  
THE CASINOS—Then You Can Tell Me Goodbye (Acuff-Rose, BMI). FRATERNITY 977  
THE LOLLIPOPS—Loving Good Feeling (Gomba, BMI). IMPACT 1021

## COUNTRY SPOTLIGHTS

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

**NAT STUCKEY — OH! WOMAN** (Writer: Stuckey) (Stuckey, BMI) — A definite topper for "Sweet Thang" is this clever original novelty performed to perfection by Stuckey. Flip: "On the Other Hand" (Su-Ma-Stuckey, BMI). **Paula 257**

**CHERYLE THOMPSON—TOP TWENTY** (Prod. Bud Dant) (Writer: Fuller) (Four Star, BMI)—This catchy rhythm number has all the ingredients for a giant hit that will establish a fine new performer much in the vein of the late Patsy Cline. Good material penned by Jerry Fuller. Flip: "Wall to Wall Heartaches" (Northern, ASCAP). **Decca 32066**

**BILLY (CRASH) CRADDOCK—THERE OUGHT TO BE A LAW** (Writer: Gibson) (Peach, SESAC)—A rhythm winner that should prove a country chart topper. Catchy Gibson material well performed. Flip: "Two Arms Full of Lonely" (Yonah, BMI). **Chart 1415**

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

SKEETS McDONALD—Mabel (Central, BMI). COLUMBIA 43946  
JOHNNY BOND & RED SOVINE—The Gear Jammer and the Hobo (Starday, BMI). STARDAY 790  
VIRGIL WARNER—Crying Shade (Salt River, BMI). LHI 17001  
CINDY CARSON—You've Got the Wrong Bottle (Central, BMI). CAPITOL 5809  
HAL PHILLIPS—Girl From Abilene (Tree, BMI). SILVER STAR 1015  
TEXAS TROUBADORS—Walking the Floor Over You (Noma, BMI). DECCA 32065  
ED BRUCE—Walker's Woods (Combine, BMI). RCA VICTOR 9044

## R&B SPOTLIGHTS

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

**SUGAR PIE DeSANTO—GO GO POWER** (Prod. Davis & Caston) (Writers: DeSanto-DeMell) (Chevis, BMI)—**GOOD TIMIN'** (Prod. Davis & Caston) (Writers: DeSanto-DeMell) (Chevis, BMI) — Top side is an exciting rouser with groovy beat. A discotheque winner. Flip is an equally powerful chart contender. Wailing blues, solid beat and good lyric content. **Checker 1160**

**ROY THOMPSON—SOOKIE SOOKIE** (Prod. Louis J. Adessa) (Writers: Cooper-Covay) (Cotillion-East, BMI)—A mover from start to finish. Easy beat backs infectious vocal workout that should fit in both pop and r&b markets. Flip: "Love You Say" (Adnay, BMI). **Okeh 7267**

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

MITTY COLLIER—Watching and Waiting (Chevis, BMI). CHESS 1987  
KING CURTIS—Something on Your Mind (Mercedes, BMI). ATCO 6457  
ETTA JAMES—I'm So Glad (I Found Love in You)—I Prefer You (Arc, BMI). CADET 5552  
DON GARDNER—My Baby Likes to Boogaloo (Toote Town, BMI). TRU-GLO-TOWN 501  
BILLY PRESTON—Can't She Tell (Beechwood, BMI). CAPITOL 5797  
CLARA WARD—My Mother's Eyes (Feist, ASCAP)—America the Beautiful (Music Crusaders, BMI). VERVE 10460  
HANK & ROVER—A Rock Down in My Shoe (Bomac, BMI). OKEH 7264  
SPENCER WIGGINS—Old Friend (Hester/Rise/Aim, BMI). GOLDWAX 312  
PERCY MILEM — Crying Baby Baby Baby (Hester/Rise/Aim, BMI). GOLDWAX 315  
CARL DOUGLAS & THE BIG STAMPEDE—Crazy Feeling (Blackwood, BMI). OKEH 7268  
DYKE & THE BLAZERS—Funky Broadway Part 1 (Drive-In/Routen, BMI). ORIGINAL SOUND 64  
THE CHAMBERS BROTHERS—All Strung Out Over You (T. M., BMI). COLUMBIA 43957  
DOUGLAS GIBSON & THE SWEET & SOURS—I Won't Leave (Three Track, BMI). TANGERINE 969  
THE VONTASTICS—You Can Work it Out (Arc/Cragvee, BMI). ST. LAWRENCE 1023  
BILLY GRAHAM—Oop-Pop-Pa-Do (Minute, BMI). ATLANTIC 2372

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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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From the Background Score—Reprise

**FRANK SINATRA  
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# I HEARD THE BELLS ON CHRISTMAS DAY

Kate Smith, Bing Crosby, Harry Belafonte, Eddy Arnold, Burl Ives, Bert Kaempfert, Fred Waring, Chet Atkins, Dick Liebert, Carillon Bells (Decca), Sound Spectacular (Victor), Lester Lanin, Dennis Day, Robert Rheims, Johnny Kaye, Living Voices (Camden), Decca Concert Orch., etc.

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b/w

**Ballad of  
Smokey the Bear**

(Columbia Records)

See  
Top 40  
Easy Listening  
Chart

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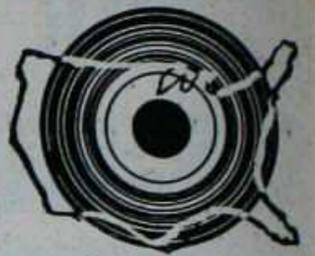
## Billboard TOP 40

# EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	1	WINCHESTER CATHEDRAL	New Vaudeville Band, Fontana 1562 (Southern, ASCAP)	7
2	3	5	10	THAT'S LIFE	Frank Sinatra, Reprise 0531 (Four Star, BMI)	6
3	2	3	3	GAMES THAT LOVERS PLAY	Eddie Fisher, RCA Victor 8956 (Miller, ASCAP)	10
4	4	7	16	MAME	Herb Alpert & the Tijuana Brass A&M 823 (Merrie, ASCAP)	5
5	7	11	19	GHOST RIDERS IN THE SKY	Baja Marimba Band, A&M 824 (Merrie, ASCAP)	5
6	10	20	39	SUGAR TOWN	Nancy Sinatra, Reprise 0527 (Criterion, ASCAP)	4
7	5	4	4	A DAY IN THE LIFE OF A FOOL	Jack Jones, Kapp 781 (United Artists, ASCAP)	10
8	6	2	2	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	20
9	8	6	6	HAWAII (Main Title)	Henry Mancini, His Ork & Chorus, RCA Victor 8951 (United Artists, ASCAP)	11
10	9	9	7	BORN FREE	Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI)	22
11	19	22	29	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	5
12	13	13	15	A MAN AND A WOMAN	Yoniko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)	9
13	12	15	22	TIME AFTER TIME	Chris Montez, A&M 822 (Sands, ASCAP)	5
14	15	17	17	WALKING HAPPY	Peggy Lee, Capitol 5758 (Shapiro-Bernstein & Co., ASCAP)	10
15	24	34	—	(Open Up the Door) LET THE GOOD TIMES IN	Dean Martin, Reprise 0538 (Smooth, BMI)	3
16	16	19	25	SPANISH NIGHTS AND YOU	Connie Francis, MGM 13610 (Miller, ASCAP)	6
17	11	8	5	A TIME FOR LOVE	Tony Bennett, Columbia 43768 (Witmark, ASCAP)	14
18	20	27	30	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	4
19	27	—	—	CRY	Ronnie Dove, Diamond 214 (Shapiro-Bernstein, ASCAP)	2
20	36	—	—	GALLANT MEN	Senator Everett McKinley Dirksen, Capitol 5805 (Chappell, ASCAP)	2
21	14	10	8	CHANSON D'AMOUR	Lettermen, Capitol 5749 (Thunderbird, ASCAP)	9
22	29	30	40	IF YOU GO AWAY	Damita Jo, Epic 10061 (Marks, BMI)	4
23	17	12	9	CABARET	Marilyn Maye, RCA Victor 8936 (Sunbeam, BMI)	13
24	26	32	34	AMANHA	Walter Wanderley, Verve 10421 (Butterfield, BMI)	4
25	18	18	21	A SYMPHONY FOR SUSAN	Arbors, Date 1529 (Kafi Kris, ASCAP)	6
26	28	28	31	TINY BUBBLES	Don Ho, Reprise 0570 (Granite, ASCAP)	4
27	31	33	38	SAMBA DE ORFEO (Black Orpheus)	Brass Ring, Dushill 4047 (Jungnickel, ASCAP)	4
28	33	—	—	ANYONE CAN MOVE A MOUNTAIN	Harry Simons Chorale, Columbia 43926 (St. Nicholas & Videocraft, Ltd., ASCAP)	2
29	—	—	—	COLOR MY WORLD	Petula Clark, Warner Bros. 5882 (Northern, ASCAP)	1
30	—	—	—	CONSTANT RAIN	Sergio Mendes & Brazil '66, A&M 825 (Peer International, BMI)	1
31	32	—	—	DOMINIQUE	Tony Sandler & Ralph Young, Capitol 5795 (General Music, ASCAP)	2
32	30	31	33	PLEASE SAY YOU'RE FOOLING	Ray Charles, ABC 10885 (Flomar-Baby Monica, BMI)	5
33	34	35	—	A MAN AND A WOMAN	Ferrante & Teicher, United Artists 50101 (Northern, ASCAP)	3
34	35	—	—	WHAT IS A WOMAN	Eydie Gorme, Columbia 43906 (Chappell, ASCAP)	2
35	—	—	—	DAY TRIPPER	Ramsay Lewis, Cadet 5353 (Maclean, BMI)	1
36	38	40	—	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	3
37	37	38	—	MUSIC AND MEMORIES	Patti Page, Columbia 43909 (Gallice, BMI)	3
38	39	39	—	TURN THE WORLD THE OTHER WAY AROUND	Timi Yuro, Mercury 72628 (Fingertlake, BMI)	3
39	40	—	—	A PLACE IN THE SUN	Stevie Wonder, Tamia 54139 (Stein-Vanstock, ASCAP)	2
40	—	—	—	THE SHADOW OF YOUR SMILE	Boyz n' the City, Monument 976 (Miller, ASCAP)	1

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NATIONWIDE



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HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like Winchester Cathedral, Mellow Yellow, I'm a Believer, That's Life, Devil with a Blue Dress On & Good Golly Miss Molly, Sugar Town, Snoopy vs. the Red Baron, Good Vibrations, A Place in the Sun, I Know I'm Losing You, You Keep Me Hangin' On, Born Free, Whispers, Tell It Like It Is, Lady Godiva, I Got the Feelin' 'Oh No No', Single Girl, Cry, Mame, Coming Home Soldier, Talk Talk, I Need Somebody, Mustang Sally, Words of Love, I'm Ready for Love, Stop Stop Stop, Good Thing, A Hazy Shade of Winter, East-West, (Come 'Round Here) I'm the One You Need, Tell It to the Rain, It's Only Love.

Table with columns: Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like I've Passed This Way Before, Knock on Wood, Pandora's Golden Heebie Jeebies, I'm Your Puppet, It Tears Me Up, Standing in the Shadows of Love, Poor Side of Town, Happenings Ten Years Time Ago, Help Me Girl, But It's Alright, Help Me Girl, Coming on Strong, Nashville Cats, Try a Little Tenderness, Games That Lovers Play, (I'm Not Your) Steppin' Stone, I Fooled You This Time, Georgy Girl, I (Who Have Nothing), Ghost Riders in the Sky, The Eggplant That Ate Chicago, Blue Autumn, There's Got to Be a Word, Goodnight My Love, 98.6, Bad Misunderstanding, Please Don't Ever Leave Me, (We Ain't Got) Nothin' Yet, Where Will the Words Come From, You Can Bring Me All Your Heartaches, Karate, Baby What I Mean, Gallant Men.

Table with columns: Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like The Girl That Stood Beside Me, Money (That's What I Want), I Had Too Much to Dream (Last Night), Color My World, Papa Was Too, (Open Up the Door) Let the Good Times In, Communication Breakdown, There's Something on Your Mind, Alvin's Boo-Ga-Lo, Another Night, Green, Green Grass of Home, Dancing in the Streets, How Do You Catch a Girl, Look What You've Done, Day Tripper, Wack Wack, Stand by Me, I'm Gonna Miss You, If You Go Away, Grizzly Bear, Knight in Rusty Armour, It's Now Winter's Day, Just One Smile, Constant Rain, I'm Gonna Make You Mine, Going Nowhere, Look at Granny Run Run, Are You Lonely for Me, The Shadow of Your Smile, Pushin' Too Hard, Wish Me a Rainbow, Try My Love Again, Any Way That You Want Me, That's the Tune, Hello Hello.

HOT 100—A TO Z—(Publisher-Licensee)

Large table listing songs and their publisher-licensee information, including Alvin's Boo-Ga-Lo, Another Night, Any Way That You Want Me, Are You Lonely for Me, Baby What I Mean, Bad Misunderstanding, Blue Autumn, Born Free, But It's Alright, Color My World, Come 'Round Here, Coming Home Soldier, Coming On Strong, Communication Breakdown, Constant Rain, Cry, East-West, Eggplant That Ate Chicago, Gallant Men, Games That Lovers Play, Georgy Girl, Ghost Riders in the Sky, Help Me Girl, I'm Gonna Make You Mine, I'm Not Your Steppin' Stone, I'm Ready for Love, I've Passed This Way Before, Just One Smile, Karate, Knight in Rusty Armour, Knock on Wood, Lady Godiva, Look at Granny Run Run, Look What You've Done, Mame, Mellow Yellow, Mustang Sally, Nancy (That's What I Want), Nashville Cats, 98.6, (Open Up the Door) Let the Good Times In, Pandora's Golden Heebie Jeebies, Papa Was Too, Place in the Sun, Please Don't Ever Leave Me, Poor Side of Town, Pushin' Too Hard, Shadow of Your Smile, Single Girl, Snoopy vs. the Red Baron, Stand by Me, Standing in the Shadows of Love, Stop Stop Stop, Sugar Town, Talk Talk, Tell It Like It Is, Tell It to the Rain, That's Life, There's Got to Be a Word, There's Something on Your Mind, Try a Little Tenderness, Try My Love Again, Wack Wack, (We Ain't Got) Nothin' Yet, Where Will the Words Come From, Whispers, Winchester Cathedral, Wish Me a Rainbow, Words of Love, You Can Bring Me All Your Heartaches, You Keep Me Hangin' On.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including I Don't Need No Doctor, Back in the Same Old Bag Again, You Got Me Hummin', Wedding Bell Blues, I Wanna Meet You, Have You Ever Loved Somebody, Since I Don't Have You, I'm Gonna Make You Love Me, Tiny Bubbles, Spanish Nights & You, I Got to Go Back, (He's) Sailing in My Sunshine, Dead End Street, Love Me, Peak of Love, Questions and Answers, Pretty Ballerina, I Love My Doc, I'm Gonna Sit Right Down and Write Myself a Letter, King of a Drag, Walk with Faith in Your Heart, Fortune Teller, All, Mama (When My Dollies Have Babies), It Takes Two, Let's Fall in Love, Hey Leroy! Your Mom is Calling, Take Me For a Little While, Wild Angels, Full Measure, I Can't Please You, Catch Me in the Meadow, Plain Jane, My Baby Likes to Boogaloo, Skate Now.



**No. 1**

**in England**

**TOM  
JONES**

**Green, Green  
Grass  
Of Home**

45-40009



**No. 2**

**in England**

**VAL  
DOONICAN**

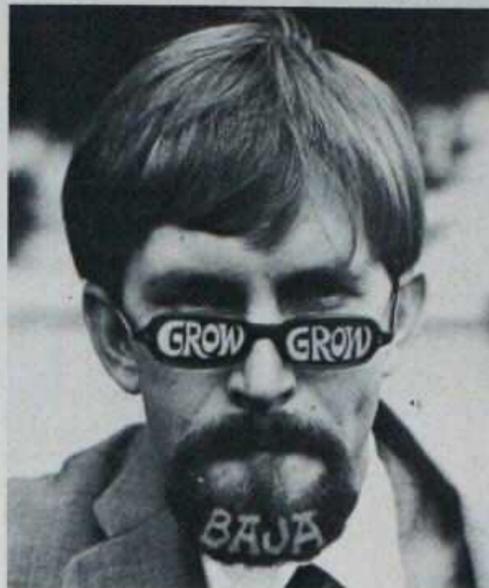
**What  
Would  
I Be**

45-5008



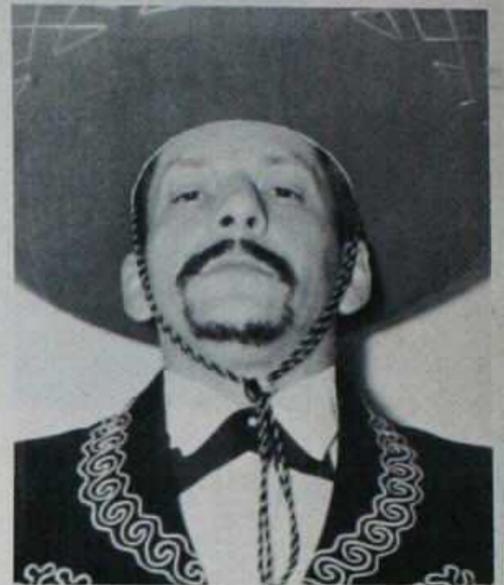
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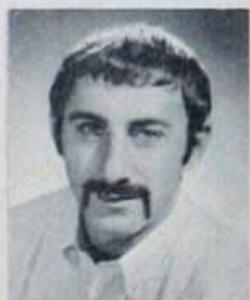
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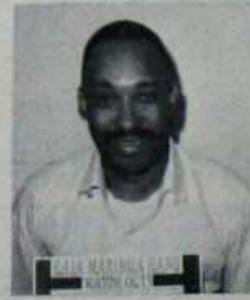
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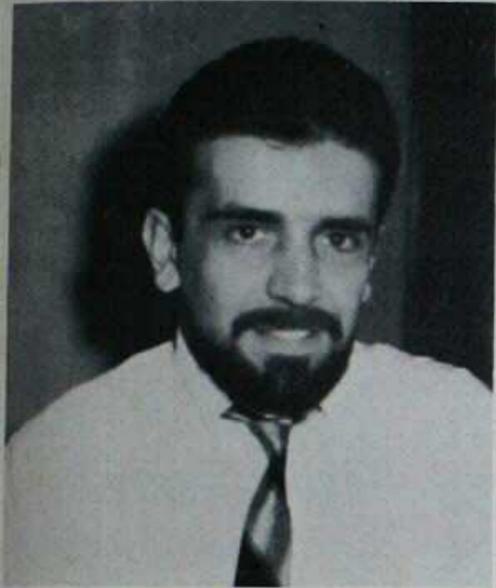
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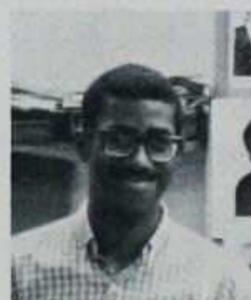
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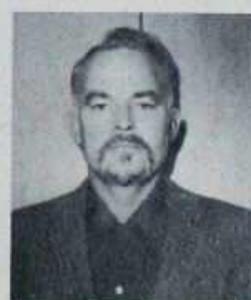
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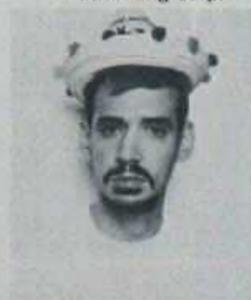
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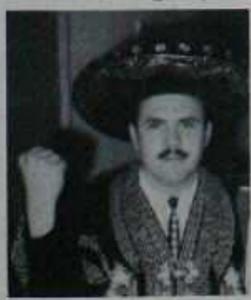
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# TALENT

## Some Happy Talk on U.S. Musical Stage by Walking Happy Wisdom

By MIKE GROSS

NEW YORK—Norman Wisdom, the British comedian starring in the Broadway musical, "Walking Happy," gives the musical theater in America the edge over its counterpart in England. Among the advantages in the U. S., Wisdom lists the larger money outlay for a musical production, the know-how of the directors, and the extra time allotted to rehearsals. "In England," he said, "the theater managers seldom go over \$150,000 on production costs. When you compare this to the \$400,000 to \$600,000 that goes into a musical here, you can be sure there's going to be a difference in favor of the Broadway production." As for the American directors, he pointed out that they are more fastidious than those working in the British musical theater and this gives the Broadway musical "The extra little bit that makes the big difference." On the point of rehearsal time, Wisdom said that "Walking Happy," his first Broadway show, had five weeks of rehearsal as compared to the four weeks the perform-

ers get in England. "It's only one additional week," he said, "but it helps in getting the show absolutely right."

The original cast album of "Walking Happy," which was recorded by Capitol, is Wisdom's first recording experience here but he'd now like to do an album of the "rhythmic ballad" material he uses in his act in England. He's received no recording offers yet but doesn't discount the possibilities. Some of the songs are of his own composition and others come from the standard repertoire of American composers like Jerome Kern. His compositions are published in England by Dave Toff.

When Wisdom winds up his Broadway run in "Walking Happy," he plans to return to his movie work in England. His film comedies have been phenomenal successes worldwide

with the exception of the U. S. He blames his dismal showing here on bad distribution and exploitation and so-so notices. In England, though, his films have always been among the top five in box-office grosses and he's especially proud of the fact that he topped the take of "From Russia With Love" and is not too unhappy that he came out second to "Goldfinger."

Wisdom had been including songs in his films until recently when it was decided that they didn't come over too well in the dubbing necessary for release in foreign countries. He confines his singing now to theater and TV work.

He doesn't however, attempt to compete with the new musical vogue that's blossomed in England. "I've tried hard to like it," he said, "but I can't. It's not my taste."

## Maria Cole Looks to Future After Successful 'Test' Date

LOS ANGELES — Maria Cole has decided to launch an all-out campaign as a vocalist following a "trial" engagement at the Flamingo Hotel in Las Vegas. Before opening her 10-day stand (Dec. 1-10), Mrs. Cole said her return to the bistro circuit after eight years would depend on how well she was received.

Home after playing on the bill with comic Jack Carter, Mrs. Cole said she was grateful with the public's reaction to her act and that she was now mulling several offers for club dates domestically, in Europe and South America. There were also several reported TV guest shots tossed her way.

The Vegas date was Mrs. Cole's first major U. S. appearance since she decided a year ago to go back to singing. She renewed her show business activities by going to the Shevron Hilton in Australia to break in

her act, played the La Fiesta in Juarez, Mexico, and appeared twice on the Ed Sullivan show and once on the "Tonight" TV'er. Recently she gained a recording foothold by cutting an album for Capitol with Gordon Jenkins' arrangements.

### Critical Point

But it was the Vegas date which was the most critical in her slowly developing comeback career. Mrs. Cole was a featured vocalist with Duke Ellington when she was 18 and her subsequent marriage to Nat Cole ended her own performing career. But, she emphasizes, she remained in show business by traveling with her famous husband for 10 years, handling his business affairs. Eight years ago she played a two-week engagement at Ciro's, the Sunset Strip nitery, then did dates occasionally while watching her husband's career skyrocket.

Mrs. Cole explains her answer to the question, "What am I going to do with my life? Going back fills a void for me. Once you've been in show business, you don't really ever get out of it."

Her Vegas act was built around ballads, several from her LP "Love Is a Splendid Feeling." Because she was Cole's wife, she is aware that curiosity seekers will attend her performances as well as persons who were fans of her husband's. "One difficulty I have to overcome," she said, in her spacious tudor home, "is moving people more than I want to because of who I am. People become involved in me as Nat Cole's wife and they thus become involved in my act." Memories of King Cole have brought tears to people's eyes while Mrs. Cole has performed. "I've had to turn away from them," she adds.

Mrs. Cole will not perform any songs associated with her late husband. "I want to make it on my own. I hope if I'm successful I can implant the impact of Maria Cole on Stage." She feels that when other artists sing songs made famous by her husband like "Mona Lisa" and "Unforgettable," it's a flattering compliment to his memory.

## Eckstine Gives Strong Showing

LAS VEGAS — The distinctive song stylings of Billy Eckstine has turned the Aladdin Hotel's Bagdad Theater into a very busy lounge.

Eckstine, along with Las Vegas favorite, Redd Foxx, offer a strong music-comedy bill. Eckstine sings "What Now My Love," "Shadow of Your Smile," and then always tosses in his biggest record selling songs, "I Apologize," "Solitude" and "Satin Doll." He also sings a couple of new tunes, "Impossible Dream" and "Spanish Flea."

Bobby Tucker, a longtime piano player for Eckstine, guides the Hank Shank orchestra for the performance. Eckstine does a fine trumpet and vocal version of "Young Man With a Horn," and introduces his guitar to accompany himself on "Quiet Nights" and "How Insensitive."

Foxx clicks with the audience with his sharp comments about current events.

DON GIGILIO



NORMAN WISDOM, left, British comedian starring in the Broadway musical, "Walking Happy," goes over the score at Capitol Records' original-cast album session with, left to right, lyricist Sammy Cahn, Capitol President Alan W. Livingston and co-star George Rose.

## Sylvia Syms Makes It All An Evening Well Spent

NEW YORK — Fans and friends of Sylvia Syms joined the Prestige Records artist in an intimate evening at L'Intrigue Tuesday night (13). Miss Syms, who knew about half the patrons at the opening night show, drew heavily from a show tune repertoire, and sang "as though I were in my own living room."

Her big one was Charles Aznavour's ballad, "Que?" which she performed in English as "Who?" Her precise diction, ample voice and relaxed manner more than did justice to the poignant lyric. And her belt ending made the song the show-stopper.

Miss Syms was also highly effective with "My Ship" from "Lady in the Dark" and "If He Walked Into My Life" from "Mame."

On "I Didn't Raise My Girl to Be a Bunny," a parody of "I Didn't Raise My Boy to Be a

## Cummins Adding to Musical Activities

NEW YORK — Having successfully launched his group, the Swingin' Six, manager Ron Cummins is now planning an expansion of his activities with the formation of other musical units. Cummins' intention is to create a series of vocal groups to tour the nation and world catering to a variety of musical tastes.

Cummins is beginning to hold auditions for the new groups at his offices here at 575 Madison Avenue. From those chosen, Cummins plans the formation of at least two new groups and he will also create a "farm system" for the Swingin' Six to provide replacements for the group should it become necessary. The Swingin' Six's first album will be released by Decca next month. The group will be appearing at Julius Monk's Plaza 9 at New York's Plaza Hotel until Jan. 9.

## Gets 'Dagger' Rights

LOS ANGELES—Morris L. Diamond has acquired the publishing rights through his Jo-Al Music firm to the movie, "A Man Called Dagger." The score for the spy picture is by Steve Allen; Buddy Daye did the lyrics for the main theme. Film stars Jan Murray and Terry Moore.

Soldier," written by disk jockey Jim Lowe of WNEW. Miss Syms displayed a fine comic sense.

A good part of her success is due to her selection of material. She has a respect for the lyric matched by few other recording artists.

AARON STERNFIELD

## Seeger Is Set for E., W. Berlin TVers

NEW YORK—Pete Seeger is set for TV shows in East and West Berlin. The dates were worked out by the West Berlin manager in conjunction with Harold Leventhal, Seeger's manager, who returned to New York last week after a 12-day swing through Europe. Seeger's show in West Berlin is set for Jan. 2 and in East Berlin on the following day.

On Jan. 6, Seeger will appear at the Roundhouse in London, a new club operated by British playwright Arnold Wesker, and on Jan. 10, he'll do a one-man concert at the Olympia Theater in London.

## Signings

In the seven months since Epic Records opened its Hollywood offices, the label's West Coast activities have been booming. In keeping with the label's policy of growth, four new artists have been added to the label. They are: songstress Nichelle Nichols, and teen-oriented groups, the Badd Boys, the Kaleidoscope, and Ian and Murray.

Hickory Records has added singer-songwriter Dorsey Burnette and Gary Crosby to its roster.

Tony Randall, stage and screen actor, has been set for an LP by Mercury Records. . . . Ted Sommer, top drummer, has been signed to Solid State, United Artists subsidiary label. Sommer's initial album for the label will be ready in early 1967. He will conduct, arrange and play solo on drums, vibes and other percussion instruments. . . . Billy Hawkes, folk-blues singer, harmonica player, organist and composer, added to Prestige Records' roster by a&r director Cal Lampley. . . . Los Melodicos, trio from Puerto Rico, signed to Epic Records. Group's first Epic album, "Tu Me Has De Querer," produced by Peter Rossal, will be released early next year.

Verve/Folkways has signed the Paupers, Canadian group. The Cassels, Canadian group, has been signed to Mainline Records, Cleveland-based firm.



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## Diamond's Attack on Mgrs. Draws a Letter From Levy

"Editor: I agree with part of Neil Diamond's theory that artists can do without managers. Most young, inexperienced artists are better off without a manager, unless the manager belongs to that select group of individuals who are experienced, creative, and their major business is the management of talent.

"In the field of recording, there are very few managers capable of assisting their clients and having a rapport with the a&r men who produce their records.

"It is a blot on the profession of personal and/or business managers when an artist becomes involved with club owners, disk jockeys, a&r men, record companies, taxi drivers, etc., because these persons are not capable of directing a performer's career, as Mr. Diamond accurately states. They merely want to cash in on the proceeds if the artist suddenly becomes successful.

"Small record companies are

guilty of tying up artists in all manner of contracts. I do not agree with this system, but I understand it. The small record company is in competition with the majors without having the great financial backing of the majors. If they do not have control of the artist above and beyond the recording field, they stand a very good chance of losing the artist to a major label after they have created hits and established the performer in the entertainment world, or, some individual establishes himself (or herself) so strongly with the artist that the recording company finds it can no longer control the production of the artist's records. (I might add this also happens with the majors. However, they are financially stable enough to withstand this type of interference.)

"I disagree with Mr. Diamond that personal management is meaningful only after the artist has attained a degree of success. I feel it is both



"War With the Blues" (K-Ark #705), by Georgia Rae, is already in the National Charts. For samples write K-Ark Record Co., 728-16th Avenue, South, Nashville, Tenn.

(Advertisement)

meaningful and helpful in the initial stages of an artist's career.

"However, I have found from experience that it is much better for a manager to take over after some degree of success has been attained, because I have found the most ungrateful artists are those who attain success with the manager who helped them and directed them to this success.

"It is the nature of the beast. My advice to any artist is that there are very respectable, knowledgeable and honest people in the business of artist personal management, and they can be found in the ranks of The Conference of Personal Managers East in New York City, and the Conference of Personal Managers West in Hollywood, California.

John Levy  
President  
John Levy Enterprises, Inc.

### Hampton and Group In Far East Swing

NEW YORK—Lionel Hampton and his Jazz Inner Circle are on a five-week swing through the Far East. The group, which recently toured Europe, will play a series of one-night engagements, including an invitational performance before the King of Thailand, and will entertain American servicemen in South Vietnam and Okinawa.

Accompanying Hampton, who is scheduled to revisit the Far East in March, are trumpeter Blue Mitchell, drummer Al Levit, bassist Laurence Bergan, guitarist William Mackell, organist Reynolds Mullins and alto saxophonists Edward Pazant and Pete Yellin.

### Jazz Festival in Boston Jan. 20, 21

BOSTON—After a smash hit last January, the second jazz festival will be staged by the Boston Globe Jan. 20 and 21 at the Boston Auditorium in the Prudential Centre. George Wein will again produce the festival and some jazz artists already are booked. Among them are Dave Brubeck, Thelonius Monk, Erroll Garner, Clark Terry, J. J. Johnson, Ruby Braff, Boots Mussilli's Youth Bank, Bobby Hackett and Pee Wee Russell.

Tickets are \$5.50, \$4.50 and \$3.50. A \$1.50 general admission will be made for the two Saturday matinees. Masters of ceremonies will be the Rev. Norman O'Connor and Wein.



SAMMY KAYE, left, veteran Decca artist, signs his third consecutive exclusive contract with the label, as Leonard W. Schneider, Decca's executive vice-president, seals the agreement.

## Jazz Beat

By ELIOT TIEGEL

Willis Conover is taping more international jazz festivals for the State Department's Voice of America than ever before. The tall, hulking host of the "Music USA" program carried by VOA, hopes to attend a jazz bash in Moscow for the VOA this month.

He has already recorded Iron Curtain musicians in Prague and Warsaw for later re-broadcast on the powerful shortwave service.

Now, with public acceptance growing for jazz behind the Iron Curtain, the VOA is in the peculiar position of boosting and promoting the works and performances of these Communist musicians for world-wide audiences.

Conover feels the Communist nations have their own top jazz players who should be presented to the jazz fraternity. "There are good and bad people all over the world. I don't have to argue politics, I'm more concerned with people within a system. It's not my bag to get involved in governmental systems," Conover says, "I'm more concerned with whether a person's music is interesting and attractive. As a result, (through the VOA) it's been possible to diminish a certain measure of unnecessary suspiciousness between peoples."

This year alone, Conover and engineers outside the U. S. have taped a modern jazz competition in Vienna, the Newport and Monterey Festivals back home and the two recent Prague and Warsaw events. Last year he was also granted permission to record these two latter events for the VOA.

Conover's system in obtaining tapes of these overseas festivals is to personally contact the State-run radio system and request a tape for the U. S. Government. "Person to person," he said recently while in California, "is the only way to accomplish anything. The only thing I'm trying to accomplish where there are friendly

people is to avoid conflict and find out what's good musically."

Conover's tact with the officials in Prague in requesting a tape was that their Conservatory of Music had "unbelievable musicians and they should be heard on a wider basis." The 1965 Prague Festival as aired over the VOA, offered Polish jazz musicians international exposure for the first time, compliments of the U. S.

Government.

Musicians in Prague and Warsaw have an awareness of American styles through access to recordings and because of the "Music USA" program. The VOA's policy with Conover, who is a contract performer, not on staff, is that as long as the music meets high standards, its origin is not of importance.

"Except for the very, very best American musicians, the best European players are as good as our musicians," Conover contends after hearing copious international samples.

"I hear more of Bill Evans and McCoy Tyner in European performances," he continued. "They are both very hot." The vintage styles of performing are not all together forgotten either. "The Quintet of the Hot Club of Rotterdam is based on the Hot Club of France" which was a hotbed of swing era devotees.

"More Communist governments are recognizing that their musicians are creating something (jazz) they don't have to be ashamed of. They are adopting their own folk idioms to bring in new conceptions to jazz. Miljenko Prohaska, whose big band was molded after Count Basie, is now using native Yugoslavian folk themes in his arrangements, according to Conover. John Lewis and the Modern Jazz Quartet and the Orchestra USA have recorded some of Prohaska's works, bringing jazz back across the Atlantic in a very friendly way.



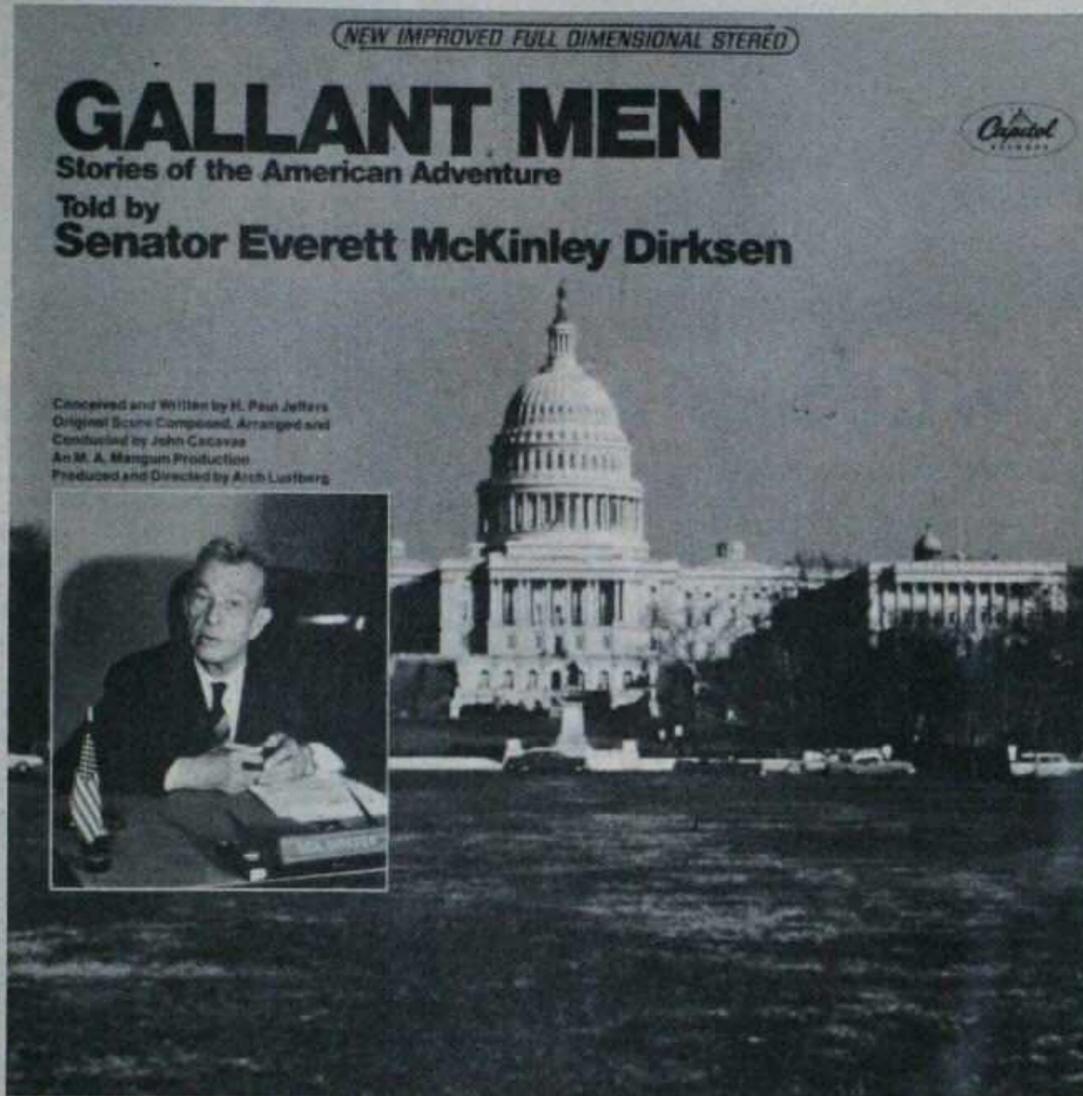
LOTTE LENYA AND JACK GILFORD, stars of the Broadway musical, "Cabaret," take a break at Columbia Records' original-cast album session, produced under the supervision of Goddard Lieberson, president CBS/Columbia Group.

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# RADIO-TV programming

## Stations Decking Airplay With Christmas Song Holly

By CLAUDE HALL

NEW YORK—Many Hot 100 format radio stations—including WMCA, New York; WTRY, Troy, N. Y.; and WKNR, Detroit—are dropping completely their usual formats for Christmas. In the case of WMCA, the station will program Christmas records from Christmas Eve through 1 p.m. Christmas Day, at which time it will go back to the hits. Ruth Myers, program director of the rock 'n'

roll powerhouse, said the station began playing some Christmas records like "Sleep in Heavenly Peace (Silent Night)" by Columbia Records' Barbra Streisand and "We Need a Little Christmas" by the New Christy Minstrels of Columbia Records, right after Thanksgiving Day. Play of these records was limited to one per deejay show. The last week before the holidays, she said, "we'll play all records available and lean a little heavily on the Christmas records that might be making it."

Frank Maruca, program director of Hot 100-formatted WKNR, said he'd been holding back on Christmas records until the week before Christmas. At that point, the station will institute a formula—the Saturday before Christmas, WKNR will play one Christmas tune an hour; on Sunday, two per hour; Monday, three per hour; at 3 p.m. Christmas Eve the station will switch to a temporary all-Christmas format that includes everything from "Jingle Bell Rock" to songs by the Mormon Tabernacle Choir.

WTRY in Troy-Albany-Schenectady, N. Y., has been playing some Christmas records that fit its format, though this means not playing as many holiday records as most stations, said general manager Arthur Simmers. But at 5 p.m. Christmas Eve the station will devote its programming to Christmas records exclusively without commercials. It has been the pattern of most stations in the past to play too early, said Simmers, "driving it into the ground so that by Christmas it was irritating to hear it." On the other hand, he felt it didn't make any sense risking the possibility of offending any sizable segment of a radio station's audience by ignoring the significance of Christmas Day. So, while air play was limited to the hit Christmas items during the holidays, Christmas Day would be devoted

to the holiday spirit—"The season isn't that different, but the day is."

As of a week ago, WKDA, the Hot 100 format station in Nashville, hadn't played any Christmas product, though program director Dick Buckley said he would play some as it grows closer to Christmas. . . . tunes like Elvis Presley's "If Everyday Was Like Christmas." However, he said, he didn't know of many Christmas tunes which would improve his programming. "This is strictly my own opinion, but I've heard people say they tired of Christmas music after hearing it since

(Continued on page 31)

## New Format At KXYZ

HOUSTON—Radio station KXYZ, after a try at the personality approach, is switching its programming policy. Explaining the change in the station, general manager William B. Chamberlain said, "Out station is returning to the format of good and bright music and news reporting. We have found that in the Houston market people are not interested in personality conversations and prefer instead to listening to good music and news that informs. In discussing our new policy with deejay Bill Calder, he resigned and the others who departed were those persons whom he had recruited."

Chamberlain said the other four personalities who left KXYZ microphones include Thom Sherwood, Jerry Lee, Peter Connors and Bill Lowry. He said reassignments will be made in the news department under the direction of Joe Coffer who remains as news director. Chamberlain said no personalities would be hired to replace those leaving. "We'll use technicians to play the music."

## KBOX, KCUL: Change In the Format Scene

DALLAS-FORT WORTH—KBOX in Dallas and KCUL in Fort Worth are both changing formats. KBOX, a Hot 100 operation, is switching to country music 24 hours a day. The major country music stations in that vicinity included KPCN in Grand Prairie, a suburb of Dallas, and KCUL in Fort Worth, about 30 miles distant. KPCN is a 500-watt daytime operation.

KCUL will switch to Hot 100 music with the call letters KUBY. These call letters come from an Amarillo station, now also under the same ownership. The KCUL call letters would go to the Amarillo operation. This is pending with the Federal Communications Commission.

The changes at KBOX and KCUL, while receiving mostly noncommittal reaction from management at both stations, is expected to take place either Jan. 1 or shortly thereafter. KBOX beams 5,000 watts days, 500 watts night; KCUL has 50,000 watts days, 1,000 watts

nights. KBOX was second in influencing sales of singles records behind KLIF in Billboard's Radio Response Ratings survey of Dallas in June 1966. A similar survey in June of the Fort Worth market showed KCUL second in influencing sales of country records behind KPCN.

## KWAC to Stage 'Sound-a-Thon'

BAKERSFIELD, Calif.—KWAC, a country music format operation, is staging a country music "Sound-a-Thon" Dec. 29-31 featuring the year's top 149 tunes based on a listener survey. "It was such a big success last year that we felt it will be one of the programming heights of the year," said program director Don Hillman. Radio stations, record artists, or agencies wanting copies of the survey results can obtain them from the station.

## SHIELDS ACTING HEAD OF NARA AS WRIGHT QUILTS

NEW YORK—Del Shields, an air personality of WLIB-FM, New York, has become acting president of the National Association of Radio Announcers upon the resignation of Ed Wright. Wright, program director of WABQ, Cleveland, has resigned as NARA president and as program director to become general manager of Minit Records by the first of the year in Los Angeles.

In his resignation statement, Wright said that he had been aware of his responsibilities as president of NARA and "this made the pain of making a job decision that much heavier. For

certainly no one likes to leave a job undone. But with NARA, I'm happy to say that in executive vice-president Del Shields, I have had a hard-working partner—one who has worked side-by-side with me in helping to develop the far-reaching program of NARA." Wright extended deep appreciation for the "excellent performance, loyalty, and service" of the members of the NARA board. He said he would remain active with NARA in his new position.

Shields will hold down the acting president's chair until the Louisville, Ky. convention this coming August at which time an election will be held.

## WCBS to Aim at Young Adults

NEW YORK—Following the path being blazed now by the CBS-FM "Young Sound" syndicated radio package, WCBS here will aim its new programming concept at young adults. The 50,000-watt flagship station of the CBS network has been largely a "conversation" station. The talk is being dumped. Soon. The difference is that WCBS will use personalities. WCBS-FM segues its music.

Station executives have been talking with several major air personalities, trying to recruit them for the new format. Deejays are being told WCBS is going to be "like WNEW, only better." WNEW is New York's leading Easy Listening format station, appealing to young adults and adults in its programming. In this vein, WCBS a week or so ago attempted to hire four newsmen and one air personality—Dick Shepard; WCBS, however, met no success. WCBS has also talked to Bill Edwards at WGY, Schenectady, N. Y.; Clay Cole of WPIX-TV, New York, and reportedly to Jim Gebhard of Philadelphia, among others. The deejays, with the exception of Cole, are all experienced good music personalities.

### Like 'Monitor'

Cole, it was learned, was under consideration for a weekend position. During the weekend, the station will feature programming similar to NBC's

"Monitor" weekend program, but direct its appeal toward teens and young adults, including interviews with name pop record acts. The host or hosts chosen for this weekend setup will act as anchor men.

The possibility is that WCBS will lean heavier toward aiming its programming at young adults than WNEW and in this fashion create a whole new niche for itself. The "Monitor" type teen weekend programming would certainly affect the ratings on weekend of WMCA

and WABC, the market's two Hot 100 format stations.

Though Maury Benkoil was hired as program director of WCBS a few weeks ago and Allen Green was hired last week as assistant program director (he moves over from WCBS-TV news), the decision to switch to music from conversation was still in debate among executives as late as a week ago. CBS stations across the nation have been emphasizing "talk" programming.

## WBBF Has Surveys Down to a Science

ROCHESTER, N. Y.—Attempting to make its programming as "scientific as possible," WBBF hinges about 35 per cent of its programming on daily local audience surveys. The major survey is conducted 3-6 p.m. Monday through Friday—heavy teen-listening hours—when the Hot 100 format station exposes new records that have been selected by a panel of deejays. The other survey, which is weighted about 10 per cent toward the final playlist, is held 9:30-10:30 a.m. each day, a prime housewife-listening time.

Thus, the station's playlist reflects a certain balance among audience tastes; the other 65 per cent of the playlist is based on local record sales and national charts, said program director Jack Palvino.

The playlist is formulated daily from these elements.

To illustrate the effectiveness of this type of programming, the station again captured Billboard's Radio Response Ratings sales in the market. This year, the 1,000-watt, 24-hour operation received a fantastic 86 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives; last year, the station had 83 per cent of the votes. The only deejays rated in the market for influencing singles sales were all with WBBF and Nick Nickson led the crew with 45 per cent of the votes; second was Jack Palvino with 25 per cent.

The guiding force behind the success of the station, and it has been highly successful, was Bob Kieve, formerly the general manager. The station has just been purchased by Lynn Broadcasting and taking over control soon of the station will be John Sayer. Kieve is reported to be interested now in purchasing a radio station.

WBBF has been operating with a highly successful panel system of selecting records for air play. Deejays screen 20 to 30 singles each week, returning the good ones to a listening session. Ones passing

(Continued on page 31)



BILL ERICKSEN, PROGRAM director and morning air personality at WFOX in Milwaukee, welcomes Columbia Records' Ray Price and Capitol Records' Duane Dee to Devine's Ballroom where the two artists performed for a station-sponsored dance. Ericksen discovered Dee three years ago, bringing him to the attention of Nashville record men. From left, Dee, Ericksen, Price.



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# WTRY Trying to Knock Off WPTR by Improving Staff

TROY, N. Y. — WTRY, the 5,000-watt Hot 100 format station serving the tri-city area of Albany, Troy and Schenectady, is launching a major drive to knock off WPTR, its major competition in the market, with staff improvements.

General manager Arthur H. Simmers last week announced the acquisition of George Williams as music director and air personality. Williams has been a top-rated personality in the afternoon drive slot at WAKY, Louisville, Ky. He'll handle the afternoon chores at WTRY. Also new to the station is Mickey Martin, formerly program direc-

tor of WCOS, Columbia, S. C. Jack King is being added to handle the all-night slot and former all-night deejay Jay Clark is taking over the noon-3 p.m. period. Doug Cole is serving as acting program director through March 1 when the position will be filled on a permanent basis.

"Based on our regular air personalities and the ones we've just added, we have the best staff this station has had in its history," Simmers said. The new personalities, he said, all have "proven ability" at capturing sizable audiences.

# Open House At WPGC

WASHINGTON — WPGC, the 10,000-watt Hot 100 format powerhouse, has invited manufacturers and other industry representatives to visit the station at any time, program director Warren Duffy said last week.

"WPGC is the only top-rated swinger in Greater Washington that allows record distributors to come into the station each week to display their product and talk music," Duffy said. "Obviously, I am pleased with our reputation among local record promotion people," he said, adding that the station sees local promotion men sometimes as often as twice a week.

# Vox Jox

By CLAUDE HALL

WRKN has just received a construction permit for a 1,000-watt AM operation in Brandon, Miss. Program director Bill Martin states the new station will play 40 per cent country music, 40 per cent Hot 100, 20 per cent Easy Listening. "We are not cataloging records and need to be placed on the list of all record companies." Send to the station at P.O. Box 145.

★ ★ ★

KRAK, Sacramento, the 50,000-watt country music giant in California, is running a promotion on "Gallant Men" by Senator Dirksen of Capitol Records; the station is asking for comment and promises to forward all letters to Dirksen in Washington. . . . F. Ambert

Dail, general manager of WGH, Norfolk, has been named chairman of the Association of Independent Metropolitan (Radio) Stations. Kent Burkhardt, general manager of WQXI, Atlanta, was named vice-chairman.

★ ★ ★

Gene Allen, Pat Collins, and Allan Pressley at WBCI, Williamsburg, Va. — capitalizing on the megaphone sound in today's pop records—are playing some very, very old records sent in by listeners . . . records with the original megaphone sound. The Easy Listening format station has even reproduced its jingles in megaphone style to fit with the records.

★ ★ ★

Tony Evans, former program and music director of KRIZ, Phoenix, (Continued on page 31)

# Radio Response Rating

ROCHESTER, N. Y. . . . 4th Cycle  
DECEMBER 24, 1966

## TOP STATIONS

Call Rank Letters	% of Total Points
<b>★ POP Singles</b>	
1. WBBF	86%
2. WSAY	14%
<b>★ POP LP's</b>	
1. WHEC	37%
2. WROC	33%
3. WHAM	30%

**★ R&B**  
NOTE: No r&b in Rochester area.

**★ JAZZ**  
1. WROC (Will Moyle) 100%

**★ COUNTRY**  
1. WNYR 88%  
2. WSAY 12%

**★ CONSERVATIVE**  
NOTE: No 100% conservative station in Rochester area.

**★ COMEDY**  
1. WBBF 100%  
(Jack Palvino Show)

**★ FOLK**  
NOTE: WSAY programs Folk Music occasionally.

**★ CLASSICAL**  
1. WCMF-FM (tie) 50%  
1. WBBF-FM (tie) 50%  
NOTE: Survey was unable to determine sales effectiveness in this category.  
WBBF-FM is 100% classical  
WCMF-FM is 50% classical

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

## TOP DISK JOCKEYS

Rank Disk Jockeys	Call Letters	% of Total Points
<b>★ POP Singles</b>		
1. Nick Nickson	WBBF	45%
2. Jack Palvino	WBBF	25%
3. Larry White	WBBF	20%
4. Joe Deane	WBBF	10%

**★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN**  
(Most co-operative in exposing new records)  
Jack Palvino . . . . . Program Director, WBBF  
Nick Nickson . . . . . Music Director, WBBF

**★ TOP JOCKEYS (Pop Singles) BY TIME SLOT**  
Morning . . . . . Jack Palvino, WBBF  
Mid-Morning . . . . . Jack Palvino, WBBF  
Early Afternoon . . . . . Joe Deane, WBBF  
Traffic Man . . . . . Nick Nickson, WBBF  
Early Evening . . . . . Leon Margarite, WBBF  
Late Evening . . . . . Larry White, WBBF  
All Night . . . . . Matt Rinaldi, WBBF

**★ TOP TV BANDSTAND SHOW**  
NOTE: No TV Bandstand show in Rochester area.

**★ POP LP's**  
1. Ed Meath WHEC 37%  
2. Gary Smith WROC 25%  
3. Alan Browning WHAM 19%  
4. Jack Slattery WHAM 13%  
5. Tom Griffiths WHEC 6%

**★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN**  
(Most co-operative in exposing new LP's)  
Ed Ferland . . . . . Music Director, WHEC  
Gary Smith . . . . . Music Director, WROC  
Bob Yeager . . . . . Program Director, WHEC

**★ R&B**  
NOTE: No r&b in Rochester area.

**★ COUNTRY**  
1. John Mazer WNYR 100%

## STATIONS BY FORMAT

AM RADIO FREQUENCIES			
WNYR	680	WHAM	1180
WBBF	950	WROC	1280
WSAY 1370			
WHEC 1460			
FM RADIO FREQUENCIES			
(5) WCMF-FM	96.5	WHFM-FM	98.9
WROC-FM	97.0	(5) WBBF-FM	100.5
101.3			

ROCHESTER, NEW YORK, Country's 37th Radio Market (6 AM, 5 FM)

**WBBF:** 1,000 watts. On the air 24 hrs. Music format: Contemporary (100%). Editorializes weekly. Bill Deane is director of 6-man news dept. Special equipment: Mobile unit, 5-min. news on the half hr., headlines on the hr., extended news 8 a.m., 12:30 p.m., 6 p.m., 11 p.m. New records selected for air-play by committee of station personnel. Station publishes play list weekly. Approximately 6 new 45's programmed weekly. Cuts from Comedy LP's featured regularly on the "Jack Palvino Show," 7-11 a.m., M-S. Record promotion people are seen M-F. Gen'l mgr., Robert S. Kieve, Prog. dir., Jack Palvino. Send 3 copies of 45's and 1 copy of LP's to Mr. Palvino, 850 Midtown Tower, Rochester, N. Y. 14604. Phone: (716) 232-7550.

**WBBF-FM:** ERP 34,300 watts. Music format: Classical (100%). Broadcast in stereo approx. 6-hrs. daily. Address and other information same as WBBF-AM.

**WCMF-FM:** ERP 1,350 watts. On the air 7 a.m.-12:15 a.m. Stereo Radio System affiliate. Community Music Service, Inc. Stereo 16 hrs. Music format: Classical (50%) - Standard (50%) - German, Religious (3%) - Jazz (1%). Editorializes occasionally. Special programming: "The Stereo Parade," with Lowell Miller, recent stereo releases, 7-9 p.m., Sun. "Showtime," with George Malmgren, show music, interviews, etc., 7-8 p.m., Sat. "Cleveland Orchestra-Boston Symphony-Boston Pops," with Louis Conrad-William Pierce, transcribed concerts, 9-11 p.m., M-W-Sat. "From the Organ Console," recorded pipe organ music with commentary, with Joseph Miles, 9-10 p.m., Th. "The Organ Loft," with Les DuBay, popular organ with commentary, 8-9 p.m. Fri. Jazz featured regularly on "The Jazz Scene," with Tom Hampson and Bob Bickal, 9-10 p.m., Fri. New records selected for air-play by prog. dir., lib., other personnel on occasion. Station publishes play list monthly. Approximately 6 new LP's programmed weekly. Record promotion people are seen M-F. Office mgr., Mark Vallone, Prog. dir., William A. Rund, Lib., Lowell Miller. Send 1 copy of Stereo LP's to Mr. Miller, 183 Main St., East, Rochester, N. Y. 14604. Phone: (716) 454-2628.

**WHAM:** 50,000 watts. On the air 24 hrs. ABC affiliate. William Rust Stations. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: Rochester Americans hockey in season. "The Louise Wilson Show," women's commentary, fashion, interviews, etc., 9:25-9:55 a.m., M-Sat. "The Opinion Program," with Mike Morgan, open mike, listeners call in, 7-8 p.m., M-F. "Comment," with Ray Hall, local commentary, 5:55 p.m., M-F. Mike Morgan is director of 7-man news dept. Special equipment: Mobile unit, plane. 5-min. news on the hr., headlines on the half-hr., extended news at 7, 8, 9, noon, 6 and 11 p.m. New records selected for air-play by prog. dir. Approximately 15-20 new 45's programmed weekly. Record promotion people are seen. Gen'l mgr., William F. Rust Jr. Prog. dir., Bill Givens. Send 4 copies of 45's and 2 copies of LP's to Mr. Givens, 350 East End Ave., Rochester, N. Y. 14604. Phone: (716) 454-4884.

**WHFM:** ERP 8,700 watts. On the air 9 a.m.-midnight. Music format: Pop Standard (100%). Simulcast with WHAM 5 p.m.-midnight. Other information as above.

**WHEC:** 5,000 watts. On the air 5:45 a.m.-midnight. Music format: Pop Standard (100%). Warren Doremous is

director of news dept. New records selected for air-play by prog. dir. Approximately 10-15 new 45's and 5-10 new LP's programmed weekly. Gen'l mgr., Fred D. Pestorius. Prog. dir., Robert Yeager. Send copies of 45's and copies of LP's to Mr. Yeager, 191 East Ave., Rochester, N. Y. 14604. Phone: (716) 546-5670.

**WNYR:** 250 watts. Daytimer. MBS affiliate. Malrite, Inc. Music format: Country (100%). Editorializes occasionally. Jim McLaughlin is director of 3-man news dept., 5-min. news at 15 and 45 past the hr. New records selected for air-play by prog. dir., gen'l mgr., Station publishes play list weekly. Approximately 8 new 45's and 3 or 4 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., H. M. Fisher. Prog. Dir., John Mazer. Send 4 copies of 45's and 2 copies of LP's to Mr. Mazer, 931 East Main St., Rochester, N. Y. 14605. Phone: (716) 473-6800.

**WNYR-FM:** ERP 13,500 watts. On the air 5 a.m.-midnight. Music format: Country (100%). Simulcast with WNYR, 5:00 a.m.-sunset. Special programming: "Rochester Report," with Jim McLaughlin, discussion show, Sun., to be scheduled shortly. Address and other information same as above.

**WROC:** 5,000 watts. On the air 5:30 a.m.-1 a.m. NBC affiliate. Rust Craft Broadcasting of N. Y. Music format: Pop Standard (95%) - Jazz (5%). Editorializes daily. TV outlet, WROC-TV, Channel 8, NBC. Tom Decker is director of 5-man news dept. Special equipment: 2 station wagons. 5-min. news on the hr. Jazz is featured regularly on the "Will Moyle Show," 11:15 p.m.-1 a.m., F., 6-7:30 p.m., Sat. New records selected for air-play by music dir. Approximately 5 new 45's and 5 new LP's are programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Paul C. Loocher. Prog. dir., Paul C. Loocher. Music dir., Gary Smith. Send 2 copies of 45's and 2 copies of LP's to Mr. Smith, WROC Broadcast Center, Rochester, N. Y. 14160. Phone: (716) 288-8400.

**WROC-FM:** ERP 18,000 watts. Simulcast with WROC. All other information as above.

**WSAY:** 5,000 watts. On the air 18½ hrs., M-F, 19 hrs. Sat., 12½ hrs. Sun. Music format: Contemporary (89%) - Country (10%) - Italian, Jewish, Negro programs (1%). Special programming: Local sports occasionally. Gordon P. Brown is director of 3-man news dept. Special equipment: United Press International. 5-min. news on the hr., headlines on the half-hr. Folk Music featured in regular programming. New records selected for air-play by prog. dir., lib. Record promotion people are seen M-F. Gen'l mgr., Gordon P. Brown. Prog. dir., Sybilla A. Reber. Send 3 copies of 45's and 2 copies of LP's to Miss Reber, 250 East Avenue, Rochester, N. Y. 14604. Phone: (716) 232-5580.

**WVOR-FM:** ERP 50,000 watts. On the air 24 hrs. Music format: Pop Standard (50%) - Standard (50%). 5-min. news on the hr. New records selected for air-play by music dir. Station publishes play list monthly. Approximately 10 new LP's programmed weekly. Record promotion people are seen Tues. Gen'l mgr., Carl J. Spavento. Music dir., Lynn Moffatt. Send 2 copies of stereo LP's to Mrs. Moffatt, 333 Midtown Plaza, Rochester, N. Y. 14604. Phone: (716) 454-3942.

# RADIO-TV MART

## RATES

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

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

## HELP WANTED

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

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

## SALES UP 307%

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

## KWIZ

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

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

## SITUATION WANTED

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

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

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (313) 876-6348.

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

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

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

## Stations Decking Airplay With Christmas Song Holly

• Continued from page 28

Thanksgiving Day. I feel there's no Christmas record this year that people are clamoring to hear. Top 40 radio programs what people want to hear, but it seems like every year stations are playing less and less Christmas music."

### 'Little Undecided'

George Brewer, the new program director at WIXY, Cleveland, also said he wasn't programming any Christmas tunes and was a "little undecided" about the matter. He said he'd probably wait until the mood hit a couple of days before Christmas, then gradually work in more and more of the holiday records. "Christmas," he said, "is a hard time of the year to program a station."

Rudy Runnells, music director of WOL, the Washington r&b-formatted station, said he would probably wait until the last week, starting with two tunes an hour and increase to four or five. The problem? "I just don't see where traditional Christmas music can be formatted. It's almost sacrilegious to play it, though there are a few new records that demand attention. He said the station gained listeners last year by limiting Christmas tunes to two an hour the week of Christmas. These were r&b Christmas records. "Everybody else plays the Christmas records anyway, and

usually the same records. For us to do so, would be violating our format. We'd lose a lot of listeners."

### Program Hymns

WJJD, Chicago's country music operation, launched Christmas country music records Dec. 1 and on Dec. 15 began programming hymns and traditional music, said program director Chris Lane. WNEW, New York Easy Listening giant, began playing one Christmas tune an hour Saturday (3) and last week stepped up the airplay of Christmas records to two an hour. The biggest project of the sta-



VISITING KCUL'S KEN KNIGHT is country music artist Chuck Jennings. Jennings latest release is "Echo of Your Footsteps" on Upbeat Records, distributed by Dot Records. The artist performs five nights a week at the Bridgeport Ballroom, Dallas.

## WNJU-TV Adds New Latin Show

NEW YORK — WNJU-TV, the UHF operation which beams from the Empire State Building, launched another hour weekly Latin music-variety show Saturday (17). "The Best of Puerto Rico" (Lo Mejor de Puerto Rico) features four regulars, including Chuco Avellanet, released on United Artists Records in the U. S. and Luce-cita Benitez.

The first show featured guests like Los Hispanos, El Gran Combo, Julio Angel, Tito Lara and Los Sonset. The show is produced by Paquito Cordero in San Juan. WNJU-TV bills itself as the "Television Showcase of the Latin World," beaming music-variety programs seven nights a week.

tion, however, will be the taping of a live half-hour show starring Harry Belafonte which will be aired Christmas Day. Triangle, producer of a holiday marathon package called "30 Hours of Christmas," has lined up more than 135 stations nationwide to carry Christmas music from 6 p.m. Christmas Eve through midnight of Christmas Day. The show, updated each year since it was launched in 1962, features more than 300 artists.

## VOX JOX

• Continued from page 20

has left the station to become manager of Arizona Records Distributing Co., Phoenix. . . . Bob Lockwood, air personality at WJZ, Newark, was a guest Monday (12) on WOR-TV's "Ben Franklin Show," a plug for his new "Jingle Bell Heart" country single.

★ ★ ★

Bert Cowlan, conference director of Urban America Inc., has joined firm of Herman W. Land Associates as vice-president. . . . Mike Sarlo has moved from WLYC, Williamsport, Pa., to WNAE and WRRN-FM in Warren, Pa. "We program country music seven nights a week and are in dire need of records, big or small," said Sarlo. Mail to him at the station, Box 24, Warren, Pa. 16365.

★ ★ ★

Paul B. Leff, Box 113, Sherman Hall, State U. College, Oneonta, N. Y., would like to know the whereabouts of these deejays—Ross Lee, Joey Reynolds, Bud Ballou, Billy Williams, Peter C. Cavanaugh, Lee Allen, and Charley Brown. . . . Bud Stalker is now record librarian at WKYC; record companies with good news or "hot" releases may call him at 781-4500 ext. 225.

★ ★ ★

Arthur M. Dorfner has been appointed to the new post of executive vice-president of Overmyer Communications, which manages the o-&o UHF-TV stations of the firm; he was business manager of WABC-TV, New York.

★ ★ ★

KHVH, Honolulu, air personalities Don Ho and Danny Kafeikini were in New York last week and working before a mike even if it wasn't radio. Ho, a Warner Bros.-Reprise Records artist, was headlining the Royal Box show; Kafeikini, who also headlines the Hilton Hawaiian Village's Tapa Room show, opened a three-night engagement at the Waldorf-Astoria's Starlight Roof.

## NARAS Again Inks Schlatter

NEW YORK—George Schlatter Productions has been signed for the fourth year in a row to produce "Best on Record," the annual TV special spotlighting the Grammy Awards. The National Academy of Recording Arts and Sciences show is scheduled for May 3 on NBC-TV. Executive producer is Ted Bergmann. The show will be taped at the April dinners where the awards are presented in Nashville, New York, Chicago and Hollywood.

## WBBF Science

• Continued from page 28

the listening session are aired during the 3-6 p.m. voting session. "We try to make the programming as scientific as possible even though this is an entertainment media," said Palvino. "Sometimes we may not agree with the results of the voting personally. If a local artist comes out winner, we know it's probably a hyp. But we'll play the record anyway just to prove that we do have a system." One of the records that popped up as a favorite of this voting, though, was the Monkees' "Saturday's Child" on a Colgems Records album.

Palvino felt very grateful to the Monkees for creating some excitement in the music-record industry for the kids. He said he'd noticed this excitement at record hops.

## The Station Most Likely To Succeed



LARRY COHEN, national promotion director for Jamie/Guyden Records, and Beta Distributors executives escort Australian Crispian St. Peter through WMCA studios. Standing, from left: Frank Costa of WMCA, Joe Senkiewicz of Beta, St. Peter, Joe Bogart and Ed Baer of WMCA. Kneeling: Matty Mathews of Beta, left, and Cohen.

## KNX-FM's 'Young Sound' Brings Sounds of Praise

By ELIOT LEIGEL

LOS ANGELES — There's been enthusiastic comment for KNX-FM's airing of the "Young Sound," the CBS syndicated up-tempo non-rock music feature,

ever since the station began splitting its programming one month ago.

Alan Botzer, interim administrator of the FM service, said the favorable mail has outweighed the unfavorable.

KNX-FM plays the "Young Sound" programmed out of New York from 6 p.m. to midnight Monday through Friday and for 18 hours on Saturday and Sunday. The morning and afternoon weekday hours are a simulcast of KNX-AM features including Rege Cordie's wakeup show, Arthur Godfrey, Art Linkletter's House Party and five-minute network featurettes.

The "Young Sound" comes to KNX-FM on one-hour reel tapes. Currently there is no live programming interspersed with the "Young Sound" designed for the 20 to 35 age bracket audience. But there are provisions to include capsule newscasts in the future, Botzer said.

In addition to KNX-FM, other stations offering a different FM sound are KHJ-FM, which is entirely a cavalcade of non-rock hits and KMET-FM, the sister to all-talk KLAC, which plays bright stereo music. KFAC-FM begins its classical separation in January.

## WYNU Sets Live Remote

NEW YORK—WNYU, a college radio station located at the Washington Square campus of New York University, is planning a weekly live remote broadcast beginning Feb. 11. The campus operation will pull the remote Saturdays 10 p.m.-2 a.m. from the Double 07 discotheque in New York, located approximately 50 blocks from the campus.

The college station is inviting record company executives to the remotes "to show them what a college station can do," said WNYU promotion manager Lee Rudnick. He said the station had handled remotes before and "just thought it was time to expand to something a bit bigger."

WMCA IS, WITHOUT doubt, one of the most popular radio stations in America with record company promotion men and record artists; the station's air personalities are always in heavy demand for entertainment events. Here's a pictorial study, encompassing only a week or so, of just some of the WMCA action.



WITHIN MINUTES after landing in the U. S., the New Vaudeville Band from London visited WMCA to tape spots. Above, the Fontana Records group clowns with air personality Jack Spector, center in back.



DAN DANIEL, WMCA air personality, did a Columbia University hop with Columbia Records' The Cyrle.



ALSO PERFORMING at the Columbia University hop were the Columbia Records duo of Peaches and Herb, seen here with WMCA's Dan Daniel.



JOE BOGART, record supervisor of WMCA, talks with Stax Records artist Carla Thomas, who performed recently for a benefit in New York for Pace College.

# Yesteryear's Hits

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

## POP SINGLES—5 Years Ago December 25, 1961

1. The Lion Sleeps Tonight, Tokens, RCA Victor
2. Run to Him, Bobby Vee, Liberty
3. The Twist, Chubby Checker, Parkway
4. Goodbye Cruel World, James Darren, Colpix
5. Walk On By, Leroy Van Dyke, Mercury
6. Peppermint Twist, Joey Dee and the Starliters, Roulette
7. Please Mr. Postman, Marvelettes, Tamla
8. Happy Birthday, Sweet Sixteen, Neil Sedaka, RCA Victor
9. Let There Be Drums, Sandy Nelson, Imperial
10. Can't Help Falling in Love, Elvis Presley, RCA Victor

## POP SINGLES—10 Years Ago December 22, 1956

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

## R & B SINGLES—5 Years Ago December 25, 1961

1. Please Mr. Postman, Marvelettes, Tamla
2. Gypsy Woman, Impressions, AVC-Paramount
3. Turn on Your Love Light, Bobby Bland, Duke
4. Soothe Me, Sims Twins, Sar
5. Just Got to Know, Jimmy McCracklin, Art-Tone
6. I Know, Barbara George, AFO
7. Lost Someone, James Brown & His Famous Flames, King
8. Unchain My Heart, Ray Charles, ABC-Paramount
9. In the Dark, Little Junior Parker, Duke
10. There's No Other (Like My Baby), Crystals, Phillies

## POP LP's—5 Years Ago December 25, 1961

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

**Billboard  
AD DEADLINE  
MOVES UP 1 DAY  
FOR JANUARY 7 ISSUE**

DUE TO THE NEW YEAR'S HOLIDAY  
DEADLINE FOR THE JANUARY 7 ISSUE WILL BE

**TUES. DEC. 27**

## TOP SELLING R & B SINGLES

Billboard SPECIAL SURVEY for Week Ending 12/24/66

★ 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
3	1	(I Know) I'M LOSING YOU The Temptations, Gordy 7057 (Jobete, BMI)	5	26	27	WE GOT A THING THAT'S IN THE GROOVE 4 Capitols, Karen 1526 (McLaughlin, BMI)	4
2	1	YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BMI)	7	27	28	CRY LIKE A BABY Aretha Franklin, Columbia 43827 (Blackwood, BMI)	6
3	16	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Dirap, BMI)	4	28	30	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	4
4	4	(Come 'Round Here) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BMI)	5	29	44	ARE YOU LONELY FOR ME Freddy Scott, Shout 207 (Web IV, BMI)	2
5	6	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	7	30	21	WHAT BECOMES OF THE BROKEN-HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	21
6	7	A PLACE IN THE SUN Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	6	31	31	HYMN #5 Mighty Hannibal, Shurfine 021 (Bold Lad, BMI)	7
7	2	I'M READY FOR LOVE Martha & the Vandellas, Gordy 7056 (Jobete, BMI)	7	32	34	I'M GLAD I WAITED Players, Minit 32012 (Alstein, BMI)	4
8	8	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	8	33	29	DEVIL WITH AN ANGEL'S SMILE Intruders, Gamble 203 (Razorharpe, BMI)	6
9	5	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	11	34	—	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T. Ent., BMI)	1
10	10	HOLY COW Lee Dorsey, Amy 965 (Marsaint, BMI)	6	35	23	I BET'CHA (Couldn't Love Me) Manhattan, Carnival 522 (Sanavan, BMI)	8
11	11	KNOCK ON WOOD Eddie Floyd, Stax 194 (Easa, BMI)	18	36	41	MY BABY'S GONE Donald Heigh, Shout 204 (Web IV, BMI)	5
12	14	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	12	37	37	BABY WHAT I MEAN Drifters, Atlantic 2366 (Unart, BMI)	3
13	18	MUSTANG SALLY Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BMI)	4	38	—	STANDING IN THE SHADOWS OF LOVE Four Tops, Motown 1102 (Jobete, BMI)	1
14	9	DON'T BE A DROP-OUT James Brown & His Famous Flames, King 6056 (Dynatone, BMI)	11	39	43	HOW MUCH PRESSURE (Do You Think I Can Stand) Roscoe Robinson, Wand 1143 (Flomar-Scoe, BMI)	4
15	25	TRY A LITTLE TENDERNESS Otis Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	3	40	—	I'VE PASSED THIS WAY BEFORE Jimmy Ruffin, Soul 35027 (Jobete, BMI)	1
16	13	I'M YOUR PUPPET James & Bobby Purify, Bell 649 (Fame, BMI)	14	41	49	THAT'S LIFE Frank Sinatra, Reprise 0531 (4 Star, BMI)	2
17	17	AM I A LOSER Eddie Holman, Parkway 106 (Harthon/Cameo-Parkway, BMI)	7	42	50	DO IT RIGHT NOW Roscoe Robinson, Wand 1143 (Flomar-Scoe, BMI)	2
18	12	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamelross, BMI)	13	43	45	KARATE Emperors, Mala 543 (Wilson, BMI)	2
19	22	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	5	44	47	YOU CAN BRING ME ALL YOUR HEARTACHES Lou Rawls, Capitol 5790 (Raw-Lou, BMI)	2
20	38	BACK IN THE SAME OLD BAG AGAIN Bobby Bland, Duke 412, (Don, BMI)	3	45	46	ALVIN'S BOO-GA-LOO Alvin Cash & the Registers, Mar-V-Lus 6014 (Vapac, BMI)	2
21	15	COME BACK S Stairsteps, Windy C 603 (Camad, BMI)	8	46	—	PAPA WAS TOO Joe Tex, Dial 4051 (Tree, BMI)	1
22	32	YOU GOT ME HUMMIN' Sam & Dave, Stax 204 (Pronto/East, BMI)	3	47	48	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	2
23	20	HEAVEN MUST HAVE SENT YOU Elgins, V.I.P. 25037 (Jobete, BMI)	14	48	—	WACK WACK Young Holt Trio, Brunswick 55305 (Yo Ho, BMI)	1
24	19	PEAK OF LOVE Bobby McClure, Checker 1156 (Chevis, BMI)	7	49	—	I DON'T NEED NO DOCTOR Ray Charles, ABC 10865 (Flomar-Baby Monica, BMI)	1
25	26	FORGET ABOUT ME Prince Harold, Mercury 72621 (Screen Gems-Columbia, BMI)	5	50	—	MAN OR MOUSE Junior Parker, Duke 413 (Don, BMI)	1

## TOP SELLING R & B LP's

Billboard SPECIAL SURVEY for Week Ending 12/24/66

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	17	14	14	HE'LL BE BACK Players, Minit LP 40006 (M); LP 24006 (S)	6
2	2	GETTING READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	25	15	25	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	2
3	3	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	14	16	19	"BUCKET" Jimmy Smith, Blue Note BLP 4235 (M); BST 84235 (S)	4
4	5	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	18	17	16	WARM AND TENDER SOUL Percy Sledge, Atlantic B132 (M); SD B132 (S)	6
5	6	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	35	18	11	CARLA Carla Thomas, Stax 709 (M); SD 709 (S)	10
6	7	THE EXCITING WILSON PICKETT Atlantic B129 (M); SD B129 (S)	18	19	12	ON TOP Four Tops, Motown MLP 647 (M); SLP 647 (S)	18
7	17	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	2	20	21	AND NOW! Booker T & the MG's, Stax 711 (M); S 711 (S)	4
8	18	AWAY WE A' GO-GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	2	21	21	TENDER GENDER Kenny Burrell Quartet, Cadet LP 772 (M); LPS 772 (S)	3
9	4	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	12	22	20	TENDER LOVING CARE Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	18
10	10	THE OTIS REDDING DICTIONARY OF SOUL 6 Volt 415 (M); S 415 (S)	6	23	23	ROAD RUNNER Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	18
11	9	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABCS 550 (S)	13	24	15	A COLLECTION OF 16 BIG HITS, VOL. 5 Various Artists, Motown M 651 (M); S 651 (S)	6
12	8	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	17	—	—	James Brown, King 985 (M); S 985 (S)	1
13	13	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); FHS 600-207 (S)	17				

## BEST SELLING CHRISTMAS LP'S

1. **MERRY CHRISTMAS**—Andy Williams, Columbia CL 2420 (M); RS 9222 (S)
2. **THE DEAN MARTIN CHRISTMAS ALBUM**—Reprise R 6222 (M); RS 6222 (S)
3. **THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 6100 (S)
4. **MERRY CHRISTMAS**—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
5. **ELVIS' CHRISTMAS ALBUM**—Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
6. **NOEL**—Joan Baez, Vanguard VRS 9230 (M); VSD 79230 (S)
7. **MERRY CHRISTMAS**—Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
8. **THE SOUND OF CHRISTMAS**—Ramsey Lewis Trio, Cadet CLP 687 (M); CLPS 687 (S)
9. **THE CHRISTMAS SONG**—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
10. **NAVIDAD MEANS CHRISTMAS**—Eydie Gorme & Trio Las Panchas, Columbia CL 2557 (M); CS 9357 (S)
11. **SONGS FOR CHRISTMAS**—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
12. **SONGS FOR A MERRY CHRISTMAS**—Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
13. **MERRY CHRISTMAS**—Supremes, Motown 638 (M); ST 638 (S)
14. **MORE SOUNDS OF CHRISTMAS**—Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)
15. **JACK JONES CHRISTMAS ALBUM**—Kapp KL 1399 (M); KS 1399 (S)
16. **JAMES BROWN SINGS CHRISTMAS SONGS**—King 1010 (M); (No Stereo)
17. **SEASONS GREETINGS FROM PERRY COMO**—RCA Victor LPM 2066 (M); LSP 2066 (S)
18. **JOHN GARY CHRISTMAS ALBUM**—RCA Victor LPM 2940 (M); LSP 2940 (S)
19. **HOLIDAY CHEER**—Dean Martin, Capitol T 2343 (M); ST 2343 (S)
20. **WE WISH YOU A MERRY CHRISTMAS**—Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
21. **KATE SMITH CHRISTMAS ALBUM**—RCA Victor LPM 3607 (M); LSP 3607 (S)
22. **CHRISTMAS WONDERLAND**—Bert Kaempfert & His Ork, Decca DL 4441 (M); DL 74441 (S)
23. **CHRISTMAS WITH BUCK OWENS**—Capitol T 2396 (M); ST 2396 (S)
24. **CHRISTMAS IS PERCY FAITH**—Columbia CL 2577 (M); CS 9377 (S)
25. **FOR CHRISTMAS THIS YEAR**—Lettermen, Capitol T 2587 (M); ST 2587 (S)
26. **BEACH BOYS' CHRISTMAS ALBUM**—Capitol T 2164 (M); ST 2164 (S)
27. **O BAMBINO/THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, Kapp KL 1450 (M); KS 3450 (S)
28. **A MERRY MANCINI CHRISTMAS**—Henry Mancini Ork & Chorus, RCA Victor LPM 3612 (M); LSP 3612 (S)
29. **JOLLY CHRISTMAS FROM FRANK SINATRA**—Capitol W 894 (M); DW 894 (S)
30. **CHRISTMAS WITH CHET ATKINS**—RCA Victor LPM 2423 (M); LSP 2423 (S)
31. **CHRISTMAS TIME**—Roger Williams, Kapp KL 1164 (M); KS 3048 (S)
32. **HERE WE COME A-CAROLING**—Ray Conniff & the Singers, Columbia CL 1701 (M); CS 8501 (S)

33. **THE VENTURES CHRISTMAS ALBUM**—Dolton BLP 2038 (M); CS 8021 (S)
34. **CHRISTMAS CAROLS OF EUROPE**—Prague Madrigal Singers, Crossroads 22160053 (M); 22160054 (S)
35. **WINTER WONDERLAND**—Earl Grant, Decca DL 4677 (M); DL 74677 (S)
36. **CHRISTMAS WITH THE CHIPMUNKS**—Liberty LRP 3256 (M); LST 7256 (S)
37. **MERRY CHRISTMAS**—Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
38. **CHARLES BROWN SINGS CHRISTMAS**—King 775 (M); (No Stereo)
39. **IN THE CHRISTMAS SPIRIT**—Booker T & the M.G.'s, Stax 713 (M); SD 713 (S)
40. **HOLIDAY SING-ALONG WITH MITCH**—Mitch Miller & the Gang, Columbia CL 2406 (M); CS 8501 (S)
41. **CHRISTMAS HYMNS AND CAROLS**—Robert Shaw Chorale, RCA Victor LM 2139 (M); LSC 2139 (S)
42. **CHRISTMAS GREETINGS FROM THE MANTOVANI ORK**—London LL 3338 (M); PS 338 (S)
43. **HAVE YOURSELF A SOULFUL CHRISTMAS**—Kenny Burrell, Cadet LP 779 (M); LPM 779 (S)
44. **WISHING YOU A MERRY CHRISTMAS**—Andre Kostelanetz/St. Killan Boychoir, Columbia ML 6179 (M); MS 6779 (S)
45. **GLORIOUS SOUND OF CHRISTMAS**—Philadelphia O/E Ormandy, Temple University Choir, Columbia ML 5769 (M); MS 6369 (S)
46. **MERRY CHRISTMAS FROM JACKIE WILSON**—Brunswick BL 54112 (M); BL 754112 (S)
47. **TWELVE SONGS OF CHRISTMAS**—Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
48. **CHRISTMAS CAROLS AROUND THE WORLD**—Mormon Tabernacle Choir, Columbia ML 5684 (M); MS 6284 (S)
49. **JIMMY DEAN'S CHRISTMAS CARD**—Columbia CL 2404 (M); CS 9204 (S)
50. **WHITE CHRISTMAS**—Pat Boone, Dot DL 3222 (M); DL 25222 (S)
51. **CHRISTMAS HYMNS & CAROLS**—Mario Lanza, Camden CAL 777 (M); CAS 777 (S)
52. **WE WISH YOU A MERRY CHRISTMAS**—Ferrante & Teicher, United Artists, UAL 3536 (M); UAS 6536 (S)
53. **HEART OF CHRISTMAS**—Sergio Franchi, RCA Victor LPM 3437 (M); LSP 3437 (S)
54. **SOUNDS OF CHRISTMAS**—Johnny Mathis, Mercury ME 20837 (M); SR 60837 (S)
55. **SONGS OF CHRISTMAS**—Norman Luboff, Columbia CL 926 (M); CS 8846 (S)
56. **STAR CAROL**—Tennessee Ernie Ork & Chorus, Capitol 1071 (M); ST 1071 (S)
57. **SOUND OF CHRISTMAS**—Al Hiatt, RCA Victor LPM 3417 (M); LSP 3417 (S)
58. **TO WISH YOU A MERRY CHRISTMAS**—Harry Belafonte/Millard Thomas, Frantz Cazzensk, RCA Victor LPM 2626 (M); LSP 2626 (S)
59. **MERRY CHRISTMAS**—Al Martino, Capitol T 2165 (M); ST 2165 (S)
60. **ANDY WILLIAMS CHRISTMAS ALBUM**—Columbia CL 2087 (M); CS 8887 (S)
61. **SILENT NIGHT**—Lawrence Welk, Dot DLP 3397 (M); DLP 25397 (S)
62. **JOY OF CHRISTMAS**—Mormon Tabernacle Choir/N. Y. Philharmonic, L. Bernstein, Columbia ML 5899 (M); MS 6499 (S)
63. **PERRY COMO SINGS MERRY CHRISTMAS MUSIC**—RCA Camden CAL 440 (M); CAS 440 (S)
64. **CHRISTMAS WITH EDDY ARNOLD**—RCA Victor LPM 2554 (M); LSU 2554 (S)

65. **MERRY CHRISTMAS FROM THE NEW CHRISTY MINSTRELS**—Columbia CL 2096 (M); CS 8896 (S)
66. **JIMMY ROSELLI: THE CHRISTMAS ALBUM**—United Artists UAL 3638 (M); UAS 6538 (S)
67. **MERRY CHRISTMAS CAROLS**—Robert Rheims Organ & Chimes, Rheims 6006 (M); ST 7706 (S)
68. **MANY MOODS OF CHRISTMAS**—Robert Shaw Chorale, RCA Victor LPM 2684 (M); LSC 2684
69. **CHRISTMAS ALBUM**—Virgil Fox, Command 11032 (M); S 11032 (S)
70. **MERRY CHRISTMAS**—Jackie Gleason, Capitol W 758 (M); DW 758 (S)
71. **A-CAROLING WE GO**—Fred Waring, Decca DL 4809 (M); DL 74809 (S)
72. **FOUR SEASONS CHRISTMAS ALBUM**—Philips PHM 200223 (M); MS 600223 (S)
73. **MY CHRISTMAS DREAM**—Sonny James, Capitol T 2589 (M); ST 2589 (S)
74. **MERRY—FROM LENA**—Lena Horne, United Artists UAL 3546 (M); UAS 6546 (S)
75. **CHRISTMAS COOKIN'**—Jimmy Smith, Verve V 8666 (M); V 68666 (S)
76. **LITTLEST ANGEL**—Loretta Young, Decca DL 8009 (M); DL 78009 (S)

## BEST SELLING CHRISTMAS SINGLES

1. **SLEEP IN HEAVENLY PEACE (Silent Night)**—Barbra Streisand, Columbia 43896
2. **THE LITTLE DRUMMER BOY**—Harry Simeone Chorale; 20th Century-Fox 429
3. **IF EVERYDAY WAS LIKE CHRISTMAS**—Elvis Presley, RCA Victor 8950
4. **MERRY CHRISTMAS BABY**—Charles Brown, Hollywood 1021
5. **THE CHRISTMAS SONG**—Nat King Cole, Capitol 3561
6. **PLEASE COME HOME FOR CHRISTMAS**—Charles Brown, King 5405
7. **WHITE CHRISTMAS**—Bing Crosby, Decca 23778
8. **SWEET LITTLE BABY BOY**—James Brown & His Famous Flames, King 6065
9. **JINGLE BELL ROCK**—Bobby Helms, Decca 30513
10. **LONESOME CHRISTMAS**—Lowell Fulson, Hollywood 1022
11. **BAREFOOT SANTA CLAUS**—Sonny James, Capitol 5733
12. **BLUE CHRISTMAS**—Elvis Presley, RCA Victor 0647
13. **ALL I WANT FOR CHRISTMAS IS YOU**—Carla Thomas, Stax 206
14. **ROCKIN' AROUND THE CHRISTMAS TREE**—Brenda Lee, Decca 30776
15. **SILVER BELLS**—Earl Grant, Decca 25703
16. **LITTLE DRUMMER BOY**—Joan Baez, Vanguard 35046
17. **WHITE CHRISTMAS**—Drifters, Atlantic 1048
18. **CHRISTMAS SONG**—James Brown & His Famous Flames, King 6064
19. **SILVER BELLS**—Al Martino, Capitol 5311
20. **JINGLE BELLS**—Booker T & the M.G.'s, Stax 203
21. **CHRISTMAS TEARS**—Freddie King, Federal 12439
22. **SILENT NIGHT**—Bing Crosby, Decca 23777
23. **WINTER WONDERLAND**—Ramsey Lewis, Cadet 5337
24. **SOME DAY AT CHRISTMAS**—Stevie Wonder, Tamla 54142
25. **RUDOLPH, THE RED-NOSED REINDEER**—David Seville & the Chipmunks, Liberty 55289
26. **TWINKLE TWINKLE**—Supremes, Motown 1085
27. **I'LL BE HOME FOR CHRISTMAS**—Brothers Four, Columbia 43919
28. **SILVER BELLS**—Bing Crosby, Decca 27229

## Cincy Season Ticket Sale Sets Record

CINCINNATI — The Cincinnati Symphony reports the largest season ticket sale in its 72-year history. According to manager Lloyd H. Haldeman, ticket sales for subscription concerts have increased 3.4 per cent over last year's record. The "Eight O'Clock Series" of six concerts shows a 44.5 per cent sales hike. A student increase of 32.8 per cent in the Young People's and Junior High series also was registered.

By the end of the year the orchestra will have performed 250 concerts, including 43 during its world tour, 14 on a tour in the New York City area, and 115 for students. The orchestra, which records for Decca Records, has a 46-week tour. The unit is slated for four Carnegie Hall appearances late in January with pianist Byron Janis featured on Jan. 16 and the Modern Jazz Quartet on Jan. 18.

Conductor Max Rudolf will lead the New York premiere of Wilfred Josephs' "Requiem" on Jan. 25. The Cincinnati will present the American premiere of the work here on Jan. 13. Guest artists during the season, which ends on May 20, include Isaac Stern, Lorin Hollander, Janis, the Modern Jazz Quartet, Claudio Arrau, Zino Francescatti, Henryk Szeryng, Mstislav Rostropovich, Roberta Peters



THE CHRISTMAS SPIRIT came to Las Vegas recently when the bright lights of Downtown Casino Center became brighter through the addition of Christmas lights and decorations. Here Western singer Judy Lynn helps Nancy Hicks, a second-grade student at Variety Crippled Children's School, pull the switch to turn on the illuminated decorations. In addition to emceeing the affair and introducing the local dignitaries present for the occasion, Judy and her eight-piece band provided a 45-minute musical program for the hundreds of people who lined the streets.

## U. S. A. Co. Moves

CHICAGO—U. S. A. Record Co., formerly located at 1448 S. Michigan Ave., has moved to 2131 S. Michigan—known as "record row." According to

and Cesare Valletti. Handel's "Messiah" and an Artur Schnabel recital are among the special non-subscription programs.

## Neal Bookings

MONONA GROVE, Wis.—Jack Barlow and Band, heard on Epic Records, have been set for the first anniversary celebration of the Mid-America Country Music Federation Saturday, (31) at Monona Grove Community Center.

Conway Twitty and the Lonely Blue Boys have been set for New Year's Eve at the Rivoli Lounge, Chicago, by the Neal office.

Stonewall Jackson and the Minute Men are taking a rest through the holiday season but face a busy 1967 according to manager Bob Neal. Eighteen tour dates are already scheduled for January, Neal says.

## Four Distributors Added by Airtown

RICHMOND, Ind.—Airtown Records this week announced the following new distributors: Musical Sales, Baltimore; Best Gold, Buffalo; Choice, Kansas City, and Davis, Denver. This brings the label's number of distributors to 29. Tommy Wills, AR president, said he is negotiating with EMI on foreign rights.

the firm's Jim Golden, the new location offers the advantages of improved location and enlarged space. U. S. A. currently has a hit with the Buckinghams, a local group. It's a single called, "Kind of a Drug."

## COUNTRY PROFILE



KENNY PRICE  
Boone Records

Kenny Price is the big fellow on Avco Broadcasting's color syndicated television series, "Midwestern Hayride." His face is familiar in more than 55 markets where the show is seen, and his voice is known to thousands more as a result of his recent hit, "Walkin' On New Grass," which brought a fresh sound to country music. "Happy Tracks," just out, is Kenny's latest, and both he and Bobby Bobo, whose Boone Records released the disks, are confident it will even do better than "Walkin'."

Kenny's talent is as big as his size, currently a hefty 280 pounds. He has been a regular member of the "Hayride" cast 13 years, most of that time as one of the Hometowners, vocal-instrumental group. Besides

singing, Kenny plays the guitar, drums, bass, banjo, and most string instruments.

Although "Hayride" takes up only two days of Kenny's week, scores of other projects keep him busy the rest of the time. There are numerous personal appearances, he writes songs, and in spare hours, for his special buddies, he becomes the friendly family auto mechanic—just for fun and relaxation!

Kenny grew up in Northern Kentucky, not far from where he, his wife Donna, and three children reside today. He joined the Armed Forces in 1952, and while serving with the combat engineers in Korea, he had a chance to appear in the Horace Heidt USO shows. It was the incentive needed to spur him into making the switch from farm tractors to television. Kenny joined WLW radio and television in 1954, and his rustic charm, good humor and undeniable talent immediately won him a permanent place in the hearts of WLW viewers and listeners.

"Walkin' On New Grass" and "Happy Tracks," were written by Ray Pennington, but Kenny himself has done quite well as a composer. His "Goin' in Trainin'," for instance, was recorded by Hank Cochran and arranged by Chet Atkins. Tex Williams recorded his "Big Tennessee" and "Another Day and a Dollar in the Hole."

# TOP RECORDS OF 1966

All listings are based on chart positions for the year through Dec. 10 and do not necessarily reflect total sales. Exceptions are the Top LP list, which is based on total sales at retail for the Jan. 1-Oct. 8 period, and the classical list, based on April 9-Dec. 10 chart positions.

## TOP SINGLES

Pos.	TITLE—Artist (Label)
1.	CALIFORNIA DREAMIN'—Mama's and the Papa's (Dunhill)
2.	96 TEARS—? (Question Mark) & the Mysterians (Cameo)
3.	WHAT BECOMES OF THE BROKENHEARTED—Jimmy Ruffin (Soul)
4.	LAST TRAIN TO CLARKSVILLE—Monkees (Colgems)
5.	REACH OUT, I'LL BE THERE—Four Tops (Motown)
6.	THOSE BOOTS ARE MADE FOR WALKIN'—Nancy Sinatra (Reprise)
7.	CHERISH—Association (Valiant)
8.	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)
9.	KICKS—Paul Revere & the Raiders (Columbia)
10.	THE BALLAD OF THE GREEN BERETS—S/Sgt. Barry Sadler (RCA Victor)
11.	GOOD LOVIN'—Young Rascals (Atlantic)
12.	(YOU'RE MY) SOUL AND INSPIRATION—Righteous Brothers (Verve)
13.	YOU CAN'T HURRY LOVE—Supremes (Motown)
14.	SUNNY—Bobby Hebb (Philips)
15.	SEE YOU IN SEPTEMBER—Happenings (B. T. Puppy)
16.	L'IL RED RIDING HOOD—Sam the Sham & the Pharaohs (MGM)
17.	LIGHTNIN' STRIKES—Lou Christie (MGM)
18.	POOR SIDE OF TOWN—Johnny Rivers (Imperial)
19.	WORKING IN THE COAL MINE—Lee Dorsey (Amy)
20.	A GROOVY KIND OF LOVE—Mindbenders (Fontana)
21.	YOU DON'T HAVE TO SAY YOU LOVE ME—Dusty Springfield (Philips)
22.	SUNSHINE SUPERMAN—Donovan (Epic)
23.	BORN A WOMAN—Sandy Posey (MGM)
24.	MONDAY, MONDAY—Mama's and the Papa's (Dunhill)
25.	RED RUBBER BALL—Cyrkle (Columbia)
26.	BORN FREE—Roger Williams (Kapp)
27.	WALK AWAY RENEE—Left Banke (Smash)
28.	COOL JERK—Capitols (Karen)
29.	B-A-B-Y—Carla Thomas (Stax)
30.	NANKY PANKY—Tommy James & the Shondells (Roulette)
31.	WHEN A MAN LOVES A WOMAN—Percy Sledge (Atlantic)
32.	TIME WON'T LET ME—Outsiders (Capitol)
33.	BUS STOP—Hollies (Imperial)
34.	PAINT IT, BLACK—Rolling Stones (London)
35.	SUMMER IN THE CITY—Lovin' Spoonful (Kama Sutra)
36.	I'M SO LONESOME I COULD CRY—B. J. Thomas & the Triumphs (Scepter)
37.	MY LOVE—Petula Clark (Warner Bros.)
38.	DAYDREAM—Lovin' Spoonful (Kama Sutra)
39.	AIN'T TOO PROUD TO BEG—Temptations (Gordy)
40.	WILD THING—Troggs (Atco/Fontana)
41.	ELUSIVE BUTTERFLY—Bob Lind (World-Pacific)
42.	I AM A ROCK—Simon & Garfunkel (Columbia)
43.	DIRTY WATER—Stondells (Tower)
44.	HOORAY FOR HAZEL—Tommy Roe (ABC)
45.	CRYING TIME—Ray Charles (ABC)
46.	SWEET PEA—Tommy Roe (ABC)
47.	SECRET AGENT MAN—Johnny Rivers (Imperial)
48.	DID YOU EVER HAVE TO MAKE UP YOUR MIND?—Lovin' Spoonful (Kama Sutra)
49.	WE CAN WORK IT OUT—Beatles (Capitol)
50.	HOMEWARD BOUND—Simon & Garfunkel (Columbia)
51.	UP TIGHT—Stevie Wonder (Tamla)
52.	BANG BANG—Cher (Imperial)
53.	SLOOP JOHN B—Beach Boys (Capitol)
54.	19TH NERVOUS BREAKDOWN—Rolling Stones (London)
55.	WIPE OUT—Surfaris (Dot)
56.	PSYCHOTIC REACTION—Count Five (Double Shot)
57.	PAPERBACK WRITER—Beatles (Capitol)
58.	BEAUTY IS ONLY SKIN DEEP—Temptations (Gordy)
59.	NO MATTER WHAT SHAPE (YOUR STOMACH'S IN)—T. Bones (Liberty)
60.	BAREFOOTIN'—Robert Parker (Nola)
61.	JUST LIKE ME—Paul Revere & the Raiders (Columbia)
62.	LOVE MAKES THE WORLD GO ROUND—Deon Jackson (Carla)
63.	THE PIED PIPER—Crispian St. Peters (Jamie)
64.	SOMEWHERE MY LOVE—Ray Conniff & the Singers (Columbia)
65.	ALMOST PERSUADED—David Houston (Epic)
66.	IF I WERE A CARPENTER—Bobby Darin (Atlantic)
67.	DON'T MESS WITH BILL—Marvelettes (Tamla)
68.	CHERRY, CHERRY—Neil Diamond (Bang)
69.	MESSAGE TO MICHAEL—Dionne Warwick (Scepter)
70.	LOVE IS A HURTIN' THING—Lou Rawls (Capitol)
71.	GLORIA—Shadows of Knight (Dunwich)
72.	MY WORLD IS EMPTY WITHOUT YOU—Supremes (Motown)
73.	BARBARA ANN—Beach Boys (Capitol)
74.	RAINY DAY WOMEN #12 & 35—Bob Dylan (Columbia)
75.	GUANTANAMERA—Sandpipers (A&M)
76.	I'M YOUR PUPPET—James & Bobby Purify (Bell)
77.	LAND OF 1000 DANCES—Wilson Pickett (Atlantic)
78.	OH HOW HAPPY—Shades of Blue (Impact)
79.	WOMAN—Peter & Gordon (Capitol)
80.	YOU BABY—Turtles (White Whale)
81.	SWEET TALKIN' GUY—Chiffons (Laurie)
82.	FIVE O'CLOCK WORLD—Vagues (Co & Ce)
83.	BLACK IS BLACK—Los Bravos (Press)
84.	NOWHERE MAN—Beatles (Capitol)
85.	DANDY—Herman's Hermits (MGM)
86.	BABY SCRATCH MY BACK—Slim Harpo (Excelllo)
87.	SHE'S JUST MY STYLE—Gary Lewis & the Playboys (Liberty)
88.	THE MORE I SEE YOU—Chris Montez (A&M)
89.	I FOUGHT THE LAW—Bobby Fuller 4 (Mustang)
90.	YELLOW SUBMARINE—Beatles (Capitol)
91.	HUNGRY—Paul Revere & the Raiders (Columbia)
92.	ZORBA THE GREEK—Herb Alpert & the Tijuana Brass (A&M)
93.	SHAPES OF THINGS—Yardbirds (Epic)
94.	ALONG COMES MARY—Association (Valiant)
95.	634-5789—Wilson Pickett (Atlantic)
96.	DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY—Milt Ryder & the Detroit Wheels (New Voice)
97.	WOULDN'T IT BE NICE—Beach Boys (Capitol)
98.	THIS OLD HEART OF MINE—Isley Brothers (Tamla)
99.	GREEN GRASS—Gary Lewis & the Playboys (Liberty)
100.	A WELL RESPECTED MAN—Kinks (Reprise)

## TOP LP's

Pos.	TITLE—Artist (Label)
1.	WHIPPED CREAM & OTHER DELIGHTS—Herb Alpert & the Tijuana Brass (A&M)
2.	SOUND OF MUSIC—Soundtrack (RCA Victor)
3.	GOING PLACES—Herb Alpert & the Tijuana Brass (A&M)
4.	RUBBER SOUL—Beatles (Capitol)
5.	WHAT NOW MY LOVE—Herb Alpert & the Tijuana Brass (A&M)
6.	IF YOU BELIEVE YOUR EYES & EARS—Mama's & Papa's (Dunhill)
7.	DR. ZHIVAGO—Soundtrack (MGM)
8.	REVOLVER—Beatles (Capitol)
9.	COLOR ME BARBRA—Barbra Streisand (Columbia)
10.	BALLADS OF THE GREEN BERETS—S/Sgt. Barry Sadler (RCA Victor)
11.	SOUTH OF THE BORDER—Herb Alpert & the Tijuana Brass (A&M)
12.	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)
13.	BEST OF THE ANIMALS—(MGM)
14.	LONELY BULL—Herb Alpert & the Tijuana Brass (A&M)
15.	BIG HITS—Rolling Stones (London)
16.	SEPTEMBER OF MY YEARS—Frank Sinatra (Reprise)
17.	YESTERDAY & TODAY—Beatles (Capitol)
18.	FIDDLER ON THE ROOF—Original Cast (RCA Victor)
19.	MY FAIR LADY—Soundtrack (Columbia)
20.	MAN OF LA MANCHA—Original Cast (Kapp)
21.	BEST OF HERMAN'S HERMITS—(MGM)
22.	MAME—Original Cast (Columbia)
23.	LOU RAWLS LIVE—(Capitol)
24.	AFTERMATH—Rolling Stones (London)
25.	WONDERFULNESS—Bill Cosby (Warner Bros.)
26.	BOOTS—Nancy Sinatra (Reprise)
27.	HELP—Soundtrack (Capitol)
28.	THE SHADOW OF YOUR SMILE—Andy Williams (Columbia)
29.	GOLDEN HITS—Roger Miller (Smash)
30.	SPANISH EYES—Al Martino (Capitol)
31.	WHY IS THERE AIR—Bill Cosby (Warner Bros.)
32.	MY NAME IS BARBRA TWO—Barbra Streisand (Columbia)
33.	SOMEWHERE MY LOVE—Ray Conniff (Columbia)
34.	TURN, TURN, TURN—Bryds (Columbia)
35.	JUST LIKE ME—Paul Revere & the Raiders (Columbia)
36.	A MAN AND HIS MUSIC—Frank Sinatra (Reprise)
37.	MY WORLD—Eddy Arnold (RCA Victor)
38.	ZORBA THE GREEK—Soundtrack (20th Century-Fox)
39.	MARY POPPINS—Soundtrack (Vista)
40.	MY NAME IS BARBRA—Barbra Streisand (Columbia)
41.	GOLD VAULT OF HITS—Four Seasons (Philips)
42.	THAT WAS THE YEAR THAT WAS—Tom Lehrer (Reprise)
43.	PET SOUNDS—Beach Boys (Capitol)
44.	THE SHADOW OF YOUR SMILE—Johnny Mathis (Mercury)
45.	HELLO DOLLY—Original Cast (RCA Victor)
46.	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?—(Warner Bros.)
47.	DAVE CLARK FIVE'S GREATEST HITS—(Epic)
48.	MY CHERIE—Al Martino (Capitol)
49.	DECEMBER'S CHILDREN—Rolling Stones (London)
50.	SOUNDS OF SILENCE—Simon & Garfunkel (Columbia)
51.	MANTOVANI MAGIC—(London)
52.	OUT OF OUR HEADS—Rolling Stones (London)
53.	HERE I AM—Dionne Warwick (Scepter)
54.	TIJUANA BRASS 2—Herb Alpert & the Tijuana Brass (A&M)
55.	PEOPLE—Barbra Streisand (Columbia)
56.	THUNDERBALL—Soundtrack (United Artists)
57.	SWEET CHARITY—Original Cast (Columbia)
58.	THE SUPREMES LIVE AT THE COPA—(Motown)
59.	ON BROADWAY—Robert Goulet (Columbia)
60.	SOUL AND INSPIRATION—Righteous Brothers (Verve)
61.	BRINGING IT ALL BACK HOME—Bob Dylan (Columbia)
62.	SUPREMES A GO-GO—(Motown)
63.	LOOK AT US—Sonny & Cher (Atco)
64.	CRYING TIME—Ray Charles (ABC)
65.	SOMEWHERE THERE'S A SOMEONE—Dean Martin (Reprise)
66.	I WANT TO GO WITH YOU—Eddy Arnold (RCA Victor)
67.	BEST OF THE BEACH BOYS—(Capitol)
68.	SINATRA '65—Frank Sinatra (Reprise)
69.	WHERE THE ACTION IS—Ventures (Dolton)
70.	MUSIC—A PART OF ME—David McCallum (Capitol)
71.	THE VENTURES A GO-GO—(Dolton)
72.	I STARTED OUT AS A CHILD—Bill Cosby (Warner Bros.)
73.	BLONDE ON BLONDE—Bob Dylan (Columbia)
74.	OPENING NIGHTS AT THE MET—Various Artists (RCA Victor)
75.	CHOICE—John Gary (RCA Victor)
76.	THE YOUNG RASCALS—(Atlantic)
77.	THE IMPOSSIBLE DREAM—Jack Jones (Kapp)
78.	MIDNIGHT RIDE—Paul Revere & the Raiders (Columbia)
79.	HOUSTON—Dean Martin (Reprise)
80.	I HEAR A SYMPHONY—Supremes (Motown)
81.	WHERE DID OUR LOVE GO—Supremes (Motown)
82.	SINATRA AT THE SANDS—Frank Sinatra & Count Basie (Reprise)
83.	GETTIN' READY—Temptations (Gordy)
84.	BEACH BOYS PARTY—(Capitol)
85.	DAY DREAM—Lovin' Spoonful (Kama Sutra)
86.	I'LL REMEMBER YOU—Roger Williams (Kapp)
87.	OUR HERO—Pat Cooper (United Artists)
88.	BATMAN THEME—Markets (Warner Bros.)
89.	TEMPTIN' TEMPTATIONS—(Gordy)
90.	WEDNESDAY MORNING 3 A.M.—Simon & Garfunkel (Columbia)
91.	DON'T GO TO STRANGERS—Eydie Gorme (Columbia)
92.	IN CROWD—Ramsey Lewis Trio (Cadet)
93.	MRS. MILLER'S GREATEST HITS—(Capitol)
94.	BEST OF THE RIGHTEOUS BROTHERS—(Moonglow)
95.	HANG ON RAMSEY—Ramsey Lewis Trio (Cadet)
96.	MOVIE SONG ALBUM—Tony Bennett (Columbia)
97.	KINKS KINGDOM—(Reprise)
98.	HOW GREAT THOU ART—Kate Smith (RCA Victor)
99.	WHEN YOU'RE IN LOVE THE WHOLE WORLD IS JEWISH—Various Artists (Kapp)
100.	ON A CLEAR DAY YOU CAN SEE FOREVER—Original Cast (RCA Victor)

## TOP R&B SINGLES

Pos.	TITLE—Artist (Label)
1.	HOLD ON! I'M COMIN'—Sam & Dave (Stax)
2.	COOL JERK—Capitols (Karen)
3.	BABY SCRATCH MY BACK—Slim Harpo (Excelllo)
4.	AIN'T TOO PROUD TO BEG—Temptations (Gordy)
5.	BAREFOOTIN'—Robert Parker (Nola)
6.	634-5789—Wilson Pickett (Atlantic)
7.	UP TIGHT—Stevie Wonder (Tamla)
8.	WHEN A MAN LOVES A WOMAN—Percy Sledge (Atlantic)
9.	WHAT BECOMES OF THE BROKENHEARTED—Jimmy Ruffin (Soul)
10.	BEAUTY IS ONLY SKIN DEEP—Temptations (Gordy)
11.	LOVE MAKES THE WORLD GO ROUND—Deon Jackson (Carla)
12.	KNOCK ON WOOD—Eddie Floyd (Stax)
13.	LOVE IS A HURTIN' THING—Lou Rawls (Capitol)
14.	OPEN THE DOOR TO YOUR HEART—Darrell Banks (Revilot)
15.	DON'T MESS WITH BILL—Marvelettes (Tamla)
16.	I LOVE YOU 1000 TIMES—Platters (Musicor)
17.	SUNNY—Bobby Hebb (Philips)
18.	WADE IN THE WATER—Ramsey Lewis (Cadet)
19.	(I'M A) ROAD RUNNER—Jr. Walker & the All Stars (Soul)
20.	GOING TO A GO-GO—Miracles (Tamla)
21.	REACH OUT, I'LL BE THERE—Four Tops (Motown)
22.	LET'S GO GET STONED—Ray Charles (ABC)
23.	THE DUCK—Jackie Lee (Mirwood)
24.	YOU CAN'T HURRY LOVE—Supremes (Motown)
25.	B-A-B-Y—Carla Thomas (Stax)
26.	GET READY—Temptations (Gordy)
27.	HOW SWEET IT IS (To Be Loved by You)—Jr. Walker & the All Stars (Soul)
28.	I'M TOO FAR GONE (To Turn Around)—Bobby Bland (Duke)
29.	SEARCHING FOR MY LOVE—Bobby Moore & the Rhythm Aces (Checker)
30.	BLOWIN' IN THE WIND—Stevie Wonder (Tamla)
31.	I'LL LOVE YOU FOREVER—Holidays (Golden World)
32.	SHE BLEW A GOOD THING—Poets (Symbol)
33.	MY BABY LOVES ME—Mahtra & the Vandellas (Gordy)
34.	LET ME BE GOOD TO YOU—Carla Thomas (Stax)
35.	IT'S A MAN'S, MAN'S, MAN'S WORLD—James Brown (King)
36.	THIS OLD HEART OF MINE—Isley Brothers (Tamla)
37.	A SWEET WOMAN LIKE YOU—Joe Tex (Dial)
38.	I WANT TO BE WITH YOU—Dee Dee Warwick (Mercury)
39.	YOU DON'T KNOW LIKE I KNOW—Sam & Dave (Stax)
40.	LAND OF 1,000 DANCES—Wilson Pickett (Atlantic)
41.	DARLING BABY—Elgins (V.I.P.)
42.	WANG DANG DOODLE—KoKo Taylor (Checker)
43.	BUT IT'S ALRIGHT—J. J. Jackson (Carla)
44.	THE LOVE YOU SAVE—Joe Tex (Dial)
45.	CRYING TIME—Ray Charles (ABC)
46.	SATISFACTION—Otis Redding (Volt)
47.	NEIGHBOR, NEIGHBOR—Jimmy Hughes (Fame)
48.	WARM AND TENDER LOVE—Percy Sledge (Atlantic)
49.	I'M YOUR PUPPET—James & Bobby Purify (Bell)
50.	ONE MORE HEARTACHE—Marvin Gaye (Tamla)
51.	GOOD TIME CHARLIE—Bobby Bland (Duke)
52.	THAT'S ENOUGH—Roscoe Robinson (Wand)
53.	I WANT SOMEONE—Mad Lads (Volt)
54.	HEAVEN MUST HAVE SENT YOU—Elgins (V.I.P.)
55.	NOTHING'S TOO GOOD FOR MY BABY—Stevie Wonder (Tamla)
56.	I GOT YOU (I FEEL GOOD)—James Brown (King)
57.	DEAR LOVER—Mary Wells (Atco)
58.	STOP HER ON SIGHT (S. O. S.)—Edwin Starr (Ric-Tic)
59.	WHISPERS—Jackie Wilson (Brunswick)
60.	SUMMERTIME—Billy Stewart (Chess)
61.	CAN'T SATISFY—Impressions (ABC)
62.	WORKING IN THE COAL MINE—Lee Dorsey (Amy)
63.	AIN'T THAT A GROOVE—James Brown & the Famous Flames (King)
64.	GET OUT OF MY LIFE, WOMAN—Lee Dorsey (Amy)
65.	AIN'T NOBODY HOME—Howard Tate (Verve)
66.	RAINBOW '65—Gene Chandler (Constellation)
67.	THIS CAN'T BE TRUE—Eddie Holman (Parkway)
68.	YOUR GOOD THING (Is About to End)—Mabel John (Stax)
69.	DAY TRIPPER—Vantastics (St. Lawrence)
70.	DON'T BE A DROPOUT—James Brown (King)
71.	MY ANSWER—Jimmy McCracklin (Imperial)
72.	HE'LL BE BACK—Players (Minit)
73.	LOVE IS LIKE AN ITCHING IN MY HEART—Supremes (Motown)
74.	MY LOVER'S PRAYER—Otis Redding (Volt)
75.	TEENAGER'S PRAYER—Joe Simon (Sound Stage 7)
76.	SHAKE ME, WAKE ME (When It's Over)—Four Tops (Motown)
77.	MESSAGE TO MICHAEL—Dionne Warwick (Scepter)
78.	HOLE IN THE WALL—Packers (Pure Soul)
79.	MICHAEL—C. O. D.'s (Kellmac)
80.	FA-FA-FA-FA—Otis Redding (Volt)
81.	PHILLY FREEZE—Alvin Cash & the Registers (Mar-V-Lus)
82.	YOU'VE GOT MY MIND MESSED UP—James Carr (Goldwax)
83.	DON'T ANSWER THE DOOR—B. B. King (ABC)
84.	BLACK NIGHT—Lowell Fulson (Kent)
85.	SAID I WASN'T GONNA TELL NOBODY—Sam & Dave (Stax)
86.	I'LL TAKE GOOD CARE OF YOU—Garnet Mimms (United Artists)
87.	MY WORLD IS EMPTY WITHOUT YOU—Supremes (Motown)
88.	I GOT TO LOVE SOMEBODY'S BABY—Johnnie Taylor (Stax)
89.	S. Y. S. L. J. F. M. (The Letter Song)—Joe Tex (Dial)
90.	STAND IN FOR LOVE—O'Jays (Imperial)
91.	DON'T FIGHT IT—Wilson Pickett (Atlantic)
92.	MONEY WON'T CHANGE YOU—James Brown & the Famous Flames (King)
93.	I BELIEVE I'M GONNA MAKE IT—Joe Tex (Dial)
94.	TAKE THIS HEART OF MINE—Marvin Gaye (Tamla)
95.	(You're My) SOUL AND INSPIRATION—Righteous Brothers (Verve)
96.	SOMETHING I WANT TO TELL YOU—Johnny & the Expressions (Josie)
97.	MISTY—Groove Holmes (Prestige)
98.	POVERTY—Bobby Bland (Duke)
99.	SHARING YOU—Mitty Collier (Chess)
100.	YOU WAITED TOO LONG—Five Star Steps (Windy C)

DECEMBER 24, 1966, BILLBOARD

# TOP R&B ALBUMS

Pos. TITLE-Artist (Label)

1. LOU RAWLS LIVE!-(Capitol)
2. TEMPTIN' TEMPTATIONS-(Gordy)
3. GETTIN' READY-Temptations (Gordy)
4. CRYING TIME-Ray Charles (ABC)
5. UP TIGHT-Stevie Wonder (Tamla)
6. SOUL ALBUM-Otis Redding (Volt)
7. THE MIRACLES GOING TO A GO-GO (Tamla)
8. LOU RAWLS SOULIN'-(Capitol)
9. THE EXCITING WILSON PICKETT-(Atlantic)
10. ON TOP-Four Tops (Motown)
11. GOT MY MOJO WORKING-Jimmy Smith (Verve)
12. SOUL MESSAGE-Richard (Groove) Holmes (Prestige)
13. WADE IN THE WATER-Ramsey Lewis (Cadet)
14. SUPREMES' A GO-GO-(Motown)
15. TEQUILA-Wes Montgomery (Verve)
16. HOLD ON! I'M COMIN'-Sam & Dave (Stax)
17. TENDER LOVING CARE-Nancy Wilson (Capitol)
18. ROAD RUNNER-Jr. Walker & the All Stars (Soul)
19. GOIN' OUT OF MY HEAD-Wes Montgomery (Verve)
20. A TOUCH OF TODAY-Nancy Wilson (Capitol)
21. I HEAR A SYMPHONY-Supremes (Motown)
22. GOTTA TRAVEL ON-Ray Bryant Trio (Cadet)
23. THE SUPREMES LIVE AT THE COPA-(Motown)
24. THE FOUR TOPS SECOND ALBUM-(Motown)
25. GENE CHANDLER LIVE ON STAGE IN '65-(Constellation)
26. I GOT YOU (I Feel Good)-James Brown (King)
27. A CHANGE IS GONNA COME-Brother Jack McDuff (Atlantic)
28. WHEN A MAN LOVES A WOMAN-Percy Sledge (Atlantic)
29. HANG ON RAMSEY!-Ramsey Lewis Trio (Cadet)
30. UNBELIEVABLE-Billy Stewart (Chess)
31. RIDIN' HIGH-Impressions (ABC)
32. HERE I AM-Dionne Warwick (Scepter)
33. RAY MOODS-Ray Charles, His Ork & Chorus (ABC)
34. SOUL BROTHERS #1-James Brown (King)
35. MARTHA AND THE VANDELLAS GREATEST HITS-(Gordy)
36. THE LOVE YOU SAVE-Joe Tex (Atlantic)
37. DIONNE WARWICK IN PARIS-(Scepter)
38. THE MOODS OF MARVIN GAYE-(Tamla)
39. LIVING SOUL-Richard (Groove) Holmes (Prestige)
40. WILD IS THE WIND-Nina Simone (Philips)
41. THE MARVELETTES GREATEST HITS-(Tamla)
42. THE PRIME OF MY LIFE-Billy Eckstine (Motown)
43. C A R L A-Carla Thomas (Stax)
44. I LOVE YOU 1000 TIMES-Platters (Musicor)
45. HOOCHIE COOCHIE MAN-Jimmy Smith (Verve)
46. THE NEW BOSS-Joe Tex (Atlantic)
47. JAMES BROWN PLAYS JAMES BROWN TODAY AND YESTERDAY-(Smash)
48. THE "NEW" LOOK-Fantella Bass (Checker)
49. PAPA'S GOT A BRAND NEW BAG-James Brown (King)
50. SOUL SESSION-Jr. Walker & the All Stars (Soul)

Pos. TITLE-Artist (Label)

76. IT'S ALL OVER-Kitty Wells (Decca)
77. ENGLAND SWINGS-Roger Miller (Smash)
78. GIDDYUP GO-ANSWER-Minnie Pearl (Starday)
79. A BORN LOSER-Dan Gibson (RCA Victor)
80. RAINBOWS AND ROSES-Roy Drusky (Mercury)
81. A WOMAN HALF MY AGE-Kitty Wells (Decca)
82. VIET NAM BLUES-Dave Dudley (Mercury)
83. TAKE ME-George Jones (Musicor)
84. CATCH A LITTLE RAINDROP-Claude King (Columbia)
85. I'VE CRIED A MILE-Hank Snow (RCA Victor)
86. I'D JUST BE FOOL ENOUGH-Browns (RCA Victor)
87. BAD SEEDS-Jan Howard (Decca)
88. I JUST CAME TO SMELL THE FLOWERS-Porter Wagoner (RCA Victor)
89. BABY AIN'T THAT FINE-Gene Pitney & Melba Montgomery (Musicor)
90. COUNT ME OUT-Marty Robbins (Columbia)
91. WOMEN DO FUNNY THINGS TO ME-Del Reeves (United Artists)
92. TOUCH MY HEART-Ray Price (Columbia)
93. DON'T YOU EVER GET TIRED OF HURTING ME-Ray Price (Columbia)
94. LONG TIME GONE-Dave Dudley (Mercury)
95. SOMEBODY LIKE ME-Eddy Arnold (RCA Victor)
96. DAY FOR DECISION-Johnny Sea (Warner Bros.)
97. I'M A NUT-Leroy Pullins (Kapp)
98. THE TWELFTH OF NEVER-Slim Whitman (Imperial)
99. I HEAR LITTLE ROCK CALLING-Ferlin Husky (Capitol)
100. GUESS MY EYES WERE BIGGER THAN MY HEART-Conway Twitty (Decca)

# TOP COUNTRY ALBUMS

1. MY WORLO-Eddy Arnold (RCA Victor)
2. ROLL OUT THE RED CARPET FOR BUCK OWENS AND HIS BUCKAROOS (Capitol)
3. I WANT TO GO WITH YOU-Eddy Arnold (RCA Victor)
4. BEHIND THE TEAR-Sonny James (Capitol)
5. DISTANT DRUMS-Jim Reeves (RCA Victor)
6. ROGER MILLER/GOLDEN HITS-(Smash)
7. I LIKE 'EM COUNTRY-Loretta Lynn (Decca)
8. CUTE 'N' FANCY-Connie Smith (RCA Victor)
9. THE OTHER WOMAN-Ray Price (Columbia)
10. THE LAST WORD IN LONESOME-Eddy Arnold (RCA Victor)
11. DUST ON MOTHER'S BIBLE-Buck Owens & His Buckaroos (Capitol)
12. THE COUNTRY TOUCH-Warner Mack (Decca)
13. CARNEGIE HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS (Capitol)
14. ALMOST PERSUADED-David Houston (Epic)
15. I LOVE YOU DROPS-Bill Anderson (Decca)
16. MISS SMITH GOES TO NASHVILLE-Connie Smith (RCA Victor)
17. PRETTY MISS NORMA JEAN-RCA Victor
18. SUFFER TIME-Dottie West (RCA Victor)
19. I'M A PEOPLE-George Jones (Musicor)
20. FOLK-COUNTRY-Waylon Jennings (RCA Victor)
21. GIDDYUP GO-Red Sovine (Starday)
22. TRUE LOVE'S A BLESSING-Sonny James (Capitol)
23. DON'T TOUCH ME-Wilma Burgess (Decca)
24. HELLO VIETNAM-Johnny Wright (Decca)
25. MEAN AS HELL-Johnny Cash (Columbia)
26. ANOTHER BRIDGE TO BURN-Ray Price (Columbia)
27. YOU AIN'T WOMAN ENOUGH-Loretta Lynn (Decca)
28. HYMNS-Loretta Lynn (Decca)
29. MANY HAPPY HANGOVERS TO YOU-Jean Shepard (Capitol)
30. DOTTIE WEST SINGS-(RCA Victor)
31. TILL THE LAST LEAF SHALL FALL-Sonny James (Capitol)
32. BRIGHT LIGHTS AND COUNTRY MUSIC-Bill Anderson (Decca)
33. JUST BETWEEN THE TWO OF US-Bonnie Owens & Merle Haggard (Capitol)
34. BEFORE YOU GO/NO ONE BUT YOU-Buck Owens (Capitol)
35. BEST OF JIM REEVES, VOL. II-(RCA Victor)
36. EVERYBODY LOVES A NUT-Johnny Cash (Columbia)
37. THE DRIFTER-Marty Robbins (Columbia)
38. LET'S GO COUNTRY-Wilburn Brothers (Decca)
39. EVIL ON YOUR MIND-Jan Howard (Decca)
40. BALLADS OF THE GREEN BERETS-S/Sgt. Barry Sadler (RCA Victor)
41. TALK ME SOME SENSE-Bobby Bare (RCA Victor)
42. CHET ATKINS PICKS ON THE BEATLES-(RCA Victor)
43. THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROOS-(Capitol)
44. DON GIBSON WITH SPANISH GUITARS-(RCA Victor)
45. STEEL RAIL BLUES-George Hamilton IV (RCA Victor)
46. ALONE WITH YOU-Jim Edward Brown (RCA Victor)
47. COUNTRY FAVORITES-WILLIE NELSON STYLE-(RCA Victor)
48. PUT IT OFF UNTIL TOMORROW-Bill Phillips (Decca)
49. THE MANY MOODS OF CHARLIE LOUVIN-Kitty wells (Decca)

# TOP CLASSICAL ALBUMS

1. MY FAVORITE CHOPIN-Van Cliburn (RCA Victor)
2. CHOPIN WALTZES-Artur Schnabel (RCA Victor)
3. MAHLER: SYMPHONY NO. 10 (2-12" LP's)-Philadelphia Orch. (Ormandy) (Columbia)
4. BERNSTEIN CONDUCTS IVES-New York Philharmonic Orch. (Bernstein) (Columbia)
5. IVES: SYMPHONY NO. 4-American Symphony Orch. (Stokowski) (Columbia)
6. HOROWITZ AT CARNEGIE HALL-AN HISTORIC RETURN (2-12" LP's)-Vladimir Horowitz (Columbia)
7. MAHLER: SYMPHONY NO. 4 IN G-Cleveland Orch. (Szell) (Columbia)
8. MAHLER: SYMPHONY NO. 6-Boston Symphony (Leinsdorf) (RCA Victor)
9. IVES: SYMPHONY NO. 1-Chicago Symphony Orch. (Gould) (RCA Victor)
10. PRESENTING MONTERRAT CABALLE-(RCA Victor)
11. GERSHWIN: RHAPSODY IN BLUE-New York Philharmonic Orch. (Bernstein) (Columbia)
12. ARTUR RUBINSTEIN/CHOPIN-(RCA Victor)
13. VERDI: DON CARLOS (4-12" LP's)-Renata Tebaldi, Grace Bumbry (London)
14. HOLIDAY FOR STRINGS-Boston Pops (Fiedler) (RCA Victor)
15. ORFF: CARMINA BURANA-New Philharmonia Orch. (DeBurgas) (Angel)
16. BAROQUE GUITAR-Julian Bream (RCA Victor)
17. ZARZUELA ARIAS-Montserrat Caballe (RCA Victor)
18. MAHLER: SYMPHONY NO. 7 (2-12" LP's)-New York Philharmonic (Bernstein) (Columbia)
19. BLESS THIS HOUSE-Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy) (Columbia)
20. BRAHMS: THE LIEBESLIEDER WALTZES-Robert Shaw Chorale (RCA Victor)
21. BACH ON THE PEDAL HARPSICHORD-E. Power Biggs (Columbia)
22. BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP's)-Elizabeth Schrawzkopf, Dietrich Fischer-Dieskau & Grace Moore (Angel)
23. VERDI: NABUCCO (3-12" LP's)-Elena Suliotis, Tito Gobbi & Various Artists/Vienna Opera Orch. (Gardelli) (London)
24. RODRIGO: CONCIERTO DE ARANJUEZ/TEDESCO: CONCIERTO IN D-John Williams (Columbia)
25. NIELSEN: SYMPHONY NO. 3-Royal Danish Orch. (Bernstein) (Columbia)
26. OPENING NIGHTS AT THE MET-Variety Artists (RCA Victor)
27. PURCELL: MUSIC FOR THE THEATRE-Bath Festival Orch. (Menuhin) (Angel)
28. BIZET: CARMEN (3-12" LP's)-Maria Callas, Nicolai Gedda & Various Artists (Angel)
29. PUCCINI: LA BOHEME (2-12" LP's)-Mirella Freni, Nicolai Gedda & Various Artists (Angel)
30. TCHAIKOVSKY: CONCIERTO NO. 1-Van Cliburn (RCA Victor)
31. RODGERS: VICTORY AT SEA, VOL. 1-RCA Victor Symphony Orch. (Bennett) (RCA Victor)
32. PIANO MUSIC OF RACHMANINOFF-Philippe Entremont/N. Y. Philharmonic (Bernstein) (Columbia)
33. TCHAIKOVSKY: OVERTURE 1812-Minneapolis Symphony Orch. (Dorati) (Mercury)

Pos. TITLE-Artist (Label)

34. MUSSORGSKY-STOKOWSKI: PICTURES AT AN EXHIBITION-New Philharmonia Orch. (Stokowski) (London)
35. PUCCINI: TURANDOT (3-12" LP's)-Birgit Nilsson, Franco Corelli & Various Artists (Angel)
36. BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)-Berlin Philharmonic Orch. (von Karajan) (DGG)
37. E. POWER BIGGS PLAYS MOZART-MUSIC FOR SOLO ORGAN-(Columbia)
38. NIELSEN: SYMPHONY NO. 6-Philadelphia Orch. (Ormandy) (Columbia)
39. REVERIE-Philadelphia Orch. (Ormandy) (Columbia)
40. LEONTYNE PRICE-PRIMA DOBNA-(RCA Victor)
41. BACH: LUTE SUITES NOS. 1 & 2-Julian Bream (RCA Victor)
42. ORFF: CARMINA BURANA-Ponice Harsanyi, Rudolf Petrak, Harve Presnell/Philadelphia Orch. (Ormandy) (Columbia)
43. THE BAROQUE OBOE-Ralph Gomberg/Columbia Chamber Orch. (Ozawa) (Columbia)
44. PUCCINI: LA BOHEME (2-12" LP's)-Various Artists/RCA Victor Orch. (Beetham) (Seraphim)
45. R. STRAUSS: FOUR LAST SONGS AND OTHERS-Elisabeth Schwarzkopf/Berlin Radio Symphony Orch. (Szell) (Angel)
46. SOUVENIR OF A GOLDEN ERA-Marilyn Horne (London)
47. BRITEN: CURLEW RIVER-Peter Pears, John Shirley-Quirk (London)
48. WAGNER: LOHENGRIN (5-12" LP's)-Various Artists/Boston Symphony Orch. (Leinsdorf) (RCA Victor)
49. PUCCINI: MADAMA BUTTERFLY (3-12" LP's)-Leontyne Price, Richard Tucker/RCA Italiana Opera Orch. & Chorus (Leinsdorf) (RCA Victor)
50. DONIZETTI: LUCIA DI LAMMERMOOR (3-12" LP's)-Anna Moffo & Various Artists (RCA Victor)

# TOP EASY LISTENING SINGLES

1. BORN FREE-Roger Williams (Kapp)
2. THE IMPOSSIBLE DREAM-Jack Jones (Kapp)
3. STRANGERS IN THE NIGHT-Frank Sinatra (Reprise)
4. SOMEWHERE MY LOVE-Ray Conniff & the Singers (Columbia)
5. THE WHEEL OF HURT-Margaret Whiting (London)
6. IT WAS A VERY GOOD YEAR-Frank Sinatra (Reprise)
7. CALL ME-Chris Montez (A&M)
8. IN THE ARMS OF LOVE-Andy Williams (Columbia)
9. THE MORE I SEE YOU-Chris Montez (A&M)
10. SUMMER SAMBA-Walter Wanderley (Verve)
11. LARA'S THEME-Roger Williams (Kapp)
12. CRYING TIME-Ray Charles (ABC)
13. MAS QUE NADA-Sergio Mendes & Brasil '66 (A&M)
14. MY LOVE-Petula Clark (Warner Bros.)
15. I WANT TO GO WITH YOU-Eddy Arnold (RCA Victor)
16. ZORBA THE GREEK-Herb Alpert & the Tijuana Brass (A&M)
17. SUMMER WIND-Frank Sinatra (Reprise)
18. SOMEWHERE THERE'S A SOMEONE-Dean Martin (Reprise)
19. THE BALLAD OF THE GREEN BERETS-S/Sgt. Barry Sadler (RCA Victor)
20. SPANISH EYES-Al Martino (Capitol)
21. STRANGERS IN THE NIGHT-Bert Kaempfert & His Ork (Decca)
22. LOVE ME WITH ALL YOUR HEART-Bachelors (London)
23. A TIME FOR LOVE-Tony Bennett (Columbia)
24. MAME-Bobby Darin (Atlantic)
25. GUANTANAMERA-Sandpipers (A&M)
26. HUSBANDS AND WIVES-Bert Kaempfert & His Ork (Decca)
27. ELUSIVE BUTTERFLY-Jane Morgan (Epic)
28. I COULDN'T LIVE WITHOUT YOUR LOVE-Petula Clark (Warner Bros.)
29. MISTY-Groove Holmes (Prestige)
30. I'M COMIN' HOME, CINDY-Trini Lopez (Reprise)
31. THE WORK SONG-Herb Alpert & the Tijuana Brass (A&M)
32. BYE BYE BLUES-Bert Kaempfert & His Ork (Decca)
33. MAME-Louis Armstrong (Mercury)
34. WHERE I AM GOING-Barbra Streisand (Columbia)
35. COME RUNNING BACK-Dean Martin (Reprise)
36. WHAT NOW MY LOVE-Herb Alpert & the Tijuana Brass (A&M)
37. THINK I'LL GO SOMEWHERE AND CRY MYSELF TO SLEEP-Al Martino (Capitol)
38. GEORGIA ROSE-Tony Bennett (Columbia)
39. DOMMAGE DOMMAGE-Jerry Vale (Columbia)
40. BAND OF GOLD-Mel Carter (Imperial)
41. TOGETHER AGAIN-Ray Charles (ABC)
42. LOOKIN' FOR LOVE-Ray Conniff Singers (Columbia)
43. WADE IN THE WATER-Ramsey Lewis (Cadet)
44. WIEDERSEHN-Al Martino (Capitol)
45. BIG SPENDER-Peggy Lee (Capitol)
46. THE MEN IN MY LITTLE GIRL'S LIFE-Mike Douglas (Epic)
47. BALLAD OF IRVING-Frank Gallop (Kapp)
48. I ONLY HAVE EYES FOR YOU-Le'termen (Capitol)
49. A MILLION AND ONE-Dean Martin (Reprise)
50. GAMES THAT LOVERS PLAY-Eddie Fisher (RCA Victor)
51. LESS THAN TOMORROW-Jerry Vale (Columbia)
52. SECOND HAND ROSE-Barbra Streisand (Columbia)
53. I CAN'T GIVE YOU ANYTHING BUT LOVE-Bert Kaempfert & His Ork (Decca)
54. CABARET-Marilyn Maye (RCA Victor)
55. SPANISH FLEA-Herb Alpert & the Tijuana Brass (A&M)
56. JUST YESTERDAY-Al Martino (Capitol)
57. THE TIP OF MY FINGERS-Eddy Arnold (RCA Victor)
58. I CAN'T GROW PEACHES ON A CHERRY TREE-Just Us (Colpix)
59. THE CRUEL WAR-Peter, Paul & Mary (Warner Bros.)
60. THERE WILL NEVER BE ANOTHER YOU-Chris Montez (A&M)
61. YOU YOU YOU-Mel Carter (Imperial)
62. FLAMINGO-Herb Alpert & the Tijuana Brass (A&M)
63. ALFIE-Joannie Sommers (Columbia)
64. SIGN OF THE TIMES-Petula Clark (Warner Bros.)
65. MICHELLE-David & Jonathan (Capitol)
66. IF HE WALKED INTO MY LIFE-Eydie Gorme (Columbia)
67. NOBODY'S BABY AGAIN-Dean Martin (Reprise)
68. WHEN LIKING TURNS TO LOVING-Ronnie Dove (Diamond)
69. HAPPY SUMMER DAYS-Ronnie Dove (Diamond)
70. THUNDERBALL-Tom Jones (Parrot)
71. IT'S OVER-Jimmie Rodgers (Dot)
72. FREE AGAIN-Barbra Streisand (Columbia)
73. THE "A" TEAM-S/Sgt. Barry Sadler (RCA Victor)
74. YOU DON'T HAVE TO SAY YOU LOVE ME-Dusty Springfield (Philips)
75. SONG FROM "THE OSCAR"-Tony Bennett (Columbia)
76. A DAY IN THE LIFE OF A FOOL-Jack Jones (Kapp)
77. HAWAII (Main Title)-Henry Mancini, His Ork & Chorus (RCA Victor)
78. TIJUANA TAXI-Herb Alpert & the Tijuana Brass (A&M)
79. MICHELLE-Bud Shank (World-Pacific)
80. ALL THAT I AM-Elvis Presley (RCA Victor)
81. MICHELLE-Billy Vaughn (Dot)
82. PROMISE HER ANYTHING-Tom Jones (Parrot)
83. THE LAST WORD IN LONESOME IS ME-Eddy Arnold (RCA Victor)
84. MESSAGE TO MICHAEL-Dionne Warwick (Scepter)
85. FEELING GOOD-Joe Sherman & the Arena Brass (Epic)
86. ONE OF THOSE SONGS-Ray Charles Singers (Command)
87. SAM, YOU MADE THE PANTS TOO LONG-Barbra Streisand (Columbia)
88. UP TIGHT-Nancy Wilson (Capitol)
89. ON A CLEAR DAY YOU CAN SEE FOREVER-Johnny Mathis (Mercury)
90. FRANKIE & JOHNNY-Elvis Presley (RCA Victor)
91. SUMMER LOVE-John Davidson (Columbia)
92. CRY SOFTLY-Nancy Ames (Epic)
93. I'M GETTIN' SENTIMENTAL OVER YOU-Glenn Miller Ork (Epic)
94. AS TEARS GO BY-Rolling Stones (London)
95. DOWNTOWN-Mrs. Miller (Capitol)
96. YOU'RE GONNA HEAR FROM ME-Andy Williams (Columbia)
97. ONE-TWO-THREE-Jane Morgan (Epic)
98. A LOVER'S CONCIERTO-Sarah Vaughan (Mercury)
99. MAKE THE WORLD GO AWAY-Eddy Arnold (RCA Victor)
100. PORTUGUESE WASHER WOMAN-Baja Marimba Band (A&M)

# ALBUM REVIEWS (continued)



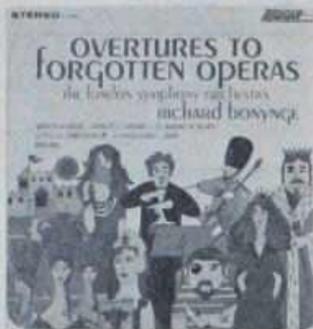
**COUNTRY SPOTLIGHT**  
**THE COCKFIGHT AND OTHER TALL TALES**  
 Archie Campbell. RCA Victor LPM-3699 (M); LSP-3699 (S)

Archie gets off some funny pieces here, including "The Cockfight," "The Martins and the Coys," etc. They are narrated against a musical background, with excellent production. Solid for the country trade.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**BEETHOVEN: EMPEROR CONCERTO/MOONLIGHT SONATA**  
 Perlemuter/Entremont/Vienna Festival Orchestra (Voechting). Audio Fidelity FCS 50024 (S)

Two pianists of the first rank give excellent performances of two warhorse selections. Perlemuter and Entremont's artistry are certainly worthy of the consumer's dollar in regular-priced merchandise. At the budget price, this album represents an excellent value.



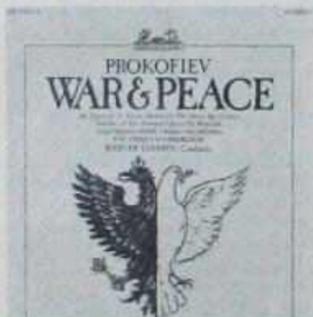
**CLASSICAL SPOTLIGHT**  
**OVERTURES TO FORGOTTEN OPERAS**  
 London Symphony (Bonyngé). London CM 9486 (M); CS 6486 (S)

Richard Bonyngé, who made his Metropolitan Opera conducting debut last week, leads the London Symphony in seven stirring overtures. Verdi's "Giovanna d'Arco," Herold's "Zampa" and Offenbach's "La Fille du Tambour-Major" are but three of the gems. A familiar curiosity of Donizetti's "Roberto Devereux," with its "quoting of "God Save the Queen."



**GOSPEL SPOTLIGHT**  
**J. D. SUMNER AND THE INCOMPARABLE STAMPS QUARTET**  
 Skylight 6048 (M)

There's plenty of name power here, including the voices of Don Sumner, J. D. Sumner, Jim Hill and James Blackwood. The material includes "Who Am I," "God's Heaven," "Gonna Build a Mountain," etc. Well produced.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**PROKOFIEV: WAR & PEACE**  
 (3 LP's)  
 Various Artists/Vienna State Opera Orchestra (Janssen). Heliodor H-25039-3 (M); HS-25039-3 (S)

Heliodor has restored the only stereo version of Prokofiev's mighty lyric drama to the catalog in a specially priced three-record package that should have wide appeal. Previously available on MGM, this Russian set, ably conducted by Werner Janssen, features experienced soloists of the Belgrade National Opera. The Vienna State Opera Orchestra and Chorus also are admirable.



**BLUES SPOTLIGHT**  
**THE BLUES BOX**  
 Various Artists. Verve Folkways FT-3011-3 (M); FTS-3011-3 (S)

Devotees of the blues will love this package. It's a two-record set, containing sides by Lightnin' Hopkins, Brownie McGhee and Sonny Terry, Jimmy Witherspoon, Big Joe Williams and others. Authentic and with plenty of soul, package is also well produced.

**SPECIAL MERIT PICK**

**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**  
**NEW YEAR'S CONCERT**  
 Vienna Philharmonic (Boskovsky). London CM 95485 (M); CS 6485 (S)

Willi Boskovsky and Johann Strauss are an unbeatable combination as this festive collection demonstrates. In addition to such favorites as the "Tritsch-Tritsch Polka" and two "Gypsy Baron" selections, Boskovsky leads the Vienna Philharmonic in a delightful "Im Krapfenwaldl" polka with a bird chirp in the finale. A bonus is Josef Strauss' charming "Aquarellen" waltz, the only selection not by Josef's more famous brother.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

### ★ NEW ACTION LP'S

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

**SPIRIT OF '67 . . .**  
 Paul Revere & the Raiders, Columbia CL 2595 (M); CS 9395 (S) (350-02595-3; 350-09395-5)

**YOURS SINCERELY . . .**  
 Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S) (775-03709-3; 775-03709-5)

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

**AND NOW . . .**  
 Booker T & the MG's, Stax 711 (M); S 711 (S) (833-00711-3; 833-00711-5)

**MEMPHIS GOLD, VOL. 1 . . .**  
 Various Artists, Stax 710 (M); S 710 (S) (833-00710-3; 833-00710-5)

**PETER AND THE WOLF . . .**  
 Jimmy Smith, Verve V 8652 (M); V6-8652 (S) (895-08652-3; 895-68652-5)

**ALFIE . . .**  
 Carmen McRae, Mainstream 56084 (M); S 6084 (S) (643-56084-3; 643-06084-5)

**BANG! BANG! PUSH, PUSH, PUSH . . .**  
 Joe Cuba Sextet, Tico LP 1146 (M); SLP 1146 (S) (860-01146-3; 860-01146-5)

**ALFIE . . .**  
 Sonny Rollins/Film Score, Impulse A 9111 (M); AS 9111 (S) (575-09111-3; 575-09111-5)

**YOU AIN'T WOMAN ENOUGH . . .**  
 Loretta Lynn, Decca DL 4783 (M); DL 74783 (S) (400-04783-3; 400-74783-5)

**THE HORN MEETS "THE HORNET" . . .**  
 Al Hirt, RCA Victor LPM 3716 (M); LSP 3716 (S) (775-03716-3; 775-03716-5)

**MY PLUMBER DOESN'T MAKE HOUSE CALLS . . .**  
 Kalil & Taylor, Capitol T 2619 (M); ST 2619 (S) (300-02619-3; 300-02619-5)

**ROUGH 'N TUMBLE . . .**  
 Stanley Turrentins, Blue Note BLP 4240 (M); BST 84240 (S) (230-04240-3; 230-84240-5)

**SWINGIN' NEW BIG BAND . . .**  
 Buddy Rich, Pacific-Jazz PJ 10113 (M); ST 20113 (S) (720-10113-3; 720-20113-5)

**BOOTS WITH STRINGS . . .**  
 Boots Randolph, Monument MLP 8066 (M); SLP 8066 (S) (675-08066-3; 675-18066-5)

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

**WHISPERS . . .**  
 Jackie Wilson, Brunswick DL 54122 (M); DL 754122 (S) (235-54122-3; 235-754122-5)

**I'VE GOT TO DO A LITTLE BIT BETTER . . .**  
 Joe Tex, Atlantic 8133 (M); 8133 SD (S) (180-08133-3; 180-08133-5)

**HERE WHERE THERE IS LOVE . . .**  
 Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S) (805-00555-3; 805-00555-5)

**SPECIAL MERIT PICK**  
**LOW PRICE CLASSICAL**  
**SPECIAL MERIT**

**MUSIC OF SHAKESPEARE'S TIME**  
 (2 LP's)  
 Various Artists (Weinzinger). Nonesuch HB 3010 (M); HB 73010 (S)

With renewed interest in the medieval and renaissance periods, this two-week budget set could do something. August Weinzinger directs a capable group of soloists, the Domimetsch Consort and the viols of the Schola Cantorum Basiliensis in more than 40 English pieces, including songs, madrigals and instrumental works.

**SPECIAL MERIT PICK**  
**LOW PRICE CLASSICAL**  
**SPECIAL MERIT**

**SCHUETZ: CHRISTMAS ORATORIO**  
 Schwaebischer Singkreis and Orchestra (Grischkat). Turnabout TV 4088 (M); TV 34088S (S)

Hans Grischkat leads a moving performance of this seasonal work by an important baroque composer. The three soloists stand out, soprano Adele Solte as the angel, Hans Ulrich Mielsch as the evangelist, and bass August Messhaier as Herodes. This budget disk should get some holiday attention.

**SPECIAL MERIT PICK**  
**LOW PRICE CLASSICAL**  
**SPECIAL MERIT**

**HAYDN: THE SIX "PARIS" SYMPHONIES**  
 (3 LP's)  
 Little Orchestra of London. Nonesuch HC-3011 (M); HC-73011 (S)

This three-LP set contains a world of delightful music, handled by a distinguished group and a knowledgeable conductor. Whatever the personal taste, Symphony No. 83, 87 or 82, whatever the movement, there's synthesis and skillful musicianship.

**SPECIAL MERIT PICK**  
**LOW PRICE CLASSICAL**  
**SPECIAL MERIT**

**THE ITALIAN BAROQUE**  
 Various Artists. Heliodor H 25033 (M); HS 25033 (S)

Orchestral works by four giants of the Italian baroque are expertly performed by three different groups. The Lucerne Festival Strings under Rudolf Baumgartner shine in Vivaldi's "Concerto for Cello, Violins, Viola and Continuo in G" and Pargolesi's "Concertina No. 2 in G" Igor Markevitch leads the Berlin Philharmonic and soloists Aurele Nicolet and Fritz Demmler in a fine Cimarosa concerto.

**SPECIAL MERIT PICK**  
**BLUES SPECIAL MERIT**

**LIVING LEGENDS**  
 Various Artists. Verve Folkways FT-3010 (M); FTS-3010 (S)

Collectors will want this one, for it has performances by blues cats who are legendary. These include Son House, Bukka White, Big Joe Williams and Skip James. Good sound.

**SPECIAL MERIT PICK**  
**INTERNATIONAL SPECIAL**  
**MERIT**

**THE FABULOUS NEW FRENCH SINGING STAR MIREILLE MATHIEU**  
 Atlantic 8127 (M); SD 8127 (S)

In a sparkling album featuring her recent French hits, "Mon Credo," "C'est Ton Nom" and "Pourquoi Mon Amour," the 19-year-old vocalist is sure to win many fans on this side of the Atlantic. The rich orchestrations of Paul Mauriat and Francois Rauber perfectly complement her voice and style, and the album should do well in internationally minded areas.



### FOUR-STAR ALBUMS

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

### POPULAR

**THIS IS FRAN JEFFRIES**  
 Monument MLP 8069 (M); SLP 18069 (S)

**THE MILLS BROTHERS TODAY!**  
 Dot DLP 3706 (M); DLP 25766 (S)

**COLLECTOR'S ITEM**  
 John Gary, Fraternity LP 1016 (M); No Stereo

### LOW PRICE POPULAR

**MILLION SELLER HITS OF 1966**  
 101 Strings. Alshire M-5050 (M); S-5050 (S)

### CHRISTMAS

**IN THE CHRISTMAS SPIRIT**  
 Booker T. & the MG's, Stax 713 (M); 713 S (S)

**CHRISTMAS ALBUM FOR MERV GRIFFIN & TV FAMILY**  
 MGM E-4401 (M); SE-4401 (S)

**ORGAN & CHIMES**  
 Beegie Long, MGM E-4408 (M); SE-4408 (S)

### COUNTRY

**18 ALL-TIME HITS**  
 (Little) Roy Wiggins, Starday SLP 392 (M)

### LOW PRICE CLASSICAL

**DVORAK: STRING QUARTET IN G, OP. 106**  
 Vlach Quartet, Crossroads 22 16 0077 (M); 22 16 0072 (S)

**THE GERMAN DANCES OF MOZART, SCHUBERT AND BEETHOVEN**  
 Northern Sinfonia Orchestra (Reotti). Mace MCM 9070 (M); MCS 9070 (S)

**ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS**

SEE ALBUM REVIEWS ON BACK COVER

**RARITIES FROM THE CLASSICAL ERA**  
Various Artists. Crossroads 22 16 0065 (M); 22 16 0066 (S)

**HANDEL OPERA SUITES**  
Northern Sinfonia Orchestra. Mace MCM 9066 (M); MCS 9066 (S)

**JANACEK: CONCERTINA FOR PIANO/SONATA FOR PIANO/BARTOK: SONATA FOR TWO PIANOS AND PERCUSSION**  
Various Artists. Crossroads 22 16 0073 (M); 22 16 0074 (S)

**HUMMEL: PIANO CONCERTO IN B MINOR/HAYDN: PIANO CONCERTO IN D**  
Galling (Wagner) Brendel (Angerer). Turnabout TV 4074 (M); TV 34074S (S)

**COUPERIN/LE BEGUE**  
Darasse/Isola. Turnabout TV 4074 (M); TV 34074S (S)

**JAZZ**

**CHERRY**  
Jimmy McGriff. Solid State SM 17006 (M); SS 18006 (S)

**INTRODUCING THE PASSION GUITARS**  
Solid State SM 17007 (M); SS 18007 (S)

**SETTING THE PACE**  
Booker Ervin. Prestige PR 7455 (M)

**JIM CULLIN'S HAPPY JAZZ**  
Happy Jazz AP-93 (M); APS-93 (S)

**FREEDOM TOGETHER!**  
Jaki Byard. Prestige PR 7463 (M)

**COMEDY**

**LYNDONLAND**  
Various Stars. PS CB 558M (M); CB 558S (S)

**FOLK**

**NO DIRTY NAMES**  
Dave Van Ronk. Verve Folkways FT-3009 (M); FTS-3009 (S)

**BONNEVILLE DAM & OTHER COLUMBIA RIVER SONGS**  
Woody Guthrie. Verve Folkways FV-9036 (M)

**MIXED BAG**  
Ritchie Havens. Verve Folkways FT-3006 (M); FTS-3006 (S)

**GOSPEL**

**THE FAMILY BIBLE**  
Wills Family. Skylight 6043 (M)

**POLKA**

**LIVE IT UP!**  
Lil Wally. Jay Jay 1103 (M); 5013 (S)

**SPOKEN WORD**

**WHY DID LENNY BRUCE DIE?**  
Various Artists. Capitol KAO 2630 (M); SKAO 2630 (S)

**THE LIFE & TIMES OF ELEANOR ROOSEVELT**  
Eleanor Roosevelt. Audio Fidelity AFLP 704 (M)

**CHILDREN'S**

**SCHOOLMATES**  
Jim Copp/Ed Brown. Playhouse 808 (M)

**ORIGINAL TV ADVENTURES OF KING KONG**  
Various Artists/Bob McFadden. Narrator. Epic LN 24231 (M); BN 26231 (S)

**SOUND EFFECTS**

**THE SOUND OF COMBAT TRAINING**  
Boyd 838B-3976 (M); 838B-3978 (S)

**INTERNATIONAL**

**CUMBIAS A GO GO**  
Roberto Ferrer. Tico LP 1139 (M); SLP 1139 (S)

**LOW PRICE INTERNATIONAL**

**MUSIC OF BULGARIA**  
Ensemble of the Bulgarian Republic (Koutev). Nonesuch H-2011 (M); H-72011 (S)



**THREE-STAR ALBUMS**

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

**POPULAR**

**THE CHIMES FAMILY IN CANADA**  
Request RLP 10081 (M); SLRP 10081 (S)

**CHRISTMAS**

**WHAT IS CHRISTMAS ALL ABOUT?**  
Mary and Bill Hughes. Dawn-Hughes DHP-1219 (M)

**POLKA**

**MEMORIES OF CZECHOSLOVAKIA**  
Michigan Dutchmen Big Band. Jay Jay 1100 (M); 5100 (S)

**GOSPEL**

**DAVE WESTON PLAYS TINGLING GOSPEL MUSIC**  
Temple 340 (M)

**INTERNATIONAL**

**MUSIC FROM THE KABUKI**  
Various Artists. Nonesuch H-2012 (M); H-72012 (S)

**TRANCHITELLA ELECTED AGAIN**

LOS ANGELES—John Tranchitella has been re-elected president of the Musicians Union Local 47. It will be Tranchitella's fourth term as president.

Also re-elected for two year terms were Max Herman, vice-president; Don Morris, secretary, and Bob Manners, treasurer.

A proposal to increase election terms from two to three years was defeated.

**BREAKOUT SINGLES**

★ **NATIONAL BREAKOUTS**

**GALLANT MEN . . .**  
Senator Everett McKinley Dirksen, Capital 5802

**COLOR MY WORLD . . .**  
Petula Clark, Warner Bros. 5882

★ **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.

**BACK IN THE SAME OLD BAG AGAIN . . .**

Bobby Bland, Duke 412 (Don, BMI) (San Francisco-New Orleans)

**I CAN'T PLEASE YOU . . .**

Jimmy Robins, Jerhart 207 (Ramhorn, BMI) (San Francisco)

**SOUL SISTER . . .**

Four Gents, HBR 509 (Chekaway, BMI) (Detroit)

**KIND OF A DRAG . . .**

Buckingham, U.S.A. 860 (Maryon, ASCAP) (Chicago)

**I'LL MAKE IT EASY (if You'll Come on Home) . . .**

Incredibles, Audio Arts 60,001 (Madelon, BMI) (San Francisco)

**SKATE NOW . . .**

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

**Immediate Distrib Rights Go to EMI**

LONDON — EMI Records has acquired worldwide distribution rights to Immediate Records. England, the U. S.

and Canada are excluded from the deal. Negotiations are under way for new U. S. distribution arrangements. Immediate is owned by Andrew Long Oldham. Allen Klein arranged the EMI contract.

NEW YORK—The Mama's and the Papa's received the Record Industry of America's gold record award, certifying more than \$1 million in sales in the U. S. It's the second album for the Dunhill group, distributed by ABC Records.

**Seasons Greetings**  
*Elvis and the Colonel*  
1966

ENCHANTING DELIGHTFUL  
**BEVERLY TERRACE MOTOR HOTEL**  
BEVERLY HILLS' MOST DISTINGUISHED MOTOR HOTEL  
469 N. DOHENY DRIVE  
BEVERLY HILLS, CALIF.  
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A FEW OF OUR AFFILIATIONS: Top Rated "A" American Express—A.A.A. Mobil Oil Travel Guide—AH & MA Ass'n—Mission Trails Ass'n—B.T.I.—Los Angeles and Beverly Hills Convention Bureau—Associate Members A.S.T.A.—American Express—Diners—Carte Blanche—BankAmericano and Air Travel Credit Cards honored.

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 Top 100 records, columns: This Week, Last Week, Title-Artist, Label & No., (RPM Mono & Stereo No.), Wks. on Chart. Includes entries like THE MONKEES, DR. ZHIVAGO, S. R. O., PARSLEY, SAGE, ROSEMARY AND THYME, etc.

Table of Top 100 records, columns: This Week, Last Week, Title-Artist, Label & No., (RPM Mono & Stereo No.), Wks. on Chart. Includes entries like MAME, ANIMALIZATION, ALFIE, GETTIN' READY, THE IMPOSSIBLE DREAM, etc.

Table of Top 100 records, columns: This Week, Last Week, Title-Artist, Label & No., (RPM Mono & Stereo No.), Wks. on Chart. Includes entries like SPANISH EYES, THE OTIS REDDING DICTIONARY OF SOUL, ALMOST PERSUADED, DISTANT SHORES, CHANGES, etc.

# New Album Releases

- ARC**  
CATHERINE MCKINNON Christmas Album; AC 17
- ARGO**  
BERNADETTE GREEVY—Airs by Handel; RG 501, ZRG 501  
G. HOLST: SIX MEDIEVAL LYRICS—English Chamber Orch. (Holst); RG 495, ZRG 5495  
VARIOUS ARTISTS—Instrumental Music; RG 475, RG 5475  
VARIOUS ARTISTS—Oats and Beans and Barley, Children's Songs; DA 44, ZDA 44  
WILLIAM BUTLER YEATS—The English Poets; RG 449
- ATLANTIC**  
THE YOUNG RASCALS—Collections; B134, B134 SD
- BANG**  
ARSENIO RODRIGUEZ—Viva Arsenio, LP 216, SLP 216
- BRUNSWICK**  
YOUNG HOLT TRIO—Wack Wack; BL 54121, BL 754121
- CAPITOL**  
SENATOR EVERETT MCKINLEY DIRKSEN—Gallant Men; T 2643, ST 2643  
CAPITOL IMPORTS (Mexico)  
VARIOUS ARTISTS—La Charreada; LEM 060 Serie Mexico Alegre Vol. 2—Fiesta Jarocha; LEM 064, SLEM 064
- COLUMBIA**  
The Extraordinary KUI LEE; CL 2603, CS 9403  
ORIGINAL BROADWAY CAST—Cabaret; KOL 6640, KOS 3040  
POZO-SECO SINGERS—I Can Make It With You; CL 2600, CS 9400  
PAUL REVERE & THE RAIDERS—The Spirit of '67; CL 2595, CS 9395
- CROWN**  
JOHN LANDGRAF—Piano That Talks; V CV 1074
- CUCA**  
CONCERTINA EDDIE; K2043  
RUBY GRASSEL & HIS MERRY MEN—Daryland's Oldtime Dance Party; K 2037  
MILT AND JAY—At the Fireside; K 7600  
THE PLAINSMEN—From Country to Lakeside; K 5510  
VARIOUS ARTISTS—The All Time Great Polka Bands; KTV 1

- DECCA**  
JACK GREENE—There Goes My Everything; DL 4845, DL 74845  
ORIGINAL TV CAST—On The Flip Side; DL 4836, DL 74836
- HBR**  
THE DYNATONES—The Fife Piper; HLP 8509, HST 9509  
EARL GAINS—The Best of Luck To You; HLP 8508, HST 9508  
LAURIE JOHNSON ORCH.—Theme From the Avengers; HLP 8506, HST 9506
- GOLDEN**  
SANDPIPER CHORUS & ORCH.—Happy Birthday; GST 11  
VARIOUS ARTISTS—Help Your Child to Learn to Read; GST 8
- L'OISEAU-LYRE**  
BACH: CANATATAS Nos. 159 & 170B  
Various Artists/Academy of St. Martin-in-the Fields (Marriner); OL 295, SOL 295  
PURCELL: THE INDIAN QUEEN—Various Artists—English Chamber Orch. (Mackerras) OL 294, SOL 294
- LONDON**  
ETTORE BASTIANINI Sings Songs of Italy; TW 91412, SW 99412  
RAFAELA CARMONA—From Spain—Terremoto De Malaga; TW 91371  
DON COSSACK CHOIR—Cossack Songs From The Don; TW 91423, SW 99423  
Fantasy—Bali, Ceylon and Pakistan—Philharmony Orch. Hirai-Ishimaru; TW 91379, SW 99379  
DIE BUECKEBURGER JAEGER—German Cavalry Marches; TW 91400, SW 99400  
THE LEPRECHAUNS—Irish Folk Songs; TW 91415  
THE OBERNIKIRCHEN CHILDREN'S CHOIR Sings German Folksongs; TW 91427, SW 99427  
VARIOUS ARTISTS—Songs From Old Russia; TW 91424
- MGM**  
Christmas Album for MERV GRIFFIN & TV FAMILY; E 4401, SE 4401  
BEEGIE LONG—Organs & Chimes; E 4408, SE 4408
- MONUMENT**  
HENRY BYERS—In the Aznavour Mood; MLP 8065, SLP 18065  
RAYMOND LEFEBVRE—Paris Cancan; MLP 8067, SLP 8067  
BOOTS RANDOLPH—Boots With Strings; MLP 8066, SLP 18066

- OSR**  
(Turn On) The Music Machine; LPM 5015, LPS 8875
- POLYDOR**  
PETER ALEXANDER Der Grosse; 249070  
INGEBURG HALLSTEIN In Zauberreich Der Operette; 249071  
JAMES LAST BAND—Non Stop Dancing '66, Vol. 2; 249068  
WILLY SCHNEIDER—Liebling, Auch Wir Werden Aelter; 249074  
FRITZ SCHULZ-REICHEL—In Einer Bar in Berlin; 249081  
VARIOUS ARTISTS—So Oder So Ist Die Liebe; 249077  
VARIOUS ARTISTS—Da Grosse Operetten Wunschkonzert Vol. 2; 249072  
VARIOUS ARTISTS—Was Frauen Traeumen; 249073
- PRESTIGE**  
EDDIE LOCKJAW DAVIS — The Breakfast Show; 7407
- PROJECT 3**  
THE KISSIN' COUSINS Sing; PR 5001, PR 5001 SD  
ENOCH LIGHT & THE LIGHT BRIGADE—Spanish Strings; PR 5000, PR 5000 SD  
TONY MOTTOLA — Heart & Soul/Guitar; PR 5003, PR 5003 SD  
RENAISSANCE QUARTET—Top Hits . . . C. 1420-1635 A. D.; PR 7000, PR 7000 SD
- RCA CAMDEN**  
PAUL TRIPP—Cinderella; CAL 1085, CAS 1085  
PAUL TRIPP—Snow White and Rose Red; CAL 1084, CAS 1084
- RCA RED SEAL**  
BARTOK: PIANO CONCERTOS No. 1 & 3—Peter Serkin/Chicago Symphony; LM 2929, LSC 2929  
JULIAN BREAM—Lute Music From the Royal Courts of Europe; LM 2924, LSC 2924  
BROCKNER: SYMPHONY No. 4 IN E FLAT—Boston Symphony Orch. (Leinsdorf); LM 2915, LSC 2915  
CHOPIN: THE MAZURKA (Rubinstein); LM 6177, LSC 6177  
DONIZETTI'S LUCREZIA BORGIA—Various Artists/RCA Italiana Opera Orch. (Perlea); LM 6176, LSC 6176  
ARTHUR FIEDLER/BOTON POPS ORCH.—Tales From Vienna; LM 2928, LSC 2928  
STEPHENKATES/SAMUEL SANDERS—Various Composers; LM 2940, LSC 2940  
RICHARD STRAUSS—An Alpine Symphony; LM 2923, LSC 2923
- RCA VICTROLA**  
Ballet Music From the Opera—Paris Conservatory Orch. (Fistoulari); VIC 1206, VICS 1206

- PROKOFIEFF: SYMPHONY No. 7 — Jean Martinson/Paris Conservatory Orch.; VIC 1207, VICS 1207
- RACHMANINOFF: ISLE OF THE DEAD—Chicago Symphony Orch. (Reiner); VIC 1205, VICS 1205
- VIVALDI: FOUR CONCERTOS: BAROQUE BASSOON—Sherman Walt, Bassoon and the Zimble Sinfonietta; VIC 1164, VICS 1164
- REPRISE**  
FRANK SINATRA—That's Life; F 1020, FS 1020
- ROULETTE**  
TOMMY JAMES & THE SHONDELLS—It's Only Love; R 25344, SR 25344
- STAX**  
SAM & DAVE—Double Trouble; 712, 712 5
- TELEFUNKEN**  
PETER ANDERS Im Reich Der Operette Vol. 1; HT-P 516  
PETER ANDERS Im Reich Der Operette Vol. 2; HT-P 517  
PETER ANDERS—Unsterbliche Operetten-Melodien; HT-P 515

(Continued on page 49)

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# VALIANT RECORDS

## Record Sales During Yule Registering a Mixed Ring

By FRED KIRBY

NEW YORK—Record dealers in the New York area report a mixed picture in classical disk sales, according to a Billboard spot check. Estimates of Christmas business range from "terrific" to "slow." Dealers even report an erratic picture as far as sales of particular albums and types of pressings are concerned.

Big increases in midtown were reported by Ben Karol of King Karol and Alma Kay Krushaar of Doubleday's in Fifth Avenue. Increases, but slow starts, were reported by J. H. Higgins at G. Shirmer, Inc. Egon Soika at the Record Center in 42nd Street, Joseph Darton at Darton's Records, and Saul Harns of Authority Music. David Cohen at the Fifth Avenue Card Shop in the Empire State Building reports a substantial sales rise, but feels the peak has not been hit yet. John Bevin of Gaiety Music and Charles Craig of

Colony say the effects of Christmas sales haven't been felt yet.

David Rothfield, division merchandise manager of E. J. Korvette, says classical business is good "across the boards" with budget and higher price pressings going well. Karol, who says business hasn't been as good in five years, finds standards and high-price title moving. Sam Goody of Sam Goody's estimates the seasonal rise is "about the same as last year."

William Lerner at Music Masters reports business a little better than usual, "but it's not yet Christmas business." London's new complete pressing of Rossini's "Semiramide" is a prime seller. At Madison Avenue Music, George Heckinger says the pickup is "a little slow." "It's usually more." He notes that "My Favorite Hymns" by Leontyne Price and pressings by Cliburn (especially Rachmaninoff's "Concerto No. 3"), Julian Bream and Leonard Bernstein are drawing attention.

Customers also are "crying for a new Horowitz album."

At Discophile in Greenwich Village, Jeffrey Apter reports business up with the new Columbia package of Verdi's "Falstaff" and Telefunken's "Johannes Passion" of Bach leading. Also selling well are Argo's LP by pianist Josef Lhevinne and Telefunken's complete Bach "Brandenburg Concertos."

Earl Coqueran of the downtown Heins and Bolet finds the pickup "terrific" with the new London Phase 4 waxing of Handel's "Messiah" highlight-lights and Angel's complete RCA Victor complete "Messiah" also is moving well. Soika says various recordings of Grofe's "Grand Canyon Suite" are enjoying action.

Thomas Seaman at Record Hunter reports business definitely up with "Semiramide," "Horowitz at Carnegie Hall—An Historic Return" on Columbia, and "Leontyne Price—Prima Donna" on Victor among the prime movers. Bob Sayers at Normandy Piano and Music of Yonkers finds the seasonal hike a little greater this year, with an active title being Bernstein and the New York Philharmonic in Tchaikovsky's "1812 Overture" on Columbia.

Darton reports top sales on a collection of Schubert Songs by Judith Raskin on Epic, Angel's new "Hodie" of Vaughn Williams, London's "Semiramide" and "Die Walkure," recordings of "Hansel and Gretel," and titles by Fritz Wunderlich, Marilyn Horne, Joan Sutherland and Maria Callas. Lou Cicchetti of Cousins of the Bronx commented "Culture comes out of the woodwork at Christmas." Italian operas are selling.

Miss Krushaar explained that esoteric music was moving. Operatic packages also are going, especially London's "Ring" operas and the newly released Turnabout historic Mozart performances. Cohen finds the popular classical repertoire, "not deep stuff" drawing attention. Irving Ambrose of Ambrose Radio and Service Inc. calls business down from last year.

## RCA Adds 6 Four-Record Albums to Toscanini Set

NEW YORK—Six four-record albums of Arturo Toscanini conducting the NBC Symphony have been added to RCA Victor's plans for commemorating the 100th anniversary of the conductor's birth and 10th anniversary of his death next spring. The volumes are in addition to a five-record set from Toscanini broadcasts.

Two packages will be devoted to Beethoven, one containing the first five symphonies, the "Aeolian in E Flat" and overtures, and the other containing "Symphonies Nos. 6, 7, 8 and 9" and the "Prometheus Overture." Wagnerian orchestral music will fill one volume, while another will contain Brahms, including his four symphonies. Rounding out the Treasury Series release will be a set of symphonic poems and one devoted to overtures, intermezzos and operatic scenes.

Another spring release in the Treasury Series is Mario Lanza in operatic arias. Early in the summer, the series will have Richard Crooks in operatic arias; arias and songs by John McCormack; Paul Hindemith

playing his own compositions; and Leonard Bernstein leading the Robert Shaw Chorale in a Marc Blitzstein work.

## Needed: 250G by L. A. Philharmonic

LOS ANGELES — Following the signing of a new three-year pact with the American Federation of Musicians Local 47, the Los Angeles Philharmonic must immediately raise \$250,000 to cover additional operating and loan costs. The Southern California Symphony-Hollywood Bowl Assn. has declared a "state of emergency" to raise \$90,000 to repay a 90-day loan secured from several local banks to guarantee the increased salary costs plus \$160,000 in operating expenses to cover the 1966-1967 season, the Philharmonic's 48th season.

## Parliament Pkg.

KEARNY, N. J.—A special two-record set on the biography and music of Beethoven and Haydn is being issued by Parliament Records. James Dukas will be narrator with the Parliament Symphony in the twin-pack designed for youngsters. Text and bibliography are included.



GEORGE S. PRETRE is feted at an RCA Victor reception after signing an exclusive conducting contract. He is slated to conduct the recording "La Traviata" next summer with Montserrat Caballe, Carlo Bergonzi and Sherrill Milnes. From left are Rudolph Bing, general manager of the Metropolitan Opera; Pretre; Roger Hall, manager of Victor's Red Seal a&r, and Joseph E. D'Imperio, division vice-president of product and talent development for Victor.



ANTAL DORATI, right, goes over the score of Tchaikovsky's orchestral suites with Hugh Bean, left, concertmaster of the New Philharmonia Orchestra, and Harold Lawrence, director of the classical division of Mercury Records, during a recording session of the complete orchestral suites by the orchestra in London's Watford Town Hall. The three-record set is being released in America late this month.

## Philips Releasing 19 LP's—12 on Budget

NEW YORK—A major classical release numbering 19 albums will be issued by Philips Records before January. The group consists of seven titles on the Philips label, including one

multiple set, and 12 on the Philips World Series budget label, including three multiples.

The World Series list continues a policy of "complete" packages with Adam Hawasiewicz playing Chopin waltzes, Constance Keen playing Rachmaninoff preludes, a two-LP package; and the Beaux Arts Trio playing Beethoven piano trios, a four-disk set. Another Mozart package on the low-priced line has the complete "Cosi Fan Tutte" with Teresa Stritch-Randall, Ira Malaniuk, Waldemar Kmentt, Walter Berry, Graziella Sciutti and Deszo Ernster.

Telemann's "St. Matthew Passion," the first pressing of the work, appears on two LP's on the regular-price label, Kurt Redel, who has uncovered several Telemann manuscripts, conducts the Lucerne Orchestra and Chorus. Philips also is commemorating Pablo Casals' birthday with an album featuring the cellist along with pianist Mieczyslaw Horszowski and violinist Sandor Vegh.

Colin Davis, conductor of the current Philips "Messiah" package, leads the London Symphony on two pressings, one a Grand Prix du Disque LP with violinist Arthur Grumiaux. The Philips issue also includes a

*(Continued on page 41)*

## Ozawa Signs RCA Pact

NEW YORK — RCA Victor has signed Seiji Ozawa, music director of the Toronto Symphony and the Ravinia Festival of the Chicago Symphony, to an exclusive recording contract. His next Victor release will be a coupling of Bartok's "Concerto No. 1" and "Concerto No. 3" with pianist Peter Serkin and the Chicago Symphony, due next month. He previously conducted two Red Seal albums with the London Symphony.

Rafael Kubelik will record several Mahler symphonies under the renewal of his exclusive, long-term pact with Deutsch Grammophon. A January release is set for his recording of Dvorak's "Symphony No. 8 (4)" with the Berlin Philharmonic. On previous Deutsche Grammophon disks, he has conducted the Bavarian Radio Orchestra and the Berlin Philharmonic and also is heard as piano soloist.

## Wunderlich & Bumbry LP's

NEW YORK—An LP of traditional Viennese melodies and folk songs by the late Fritz Wunderlich and an album of Grace Bumbry as "Carmen Jones" are among the January Heliodor titles. The Wunderlich disk is of light material by the tenor since his "Favorite Songs" on Verve-Folkways. Robert Stolz conducts the chorus of the Vienna State Opera and the Vienna Folk Opera Orchestra on the new releases.

Also featured in "Carmen Jones" are George Webb, Ena Babb, Elizabeth Welch and Thomas Baptiste. Kenneth Alwyn is the conductor. Rounding out the release are tenor Ernst Haefliger singing Schumann and Beethoven. Karl Boehm conducting the Berlin Philharmonic in Beethoven's "Symphony No. 3 (Eroica)," and flute concertos and concerti grossi by the Lucerne Festival Strings led by Rudolf Baumgartner.

## U. S. DEBUT OF SCHOENBERG'S WORK SOLD OUT

BOSTON—The first United States performance of "Moses & Aron," by Arnold Schoenberg achieved a two-performance sellout at the Back Bay Theater by the Opera Company of Boston staged by Sarah Caldwell. The work has been called the most important 20th Century opera. Tenor Richard Lewis, who sang the role of Aron in the London production, had the lead.

Osbourne McConathy conducted. The chorus, which represents Israelis, is composed of 120 singers, who have been in rehearsal all summer. Other members of the cast were Harry Thayer, Robert Trehy and Eunice Alberts. Sets were by Oliver Smith and costumes by Stanley Simmons.

## Tchaikovsky Suites on LP

NEW YORK—The first complete recording of Tchaikovsky's four orchestral suites will appear on Mercury Records next month with Antal Dorati conducting the New Philharmonia Orchestra. Dorati also will lead the London Symphony in an LP of modern French music containing three selections not currently in the catalog. The "new" material includes Satie's percussive "Parade," Aurie's "Overture" and a Francaix concertino with his daughter, Claude Francaix as soloist. A Milhaud work completes the disk. Also on the release list are 18th century French flute concertos featuring Jean-Pierre Rampal with Jacques Roussel and the "Antiqua Musica" Chamber Orchestra, and baroque music for two guitars with Ida Presti and Alexandre Lagoya.

# Stereo LP On Strauss Work

NEW YORK — The first stereo pressing of Richard Strauss' "Alpine Symphony" will be issued by RCA Victor next month with Rudolf Kempe conducting the Royal Philharmonic. Two three-record sets are planned, including the first pressing of Donizetti's "Lucrezia Borgia" starring Montserrat Caballe, Alfredo Kraus, Shirley Verrett and Ezio Flagello with Jonel Perlea conducting. In the other, Artur Schnabel continues his re-recording of major Chopin works with the complete mazurkas.

Completing the issue are 16th century court lute music by Julian Bream, Johann and Josef Strauss waltzes and polka by Arthur Fiedler and the Boston Pops, Bartok concertos by Peter Serkin with Seiji Ozawa conducting the Chicago Symphony, a debut recital disk by cellist Stephen Kates, and Bruckner's "Symphony No. 4" with Erich Leinsdorf conducting the Boston Symphony.

# Favorites in Seattle Poll

SEATTLE — Beethoven, Tchaikovsky, Respighi and Wagner are the favorite composers among Seattle Symphony audiences, according to a poll by the orchestra. As a result, Milton Katims will conduct the following program in all-request concerts on Monday (19) and Tuesday (20): the prelude to third act of Wagner's "Lohengrin," Beethoven's "Symphony No. 7," Respighi's "Fountains of Rome," and Tchaikovsky's "Symphony No. 5."

Ballotting was in different categories with Wagner closely followed in the overture-prelude race by Beethoven, Rossini, particularly the overture to "William Tell," and Tchaikovsky, who placed high with the "1812 Overture." Beethoven topped Tchaikovsky almost two-to-one in the symphony class with the "Symphony No. 7" closely followed by the composer's "Symphony No. 5" and "Symphony No. 3." Also receiving symphonic votes were Brahms, Dvorak, Franck, Saint Saens and Mahler. Respighi topped the tone poem group closely followed by Richard Strauss Vivaldi's "The Seasons" finished third.

## 19 Philips LP's

• Continued from page 40

French song recital by Gerard Souzay, Strauss waltzes and polkas with Wolfgang Sawalish and the Vienna Symphony and an LP by David Oistrakh and Frida Bauer recorded in Paris.

The World Series list includes the first spoken word recording on the new label with Sir Laurence Olivier reading Psalms. Other artists on the new World Series albums include flutist Jean-Pierre Rampal, Stanislaw Skowaczewski and the Minneapolis Symphony, Redel and the Pro Arte Orchestra of Munich, I Musici, violinist Claire Bernard with conductor Aram Khachaturian, and Armand Birnbaum and the Lamoureux Orchestra and Eind Ensemble.

# BEST SELLING CLASSICAL LP's

Billboard Award	This Week			Weeks on Chart	Last Week			Weeks on Chart
	Week	Last Week	Title, Artist, Label & No.		Week	Last Week	Title, Artist, Label & No.	
◆	1	1	OPENING NIGHT AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	13	23	24	BERNSTEIN CONDUCTS IVES New York Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	31
	2	2	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	18	24	27	MAHLER: SYMPHONY NO. 5 (2-12" LP) Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	27
	3	3	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	6	25	28	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	24
	4	4	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham) Seraphim IB 6000 (M); (No Stereo)	11	26	32	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	15
	5	5	MAHLER: SYMPHONY NO. 7 (2-12" LP's) New York Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	11	27	29	REVERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 5975 (S)	15
	6	7	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	11	28	26	BACH ORGAN FAVORITES Biggs, Columbia ML 6148 (M); MS 6758 (S)	14
	7	8	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	38	29	35	IVES: MUSIC FOR CHORUS Gregg Smith, Columbia ML 6321 (M); MS 6921 (S)	2
	8	6	ORFF: CARMINA BURANA Sarsanyi Petrak, Presnell Philadelphia Orch. (Ormandy-Columbia), ML 5498 (M); MS 6198 (S)	14	30	30	BARBER: CONCERTO FOR CELLO AND ORCHESTRA Musica Aeterna Orch. (Waldman), Decca DL 10132 (M); DL 710132 (S)	5
	9	10	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); LSC 6468 (S)	9	31	33	HANDEL WATER MUSIC Concertgebouw Orch. of Amsterdam (Eduard Van Beinum), Philips World Series PHC 9016 (M); S PHC 9016 (S)	2
	10	12	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	25	32	—	HANDEL: MESSIAH (2-12" LP) Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	1
	11	9	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	9	33	—	MOZART: COSI FAN TUTTE Various Artists, Glynnbourne Festival Orch., Busch Turnabout TV 4120-22 (M); (No Stereo)	1
	12	17	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	37	34	34	BEETHOVEN: MESSA SOLEMNIS (2-12" LP) New Philharmonic Orch. & Chorus (Klemperer), Angel B 3697 (M); SB 3678 (S)	2
	13	11	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); 36333 (S)	18	35	37	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	2
	14	16	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	18	36	—	MOZART: PIANO CONCERTOS, VOL. II (3-12" LP) Lili Kraus/Vienna Festival Orch., Epic SC 6056 (M); BSC 156 (S)	1
	15	13	NIELSEN: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6882 (S)	12	37	—	BAROQUE GUITAR Julian Bream, RCA Victor LM 2878 (M); LSC 2878 (S)	28
	16	15	MAHLER: SYMPHONY NO. 10 (2-12" LP) Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	38	38	38	BARBER MEDEA'S MEDITATIONS & DANCE OF VENGEANCE, OP. 23 New York Philharmonic (Shippers), CBS 32110005 (M); 32110006 (S)	25
	17	19	SMETANA: MY FATHERLAND (2-12" LP) Czech Philharmonic (Concert), Crossroads 22260001 (M); 22260002 (S)	5	39	40	IVES: SYMPHONY NO. 4 American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	2
	18	20	BACH: LUTE SUITES NO. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	16	40	39	RAVEL: BOLERO/RAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	5
	19	21	VERDI: NABUCCO (3-12" LP) Suliotis, Gobbi, Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	17	—	—	—	—
	20	14	WAGNER: LOHENGRIN (5-12" LP) Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	12	—	—	—	—
	21	18	PUCCINI: MADAME BUTTERFLY (3-12" LP) Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	12	—	—	—	—
	22	25	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP) Berlin Philharmonic Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	17	—	—	—	—

**NEW ACTION LP's**  
No New Action  
Classical LP's This Week

## Boehm to Baton 'Don' LP

PRAGUE — Karl Boehm is slated to conduct a Deutsche Grammophon recording of Mozart's "Don Giovanni" here early next year with Dietrich Fischer-Diskau in the title role. Boehm is due to arrive here shortly after completing a lengthy stay with the Metropolitan Opera in New York at the end of January. His Metropolitan stint included conducting two new productions, Richard Strauss' "Die Frau ohne Schatten" and Wagner's "Lohengrin." The opera is being waxed in co-operation with Supraphon of Czechoslovakia.

Also featured in the cast will be Birgit Nilsson as Donna Anna, Martina Arroyo as Donna Elvira, Ezio Flagello as Leporello, Reri Grist as Zerlina, Peter Schreier as Don Ottavio, Martti Tavela as the Commendatore, and Alfredo Mariotti as Masetto. The chorus and orchestra of the Czech Philharmonic also will be heard on the pressing. Nilsson, Tavela and Schreier are on the Deutsche Grammophon package of Wagner's "Tristan und Isolde,"

which is set for American distribution next month. Boehm conducts the Beyreuth Festival set. U. S. distribution of "Don Giovanni" is tentatively planned for no later than next fall.

## Concerts Mark Sessions' 70th

NEW YORK — Roger Sessions' 70th birthday is being commemorated by several performances of his compositions. His "Suite From the Black Maskers" is being performed in Kansas City this month and in San Antonio early next year, where his latest opera, "Montezuma," will receive its American premiere. Last month, the first complete performance of his "Symphony No. 6" was given by the New Jersey Symphony. Other pieces were played at a special concert at Vassar College. Sessions is visiting professor at the University of Berkley. His regular teaching post is at Juil-

# Classical Notes

Flutist Jean-Pierre Rampal and harpsichordist Robert Veyron-Lacroix scored in Philharmonic Hall concerts of music by Handel on Dec. 10 and Bach on Sunday (11). The packed hall on Sunday gained four encores and were still shouting for more. . . . Carnegie Hall drew four leading soloists in four days: Rudolf Serkin on Dec. 7, Isaac Stern on Dec. 8, Emil Gilels on Dec. 9, and Vladimir Horowitz on Dec. 10. . . . Soloists with the Indianapolis Symphony in next Friday's (30) concert will be pianist Don Shirley, soprano Veronica Tyler, and baritone Sim Estes. . . . German acoustician Heinrich Keilholz will serve as advisor in the creation of the Blossom Music Center, which will be the new summer home for the Cleveland Orchestra. The center is slated to open in July, 1968. Violinist Itzhak Perlman was soloist with the Boston Symphony

under Erich Leinsdorf on Friday (16) and Saturday (17) in Prokofiev's "Concerto No. 2 in G Minor." . . . Violinist Leonid Kogan concluded his North American tour with a recital on Sunday (18) at Carnegie Hall. . . . The Cazenovia Trio has been formed by Cazenovia College and the Syracuse Symphony. Members are violinist Syoki Aki, associate concertmaster of the symphony; Edward Culbreath, principal cellist; and John Tartaglia, assistant principal violist. . . . Organist Richard Elsasser will appear in Hamburg on Jan. 4, 6 and 8. Other January appearances will be in Luneberg, Germany; Amsterdam; Paris and London. . . . Soprano Patricia Brooks will perform with Alexander Schneider in his annual Christmas Eve chamber music concert on Saturday (24).

FRED KIRBY

Say You Saw It in  
Billboard

# COUNTRY MUSIC

## Blake Package \$100,000 Gross

NASHVILLE—Dick Blake's Sponsored Events, one of the country music's most successful package promotion firms, grossed over \$100,000 for four dates in the last quarter of 1966. Approximately 41,000 fans attended the Detroit, St. Louis, Indianapolis and Pittsburgh shows.

Blake points out that the most impressive statistic is that each ticket sold for the average price of \$2-\$2.50, an increase of a dollar over the price paid to see an equally popular package four or five years ago. "This illustrates," Blake stated, "that country music fans are both willing and able to pay premium prices for entertainment, a fact that should be surprising to those who are on constant campaigns to 'downgrade' both the country product and the country music consumer."

Blake's packages played to record winter crowds at Detroit's Cobo Arena, Oct. 29; St. Louis' Kiel Auditorium, Nov. 6; Indianapolis Coliseum, Nov. 20, and the Pittsburgh Civic Arena, Nov. 27. Blake's success for the four dates was attributed by an industry spokesman to Blake's effective use of radio and TV in market saturation. Blake frequently begins promotion and advertising on a package show 30 days before the scheduled date, utilizing the market's leading country stations as well as suburban area outlets. For example, prior to the Cobo Arena show, Blake programmed announcements on Detroit's WEXL, Jackson's WJCO and Ypsilanti's WYSI, with advance ticket sales

available in these areas. Other key stations in the radio campaign were WGEE in Indianapolis, KSTL in St. Louis and WEEP in Pittsburgh.

Several other reasons for the growing popularity of country music stageshows were offered by Blake. He reasons that the performers are constantly upgrading their acts with more effective costuming, better pacing,

## Pierce Pacts Geo. Morgan

NASHVILLE — Don Pierce, president of Starday Records, has announced the signing of George Morgan to an exclusive contract as an artist and songwriter. Morgan, who recorded for years on the Columbia label, is scheduled for immediate sessions with Starday's a&r chief, Tommy Hill.

Morgan got his start in the music business when he wrote and recorded "Candy Kisses," a No. 1 best-seller. He followed the success with many other hits under the Columbia banner, including "Room Full of Roses," "Cry-Baby Heart," "I'm in Love Again," "You're the Only Good Thing," and "Almost."

Starday's merchandising sales and promo execs, Hal Neely, Jim Wilson and Charlie Dick, are planning an all-out promotion campaign to kick off Morgan's first single, due for January release. The label will release his first LP in February.

more stimulating patter and increased showmanship.

Blake also credits Hubert Long's Talent Agency with assembling more diverse and more equally balanced packages than ever before. Long lines up Blake's shows more than six months in advance to ensure the availability of all artists. Each package is comprised of 10 to 12 stars.

Although the four-date gross was a record \$100,000, Blake also noted that, "It is significant that, while ticket costs and gross takes are up, the operating expenses involved in promoting are on an upward swing also. Superior talent demands superior fees, advertising costs have increased and even the union scale for stage technicians has gone up."

Blake credited much of the success of Sponsored Events in 1966 to the general upswing in country music popularity. He pointed to the formation of full-time country music radio stations in major markets as being highly instrumental in creating a demand for personal appearances by country talent.

On signing with Starday, Morgan said: "It's a brand-new ball game for me and I'm very excited. The guys at Starday are really on the move and I like to be with a label that specializes in my kind of music." Morgan added that his association with Columbia had been a happy one and that his parting was an amicable one.

## Tree Grows in Europe

• Continued from page 3

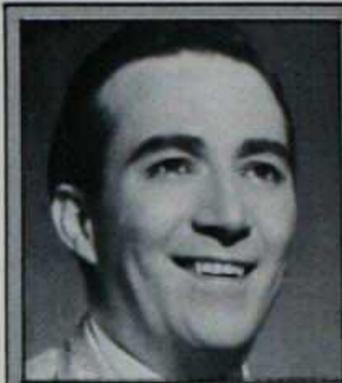
Tree at the local level. Stapp told reporters, "The music in our catalog has already received outstanding acceptance world-wide, and all indications point to an increasing international appeal and acceptance of Nashville's music to the point where it no longer knows geographic boundaries. Tree International's scope will enable the organization to have simultaneous publishing and promotion of its product throughout the world."

Stapp also commented on the growing market abroad for all types of music, to the point where, today, many foreign markets rival our domestic music market. "Green, Green Grass of Home," for example, a Tree tune which enjoyed considerable sales success in the U. S., was recently recorded by England's Tom Jones and is currently the No. 1 record there in sales, performance and sheet music.

Local growth of Tree Publishing, owned by Stapp and executive vice-president Buddy Killen, has continued to grow

at such a rapid pace that the firm not only has a staff of 42 full-time, exclusive writers, but has received 55 BMI awards in its short, 13-year existence, and is now considered the top song publishing firm in Nashville's \$70 million-dollar-a-year music industry.

In 1964, Tree tied for the honor of the most BMI awards won, and in both '65 and '66 led all publishing firms in the number of BMI awards. In addition, Tree and its writers have received a record total of 13 Grammy awards from the National Academy of Recording Arts and Sciences during the past two years.



FARON YOUNG is riding high on the charts with "Unmiltigated Gall," currently in the No. 10 spot on Billboard's Hot Country Singles list.

(Advertisement)

## New Wills Release

RICHMOND, Ind. — Tommy Wills, current with his four-piece combo at Martha's Vineyard here, has a new release on Airtown Records—"Honky Tonky Part II" b.w. "Night Train." On Jan. 9 the Wills aggregation moves into Mr. G's, Dayton, Ohio, for a six-week stint before embarking on a tour of U. S. air bases in Europe.

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## Yesteryear's Country Hits

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

### COUNTRY SINGLES— 5 Years Ago December 25, 1961

1. Walk On By, Leroy Van Dyke, Mercury
2. Big Bad John, Jimmy Dean, Columbia
3. Crazy, Patsy Cline, Decca
4. Soft Rain, Ray Price, Columbia
5. You're the Reason, Bobby Edwards, Crest
6. Walking the Streets, Webb Pierce, Decca
7. In the Middle of a Heartache, Wanda Jackson, Capitol
8. It's Your World, Marty Robbins, Columbia
9. Backtrack, Faron Young, Capitol
10. The Commancheros, Claude King, Columbia

### COUNTRY SINGLES— 10 Years Ago December 22, 1956

1. Singing the Blues, Marty Robbins, Columbia
2. Crazy Arms, Ray Price, Columbia
3. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA Victor
4. I Walk the Line, Johnny Cash, Sun
5. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
6. I've Got a New Heartache/Wasted Words, Ray Price, Columbia
7. You're Running Wild/ Cash on the Barrel Head, Louvin Brothers, Capitol
8. Stolen Moments, Hank Snow, RCA Victor
9. Searching, Kitty Wells, Decca
10. There You Go/Train of Love, Johnny Cash, Sun

## Nashville Scene

By HERB WOOD

Jim Pike, vocalist with the Lettermen, visiting Music City between college dates. The Capitol Records trio has been on the road since September, covering the campus circuit coast to coast. With their top-selling yuletide LP, "For Christmas This Year," climbing Billboard's holiday charts, the Lettermen have a post-yule single in the seasonal vein, "Our Winter Love," with lyrics by Nashville's Bob Tubert. The flip side is their version of "Warm," the title tune of their forthcoming LP. . . . Carl Smith's final taping session in 1966 of his "Country Music Hall" show will feature an appearance by his close friend, Jimmy Dean. Smith's show is one of the top-rated telecasts in Canada. . . . Congratulations to Roger Sovine for his recent promotion to professional manager of Cedarwood Publishing. Sovine has been affiliated with the pubbery since 1965. . . . Tree Music songwriter Bobby Braddock is also doing well in the recording field. Bobby made his second studio appearance for MGM and Jim Vienneau last week. . . . Capitol's Charlie Louvin in Knoxville to promote WIKK's

growth to 50,000 watts. Louvin's "Off and On" jumped into Billboard's Hot Country Singles chart at No. 71 with a "star" this week. . . . WSM, home of the "Grand Ole Opry," hosted a Christmas party for friends of the station on stage at the famed Opry House last week (13). "Opry" stars spotted in the crowd were the Wilburns, Loretta Lynn, Justin Tubb, Billy Walker and Bill Carlisle. Also representing the station were general manager Bob Cooper and "Opry" manager Ott Levine. . . . Capitol artist Ray Pennington into the studio last week to cut a follow-up to his "Who's Been Mowing the Lawn." Due for January release, the single features Ray backed by the Jordanaires. . . . Dollic Records chief Bill Denny optimistic over initial studio session for Dr. Paul Moore, the singing dentist. Moore leaves for Germany in January for personal appearances. Diana Duke, also a Dollie artist, will follow her "Cold Cup of Coffee" with her second single to be cut this week. . . . Also recording in Music City last week were Flatt & Scruggs for Columbia's Frank Jones. The popular duo waxed some album material. The label's Tommy Collins and Arlene Harden from the Harden Trio were also in the studio for singles sessions. . . . Conway Twitty and His Lonely Blue Boys will welcome in the new year at the Rivoli Lounge in the Windy City. Twitty's booking agent, Bob Neal, reports that Conway is a favorite in the Chicago area. . . . Stonewall Jackson and his group, the Minutemen, will spend the holiday season resting up for a strenuous schedule of tour dates slated for January. Stonewall, whose "All's Fair in Love 'N' War" LP is No. 10 in the country chart, has 18 appearances on the books for January. . . . Jimmy Newman will celebrate New Year's Eve with a show at the Armory in Dublin, Ga.

### Peebles Repeats At Kansas Fair

HUTCHINSON, Kan. — The Kansas State Fair will again feature country and western music in 1967, according to fair secretary Wallace White.

The State fair board has signed a contract with the Harry Peebles Agency, Wichita, Kan., to produce two night shows at the 1967 fair, Sept. 20-21.

White said the country shows on the closing two nights of the 1966 State fair attracted upward of 20,000 people.

The Peebles office supplied country music talent to over 200 Midwestern fairs during 1966.



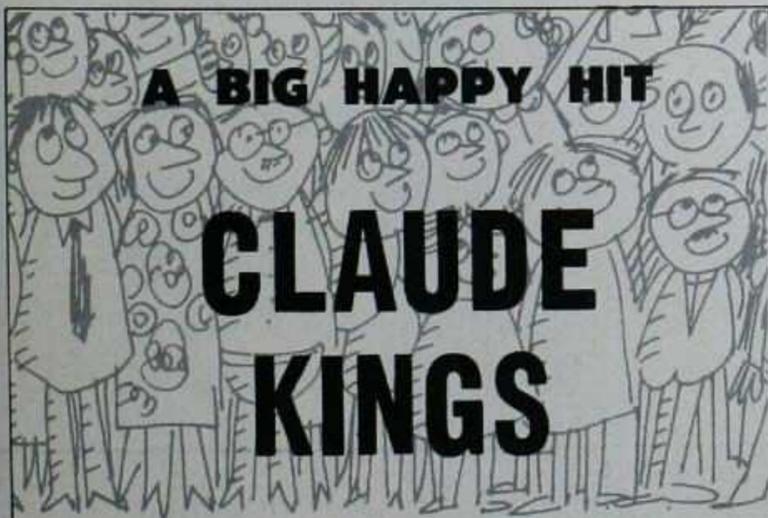
Leroy Van Dyke packages some of the year's most popular country music in his latest Warner Bros. album . . . "Country Hits" (W1652-Mj W1652-S). Tunes like "Almost Persuaded," "Don't Touch Me," and "The Race Is On" are given a new kind of polish in the Leroy Van Dyke style. Van Dyke, whose accomplishments include a starring role in a soon to be released Warner Bros. movie, makes music on the world famous Gibson guitar.

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Billboard SPECIAL SURVEY for Week Ending 12/24/66

# HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	2	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	10	38	39	HOMESICK Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	8
	2	SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	11	39	41	DON'T LET THAT DOORKNOB HIT YOU Norma Jean, RCA Victor 8989 (Acclaim, BMI)	6
	3	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	11	40	43	THAT'LL BE THE DAY Stutler Brothers, Columbia 43868 (Southwind, BMI)	5
	4	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	9	41	34	APARTMENT #9 Bobby Austin, Tallie 500 (Owen, BMI)	12
	5	THE GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	11	42	47	JUST BETWEEN YOU AND ME Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	4
	6	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	11	43	57	MR. DO-IT-YOURSELF Ray Pillow & Jean Shepard, Capitol 5769 (Central, BMI)	5
	7	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	11	44	44	CLASS OF '49 Red Sovine, Starday 779 (Cedarwood, BMI)	7
8	12	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca 32034 (Sure Fire, BMI)	7	45	51	THE WIFE OF THE PARTY Liz Anderson, RCA Victor 8999 (Yonah, BMI)	4
9	13	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	8	46	46	OUR SIDE Van Trevor, Band Box 371 (Summerhouse, ASCAP)	6
10	10	UNMITIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	11	47	48	WHO'S BEEN MOWING THE LAWN Ray Pennington, Capitol 5751 (Pamper, BMI)	8
11	15	BEAR WITH ME A LITTLE LONGER Billy Walker, Monument 980 (Hill & Range, BMI)	7	48	69	A WANDERIN' MAN Jeannie Seely, Monument 987 (Pamper, BMI)	2
12	18	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	10	49	52	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	9
	13	SWEET THANG Nat Stuckey, Paula 243 (Su-Mar/Stuckey, BMI)	16	50	68	GREEN RIVER Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	2
	14	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)	17	51	61	HULA LOVE Hank Snow, RCA Victor 9012 (Nom, BMI)	3
	15	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)	18	52	71	WHAT'S COME OVER MY BABY Dottie West, RCA Victor 9011 (Tree, BMI)	2
	16	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	17	53	72	THE FUGITIVE Merle Haggard, Capitol 5803 (4 Star, BMI)	2
	17	WHERE IS THE CIRCUS Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	10	54	58	BURNING BRIDGES Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	3
	18	STATESIDE Mel Tillis, Kepp 772 (Cedarwood, BMI)	11	55	59	ONE DREAM Slim Whitman, Imperial 66212 (Cedarwood, BMI)	4
	19	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)	18	56	70	TEARS WILL BE A CHASER FOR YOUR WINE Wanda Jackson, Capitol 5789 (Tree, BMI)	2
	20	ANOTHER STORY Ernest Tubbs, Decca 32002 (Marson, BMI)	11	57	62	SAD FACE Ernie Ashworth, Hickory 1428 (Acuff-Rose, BMI)	4
21	37	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	7	58	66	THE LAST LAUGH Jim Edward Brown, RCA Victor 8997 (Tree, BMI)	6
	22	ALMOST PERSUADED NO. 2 Ben Colder, MGM 13590 (Gallico, BMI)	14	59	63	APARTMENT #9 Tammy Wynett, Epic 10095 (Owen, BMI)	3
	23	WHERE D'YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	9	60	75	COUNTRY BOY'S DREAM Carl Perkins, Dottie 505 (Cedarwood, BMI)	2
	24	BAD SEEDS Jan Howard, Decca 32016 (Stallion, BMI)	12	61	65	YOU BETTER BE BETTER TO ME Carl Smith, Columbia 43866 (Acclaim, BMI)	4
	25	MR. SHORTY Marty Robbins, Columbia 43870 (Mariposa, BMI)	6	62	64	A WOMAN NEVER FORGETS Kitty Wells, Decca 32024 (Wells/Cedarwood, BMI)	5
	26	IT TAKES A LOT OF MONEY Warner Mack, Decca 32004 (4 Star, BMI)	17	63	—	HAPPY TRACKS Kenny Price, Boone 1051 (Pamper, BMI)	1
	27	THIS MUST BE THE BOTTOM Del Reeves, United Artists 50081 (Moss-Rose, BMI)	9	64	67	LITTLE THINGS THAT EVERY GIRL SHOULD KNOW Claude King, Columbia 43867 (King, BMI)	5
	28	SEVEN DAYS OF CRYING Harden Trio, Columbia 43844 (Southtown, BMI)	8	65	—	LOSERS CATHEDRAL David Houston, Epic 10102 (Gallico, BMI)	1
	29	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	10	66	—	YOU BEAT ALL I EVER SAW Johnny Cash, Columbia 43921 (Southwind, BMI)	1
30	38	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	5	67	60	ONLY ME AND MY HAIRDRESSER Kitty Wells, Decca 32024 (Moss-Rose, BMI)	9
	31	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury 72627 (Fingerlake, BMI)	6	68	—	I CAN'T TAKE IT NO LONGER Hank Williams Jr., MGM 13640 (Ly-rann, BMI)	1
	32	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	20	69	—	DIESEL SMOKE, DANGEROUS CURVES Red Simpson, Capitol 5783 (Johnstone-Monte, BMI)	1
	33	LONG TIME GONE Dave Dudley, Mercury 72618 (New Keys, BMI)	12	70	74	THE KIND OF WOMAN I GOT Osborne Brothers, Decca 32052 (Sure-Fire, BMI)	2
	34	ONE IN A ROW Willie Nelson, RCA Victor 8933 (Pamper, BMI)	13	71	—	OFF AND ON Charlie Louvin, Capitol 5791 (Marson, BMI)	1
	35	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central Songs, BMI)	8	72	73	STRANDED Jim Nesbitt, Chart 1410 (Peach, SESAC)	2
36	53	ONCE Ferin Husky, Capitol 5775 (Harbot, SESAC)	4	73	—	FIRST WORD Eddy Arnold, RCA Victor 9027 (Vintage, BMI)	1
37	54	WHERE COULD I GO (But to Her) David Houston, Epic 10102 (Gallico, BMI)	3	74	—	HEART FULL OF LOVE Johnny Dallas, Little Darlin' 0013 (Mayhew-Window, BMI)	1
				75	—	SHE'S THE WOMAN Barbara Cummings, London 104 (Acclaim, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 12/24/66

# HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	2	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	4
	2	1 SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	9
3	8	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 3106 (S)	7
	4	5 YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	12
	5	3 LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	8
	6	6 BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	9
	7	4 ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	16
	8	7 THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	17
9	16	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	10
10	12	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	7
	11	11 THE SEELEY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 17057 (S)	11
	12	10 I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	20
	13	13 A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	11
	14	14 WHERE IS THE CIRCUS? Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	6
15	20	FREE AND EASY Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	4
	16	17 COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	8
	17	9 CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	12
	18	19 YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	3
	19	21 CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	22
20	27	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	4
	21	15 WANDA JACKSON SALUTES THE COUNTRY MUSIC HALL OF FAME Capitol T 2606 (M); ST 2606 (S)	9
	22	18 THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	22
	23	23 THIS IS MY STORY Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	6
	24	25 HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	7
	25	22 GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	14
26	36	NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS RCA Victor LPM 3664 (M); LSP 3664 (S)	3
	27	28 I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	4
28	34	CLOSE TOGETHER AS YOU AND ME George Jones & Melba Montgomery, Musicor MM 2109 (M); MS 3109 (S)	5
	29	24 DISTANT DRUMS Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	31
	30	26 FROM NASHVILLE WITH LOVE Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	7
31	—	BIG BEN STRIKES AGAIN Ben Colder, MGM E 4421 (M); SE 4421 (S)	1
32	—	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	1
	33	32 WORDS & MUSIC Roger Miller, Smash MGS 27075 (M); SR5 67075 (S)	5
	34	29 SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)	14
	35	37 GREAT COUNTRY SONGS Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	2
	36	38 LIVE COUNTRY MUSIC CONCERT Willie Nelson, RCA Victor LPM 3659 (M); LSP 3659 (S)	2
	37	30 ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	20
	38	40 BAD SEED Jan Howard, Decca DL 4832 (M); DL 74832 (S)	2
	39	39 FROM THE HEART OF TEXAS Bob Wills and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	3
	40	35 BREAKIN' THE RULES Hank Thompson, Capitol T 2575 (M); ST 2575 (S)	11

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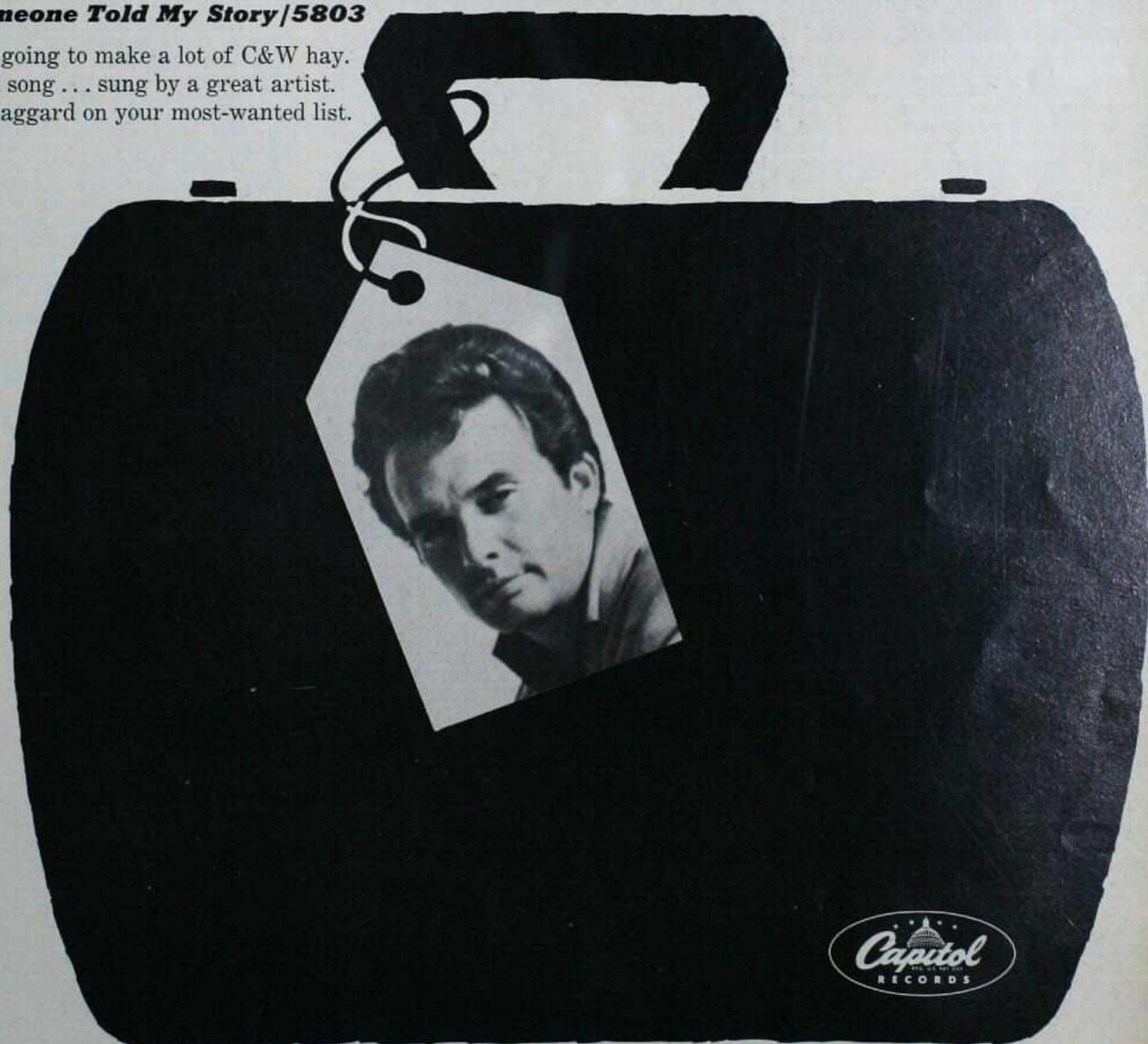
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## Melodia Repertoire Pushing Ariola to All-Time Sales High

By OMER ANDERSON

GUETERSLOH, W. Germany—Ariola Eurodisc is posting peak sales this year, and the company's sizzling pace is attributed largely to the thrust provided by its acquisition of the Soviet Melodia repertoire.

Melodia, the Soviet state disk monopoly, provides Ariola with exclusive access to all of the top Soviet artists and musical organizations.

The prestige of such Soviet artists as the Oistrachs—David and Igor—Sviatoslav Richter, Leonid Kogan, and the Moscow Chamber Orchestra directed by Rudolf Barshai is tremendous in Western Europe.

This Melodia magic has rubbed off on the entire Ariola Eurodisc repertoire. Ariola is extracting the most possible sales mileage from the Melodia repertoire with wide and intensive sales promotion and the use of specially designed

jackets which German critics rate as among the best produced by German record companies.

The Ariola experience is a principal factor in planning by Capitol for its promotion of Melodia product in the U. S. Capitol has acquired the Melodia repertoire for the U. S. under an agreement similar to that negotiated by Ariola.

Word has just been received here from the Soviet Union that Melodia has embarked on a large expansion program, both as to technical facilities and artists and repertory.

This program, which will greatly enhance the label's value to Ariola and Capitol, will boost its disk output in the Soviet Union to 300 million records by 1970. New pressing plants are to be constructed and ultra-modern recording studios to be erected at a number of cities.

Melodia is placing more emphasis on jazz and text, including lectures by top Soviet scientists. It will continue to expand its classical and folk music product.



LEONARD BERNSTEIN recently was guest conductor of the London Symphony Orchestra. At the London Airport are, left to right: Ernest Fleischmann, general secretary of the London Symphony Orchestra; Bernstein; Mrs. Bernstein, and Quita Chavez, classical a&r manager of CBS Records.

## Paris Studio Cleffers End Strike; Gain \$2 Hike; New Wrinkles Seen

PARIS—The strike of Paris studio musicians ended Friday (9) following an agreement between the Syndicat des Artistes et Musiciens de Paris and the Syndicat National de l'Industrie et du Commerce Phonographiques, which represents the record companies.

The musicians, who have been on strike since Sept. 1, had demanded an increase in pay from \$15 to \$18 for a three-hour session. They agreed to accept the record companies' offer of \$17.

Most hit by the 100-day strike were the smaller companies; the larger concerns solved the problem somewhat by recording in foreign studios and in putting more foreign product on the market.

Also hit were French composers and arrangers whose income for the last three months considerably reduced.

### Problems

Although recording schedules are now back to normal, many problems remain. On the one hand the musicians are now likely to press for their being accorded the same status as composers in the matter of royalties for public performances of their work.

On the other hand the French record industry is becoming increasingly concerned by the widespread use which is made of commercially recorded material on radio, TV and in theaters and clubs.

Maurice Lenoble, General Delegate of the SNICP, said:

"This is a very real problem and the future of the French record industry is at stake. When recorded material can be so widely heard it must obviously have a bad effect on the sales of records."

Altogether 380 musicians were involved in the strike, and in announcing the settlement, A. Hancuse, secretary of the Syndicat, paid tribute to the loyal support the musicians had received from record artists Jacques Brel, Georges Brassens, Isabelle Audret, Jean Ferrat and Enrico Macias. They had refused to take part in "strike-breaking" recording sessions either in foreign studios or with nonunion musicians.

## Electrola Sees Show Answer To 'Provincial' Baden Baden

By OMER ANDERSON

COLOGNE—The West German record industry plans to hold a grand achievement exhibition—the "Grand Gala du Disque"—next year in connection with the German Radio and Television Exhibition in Berlin.

Electrola executives said the "Grand Gala du Disque" would be produced by German television as this country's first color TV program, launching German Colortex.

The Electrola executives suggested that the record industry show in Berlin next year might become an annual affair supplanting the pop music festival at Baden Baden. They said that Electrola, EMI's German subsidiary, is of the opinion that the Baden Baden pop festival has become "too provincial." Electrola withdrew from the 1966 Baden Baden festival.

### Defend German Pop

The Electrola executives defended German pop against the heavy criticism to which it is being subjected in Germany at

this time. They said, "Electrola is not of the opinion that German dance and entertainment music production is bad. We would call attention to the fact that German composers such as Kaempfert and Jankowski have achieved noteworthy success abroad."

Electrola said that criticism of the German pop texts is unjustified. "When one translates literally the texts of pop songs from English, French, Italian and other languages, it can easily be determined that in most cases the foreign lyrics are not any better than the German texts," the Electrola executives contended.

Electrola said that there are a number of factors that should be taken into consideration when entering a judgment about the quality of German pop music.

They said, the policy of the quasi-state controlled radio-TV networks in Germany plays a great role in influencing public taste in pop music, and this fact has to be taken into account.

The Electrola executives

pointed out, moreover, that a vacuum had existed in German pop music in the Hitler era and especially during the war. "After the war, as a consequence, foreign music from the Western countries, which had undergone significant development during the German music vacuum, flowed into this country without resistance—in fact was received with great enthusiasm," they said.

"The significant influence of all this foreign music has been intensified through the radio networks operated by the U. S. and British forces for their troops stationed in Germany, and the influence of these radio networks continues to be very great in molding German pop music tastes."

Electrola executives contended that the management of the German radio-TV networks must bear their full share of responsibility for the criticism of German pop music. They said that Electrola is attempting, and in the future will intensify its efforts, to produce discriminat-

(Continued on page 48)

## FRENCH AWARD MEANS CONQUEST FOR UK DECCA

LONDON—British Decca's awarding of the French Grand Prix du Disque Mondiale for "Die Walkure," conducted by Georg Solti, marks a particular success in export markets and reaffirms Decca's role as a key classical producer.

The top award, presented annually by the Academic Du Disque Francais, has gone to Decca seven times in eight years, and this is the sixth time that Solti has been concerned. The award is given each year for the best recording released during the previous 12 months and is acknowledged by many record companies as the most coveted of all prizes.

The award was presented in Paris on Tuesday (13) to John Culshaw, Decca's classical artistic director. He headed all the recordings that previously gained the award.

Previous awards won by Decca were for "Gotterdammerung" (1965), "Siegfried" (1963), "Salome" (1962), "Tristan und Isolde" (1961) and "Das Rheingold" (1959).

## Classical Sales Give Bonn Firms a Merry Christmas

BONN—West German record companies are resourcefully employing the Yule to give classical its biggest promotion ever.

Classical sales have zoomed to new levels. The German experience this Christmas season demonstrates clearly that an affluent society will spend lavishly for expensive luxury albums.

This has been the season of

the expensive subscription album, with all major German record companies offering prestige product.

Easily the standout is Deutsche Grammophon's complete collection of Beethoven's piano sonatas—11 LP's in all—with Wilhelm Kempff. The Kempff interpretation sells for a record \$70 but is offered by subscription at \$36.

Kempff's Beethoven album is enjoying heavy sales under Grammophon's skillful promotion as "Germany's most honored album." This is a claim rapidly being given substance, the album just having received the Grand Prix of the Academic du Disque Francaise.

Teldec has the largest number of special subscription albums—four: Wagner's "Lohengrin" (Continued on page 49)

## Split \$800 Top Prize in Mexico

MEXICO CITY—Carlos Camacho and Ernesto Cortazar, composers of "Hay Que Amar y Vivir," split the \$800 top prize in the Orfeon Videovox \$2,500 Modern Song Composer's Contest here. Purpose of the contest is to encourage new composers, provide music for Orfeon films and to boost Mexican music in the international market.

## Hallyday Doing The P.A. Tour

MADRID — Currently here for TV and club appearances, Philips singer Johnny Hallyday is set to visit Africa, South America and the United States next year.

Hallyday will play dates in Algeria early in January, return to France to compete in the Monte Carlo Rally and leave on a tour of Central Africa.

On Feb. 2 he will leave for a 12-day tour of South America and follow this with six days in Los Angeles and three days in New York. On his return to Europe Hallyday will do a nine-day tour of Northern France before starting three weeks at the Paris Olympia Theater.



THE SPIDERS, Japanese septet, return to Tokyo after a successful three-week European tour, which included appearances in Amsterdam, Hamburg, Copenhagen and London. The Spiders, who record for Philips, are released in Japan by Nippon Victor.

## From The Music Capitals of the World

### AMSTERDAM

Bovema's big plans for 1967 center on a huge campaign to expand sales of low-price albums—both the Germaozwookplatte line as well as EMI's special Regal line, pressed in Britain for export. The Bovema board believes that the low-price LP will increasingly capture the public's attention next year and that selling activities will concentrate on that area. . . . Leo Fuld's first Artone album, *Mazzel*, has provided a big boost to December sales. Fuld, recognized as one of the world's greatest interpreters of Jewish songs, was produced for Artone by Lion Swaab. . . . CNR Records claims that sales in the pre-Christmas weeks have exceeded its most optimistic expectations, with albums doing better than singles. . . . Bovema signed Johnny Jordaan, the Dutch singer who a decade ago won the first gold disk with a Dutch song, and is now making a comeback. . . . The filmed arrival of the Beach Boys in Britain was carried on Dutch TV. . . . Donovan's "Mellow Yellow" followed "Sunshine Superman's" hit success on the Dutch charts. His latest LP is selling extremely well, reports Epic's Dutch distributor, Artone. . . . CBS Records claimed enormous sales for Barbra Streisand's Christmas single, "Sleep in Heavenly Peace," and her most recent LP, "Je M'appelle Barbra."

BAS HAGEMAN

### COLOGNE

Electrola is giving heavy promotion to Capitol Christmas albums, including those with Jo Stafford, Peggy Lee, Buck Owens, and the Beach Boys. . . . The British beat group the Hollies due in Germany for a tour before Christmas. . . . Polydor's Tony Sheridan has been invited to tour the Soviet Union with the leader of the Prague Orchestra, Gustav Brom. While in Russia, he will sing his "Volga Lied." . . . CBS has just released a new LP with

the Supremes—"The Supremes A' Go-Go." . . . Bernd Spier's new LP "My Dreams from Love" has been released to coincide with his tour of the U. S. . . . Peer Musikverlage has a record number of hits currently on the German top tune lists, among them "Sunshine Superman" and "Semi-Detached Suburban Mr. James." . . . Philips is releasing a Christmas LP with Vico Torriani, who sings 15 Christmas songs from 12 European countries in the original language; and a new Gerhard Wendland LP, "You Should Be My Love." . . . The beat tour to end all beat tours will be criss-crossing Germany this month—six beat groups will travel as a single show: Dave Dee & Co., the Spencer Davis Group, the Rattles, Ian & the Zodiacs, the VIP's, and the Rivets. . . . Heinz Gietz has produced for Electrola a new release by the Lords, "Have a Drink on Me."

OMER ANDERSON

### HAMBURG

Udo Jurgen's "Merci Cherie" has sold 1 million copies worldwide. In France, it sold 350,000, and the German version has reached 250,000. Deutsche Vogue, Cologne, will present Jurgen with a gold disk. . . . German overseas records, Konstanz, launched a new label, Canzonetta, for recording Italian songs with German singers. The first is "Ursula Herzs das Haus im Suden." . . . Gwyneth Jones sings "Chrysothemis" in the new Elektra recording being made by Georg Solit for British Decca in the Vienna Sofiensale.

WOLFGANG SPAHR

### LAS VEGAS

A team from WIND radio in Chicago is in town doing tape interviews with Julie London, Billy Eckstein, Johnny Mathis and Maria Cole. . . . Diane Edmond, Canadian-born singer now appearing at the Aladdin Hotel, is currently being wooed by talent scouts here. Her previous wax efforts have been

# U.K. Faces Marketing Facelifting

• Continued from page 1

MGM chief Mort Nasatir has revealed that his company has been contemplating starting its own company here in 1967. MGM is understood to be discussing possible distribution arrangements but has still to announce its final decision. Meanwhile RCA Victor is carrying out more and more activities independently of British Decca, which releases the label here. The staff of RCA (Great Britain) has set up major promotion in a chain of London disk stores for RCA Records throughout 1967. The company has its own a&r man and has now appointed its own outside publi-

cists. Previously RCA publicity and field promotion have been exclusively handled by Decca.

The third trend, feared by retailers, is a spread of rack jobbing. Currently, EMI has a pilot racking scheme operating in three areas. Early in 1967, the company will complete the trial and, if it is successful, it may well be extended. The acceptance by the public of racking has been helped by the introduction in fall 1965, of the Music for Pleasure budget line which uses EMI catalog exclusively and is racked in book-stalls, stationers and other outlets in addition to record stores. A major increase in budget al-

bum sales can be expected next year, following boom business in these lines during the last two months.

Pye's major budget label, Marble Arch, has now sold one million albums, most of them since September, and Pye chief Louis Benjamin forecasts increasing acceptance of this line. Marble Arch was launched in late 1965, and like Music for Pleasure retails at \$1.75, just over one third of full album price. During the last four weeks Music for Pleasure reports that it has sold a record 500,000 albums and the company is aiming for a weekly turnover of 150,000.

for. Charter. Academy Award winner Ray Gilbert has been retained as Miss Emond's musical director.

Singer Don Cornell, doing a fine business at the Stardust Hotel.

Big Tiny Little, who returns to the Stardust lounge Dec. 30 for six weeks, will fly to Los Angeles to tape an Andy Williams TV show in mid-January. . . .

Four hit acts are currently playing in the Blue Room of the Tropicana Hotel: Julie London, Woody Herman and His Orchestra, comic Bobby Wick and the Dukes of Dixieland. . . . Jimmy Durante will join the "Hello America" revue at the Desert Inn for the New Year's Eve shows as the headliner, but he'll return in April with his gang for four weeks. . . . Mike Jarrett Trio recorded the first "live" album at Caesars Palace Dec. 9. Liberty label was on hand to monitor the session. . . . The Thunderbird Hotel will open a new lounge for entertainers Dec. 23. . . . Marty Allen and Steve Rossi open at the Riviera Hotel April 4. . . . "Connie Francis Live at The Sahara" is being featured as record of the week at 150 radio stations around the United States. . . . Mongo Santamaria has been drawing big lounge crowds at Caesars Palace. He's there until Thursday (22). Xavier Cugat, the Checkmates, Mort Sahl and Janice Harper follow for the Christmas crowd. . . . Sammy Davis Jr. opened at the Sands Hotel Dec. 14.

DON DIGILIO

### LONDON

EMI has switched release of Capitol's Tower label to the Stateside label here. Previously, Tower was issued under the Capitol logo in Britain. First single on Stateside from Tower is by British-born Ian Whitcombe, "Where Did Robinson Crusoe Go With Friday on Saturday Night." Stateside Records is handled at EMI in Rex Oldfield's licensed product division, whereas Capitol material being EMI-owned comes under the direction of the company's internal product division.

Tom Jones Decca single "The Green Grass of Home" has sold 500,000, making it one of the fastest moving singles in Britain this year. Overseas executives at EMI's annual dinner in London included Francois Minchin (Pathe Marconi), Gerry Oord (Bovema), Ladislav Veder (Electrola) and Steven Gottlieb (EMI, Denmark). Guests were received by EMI group chairman Sir Joseph Lockwood and Capitol president Glenn Wallichs. . . . Cliff Richard received the Credit to Show Business Award, presented by Radio Luxembourg's British service managing director Geoffrey Everitt and voted by a panel of journalists. It was for integrity, ability and behavior over the last eight years. . . . Raphael (Hispanovox, Spain) was due in at the weekend to record BBC-TV's International Cabaret. Pye is releasing an English language single to coincide with the show's January transmission. . . . British Philips marketing manager Davey Glover, holidaying in New Zealand, makes business calls in America during his return next month. . . . Graham

(Continued on page 48)



THE BACHELORS are presented to the Queen Mother at the Royal Variety Show 1966 at the London Paladium last month, the group's second Royal Variety Show appearance. The trio, from left, are Dec Cluskey, John Stokes and Con Cluskey.

## Monument Moving on Int'l Front; Signs 22 Licensees

LOS ANGELES — Monument has signed 22 direct licensing agreements with foreign labels to launch its trademark internationally. The contracts were obtained during 18 weeks of travel and negotiations by the label's international director Bobby Weiss, who began the pursuit for individual licensees when Monument's pact with British Decca expired last October.

Following the recent debut of the Monument logo in Australia through Festival Records, the U. S. label next enters New Zealand in January again through Festival distribution, with the following set as additional Monument licensees:

Musica, Austria; London, Canada; Disques Barclay, Belgium; Hede Nielsens Fabriker,

Denmark; Decca, England; AB Barclay, France; Teldec, Germany; Jardine-Matheson, Hong Kong and Macao; Columbia Graphophone, Greece; Gal-Ron, Israel; Teal, South Africa; Ri-Fi, Italy; Bovema, Holland; Disc, Norway; Mareco, Philippines; Gramofon AB Electra, Sweden; Musikvertrieb, Switzerland; The Gramophone Co., India; Black and White Co., Thailand and Cosdel, Singapore and Malaysia.

All foreign manufacturing companies will utilize Monument's U. S. numbering system, with a guide book sent to licensees outlining company policies and ordering systems.

As a result of these independent licensees, the Monument logo will appear in 22 major world markets and more than 33 associated trading areas.

## CUANDO CALIENTA EL SOL

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

Why?

Because the publisher is  
**ALBERTO CARISCH.**

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

Why not assign your catalog to  
**Alberto Carisch?**



BRUNO COQUATRIX, right, director of the Paris Olympia Theater, crowns the five Gold Disks of Enrico Macias in champagne at the Pathe-Marconi reception held in the King Club, Paris. Looking on, left to right, are Pierre Perret, Enrico Macias, Francois Minchin (President Director General of I.M.E. Pathe-Marconi) and Adamo.

## From The Music Capitals of the World

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**Goodhall**, who operates the specialist Doctor Bird label, aimed at Britain's West Indian community, is in Jamaica.

**Dave Miller**, head of Somerset, was in for talks with Pye chief **Louis Benjamin**. Hospitalized following a road accident, **Edmundo Ros** introduced his orchestra's broadcasts from his bed.

**Phil Moore** was in London to introduce his protégé, **Gordon Rose**. **Dick James** is launching a disk production firm aimed at leased tape deals, helmed by his son **Stephen James**, in addition to his partnership with **Larry Page** in the Page One label. **Inger Swenson** and **Stephen Douglas** star in the London production of "110 in the Shade." CBS is scheduling a **Bob Dylan** Greatest Hits album as a New Year kick-off.

For America, Pye has licensed **Kenny Ball's** "Red Square" and **Marlene Dietrich's** "This World of Ours" to U. S. Decca. "Harold Arlen Songbook" was a Christmas feature on BBC Radio. **Chris Stamp**, co-manager of **The Who**, flew to New York for talks with U. S. Decca on promotion of the group's new U. S. single "I'm a Boy." He will be followed by the group's publicist American-born **Nancy Lewis**. **Robert Stigwood's** independent Reaction label has just issued **The Who's** latest album "A Quick One," with all but one of the tracks penned by the group.

CBS is readying promotional visits by **Simon & Garfunkel** and the **Brothers Four** in the New Year. EMI is planning strong promotion for **Frankie Laine's** first ABC single "Every Street's a Boulevard" which will be issued on HMV Jan. 6. The disk marks Laine's return to EMI, in Britain as he was with Capitol before **Haley Mills'** forthcoming movie, "The Family Way," is now titled "Love in the Open Air." The Decca single of the tune by the **Tudor Minstrels** is now competing with a United Artist version by the **George Martin Orchestra**.

Much publicized teen-age model **Twiggy's** first single for **Jeff Kruger's** Ember label will be "Beautiful Dreams," issued Jan. 20. The Chappell and Noel Gay Music companies have formed a joint publishing company, **Magic Music**, specially to publish the score of "The Musical Man of Magic" by **Wif Wylam**. **Andrew Oldham** visited New York to talk with London Records on the promotion of the new **Rolling Stones** album. **Rita and Benny King**, of R & B Disks, have formed **Roulette Records** (London) Ltd. and are setting up management organization.

**MEXICO**

RCA Victor gave a dinner recently honoring 10-year employees. President **Louis Coultolenc Jr.** was on hand. Entertainment was provided by **Amalia Mendoza** accompanied by **Mariachi Vargas**, **Los Hermanos Rigual** and the **Rufino Quartet**. Discos Universales held a cocktail party Dec. 8 to introduce **Hans Schrade**, new chief executive, to the press and competition. On hand were **Louis Coultolenc Jr.**, RCA Victor; **Baptista** of Musart; **Tomas Munoz** of Gamma; **Andre Midani** of Capitol; **Rogelio Azcarraga** of Orfeon and others as well as a thorough turnout from the press. During the XXIII "Festival of the Muse" television program Dec. 10, **Radio-landia Magazine** awarded prizes to **Gabriel Ruiz**, **Jose Antonio Zorrillo**, **Armando Manzanero**, **Cuco Sanchez** and **Alvaro Carrillo** in the composers category. Capitol's **Adolfo Garza**, **Andrik** and **Los Jaki**; CBS's **Los Panchos**, **Soni Lopez** and **Sonora Santanera**; **Mu- art's** **Alberto Vazquez**, **Lucha Villa** and **Mike Laure** and **Peerless's** **Lola Beltran**, **Los Tecolines** and **Polo** received trophies as year's outstanding recording artists.

First Festival of Choral Groups now under way under the sponsorship of Bellas Artes and the Mexico City government. Several recording groups will be in Celaya, Guanajuato performing in a benefit for the poor children of that city. **KEVIN KELLEGHAN**

### MUNICH

The Bavarian Radio Network observed **Walt Disney's** 65th birthday with three record shows. In the first, "Camarata Plays Disney Music," was featured; the second featured "Mary Poppins," in the third, an hour of cartoon soundtrack music. Electrola released a new complete soundtrack album of "Snow White," to coincide with the Christmas reissue of the film in West German movies. **Rolf Kutschera** of the Theater An Der Wien, Vienna, and **Karl Heinz Stracke** of the Theater Des Westens, West Berlin, will stage "The King and I" next year. Scheduled for the Berlin production is **Yul Brynner**, Broadway's original cast star. The German production of "Hello, Dolly!" premiered in Düsseldorf. **Robert Gilbert** wrote the German version. "Hello, Dolly!" seems to be another "My Fair Lady," in Germany book office terms.

**JIMMY JUNGERMANN**

### NEW YORK

Capitol Booking has signed for talent representation the **Royal Guardsman**, who are currently clicking with the Laurie single "Snoopy vs. the Red Baron." **Anthony & the Imperials** will headline at the Holiday House, Pittsburgh, for nine days starting Feb. 10. **Stan Getz** began a two-weeker at La Fuente Club, Mexico City on Dec. 16. Music Music has had special gold "Green Beret" pins designed by **Balfour** and is giving them as Christmas gifts to the 75 artists throughout the world who have recorded "The Ballad of the Green Berets." **Fred Weintraub**, personal manager and owner of the Bitter End, guests on **David Susskind's** WNEW-TV show on Jan. 8.

Philips Records' the **Four Seasons** will appear at the Nat King Cole Cancer Foundation benefit on Jan. 8 at Lincoln Center. The **Uncalled for Three** to the VIP Supper Club, Jamaica, West Indies, Dec. 21-Jan. 2.

The **Serendipity Singers** have been set for a concert at Washington & Lee University, Lexington, Va., on Jan. 28. Mercury's **Leon Bibb** will give a concert on Jan. 19 at Lincoln University, Jefferson City, Mo. **Clay Cole** has opened a new discotheque called "Clay Cole's Land of a Thousand Dances" in Newark. **Phil Moore** in London for a series of huddles with BBC executives on shows for the coming year. The **Platters**, accompanied by **Buck Ram**, on a tour of Japan. **Sonny & Cher**, the **Yardbirds**, **Dino, Desi & Billy** and the **Me- Coys** on a tour through Texas Dec. 26-31. **MIKE GROSS**

### OSLO

Music by Norwegian composer **Fartein Valen**, never before recorded, has just been issued as an LP by Triola, featuring pianist **Hanna Marie Weydahl**. The Prestige label will be distributed by **Carl M. Iversen**, the EMI Norwegian representative, beginning Jan. 1. Polydor issued an **Ase Kleveland** two-LP featuring the leading young girl folk singer. New Norsk - Phonogram (Philips) a&r man is **Mikkel Aas**, 30, a former Philips artist. Recently Aas has been in the American Embassy Press Department. **Per-W. Kilde**, the previous Phonogram a&r man, is now with **Jack Dailey's** disk firm, Jay-Dee, now distributed by Nor-Disc. **Arne Bendiksen's** Triola label is launching a series of 20 EP's, presenting the most popular actors

reading fairy tales. **Kjell Karlson**, a leading Norwegian orchestra leader, is Bendiksen's new a&r man. On his new Polydor LP, "Go Around the World," **Per Asplin** is backed by the **Kjell Karlson Orchestra**, with arrangements by American **Sandy Alexander**. First local version of "Lauea's Theme" from the movie "Dr. Zhivago," is "En Gang, et Sted," by **Ase Thoresen** (Triola). **DJ Svein Erik Borja** was producing an LP with the Norwegian pop group the **Vanguards** in Pye's London studio last week for Triola release next year. The group will tour Sweden and Italy early in 1967. Its records are already available in these countries, and a release is also planned for England. **ESPEN ERIKSEN**

### PARIS

Riviera has signed an exclusive contract to release the product of Tempo, the Spanish company, in France. First releases are set for January. The **Norman Granz JATP** package featuring **Dizzy Gillespie**, **Clark Terry**, **Coleman Hawkins**, **Benny Carter**, **James Moody**, **Zoot Sims**, **T-Bone Walker**, **Teddy Wilson**, **Bob Cranshaw** and **Louie Bellson** played a concert at the Salle Pleyel. Barclay has released the original soundtrack LP of the 20th Century-Fox film "The Bible."

Singer **Diahann Carroll** flew to Paris to do nine songs in the TV film **Christophe Averty** is shooting for transmission in the United States. The title song from the film of the **Eddie Chapman Story** "Triple Cross," with music by **Georges Garvarentz** and lyric by **Buddy Kaye**, has been recorded for A-Z by **Tony Allen**. Garvarentz and Kaye have also collaborated on the score for "The Corrupt Ones" and the title song will be recorded by **Dusty Springfield**. CBS has released the album "Joe Dassin in New York." The **Cecil Taylor Quartet** was the subject of a film feature shot for color TV. Advance orders for the new **Marie Laforet** Festival EP, which has the song "Manchester et Liverpool" as the main title, amount to 50,000.

Philips has released an EP by United Artists singer **Bobby Goldsboro** which includes two songs in French. **Jacques Dutronc**, Vogue Records star, made an impressive impact in a Musicorama concert at the Olympia Theater. Seventh release in the CBS "Aimez-Vous le Jazz" LP series is an album of broadcast recordings by the **Benny Goodman Quartet and Trio** of 1937-1938. Barclay is doing extensive promotion on leading French-Canadian singer **Jean-Pierre Ferland** who has just signed a longterm contract. Philips has released the **Manfred Mann** Fontana LP featuring the hit "Semi-Detached Suburban Mr. James."

Riviera has launched a new de luxe EP series "Or" ("Gold") selling at the normal EP price. First release is **Henri Salvador's** "La Crucifixion." New releases by Pathe-Marconi include "I'm Your Puppet," by **James and Bobby Purify**, the **Cliff Richard** "Kinda Latin" LP, and a Christmas EP by **Jean Marais**. Meeting between **Mickey Goldsen** of Criterion Music Corp. and **Rene Desmarty** of Editions Paul Beuscher has resulted in Goldsen's acquiring U. S. rights to two French songs: "Paris by Night" and "Don't Ever Change, Sorrento." English lyrics to the songs will be written by **Lee Hazelwood** and **Leon Pober**, respectively.

Riviera has released an EP by **Sonny and Cher** which includes their hit "Little Man." **Eddy Mitchell's** "L' Epopee du Rock" on Barclay is making a big impact. Single releases this week in the CBS Gemini series include "The Minute Waltz" b-w "C'est Si Bon," by **Barbra Streisand**; "32nd Floor" and "A Whole Lot More," by the **Washington DC's**; "Mellow Yellow" b-w "Sunny South Kensington," by **Donovan**, and "Mr. Spaceman" b-w "What's Happening," by the **Byrds**. **MIKE HENNESSEY**

**STOCKHOLM**

**Jorg-Fr. Ellertsen's** Norwegian record company, Troll, is being

## Electrola Sees Answer to 'Provincial' Baden Baden

• Continued from page 46

ing top tunes, but Electrola commented:

"Naturally, a single record company cannot substantially change the tastes on the market. We are of the opinion that even agreement with other large phonograph record companies will not suffice to make German hit tune recordings popular unless the German radio-TV network managements render substantial co-operation."

Electrola takes the view that radio is the greatest influence on public taste in music, and that radio has the greatest primary influence on the sale of music. But Electrola added:

"It has been proved, however, that radio is no 'promoter' for the over-all sale of phonograph records. Rather, radio only influences what is sold."

### Pop Sales Up

In this connection, Electrola disclosed that its sales of pop music have increased around 10 per cent over the last three months despite the German ARD network's boycott of recorded music. But Electrola said that its pop sales in this period consisted substantially of foreign titles.

"It will thus be seen from this point of view the radio boycott of recorded music had a negative effect only on the sale of German hit tune production. The sad fact is that the radio dispute has not affected primarily the record companies, but in the main German composers, authors and producers," Electrola said. The record company added, however, that it is confident a new agreement with the German network would soon be signed.

Turning to the influence of private tape recorder ownership

launched in Sweden by Cupol. First records include "Good Day Sunshine" and "Tusen Och en Natt" (Strangers in the Night), by Norwegian quintet the **Dizzie Tunes**. American-born singer **Jack Dailey**, now resident in Norway, launched his own record company, Pop-Hat, with records by himself and by Swedish group the **Caretakers**. Cupol distributes.

**Sonja Stjernqvist** is featured on two new LP's this fall. For Philips-Sonora she recorded 24 Swedish songs from Broadway musicals. For Polar she waxed an album of best-known songs from **Walt Disney** musicals. Seven local renditions of "Strangers in the Night" have been recorded in Sweden. Best selling is the **Lars Lonn Dahl** waxing on CBS. Sweden Music has the publishing rights.

United Artists Publishing House has acquired the Scandinavian rights to Jalyne Music and Cameo-Parkway publishing as well as Kama Sutra publishing. The family rock group, the **Magnus Kvintett**, made its LP debut with **Du Ock Jag** (Philips-Sonora). CBS has a big campaign featuring **Les and Larry Elgart**, with seven of the LP's issued simultaneously. Dux is launching 10-year-old trumpeter **Bo Samuelsen**. **Staffan Scheja**, 16-year-old pianist, debuts for Philips with works by **Mozart**, **Schumann**, **Greig** and others. Actor **Jan Malmstjo** moved from RCA Victor to CBS.

### TORONTO

R&B Records in England is high on the **Guess Who's** latest, "His Girl," a **Johnny Cowell** ballad with instrumental and vocal arrangements which mark a new sound for the **Winnipeg** group. R&B will release the single on its King label in England and Europe.

on the sale of records, Electrola executives said there can be no doubt that music taping is having a negative effect on the sale of singles.

### 2 Million Units

Electrola noted, "In the Federal Republic there are now about two million tape recorders in private hands. Many teenagers, who are our best singles customers, have tape recorders with which they regularly tape and play the latest hits. A large part of these tape recorder owners are therefore lost as record buyers."

Electrola executives believe that pop music production policy in the future will be concentrated more and more on LP sales. They believe that singles production will increasingly be angled for discotheques and juke boxes. Electrola predicts that singles production in Germany will follow roughly the path it has taken in the U. S., with singles serving to build the prestige of the artist for subsequent LP production.

with U.K. release set for Friday (23), and Quality has just issued it here. The "Sound of Music" sound track album has passed the \$2 million mark in retail sales in Canada, and proud RCA Victor sales manager **Knox Coupland** comments, "No other album has ever been that successful. And it's still going strong." A new non-profit organization, the Association for the Promotion of Canadian Music, is currently in the formative stages, drafting aims and objectives and organizing a membership drive. APCM will encompass all those interested in building a healthy and profitable Canadian music industry, active on the international scene, and individual and corporate members will be recruited among artists, composers, record producers, music publishers, managers, booking agents, record companies, radio stations, etc., from coast to coast.

Inquiries should be addressed to 102 Avenue Road, Toronto. **Harold Pounds**, who resigned from Sparton Records recently after 23 years, has joined Robert J. Stone Associates in an as-yet-untitled executive capacity which includes marketing, scouting new lines and product, etc. New booking agency in Toronto is Music and Artists Placement, Ltd., headed by vice-president and general manager **Bert Mitford**, who returns to the booking field after several years' absence. Mitford plans to book the finest in both domestic and imported artists and is currently scouting talent in all fields. Address is Suite 801, 250 Roehampton Avenue. First release on the new Yorkville label, the **Stitch in Tyme's** "Got to Get You Into My Life," was launched at the opening of a new club, the **Flick**, in Toronto's Yorkville "village," home of the group for the next six months. Club's decor is roaring 20's, with stills of early movie greats. Debut disk by the Vancouver group, the **Painted Ship**, is a hometown hit as the London single climbs the CFUN Vancouver chart with sales to match. The flip "Frustration" is taking the play away from "Little White Lies" on the A side, both numbers written by vocalist **Bill Hay** and guitarist **Bob Rowden**.

Popular Edmonton group, **Lennie Richards and the Nomads**, have a new single on the local Damon label. It's "Cry Baby."

(Continued on page 49)

**MEN WHO READ BUSINESS PAPERS MEAN BUSINESS**

**ABP**

## ARGENTINA

\*Denotes local origin

Week	Last	This	Week	Week
1	1	1	A MAN AND A WOMAN—Original Soundtrack (United Artists); Eddie Barclay (Disc Jockey); Franck Pourcel (Odeon); *Vincent Morocco (Polydor)	
2	2	2	EL FUNERAL DEL LABRADOR—*Barbara & Dick (RCA)—Relay	
3	3	3	EL EQUIPO DE JOSE—*Carlos Argentino (Ala Nicky)—Korn	
4	4	4	LAGRIMAS DE UN RECUERDO—*Yaco Monti (Odeon)—Korn	
5	5	5	LARA'S THEME FROM DR. ZHIVAGO—Al Karvin (Tonodisc); Roger Williams (Music Hall); Ray Conniff (CBS); Brass Ring (RCA); Cuerdas Cantantes (MGM); Frank Pourcel (Odeon); Lucio Milena (Disc Jockey)—Neumann	
6	6	6	YELLOW SUBMARINE—The Beatles (Odeon); *The Vip's (Ala Nicky); The Knacks (Philips); *The Bull Dogs (RCA); Maurice Chevalier (Odeon)—Fermata	
7	10	10	UN MUCHACHO COMO YO—*Palito Ortega (RCA)	
8	8	8	VUELO 502—*Cinco del Ritmo (Microfon); Los Guajeros (RCA); Santy Castellanos (Neptuno); Manolo Corrales (Disc Jockey)	
9	7	7	LA SECRETARIA—Cuarteto Imperial (CBS)—Melograf	
10	9	9	STRANGERS IN THE NIGHT—Frank Sinatra (Music Hall); Jose Feliciano (RCA); Dalida (Disc Jockey); Bert Kaempfert (Polydor); Lucio Milena (Disc Jockey); Hugo Santana (Ariel); *Sergio Mas (CBS)—Fermata	

## AUSTRALIA

\*Denotes local origin

Week	Last	This	Week	Week
1	1	1	LET IT BE ME (E.P.)—*Johnny Young & Kompany (Clarion)—Alberts	
2	4	4	FRIDAY ON MY MIND—*Easybeats (Parlophone)—Alberts	
3	2	2	LOVED ONE—*Loved Ones (In)	
4	10	10	NO MILK TODAY—Herman's Hermits (Columbia)—Connelly	
5	5	5	STOP, STOP, STOP—Hollies (Parlophone)—Leeds	
6	3	3	STEP BACK—*Johnny Young & Kompany (Clarion)—Alberts	
7	8	8	GOOD VIBRATIONS—Beach Boys (Capitol)—Alberts	
8	7	7	EVER LOVIN' MAN—*Loved Ones (In)	
9	6	6	SORRY—*Easybeats (Parlophone)—Alberts	
10	9	9	WINCHESTER CATHEDRAL—New Vaudeville Band (Philips)—Southern	

## BRITAIN

(Courtesy Record Retailer)

Week	Last	This	Week	Week
1	1	1	GREEN GRASS OF HOME—Tom Jones (Decca)	
2	2	2	GOOD VIBRATIONS—Beach Boys (Capitol)	
3	4	4	WHAT WOULD I BE?—Val Doonican (Decca)	
4	8	8	MY MIND'S EYE—Small Faces (Decca)	
5	3	3	GIMME SOME LOVING—Spencer Davis Group (Fontana)	
6	18	18	MORNINGTOWN RIDE—Seekers (Columbia)	
7	5	5	SEMI-DETACHED SUBURBAN MR. JAMES—Manfred Mann (Fontana)	
8	9	9	JUST ONE SMILE—Gene Pitney (Stateside)	
9	11	11	FRIDAY ON MY MIND—Easybeats (United Artists)	
10	6	6	HOLY COW—Lee Dorsey (Stateside)	
11	16	16	DEAD END STREET—Kinks (Pye)	
12	14	14	WHAT BECOMES OF THE BROKEN HEARTED?—Jimmy Ruffin (Tamla-Motown)	
13	7	7	REACH OUT I'LL BE THERE—Four Tops (Tamla-Motown)	
14	12	12	DISTANT DRUMS—Jim Reeves (RCA Victor)	
15	29	29	YOU KEEP ME HANGIN' ON—Supremes (Tamla-Motown)	
16	10	10	HIGH TIME—Paul Jones (HMV POP)	
17	15	15	IF I WERE A CARPENTER—Bobby Darin (Atlantic)	
18	17	17	A LOVE LIKE YOURS—Ike and Tina Turner (London)	
19	13	13	STOP, STOP, STOP—Hollies (Parlophone)	

20	40	40	IF EVERY DAY WAS LIKE CHRISTMAS—Elvis Presley (RCA Victor)
21	25	25	WHITE CLIFFS OF DOVER—Righteous Brothers (London)
22	22	22	SOMEWHERE MY LOVE—Mike Sammes Singers (HMV POP)
23	28	28	FA-FA-FA-FA (SAD SONG)—Otis Redding (Atlantic)
24	20	20	HELP ME GIRL—Eric Bardon & Animals (Decca)
25	19	19	I CAN'T CONTROL MYSELF—Troggs (Page One POP)
26	39	39	THERE WON'T BE MANY COMING HOME—Roy Orbison (London)
27	21	21	A FOOL AM I—Cilla Black (Parlophone)
28	24	24	GUANTANAMERA—Sandpipers (Pye)
29	26	26	WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)
30	42	42	WALK WITH FAITH IN YOUR HEART—Bachelors (Decca)
31	—	—	SUNSHINE SUPERMAN—Donavan (Pye)
32	—	—	SAVE ME—Dave Dee, Dozy, Binky Mich & Tich (Fontana)
33	23	23	NO MILK TODAY—Herman's Hermits (Columbia)
34	46	46	UNDER NEW MANAGEMENT—Barron Knights (Columbia)
35	32	32	THINK SOMETIMES ABOUT ME—Sandie Shaw (Pye)
36	30	30	BEAUTY IS ONLY SKIN DEEP—Temptations (Tamla-Motown)
37	27	27	TIME DRAGS BY—Cliff Richards (Columbia)
38	47	47	I'M READY FOR LOVE—Martha and the Vandellas (Tamla-Motown)
39	31	31	RIDE ON BABY—Chris Farlowe (Immediate)
40	37	37	96 TEARS—? Question Mark and the Mysterians (Cameo-Parkway)
41	36	36	IT'S LOVE—Ken Dodd (Columbia)
42	49	49	HEART—Rita Pavone (RCA Victor)
43	—	—	MISSY MISSY—Paul and Barry Ryan (Decca)
44	34	34	I'VE GOT YOU UNDER MY SKIN—Four Seasons (Philips)
45	—	—	PAMELA PAMELA—Wayne Fontana (Fontana)
46	38	38	TOO SOON TO KNOW—Roy Orbison (London)
47	50	50	EAST-WEST—Herman's Hermits (Columbia)
48	45	45	LIVING FOR YOU—Sonny and Cher (Atlantic)
49	44	44	THE DREAMS I DREAM—Shadows (Columbia)
50	—	—	CALL HER YOUR SWEETHEART—Frank Ifield (Columbia)

## EIRE

(Courtesy New Spotlight, Dublin)

Week	Last	This	Week	Week
1	1	1	MUIRSHEEN DURKIN—John McEvoy (Pye)—Segway	
2	6	6	GREEN, GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington	
3	3	3	SOMEWHERE MY LOVE—Charlie Matthews (HMV)—Robbins	
4	4	4	SNOWFLAKE—Larry Cunningham (King)—Burlington	
5	8	8	EDELWEISS—Tony Keeling (Pye)—Williamson	
6	2	2	GOOD VIBRATIONS—Beach Boys (Capitol)—Immediate	
7	10	10	THE MERRY PLOUGHBOY—Dermot O'Brien (Envoy)—Coda	
8	9	9	SAVE THE LAST DANCE FOR ME—Dixies (Pye)—Carlin	
9	—	—	SEMI-DETACHED SUBURBAN MR. JAMES—Monkees (RCA Victor)—Meteor	
10	5	5	LAST TRAIN TO CLARKSVILLE—Monkees (RCA Victor)—Screen Gems	

## FRANCE

Week	Last	This	Week	Week
1	4	4	LES PLAY BOYS—Jacques Dutronc (Vogue)—Alpha	
2	1	1	L'HEURE DE LA SORTIE—Sheila (Philips)—Carrere Breton	
3	3	3	NOIR C'EST NOIR—Johnny Hallyday (Philips)—Nouvelles Editions Barclay	
4	5	5	PARIS EN COLERE—Mireille Mathieu (Barclay)—Salabert	
5	6	6	L'INCENDIE A RIO—Sacha Distel (Voix de son Maitre)—Prosadis	
6	8	8	LA CHANSON DE LARA—Les Compagnons de la Chanson (C.B.S.)—France Melodie	
7	12	12	LA CHANSON DE LARA—John William (Polydor)	
8	7	7	CELINE—Hugues Aufray (Barclay)—Pigalle	

9	10	10	J'AI PEUR—Enrice Macias (Pathe)—C.I.R.T.A.
10	—	—	LE SERVICE MILITAIRE—Pierre Perret (Vogue)—Vogue Internatio

## HOLLAND

Week	Last	This	Week	Week
1	—	—	FRIDAY ON MY MIND—Easy Beats (United Artists); Dukes (Decca)—U.A. Music-Altona	
2	1	1	SAMMY—*Ramses Shaffy (Philips)—Marbel Music-Basart	
3	2	2	GIMME SOME LOVIN'—Spencer Davis Group (Fontana)—Essex-Basart	
4	4	4	NO MILK TODAY—Herman's Hermits (Columbia)—Connelly	
5	7	7	TOUCH—*Outsiders (Relax)—Intertone-Basart	
6	3	3	GOOD VIBRATIONS—Beach Boys (Capitol)—Francis, Day-Melodia	
7	9	9	AVE MARIA NO MORRO—*Gert Timmerman (CNR)—Holland-Music	
8	—	—	GREEN GREEN GRASS OF HOME—Tome Jones (Decca)—Altona	
9	—	—	DEAD END STREET—Kinks (Pye)—Belinda	
10	5	5	IF I WERE A CARPENTER—Bobby Darin (Atlantic)—Trident-Melodia	

## ITALY

(Courtesy Musica e Dischi, Milan)

Week	Last	This	Week	Week
1	1	1	MONDO IN MI 7a—*Adriano Celentano (Clan)—Clan-Curci	
2	5	5	E'LA PIOGGIA CHE VA—*Rokes (Arc)—Ricordi	
3	2	2	BANG, BANG—*Equipe 84 (Ricordi)—Ariston	
4	4	4	BANG, BANG—Dalida (Barclay)—Ariston	
5	3	3	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pickwick	
6	7	7	SE MAI—Adamo (VdP)—VdP	
7	—	—	THEME FROM "DR. ZHIVAGO"—Soundtrack (MGM)—Curci	
8	9	9	FIGLIO UNICO—*Riccardo Del Turco (CGD)—RCA	
9	11	11	LOVE ME, PLEASE LOVE ME—Michel Polnareff (Vogue)—Southern	
10	8	8	C'ERA UN RAGAZZO—*Gianni Morandi (RCA)—RCA	

## JAPAN

\*Denotes local origin

Week	Last	This	Week	Week
1	1	1	YUME WA YORU HIRAKU—*Midorikawa Ako (Crown); Sono Mari (Polydor)—JASRAC	
2	6	6	YUOHIGA NAITEIRU—*The Spiders (Philips)—Shinko	
3	3	3	KOKKOTSU NO BLUES—*Aoe Mina (Victor)—JASRAC	
4	2	2	ONNA NO TAMEIKI—*Mori Shinichi (Victor)—JASRAC	
5	4	4	YANAGASE BLUES—*Mikawa Kenichi (Crown)—JASRAC	
6	5	5	NEONGAWA—*Bob Satake (King)—JASRAC	
7	7	7	YOGIRI NO BOJOU—*Ishihara Yuujiro (Teichiku)—JASRAC	
8	8	8	AOI NAGISA—*J. Yoshikawa & Blue Comets (Columbia)—Watanabe	
9	9	9	FRECKLE-FACED SOLDIER—Corine Lavett (Dot)—Tone	
10	—	—	YOU DON'T HAVE TO SAY YOU LOVE ME—Dusty Springfield (Philips)—Seven Seas	

## MALAYSIA

(Courtesy Radio Malaysia)

Week	Last	This	Week	Week
1	1	1	NO MILK TODAY—Herman's Hermits (Columbia)	
2	3	3	STOP, STOP, STOP—Hollies (Parlophone)	
3	—	—	IT'S NO SIN—*Henry Suriya (Philips)	
4	4	4	SOMEWHERE MY LOVE—Ray Conniff Singers (Columbia)	
5	6	6	MY LONELY HEART—*Thunderbirds (Philips)	
6	2	2	VISIONS—Cliff Richard (Columbia)	
7	5	5	LONELY STREET—*Naomi & The Boys (Philips)	
8	—	—	TIME DRAGS BY—Cliff Richard (Columbia)	
9	—	—	HIGH TIME—Paul Jones (HMV)	
10	8	8	THE MORE I SEE YOU—Nancy Sinatra (Reprise)	

## MEXICO

(Courtesy Audiomusica)

Week	Last	This	Week	Week
1	5	5	SENZA FINE—The Brass Ring (UA)—Pending	
2	1	1	EL BOTONES—*Sonora Santanera (CBS)—Mundo Musical	
3	3	3	FUISTE A ACAPULCO—*Apon (Peerless)—Brambila	
4	4	4	QUE NO TE CUENTEN—*Los Panchos (CBS)—Pham	
5	6	6	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pending	
6	—	—	CHICAROS DULCES (Sweet Pea)—*Rocking Devils (Orfeon)—Pending	
7	7	7	LAS REJAS NO MATAN—*Javier Solis (CBS)—Emmi	
8	—	—	EXTRANOS EN LA NOCHE (Strangers in the Night)—*M. A. Muniz (RCA)—Pending	
9	9	9	EL ULTIMO BESO (The Last Kiss)—*Polo (Peerless)—Pending	
10	10	10	I WISH YOU LOVE—The Bachelors (London)—Pending	

## NORWAY

\*Denotes local origin

Week	Last	This	Week	Week
1	1	1	NO MILK TODAY—Herman's Hermits (Columbia)—Wilk-Hausen	
2	3	3	DISTANT DRUMS—Jim Reeves (RCA Victor)—Auff-Rose Scandia	
3	2	2	LITTLE MAN—Sonny and Cher (Atlantic)—Edition Odeon	

4	8	8	GOOD VIBRATIONS—Beach Boys (Capitol)—Sweden Music
5	6	6	VID DIN SIDA—Sven-Ingvars (Svensk-American)—Seven Bros.
6	4	4	STOP, STOP, STOP—Hollies (Parlophone)—Sonora
7	5	5	HULDRESLAATTEN—Ole Ellefsaeter (Odeon)—Carl M. Iverson
8	7	7	I CAN'T CONTROL MYSELF—Troggs (Fontana)—Sonora
9	10	10	INAT JAG/DROMDE—Hep Stars (Olga)—Essex
10	9	9	EDELWEISS—Julie Andrews/Christopher Plummer (RCA Victor)—Musikk-Huset

## SINGAPORE

(Courtesy Radio Singapore)

Week	Last	This	Week	Week
1	5	5	NO MILK TODAY—Herman's Hermits (Columbia)	
2	1	1	LITTLE MAN—Sonny & Cher (Atco)	
3	2	2	HERE, THERE AND EVERYWHERE—Episode Six (Pye)	
4	3	3	YOU TIED TIN CANS TO MY HEART—Jeannie Seely (Monument)	
5	6	6	STOP, STOP, STOP—Hollies (Parlophone)	
6	4	4	DEAR MRS. APPLEBEE—David Garrick (Pye)	
7	9	9	I SAW MY GIRL—Victorians (Reprise)	
8	—	—	WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)	
9	—	—	19 DAYS—Dave Clark Five (Columbia)	
10	8	8	YOU'RE FREE TO GO—Johnny Janis (Monument)	

# New Album Releases

• Continued from page 39

**BOHNEN/JANSSEN/RODE**—Unvergessene Baritone; HT 47  
**GRAVEURE/CEHMAN-KOETTER**—Unve Rgesene Tenore; HT 46  
**TELEMANN: DER TAG DES GERICHTS**—Various Artists; AWT 9484/85-A, SAWT 9484/85-A  
**VARIOUS ARTISTS**—Beruehmet Pianisten Um Die Jahrhundertwende; HT 37  
**VARIOUS ARTISTS**—Beruehmet Komponisten Spielen Eigene Werke; HT 38  
**KARL SCHMITT-WALTER**—Lieder; HT 48

## TURNABOUT

**BACH: CANTATAS Nos. 211 & 203**—Various Artists/Wuertembert Chamber Orch. (Ewerhart); TV 4071, TV 340715  
**BARTOK: CONCERTO FOR ORCH.**—Bamberg Symphony (Hellreiser); TV 4082, TV 34082  
**BOULEZ: LE MARTEAU SANS MAITRE**—Various Artists; TV 4081, TV 340815  
**BRUCKNER: SYMPHONY No. 7 IN E**—Symphony Orch. of the Southwest German Radio (Rosbaud); TV 4083, TV 340838  
**COUPERIN/LE BEGUE**—Darasse/Iseir; TV 4074, TV 340745  
**GADE: SYMPHONY No. 1**—Royal Danish Orch. (Hye-Knudsen); TV 4052, TV 340525  
**HUMMEL: PIANO CONCERTO IN B MINOR**—Galling (Wagner); TV 4073, TV 340735  
**MOZART: PIANO CONCERTO No. 20**—Brendel/Orch. of the Vienna Volksoper (Boettcher/Waliberg); TV 4095, TV 340955  
**SCHUETZ: CHRISTMAS GRATORIO**—Schwaebischer Singkreis & Orch. (Grischkat); TV 4088, TV 34088  
**SIBELIUS: STRING QUARTET IN D MINOR**—Copenhagen String Quartet; TV 4091, TV 340915  
**STAMITZ: CONCERTOS**—Glazer/Wanasek/Zukerman; TV 4093, TV 340935  
**VIVALDI/TELEMANN/ROSETTI: CONCERTO FOR HORN & ORCH.**—Various Artists; RV 4078, TV 340785

## UA INTERNATIONAL

**DIMITRI PLESSAS**—Athens Today; UN 14504, UNS 15504  
**IVA ZANICCHI**—Caro Mio; UN 14502, UNS 15502

## VALIANT

**THE ASSOCIATION**—Renaissance; VLM 5004, VL5 25004

## VERVE

**ARTHUR PRYSOCK**—Art & Soul; V 5009, V6-5009  
**JIMMY SMITH**—Christmas Cookin'; V 8666, V6-8666

## VOX

**BACH: KEYBOARD MUSIC Vol. 3**—Martin Galling; VBX 436, SVBX 5436  
**BACH: KEYBOARD MUSIC Vol. 4**—Martin Galling; VBX 437, SVBX 5437  
**Faust Music**—Southwest German Radio Symphony (Horenstein); VUX 2029, SVUX 52029  
**MENDELSSOHN: CHAMBER MUSIC Vol. 1**—European Quartet; VBX 581, SVBX 581  
**MOZART: EARLY SYMPHONIES Vol. 2**—Mainz Chamber Orch

## A 'Special' Way of Selling

By RAY BRACK

CHICAGO—Discount Records, a downtown shop, has the usual compartmentalization for customer convenience: "classical," "folk," "popular," "Broadway," etc.—and "Midnight Special Albums."

"Midnight Special Albums?"

No, it's not a new genre. Let's call it a Chicago sub-phylum, sprung from the loyalty of late-night addicts of "The Midnight Special" on radio station WFMT, world's most listened to FM station.

Aired at 10 p.m. Saturdays (it runs into Sunday until all cuts are played), the "Special," as described in the station program notes, is "a program of folk music and farce, show tunes, satire and 'odds and ends.'" The aggregate is assembled loosely. Program director Norman Pellegrini and Ray Nordstrand alternately provide the adhesive.

"We never know what's coming," Nordstrand said. "We got into the program with a stack of records and some vague ideas. And it just unfolds."

The audience and Discount Records, a "Special" sponsor, are delighted with what unfolds. Shop manager David Shahin said Discount became a charter sponsor of the program 10 years ago and discovered early that the "Special's" odds and ends frequently become improbable best sellers locally.

### Sensitivity

"The show has a fine audience that knows what it likes," Shahin said, "and Pellegrini and Nordstrand know what the audience wants."

This sensitivity has produced an incredible correlation between the airing of a cut and the sale of the album. Local promotion men know this and are on the alert for suitable product.

During recent months the Midnight Special has turned the following esoteric releases into top Discount Records sellers:

- "The Exciting Artistry of Will Holt" on Elektra sold out at Discount Records three times in 500-album lots and was repressed as many times especially for the store.

- Such has also been Discount's experience with "Music of Bulgaria," another Elektra release, a cut from which Pellegrini and Nordstrand chanced to air.

- Tom Lehrer was a big Discount Records item 10 years ago—when his claim to attention was as a mathematics professor—on the strength of WFMT play.

- Distinguished Recordings' collection of Will Rogers' humor is bigger for Discount than Bill Cosby, currently (though Midnight Special fans do like Cosby cuts and are buying a lot of "Wonderfulness" from Discount).

- W. C. Fields and Mae West on Proscenium outsell the Monkees at Discount Records.

- "Here They Are! The Gold Coast Singers" is perhaps the best example of what WFMT exposure can do to a specialty album. This World Pacific release had virtually no sales throughout the country until Pellegrini and Nordstrand began playing a cut called "Plastic Jesus" ("What do I care if it rains or freezes/Long as I've got my plastic Jesus/Glued to the dashboard of my car.") Discount Records has sold thousands of copies of this album to Midnight Special listeners.



BROWSERS through hot-selling "Midnight Special" albums in unique department at Discount Records, Chicago. Note titles.

- The Midnight Special discovery of "Jacques Brel at the Olympia" caught Philips without a U. S. release. The audience, typically, could not be placated. They were treated to a special imported lot. All sold out. More were imported.

- Other examples: "Crucifixion," Jim and Jean, Verve; Folkways; "At the Drop of Another Hat," Flanders and Swan, Angel; "The Golden Ring," Folk Legacy (produced by Pellegrini and featuring local talent); the new Burns and Schreiber album, of which 1,000 copies were recently rushed to Discount by Columbia fresh off the Terre Haute presses.

### Sales Inversion

This sales inversion implies a unique Midnight Special audience. It is large. In the Special's 10 years (the station celebrated its 15th anniversary last week), it has built a Saturday night audience that is challenging the AM's for first place. September PULSE showed WFMT ranging second to WVON among all Chicago stations in total adults during the nine to midnight period Saturdays. In total audience for the period, WFMT ranks third behind WVON and WLS. In the average quarter hour, WFMT is heard by 65,800 persons. The station claims the largest audience in the U. S.

The typical Midnight Special listener is said to earn \$13,000 annually. Over 75 per cent of the listeners are college educated and over 40 per cent have done post-graduate work.

Shahin swears by the buying will of this audience. On a Sunday, when the environs of his Loop store are as deserted as weekend Wall Street, 400 customers showed for a sale announced exclusively on the Midnight Special.

Discount Records' happy liaison with the Midnight Special (which recently forced Shahin to steal space from the "classical" compartment for more "odds and ends" albums) may be more relevant to the retailer-reader than mere case history. According to Nordstrand, the concept is being copied by other FM stations. The "Special" way of selling could come your way.



PRINCIPLES in an extraordinary sales story: from left, Norman Pellegrini, program director WFMT, Chicago; David Shahin, manager, Discount Records and Ray Nordstrand, WFMT.

### Preston Opens 2nd Posh Shop

DALLAS—A second record store will be opened by Preston Record Center here. The new store, according to owner-manager Wayne Evans, will be open for business in the Northtown Mall Shopping Center in early January.

The store will stock records in every musical category, tape cartridges, and sheet music. Evans said the store will be decorated elaborately, with gold walls, carpeting and walnut fixtures.

Evans has been a dealer since 1958, when he bought his present store on Luther Lane.

## Have Dealers Lost Christmas Spirit?

By PAUL ZAKARAS

SEATTLE—Larry Dolgoff, co-owner of Disc City One-Stop here, believes record dealers in the Northwest are failing to realize the full potential of the Christmas sales season because they are not emphasizing the attractiveness of records as gift items.

"This has been a trend in the industry during recent years," he said. "It seems dealers are so accustomed to selling nothing but price that they are forgetting the uniquely attractive features of their products."

Dolgoff said that records could be among the most popular of gift items because they can solve so many problems for bewildered "Santas." "With only a single stop in a record store," he said, "the buyer can find Christmas presents suitable for friends and relatives of all age groups—and applicable to people of various tastes."

"There was a time," he added, "when manufacturers and dealers went to a great deal of trouble to publicize the value of phonograph records for the holiday buyer. But, during all the changes in merchandising practice that took place in this industry through the recent years, there was a gradual decrease of this kind of promotion."

### Narrow Concept

"One of the major factors involved here," said Dolgoff, "was the very narrow concept of advertising adapted by the dealers. All they advertised was 'price.' Advertising of 'product' was considered futile because everyone else carried the same item. 'Institutional' advertising, which could be successfully implemented by larger stores, was unfeasible for the small retailer because it involved long range programs which brought little immediate return for the promotional dollar."

"This year," said Dolgoff, "at least two record companies are

making it possible for the record store to receive a better share of the holiday trade—yet, few dealers seem to be taking advantage of the opportunity."

Dolgoff said he was referring to the special holiday albums released by RCA and Columbia. He noted that the use of "Christmas-music" records for the purpose of bringing customers into stores has been successfully adopted in past years by all kinds of businessmen—with the exception of record dealers. "I'm talking about those one dollar Christmas albums that are so widely advertised each season by hardware stores and the like. They draw fantastic crowds. And, because they are so cheap, they have always hurt the sale of Christmas music in record stores."

But now we have "Music to Trim Your Christmas Tree By" from RCA and "Best of 1966" from Columbia. Both of these LP's are available to dealers for a very low cost. Both are list priced at one dollar (actually 99 cents for the Columbia record) and are very attractive year-end packages. Best of all, both of them have received quite a bit of national promotion from the manufacturers. Yet, I have seen very little advertising of these albums at the local level.

"If dealers publicized these special offers they might be able to attract all those additional customers into their shops. There, it would be possible to expose them to in-store displays which stress the advantages of giving records for gifts."

### Percentage

Dolgoff added that the Christmas season was obviously not a "slack" period, and said that record sales during the holidays would undoubtedly be excellent. "However," he said, "the percentage of sales during Christmas time in relation with total annual phonograph record sales is not as large as it used to be. One of the causes for this de-

(Continued on page 51)

# 'Phony-Count' Transistor Warning Out

WASHINGTON — Dealers have been warned that the number of working transistors in radios imported from Hong Kong, Taiwan (Formosa) and Okinawa may be stated incorrectly in advertising and labeling.

According to Television Digest, a trade newsletter, a radio labeled "15 transistors" was found to indeed contain 15 transistors but six were not a functioning part of the circuit.

The mislabeling practice is declared to have become common with merchandise imported from the above-mentioned countries. It is said to be virtually non-existent in U. S. or Japanese-made radios.

The National Better Business Bureau has urged importers to "stop this racket voluntarily" to avoid Federal action. The Japanese government subsequently adopted a policy of denying and revoking licenses for exporters of "phony-count" radios.

## 20 New Titles By Musictapes

CHICAGO—Musictapes, Inc., has released the following new titles on four-track stereo, open-reel tape:

"Michelle," Bud Shank, World Pacific; "At the Whiskey A Go Go," Johnny Rivers, Imperial; "Don't Be Concerned," Bob Lind, World Pacific; "Here We Whiskey A Go Go Again," Johnny Rivers, Imperial; "A Taste of Tequila," Mariachi Brass, World Pacific; "Boss Beat," Sandy Nelson, Imperial; "Spanish Onions," Les McCann, World Pacific; "My Heart Sings," Mel Carter, Imperial; "Live at the Lighthouse," Jazz Crusaders, World Pacific and "The Sunny Side of Cher," Cher, Imperial.

Also, on Liberty, "Golden Greats," Martin Denny; "Walk, Don't Run," the Ventures; "Wild Things," the Ventures; "50 Guitars in Love," Tommy Garrett. Released from the Cadet catalog, "Swingin'," and "Wade in the Water" by the Ramsey Lewis Trio and from Blue Note, "The Sermon," Jimmy Smith; "The Sidewinder," Les Morgan. From the Crescendo catalog: "In the Mexican Bag," Billy Strange and "Guitar Sounds in Latin," Buddy Merrill.

# Scanning The News

Arnold Wolf & Associates has received its third consecutive annual Westren Electronic Show and Convention award for industrial design in the James B. Lansing Sound, Inc. JBL SA600 amplifier-preamplifier. . . . Delivery has been announced on Model SS209, a solid-state hi-fi-stereo six foot decorator model console, from Olympic Radio & Television.

William B. Keepin, manager of the radio department of North American Philips Co., Inc., predicts that by 1970 sales of short-wave radios will hit the \$75 million mark. Keepin, whose firm markets Norelco AM-FM receivers, credits much of the new interest in short-wave radio listening to teen-agers, schools and tourists. . . . Sansui Electronics has opened a distribution office at 34-43 56th Street, Woodside, Queens, N. Y., and is taking direct orders on its line of amplifiers and speakers. . . . Richard T. Gralton has been appointed sales manager at General Electric's radio receiver department, Utica, N. Y. . . . William E. Beathard Jr. has been named director of a new sales financing office within Philco-Ford Corp. Sales & Distribution Division. Beathard will also head Philco's Finance Corp., according to James T. McMurphy, division general manager. . . . Ralph Scoppa has been named sales promotion manager at the Entertainment Products Division of Sylvania Electric Products, Inc. . . . DuMont Television Sales Corp. has appointed Merchandising Distributors, Inc., Denver, as its distributor in Colorado and parts of Nebraska, Wyoming and New Mexico. . . . General Electric's Electronics Sales Operation has established a north-eastern New York sales district and has appointed D. C. (Chuck) Davi as manager.

With general music merchandise sales for the November-December period hitting an expected \$17.5 record-breaking billion, the National Association of Music Merchants (NAMM) reports dealers' biggest problem is getting enough help.

EARL PAIGE

## Christmas Spirit

Continued from page 50

crease is the great amount of promotion given to various other kinds of merchandise. Unless dealers make a point of competing against all the other 'gift' items that are offered during the holidays, they will not be realizing the sales volume that is potentially theirs. This season especially, said Dolgoff, with an assist from the record manufacturers, the record retailers should be able to promote their merchandise with unprecedented success.

# 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.

## DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: WE have the largest selection of 45 r.p.m. oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y.

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.

## EMPLOYMENT SECTION

### HELP WANTED

## ACCOUNTANT

Experienced. Must have knowledge of music publishing business. Supervisory experience preferred, but not essential. New York City location.

Send resume and salary desired.

BB 1317  
125 W. 41 St.  
N.Y., N.Y. 10036

### POSITION WANTED

RECORD COMPANIES: I WOULD LIKE to situate exclusive album tapes. Originals by lease available. Standards, pops, novelties. Million-dollar potential. Write: George Franciosa Sr., 202 Kent St., Rochester, N. Y. 14608.

11 YEARS RECORD INDUSTRY. PROMOTING, PRODUCING, PLACING SONGS, PUBLISHING. Run West Coast office or work with company here. Write Box 38631, Hollywood 90038.

## PROMOTIONAL SERVICES

ATTENTION: INDEPENDENT SONGWRITERS-PRODUCERS, ASPIRING ARTISTS. Still seeking first big hit? Interested in nationwide connections? Write Charlie, 800 Fourth St. S.W., S-113, Washington, D. C. 20024.

## National Record Promotion

(You Record It—We'll Plug It)  
Music Makers Promotion Network  
★ New York City ★  
20 Years' Dependable Service  
Brite Star, Cleveland, Ohio  
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.  
★ DISTRIBUTION ARRANGED  
★ MAJOR RECORD LABEL CONTACTS  
★ NATIONAL RADIO & T.V. COVERAGE  
★ BOOKING AGENT CONTACTS  
★ NASHVILLE NEWSPAPER PUBLICITY  
★ RECORD PRESSING

General Office:  
801 17th Ave. S., Nashville, Tenn.  
Mailing Address:  
14881 Overlook Dr., Newbury, Ohio  
Send ALL Records for Review to:  
Brite-Star, 14881 Overlook,  
Newbury, Ohio  
CALL: Cleveland (216) JO 4-2211

## NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

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

PRESSING  
No job too small  
DISTRIBUTION ARRANGED

 MORTY WAX PROMOTIONS  
1650 Broadway  
N. Y., N. Y. 10019  
CI 7-2159

## 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 deposit. 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.

## PRINTING

MUSIC CHRISTMAS CARDS. CARDS with pianos, organs, horns, guitars, drums, orchestra, vocal, etc. 50% discount. Free samples. Williams Paper, 434 Collins Ave., Miami Beach, Fla. 33139.

## RENTALS

### OFFICE SPACE

54 St. & 7 Ave.  
Immediate occupancy—1,200 ft.  
Brite corner ofcs. Reas. rent.  
M. NESSES  
Sutton & Towne, TN 7-5900

Say You Saw It in  
Billboard

## 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 15 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

YOUR LETTER REMAILED TO ANYWHERE ON EARTH—\$1  
LEE CUNNINGHAM  
602 West Washington  
San Angelo, Texas 76901

when answering ads . . .

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. Some 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):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

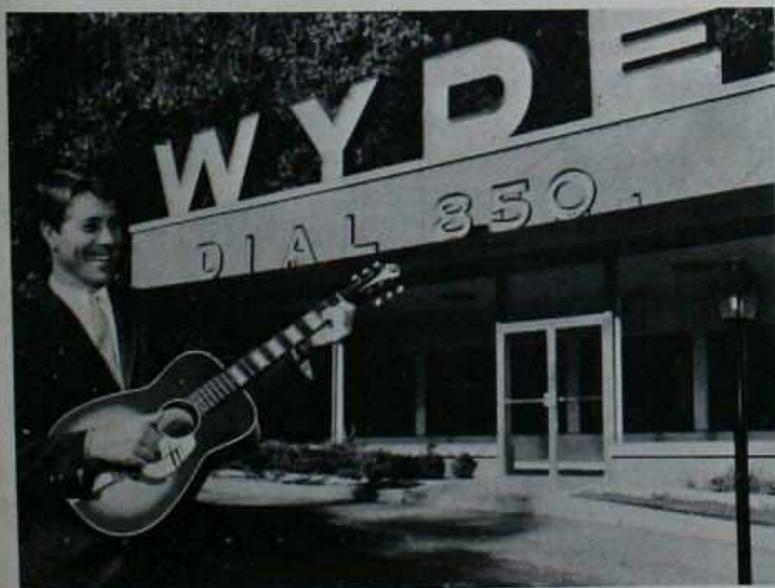
NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

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

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

Type of classified ad desired—check one  
 REGULAR CLASSIFIED  DISPLAY CLASSIFIED  
HEADING DESIRED: \_\_\_\_\_



DEALER PROMOTION recently staged by Kay Musical Instrument Co. over station WYDE in Birmingham resulted in awarding of 30 prize guitars to happy recipients like that above. A post-card drawing established the winners. Thousands of entries were received in the 6-week promotion of the new Kay line. A grand prize was awarded during the "Johnny Cash Show" sponsored by the station at the Birmingham Municipal Auditorium.

# BULK VENDING news



CRACK UPS, a new two-for-a-dime capsule item made by Samson Products being showed off in a display at Operators Vending Machine Supply Company, Los Angeles by Peggy Pilger, receptionist. Operators' Eddie Rosen calls them "Groovy Stickers," in describing the items which feature goofy sayings and slogans on cloth stickers. Item sells for \$32 per thousand.

## NVA Announces Plans for Big New Orleans Convention

By EARL PAIGE

CHICAGO—The bulk vending industry was informed this week of details about the April 6-9 National Vendors' Association 16th annual convention at the Monteleone Hotel, New Orleans. Exhibit application forms, NVA party sponsorship forms, fact sheets on booth supply rentals and an exhibit fact sheet went to all NVA members and participating manufacturers.

As in the past two years, NVA will sponsor a hospitality night on Friday during which all the manufacturers have an opportunity to jointly play host to visiting delegates. Cost this year for each participating manufacturer is \$150.

Exhibit hours in the Century

Ballroom will be announced shortly, and NVA members were asked for an expression of opinion as to whether or not exhibits should remain open through Sunday, the closing day of the convention. Other details of the convention program are being prepared.

### Exhibitors

Exhibitors are divided into two classifications. Category One includes manufacturers of A) bulk vending machines; B) chewing gum, bubble gum, confections; C) charms, trinkets, buttons, etc.; D) all capsule merchandise. NVA members qualifying under Category One whose 1967 dues of \$800 have been paid up prior to Feb. 25, 1967, will pay a booth fee of \$50 per booth. Nonmembers joining NVA after Jan. 1, 1967, pay a booth fee of \$700 for their initial year's exhibit permit and the additional \$800 dues.

Category Two is defined as encompassing manufacturers or service organizations: "Exhibitors of other products, services or machines, other than those covered in Category One, related to the automatic merchandising industry." NVA members in this category whose 1967 dues of \$300 are paid by March 1, 1967, will be charged an exhibitor fee of \$50 plus a per-booth fee of \$50. Nonmembers in Category Two pay an exhibit permit fee of \$400 plus a booth fee of \$50.

A minimum of 25 per cent of the total charges in both categories is required when mailing in applications—the balance is due by Feb. 10. Applications received after Feb. 10 must include the full total charges.

Booths are awarded on a first-come first-served postmark basis.

Booths, unless otherwise indicated, measure 8 by 10 feet. The ceiling height in the Century Ballroom is 18 feet. Electricity is available in 120 a.c. or 208 d.c., with the latter three phase via size four wiring. Decorating contracting is being handled through the Grosch-Tucker, Inc., firm. Exhibitors must arrange their own insurance. A standard sign is furnished by NVA for each booth.

### Regulations

The NVA, which is directing the convention, prohibits manufacturers holding private parties or opening suites or sleeping rooms during official convention hours. Exhibitors must confine their exhibit activities to the contracted space and cannot employ strolling entertainment or moving advertisements nor employ signs or advertising material in hotel halls or lobbies.

Other limitations affecting exhibitors include a prohibition against operating lotteries games of chance or the awarding of prizes. Exhibitors cannot, without permission of NVA, sublet booth space. Additionally, NVA reserves the right to at any time prohibit or remove any exhibit, display or device which is deemed unsuitable or not in keeping with the character and spirit of the exhibit. Booths are not to be dismantled until the closing night, April 9.

NVA executive secretary Jane Mason pointed out that the association also reserves the right to forbid the distribution of any

(Continued on page 56)

### MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Acorn 8 lb. Globe	10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.87
Pistachio Nuts, Jumbo Queen, White	.82
African Crown Red Lip Pistachio Nuts	.58
African Prince Red Lip Pistachio Nuts	.52
Indian Nuts, 5 lb. bag, per lb.	1.25
Cashew, Whole	.91
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.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
Wrapped Gum—Fleets, Topps	
Bazooka & Pal, 4M pcs.	\$14.00
Rain-Blo Ball Gum, 1800 per ctn.	6.25
Rain-Blo Ball Gum, 1800 printed per carton	6.40
Rain-Blo Ball Gum, 5250 per ctn.	8.35
Rain-Blo Ball Gum, 4250 per ctn.	8.35
Rain-Blo Ball Gum, 3500 per ctn.	8.35
Mallettes, 2400 per carton	8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

CHARMS AND CAPSULES. Write for complete list. Complete line of Paris, Supplies, Stands, Globes, Brackets.

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

### MODEL 60 BULK-PAK



The popular Model 60 . . . now adapted to vend wrapped confections. Write for circular and prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
L'Ongore 4-6467

## Operator Matches Luxury Of Swank Southern Mart

MONTGOMERY, Ala. — When the big Kwik-Chek Super Market chain here built "the most luxurious food store in the South," bulk operator L. L. Jones of Sylacauga, Ala., went all out to provide comparable vending equipment.

The Kwik-Chek show place includes such features as wall-to-wall carpeting in every department.



### CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

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

**Northwestern**

CORPORATION  
2624 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

Jones, who had long held the location was quick to "upgrade" his machines to blend to the carpeted luxury of the store. First, machines were refinished in glossy enamel to match. All chrome and bright work was replaced or polished up to maximum. Next an appearance maintenance program was worked out with the store's custodial staff which called for daily polishing of each unit.

The Alabama operator also changed his vended lines in the interest of safeguarding carpet. He does not use confections with chocolate covers which may be ground into the nylon, or items such as jelly beans and candy corn.

Instead, Jones has concentrated on 5-cent capsules, brand-new developments in ball gum, such as banana flavor and standbys as grape, cinnamon and cherry flavors. This mix has proven ideal, both to keep up bulk sales volume, and to prevent any carpet mishaps.

While, of course, it is obvious that as new products are developed, they must be added to the machines, Jones has promised a check with the supermarket management first before servicing his machines with the new item. Where necessary, a "cleanup test" will be run on each item to determine that it can be easily removed from the carpet with standard carpet cleaning materials.

## Bulk Banter

The Dave Mark's, Mark Vending, Passaic, N. J., are currently on a trip to Puerto Rico. . . . Irv Katz, well-known St. Louis vending figure, was in Chicago on a recent business junket. Katz, incidentally, sustained considerable loss in a break-in at his headquarters building in suburban University City recently. . . . Speaking of headquarters buildings, Joe Seltzer and Sheldon Goldberg have moved into completely new quarters in Miami christening here Reliable Distributing Company's brand new home.

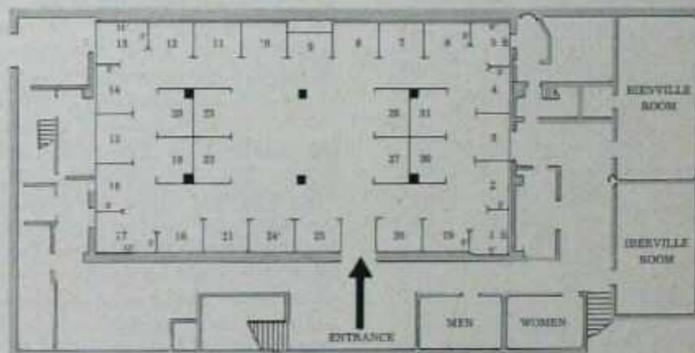


EXHIBIT AREA DIAGRAM in Century Ballroom of the Monteleone Hotel, New Orleans, site of the 16th annual National Vendor's Association convention and trade show April 6-9, 1967.

### YOU COUNT MORE WITH OAK

#### THE TITAN II

The Titan II vends all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point-of-purchase impact. New features include a larger coin box with enclosed receptacle that channels all coins into coin box without spilling. All dispenser wheels are interchangeable with the Standard Acorn line for easy conversion from one product to another. It also is available with interchangeable service head designed for versatility and convenience. The new slip-out mechanism makes coin conversion easy; built-in wheels and handle make the Titan II easy to move.

Time payments available on OAK Machines through all distributors.



**oak MANUFACTURING CO., INC.**  
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031



CHARLES V. LIPPS has been named general chairman of the 84th annual convention of the National Confectioners Association to be held May 27-31, 1967, in Chicago. Lipps is president of the Curtiss Candy Co.



FRANK J. STANGEL, named to the position of corporate assistant vice-president of Lave-Simplex-Scribe International, makers of numerous products including the Scribe electric stamp vender and Simplex cigaret dispensers. Stangel has been national sales director of Lave-Simplex-Scribe's premium division.

## Bulk Banter

Industry figures gathering in Dallas last weekend (15-17) for Graff Vending Company's annual Christmas party and tribute to **Everett Graff** were happily informed that **Bernard Bitterman**, secretary-treasurer National Vending Machine Distributors Association and popular veteran Kansas City vending distributor, was resting comfortably at home following a narrow escape. His car was in-

involved in an accident (8) in which he sustained a severe whiplash.

A lot of talk during the three-day festivities at Graff concerned the up-coming National Vendors Association "Vend-O-Rama" convention at the Monteleone Hotel, New Orleans, April 6-9 with Leaf Brands' **Jane Mason**, NVA executive secretary, urging all to get in their applications.

Victor Vending Corporation's **Harold Schaefer** is vacationing with relatives and industry friends on the West Coast currently. . . . Also vacationing of late were **Mr. and Mrs. Ray Greiner**; Ray, of course, is sales manager at Northwestern Corporation, Morris, Ill. . . . **Earl Groat**, president of Vendall Distributors, Minneapolis, and his wife are back from a trip to New York where their son, who is serving in the armed forces, is stationed.

**Jason Koritz** proudly reports the success of the Kiwanis Club of which he is president in a recent "Old Newsboys" promotion in St. Louis suburban Clayton where each year the Globe Democrat provides newspapers for clubs to use for promotion and to raise funds. Seventeen of the club's 32 members were on the street corners at 6 a.m. and, according to Koritz, the only "passport" out of Clayton was a freshly purchased morning paper on the automobile dashboard.

The Billboard's bulk vending editor, **Hank Fox**, has been ill. Industry friends who might want to send cards may mail them in care of the New York office, 165 West 46th Street, New York, N. Y. 10036.

# Industry Leaders to Dallas For Graff Christmas Party

DALLAS—Bulk vending industry figures from every section of the country jetted here for the annual Graff Vending Company open house and Christmas party (15-17). Among those present were National Vendors Association president Irwin M. Nable, NVA counsel Don Mitchell, executive secretary of NVA, Jane Mason, company executive Robert Guggenheim, Pat Bolin, Rolfe Lobel, Margaret Kelly and many, many others.

The weekend affair opened on Thursday with an all-day open house at Graff's 2956 Iron Ridge headquarters. Friday's festivities included resumption of the open house and Graff's hosting of a luncheon prior to a two-hour afternoon business session.

The Oak Cliff Country Club was the setting for the 7 p.m. Christmas party at which several thousand dollars in prizes were awarded and during which Graff president Floyd Price announced the surprising news that Dalton E. Wick, Dallas manager, was retiring from the business.

Wick, a veteran vendor for the past 15 years and with Graff both in Houston and here, is, as he phrases it, "Only 53." Said Price, in his announcement, "I am pleased to inform you that Dalton E. Wick can no longer resist the huge bass in Falcon Lake at Zapata, Texas and is announcing his semi-retirement from Graff Vending. He will continue on the payroll of Graff

in the role of consultant and will be called upon many times to help us here."

Following the Country Club party activities continues in the Long Horn Room at the Marriott Motor Hotel here as Graff hosted at a hospitality get-together. Saturday the company again invited visiting operators and manufacturers to the Graff headquarters for another all-day open house.

### Business Session

The Friday business session put many of the manufacturing representatives on the grill as Wick emceed a seminar type program. Questions about the rising costs of product, delays in delivery, modifications on equipment, price decreases in charms and exclusive right on charm ideas were directed at the manufacturer panel.

Speaking more specifically of the questions posed, Wicks indicated that operators were anxious to know what protection they could be offered when modifications had to be made on machines subsequent to their placement on routes. Another question dealt with exclusive rights on charm ideas.

"When we came up with an exclusive idea on charms," Wicks told the vending manufacturers, "we want an exclusive right on these charms for a period of 30, 60 and 90 days. We want to know what the manufacturers can do to offer us this kind of protection," he said.

### Christmas Party

In addition to the prizes given at the Friday night party, guests were treated to another surprise when Wick stated that Graff had sold seven million Go Go Rings during the year and asked how many had actually seen a Go Go Girl dancer. Whereupon two high school girls bounded on stage, and presented a Go Go dance to the accompaniment of a teen-age combo.

Entertainment at the Christmas Party during which Everett Graff, former owner and now consultant was presented as "Mr. Vending of 1966," was highlighted by the appearance of the Levee Singers, a popular group here. Attesting to their popularity, Wick told Billboard that the group was paid \$450 for 30 minutes. "They were going to another engagement and had to be out of here by 8:30 p.m.," Wick said, "otherwise they would have charged us \$1,000."

The top prize of the evening was a 25-inch color television

plus several hundred dollars in cash. Other prizes, offered both by Graff and the participating manufacturers, included a Garcia Ambassador rod and reel set, a Remington automatic shotgun with shells and carrying case, an autumn haze mink stole, an RCA stereo console, two Emerson portable black and white television sets, two mink choakers, two antique wall clocks, two candelabra sets, a desk radio, a set of 12 vending machines, two vending units one of which contained a \$50 bill, a 7-machine set with stands, one \$100 gift certificate, one \$50 saving bond, two dozen cuff links and numerous jewelry items.

In handling the distribution of the prizes, Wick recalled that he had received the first prize ever offered when Graff began its yearly Christmas affair 15 years ago—a Ford station wagon.

Hosts for the three-day affair included president and general manager Floyd Price, Tom Emms, manager of Graff's, 6327 Calhoun Road, headquarters in Houston and Graff staffers Sherman Barber, Al Dunn, Jim Parker, Howard Lewis, Joe LeMay, Marie Norman, Yvonne Freeman, Barbara Delanie, Abby McPherson and Betty Kelsey.



VICTOR'S '77' & '88'

WITH DELUXE CONSOLE STAND  
This new deluxe unit has been designed to get maximum sales at the location level, together with minimum servicing for the operator. Displays the merchandise as no other vender has in the past.

AVAILABLE FOR IMMEDIATE DELIVERY. Write for complete details and free color brochure.

LOGAN DISTRIBUTING, INC.  
1850 W. Division St., Chicago, Ill. 60622  
Area Code 312-HU 6-4870

## New Labor Text Now Available

CHICAGO—Labor subjects, including grievance procedure and arbitration, wages and benefits, collective bargaining and contract negotiation, disputes and their settlement, job security, discharge and discipline, seniority and union-management relations, are covered in a new book published by the National Automatic Merchandising Association.

Written by NAMA's consultant on employer-employee relations, Dr. Benjamin Werne, the 91-page volume titled, "How to Negotiate a Union Contract," is the second one issued by NAMA on labor management. The association's first book, "Before and After the Union Drive," has had a mailing of 1,700 copies. Available to NAMA members only the new manual is priced at \$3 each.

## SCHOENBACH CO.

Manufacturers Representative  
Acorn - Amco Distributor

### MACHINES



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Pat and Lyn

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FOR EACH OF OUR "WOWIES" AND "BUTTONS" AND "BEANS," THERE'S A GOOD WISH THAT CAN'T COME FROM MACHINES—IT'S STRAIGHT FROM OUR HEARTS, THESE GREETINGS WE VEND FROM COAST TO COAST, TO EACH OLD AND NEW FRIEND: MAY YOUR CHRISTMAS BE MERRY, IS THE WISH WE ARE SENDING AND YOUR NEW YEAR BE FILLED WITH JOY NEVER ENDING!

STANDARD SPECIALTY COMPANY

1028 44th Avenue

Oakland, Calif. 94601

## Non-Operator Roles In Play-Price Hike

CHICAGO—As in 1946, the impetus for wholesale alteration of the coin machine play price is first of all from the operator. George Bernard's efforts over the past two years are demonstrative of this (see story on this page).

However, and again in the 1946 manner, non-operator segments of the business are playing various roles in the fostering of price increases. But for some time the activities of manufacturers and distributors are expected to be much more subdued with respect to price alteration than in the late Forties (see story below). As one manufacturer spokesman put it, "Right now performance rights societies are stalking the coin machine business, seeking every cent they can obtain. So, until the copyright question is settled, we must not give the societies anything to seize upon."

### Endorsement

Unlike the Forties, no major manufacturer is, as a matter of policy, against a price increase today. The first firm manufacturer endorsement for two-for-a-

*(Continued on page 60)*

Here are a few of the questions uppermost in the minds of operators considering a new play-price:

- Is the time right?
- Will it work in any location?
- Does it require newer equipment?
- Will I have to program better?
- Will there be back-stabbing if all operators don't go along?
- Will Little LP's (yielding three tunes for a quarter) get more play?
- May games be switched as well—especially bowlers?
- Is a price hike a cop-out, an easy way out of good music merchandising?
- The adjacent articles deal with these and many other questions.

## 'So What Else Is New?' Asks Operator Bernard

By EARL PAIGE

CHICAGO—George Bernard of Ideal Coin Machine Distributing Co. here may well be the pioneer in two-for-a-quarter play, which he first initiated two years ago next month.

"It was in this piano bar," said Bernard, recalling his first move to the new pricing. "The guy had this piano and he was tired of it so I said, gee whiz, let's put a new jukebox in its place, kind of a juke box piano," George said.

"So it was after Discotheque first came out and like this was costing me over \$1,100 and this wasn't even with all the speakers so I told this spot that I had to get more money," Bernard said. "They were charging 75 cents a drink and it was one of the spots where people don't mind laying down money so I said what the heck, I'd go two for a quarter and see what happens."

### Few Complaints

Did Bernard receive any complaints? "I would say less than 2 per cent complained," said Bernard, who

*(Continued on page 60)*



NATE FEINSTEIN: "A proposal without a plan is absurd."



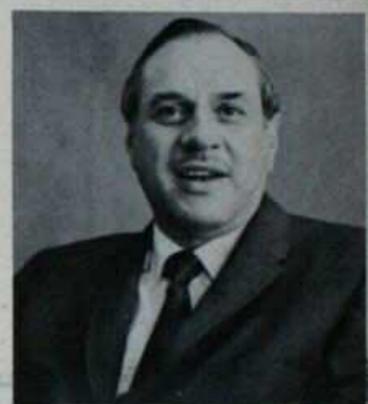
A. D. PALMER: "Remember, we sponsored dime play."



BILL ADAIR: "Little LP play sky-rockets."



JOE BARTON: "There's really nothing new about this."



ED DORIS: "It depends a lot on the type of market."

## The Price of a Play



ALVIN GOTTLIEB: "Two-for-a-quarter play on pin games is a good way off."



HANK ROSS: "We're definitely leaning in the direction of two-for-a quarter play."



MORT SECORE: "Operators must be convinced."



HERB JONES: "Two-for-a-quarter play in pin games is illogical."



BUD LURIE: "It's vitally important."

## Early Returns

CHICAGO—What wholesale transition to a new play-price policy would mean to the industry as a whole in terms of annual income is open to speculation. However, scattered reports of what is being achieved now are drifting in. The confidential comparative figures below are actual results from locations in, surprisingly, a major Southern market. They show grosses three weeks after changeover to two-for-a-quarter play.

PREVIOUS AVERAGE GROSS	PRESENT GROSS	% DIFFERENCE	REMARKS
\$114.00	\$125.35	+13%	Colored lounge & rest.
72.80	85.50	+17%	Colored rest & bar
28.80	61.75	+114%	Tourist restaurant
53.00	51.75	-2%	White lounge
49.70	63.50	+28%	Tourist lounge
82.80	97.75	+18%	Colored lounge & rest.

## What Operators Say About Higher Price

Let the manufacturers, distributors and trade magazines preach what they will, it is the operators who are on the price firing line. It is they who must sell any increase and then make it work. And here's what they think about it:

Les Montooth, Montooth Music Service, Peoria, Ill.—"I have increased play price in one location—two plays for a quarter—with gross rising about 20 per cent in the spot."

O. W. Christensen, Christy's Music Co., Malta, Mont.—"We operate over a 100-mile radius that embraces small towns that won't go for two-for-a-quarter play now."

Sol Tabb, Mar-Tab Vending, Miami—"We had been experimenting with about 40 jukeboxes on two plays for a quarter. We found the receipts so gratifying and the customers so pleased with the results that as of Dec. 1, 1966, we converted all of our jukeboxes to

*(Continued on page 57)*

## Remember the 3/25c, 1/10c Play Dogfight?

By RAY BRACK

CHICAGO—Widespread discussion today of play pricing brings to the minds of many the great debate that swept the operator, distributor and manufacturer levels of the industry in the late Forties.

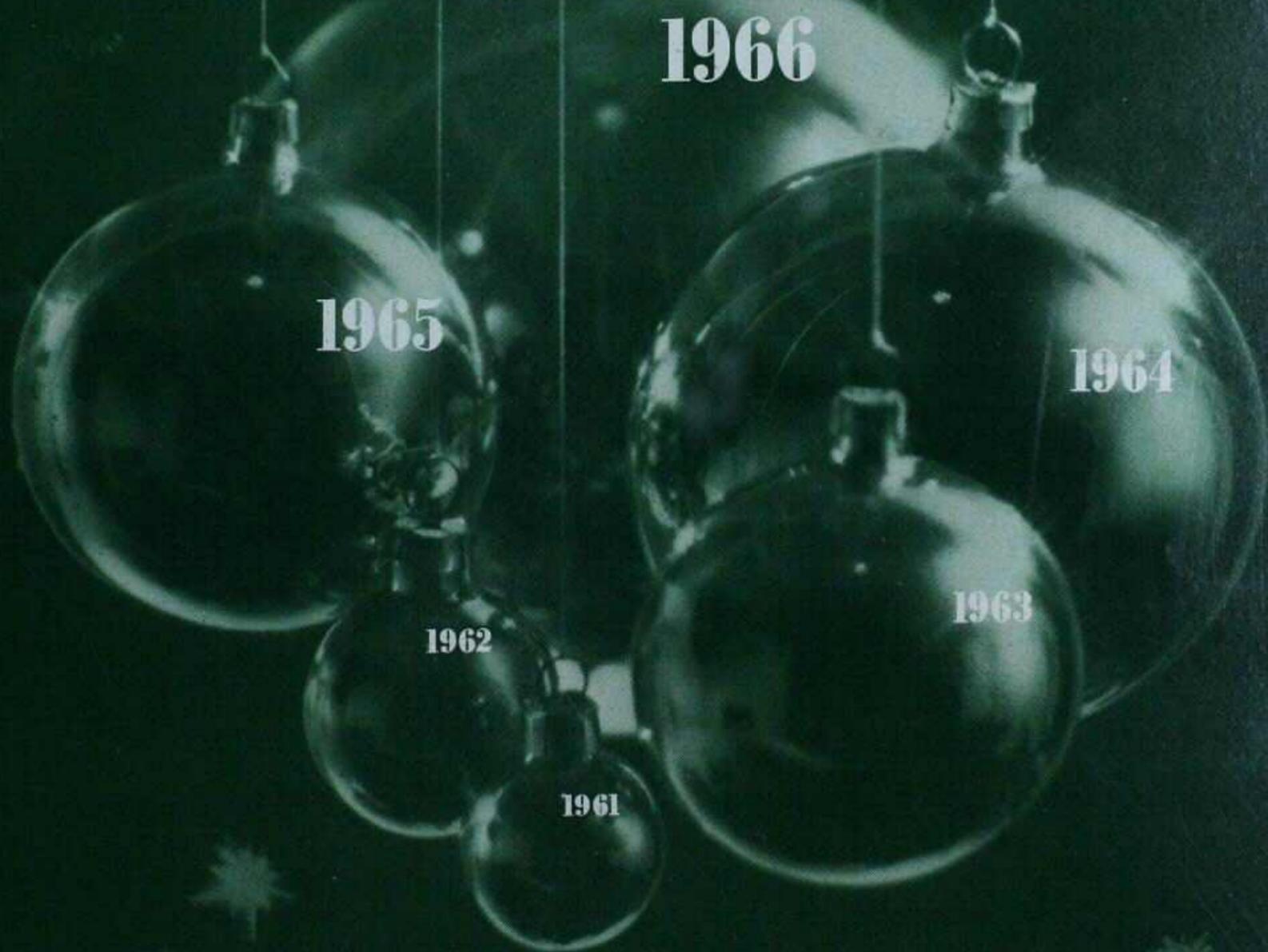
At issue, of course, was dime play.

Post-war jukeboxes in the great main were actuated at a nickel per play. However, because the coin machine business was not impervious to the economic pattern economists termed inflation, there was born a disquietude among operators in the mid-Forties that gave rise to play-price hike discussions. These discussions in some instances became translated into regional trade association resolutions favoring dime play in 1946.

In October, the same year, Witt Eaton, vice-president and sales manager of AMI, brought the manufacturer-distributor segment of the business into the discussion by declaring for the record: (1) "Front" and "top" money had been tried by operators in attempts to meet rising costs without success; (2) Adjustment of commission split to provide a higher percentage

*(Continued on page 58)*

**the Rock-Ola manufacturing corporation  
and its  
Rock-Ola phonograph distributors  
express their sincerest wishes  
for a merry holiday season  
and a  
happy and prosperous new year**



Thanks to the overwhelming reception of our phonograph line by our operator friends, this is truly a happy time of the year for Rock-Ola. Your enthusiastic reception, your continued praise and use of our machines have made possible the exciting growth as represented by the ornament graph on this page. We know that your continued use of Rock-Ola equipment will help to make the New Year a Happy and Prosperous one for you. This is our sincerest wish to all our music operator friends.

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**ROCK-OLA**  
*... the dependable line of  
money makin' music makers*



WILLIAM F. ADAIR, president, Seeburg Sales Corp., and his music machines.

# 2/25¢ Play Will Be Yrs. Coming: Adair

CHICAGO—"It'll take two to three years at least to bring about extensive adoption of two-for-a-quarter play on jukeboxes," Seeburg Sales Corp. president Bill Adair said last week.

Ranging widely over the topic of play-price policies in a two-hour interview, Adair, who has put Seeburg on record as officially endorsing two-for-25-cent play, was unabashedly enthusiastic and evangelistic. He predicted success for all operators who commence the transition now.

"But I'll be thrilled to death if in a year or so 60 per cent of the nation's operators have gone to the new price structure," he said.

Adair, who is marking his 20th year in coin machine sales, said that Seeburg does not intend at present to mount a large promotional and educational campaign to hasten the change-over, "because the timing is bad." And he alluded to the unfinished jukebox royalty business in Washington.

He made it clear, however, that when the copyright question is settled, Seeburg may be expected to raise the banner for two-for-a-quarter play.

**Last**

"There is no question that the industry must go that way," he said. "Costs are up. Distributors have the same problem. And sometimes the operator, because he is in a cash business, is the last to realize that costs are exorbitant."

"We had many discussions before coming out in support of two plays for a quarter. Now we're working quietly with our distributors in laying the ground-

work for the change. And we are convinced that the new play-price concept ties in directly with dollar bill validation.

"Moreover, early experience shows that Little LP play is skyrocketing with adoption of the new pricing. It makes the Little LP a whale of a buy."

"Early statistics have been rolling in. (See p. 54) Machines on location with dollar bill validators and set at 2/25-5/50-12/\$1.00 play have been showing from 20 to over 100 per cent increases. I have a report here on 27 machines set at two-for-a-quarter, and after three weeks only one is off its gross. And it's only off 2 per cent."

"Naturally, we advise that when an operator makes the pricing change he 'change the face' of the equipment. This means a change of equipment for the better. It doesn't have to be a new machine, but it should be a newer machine, a clean machine."

Because of the integral role he feels the currency validator will play in the play-price transition, Adair is optimistic about the pace of acceptance of the device. "In three years," he said,



"Little LP play is skyrocketing."

"the dollar bill validator will be standard equipment on all new jukeboxes."

**Vending**

He is pessimistic about the acceptance of the device on vending machines. "The patron resents having to buy a cup of coffee in order to get change, particularly when he is accustomed to a dollar bill changer stationed with a bank of machines." Adair also said that the dollar bill validator in a vending machine may encourage break-ins.

"With the possible exception of cigaret machines," he said, "we see no real market for dollar bill acceptors on vending machines in the foreseeable future."

Adair joined Seeburg in 1962, moving from a Philadelphia distribution firm. He became a sales vice-president. He was appointed Seeburg executive vice-president in 1965 and was named to his present post earlier this year.

"The music business is better off today than in its entire history," Adair said. "Here's why. The adults of 10 years ago were not exposed to jukebox music as kids. But the kids of 10 years ago are now becoming adults. They grew up with jukeboxes. We are blessed with the first true jukebox generation, and we're starting to feel the effect of this. Let's capitalize on it."

## MOA DIRECTORS TO WASH'TON

CHICAGO—While consideration has been given to other cities as a site for the spring board meeting of the Music Operators of America, it was agreed that the 60 MOA directors will again convene in Washington. The unsettled jukebox royalty question and an opportunity for operators to visit their congressmen were overwhelming factors in the decision.

## GOING BACK TO 300 B. C.

SCARSDALE, N. Y.—Ever wonder how the juke box operating business all began? The chronology of coin-operated music is gloriously arrayed here currently at the Museum of Music in an exhibit jointly sponsored by the museum and the Smithsonian Institute. Everything from the water-powered Hydraulus of 300 B.C. to present-day stereo machines are included. And between are to be found 150 other mechanical music machines, including the first audio-visual unit (the Praxinascope: moving pictures activated by a Swiss music box); what is reputed to be the first jukebox (the Hylophon-Obstella, which accepted German marks); the Polyphone, which took English pennies and the Regina Conceto Orchestrion, a 9-ft. monster which played piano, chimes, cymbals and drums. A Thomas Edison machine is shown, too—the Selectomatic, a coin-operated machine which played "Tell Me Pretty Maiden" and "Moonlight Bay." Instructions were: "Turn Crank on Side of Cabinet Eight Times and Let Go—Then Drop One Cent in Slot."

## New Orleans Confab

• Continued from page 52

souvenirs or other material which in its opinion may be objectionable or a solicitation of names or employment of a ruse for collecting names.

Room rates at the Monteleone are singles \$12-14-15-18; doubles (\$15-16-19-22); twins (\$18-19-20-24); triples (\$19).

For additional details concerning exhibitor or delegates, inquiries should be directed to Jane Mason, Executive Secretary NVA, 1155 North Cicero Avenue, Chicago, Ill. 60651.

## Mo. Coinmen Plan Meeting In St. Louis

COLUMBIA, Mo. — Ending the year with one of its better attended meetings here (6), the Missouri Coin Machine Council discussed plans for a spring gathering in St. Louis to which they will invite officials from the Music Operators of America.

The main topic of the meeting here at the Daniel Boone Hotel dealt with President John Masters' report of the recent Chicago conventions and trade shows. Explaining the status of the copyright revision bill, Masters, an MOA director, told Missouri's operators, "We will have to fight harder than ever next year because we know 'some' version of this bill will be enacted."

Masters told the gathering that the 19-year-old out-State association is gaining more metropolitan representation as he introduced and welcomed MCMC's newest member, Elmer (Red) Howe, Howe Amusement, Kansas City.

The group was also informed of president emeritus John Fling's upcoming trip to Oakland, Calif., where the long-time Missouri coinman has relatives and where he will visit with George Miller, president emeritus of the California Music Merchant's Association.

Moberly was selected as the site of the MCMC's next meeting. It will be held Feb. 7 at the Ramada Inn.

## Good Programming

JOHNSON CITY, Tex. — With reference to the nearby LBJ Ranch, a record on the jukebox in a local eating place is entitled: "Everything's OK on the LBJ."

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# What Operators Say About Higher Price

• Continued from page 54

two plays for a quarter. We find the experiment has helped our take immensely and the storekeeper has very little resistance against it. I'm positive that when we finally complete the whole program, storekeeper and operator will really be pleased."

**C. L. Hopkins, Hopkins Music and Vending, Galion, Ohio.**—“We've put out 20 units at two-for-a-quarter and they are bringing in fine results. It has actually increased play in these spots. How do you get started with the increase? First you have to put in a sharp-looking, new piece of equipment to encourage the location owner and stimulate the patrons. Our two-for-a-quarter machines are all in the better restaurants on the Highway 71 freeway from Cincinnati to Cleveland.”

**Norm Niederhelm, Music-Matic, Inc., Santa Ana, Calif.**—“We're still getting a lot of dimes in bars that charge 40 cents for a beer. This is one reason why we are going to think very carefully before going to two-

for-a-quarter. But we definitely think that this is the coming thing.”

**George Bernard, Ideal Coin Machine Co., Chicago.**—“I've set back and watched people go up to the machine and try a dime. Usually they'll try it a couple times and it keeps dropping back. Then the guy will reach into his pocket, get a quarter, and play the machine. Two-for-a-quarter pricing is nothing new for me. I've been at it two years.”

**Phil Bailey, Tidewater Music Co., Norfolk, Va.**—“Since going to two-for-a-quarter play on over 450 machines, Little LP's have been ringing the meter. Customers are finding that they get three songs for a quarter with LP's compared to two singles for a quarter. We can't put in Little LP's fast enough. The income in our civilian locations is up 25 per cent. Our naval base locations are even better.”

**John Masters, Missouri Valley Amusement, Lee's Summit, Mo.**—“I can remember the long, tough fight we had around here to get dime play going. At the time the telephone company was going from a nickel to a dime on phone calls. Coffee in restaurants was

going from a nickel to a dime. And it wasn't so strange to start asking a dime on the jukebox. But today there's nothing else going up to a quarter. We're still vending coffee at 10 cents, candy bars are a dime, cold drinks are a dime. And I just don't see any way we can raise the jukebox price to two-for-a-quarter.”

**Henry Leyser, Associated Coin Amusements, Oakland, Calif.**—“The time for two-for-a-quarter play will come when we can introduce a totally new concept in equipment.”

**Pat Storino, S&S Amusement Co., Toms River, New Jersey.**—“We've been very successful with dime music. I'm not sold on two-for-a-quarter yet. I have to believe in something before I go all out. But I confess I haven't had time to really analyze the price increase concept yet.”

**Frank Manzano, Manzano Music, Calgary, Alta.**—“Music has been holding up well, and I question the salability of two-for-a-quarter music at this stage. We have been doing pretty good business with two-for-a-quarter on our shuffle alleys, so I'm not entirely discounting that price on music, however.”

## Rosen Holds New Outlet Announcements

PHILADELPHIA — Distribution for the new Cinejukebox audio-visual machine will be on a nationwide basis “and not on a piece-meal basis,” said David Rosen upon his return from the MOA Show in Chicago.

In view of the interest shown by so many in the distribution of his Cinejukebox, Rosen said he is still keeping the doors open so that he can make an intense study of qualifications of those seeking appointment and still give others an opportunity to come in.

Instead of announcing appointments on a hit-and-miss basis, Rosen said he will withhold formal announcement until he has completed his distribution program on a total national basis. He said he hoped to have the program completed by the end of the year.

Rosen stressed the fact that it is his intention to work only through the established coin machine industry, and the only distributors who can qualify are those identified with the industry. He also pointed out that since the major music machine manufacturers have already “thrown their hats into the audio visual ring,” even greater consideration and study must be made in setting up a “permanent” distributing organization.

## Say You Saw It in Billboard



HAPPY FACES of Al and Leah Bettelman of C. A. Robinson Co. light up the festivities at the California Music Merchant's Association annual banquet at the International Hotel in Los Angeles.

HENRY LEYSER, CMMA president (right) and president emeritus George Miller (left) greet Thad Brown, Los Angeles chief of police and Frank Coakley during pre-banquet activity. Brown is second from left.



GEORGE and Hitomi Muraoka of Simon Distributing make their entrance at annual CMMA affair, which marked the association's 35th year.



CMMA's George Miller (right) with Gordon Garland, former speaker of the California assembly and now public relations consultant for the association.

## CALIFORNIA ASSOCIATION IN GALA 35th BIRTHDAY PARTY



MUSI-MATIC representatives pose for photographer at CMMA. From left, Mr. and Mrs. Al Gallant and Mr. and Mrs. Norman Niederhelm.

INFORMAL CHAT prior to CMMA banquet. From left, George Miller, Richard Foriday, Bill Weldon, Frank Coakley and Gary Sinclair.

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SWITCHED ON this week was the newly erected sign atop the Seeburg building at 1500 Dayton Street in Chicago. The "S" measures 40 feet high.

Season's Greetings

to our many friends from your

**Billboard**

editorial and advertising  
Coin Machine Staff

# Remember the 3/25c, 1/10c Play Dogfight?

• Continued from page 54

of the gross had also not proved successful, leaving only one alternative; (3) increasing the price of a play.

### Costs

At almost the same time, M. G. Hambergren, vice-president and director of sales for Wurlitzer, declared: "We know that depreciation costs, record costs, labor costs and all costs are at an all-time high. We know that, while earnings today are substantially higher than they were in 1940, they still are not high enough to cover these increased costs." He announced Wurlitzer's support of three-for-a-quarter, one-for-a-dime play inauguration and said that "guinea pig" locations through-

out the country proved the plan profitable. He also announced that play-price conversion kits were available for Wurlitzer jukeboxes.

Seeburg dissented. Espousing a hold-the-price-line policy, a Seeburg spokesman declared that the company would discontinue the introduction of yearly models in order to help operators keep costs down. An official Seeburg statement read: "Raising the price of phonograph music will tend, we believe, to create a buyers' strike and operators will find their equipment sitting idle. The answer to increased costs must be found in increase in the play and in eliminating yearly models, giving the operator a longer time to amortize the cost of his installations. Attempting to double the price of music to increase revenue is an illusion that can only result in disaster to the industry."

### Programs

The lines were drawn. The companies actively and eloquently preached their policies the length and breadth of the industry. It was a good-natured disagreement,

one which industry historians view as having been good for the business.

While Rock-Ola remained neutral and Aireon and Mills made a dime-play alternative available, AMI and Wurlitzer launched massive operator-location educational programs.

At the heart of the Wurlitzer "quarter-dime" play inauguration program was a company-prepared mailing plan to condition location proprietors to the notion. In January of 1947 Wurlitzer advertising manager Bernard Holsinger sent out a booklet outlining three "pre-conversion" and three "post-conversion" mailings for locations. Complete instructions and sample letters were included.

The first mailing was to go to the locations 10 days to two weeks before changeover and was to state reasons for the new price; mailing two was a booklet explaining the reasons for the new price and told the location owner what to expect after changeover, to be

(Continued on page 61)

14

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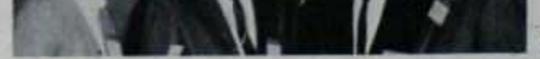
1. GLENN PARSONS, former Warrensburg, Mo., operator, poses with Ruth Ann Green, Everpure, Inc., Oak Brook, Ill. Parsons was host at Vend-O-Matic Sales, Inc., exhibit.

2. COAN MANUFACTURING COMPANY'S Robert G. Morris chats with Marylou Chiarelli, Alhambra, Calif., model.

3. BERNIE JORGENSEN, John Reeder (back to camera) and Ray Knipstein (right) at Johnson Fare Boxes Ambassador Hotel exhibit.

4. KEEN INTEREST is registered here by A. D. Kirkaldy (left) and John Kane (center) as Ed Teifer of Inter-County Industries, Inc., demonstrates feature of company's security coin boxes at National Automatic Merchandising Association Western Conference and Trade Show.

5. KENNY SMITH, Circle International, Los Angeles



## Western NAMA Show



(right) with Mr. and Mrs. Peter Curry, San Luis Obispo, Calif., operators who have extensive phonograph and full-line vending operation.

6. BART MORRIS, Rudd-Melikian holds coffee grounds while interested booth visitors look on. From left, Bill Harp, Otis Thornton and Jesse McGehee all of Servomation, Stockton, Calif.

7. COFFEE-MAT CORPORATION'S Frank Roger playing host to Ann Daves (center) and Miriam Gelman, both of ARA, Los Angeles.

8. ARNOLD B. COHEN of U.S. Automatic Sales, Inc., gives demonstration for Annette Swanson of Pepsi-Cola.

9. VENDO'S Paul Selzer (right) clowns it up with (from left) Jay and Bart Aivazian and Bill Long.

10. MARVIN PIERSON, vice-president of sales, National Vendors (dark suit) is surrounded by interested visitors to company's exhibit.

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## How Scopitone Stars In Phoenix Club

PHOENIX, Ariz. — The crowd-pulling capabilities of Scopitone have made it an ideal bit of equipment for fighting go-go girl competition, according to Jerry Caruso, operator of the old Caruso's Bar in midtown Phoenix.

Caruso, whose bar and cocktail lounge has been operating in the same location since 1935, saw receipts dwindle rapidly a year ago when the first go-go girls began to be featured by competing operators. The situation grew from bad to worse, to the point that he knew that "something had to be done about it." Because too little space was

available for constructing the usual "bird cage" for dancers, Caruso knew he would have to find some type of crowd-pulling entertainment which did not require a large amount of space.

Tried at first on a test basis, the visual unit soon proved to be the ideal answer. Fortified with the full selection of 36 films available, and set up in a convenient corner of the back-bar where it could be seen all the way across the room, Scopitone, on a continuous basis, was enough to bring volume back up to normal in the matter of a few evenings, at far less expense, and much higher interest, than

## Bilotta Party

NEWARK, N. Y.—It was a great Christmas party (11) at Johnny Bilotta's, Newark, N. Y. Wurlitzer operators and others were very much impressed with the new Wurlitzer phono, and Bilotta said the new model is selling "As fast as I can get delivery." Debbie Melli, recently signed to RCA Victor, was the featured starlet at the party.

live go-go girls could be expected to provide.

Caruso, who depends upon "regulars" as do most smaller suburban bar owners, was pleased to find that most of his customers, after a look at Scopitone, came back with friends the following night, and that he has been able to create a long list of new regulars in this way.

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factory staff  
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organization  
in extending  
HOLIDAY GREETINGS



# Non-Operator Roles In Play-Price Hike

• Continued from page 54

quarter play has come from Seeburg. Seeburg Sales Corp. president William F. Adair said in September that the company feels "Two-for-a-quarter play is becoming a necessity for coin operators."

However, the company has no present plans to launch a new-pricing campaign and is leaving the matter to individual distributor initiative.

And many distributors are quietly active. World Wide in Chicago, for example, has held several meetings to acquaint operators with the potential of two-for-a-quarter play. And the company has devised what it calls a "plan" for implementing price changes in Illinois.

World Wide executive officer Nathan Feinstein terms effecting play-price changes "the art of the possible," but insists that to propose changes without a definite plan is "absurd."

Feinstein advocates no wholesale changeover. "Mentally examine your route," he says. "Where money is looser—say where patrons pay 80 cents or more for drinks—and enlist the location owner's co-operation in inauguration of a new price. If 300 operators in Illinois would change three to four locations a year, that would mean an aggregate changeover of at least a thousand stops in a year's time. The total after just three years is obvious. After the top locations are converted, the lesser spots would follow. Evidence indicates the conversion to two-for-a-quarter-five-for-a-half means a 20 to 25 per cent increase in gross."

## Policies

World Wide has presented this plan in detail to operators in Chicago, Springfield, Davenport and other cities.

As to the policies of other manufacturers, they are reflected in the following statements gathered by this magazine last week:

• "In terms of our amusement pinball games, two-for-a-quarter play is a good way off." (Alvin Gottlieb, D. Gottlieb & Co.)

• "I would think that two-for-a-quarter play on pin games would be illogical. You might tell a patron he has to play two songs for a quarter, but how can you tell him he must play two games?" (Herb Jones, Bally Mfg. Co.)

• "Quarter play on a jukebox? There's nothing new about this. In fact, I know of one phonograph right here in New Jersey that is set—not on two-for-a-quarter play—on quarter play! Some of the forerunners of the

modern jukebox were set a one play for a quarter. Be that as it may, we at Rowe have no official position as yet on play pricing. But I personally think two-for-a-quarter play is a good thing. There are exceptions, of course, and operators have the good sense to recognize those locations that will justify price modifications upward." (Joe Barton, Rowe Mfg. Co.)

• "I think two-for-a-quarter play would be wonderful—a great thing for the industry. Of course, this isn't something that can be accomplished across-the-board. There are areas, for example the South, where nickel yet dominates. I would say that initially two-for-a-quarter play inauguration will vary greatly from market to market." (Ed Doris, Rock-Ola Mfg. Corp.)

• "We've been pushing for two-for-a-quarter for some time now and I would say that 85 per cent of our shuffle alleys are being shipped this way. As for bowlers, we simply refuse to ship them on a dime play set-up anymore. The operators may have them changed back if they want. Naturally, the operator is afraid to change for fear the operator down the street won't go and he'll lose a spot. But operators have to be convinced just as they were when we came from a nickel to a dime years back." (Mort Secore, Chicago Coin)

• "We're definitely leaning in the direction of two-for-a-quarter play, especially on large pieces of equipment. The first bowlers come out, what, in 1949? Here it is 17 years later and we're still running them on dimes. That dime is getting pretty thin. When you consider that an operator is paying over \$900 for a shuffle alley or a bowler, he just has to be getting more than 10 cents a play. I think that the lead established by Chicago Coin in this area should be applauded. On pin games I think two-for-a-quarter play is less a factor. After all, the operator isn't paying that much money for a pin game." (Hank Ross, Midway Mfg. Co.)

• "Two-for-a-quarter? What can you say? Anyone who doesn't think this way should have his head examined. It's great! It's not only great, it's vitally important. But you have to remember that we're still trying to get all our areas up to a dime play. It's going to be a long, hard fight to establish two-for-a-quarter on pin games. Equipment has to get more expensive. It just cannot be any other way. We're often accused of butting into the operator's business when we go out in the field making such suggestions, but, after all, we're trying to make the operator more money. We're definitely behind this two-for-a-quarter play and want to help in every way." (Bud Lurie, Williams Electronic Mfg. Co.)

• "The price of a jukebox has risen, and will undoubtedly continue to do so. Out position in view of this fact was reflected in our support of the transition to dime play. But we see no general trend to two-for-a-quarter play at this time." (A. D. Palmer, The Wurlitzer Co.)

# 'So What Else Is New?' Asks Operator Bernard

• Continued from page 54

has since initiated two for a quarter play in eight locations. "You get an occasional groan, but it's not that much. If I'm in the location and somebody says what happened to the three for a quarter I take them aside and just explain it. I mean here I've got these discotheque speakers in the place and the equipment is costing me a lot of money and I ask them what they were paying for things 10 years ago and what they're paying today. They understand."

"The nickel and dime slot is completely off these machines," Bernard said. "I've set back and watched people go up to the machine and try a dime. Usually they'll try a couple of times and it keeps dropping back and the guy will reach into his pocket and get out a quarter and play the machine. I mean you take a location where you're getting maybe 30 or 40 dimes each time you check and you begin to see that those dimes could just as easily be quarters," Bernard said.

Bernard also pointed out that he's received a lot of help from the location owners who realize that two for a quarter play means more money for them, too. "This first location is up between 30 and 40 dollars now," he reported, "and this is with my 10 per cent off the top," another Bernard innovation since going to two for a quarter.

## Guarantee

"I go in this way," he said. "I just explain that I'm setting a whole new deal in the spot and it's costing me a lot of money and I need 10 per cent off the top. You're only talking about five bucks or so because you're taking half of your own money this way anyway. But still that's \$250 a year when you figure it out."

Bernard has found that one secret to selling spots on two for a quarter play is putting in new equipment. "This is a must," he said. "You bring in a whole new set-up and people aren't concerned with the change in the price."

Each new phonograph, of course, means that a spot down the line is up-graded, too, and Bernard feels that this is the way he'll gradually get more and more locations up to two for a quarter play. "It won't be an overnight thing," he said.

"You take your school store locations where you've got an order and the kids are playing it. This type of location won't go two for a quarter. It's with your better spots where you're setting your new equipment. But as you bring better equipment down the line you can watch out for the spots where two for a quarter play will go."

## No Red Money

Is Bernard using red money or any type of playback stimulant? "No red money," he answered. "Here's the thing with marked money. They look in the cash register and see they're out of red money and they figure that's it. So I just give these types of locations a flat \$5 a week and they never realize when they've run out. But only on one of my two for a quarter spots am I using this," said Bernard. "These top spots don't need it," he said.



GEORGE BERNARD, Chicago operator who pioneered in two for a quarter play, pauses for photograph while servicing a location where he's installed a phonograph equipped with a dollar bill acceptor.

## Veteran Mo. Coinman Dies

INDEPENDENCE, Mo. — Frank Speller, a long-time operator here and in the inter-city district of Kansas City, passed away last week. Speller had been retired from the music-operating business for the past 10 years. The veteran operator was 67 and is survived by his widow, Ida.

## Mrs. Wagner Dies

INDIANAPOLIS—Mrs. Edna Wagner, wife of Richard Wagner, of Lew Jones Distributing Co. here, died Dec. 9 following a two-and-one-half-year illness. Wagner is a 40-year veteran of the business. Surviving in addition to Wagner, is a son, George, who is also employed in the industry.



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# Remember the 3/25c, 1/10c Play Dogfight?

• *Continued from page 58*

sent three to five days after the first mailing; mailing three stressed important points in the booklet, was to be made about five days after mailing two, and was to be followed up by a personal visit; the fourth mailing told location owners how they could help customers become accustomed to the new price; the fifth mailing warned locations that other operators might try to sell them off "quarter-dime" play, and the last mailing explained that collections might drop temporarily only to come back to a higher figure than before.

### Booklet

The booklet that was part of mailing two pointed out to the location owner:

• That since 1940 the cost of a new phonograph had gone up 120 per cent; labor cost had risen 115 per cent; record and needle costs had jumped 200 per cent; parts costs had gone up 100 per cent and administrative costs had risen 125 per cent.

• That, "people didn't stop drinking beer when the price rose from 5 cents—or having their shoes shined when the price rose from 5 cents—or reading Sunday papers when the price rose from 5 cents."

• That the location owner and his personnel could do much to make a success of dime play.

An interesting sidelight of the dime-play battle was the concurrent effort by the industry for repeal of the wartime excise of 10 per cent of the manufacturer's price of equipment, which was translated into a 10 per cent increase in the operator's equipment cost. That excise was repealed in 1965, a fact considered irrelevant in today's discussion of play pricing.

As the debate developed, the issue was reduced to these opposing contentions: (1) Hold the price line and strive for increased income through improved music merchandising; (2) Raise the price and strive for increased play as well, thus benefiting twice.

As always, it was for the operator to decide. A Billboard survey at the end of 1946 indicated that 1,532 operators favored dime play, 1,452 were opposed and 220 were neutral.

But the ultimate decision was deferred as the United States fought another war and a California operator named Walt Schinkel fought an adverse Office of Price Stabilization ruling in the courts.

And perhaps in truth it was the dogged inevitability of post-Korean War inflation that sealed the nickel slot.

Industry history, hoary old business heads say, has a penchant for repetition.

## Shuffleboard For Japanese Coin Market

LOS ANGELES—Sega Enterprises, one of Japan's leading manufacturers of coin-operated amusement machines, has introduced shuffleboard to the Japanese market.

Not the traditional shuffleboard found in America, according to an executive of Sega Enterprises, but rather a compact, transistorized and mobile variety that can be plugged into any 110-volt house current.

Shuffleboard—Orient style—comes complete with musical victory marches and pyrotechnic salutes to the winner.

A spokesman for Sega, traveling in the United States on a buying mission, said his company manufactured the machine in the amusement battle for the Japanese yen. "The amusement market in Japan is highly competitive," the Sega executive said, "and we gambled on shuffleboard because it pushed the company into the realm of room-sized amusement devices. A field we want to fully explore.

"We also gambled that most anything American would prove financially beneficial." American servicemen stationed in Tokyo, he said, have also stimulated interest in shuffleboard.

Sega introduced six shuffleboard machines in several Tokyo nightclubs recently and watched both Japanese and American servicemen and tourists wait in line for more than two hours to play.

## British Firm Issues Price Squeeze Bonus

LONDON—Phonographic Equipment, the major coin machine hire company and distributor here, has devised a way to side-step the British Government's price squeeze affecting stockholders and dividend payments.

Phonographic reported a 55 per cent profit jump for the year ended April 30, 1966. Before depreciation and amortization, profits had passed the \$3 million mark for the first time in the company's history.

As a result, Phonographic, which had already paid an interim dividend, was willing to pay out a final 25 per cent dividend in addition. The United Kingdom treasury, however, turned down the application to pay out the final dividend, which would have constituted a 24 per cent increase over last year's total dividend of 36 per cent.

Rather than waste effort on issuing a final 1 per cent dividend to keep in line with last year, Phonographic is making a one-for-two bonus share issue instead.

## Coinmen In The News

LOS ANGELES

A new aluminum cue stick, manufactured by a subsidiary of the Alcoa Aluminum Co., is receiving excellent operator response, according to **Marvin Miller**, of the Coin Machine Service Co. The light, regulation-sized stick comes in a variety of colors and a carrying case. Coin Machine Service has exclusive area rights to the product. . . . **George Muraoka** of Simon Distributing, just back

from a winning vacation trip to Las Vegas, is greeted with export orders to the Far East, the European market and to Australia. . . . **Shorty Culp**, operator from Oklahoma, in town for a few days. . . . **Elsie Fink** joins the Coin Machine Service office staff. . . . **Tex Leerskov**, an operator in Barstow, shopping at the Paul A. Laymon Co. and the C. A. Robinson Co. prior to his vacation to South and Central America. . . . **Char-**

*(Continued on page 62)*

## BILLBOARD AD DEADLINE MOVES UP 1 DAY FOR THE DECEMBER 31 ISSUE

Due to the Christmas holiday, deadline for the issue of December 31 will be on Tuesday, December 20.

**DEADLINE FOR DECEMBER 31 ISSUE: TUES., DECEMBER 20**

## Gottlieb's 4-Player



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## DANCING Lady



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2. New carousel roto-unit scores up to 500 points on numbered targets and "shoot again" feature on star target.
3. Full top to bottom exciting playboard action.
4. 4 bottom rollovers score carousel values.
5. New decagon score-indicating unit gives ultra-efficient performance.
6. New automatic electric ball-lift for faster more convenient play.
7. New, illuminated, score-card holder includes new easy-to-read "Balls to Play" and "Game Over" lights.
8. New, all-stainless steel front molding, provides a fresh clean appearance and comfortable feel.
9. New, triple coin-chute combinations, now available for increased convenience and earning power.

## Coinmen In The News

• Continued from page 61

lie Robinson, owner of the C. A. Robinson Co., back from Oregon, where he visited his brother. . . . Henry Tronick of the Robinson Co. relaxed in San Diego for two days.

John Ketchersid, a Long Beach operator, passed away. . . . Woody Mathews of Automatic Games Co., Reno, Nev., visiting

Badger Sales & Vending Co. . . . W. R. Happel Jr., president of Badger, announced the shipment of a medium-priced family pool table from Superior Industries Corp., West Haven, Conn. . . . Leo Simone and his wife, Babe, celebrated 30 years of wedded bliss. Leo is sales manager at Badger. . . . Phil Giannionne, a member of Paul A. Laymon

## Operator Dies

JANESVILLE, Wis.—Clement Jones, 36, of Owens Vending Co. here, died recently after sustaining a heart attack. Jones was with Owens Vending three years and worked in the coin machine business 11 years earlier. He is survived by a brother; his widow, Betty, and five children.

shop staff, off hunting and fishing in the High Sierras. . . .

BRUCE WEBER

## Yule Disks? Humbug!

By BRUCE WEBER

LOS ANGELES—Cliff Jones is willing to explode the jukebox myth that holiday season record programming is profitable.

"Holiday programming," said Jones, "particularly Christmas standards, is an outmoded doctrine brought about by traditional standards rather than profitable business practices."

Programming of Christmas singles is now being scuttled by Jones and several other operators in Southern California.

While Jones agrees that his reasoning may be considered radical by a majority of operators, he feels his fundamental job is to provide music to ring the cashbox. And he has found holiday tunes, including Bing Crosby's "White Christmas," generate few plays.

### Outspoken

Jones, owner of Jones Music, Long Beach, Calif., operates a chain of locations stretching from the San Fernando Valley to Newport Beach. He is also president of the Harbor Music Operators Association of Long Beach.

Although outspoken against holiday programming, he grants requests for holiday standards at any location. He makes it a point to show the location owner just how many spins the holiday request generated.

"Simply, it's a question of economics," Jones said. "Locations are bypassing the standards because they're not being played. Occasionally," he said, "a gimmick holiday tune will receive enough attention to warrant its position in the jukebox."

Jones recalled three novelty tunes—"I Saw Mommy Kissing Santa Claus," "Rudolph the Red-Nosed Reindeer" and "Green Christmas"—that have provided jukebox listeners with holiday cheer and operators with holiday currency.

### Faults Manufacturers

"Record manufacturers annually re-release holiday records instead of servicing the operator with year-round product," Jones said. "Instead of attempting to unearth 'seasonal gimmick tunes,' the record companies could improve its operator relationship by providing records to stimulate sales throughout the year."

"Programming, too, must depend on the location. Several standards always stay on jukebox programming schedules each season, especially in bars and taverns where the atmosphere is conducive to holiday spirit," said Jones. "But, there again, standards are on the way out, whether it be holiday composition or vintage standards."

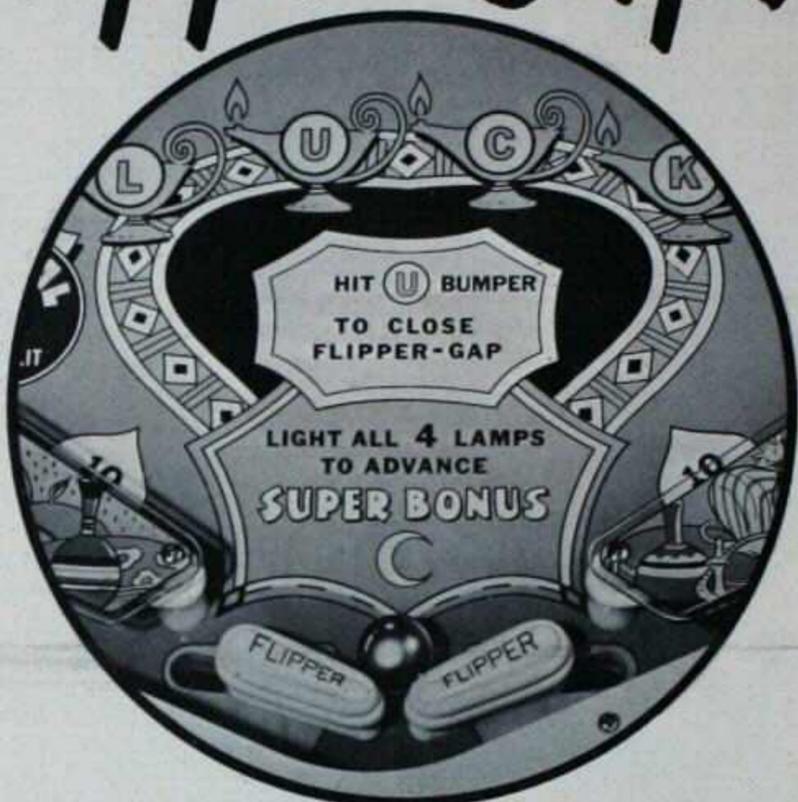
He also feels inspirational music, often released specifically for holiday play, has absolutely no programming value in a phonograph. Although he has purchased Mahalia Jackson singles for "request locations," Jones believes religious music handicaps tavern business. "It may be psychological," he said, "but religious or inspirational music and the tavern atmosphere fail to unite."

## MOA NETS 311 MEMBERSHIPS

CHICAGO—The Music Operators of America exceeded its membership drive quota by 61 in signing 311 new members in eight months preceding the October convention here. Jack G. Bess, executive vice-president and manager of the Music Operators of Virginia and executive director of the Automatic Vending Association of Virginia, engineered the drive.

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

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Another play-boosting feature is the tantalizing Red Arrow action, constantly shifting score-value of Bumpers . . . and big-score Top Rollovers, which jump from 10 to 200, 100 or 50 on Rebound bounce-off . . . and easy-open Free-Ball Gate, which opens when center Top Rollover is hit or Gate-Bumper is hit with Red Arrow lit . . . and . . . but you've got to see and play BAZAAR to get the feel of the Busiest, Brightest Bally "B" game ever built. See BAZAAR at your Bally Distributor now.

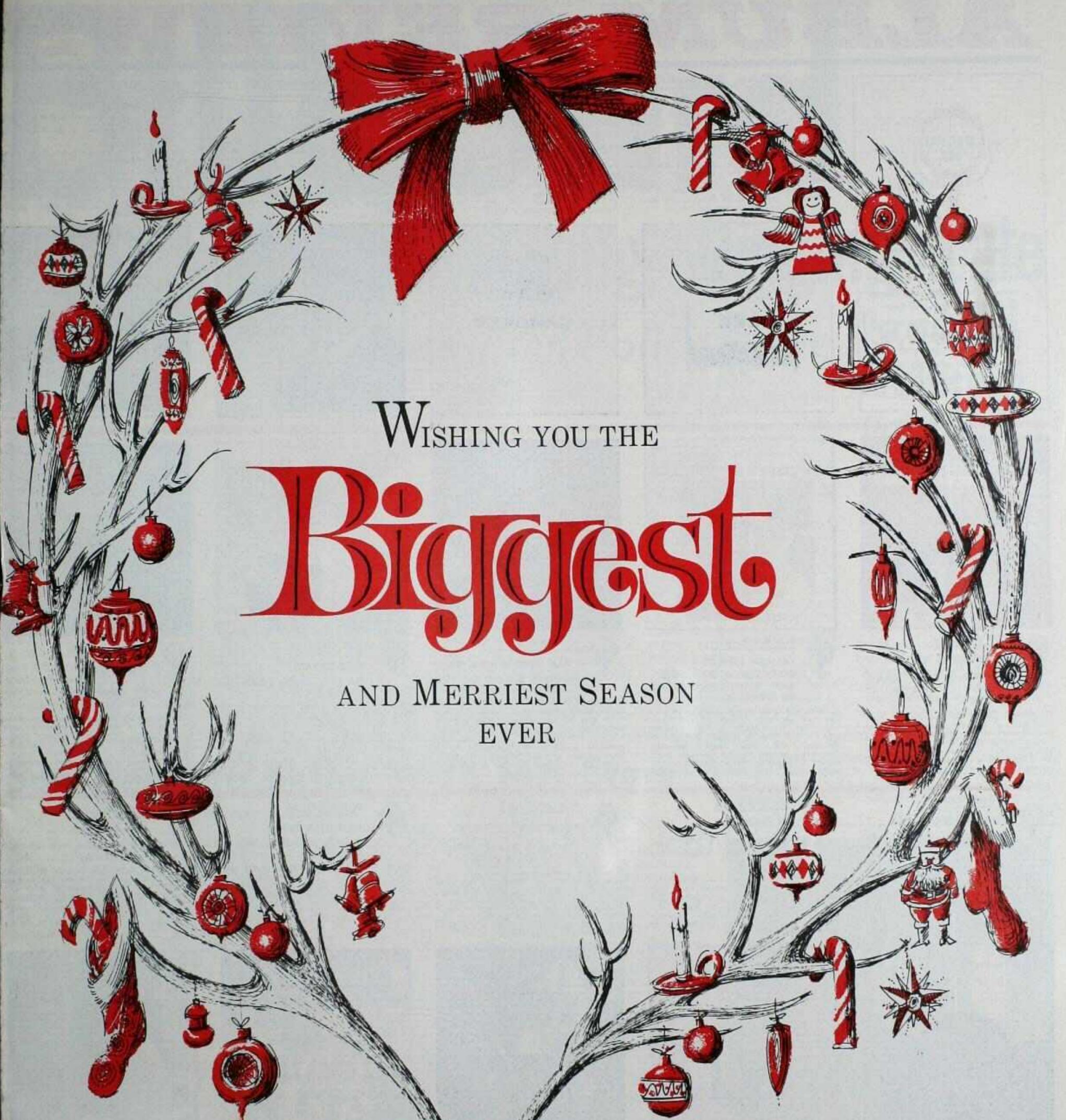
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# ALBUM REVIEWS



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.

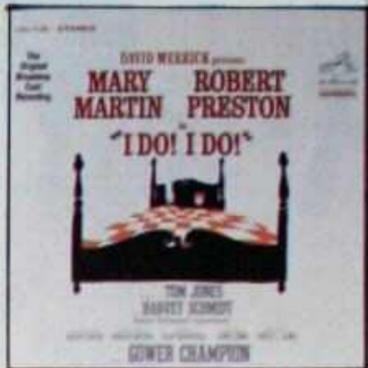


## ORIGINAL CAST SPOTLIGHT

### "I DO! I DO!"

Original Broadway Cast. RCA Victor LOC-1128 (M); LSO-1128 (S)

The cast of two comes across the wax as a full chorus. They beautifully interpret the music and lyrics of Tom Jones and Harvey Schmidt of "Fantasticks" fame. Both Miss Martin and Mr. Preston are at their singing best in "My Cup Runneth Over," "What is a Woman" performed by Miss Martin has much pop commercial potential.



## ORIGINAL CAST SPOTLIGHT

### CABARET

Original Broadway Cast. Columbia KOL 6640 (M); KOS 3040 (S)

The full carousing flavor of the Broadway hit "Cabaret" has been captured by Columbia Records. Special treasures—in the play, as well as this LP—include "Cabaret" and "Don't Tell Mama," by Jill Haworth, "Tomorrow Belongs to Me," by Joel Grey, and "What Would You Do," by Lotte Lenya. Due to become a big hit.



## POP SPOTLIGHT

### THAT'S LIFE

Frank Sinatra. Reprise F-1020 (M); FS-1020 (S)

With his "That's" Life" featured Sinatra has a powerhouse package. Along with the hit, he delivers swinging Ernie Freeman arrangements of "I Will Wait for You" and "Somewhere My Love." His dramatic reading, in top voice, of "The Impossible Dream" is exceptional, while "Winchester Cathedral" completes the current pop music scene.



## POP SPOTLIGHT

### GALLANT MEN

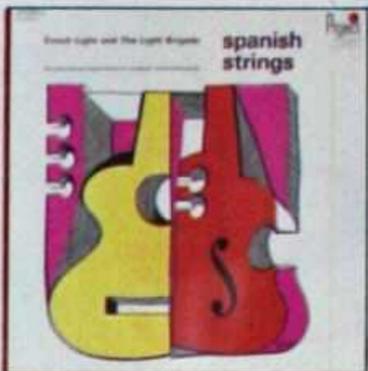
Senator Everett McKinley Dirksen. Capitol T 2643 (M); ST 2643 (S)

The single "Gallant Men" is hitting hard and fast and this package of powerful readings by Senator Dirksen will meet with the same sales impact. Conceived and written by H. Paul Jeffers with musical score by John Cacavas, the distinguished Senator is right at home telling vivid stories of the American Adventure.



**POP SPOTLIGHT**  
**THE SPIRIT OF '67**  
Paul Revere & the Raiders. Columbia CL 2595 (M); CS 9395 (S)

Top-notch collection of teen-oriented numbers with a folk-rock flavor makes an unusual and exciting showcase for the popular group. With three of their recent hits, "Hungry," "The Great Airplane Strike" and "Good Thing" leading the way, the package is destined for top sales.



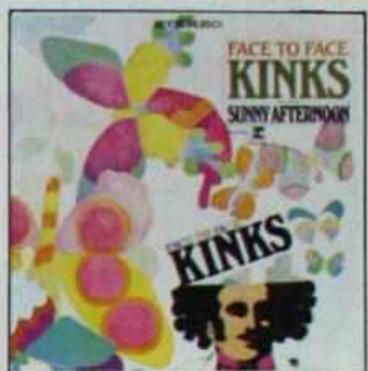
**POP SPOTLIGHT**  
**SPANISH STRINGS**  
Enoch Light & the Light Brigade. Project 3 PR 5000 (M); PR 5000 SD (S)

A sales and programming blockbuster. His first for the new Project 3 label finds Light and his Brigade at their dynamic best. A new touch is brought to "April in Portugal" and "Blue Tango" featuring shimmering strings and an enormous brass sound. A pulsating "How Insensitive" is another gem in the well-planned collection.



**POP SPOTLIGHT**  
**I CAN MAKE IT WITH YOU**  
Poza-Seco Singers. Columbia CL 2600 (M); CS 9400 (S)

This second album by the Poza Seco Singers should surpass their initial success, "Time." With their hit versions of "I Can Make It With You" and "Look What You've Done" included for immediate sales appeal, and sparkling renditions of "Changes," "If I Were a Carpenter" and "Almost Persuaded," the album can't miss. Over-all, an outstanding Bob Johnson production.



**POP SPOTLIGHT**  
**FACE TO FACE**  
The Kinks. Reprise R-6228 (M); RS-6228 (S)

Chalk up another album chart winner for the hot British group as they add their own special treatments to new pop material and spotlight their own singles hit "Sunny Afternoon." Their version of "Dandy" is extremely well done. Compositions and arrangements are by Raymond Davies with the off-beat "Fancy" and "I'll Remember" among the standouts.

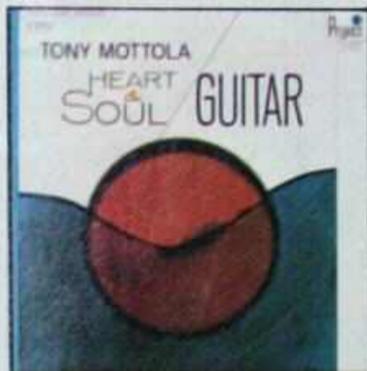


**POP SPOTLIGHT**  
**RENAISSANCE**  
The Association. Valiant VLM 5004 (M); CLS 25004 (S)

Consisting solely of new material composed by members of the quintet which includes their current "Pandora's Golden Heebie Jeebies," this LP should prove a big chart item. "Memories of You" which features Jim and "Songs in the Wind" featuring Ted are two of the top items. "You May Think" has the ingredients of a single hit.

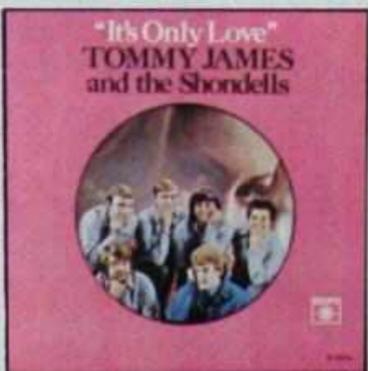
**POP SPOTLIGHT**  
**HEART & SOUL/GUITAR**  
Tony Mottola. Project 3 PR 5003 (M); PR 5003 SD (S)

The Project 3 label is off to a flying start via this exceptional artistic and commercial package featuring the brilliant guitar work of Mottola. The remarkable "Total Sound" created by Enoch Light and his engineering staff completely captures the sensitive Mottola performances on such standouts as "Heart and Soul," "Georgia" and "The Impossible Dream." Destined for top sales.



**POP SPOTLIGHT**  
**IT'S ONLY LOVE**  
Tommy James & the Shondells. Roulette R25344 (M); SR25344 (S)

With their current smash "It's Only Love" as a leader, the group should meet with equal success in this outstanding teen package. A plaintive "I'm So Lonesome I Could Cry" and a new rocker "Hold On a Little Bit Longer" are knockouts, and their "Ya Ya" is a goodie.



**POP SPOTLIGHT**  
**COLLECTIONS**  
The Young Rascals. Atlantic 8134 (M); 8134 SD (S)

The Young Rascals collection makes for a sure fire sales item that should fast make its mark on the charts. Teens will really go for their rockin' renditions of "Land of 1,000 Dances" and "Since I Fell for You." Their recent hit "Come on Up" is here along with an exciting medley of "Mickey's Monkey" and "Love Lights."



**POP SPOTLIGHT**  
**WE GOT A THING**  
Capitols. Atco 33-201 (M); SD 33-201 (S)

Solid, rocking package that's loaded with hot sales appeal. The selections are all recent hits, and the Capitols do them up in fine style. Just give a listen to their renditions of "Let's Go Get Stoned," "Working in the Coal Mine" and "Knock on Wood." Their hit version of "We Got a Thing That's in the Groove" is included for immediate impact.



**POP SPOTLIGHT**  
**THE FIFE PIPER**  
The Dynatoners. HBR HLP-8509 (M); HST-9509 (S)

Rockin' soul aptly describes the Dynatoners' first LP release and the exciting package should be a much programmed item with sales to follow. With "Fife Piper" leading the way, the group instrumentally runs through first-rate performances of "Slip n' Slide" as well as recent hits "B-A-B-Y," "How Sweet It Is" and "Hold On! I'm Coming." Should do well.



**COUNTRY SPOTLIGHT**  
**THERE GOES MY EVERYTHING**  
Jack Greene. Decca DL 4845 (M); DL 74845 (S)

With the title tune spotlighted here, and heading the country singles chart, Greene makes an auspicious album debut on Decca. He performs fine interpretations of recent hit, "Almost Persuaded" and "Make the World Go Away." His treatment of Buck Owens' "Together Again" is among the best. To quote the liner notes of WSM's Ralph Emery, "a new star has been born."



**COUNTRY SPOTLIGHT**  
**MY HEART'S IN THE COUNTRY**  
Skeeter Davis. RCA Victor LPM-3667 (M); LSP-3667 (S)

Skeeter has cut a dozen sides here, and they have plenty of true country music appeal. Fans and deejays will go for the package, and it should be must merchandise for dealers. "My Heart's in the Country" "I'm Living in Two Worlds" and "Evil on Your Mind" are typical.



**COUNTRY SPOTLIGHT**  
**JOHN D. LOUDERMILK SINGS A BIZARRE COLLECTION OF THE MOST UNUSUAL SONGS**  
RCA Victor LPM-3497 (M); LPS-3497 (S)

John D. Loudermilk unveils a wide variety of tunes ranging from country ("Bad News") to folk ("No Playing in the Snow Today") to popular ("To Hell With Love"). The LP titles describes the entire package—unusual. But Loudermilk's country fans will make this a big seller.



**CLASSICAL SPOTLIGHT**  
**JOAN SUTHERLAND SINGS NOEL COWARD**  
Sutherland/Coward/Bonyng. London 5992 (M); OS 25992 (S)

A unique pressing as a top operatic star lends her glorious soprano voice in Noel Coward numbers. Coward assists in two numbers, "Dearest Love" is a gem as Coward speaks and Sutherland sings. Tenor John Wakefield is a big asset in "I'll See You Again."



**CLASSICAL SPOTLIGHT**  
**GWYNETH JONES RECITAL**  
London 5981 (M); OS 25981 (S)

This initial recital disk is released in conjunction with the dramatic New York debut of the big-voiced Welsh soprano earlier this month. Among the many high spots is an aria from Cherubini's "Medea," her debut role. Miss Jones' clear voice also rings out in Senta's Ballad, "Pace, pace mio dio" and three other exciting selections. She's definitely a singer to watch.