

Billboard

The International Music-Record Newsweekly

Gloom Looming for Sunset Teenspots

By ELIOT TIEGEL

LOS ANGELES — Sunset Strip clubs catering to rock 'n' roll music have come under scrutiny from both city and county agencies, with the possibility

that these exposure areas for live talent may be eliminated.

The action by the Los Angeles City Council and the County Board of Supervisors follows a series of disturbances on the famed Sunset Strip by teenagers protesting a 10 p.m. curfew.

Public officials argued in an open meeting last Wednesday (16) that the concentration of big beat clubs along the Strip contributed to bringing together masses of kids, creating law enforcement problems.

During the past three years, the Strip, once a showcase for glamorous stars and bistros catering to top entertainment, has turned almost exclusively to being a hangout for the long-haired and mod crowd. When this occurred, clubs such as the Whiskey A-Go-Go, Gazzarris, the Trip, Its Boss and Pandora's Box began booking known and unknown acts.

The major disturbances on two weekends took place near Pandora's Box, located at the strategic intersection of Crescent Heights and Laurel Canyon Boulevard. The City Council began taking steps last week to buy

(Continued on page 10)

AGAC to Give Out \$2.5 Mil.

NEW YORK—The American Guild of Authors and Composers (AGAC) will distribute to its members \$2,500,000 as a result of moneys derived during 1966 through the AGAC Collection of Royalty Plan. This figure, which includes royalties from sources other than performances, is an all-time high, according to John Carter, administrator of the collection plan, and Miriam Stern, AGAC executive director. Last year's collection figure was \$2 million.

The collection plan was initiated in 1959 after decades of writer-composer complaints

(Continued on page 10)

Rock Big Thing on Campus

By CLAUDE HALL

NEW YORK—Rock 'n' roll music is now the major form of entertainment on the nation's college campuses and the demand for rock 'n' roll acts—for dances as well as major concerts—has increased in the past year anywhere from 25 per cent to 400 per cent at the various booking agencies.

One agent, Ed Rubin of Ashley-Famous, estimates that the money being spent by col-

leges on record talent runs into "the millions and millions of dollars." He said 80 per cent of the total concert market today is colleges.

The amount spent on any given act may range from a few hundred dollars at a dance to several thousand dollars for an act with a hit record. Wally Amos at the William Morris agency said that a good act working on weekends can earn \$50,000 in a year.

Ed Rubin, head of the con-

cert department of Ashley-Famous, said that the growth in the demand for rock 'n' roll acts on campus is an "amazing thing. Over the past year, it's grown 400 per cent. Two to three years ago, college talent buyers wouldn't even have discussed the possibility with you."

(Continued on page 28)

Capitol Forms Folk Label; Will Be Helmed by Venet

By ELIOT TIEGEL

LOS ANGELES — Capitol has formed Folk World, a new subsidiary, to expose the multifaceted sounds of folk music. The new label will be headed by Nick Venet, hired in September to launch a separate top 40 singles department.

Folk World will operate out of Venet's Outpost and, according to the producer, the new venture should occupy about 70 per cent of his time. Al-

though Venet says he has been thinking about a folk-flavored line for some time, the activities of Vanguard, Elektra and Verve Folkways in developing packages which tie the current amplified guitar sound with folk material, has solidified Capitol's interest.

"Folk music has settled into a branch of the business like country and r&b," Venet said, "and there's a definite folk market, fat and solid."

(Continued on page 10)

RCA-Italiana's Duplicator Mill

By GERMANO RUSCITTO

TURIN—RCA-Italiana, now launching the Stereo-8 CARTRIDGE system in Italy (Billboard, Nov. 5), plans to have a duplicating plant operating in Rome by next September. The Lear Jet Corp. licensed playback equipment manufacturing rights to Magnetic Marelli.

It is being marketed at \$196 by the Radio Marelli Division, largest supplier of electrical accessories to the Italian automobile industry. First sets will be imported. Then, imported components will be assembled

(Continued on page 12)

Playtape to Dupe 50 ITCC Labels

NEW YORK—International Tape Cartridge Corp. last week concluded contracts with Frank Stanton's Playtape to make most of ITCC's roster of labels available for duplication in the Stanton 2-track continuous loop mono system. First releases will include A & M product.

Duplication will be handled by Stanton. Cartridges will carry a suggested list of \$1.49 and include four selections from each album. ITCC is providing the Playtape rights to all catalogs for which the firm has multi-configuration cartridge rights. Rights to approximately 50 labels are involved.

ITCC President Larry Finley said, "I feel the Playtape system is not in competition with any other cartridge system. Instead, it will be bought by people to replace their transistor radios. The acceptance of the unit has been outstanding, and record companies should avail themselves of an opportunity to cash in on this market."

Playtape playbacks list at \$19.95 and \$29.95. Stanton unveiled the unit at MGM's distributor meeting last summer at which time it was announced that the MGM and ABC families of labels will be available in Playtape form.



Dusty Springfield: Britain's sensational songstress and consistent international chart topper. (Advertisement)



Hitting station play lists all over the country and soaring upward, the Blues Magoos' "(We Ain't Got) Nothin' Yet" (Mercury 72622) is a single "psychedelic" giant from their new LP, "Psychedelic Lollipop." (Advertisement)

OPERATION DEAN MARTIN... THE SALES CAMPAIGN OF THE YEAR!



6233



6222



6213



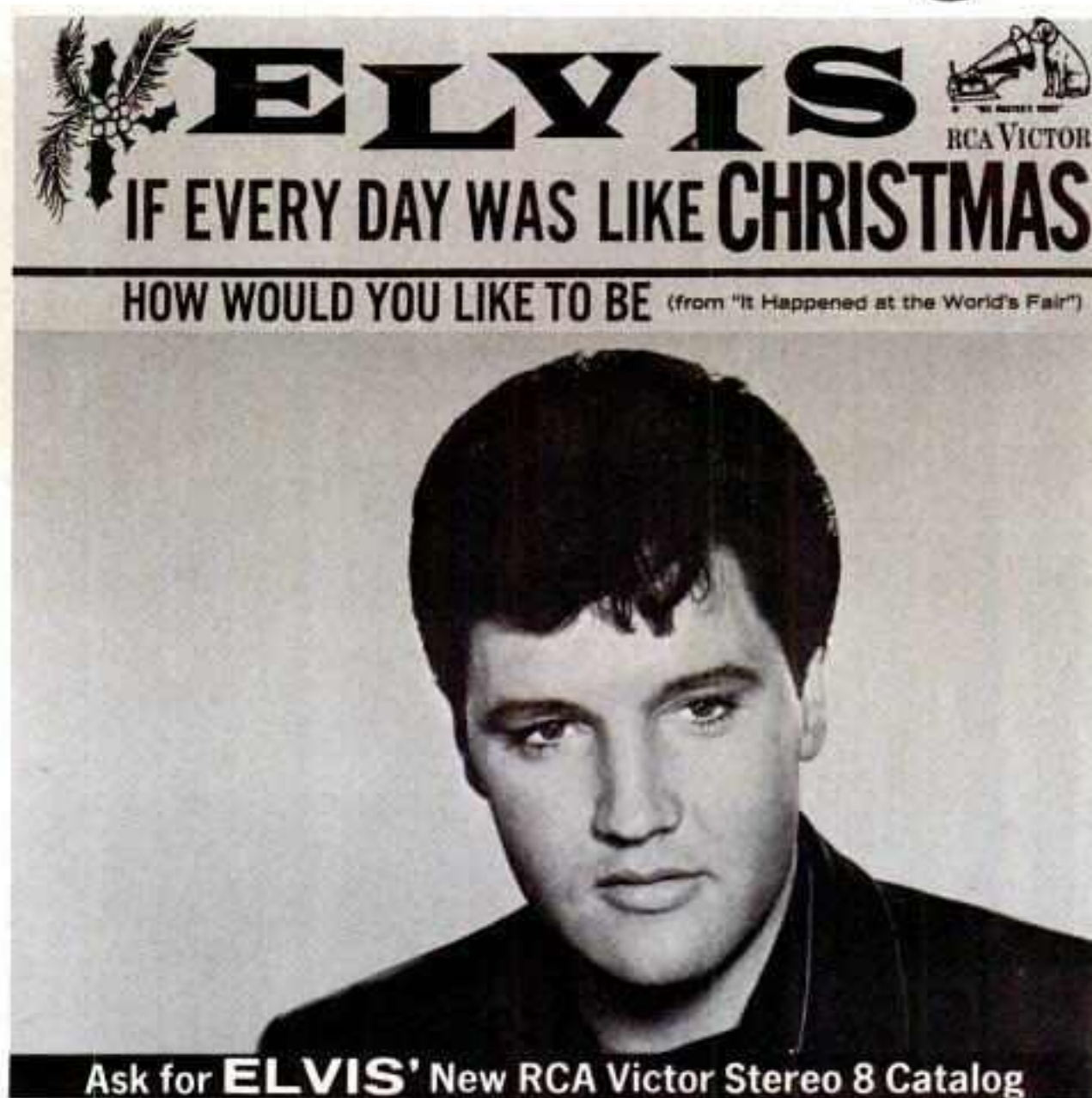
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**FOR CHRISTMAS
FROM RCA VICTOR**

HERE'S

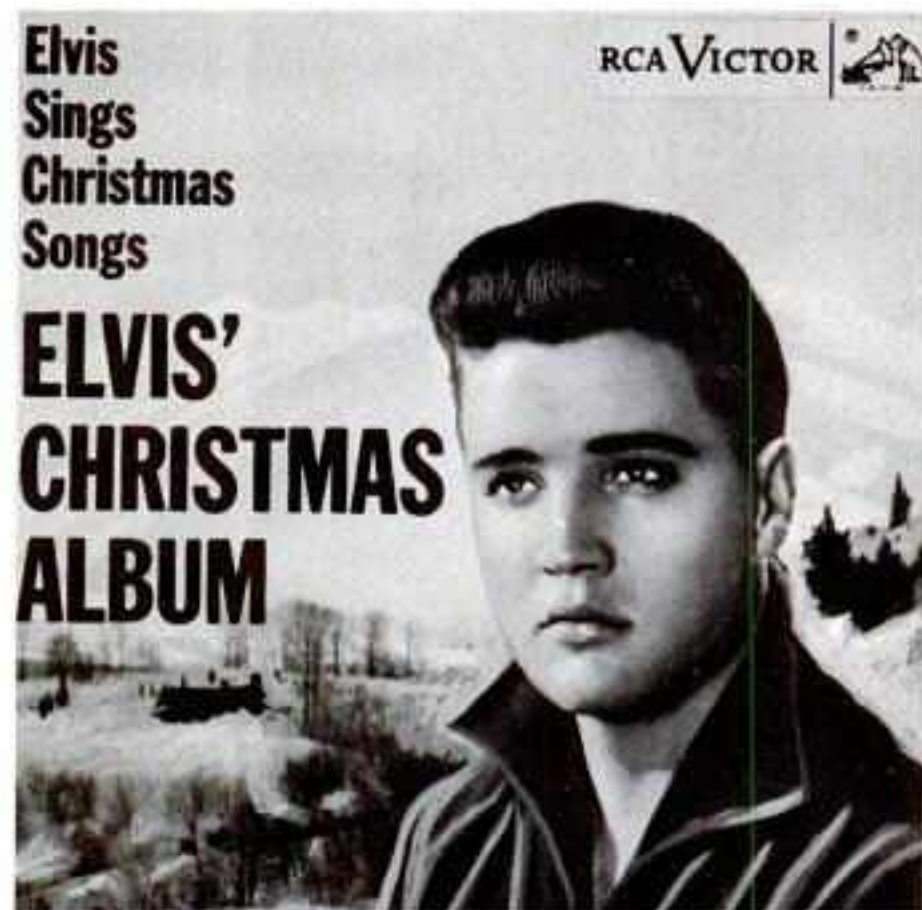
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New Christmas Single

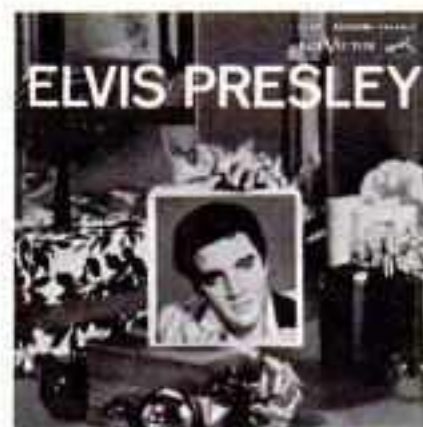


Ask for **ELVIS'** New RCA Victor Stereo 8 Catalog

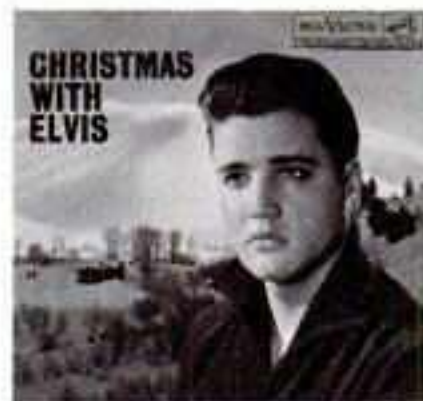
8950



LPM/LSP-1951(e)



EPA-4108



EPA-4340



LPM/LSP-2328

Gold Standard Single—"Blue Christmas" c/w "Santa Claus Is Back in Town" 447-0647

RCA VICTOR
The most trusted name in sound

Dunhill Is Bidding for Young Artists-Writers

LOS ANGELES—"If we are to stay successful, we will have to find new ideas and talent . . . not new personnel. We're not out to build a big personnel factory." The speaker is Jay Lasker, vice-president of Dunhill Records, a free-swinging division of ABC Records, which is out to coral young people for its disk and publishing operation.

Lasker, a veteran of changing times in the record industry, says this emphasis of youth has placed him in a new position. He has become a counselor-advisor to young people.

Lending a sympathetic shoulder pays off. The Mamas and Papas, for example, were broke one year ago when they first came to Dunhill. By the end of this year they will have sold 2 million albums and 5 million singles in the U. S. This should give the group a gross of \$750,000, a fantastic figure for four people who needed \$300 to buy an old car not too long ago. John Phillips, the author among the quartet, recently bought a mansion in the exclusive Bel Air section of Los Angeles.

Dunhill's whole aim is to find groups which write their own material. Two of the writers for its Trousdale Music company, P. J. Sloan and Steve Barri,

have begun producing sessions for other companies' acts who record their songs. Barri was just named head of a&r to replace Lou Adler, who resigned from his own production company.

Since selling the company to ABC last May, Dunhill has signed the Woolies, Israeli pianist Gabriel Mekler, the Lamp of Childhood, Brass Ring and Mickey Finns. The Mamas and Papas are the top act, with Barry McGuire and P. J. Sloan, having cooled off.

Trousdale Music scribes are Sloan, Barri, Phillips, Mekler and Billy Page. Andrew Wickham is professional manager of the company, which lists about 250 songs in its catalog. Lasker estimates 95 per cent have been recorded, with 80 per cent cut by other companies.

Trousdale follows the tack of custom-developing a song for an artist. Says Lasker: "It's not like the old days when a publisher knocked on a door and said, 'Here's my portfolio. Pick one'."

Lasker feels the good music radio stations are starting to stretch their muscle and so Trousdale Music is gearing to expand out of its exclusive teen mold and into the area bounded by Jack Jones and Andy Williams.

Stax Launches Hip Label As Memphis' Pop Entry

By HERB WOOD

MEMPHIS — Jim Stewart, president of Stax Records, has launched a new pop label, Hip Records, to complement his highly successful Stax and Volt firms. Stewart began the new label to "carry the Memphis sound over into the pop field."

Stewart has imported singer Sharon Tandy from England to inaugurate the label. Stewart feels the vocalist combines the English sound with a soulful delivery.

Also on the Hip roster is Tommy Burke and the Counts. The group's "Rainy Day Lovin'" single is making airplay and sales charts in the South.

Stewart has been very successful producing the "Memphis Sound." With such great r&b artists as Otis Redding, Sam and Dave, and Rufus and Carla Thomas, the Stax-Volt labels have continually hit the top of the r&b charts. Stax Records' newest star is Eddie Floyd, whose "Knock on Wood" was No. 1 in Billboard's Top Selling R&B Singles Chart last week and is still climbing the Hot 100 Chart.

Europe Hot Market

Stewart points to Europe as the hottest market for r&b records and artists.

His records, distributed by Atlantic here and abroad, have sold very well in England and on the Continent. The artists have been received so well that Stewart is packaging a Stax-Volt Revue to tour Europe in March and April.

"The European r&b fan," Stewart said, "has more than just the average listener's interest in the music. They want to know more about the artists and the sidemen on the sessions." "In public appearances in nightclubs or in stage concerts, the fans give their undivided attention to the artist, to the extent they don't drink or dance, even to the music of an instrumentalist."

Changing Here

The English sound, according to Stewart, has brought about a change in r&b tastes in the U. S. Such groups as the Rolling Stones and the Animals have taken the basic r&b sound and given it their own interpretations, then they brought it back to the U. S. in the form of pop music. "This development," Stewart said, "has made basic r&b music such as the 'Memphis sound' more popular with the Top 40 stations, and consequently with the public."

According to Stewart, r&b music's assimilation into the pop market runs in cycles. "Ten years ago, such stars as Elvis Presley, Chuck Berry, Bo Diddley and Fats Domino were all included in pop music." "Then," Stewart continued, "the two sounds gradually grew apart until there were two distinct types of music. Now, the cycle has come around and the two sounds are growing closer and closer together, with such artists as Otis Redding, the Temptations, James Brown and others showing in the top 10 on both the r&b and Hot 100 charts."

Own Pubbery

In order to keep his roster of artists supplied with good song material, Stewart employs staff writers for his publishing firm of East Music, licensed by BMI. Six full-time composers work on song material for the Stax-Volt artists and also conduct a writer's clinic to develop local talent to supplement the work of the staff. Several of the artists, including Floyd, write their own material.

Currently, the Stax-Volt labels have three of the top 20 tunes in Billboard's R&B Singles Chart and several on the Hot 100.

GEMA Suit vs. Net To W. Berlin Court

By OMER ANDERSON

BERLIN—The West Berlin state court has opened hearings on the royalty suit by GEMA, the West German ASCAP organization, against the Second German Television Network (ZDF).

GEMA's suit charges that the ZDF has refused to pay the performing rights society yearly royalties of \$1,250,000. The ZDF, instead, has paid GEMA \$250,000 and notified the performing rights society that it was paying a further unspecified amount into a separate account to be held there until its dispute with GEMA is settled.

GEMA charges that the ZDF has been televising copyrighted

music since last Jan. 1 without payment of royalties. GEMA claims the ZDF paid the \$250,000 only after the copyright society threatened legal action.

Indications are that the television network, a quasi-state corporation, has been setting the stage for a court test of GEMA's disputed rights and powers.

The ZDF seems to have withheld royalty payments from GEMA to test a law which took effect Jan. 1 of this year, subjecting the ASCAP counterpart to stricter legal control. Heretofore, GEMA has operated as a private organization which "cooperates" with government

(Continued on page 10)

MGM Records' Glowing Profit, Sales Picture

NEW YORK — The record division of MGM set new highs so far during 1966 in sales and profits, according to Robert H. O'Brien, president of Metro-Goldwyn-Mayer. Motion pictures, TV production, records and music publishing helped push the company's net earnings to \$10,221,000.

Big record items during the year were the records of Herman's Hermits, the "Doctor Zhivago" soundtrack album, the "Best of the Animals" album, and singles by Lou Christie, Sam the Sham, the Righteous Brothers and the Lovin' Spoonful.

The Big Three — Robbins, Feist and Miller—had a banner year in the publishing field, O'Brien said. ASCAP payments, cited as the principal source of income, was the highest in history last year and a "great increase" in the first payment for 1966-67 indicates even more dramatic gains in future earnings.

Randazzo Firm

NEW YORK—Teddy Randazzo has launched an independent record production firm—Eastern Productions—to specialize in eastern and oriental music sounds. Artists signed so far include Jeff Moon & the Third Bardo and John Power and the Facts of Life. Victoria Pike and Rusty Evans will produce for the new firm, as well as Randazzo. Teddy Randazzo Productions will continue as a separate firm.

Pubs Converge on Singing Convention

PASS CHRISTIAN, Miss.—More than 10 of the nation's long-time religious music publishers gathered here Saturday and Sunday (19-20) to display songbooks and new songs for State delegates of the National Singing Convention.

Videt Polk, president of the National Singing Convention, said late last week that he expected more than 1,200 delegates from the various State convention associations for the two-day event, as well as "thousands of interested listeners." Listeners usually are singers also at the conventions. Besides displaying their songbooks, the publishers unveil new songs. Last year at the national convention in Forest, Miss., it was "I Love My Savior Best of All," written by Wilbur and Ola Belle Wilson and published by The Stamps-Baxter Music and Printing Co., that was best song. The previous year, in Tifton, Ga., a tune written by Videt Polk and Bobby Burnett, also published

by Stamps-Baxter, "Touch Me, Lord Jesus," was the hit. After a gospel group introduces the songs, listeners join in.

Among the songbook publishers attending the convention were Stamps-Baxter Music, Convention Music, Jeffress Music, Tennessee Music, Vaughn Music, Woodard Music, Ruby-tone Music and Edwards Music.

Score to Chappell

NEW YORK — Chappell & Co. will publish the score of a new musical being written by composer Jerome Moross and librettist Arnold Sundgard. A fall, 1967, Broadway production is planned. Moross also is composing a sonatina for clarinet choir and another for string bass, and a suite "Music From the Flicks," all of which will be published by Chappell. The publishing firm also is mounting a sustained drive in the pop singles field.

New Fun & Games: First Family Records

LOS ANGELES—With eyes on Christmas sales and The First Family, disk manufacturers have begun releasing political satire albums.

Newest album in the race is "Lyndonland," on newly formed PS Records. It joins "LBJ in the Catskills" on Warner Bros., and "The New First Family, 1968" on Verve.

Comic Lenny Weinreb, who performs on "Lyndonland," views these disks as the new trends in comedy recordings. With Bill Cosby the rare exception, the "day of the sitdown comic on record is fading," Weinreb says. "We have moved from monologists to a staff of entertainers performing sketches. There appears to be more livability and replay with this kind of presentation."

Weinreb says effective actors can overcome the void of not being seen by the listener by "projecting beyond the mike," which allows the voice greater strength in a character role.

Weinreb plays eight voices on the LP, with actor Walker Edmiston portraying President Johnson and Peggy Doyle as Lady Bird. Weinreb traces the history of comedy records through the Mort Sahl-Shelly Berman-Bob Newhart period to Mike Nichols-Elaine May-Carl Reiner-Mel Brooks to the present group concept.

The master of "Lyndonland" was originally scheduled for release on one film-affiliated company, but the deal fell through. Owners Mischa Pelz and Willis Sanders subsequently decided to release it themselves.

Hold Services For D. S. Cox

NEW YORK—Funeral services for Desmond Sonny Cox, music publisher and songwriter, were held at the Abbey Funeral Home here Wednesday (16). Cox, who died Monday (14) after a long illness, was a member of Box and Cox Publications.

His credits included "A Lovely Bunch of Coconuts," "Just a Little Affection" and "I've Got Sixpence." He had represented Peter Maurice Music in the U. S. for 10 years.

Cox is survived by his wife, Mickey, a sister in London, and a brother in Australia.

ANTHONY HAS HIS OWN LABEL

LOS ANGELES—Ray Anthony has formed his own label, Space Records, designed to promote new talent. First group secured is the Troyes from Battle Creek, Mich., whose master of "Rainbow Chaser" was bought by Anthony.

The new label has begun securing distribution. Anthony's own venture in no way affects his 17-year association with Capitol, on which his own product is released. The band leader's brother, Leo, is the new label's talent hunter, operating from Anthony Enterprises at 9000 Sunset Boulevard.

V-M to Make Philips' Cassettes; 4-Million-Set Market Predicted

BENTON HARBOR, Mich.—While disclosing agreements under which the V-M Corp. here will manufacture cassette-tape recorders, top Philips and V-M executives predicted last week a four-million-set market "within a few years," with pre-recorded

cassettes emerging as competitive with disks.

The announcement and prognostications came from V-M President Victor Miller, North American Philips President Pieter Vink, and Arie van Strien, director of the tape recorder department of N. V. Philips of Holland.

Under newly signed standardization and patent licensing agreements, V-M will produce Norelco-Philips cassette mechanisms, the first such U. S. agreement.

Said Vink: "The fact that compact cassette equipment will be produced for the first time in this country to the precise design specifications adopted internationally is a significant step. The first V-M production will be from parts fabricated in Europe."

About 40 other tape equipment manufacturers are licensed to market the Philips cassette escutcheons.

Miller said that the first mechanisms manufactured by V-M will be available to the industry

in mid-1967. V-M will reportedly supply the mechanisms to original equipment manufacturers and is also free under the agreement to use the cassette system in its own consumer line of tape recorders, phonographs and record changers.

"Within a few years, the market for equipment that can record and play back cassettes will reach four million sets," Vink said, "and pre-recorded music cassettes which are now available for the system will be competitive with disk recordings."

The advantages of the cassette system, he said, include compactness and capability to play in any position, even upside down.

MGM, Ricordi Set Up Distrib Firm in Italy

NEW YORK—Dischi MGM S.A., a new record company, has been bowed by MGM Records and the G. Ricordi & Co. firm in Milan, to distribute MGM product in Italy. Dischi Ricordi, a subsidiary of G. Ricordi, will administrate the new company, which will be headquartered in Milan.

As part of the deal, MGM will release Italian artists here for the U. S. market. First release will be a record by Remo Germani, followed by an album of San Remo Festival songs.

Mort Nasatir, president of MGM Records, cited the new Italian firm as "another step in MGM's continuing expansion. It brings artists on MGM, Verve, Kama Sutra, Verve-Folkways, and other associated labels, into an ever-widening one world market."

Guido Rignano, managing director of G. Ricordi, said the new firm was a major breakthrough for MGM product on the Italian scene.

Georgen in Deals With Recap, Jeree

PITTSBURGH — Georgen Record Productions have completed arrangements for national distribution of Recap Records of McKeesport, Pa., and Jeree Records of Beaver Falls, Pa. The agreements with George W. Annesley of Georgen were signed by Norm and Tony Candelore, Recap owners, and Jerry Reed, Jeree owner. Initial release under the deals will include "What's Your Name," by the Nobelmen 4 on Recap, and a new Allen Howard single on Jeree.

RALPH FREAS LOSES LEG

STAMFORD, Conn.—Ralph Freas, former associate editor of Billboard and High Fidelity, is in Stamford Hospital here recuperating from a leg amputation. Freas lost his leg last month as he was getting off the train in Darien, Conn. He is working, as the senior editor of Lippencott and Margulies, from his hospital bed. His spirits are good, and he is receiving both visitors and telephone calls. The telephone number is (203) 327-1234, Ext. 686.

St. Nicholas' Marks Playing A Musical Santa to 2 TV'ers

NEW YORK—Johnny Marks, head of St. Nicholas Music, in the next two weeks will be in the unique position of having two TV spectaculars on NBC, for which he wrote the scores, music and lyrics. "The Ballad of Smokey the Bear" debuts Thanksgiving Day (24), 7:30-8:30 p.m., EST, with James Cagney as narrator, and "Rudolph, the Red-Nosed Reindeer" will have its third annual showing Sunday, Dec. 4, 5:30-6:30 p.m., EST, with Burl Ives singing and narrating.

The General Electric Co., sponsors both. They are produced by Videocraft in three-dimensional animation. Columbia has released the Harry Simeone Chorale doing "Anyone Can Move a Mountain," backed with "The Ballad of Smokey the Bear." Both sides are from "Smokey." From the "Rudolph" show Decca has released the original soundtrack album. Marks has also written the music for the GE commercials used with the spectaculars and all GE shows during November and December. He did the same last year.

Marks' firm, St. Nicholas Music, is working on two songs from "Smokey" as recorded by the Simeone Chorale for Columbia, the "Rudolph" TV show score and a new Marks song, "A Caroling We Go," recorded by Fred Waring on Decca. Another of the firm's key plugs is Frank Sinatra's Reprise disk, "I Heard Bells on Christmas Day," as well as a new Kate Smith recording of the same song on RCA Victor. Twenty other versions are available. Marks' firm is also working on such past hits as Brenda Lee's "Rockin' Around the Christmas Tree" and Burl Ives' release of "A Holly Jolly Christmas" on

Decca. Marks stated that "Rudolph, the Red-Nosed Reindeer" has 22 new recordings, including versions by Henry Mancini, Percy Faith, Ferrante & Teicher and Lena Horne.

According to the latest count, "Rudolph" has sold 47 million records in America and 22 million overseas.

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ABP SCMP ABC

Southern-Peer Honors Three

NEW YORK—Mrs. Monique Peer-Morris, head of Southern-Peer International, gave a luncheon Wednesday (16) at the New York Athletic Club in honor of three executives who have been with the firm 25 years or more. Those honored were Marvin End, manager of the printing division; Deena Conti, manager of copyrights, and Alberto Salinas, assistant manager of the Latin division. Among those present were members of the New Vaudeville Band, who have the current hit, "Winchester Cathedral," a Southern copyright.

Billboard

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

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Record history repeats itself



Paul Revere & The Raiders
are "Steppin' Out" all over again with an even bigger smash single...

"Just Like Me"...
on COLUMBIA RECORDS

Paul Revere and The Raiders are on the #1
and Dick Clark's "Folk and Roll Show"
with starring The Byrds
Nov. 16—BIRMINGHAM, KY., State College Gymnasium
Nov. 17—HUNTSVILLE, ALA., County Citizens
Nov. 18—BOWLING GREEN, KY., Delta Arena
Nov. 19—YOUNGSTOWN, OHIO, Shunkhugh Auditorium
Nov. 20—ATHENS, OHIO, Crowder Center
Nov. 21—COCKEYSVILLE, TENN., Tennessee Tech Gymnasium
Nov. 22—DALEBORO, N.C., Memorial Auditorium
Nov. 23—CHRISTOWNE, PA., War Memorial Auditorium
Nov. 24—PITTSBURGH, PA., Civic Arena
Nov. 25—SEATTLE, WASH., Ujawa House
Nov. 26—NEW HAVEN, CONN., New Haven Arena
Nov. 27—WINCHESTER, MASS., Memorial Auditorium
Nov. 28—AVAILABLE FOR NEW YORK

REVOLUTIONARY! The Spirit of 45 rpm...
that's PAUL REVERE & THE RAIDERS! "Steppin' Out" and
"Just Like Me" were 2 spirited single hits that THE RAIDERS rode
to fame. Now they're rarin' to go with another action charged single!



"KICKS" c/w "SHAKE IT UP"



THEY'RE the Spirit of 33 1/2 too, with 2 runaway album
best sellers. On COLUMBIA RECORDS



You've heard what
Paul Revere and
The Raiders did
for "Kicks"... now
they're hungry for
another big hit.

"Hungry"
COLUMBIA RECORDS

Meanwhile, each
of the LP's center
Raiders fans are
hooked on these
albums...

Have They Come!
Just Like Me!
PAUL REVERE &
THE RAIDERS

Have They Come!
PAUL REVERE &
THE RAIDERS

Where the action is.
On COLUMBIA RECORDS



DEFEND YOURSELF, AMERICA!

With the most untypical topical song
our nation has ever heard...
**PAUL REVERE
AND THE RAIDERS**
hit again!

**"THE GREAT
AIRPLANE STRIKE"**
... "In My Community"...



Where the Revolution is.
On COLUMBIA RECORDS



**with the new
Paul Revere
and The Raiders
single—**

**"Good Thing" c/w
"Undecided Man"**

4-43907

In the hit tradition.
On COLUMBIA RECORDS

This One



52T9-G7Q-6E0E righted material

Executive Turntable

Dom Cerulli joins Columbia Records as director of advertising. He reports to **Stanley J. Kavan**, vice-president of merchandising and advertising. Cerulli had been associate creative director for the W. H. Schneider Advertising Agency and had been associated with Guild Bascom & Bonfigli and West, Weir & Bartel, both advertising agencies. He had also been with RCA Victor and Warner Bros. Records. His news background includes a stint as a reporter and radio writer for United Press International in Boston, and news editor of WLYN, Lynn, Mass. He was also associate editor of Downbeat, freelance writer for leading consumer publications, co-author of "The Jazz World," writer for radio and TV and creator of the Jazz Essential Series for Verve Records.



CERULLI

Sonny Kirshen has been named United Artist Records' national director of singles sales, replacing **Andy Miele**, who resigned to go to **Enoch Light's** Project 3 label. Kirshen will be in charge of sales for all UA, Solid State and Ascot singles, as well as Veep singles and albums. He had been Eastern sales and promotion manager for Mercury Records, Midwest and Southwest sales manager for Verve Records, and a sales executive with Ideal Distributors. Kirshen will headquarter in New York and report to **Mike Lipton**, vice-president and director of marketing.



KIRSHEN

Phil Skaff has resigned as executive vice-president and board member of Liberty Records. He held the post three years, joining the firm late in 1963. Skaff, who said he has no immediate plans, joined Liberty from Kapp Records, where he'd been a vice-president. He began in the record industry as a shipping clerk with M&S Distributors in Chicago, working his way up to promotion and sales positions.

Steve Barri named a&r head of Dunhill Records, following the resignation of **Lou Adler** as a&r vice-president. Barri has been a writer with the company's publishing wing.

Russ Regan resigns from Loma Records, Warner Bros. subsidiary, as general manager to join Universal City Records, MCA's new top 40 label, starting Dec. 12 as national promotion manager and talent buyer. Named artist relations head for the new label is **Sam Ashe**, previously talent co-ordinator for the late "Lloyd Thaxton" TV show.

Jim Halsey has left GAC, Los Angeles, to reopen a personal management firm he formerly operated in Independence, Kan. Halsey had closed his office several months ago to launch a country music division for GAC. **Jim Wagner**, of GAC, has also rejoined Halsey in Independence. Artists Halsey took to GAC who will remain with the firm for booking, but go to Halsey for management, include **Hank Thompson**, **Wanda Jackson**, **Buddy Cagle**, **Sue Thompson**, **Roy Clark**, **Tex Williams** and **Mary Taylor**.

Arthur Cantor and **Nat Shapiro** will be involved with scouting for recording talent in the area of theater and will work on the development and production of special recording projects featuring theatrical personalities for Mercury Records in connection with their duties as heads of the new Mercury Records Theatre Division, as reported in Billboard Nov. 19.

Dick Corby has been named co-ordinator-artist relations for the New York a&r staff of Mercury Record Corp. Formerly with Beta Distributing, New York, and lately with Merrec of New York as a promotion man, Corby will screen material submitted for all the Mercury family labels and will travel the East Coast with acts.

U. S. FOLK SONG ARCHIVE GOING TAPE, COMPUTER

WASHINGTON—The Library of Congress' Archive of Folk Song is moving into the tape and computer age. With the help of some non-government donations, the Library hopes to transfer much of the folk music on aging and deteriorating disks to tape—and to look into a computerized catalog system for the more than 75,000 folk songs and stories in the Archives. A computer cataloging technique could, if successful, have wide application to other collections of sound recording, the Library points out.

Under a \$3,000 grant from the Council on Library Resources, Inc., the Library of Congress Music Division will study the feasibility of creating a master catalog for its Archive of Folk Song through computer technology. If it works out well, the computer technology could make available to researchers, for multiple uses, more in-depth information about the recordings and automatically produce printed lists, bibliographies and other reference tools.

A "generous gift" from the Martha Baird Rockefeller Fund for Music will speed the transfer of about half of the Library's folk songs, preserving the music on magnetic tape. The Library says over 15,000 of the folk items made between 1928 and 1950 were documented on very inferior materials, in an assortment of 4,000 disks of 10, 12 and 16-inch varieties.



BENJAMIN SOLOMON, founding father of Vanguard Records, inspects Vanguard's new 23d Street recording studio. Solomon, formerly head of production of Vanguard, is now in semi-retirement, but still participates in all major policy decisions. He is accompanied by **Jo Inguanti**, a Vanguard executive. She is secretary to **Maynard Solomon**.

Postman Makes Disk Trade His New Stamping Grounds

NEW YORK—This week, Billboard's record review panel received some 100 albums and more than 200 singles for evaluation. Among these were a single and an album by **Val Anthony**, featuring singer **Val Anthony** and arranged by veteran band leader-trumpeter **Sy Oliver**. The label, **Lims Records**, drew a blank from the panel. While the artist and arranger were familiar, nobody had ever heard of Lims. This

in itself is not unusual. The average weekly record barrage generally contains at least one new label.

What is unusual, however, is how a couple of rank amateurs, with limited capital, are fighting to gain a foothold in one of the most competitive of all businesses.

The story of Lims Records is the story of **Barney and Florence Schulte**, and, to a

(Continued on page 8)

Closing Prices on Industry Stocks

Name	65-66		Week's Vol. in 100's	Week's High		Week's Low	Week's Close	Net Change
	High	Low		High	Low			
American Broadcasting	86	62	463	71½	68½	70½	+ ½	
Admiral	55	28¼	1876	35½	30¼	31¼	- 4½	
Ampex	27¾	17	1436	23¾	20¾	21¾	+ ¾	
Audio Devices	41¼	18	437	21½	18¾	20	+ 2	
Canteen Corp.	36¾	18¼	2151	21¾	20¾	20¾	- ½	
Automatic Radio	7¾	2¾	20	3¾	3½	3¾	+ ½	
Automatic Retailer Assoc.	56¾	42½	57	46½	44¾	46	+ 1	
CBS	62	42	411	58½	54¾	58½	+ 3¾	
Columbia Pic.	39¾	22¾	184	37½	33¾	35½	- 1¾	
Walt Disney	61½	40¾	1117	69¾	61	64	+ 2¾	
EMI	5¾	3¾	181	3¾	3½	3¾	Unchg.	
General Electric	120	80	791	98¾	96¼	97½	- ¾	
Handleman	17¾	13¾	10	16	15¾	15¾	+ ½	
MCA	61¾	28¼	217	41¾	35	35	- 4¼	
Metromedia	55¾	25	366	35¾	32¾	34¼	+ 1¾	
MGM	35¾	24¾	833	37½	34¾	35	- 2	
Motorola	233½	92	1817	117¾	98	99¼	-17	
RCA	62¼	36¾	1739	48½	44½	44¾	- 3¾	
Seeburg	32¾	11¾	532	16¼	14¾	14¾	- ½	
Tel-A-Sign	5¾	1¾	79	2	1¾	1¾	Unchg.	
3M	84	61	290	80¼	78¼	78¾	Unchg.	
20th Century	38½	25¾	912	38¾	35¾	35¾	- 1¾	
U-A	32¾	21¼	2332	30¾	27¾	28¼	- 1	
WB	44¼	19¼	1210	18¼	16¾	17¾	- 3¾	
Wurlitzer	24½	15¼	94	19¼	16	18¾	+ 2¾	
Zenith	87¾	46¾	1632	56¾	50¾	51¾	- 4¾	
OVER THE COUNTER*								
Dextra Corp.	2½	1¾	2					
GAC	4¾	4¼	5					
Jubilee Ind.	4½	3¾	4¾					
Lear Jet	23¼	20½	19½					
Mills Music	20¼	19	20¾					
Pickwick Inter.	7½	6½	7¼					
Telepro Ind.	5¾	4½	5					

*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.

MIDEM Asks U. S. to Join

LONDON — American record companies and publishers are being urged to take stands at the six-day MIDEM (International Record and Music Publishing Market) at Cannes, France, which begins Jan. 30.

Bernard Chevry, general manager of the business fair, has been visiting London to hustle seemingly reluctant British industry heads to take space alongside the Continental firms exhibiting. He is due in New York in December to encourage American companies. So far, 111 companies from 18 countries, including 10 from the U. S., have booked stands, equipped to full office standard. There are only 38 stands left where the show is being held.

When business finishes each day at the MIDEM, there will be two galas a night presented by different record companies, including CBS.

Linkletter's TV Link Pays Off

NEW YORK—Promotion on Art Linkletter's "House Party" television show has paid off for the artist's "Art Linkletter Narrates the Bible," 20th Century-Fox Records album, which is distributed by ABC Records.

Linkletter has been showing the album regularly on the show since Oct. 7 and has been awarding it as a prize to his guests. Department store sales of the LP have been reported heavy. Linkletter will be here Dec. 8-13 for appearances on the "Merv Griffin Show" and the "Today" show, with department store personal appearances also on tap.

ABC is launching a full-scale promotion on the record, which was compiled from the soundtrack of 20th's recently released film. It contains excerpts of actual dialog and sound effects and music. Linkletter handles the narration. The album also includes printed text of the album script.

RCA to Bow 'Jupiter' LP

NEW YORK—RCA Victor Records will release the original cast album of the Richard Rodgers-Lorenz Hart musical "By Jupiter," scheduled to open in mid-January 1967 at Theater Four, an off-Broadway house. The label has also invested in the revival, the first time the firm has put money into an off-Broadway production, said **George R. Marek**, vice-president and general manager.

Robert S. Cherin, in association with **Christopher Hewett**, director, will produce the hit musical, which ran 427 performances in 1942-1943.

Alpha Will Handle Line for Corvette

NEW YORK—Alpha Distributors, who handles Vanguard product for the Albany, N. Y. area, have been named distributor for the line for the E. J. Corvette chain. **Stanley-Lewis Distributors** of 435 W. 58th St., will continue to handle Vanguard distribution for other New York accounts. The new arrangement was made by agreement with all parties.



Their names are Sandler and Young. They entertain.

They entertain on the Ed Sullivan Show, the Today Show, the Tonight Show, the Andy Williams Show, the Mike Douglas Show.

Now they entertain on Capitol.

Their first album is called Side by Side, and it's creating a sensation. One of the album cuts, "Dominique," has already made major Top 40 playlists. The album is (S)T-2598.

The single is #5795: **DOMINIQUE** b/w Chicago. You should ask for them. Everybody else is.



Sinatra's R&B Disk a High Flyer

LOS ANGELES—A radical shift to a rhythm and blues sound for Frank Sinatra has produced the fastest selling single in the vocalist's career with Reprise. In three weeks the Kelly Gordon tune, "That's Life," has broken around the country, and, according to producer Jimmy Bowen, is being aired on r&b stations—a first for Sinatra product.

The label quickly developed a merchandising program for the song which has placed Sinatra in a new contemporary bag. The song was meant to be Sinatra's follow-up to "Strangers in the Night," but a trip to London to film "Naked Runners" and his marriage to Mia Farrow, delayed its recording.

According to Mo Ostin, Reprise general manager, the song was initially brought to the company as a demonstration disk on March 24. Ostin was so impressed with the lyrics which correlate to Sinatra's phenomenal career—much in the manner "It Was a Very Good Year" described a mellow-

ing Sinatra—that he special messengered the song to the vocalist. Sinatra shared Ostin's enthusiasm and plans were to cut the song before the London trip. But the session never came off.

Sinatra was then involved with "It Was a Very Good Year" but the company felt "That's Life" was so strong that it should be included in the entertainer's TV special, "A Man and His Music," part II (which CBS airs Dec. 7).

"That's Life" was sitting around for six months before being recorded," Ostin recalled, "and instead of being released as the follow-up to 'Strangers,' 'Summer Wind,' culled from the 'Strangers' LP, followed suit.

Riddle-Arranged

For the TV special, Nelson Riddle arranged "Life." Because the song was written between a B flat and an F, Sinatra extended his voice on the TV show interpretation. This same shouting feel was carried to the single, albeit Ernie Freeman was hired to write the arrangement which introduced the r&b flavor by adding a girl vocal group like the Blossoms singing fills behind Sinatra and a bluesy organ line. Producer Bowen notes that the lyrical blues feeling seemed right for an r&b approach. "The arrangement was made to fit the way Frank sang the song," Bowen

said. "You have to try to be different with an artist like Sinatra. A lot of people were shocked by the single. But Sinatra thinks more contemporary now that he did several years ago."

Reprise placed the single in a special colored sleeve which announces the song's inclusion in the TV show; a special promotional piece was prepared for Budweiser, sponsor of the special and the single's blazing sales (180,000 copies the first week) resulted in the vocalist cutting a cover album of current tunes, including "Winchester Cathedral."

At his just-concluded Sands, Las Vegas stand, Sinatra closed his show with "That's Life" after it fractured the audience in a mid-point slotting. "Sinatra told me he felt the song was one of the greatest performance songs he's ever done. He doesn't recall any other song receiving such reaction," Ostin said.

Columbia Opens A New Studio

NEW YORK — Some 300 tradesters attended the opening of the new Columbia Recording Studios here Wednesday (16), with Kenneth Raine, vice-president of recording operations, playing host. Top Columbia and Epic recording artists were on hand, as well as top Columbia and CBS executives and the press.

Free Program for 40 More Stations

NEW YORK — Forty more radio stations have been added to the list of those receiving the High Fidelity-Musical America free monthly interview program with musical and recording celebrities, mainly classical. For the last four years, 60 stations generally good music and college, have aired the 15-minute tapes. With each tape, the magazine sends a list of suggested records so stations can build a longer program around the artist interviewed. Among these artists have been Eugene Ormandy, Mischa Elman, Franco Corelli, Joan Sutherland, Artur Schnabel, Leontyne Price, Richard Rodgers and Herbert von Karajan.

Esquire Formed

WOODBURY, N. Y. — Esquire Records has been set up by Joe Docko Sr., an independent producer. Docko, who writes his own lyrics, music and arrangements, sings his own songs backed by the Mystic Tide. Their first single will be "Why" and "Stay Away," which will be followed by "Mystic Eyes" and "I Search for a New Love."

Ivor Coast Office

LOS ANGELES—Ivor Associates, public relations firm specializing in the music-recording industries, will open a West Coast office in January, its president John Kurland announces. The former p.r. director at Columbia Records was here last week to firm arrangements for the office which will be staffed with local people. Among the Coast clients handled by the year-old firm are the Mamas and Papas and Noel Harrison, starring in "The Girl From U.N.C.L.E." TV series and a newly emerging vocalist on London Records.

'White Christmas' Still a Winner

NEW YORK—Irving Berlin's "White Christmas," which was first heard in the film, "Holiday Inn," released in 1942, has garnered about 450 mechanical licenses as of last year. This figure will, of course, be increased when the tally is completed for the present year.

Biggest recording of the classic was the Bing Crosby version on Decca, which Der Bingle cut in 1942 when the film was released. Bing's disk sold 21 million and is still selling.

The tune has accounted for a total record sale of approximately 50 million disks, through June 1966.

Approximately 5 million copies of sheet music have been sold on "White Christmas," including choral, organ, piano, concert orchestra arrangements.

SET FOR EARLY 1967

Nancy Sinatra's Vietnam Tour

LOS ANGELES — Nancy Sinatra, riding a string of hit singles and albums, is preparing an entertainment package for servicemen in Vietnam. Her emergence as a star has resulted in a substantial flow of mail from Vietnam, which has prompted the tour planned for early 1967.

The Reprise artist revealed the tour last week before recording an album of 1920's songs. She then departed for Europe and TV guest appearances. "The Vietnam tour should be firmed up by the end of the month," she said, adding jokingly, "I've already had seven injections with six to go." A Vietnam tour will cap the 26-year-old vocalist's most important year in her entertainment career. Her emergence began with the single "So Long Babe," then busted wide open with "These Boots are Made for Walkin'."

The mail from Vietnam is an integral segment of her corre-

spondence received from all over the globe, including a lot of Communist countries. "It must indicate they're playing my records," she said while making phone calls to key distributors from the company's Burbank offices. In between greetings to distributors, Miss Sinatra explained she was attempting to deal artistically on the level of her contemporaries. "The kids know I'm 26, but it's a good feeling knowing you can please all age groups."

She feels a singer today doesn't look for material. "You follow a trend and if you're lucky enough, you start a trend. Most of the time your material is dictated by the market itself." Miss Sinatra and her producer, Lee Hazelwood, are banking that a renaissance of 1920's songs will be the next trend, with a megaphone treatment of "Winchester Cathedral" having opened the doors. Her new LP will have a Dixieland flavor.

Postman Makes Disk Trade His New Stamping Grounds

• Continued from page 6

lesser extent, the story of Barney's sister, Mary, and his father-in-law, David Schneiderman. It's the story of six months and \$13,000, of trial-and-error and record business economics.

Schulte, a Post Office Department employee, and his wife, had been frequent patrons at Jilly's. Featured entertainer at the New York bistro was Val Anthony, and the Schultes became Anthony's friends as well as fans.

Schulte felt that Anthony's act would make good album material, and he approached the artist about making a record. After the two came to terms, Schulte began making the rounds of the record companies. A dozen or so calls convinced Schulte that if he was to come out with a Val Anthony album, he had better do it himself.

First steps were the arranger and the studio. On recommendation from Decca, Schulte got Sy Oliver, who had played with Jimmy Lunceford and Tommy Dorsey, who had written hit songs, and who had done a&r work for some of the top recording artists. And he followed the advice of several tradesters and set up the session at Bell Studios.

The Schultes dug deeply into their life savings, sold a share to Mary Schulte, borrowed \$3,500 from Schulte's father-in-law, and \$1,000 each from their three children. The grand total of their working capital was \$13,000.

The repertoire, selected by Schulte and Anthony, was heavy on standards, with "I'm Gonna Sit Right Down and Write Myself a Letter," "Stars Fell on Alabama," "Red Roses for a Blue Lady" and "What Can I Say After I Say I'm Sorry" among the 12 cuts.

Cost \$8,000

The three sessions, cut in July, accounted for \$8,000 of the \$13,000 working capital. This left \$5,000 for pressing, album cover printing, distribution and promotion.

Schulte took two cuts from the album—"What Can I Say After I Say I'm Sorry" and "No One But You"—and decided to release them as a single. His first impulse was to go to one

of the major pressing plants, but the people at Bell said that a good, small local plant would be best for his needs. So he wound up giving the order for 5,000 albums and 25,000 singles to Defiance of Yonkers, N. Y.

First Sale

First sale was to The Big 3 publishing firm for 250 singles. Lims had used Big 3 material in the album. Jilly's placed the first album order and put in a window display. But the major chores—promotion and distribution—still had to be tackled. Veteran promotion man Al Calder was retained for the former. For the latter, Schulte approached Johnny Halonka of New York Beta Distributing with a dub. Halonka was sufficiently impressed to order a batch from the August pressing. To date, three other major market distributors have been lined up—Record Merchandising in Los Angeles, All State in Chicago, and A&L in Philadelphia.

For other markets, Schulte has enlisted some military aid. During World War II, Schulte served in the Sixth Armored Division in the European theater. The division was headed by Major-Gen. R. W. Grow, now retired in Falls Church, Va. Schulte wrote to General Grow about his project, and the general wrote him back that he was working on a coupe of distributors.

Schulte is realistic about his chances of success with his first single and album. But he's confident that he will get enough sales to remove him from the hook and enable him to get another release. The next outing will be in modern jazz.

Meanwhile, the Schulte family's \$13,000 is riding on the Anthony releases. With moderate success, Schulte hopes to quit his Post Office job after Jan. 1 and devote full time to his record company. The next couple of months will tell if there's any record company to require Schulte's full time.

Sherman Label

LOS ANGELES — Robert Sherman has founded Jet Records, an r&b label, here. First release is "House Without Love," with Andrew Jackson and the Rebels.

Jump Into

PARADISE

Where the Beat Is Brassy!

Recorded by

JOE SHERMAN AND THE ARENA BRASS

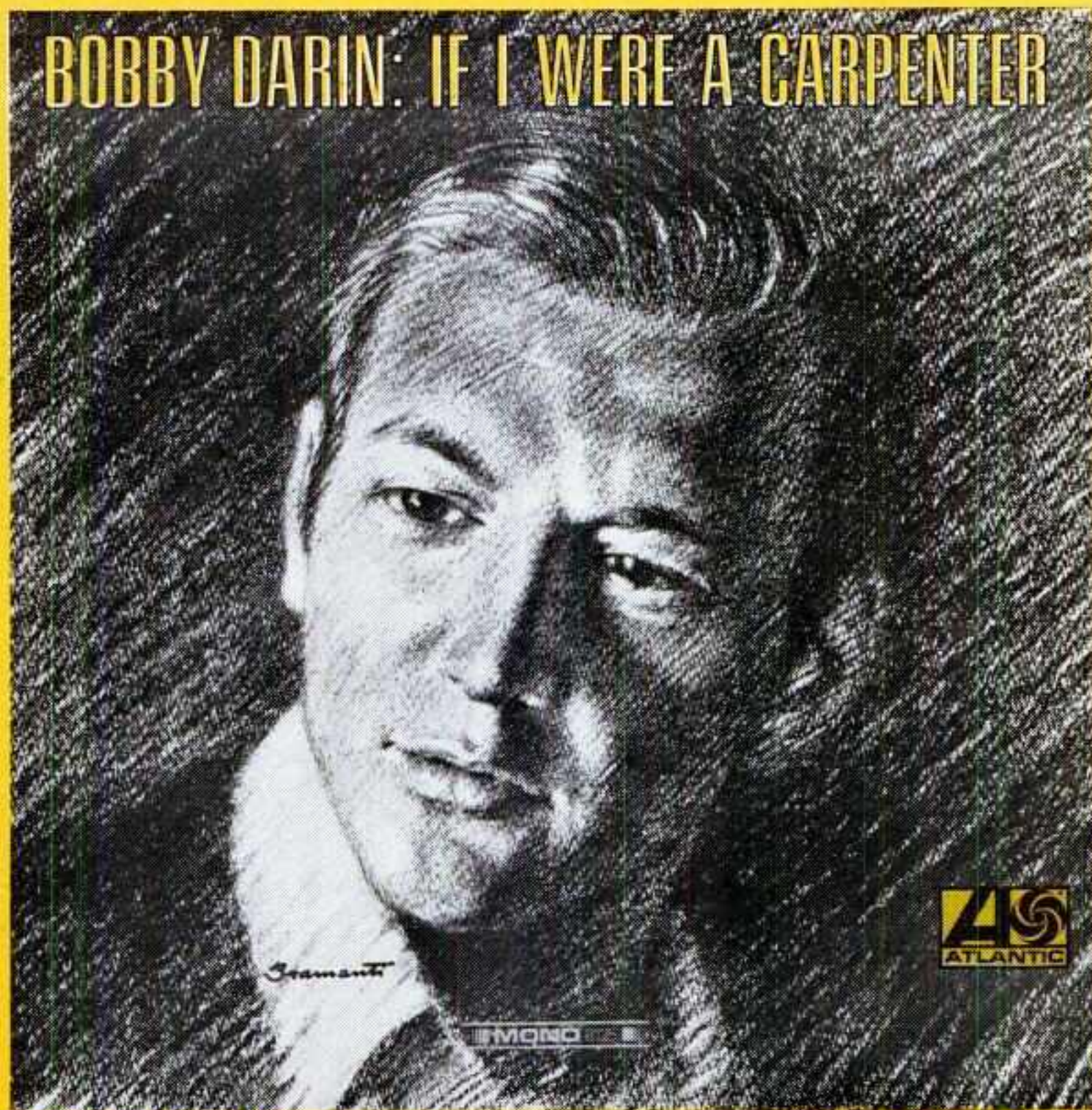
on EPIC Records

**Another
Smash
for...**

**BOBBY DARIN
THE GIRL THAT
STOOD BESIDE ME**

Produced by KOPPELMAN & RUBIN • Written by JEFFRY STEVENS
Atlantic 2365

from Bobby Darin's great new album...



IF I WERE A CARPENTER

Atlantic 8135/SD8135



AGAC to Distribute Royalties to The Record Tune of \$2.5 Million

• Continued from page 1

charging inadequate payment. The first year \$400,000 was collected. In 1962, AGAC started using electronic data processing equipment. "Today," Carter stated, "the entire process is done by computers. We issue

15,000 checks a year and we have on our files 2,500 publishers across the nation who are contacted for royalties for AGAC members."

Audits are constantly going on, Carter added. "A few years ago, tremendous sums were recovered via audits, but this is

no longer true because AGAC's policy has inculcated an element of fear in those publishers who were tardy in payments. Therefore, the business of collecting from publishers has become more stabilized." Carter feels that the audits often are a help to publishers in that they often reveal instances where proper payment is not being made for mechanicals. The system also saves on publishers' bookkeeping costs.

Pro Writer Field

AGAC's membership includes much of the cream of the professional writer field. Stern and Carter note, however, that the organization's members from the rhythm and blues and Latin fields are increasing. The executives state AGAC is encouraging writers in the jazz and country fields to join. "We want to give them a professional orientation and more protection with regard to collections and contracts."

Carter stated the writer today needs protection more than ever—even though he may have a personal manager and an investment counselor. "He needs it because the music business is larger and more complex, and there are new uses of music, such as the tape cartridge." Carter continued, "There are actually hundreds of songwriter contracts, and a publisher may use more than one; that is, he may use contracts favorable to himself as much as possible. More writers, he said, are demanding AGAC contracts."

Writer Problem

Stern and Carter noted that an important writer problem today stems from the fact that publisher catalogs often change hands and many writers do not even know who the copyright proprietors are, so they cannot even check up on royalties.

Carter and Miss Stern stated that since AGAC started using electronic data processing, the organizing has been able to collect on statements as far back as 1932. "The process is being refined constantly, and one of our key concerns for the near future is the establishment of procedures whereby we can better check on writers' income from overseas sources (income other than performances). The music business today is global. We must consider it a world market."

Carter and Stern concluded: "Catalogs are becoming more valuable all the time . . . particularly in view of the projected changes in the Copyright Act. Writers should take care of their rights."

Capitol Forms Folk Label; Will Be Helmed by Venet

• Continued from page 1

First product on the specialty label, which will emphasize albums, is set for early next year, and will go through Capitol's normal distributors and sales force. First artists signed are Fred Neil, formerly on Elektra, the Dtone Ponies, TLC (tender loving care) and UFO's. "That stands for unidentified funky objects."

A Launching Pad

The label will be the launching pad for folk-rock groups, bluegrass acts and blues-oriented artists. Performers will be sought from European sources. There is a strong feeling to repackage folk albums from the Capitol catalog to fully cover the broad sweep of expression.

Although folk music has be-

come a wedding chapel for rock groups with their amplified instruments and message songs, Venet is not against releasing product by a lone vocalist accompanying himself on unamplified guitar, a throwback to what is becoming an outdated style of folk presentation.

"In the next year we will see the biggest revival of folk-based artists going pop," Venet said. He cites the success of the Lovin' Spoonful and the Byrds as contemporary groups which emerged from folk music backgrounds.

The new label will emphasize albums because "people buying folk music want packages." Venet notes there will be singles culled from the LP's, but he looks upon them as airplay samplers for the albums.

Great Southern----Great Service

Great Southern----Great Deals

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Dallas' All new Record Distributor. All lines considered for distribution. None too large or too small. If you're not getting the full impact out of your distributor then call Great Southern for Great Sales.

All orders prepaid from 1 to 5,000.
Call collect: 214; ME 1-3080.

Don't Be a Drop Out
Use What You Got
Sweet Little Baby Boy
Annie
Wildwood Days
Get Out of My Life
Only God
You're Gonna Miss Me
For My Baby
You've Got Everything
Don't You Run Away
I Bet'cha
I Love You More
What's a Honky Tonk Woman
Hanging Billy in Waco
Honky Tonkin Wins Again
The Legend of Thunder Hawk

James Brown
Freddie King
James Brown
Hank Ballard
Bobby Curtola

King
King
King
King
Tartan
American
A.O.K.
Chapel
Mellow
Tip Top
Tip Top
Carnival
Carnival
Carnival
Wizard
Wizard
Wizard

The Believers
Supreme Councils
Jimmy Burns
The Daylighters
Azzie Danfair
Phil Terrell
The Manhattans
Lee Williams
Kay Arnold
Al Harvey
Fred Cowan

TWO MERRY SINGLES

FOR CHRISTMAS FROM JEWEL-PAULA

"PLEASE
COME HOME
FOR CHRISTMAS"

The Uniques
Paula 255

"CHRISTMAS
IN VIETNAM"

Johnny & Jon
Jewel 776

DJ's, for samples contact:

Jewel...Paula
RECORDS
728 TEXAS ST., SHREVEPORT, LA.
Phone: (318) 422-7182

Jump Into

PARADISE

Where the Beat Is Brassy!

Recorded by

JOE SHERMAN AND THE ARENA BRASS

on EPIC Records

GEMA Suit

• Continued from page 3

agencies, but which is outside their formal control.

This lofty status claimed by GEMA has been under attack for several years now by various GEMA opponents, notably the coin machine operators. The coinmen accuse GEMA of "monopolistic abuse of royalty rights." GEMA's hard-nosed approach to the collection of royalties, while highly gratifying to its U. S. beneficiaries, has not endeared the copyright organization to its German clients.

The law, effective last Jan. 1, puts disputes between GEMA and its clients under the Federal Cartel Office, which has the power to determine the facts and arbitrate the dispute. GEMA is pressing court action to have their legislation declared unconstitutional.

Trip and the Boss most seriously effected. The Whiskey remains leading room, but it, too, has diminished in power. The current policy is to book groups for short stints.

CBS Records Does Bit for UNICEF

NEW YORK—CBS Records is donating the services of its Press & Public Information Section for a UNICEF project, a seven-inch 33 1/3 r.p.m. disk of folk songs of Polish, South American, Arabic, Russian, Japanese and Hebrew origin, a traditional French carol, and the United Nations Song.

The recording, packaged for gift mailing, is available at a \$1.25 list at record retailers and the United States Committee for UNICEF, 331 East 38th Street, New York. Proceeds will benefit UNICEF and the United Nations International School Scholarship Fund.

Uni Release Date

LOS ANGELES—An early January date has been set for the first product from Uni Records, MCA's newly named top 40 label. Label copy will read Universal City Records in small type. The new company planned to move to 8255 Sunset Boulevard. Both bought masters and company-produced sessions will be included in releases. Several groups have already been auditioned by the company with contract forms yet to be completed.

AN R & B SMASH
BREAKING OUT
I LOVE YOU
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ADVERTISEMENT
TAPE CARTRIDGE TIPS

by Larry Finley

TAPE CARtridge

Tape Cartridges Moving Into Gear in Italy Market

By GERMANO RUSCITTO

MILAN — Tape CARtridges are steadily gaining ground in the Italian market. Some companies have already entered, while others are still awaiting developments and an acceleration of public interest. A project to equip Italian cars with tape cartridge players or at least the means to accommodate them on the production lines has not yet materialized.

First in the field here was Ecofina, a Milan company

managed by Sabet Mourad, licensee of Atlantida, Geneva. Ecofina markets endless loop 4-track Fidelipac stereo cartridges with playing times ranging from 30 minutes to two hours, and also a tape player retailing at \$150. A cheaper model is expected.

Ecofina obtained initial repertoire from Ricordi, followed by material from Rifi, Bluebell, Jaguar and FP4 Productions. It obtained the last two exclusively, and is able to export these cartridges anywhere.

Philips launched its Musicassette campaign last month through Phonogram, its Italian affiliate, and is promoting its portable tape recorder-player. This retails at \$80. The reel-to-reel Musicassettes use material from Philips, Deutsche Grammophon, Fontana and Mercury, plus albums featuring Mina (Rifi) and Adriano Celentano (Clan). Thirty-two Musicassettes have been released so far.

Sil of Turin is marketing five luxury models of tape recorders and players for domestic and car use costing between \$333 and \$500, and using endless-loop 4-track Fidelipac-type stereo and mono cartridges playing up to two hours. Repertoire is drawn from Saar, Rifi, Clan, Angelicum (classical) and Kapp (through its Italian licensee Fonit-Cetra).

AR, ITCC Renew Pact

MELROSE, Mass. — Seven months after Automatic Radio concluded a year's \$1 million CARtridge purchase order with International Tape Cartridge Corp., the firm renewed the contract for a similar amount.

According to Dave Nager, sales manager of Automatic Radio's consumer products division, AR cartridge sales "far exceeded our expectations — we moved almost twice as much cartridge product as we had anticipated."

The new contract was signed here last week by D. H. Housman, AR president, and Larry Finley, president of ITCC.

SONY UNVEILS PLAYBACK UNIT

TOKYO — SONY has announced its first CARtridge (Philips type) playback machine, "Magazine-matic 100." Selling price here will be \$69. Initial monthly output to be 10,000. Blank SONY magazine tape cartridges "C-90" (90 minutes) and "C-60" (60 minutes) will sell in stores here at \$2.80 and \$1.95. Exports are planned for early 1967. The usual pattern for new SONY products is initial market exposure in Japan, with exports following through to established SONY distribution channels abroad.

See our ad on page 58

RCA-Italiana Plans Duplicating Plant

• Continued from page 1

in Italy and finally Marelli will switch to full manufacture.

RCA-Italiana is immediately making 200 cartridges available. This includes three albums by Italian artists. After Feb. 19, more will be available. Prices range from \$6.40 for a 40-minute Camden cartridge to \$12 for an 80-minute RCA classical or pop cartridge.

Both the RCA cartridges and the Marelli radio-tape player being marketed at prices higher than the corresponding ones in America. This, in spite of inferior Italian standard of living and average income.

RCA and Marelli executives pointed out that amortization problems, customs duties on imports and the market size, which reflects the buying power, had compelled them to fix the present prices.

Launched at Show

The Lear Jet system and the RCA cartridges were launched at Turin Auto Show, with executives of Italian car and accessory manufacturers present.

Presiding over the meeting was Giuseppe Ornato, RCA-Italiana managing director. He called the introduction of tape cartridges a further move into the new frontiers for record music (Billboard, Nov. 12).

Ornato underlined two key points of RCA-Italiana's future policy: first, it was only interested in selling recorded music and had no proprietary interest in any player mechanism, it

would support all player manufacturers whether aiming for domestic or car use.

Secondly, its tape cartridge factory would be available for the entire Italian record industry for third party work just as RCA-Italiana's pressing plant was producing for other record companies.

Story of Cartridges

Dario Soria, RCA division vice-president Victor Records and head of the international liaison department, told the story of tape cartridges from their inception.

Others taking part in the meeting were Irwin J. Tarr, division RCA Victor vice-president in charge of recorded tape marketing; Peter F. Baumberger, RCA Overseas vice-president; Benito Bolle, RCA-Italiana's head of technical services, and Ettore Zeppigno, RCA-Italiana a&r director.

Marelli's participants included Antonio Ingnoli, projects head. Also present was Harvey Anselm, Lear Jet European director.

Marelli will also market a car tape player only to be used with existing car radios as well as domestic models.

Soria said that the tape cartridge business is destined to grow very quickly and will reach the turnover of records within about five years in the most advanced countries. The future may see a tape market for adult music and a singles record market for pop hits, he said.

company custom-duplicates any kind of tape, including cartridges, for third parties.

Others Watch

Other Italian record companies like Ariston, Phonocolor, Vedette, GTA, Cemed-Carosello, Durium and La Voce del Padrone (Italian EMI) are watching the tape cartridge field closely, but have not yet

(Continued on page 18)

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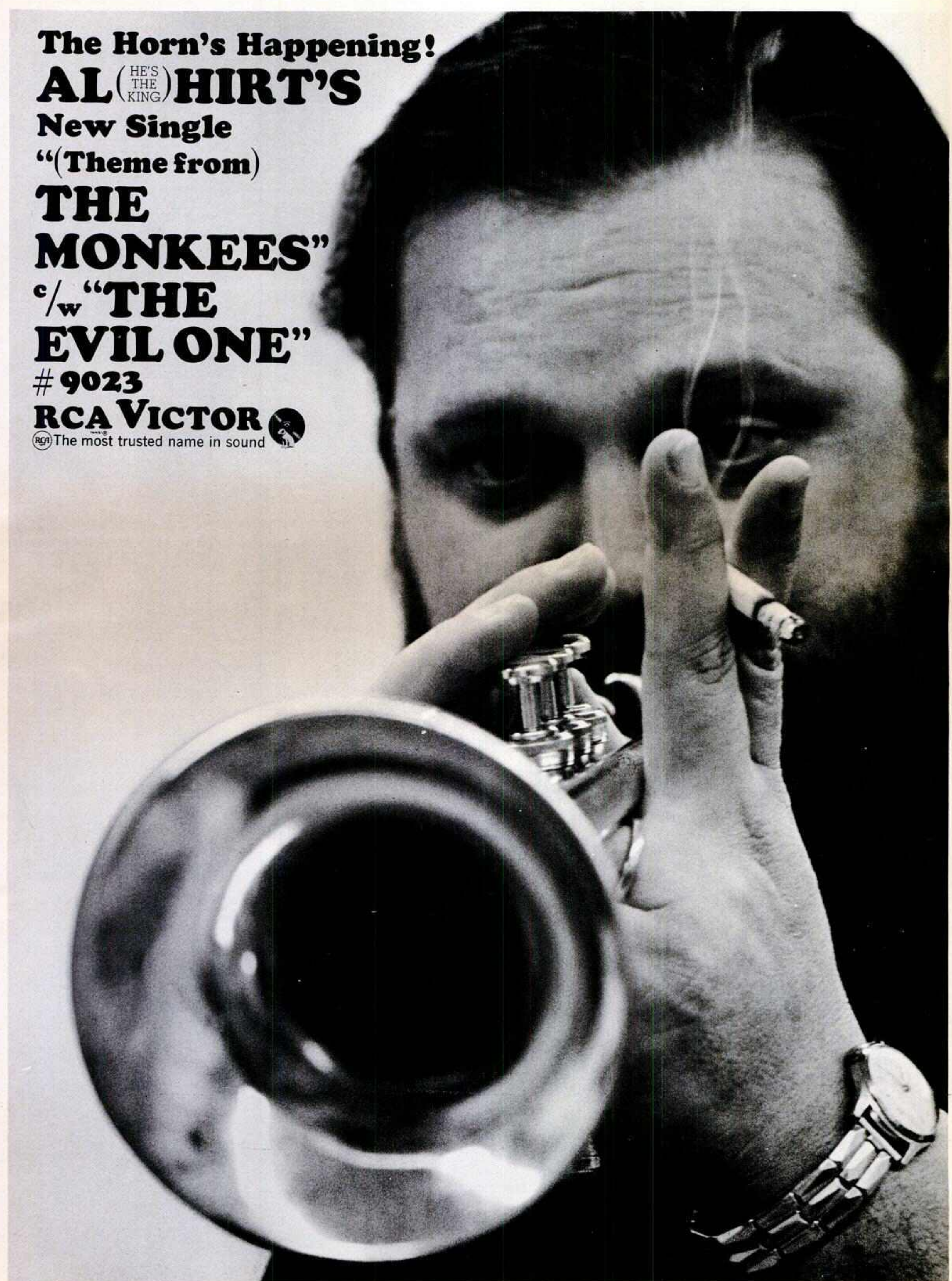
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French Response Impresses RCA's 'Demonstration Team'

By MIKE HENNESSEY their Stereo-8 cartridge tapes. PARIS—Despite the big lead held by Philips in the tape cartridge field in France — their system is being used by Barclay, Pathe Marconi, Vogue, Polydor —RCA is optimistic about the potential French market for

Philips launched its system this spring to become universally adopted in France, thus averting a cartridge war. But though theirs is the only system currently on the French market, the signs are that France is heading for the same situation as in the States—with at least two, possibly more, systems bidding for supremacy.

This week, RCA and Motorola executives staged a conference and demonstration in the Hilton Hotel, Paris, presided over by French RCA chief Henri Froment.

Afterwards, Oscar Kusisto, vice-president and director general of Motorola, New York, said: "We have been favorably impressed by the reception. We did not expect this degree of acceptance."

The demonstrations of the RCA-Motorola equipment were preceded by two conferences, one for the auto industry, attended by representatives of three of the major French auto manufacturers — Citroen, Re-

nault and Simca—and one for the press.

The RCA-Motorola team is touring Italy, Germany, France, Britain and Sweden to demonstrate the equipment and a tape cartridge depot has been established in the free port of Amsterdam for European distribution.

Dario Soria, vice-president of the RCA Victor Record Division and director of the department of international liaison, said, "Our tapes are already on the market in Italy with local repertoire and next year we hope to introduce duplicating facilities."

"The purposes of our visit to Paris is to talk with manufacturers of automobiles, with radio equipment manufacturers

CAP OF CANADA IN CARTRIDGES

TORONTO — Capitol Records (Canada), Ltd. entered the auto tape CARtridge field in Canada this month with an introductory release of 19 cartridges, featuring such artists as Jackie Gleason, Al Martino, Nat King Cole, Frank Sinatra, Dean Martin, Nancy Wilson. Capitol is importing its cartridge product from the U. S. initially, and in relatively small quantities while assessing the market, present and potential. Suggested list price ranges from \$7.98 to \$10.98.

and record manufacturers. We feel that the real future of tape cartridges lies with our system. The small cassette is too limited in sound and playing time. It is to the cartridge what the EP is to the LP.

(Continued on page 18)

Sentry Sets Ad Drive

MOUNT VERNON, N. Y.—Sentry Industries, manufacturer of budget tape CARtridges is, engaging in a heavy promotion advertising campaign geared to inform dealers and consumers about the many products offered, including its new 4-track pre-recorded Norelco Cassettes. Sentry also offers 4-track stereo cartridges and 8-track stereo twin-packs, each listing for \$5.95. The Sentry 4-track stereo cassettes lists for \$4.95.

Also offered are empty 4 and 8-track cases, blank 4 and 8-track cartridges, 4 and 8-track playbacks for car and home manufactured in Japan, and reel-to-reel tapes. The merchandising campaign includes a 95-cartridge pilfer-proof rack, banners, displays and catalogs.

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Ampex Builds Catalog Powerhouse

By RAY BRACK

CHICAGO — Ampex Stereo Tapes is building a CARtridge catalog to be reckoned with. Now boasting the MGM, Verve, Kama Sutra, Vanguard, Elektra, Nonesuch and Monument labels and ILS language study tapes, AST general manager Donald V. Hall said that over a hundred releases from the new labels will be out by the end of the year.

Ampex, reportedly the nation's largest manufacturer and marketer of open-reel stereo tapes, began manufacturing and marketing stereo tape cartridges in August with London product on an exclusive basis. A&M was added in September.

"The addition of the new

labels gives Ampex one of the strongest catalogs of top-selling cartridges in the industry," Hall said. "Ampex already offers eight of the top 25 cartridges on Billboard's Top LP list."

Hall reported that during Ampex's three months experience with cartridges, sales have exceeded our best expectations, and we are increasing our production capacity by one-third next month.

"Although by December we will be offering over 200 selections on 4 and 8-track cartridges," he said, "we are not attempting to concentrate on sheer numbers of albums. We are striving instead to maintain the high quality of cartridge tape we produce while taking care to select labels and albums that sell in volume."

Ampex, unlike some other marketers of cartridge tapes, Hall said, produces its own masters.

AST currently manufactures and markets open-reel language study tapes exclusively for the Institute of Language Study and has been working with the Institute to develop auto-player tapes for on-the-road instruction. The initial releases will offer courses in Spanish, French, German and Italian.

All the new titles will be available on 8-track Lear-type cartridges, Hall said. Vanguard, Elektra and Monument will be offered in both 8-track and 4-track Fidelipac.

The Ampex open-reel catalog embraces 47 labels and 1,600 selections.

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THIS IS EDDIE FISHER	Eddie Fisher	Hamilton	10-485C
NUMBER 1 HITS, VOL. 1	Billy Vaughn	Dot	14-485A
THE MUSIC OF RICHARD RODGERS/ THE MUSIC OF HAROLD ARLEN	Poliakin	Everest	14-500C
ALPHA, AMIGO	Arthur Lyman	Life	14-505B
MORGAN TIME—MUSIC IN THE MORGAN MANNER	Russ Morgan & Orch.	Everest	16-173C
LI'L WALLY IN MIAMI BEACH	Li'l Wally	Jay Jay	16-176B
MORE CHARLIE BARNET	Charlie Barnet & Orch.	Everest	18-170C
CHUCK BERRY ON STAGE	Chuck Berry	Chess	21-411A
WIPE OUT!	The Challengers	GNP Crescendo	21-415B
A WEB OF SOUND	The Seeds	GNP Crescendo	21-416B
WHERE WERE YOU WHEN I NEEDED YOU	The Grass Roots	Dunhill	21-417A
KID ORY FAVORITES, VOL. 2	Kid Ory	Good Time Jazz	25-132A
THE FAMOUS CASTLE JAZZ BAND	Castle Jazz Band	Good Time Jazz	25-133A
POINCIANA	Ahmad Jamal	Cadet	26-392A
SONNY ROLLINS ON IMPULSE!	Sonny Rollins	Impulse!	26-400A
MY FAIR LADY	Shelly Manne & Friends	Contemporary	26-409A
SING A SONG OF BASIE	Lambert, Hendricks & Ross	Impulse!	28-169A
CLASSIC DELTA BLUES	Big Joe Williams	Milestone	29-130A
JUDY COLLINS #3	Judy Collins	Elektra	56-200A
THE BEST OF JOE & EDDIE	Joe & Eddie	GNP Crescendo	56-201B
THE MUSIC OF JAPAN	Kimio Eto	Elektra	65-106A
LEAD ME, GUIDE ME	The Duncanaires	Milestone	80-127A
SPANISH GUITAR MUSIC: TURINA, DE FALLA, SOR	Julian Bream	Westminster	90-116A
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On COLUMBIA RECORDS 



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 102—Last Week, 176

*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 MAMAS & THE PAPAS—WORDS OF LOVE (Prod. Lou Adler) (Writer: Phillips) (Trousdale, BMI)—**DANCING IN THE STREETS** (Prod. Lou Adler) (Writers: Stevenson-Gaye) (Jobete, BMI)—First side is a blockbuster change of pace with a wild blues shouting solo by Cass Elliot. Flip is an equally potent winner . . . an exciting revival of the Martha & the Vandellas hit. **Dunhill 4057**

LOS BRAVOS — GOING NOWHERE (Prod. Ivor Raymonde) (Writers: Levitt-Sexter) (April, ASCAP)—Following up their initial smash "Black Is Black," group has a hot contender for the top of the Hot 100 in this rocker with a strong dance beat. Flip: "Brand New Baby" (Prancer, BMI). **Press 60003**

CAT STEVENS—I LOVE MY DOG (Prod. Mike Hurst) (Writer: Stevens) (Spectorious, BMI)—Currently a smash in England, this off-beat folk-rocker with clever lyric and exceptional vocal work should spiral the newcomer to the top of the charts here. Flip: "Portobello Road" (Room 7-Fowley, BMI). **Deram 7501**

JIMMY RUFFIN—I'VE PASSED THIS WAY BEFORE (Prod. J. Dean & W. Weatherspoon) (Writers: Dean-Weatherspoon) (Jobete, BMI)—Hot on the heels of his top 10 winner, "What Becomes of the Brokenhearted," Ruffin has even more potential in this rocking blues belter. Flip: "Tomorrow's Tears" (Jobete, BMI). **Soul 35027**

THE DRIFTERS—BABY WHAT I MEAN (Prod. Bob Gallo & Tom Dowd) (Writers: Hamilton-Sheldon) (Unart, BMI)—With the feel and hit potential of their "Under the Boardwalk" smash, group should climb fast with this groovy rocker. Flip: "Aretha" (Web IV-Trio, BMI). **Atlantic 2366**

PAUL REVERE & THE RAIDERS—GOOD THING (Prod. Terry Melcher) (Writers: Lindsay-Melcher) (Day, BMI)—Penned by Mark Lindsay and Terry Melcher, this raucous swinger should hit hard and fast, aimed right at the top of the charts. Flip: "Undecided Man" (Boom, BMI). **Columbia 43907**

HAPPENINGS—GOODNIGHT MY LOVE (Prod. The Tokens) (Writers: Linzer-Randell) (Captain Marble, BMI)—Chalk up another "Go Away Little Girl" winner for the "See You in September" group. Easy dance beat backs smooth vocal workout. Flip: "Lilies by Monet" (Bright Tunes, BMI). **B. T. Puppy 523**

TOP 60

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

BOBBY DARIN—THE GIRL THAT STOOD BESIDE ME (Prod. Koppelman-Rubin) (Writer: Stevens) (Chardon, BMI)—**REASON TO BELIEVE** (Prod. Koppelman-Rubin) (Writer: Hardin) (Faithful Virtue, BMI)—Two outstanding sides by Darin with equal chart potential. Both are in the vein of his "Carpenter" hit, with the second side penned by Tim Hardin. **Atlantic 2367**

LOVE—SHE COMES IN COLORS (Prod. Paul Rothchild) (Writer: Lee) (Grass Roots, BMI)—Exciting treatment of unusual material should bring the "7 and 7 Is" group back to the Hot 100 in short order. Flip: "Orange Skies" (Grass Roots, BMI). **Elektra 45608**

COUNT FIVE — PEACE OF MIND (Prod. Irwin Zucker) (Writers: Byrne-Michalski-Chaney) (Hot Shot, BMI) — With "Psychotic Reaction" moving down the Hot 100, the group offers a solid rocker which should soon replace the initial hit on the chart. Flip: "The Morning After" (Hot Shot, BMI). **Double Hot 106**

OTIS REDDING—TRY A LITTLE TENDERNESS (Writers: Connelly-Woods-Campbell) (Campbell-Connelly-Robbins, ASCAP)—Culled from his "Dictionary of Soul" LP, this powerful new conception of the standard will work its way onto the charts in rapid fire. Flip: "I'm Sick Y'All" (East-Time-Redwal, BMI). **Volt 141**

***FERRANTE & TEICHER — A MAN AND A WOMAN** (Writer: Lai) (Northern, ASCAP)—The much-recorded film theme receives a blockbuster performance by the duo, which could be the version to carry it to hit status. Flip: "Dark Eyes" (Fresco, ASCAP). **United Artists 50101**

SAM & DAVE—YOU GOT ME HUMMIN' (Prod. by Staff) (Writers: Porter-Hayes) (Pronto-East, BMI)—Hold on! They're coming on with what should prove to be a hot chart item. Solid rhythm rocker should hit with impact. Flip: "Sleep Good Tonight" (Pronto-East, BMI). **Stax 204**

CHART

Spotlights—Predicted to reach the HOT 100 Chart

HARRY SIMEONE CHORALE—Anyone Can Move a Mountain (St. Nicholas & Videocraft Ltd., ASCAP). **COLUMBIA 43926**
THE HANGMEN—Dream Baby (Combine, BMI). **MONUMENT 983**
PATTI PAGE—Music and Memories (Gallico, BMI). **COLUMBIA 43909**
AL HIRT—(Theme from) THE MONKEES (Screen Gems-Columbia, BMI). **RCA VICTOR 9023**
JAMES DARREN—All (Marks, BMI). **WARNER BROS. 5874**
DON GRADY — The Children of St. Monica (Let It Happen, BMI). **CANTERBURY 501**
THE PLASTIC PEOPLE—It's Not Right (Since, BMI). **KAPP 789**
THE BLUES PROJECT—I Can't Keep From Crying (Sealark, BMI). **VERVE FOLKWAYS 5032**
THE SOPWITH "CAMEL" — Hello, Hello (Great Honesty, BMI). **KAMA SUTRA 217**
LOU MONTE—Oh How I Miss You Tonight (Bourne, ASCAP). **RCA VICTOR 9021**
JOHNNY DANKWORTH ORCH. & CHORUS — The Idol (Levine, ASCAP). **FONTANA 1563**
THE FANTASTIC 200—Midnight Snack (Hot Shot, BMI). **DOUBLE SHOT 105**

ROY ORBISON — COMMUNICATION BREAK-DOWN (Prod. Rose & Vienneau) (Writers: Orbison-Dees) (Acuff-Rose, BMI)—Top commercial entry by Orbison is this smooth rock ballad with good lyric content and powerful performance. Flip: "Going Back to Gloria" (Acuff-Rose, BMI). **MGM 13634**

GLENN YARBROUGH—LOVE ARE WINE (Prod. Al Schmitt & Neely Plumb) (Writer: Williams) (Davon, BMI)—**SPIN SPIN** (Prod. Al Schmitt & Neely Plumb) (Writer: Lightfoot) (Witmark, ASCAP)—Top side could equal the success of "Baby, the Rain Must Fall," while the flip, an infectious Gordon Lightfoot number, could share the spotlight. **RCA Victor 9019**

FIVE AMERICANS—IF I COULD (Prod. Dale Hawkins) (Writers: Rabon-Ezell-Durrill) (Jetstar, BMI) —An easygoing rhythm number with outstanding vocal and arrangement makes this Dale Hawkins production a hot chart contender. Flip: "Now That's It's Over" (Jetstar, BMI). **Abnak 116**

THE ELECTRIC PRUNES—I HAD TOO MUCH TO DREAM (Last Night) (Prod. Damon Prod.) (Writers: Tucker-Mantz) (4 Star, BMI)—Off-beat left fielder could prove a sales giant. Hard-driving rocker should establish the newcomers rapidly. Flip: "Luvin" (Newcomer, BMI). **Reprise 0532**

RONNY & THE DAYTONAS—YOUNG (Prod. Bucky Wilkin-Felton Jarvis) (Writer: Cason) (Rising Sons, BMI)—Shuffle rhythm number with teen appeal lyric has the hit ingredients to fast surpass their successful "Dianne, Dianne." Flip: "Winter Weather" (Buckhorn, BMI). **RCA Victor 9022**

THE SPIKE DRIVERS—BABY, WON'T YOU LET ME TELL YOU HOW I LOST MY MIND (Prod. Jerry Ragavoy) (Writer: Keelan) (Mantra, BMI)—Pulsating rocker with strong lyric idea and a powerful Jerry Ragavoy production should have no trouble fast establishing the smooth new group as top sellers. Flip: "High Time" (Mantra, BMI). **Reprise 0535**

THE DISTORTIONS—Behind My Wall (Sunalee & Keva, BMI). **SMASH 2068**
THE CELESTRALS—Keep Your Hands Off My Baby (Dew & Caldwell, BMI). **RCA VICTOR 9016**
WALTER WANDERLEY — Sad Samba (Hollis & Bendig, BMI). **WORLD-PACIFIC 77861**
TONY BRUNO—Hard to Get Thing Called Love (Kama Sutra, BMI). **UNITED ARTISTS 50095**
THE BEAGLES—Looking for the Beagles (Youmans, ASCAP). **COLUMBIA 43789**
THREE PEOPLE—Have You Ever Been There (Feist, ASCAP). **LONDON 1008**
RONNIE SAVOY—Pitfall (McCoy & Suron, BMI). **TUFF 416**
THE NAPOLEONIC WARS—I Can't Explain It (Champion, BMI). **20th CENTURY-FOX 6659**
VAN DYKE PARKS—Come to the Sunshine (Vantim, BMI). **MGM 13570**
THE BUSH—Who Killed the Ice Cream Man? (Hirich, BMI). **HIBACK 110**
MARK III TRIO—Tres Lobos (Pronto & Cinnabar, BMI). **ARCO 6451**
THE FOUR EVERS—A Lovely Way to Say Goodnight (Gallico-Vigor, BMI). **COLUMBIA 43886**

CHRISTMAS SPOTLIGHTS

***BARBRA STREISAND—SLEEP IN HEAVENLY PEACE** (Silent Night) (Prod. Ettore Stratta) (Writer: Gruber) (Emanuel) — This much discussed, outstanding and compelling rendition should prove an important standard sales item this Christmas and for years to come. Flip: "Ava Maria" (Emanuel). **Columbia 43896**

***ELVIS PRESLEY—IF EVERY DAY WAS LIKE CHRISTMAS** (Writer: West) (Atlantic, BMI)—Beautiful sing-a-long holiday ballad with top Presley performance should prove a sales and programming giant. Flip: "How Would You Like to Be" (Presley, BMI). **RCA Victor 8950**

***JOAN BAEZ — THE LITTLE DRUMMER BOY** (Prod. Maynard Solomon) (Writers: Davis-Onorati-Simeone) (Mills, ASCAP)—Destined to be a top holiday sales item, the folkster offers a stirring and moving rendition of the exceptional standard. Flip: "Cantique de Noel" (Fennario, ASCAP). **Vanguard 35046**

JAMES BROWN & THE FAMOUS FLAMES—THE CHRISTMAS SONG (Writers: Torme-Wills) (Burke-Van Heusen, ASCAP)—In his rich, soulful style, Brown has a sure-fire holiday hit in this revival of the Nat Cole standard. Flip: "The Christmas Song" (Version 2) (Burke-Van Heusen, ASCAP). **King 6064**

COUNTRY SPOTLIGHTS

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

WAYLON JENNINGS—GREEN RIVER (Prod. Chet Atkins) (Writer: Howard) (Wilderness, BMI)—From Jennings' debut film "Nashville Rebel," this Harlan Howard ballad and the Jennings performance has the ingredients for a chart topper with pop possibilities as well. Flip: "Silver Ribbons" (Combine, BMI). **RCA Victor 9025**

WANDA JACKSON—TEARS WILL BE A CHASER FOR YOUR WINE (Prod. Ken Nelson) (Writers: David-Coates) (Tree, BMI)—Back in the ballad vein, Miss Jackson offers a tender reading of a heart breaker headed for the top of the chart. Flip: "Reckless Love Affair" (Party Time, BMI). **Capitol 5789**

CHARLES LOUVIN—OFF AND ON (Prod. Marvin Hughes) (Writer: Anderson) (Stallion, BMI)—Bill Anderson wrote it and Louvin sings it in top fashion. Plaintive ballad and powerful lyric has the earmarks of a chart topper. Flip: "Still Loving You" (Five L's, BMI). **Capitol 5791**

COUNTRY CHRISTMAS

SONNY JAMES — BAREFOOT SANTA CLAUS (Prod. Marvin Hughes) (Writers: Tubert-James) (Marson, BMI)—This could well be the holiday winner for the year. Infectious sing-a-long rhythm number with James at his best assisted by a children's choir, aimed at the pop markets as well. Flip: "My Christmas Dream" (Marson, BMI). **Capitol 5733**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBI STAFF—He Can Be Your Baby (Windward Side, BMI). **RCA VICTOR 9024**
JAMES O'GWYNN — I Won't Live Here Anymore (Acuff-Rose, BMI). **HICKORY 1429**

R&B SPOTLIGHTS

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

SLIM HARPO—I'M YOUR BREAD MAKER, BABY (Writer: Moore) (Excellorec-Jamil, BMI)—This wild, wailing number is a topper for "Baby, Scratch My Back" and should meet with a fast sales impact. Much pop potential as well. Flip: "Loving You" (Excellorec, BMI). **Exello 2282**

TOMMY TUCKER—THAT'S LIFE (Writers: Gordon-Thompson) (4 Star, BMI)—Wailing blues version of the fast-moving Sinatra hit has the sound for a sales monster in the r&b market. Exceptional performance. Flip: "That's How Much." (Festive, BMI). **Festival 704**

HOWARD TATE—LOOK AT GRANNY RUN RUN (Prod. M. Ragavoy) (Writers: Shuman-Ragavoy) (Ragmar-Rumbalero, BMI)—A powerhouse rocking follow-up to his "Ain't Nobody Home" should prove a No. 1 chart item. Flip: "Half a Man" (Rittenhouse, BMI). **Verve 10464**

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

THE VAN DYKES—You Need Confidence (Aim/Cha-Stew, BMI). **MALA 549**
PRIVATE CHARLES BOWENS—Christmas in Vietnam (Streetcar, BMI). **ROJAC 111**
BO DIDDLEY—Ooh Baby (Arc, BMI). **CHECKER 1158**

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ME"**

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TAPE CARTRIDGE



IRWIN J. TARR, division vice-president of Recorded Tape Marketing for RCA Victor, signs a contract between Victor and the Institute of Language Study for a language course series to be released by Victor on 8-track stereo tape CARtridges. Looking on are Robert Livesay, left, president of the institute, and David Savage, manager of planning and merchandising for the Victor department. Four language courses are slated for release next year.

French Response Impresses RCA

• Continued from page 14

"There are 12 million cars in France and we are confident there is a big potential market for our cartridges."

Initially, the RCA Stereo-8 tapes and playing equipment will be imported. "Depending on the reception the system gets," said Kusisto, "the tape decks and audio modules could

later be imported and the rest assembled here. That would be the logical second phase—depending on the impact made by the first phase. One has to remember that tooling costs are very high."

Kusisto said no definite agreement had yet been reached with auto manufacturers in France, "but the directors have all asked to have our system installed in their personal vehicles." And on show at the demonstration was a Renault, equipped with a Motorola system.

Kusisto did not consider that the relative smallness of European cars would be a problem. "We have developed a system that has been accepted by U. S. Volkswagen, with a front speaker and a rear speaker properly positioned to get the right acoustic bounceoff and it works really well."

The RCA-Motorola team included in addition to Dario Soria and Oscar Kusisto, Irwin J. Tarr, vice-president of the RCA Victor Record Division, Peter F. Baumberger, vice-president of RCA Overseas, S.A. of Geneva and Richard A. Winsauer, international exploitation manager of Motorola Automobile Products.

Italy Market

• Continued from page 12

committed themselves. They believe the market is too small yet to warrant entry. A cautious attitude is noticeable among companies which have leased material experimentally because in most cases the arrangements were on a nonexclusive basis. CGD and CBS-Italiana, following a parallel policy, are limiting themselves to the import of American CBS 8-track cartridges.

No agreement has been reached yet between the cartridge-record and car industries where Fiat, Alfa Romeo and Lancia would sell vehicles complete with tape cartridge players or at least equipped to accommodate one.



SENTRY INDUSTRIES' new 95-CARtridge pilfer-proof display rack is part of a new merchandising program by the manufacturers of 4 and 8-track budget tape cartridges. The rack, 22 inches wide, 11 inches high, and 17 inches deep, has a Plexiglas top, which locks in the back. The top, hinged in the front, has an all-metal rim.

Duke-Peacock's Setup Expanded

HOUSTON—Duke - Peacock President Don Robey has announced an expansion of his operation, together with changes in the promotion set-up. Pearl Woods is now heading the Eastern division in production and promotion, replacing Boo Frazier, who has moved to Mercury. Steven Dubois heads the West Coast division. Both new appointees report to Dave Clark, who heads up national sales and promotion. Joe Scott heads the a&r department, headquartering here.

London Launches Adventure Drive

NEW YORK—A special promotion, including the purchase of radio time in Boston, Miami and Los Angeles, is being conducted by London Records in connection with its new release on the Coliseum label, "Jungle Adventure," which features the Don Randi Trio, Curtis Amy, and the Exotic Strings. The album, which was produced by Tutti Camarata, also contains jungle animal sounds. Bulk samples are available to distrib-

Col. & Arvin Frame Unit

TOKYO — Nippon Columbia has disclosed that its new compatible 4 and 8-track CARtridge player is a joint development with Arvin Industries. According to a company spokesman, the Columbia-Arvin system is fully automatic with an electromechanical sensing device which selects 4 or 8-track operation. The new player will be sold in the U. S. by Arvin and elsewhere by Nippon Columbia under its own brand name, Denon.

Maxin Off to Coast

NEW YORK—Arnold Maxin, executive vice-president and general manager of Big 3 Music (Robbins-Feist-Miller), flew to the West Coast last Thursday (17) to discuss music for "Grand Prix," the forthcoming MGM film, which has a score by Maurice Jarre. Jarre's last MGM film score was "Doctor Zhivago."

utors for radio stations and special stereo copies are planned for in-store demonstrations.

BRAZIL GOES

BERZERK

(see pic & story Cash Box, 10/29/66, pgs. 71 & 73)

Fermata Sweeps Festival

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written by Gilberto Gil

1st PRIZE:

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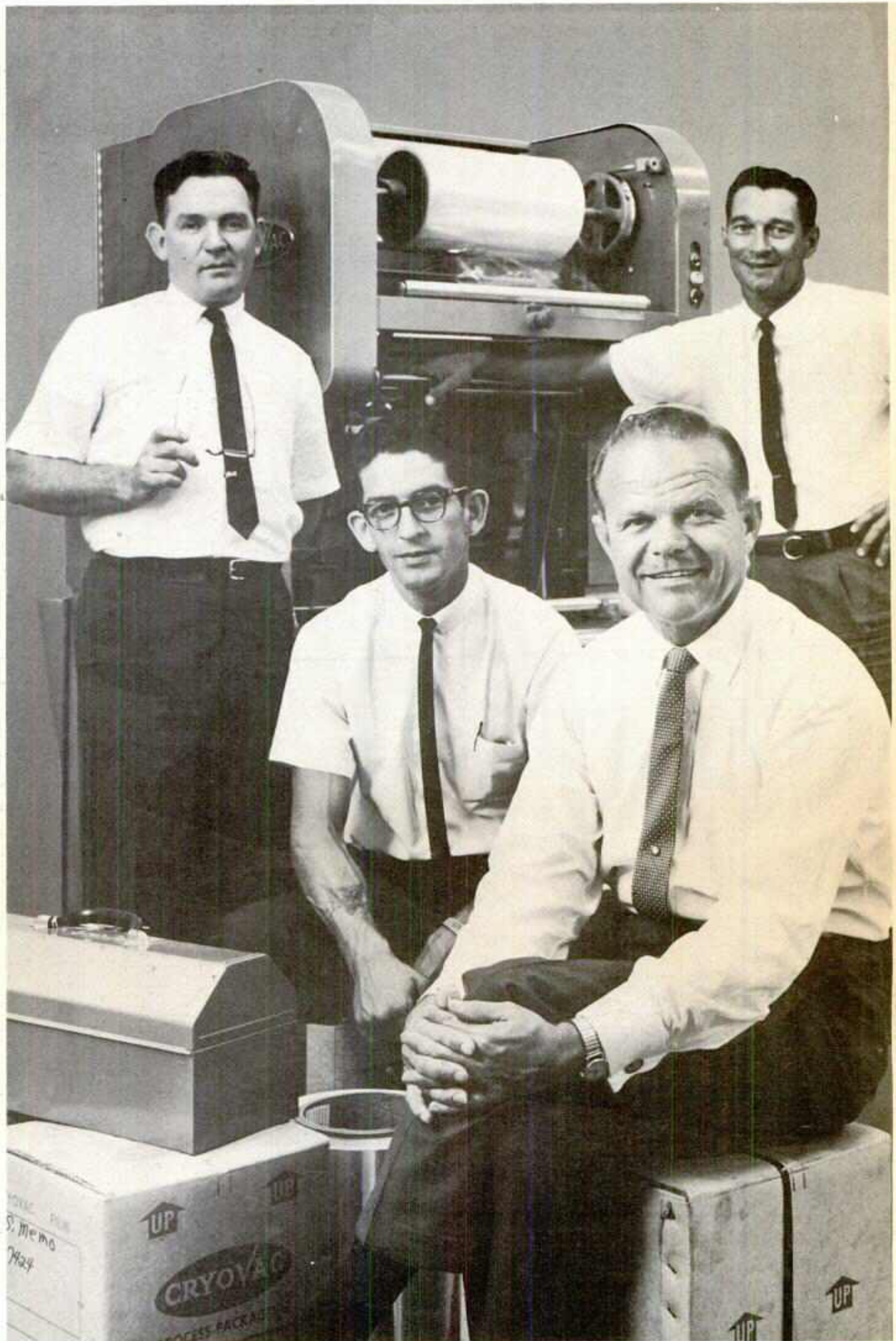
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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	1	1	1	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	16
2	14	27	—	WINCHESTER CATHEDRAL	New Vaudeville Band, Fontana 1562 (Southern, ASCAP)	3
3	3	4	4	A TIME FOR LOVE	Tony Bennett, Columbia 43768 (Witmark, ASCAP)	10
4	4	5	12	GAMES THAT LOVERS PLAY	Eddie Fisher, RCA Victor 8956 (Miller, ASCAP)	6
5	7	7	15	A DAY IN THE LIFE OF A FOOL	Jack Jones, Kapp 781 (United Artists, ASCAP)	6
6	5	2	2	BORN FREE	Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI)	18
7	8	15	22	HAWAII (Main Title)	Henry Mancini, His Ork & Chorus, RCA Victor 8951 (United Artists, ASCAP)	7
8	2	3	7	LOOKIN' FOR LOVE	Ray Conniff Singers, Columbia 43814 (Jay, ASCAP)	9
9	9	17	23	ALL THAT I AM	Elvis Presley, RCA Victor 8941 (Gladys, ASCAP)	8
10	10	11	17	CABARET	Marilyn Maye, RCA Victor 8936 (Sunbeam, BMI)	9
11	16	21	28	CHANSON D' AMOUR	Letterman, Capitol 5749 (Thunderbird ASCAP)	5
12	12	18	25	THE WHEEL OF HURT	Al Martino, Capitol 5740 (T. Morgan-Roosevelt, BMI)	5
13	26	32	34	WISH YOU WERE HERE, BUDDY	Pat Boone, Dot 16933 (Spoons, ASCAP)	6
14	6	6	14	NOBODY'S BABY AGAIN	Dean Martin, Reprise 0516 (Smooth-Noma, BMI)	8
15	17	22	30	SOMEBODY LIKE ME	Eddy Arnold, RCA Victor 8965 (Barton, BMI)	7
16	11	8	5	SUMMER SAMBA	Walter Wanderley, Verve 10421 (Duchess, BMI)	16
17	40	—	—	THAT'S LIFE	Frank Sinatra, Reprise 0531 (Four Star Television BMI)	2
18	18	24	27	WALKING HAPPY	Peggy Lee, Capitol 5758 (Shapiro-Bernstein & Co., ASCAP)	6
19	15	10	9	ELUSIVE BUTTERFLY	Jane Morgan, Epic 10058 (Metric, BMI)	10
20	22	26	36	A MAN AND A WOMAN	Tomiko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)	5
21	13	9	3	SUMMER WIND	Frank Sinatra, Reprise 0509 (Witmark, ASCAP)	13
22	24	28	29	GAMES THAT LOVERS PLAY	Wayne Newton, Capitol 5754 (Miller, ASCAP)	7
23	32	—	—	A SYMPHONY FOR SUSAN	The Arbors, Date 1529 (Kati Kris, ASCAP)	2
24	25	26	16	THE PORTUGUESE WASHER-WOMEN	Baja Marimba Band, A&M 816 (Remick, ASCAP)	8
25	20	20	24	SO WHAT'S NEW	Peggy Lee, Capitol 5740 (Almo, ASCAP)	7
26	29	33	33	LOUIE, LOUIE	The Sandpipers, A&M 819 (Limax, BMI)	5
27	19	12	6	DOMMAGE, DOMMAGE	Jerry Vale, Columbia 43774 (Feist, ASCAP)	12
28	28	29	35	CABARET	Mike Douglas, Epic 10078 (Sunbeam, BMI)	5
29	33	—	—	SPANISH NIGHTS AND YOU	Connie Francis, MGM 13610 (Miller, ASCAP)	2
30	21	13	8	FREE AGAIN	Barbra Streisand, Columbia 43808 (Emanuel-Beaufolais, ASCAP)	10
31	31	40	—	WHO AM I	Petula Clark, Warner Bros. 5863 (Duchess, BMI)	3
32	23	14	13	MAS QUE NADA	Sergio Mendes and Brasil '66, A&M 807 (Peer Int'l, BMI)	17
33	36	37	—	DISTANT DRUMS	Vic Dana, Dalton 324 (Combine, BMI)	3
34	35	35	31	MARRIED	Don Cherry, Monument 971 (Sunbeam, BMI)	8
35	—	—	—	MAME	Herb Alpert & the Tijuana Brass (Morris, ASCAP)	1
36	—	—	—	TIME AFTER TIME	Chris Montez, A&M 822 (Sands, ASCAP)	1
37	38	39	39	THEME FROM THE BIBLE	Peter De Angelis, 20th Century-Fox 6646 (Robbins, ASCAP)	4
38	—	—	—	PLEASE SAY YOU'RE FOOLING	Ray Charles, ABC 10865 (Flomar-Baby Monica, BMI)	1
39	—	—	—	GHOSTS. RIDER IN THE SKY	Baja Marimba Band, A&M 824 (Morris, ASCAP)	1
40	—	—	—	WISH ME A RAINBOW	Gunter Kellmann Chorus, 4 Corners of the World 198 (Famous, ASCAP)	1



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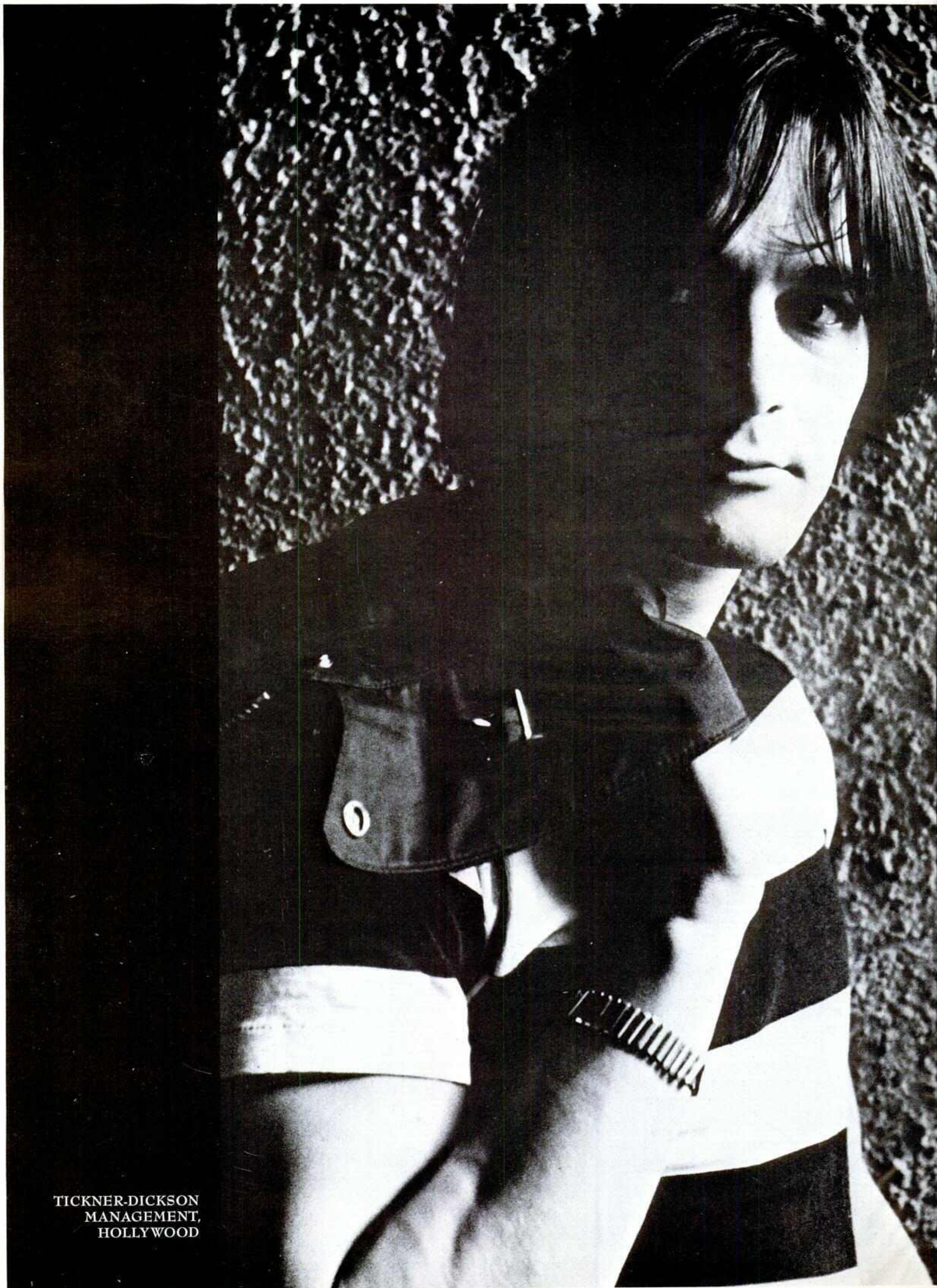
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"ECHOES"

*on the streets you look again, at the places you have been
or the moments that you thought where am I going.
though the walls are like the dead, they reflect the things you've said
and the echoes in your head continue showing.
here the castles you can build, out of dreams you have fulfilled
won't keep out all of the ill wind that is blowing.
and you'll look still for a trace of an opening in the place,
where you'll find the life that you were used to knowing.*

*you can walk out in the night, and be sure that it's all right
to exaggerate the world that's only being.
you can watch regina dance, through the crystal panes of glass
yet you know that there's so much that she's not seeing.
still you hold one precious thought, after all this time you've sought
that she might be just protecting what she longs for.
and her eyes are veiled with black, cause she plays she can't look back
at the love she wanted so, now says is no more.*

*the lights go on, commence the cold, as your senses will be sold
to the parrot watchers mimicking no reasons.
to pretend that what they are, from the fact completely far
while the truth may be betrayal, lies and treason.
build their towers in the sand, don the roles of their command
while their kingdom is the innocence they're stealing
and infection easily spreads, through the searching, twisted heads
as they team up to tear down each other's feelings.*

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Gene Clark

"Echoes"

c/w "I FOUND YOU" 4-43903

On COLUMBIA RECORDS 

HOT 100

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

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

THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist (Producer), Label & Number	WEEKS ON CHART
1	7	27		YOU KEEP ME HANGIN' ON	Supremes (Holland-Dozier), Motown 1101	5
2	4	17		GOOD VIBRATIONS	Beach Boys (Brian Wilson), Capitol 5676	6
3	6	24		WINCHESTER CATHEDRAL	New Vaudeville Band, (Geoff Stephens), Fontana 1542	5
4	6	9	18	DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY	Mitch Ryder & the Detroit Wheels (Bob Crew), New Voice 817	7
5	5	1	3	POOR SIDE OF TOWN	Johnny Rivers (Lou Adler), Imperial 64205	11
6	7	10	11	I'M YOUR PUPPET	James & Bobby Purify (Don Schroeder), Bell 648	10
7	4	2	1	LAST TRAIN TO CLARKSVILLE	Monkees (Tommy Boyce & Bobby Hart), Colgems 1001	12
8	11	21	29	LADY GODIVA	Peter & Gordon (John Burgess), Capitol 5740	8
9	24	65		MELLOW YELLOW	Donovan, (Mickie Most), Epic 10098	3
10	12	17	19	BORN FREE	Roger Williams (Hy Grill), Kapp 767	13
11	8	3	2	96 TEARS	? (Question Mark) & the Mysterians, Cameo 428	13
12	17	20	25	COMING ON STRONG	Brenda Lee (Owen Bradley), Decca 32018	9
13	20	31	43	STOP STOP STOP	Hollies, (Ron Richards), Imperial 64214	5
14	10	15	20	RAIN ON THE ROOF	Levin' Spoonful (Erik Jacobson), Kama Sutra 216	7
15	9	8	8	IF I WERE A CARPENTER	Bobby Darin (Koppleman-Rubin), Atlantic 2350	10
16	21	34	57	I'M READY FOR LOVE	Martha & the Vandellas, (Holland-Dozier), Gordy 7056	5
17	23	47	81	A HAZY SHADE OF WINTER	Simon & Garfunkel (Bob Johnston), Columbia 43873	4
18	13	13	13	LOVE IS A HURTIN' THING	Lou Rawls (David Axelrod), Capitol 5709	12
19	15	14	6	HOORAY FOR HAZEL	Tommy Roe (Our Prods.), ABC 10852	11
20	18	18	7	WHAT BECOMES OF THE BROKENHEARTED	Jimmy Ruffin (William Stevenson), Soul 35022	14
21	22	22	30	WHO AM I	Petula Clark (Tony Hatch), Warner Bros. 5863	6
22	14	11	4	REACH OUT I'LL BE THERE	Four Tops (Holland & Dozier), Motown 1098	13
23	16	12	10	WALK AWAY RENEE	Left Bank (World United Prod. Inc.), Smash 2041	12
24	25	25	34	LOOK THROUGH MY WINDOW	Mama's and the Papa's, (Lou Adler), Dunhill 4050	6
25	19	5	5	DANDY	Herman's Hermits (Mickie Most), MGM 13603	9
26	39	55	78	WHISPERS	Jackie Wilson (Carl Davis), Brunswick 53300	6
27	58	69		I GOT THE FEELIN' "OH NO NO"	Neil Diamond, (Jeff Barry-Elle Greenwich), Bang 536	3
28	26	30	38	BUT IT'S ALRIGHT	J. J. Jackson (Low Putterman), Calla 119	9
29	29	37	37	SECRET LOVE	Billy Stewart, (Dave & Caston), Chess 1978	7
30	32	38	46	LOUIE, LOUIE	Sandpipers (Tommy LaPuma), A&M 819	6
31	33	49	56	THE WHEEL OF HURT	Margaret Whiting (Arnold Goland), London 101	8
32	34	46	65	HOLY COW	Lee Dorsey (A. Toussaint-M. Sehorn), Amy 965	6
33	43	57	77	RUN, RUN, LOOK AND SEE	Brian Hyland (Snuff Garrett), Phillips 40405	6

34	40	51	62	IT TEARS ME UP	Percy Sledge (Martin Green-Guin Ivy), Atlantic 2358	6
35	37	45	58	KNOCK ON WOOD	Eddie Floyd (Prod. by Staff), Stax 194	12
36	55	73	90	(Come 'Round Here) I'M THE ONE YOU NEED	Miracles (Holland & Dozier) Tamla 54140	4
37	53	83		A PLACE IN THE SUN	Stevie Wonder, (C. Paul), Tamla 54139	3
38	27	27	14	B-A-B-Y	Carla Thomas (Staff), Stax 195	15
39	57	67	82	(When She Needs Good Lovin') SHE COMES TO ME	Chicago Loop (Bob Crews - Al Kasha), DynaVoice 226	4
40	28	24	15	(You Don't Have To) PAINT ME A PICTURE	Gary Lewis & the Playboys, (Snuff Garrett), Liberty 55914	8
41	35	33	23	PSYCHOTIC REACTION	Count Five (Hooven-Winn), Double Shot 104	12
42	75			THAT'S LIFE	Frank Sinatra (Jimmy Bowen), Reprise 0531	2
43	79			(I Know) I'M LOSING YOU	Temptations, (M. Whitfield), Gordy 7057	2
44	36	32	21	CHERISH	Association (C. Boettcher), Valiant 747	14
45	82			MAME	Herb Alpert & the Tijuana Brass, (Herb Alpert), A&M 823	2
46	54	75	85	TIME AFTER TIME	Chris Montez, (Tommy Lipuma-Herb Alpert), A&M 822	5
47	47	58	68	ON THIS SIDE OF GOODBYE	Righteous Brothers, (Bill Medley), Verve 10449	5
48	30	19	12	GO AWAY LITTLE GIRL	Happenings (Tokers), B. T. Puppy 522	9
49	48	54	59	NINETEEN DAYS	Dave Clark Five (Dave Clark), Epic 10076	6
50	60	76	88	HELP ME GIRL	Outsiders, (Roger Karshner), Capitol 5759	5
51	65	70	80	A SYMPHONY FOR SUSAN	Arbers, (Richard Carney), Date 1529	7
52	52	56	64	HEAVEN MUST HAVE SENT YOU	Elgins (Holland-Dozier), V.I.P. 25037	6
53	56	68	76	WISH YOU WERE HERE, BUDDY	Pat Boone (Nick Venet and Randy Wood), Dot 16933	6
54	61	61	72	WHY PICK ON ME	Standells (Ed Cobb), Tower 282	6
55	59	60	74	SOMEBODY (Somewhere) NEEDS YOU	Darrell Banks (Solid Hitbound Prod., Inc.), Revlon 203	7
56	66	81	96	IT'S ONLY LOVE	Tommy James & the Shondells, Roulette 4710	4
57	67	84	91	GAMES THAT LOVERS PLAY	Eddie Fisher, (Al Schmitt), RCA Victor 8936	5
58	81	96		TALK TALK	Music Machine, (Maurice Berger), Original Sound 61	3
59	62	63	73	THE WHEEL OF HURT	Al Martino (T. Morgan), Capitol 5741	7
60	41	42	42	ALL THAT I AM	Elvis Presley (Joe Pasternak), RCA Victor 8941	8
61	63	71	86	COME BACK	Five Starsteps, Windy C 403	4
62	83			SUGAR TOWN	Nancy Sinatra, (Lee Hazlewood), Reprise 0527	2
63	71	72	75	BANG! BANG!	Joe Cuba Sextet (Panchito Cristal), Tico 475	6
64	73	74	84	A DAY IN THE LIFE OF A FOOL	Jack Jones, (David Kapp), Kapp 781	5
65	64	64	71	STAY WITH ME	Lorraine Ellison (Jerry Ragavoy), Warner Bros. 5850	8
66				MUSTANG SALLY	Wilson Pickett, (Jerry Weiler-Rick Hall), Atlantic 2345	1
67	77	79		WE GOT A THING THAT'S IN THE GROOVE	Capitol (Ollie McLaughlin), Karem 1526	3

68	78	82		PLEASE SAY YOU'RE FOOLING	Ray Charles (TRC), ABC 10845	3
69	96			SINGLE GIRL	Sandy Posey, (Chips Moman), MGM 13612	2
70	80	87		THE PROUD ONE	Frankie Valli, (Bob Crew), Philips 40407	3
71	90			I NEED SOMEBODY	? (Question Mark) & the Mysterians, Cameo 441	2
72	72	78	98	WINCHESTER CATHEDRAL	Dane Rollin, Tower 283	4
73	84			COMING HOME SOLDIER	Bobby Vinton, (Robert Mersey), Epic 10090	2
74	89			MONEY (That's What I Want)	Jr. Walker & the All Stars, (B. Gordy, Jr.-L. Horn), Soul 35026	2
75	76	80	87	DON'T ANSWER THE DOOR	B. B. King (Johnny Pate), ABC 10856	6
76	74	77	79	BABY, WHAT DO YOU WANT ME TO DO?	Barbara Lewis, (Jerry Weiler & Ollie McLaughlin), Atlantic 2361	5
77				PANDORA'S GOLDEN HEBBIE JEBBIES	Association, (J. Yester), Valiant 755	1
78				I FOOLED YOU THIS TIME	Gene Chandler, (Carl Davis), Checker 1155	1
79	93	97		I (Who Have Nothing)	Terry Knight & the Pack (Terry Knight), Lucky 11 230	3
80				I DON'T NEED NO DOCTOR	Ray Charles (TRC), ABC 10865	1
81				ALVIN'S BOO-GA-LOO	Alvin Cash & the Registers, (J. Jones), Mar-V-Lut 6014	1
82				GHOST RIDERS IN THE SKY	Baja Marimba Band, (Herb Alpert & Jerry Moss), A&M 824	1
83	86	86	94	A CORNER IN THE SUN	Walter Jackson (Ted Cooper), Oak 7260	4
84	85	90	92	HEARTBREAK HOTEL	Roger Miller (Jerry Kennedy), Smash 2056	4
85				THE ECGPLANT THAT ATE CHICAGO	Dr. West's Medicine Show & Junk Band, (T. Marer), Go Go 100	1
86	87	89	93	GAMES THAT LOVERS PLAY	Wayne Newton (Steve Douglas), Capitol 5754	6
87	97			LIVING FOR YOU	Sonny & Cher, (Sonny Bono), Atco 6449	2
88				YOU CAN BRING ME ALL YOUR HEARTACHES	Lou Rawls, (David Axelrod), Capitol 5790	1
89	91	91	97	CAN I GET TO KNOW YOU BETTER	Turtles, (Bonas Howe), White Whale 238	5
90				I WANNA MEET YOU	Cryin' Shames, (Jim Golden), Columbia 43836	1
91				HELP ME, GIRL	Eric Burdon & the Animals (Tom Wilson), MGM 13636	1
92	95	95		RESPECT	Rationals, (Jeep Holland), Cameo 437	3
93				TINY BUBBLES	Don Ho & the Allis, (Burke), Reprise 0507	1
94				I'M GONNA MAKE YOU LOVE ME (He's) RAINING IN MY SUNSHINE	Jay & the Americans, (Bob Feldman), United Artists 50094	1
96	98			HI HI HAZEL	Gary & the Hornets, (Lou Beiner), Smash 2061	2
97				BEHIND THE DOOR	Cher (Sonny Bono), Imperial 66217	1
98				HAVE YOU EVER LOVED SOMEBODY	Searchers, Kapp 783	1
99				HAPPENINGS TEN YEARS TIME AGO	Yardbirds, (Simon Napier-Bell), Epic 10094	1
100				CRY	Ronnie Dove, (Phil Kahl), Diamond 214	1

HOT 100—A TO Z—(Publisher-Licensee)

All That I Am (Gladys, ASCAP)	60
Alvin's Boo-Ga-Lo (Vapac, BMI)	81
B-A-B-Y (East, BMI)	38
Baby What Do You Want Me to Do (McLaughlin, BMI)	76
Bang! Bang! (Cordon, BMI)	43
Behind the Door (Man-Ken, Ltd.-Equinox, BMI)	67
Born Free (Screen Gems-Columbia, BMI)	10
But It's Alright (Pamclross, BMI)	28
Can I Get to Know You Better (Trousdale, BMI)	89
Cherish (Beachwood, BMI)	44
Come Back (Camad, BMI)	61
(Come 'Round Here) I'm the One You Need (Jobete, BMI)	36
Coming Home Soldier (Feather, BMI)	75
Coming On Strong (Moss-Rose, BMI)	12
Corner in the Sun, A (Blackwood, Blue-Chip, BMI)	83
Cry (Shapiro-Bernstein, ASCAP)	100
Dandy (Home, BMI)	25
Day in the Life of a Fool, A (Jungnickel, ASCAP)	64
Devil With a Blue Dress On & Good Golly Miss Molly (Jobete-Vanice, BMI)	4
Don't Answer the Door (Mercedes, BMI)	75
Eggplant That Ate Chicago, The (Borchert, BMI)	85
Games That Lovers Play (Miller, ASCAP)	57
Games That Lovers Play (Newton, ASCAP)	86
Ghost Riders in the Sky (Morris, ASCAP)	82
Go Away Little Girl (Screen Gems-Columbia, BMI)	48
Good Vibrations (Sea of Tunes, BMI)	2
Happenings Ten Years Time Ago (Yardbirds-Feist, ASCAP)	99
Have You Ever Loved Somebody (Maribus, BMI)	98
Hazy Shadow of Winter, A (Charing Cross, BMI)	17
Heartbreak Hotel (Tree, BMI)	84
Heaven Must Have Sent You (Jobete, BMI)	52
Help Me, Girl (Burdon) (Holmes, BMI)	91
Help Me, Girl (Outsiders) (Holmes, BMI)	50
(He's) Raining in My Sunshine (Greenlight, BMI)	95

Hi Hi Hazel (Gallico, BMI)	96
Holy Cow (Marshall, BMI)	32
Hooray for Hazel (Low Two, BMI)	19
I Don't Need No Doctor (Flomar-Baby Manica, BMI)	80
I Fooled You This Time (Cachand-Jalynne, BMI)	78
I Got the Feelin' "Oh No No" (Tallyrand, BMI)	27
(I Know), I'm Losing You (Jobete, BMI)	43
I (Who Have Nothing) (Milky Way-Trio-Catillo, BMI)	79
I Need Somebody (Cameo-Parkway, BMI)	71
If I Were a Carpenter (Faithful Virtue, BMI)	15
I'm Gonna Make You Love Me (Act Three, BMI)	96
I'm Ready for Love (Jobete, BMI)	16
I'm Your Puppet (Fame, BMI)	6
It Tears Me Up (Fame, BMI)	34
It's Only Love (Tender Tunes, BMI)	56
I Wanna Meet You (Destination, BMI)	90
Knock on Wood (East, BMI)	35
Lady Godiva (Regent, BMI)	8
Last Train to Clarksville (Screen Gems-Columbia, BMI)	7
Living for You (Cattillon-Chris-Marc, BMI)	87
Look Through My Window (Trousdale, BMI)	24
Louie, Louie (Limax, BMI)	30
Love is a Hurtin' Thing (Rawlow, BMI)	18
Mame (Morris, ASCAP)	45
Mellow Yellow (Donovan Ltd., BMI)	9
Mustang Sally (Fourteen Hour, BMI)	64
Nineteen Days (Ransman, BMI)	49
Money (That's What I Want) (Jobete, BMI)	74
96 Tears (Arguello, BMI)	11
On This Side of Goodbye (Screen Gems-Columbia, BMI)	47
Paint Me a Picture (Viva, BMI)	40
Pandora's Golden Hebbie Jeebies (Beachwood, BMI)	77
Place in the Sun, A (Stein-Vestock, ASCAP)	37
Please Say You're Fooling (Eden, BMI)	68

Poor Side of Town (Rivers, BMI)	5
Proud One, The (Saturday & Season's Four, BMI)	70
Psychotic Reaction (Hot Shot, BMI)	14
Rain on the Roof (Faithful Virtue, BMI)	41
Reach Out I'll Be There (Jobete, BMI)	22
Respect (East-Time-Walco, BMI)	92
Run, Run, Look and See (Little Darlin'-Low Two, BMI)	93
Secret Love (Remick, ASCAP)	29
Single Girl (Combine, BMI)	55
Somebody (Somewhere) Needs You (Jobete, BMI)	59
Stay With Me (Ragmar-Cresshaw, BMI)	65
Stop Stop Stop (Maribus, BMI)	13
Sugar Town (Criterion, ASCAP)	62
Symphony for Susan, A (Kris, ASCAP)	51
Talk Talk (Thrush, BMI)	58
That's Life (Four Star Television)	42
Time After Time (Sands, ASCAP)	46
Tiny Bubbles (Gronits, ASCAP)	93
Walk Away Renee (Twin Tons, BMI)	23
We Got a Thing That's in the Groove (McLaughlin, BMI)	3
What Becomes of the Brokenhearted (Jobete, BMI)	67
Wheel of Hurt, The (Martino) (Roosevelt, BMI)	59
Wheel of Hurt, The (Whiting) (Roosevelt, BMI)	31
Whispers (Jalynne-BRC, BMI)	26
(When She Needs Good Lovin') She Comes to Me (Tiger, BMI)	39
Who Am I (Duchess, BMI)	21
Why Pick On Me (Equinox, BMI)	54
Winchester Cathedral (Rollin) (Southern, ASCAP)	72
Winchester Cathedral (Vaudeville Band), (Southern, ASCAP)	3
Wish You Were Here, Buddy (Roosevelt, BMI)	53
You Can Bring Me All Your Heartaches (Raw Low, BMI)	88
You Keep Me Hangin' On (Jobete, BMI)	1

BUBBLING UNDER THE HOT 100

101. WHERE DID ROBINSON CRUSOE GO WITH FRIDAY ON SATURDAY NIGHT	Ian Whitcomb, Tower 274
102. PLEASE DON'T EVER LEAVE ME	The Cyrkle, Columbia 43871
103. QUESTIONS AND ANSWERS	The In Crowd, Viva 604
104. A MAN AND A WOMAN	Tamiko Jones & Herbie Mann, Atlantic 2362
105. LOVE'S GONE BAD	Chris Clark, V.I.P. 25028
106. WEDDING BELL BLUES	Laura Nyro, Verve Folkways 5024
107. MEDITATION	Claudine Longet, A&M 817
108. IT'S NOT THE SAME	Anthony & the Imperials, Vee Jay 1248
109. IF YOU GO AWAY	Damita Jo, Epic 10061
110. WILD ANGELS THEME	Davie Allen & the Arrows, Tower 267
111. YOUR EVER CHANGIN' MIND	Crispian St. Peters, Janie 1328
112. I'LL BE HOME	Platters, Musicor 1311
113. PEAK OF LOVE	Bobby McClure, Checker 1152
114. THERE'S GOT TO BE A WORD	Innocence, Kama Sutra 214
115. HYMN NO. 5	Mighty Hannibal, Josie 964
116. I'M GONNA MISS YOU	Artistics, Brunswick 53301
117. STANDING ON GUARD	Jimmy Gordon, Challenge 59194
118. TELL IT LIKE IT IS	Aaron Neville, Parlo 101
119. LET'S GET LOST ON A COUNTRY ROAD	The Kit Kats, Jamie 1326
12	

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TALENT

Rock Rolling on Colleges' 'Teen's List' Across Nation

• Continued from page 1

But today, a major record act like the Four Seasons on Philips Records will easily play 80 per cent of their performances on college campuses.

And these, he said, are shows where the Four Seasons get a percentage of the gross "and are taking out good money." Their manager, Fred Wein-

traub understands the college market and how to handle the public relations end of it. As an example of the demand, the Four Seasons did 14 college dates in October alone.

"The funny thing," Rubin said, "is that today when you talk to a student on campus who's seeking to buy talent, they'll read you the trade-paper chart position of the act's cur-

rent record. When this happens, you realize firmly that the business has changed. They can even tell you where the record was three weeks ago.

"What's happening on campus is, of course, the same thing that's happening throughout the industry. R&B record talent is getting much wider acceptance and a lot of acts are getting more r&b-oriented."

R&B Talent

SAC (formerly Shaw Artists) is a firm with an extensive roster of r&b talent, including the Drifters, the Coasters, Bobby Hebb, Chuck Jackson, Ben E. King, and Otis Redding. Tom Carroll, executive assistant to SAC president Don Soviero, said that in the "last couple of years there has been a much bigger demand for r&b acts on campuses. The interesting factor is that this is true all over the nation. . . . not just one part of the country. Perhaps five years ago, the major interest in r&b acts was by southern Negro colleges. Now there are no geographic barriers."

He felt that one reason for the popularity of r&b acts on campus today could be traced directly to the growing number of r&b records on the pop record chart—showing their sales popularity—and the heavy airplay given r&b records on pop music stations.

SAC Dates Up

"This academic year will surpass last school year in the number of college dates played by our acts. We have roughly 50 r&b acts and it would not be unusual for SAC to have acts of 75 different campuses in a given week, either performing at a concert or at a student dance."

One of the ways SAC artists has been able to get on campuses, Carroll said, was by showing college talent buyers a trade-paper record chart and

(Continued on page 30)

Frank, Fisher: A Win Parley at Las Vegas

LAS VEGAS—Two of the top names in the recording industry and the nightclub business opened here Nov. 2. In what other town can you find the leader of the "Clan," Frank Sinatra, at the Sands, and Eddie Fisher, at the Riviera, on stage at different hotels at the same time?

Both drew turn-away crowds and, as usual, both did an outstanding job. Sinatra causing his usual excitement in town, is here for only two weeks. Fisher is set until Dec. 6.

Sinatra walked onto the stage at the Sands and received a standing ovation before he even sang a note. There

was an extra treat because Gordon Jenkins and a 35-piece recording orchestra, including 20 strings, backed Sinatra.

He sang all the songs he's so famous for including "Autumn Leaves," "It was a Very Good Year," "Shadow of Your Smile," "Foggy Day," "Under My Skin," "September of My Years" and "Yes Sir, That's My Baby."

Sinatra doesn't have too much chatter with the audience. He offers a joke or two.

He forgot the words to "Strangers in the Night," the recording hit which has sold over 2 million copies. But he joked his way out, then introduced some of the opening night audience including his wife, Mia.

Fisher, not as powerful as Sinatra, had his audience at the Riviera begging for more. The distinctive Fisher tones seem richer than ever. He's relaxed and obviously has fun with his sing-along. He enters the room from the rear, singing, "Open a New Window," and later goes into the audience again for a rousing, "Let Me Entertain You." Eddie also sings "If She Walked Into My Life," "Strangers in the Night," and his usual Al Jolson medley.

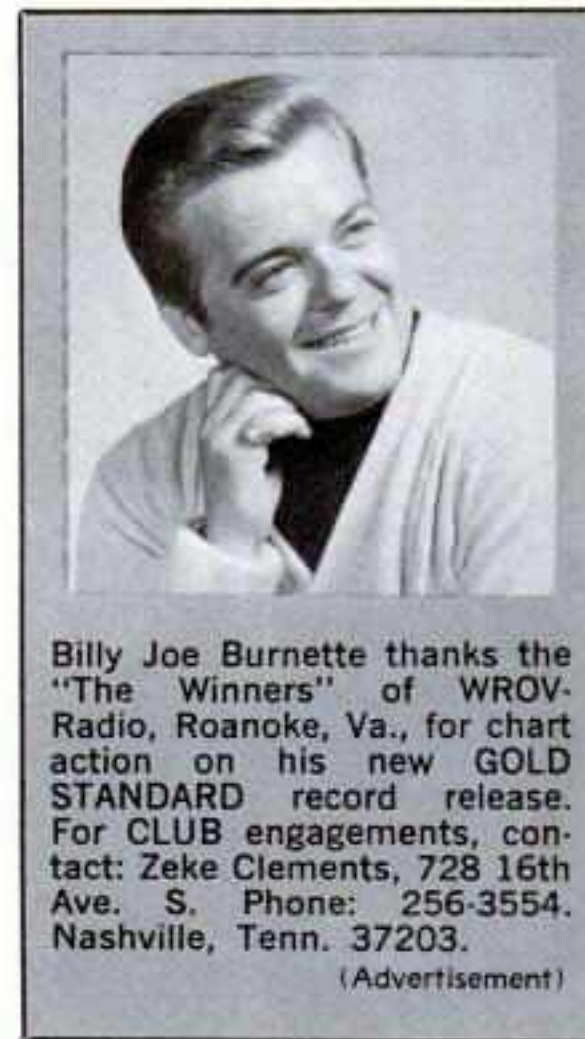
Joining Eddie on the bill is the Doodletown Pipers, 10 young singers who offer such songs as "Sweetheart of Sigma Chi" and "Yesterday." The big showroom closes for two weeks after Eddie's appearance, then ex-wife Debbie Reynolds does the Christmas show.

DON GIGILIO

RCA EXTENDS PRESLEY OPTION

NEW YORK — RCA Victor Records has extended its option on Elvis Presley as an exclusive artist through Dec. 31, 1974. Presley has recorded exclusively for the label since 1955. George R. Marek, vice-president and general manager of RCA Record division, recorded that Presley's record sales "reached an all-time high in 1965, and from all indications will be even higher in 1966."

The artist has starred in 24 films, the most recent being "Spinout," the score of which has been released by RCA Victor. Last month, the record company announced that Presley's entire stereo catalog had been released on 8-track tape CARtridges.



Billy Joe Burnette thanks the "The Winners" of WROV-Radio, Roanoke, Va., for chart action on his new GOLD STANDARD record release. For CLUB engagements, contact: Zeke Clements, 728 16th Ave. S. Phone: 256-3554. Nashville, Tenn. 37203.

(Advertisement)

Village Gate Swings With Triple Decker

NEW YORK—With Carmen McRae, the Modern Jazz Quartet and Blossom Dearie opening the same evening, the Village Gate offers what is probably the best entertainment value in the city. The admission charge for Miss McRae and the MJQ is a modest \$3.50, while Top of the Gate patrons can hear Miss Dearie for the price of a dinner.

Miss McRae, making her umpteenth Gate opening Tuesday (16), proved why she's one of the best legit singers in the business. Her popular Mainstream album, "Live at the Village Gate," is still a strong seller.

Opener was "Clear Day," which came across loud and clear, each syllable treated with care. In addition to her splendid vocal equipment, her diction would make Professor Henry Higgins jealous.

Miss McRae sang — "This Year," which she sings in the forthcoming Warner Bros. film

"Hotel," and did Duke Ellington's "Satin Doll." The former is a ballad which has strong hit potential, and the latter is a bluesy, swinging number which Miss McRae handles with taste and imagination.

Most enthusiastic audience reaction was elicited by "Alfie," which Miss McRae has recorded as a single and which is the title of her latest Mainstream album. She also scored with a moving "You Are Too Beautiful," a bouncy "He Loves Me," and blues-oriented "Good Morning Heartache." Backing by the Norman Simmons Trio was top rate.

Upstairs, Blossom Dearie's little girl voice and jazz treatment of "You Turn Me on Baby" was warmly received by the dinner crowd. Miss Dearie, who recently signed with Fontana, will have an album out in the near future. It's "Blossom Time at Ronnie Scott's in London" (Continued on page 30)

Anita Bryant's Parley Path Pays

LOS ANGELES — Anita Bryant avoids the nightclub circuit, reaching the public through industrial conventions and special shows. This is a well-paved financial circuit, she said.

Her ability to perform in a show business sense for such firms as Coca-Cola, AC Spark Plugs, Mobil Gas, General Motors and American Telephone and Telegraph, is a result of her tidy contract with Coca-Cola as their Coke girl in radio-TV advertising. The vocalist earns a hefty guaranteed income for her promotional efforts for the soft drink firm which allows her to pick and choose her other activities.

The industrial circuit is little publicized, she said, but she can earn \$3,000 for a performance at a business convention. The act involves costume change selections from such diverse areas as Broadway and the country field.

The only drawback is that the dates are locked in tight 10 months in advance. Because of these advance commitments, she has had to turn down two

Broadway play roles. But she still has visions of starting in a mainstem legit production.

This year she will have worked 95 dates with the pressure off maintaining a frenetic pace of concerts because of her guaranteed stipend from Coke and the convention bookings. In commenting on this circuit, Anita says: "Unless you're in the nightclub circuit, people can think you're dead." But such associations as the Southern Governors Conference, National Restaurant Conference, and Postmasters convention prove different.

The vocalist admitted that both she and Columbia Records had just about called it quits when a guest performance at a private dinner for Ambassador Lodge in Washington was brought to the label's attention. She hadn't recorded anything for two years. Then, at the White House, she sang the "Battle Hymn of the Republic" with the Marine Corps Band and a standing ovation led by President Johnson was reported. The publicity resulted in her going into the studio to cut an

album of patriotic - spiritual songs, recently released.

Miss Bryant believes she has an insight into interpreting these songs, after spending the last two Christmases with Bob Hope in Vietnam. She has made six consecutive Christmas trips with Hope to perform for U. S. servicemen all over the world.

College Fest Set

MIAMI BEACH—The Intercollegiate Music Festival is set for May 4-6 at the Miami Beach Auditorium with the winners of six participating festivals vying in the finals. The participating festivals are Villanova (Pa.) Intercollegiate Jazz Festival, Feb. 24-25; Cerritos College Festival, Norwalk, Calif., March 3-4; Midwest Collegiate Festival in Illinois, March 10-11; Little Rock Jazz Festival, March 24-25; Mobile Jazz Festival, April 7-8, and Intermountain Collegiate Jazz Festival, Salt Lake City, April 7-8. More than 1,000 musicians and vocalists will be selected for the six events.

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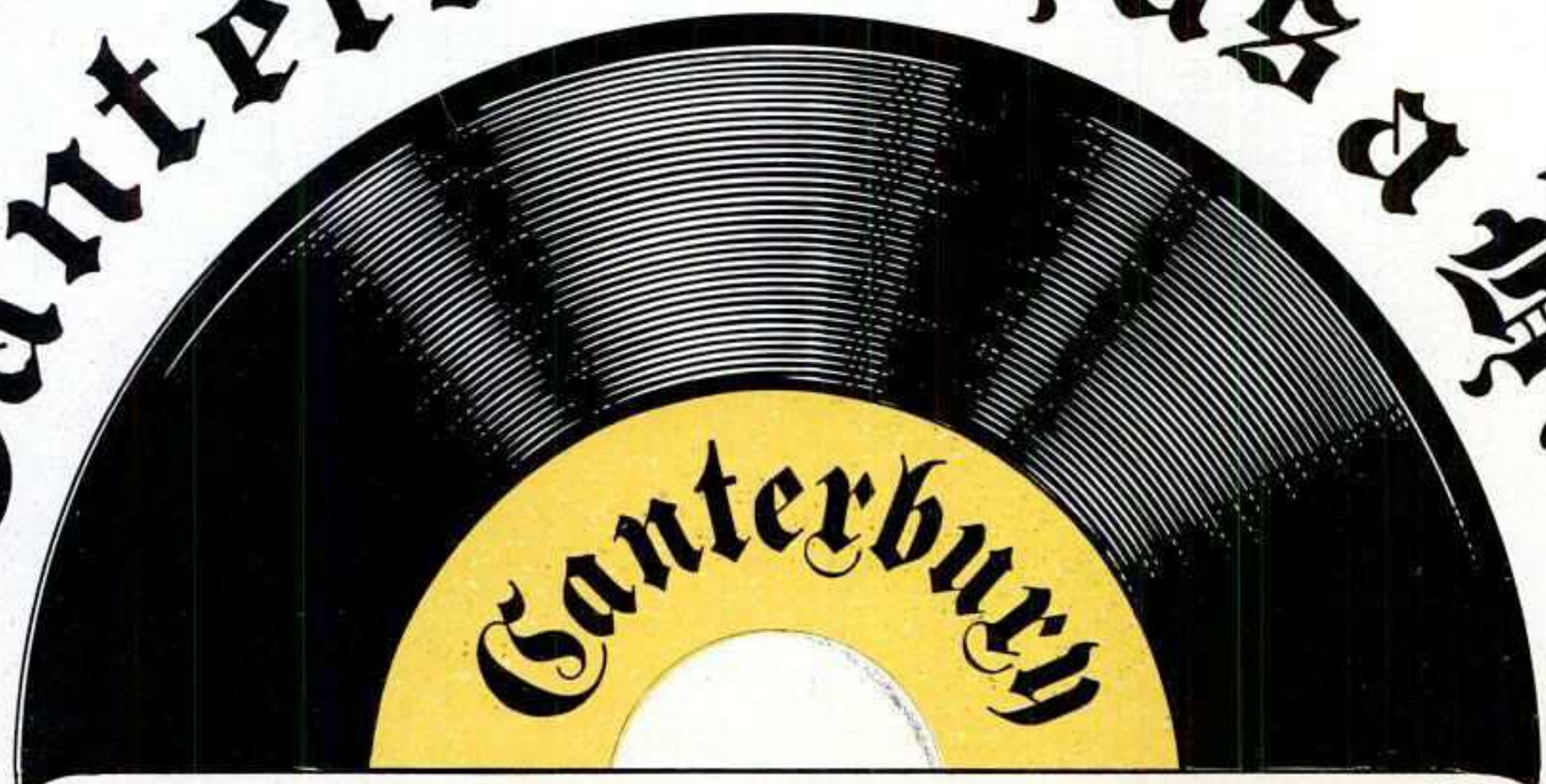
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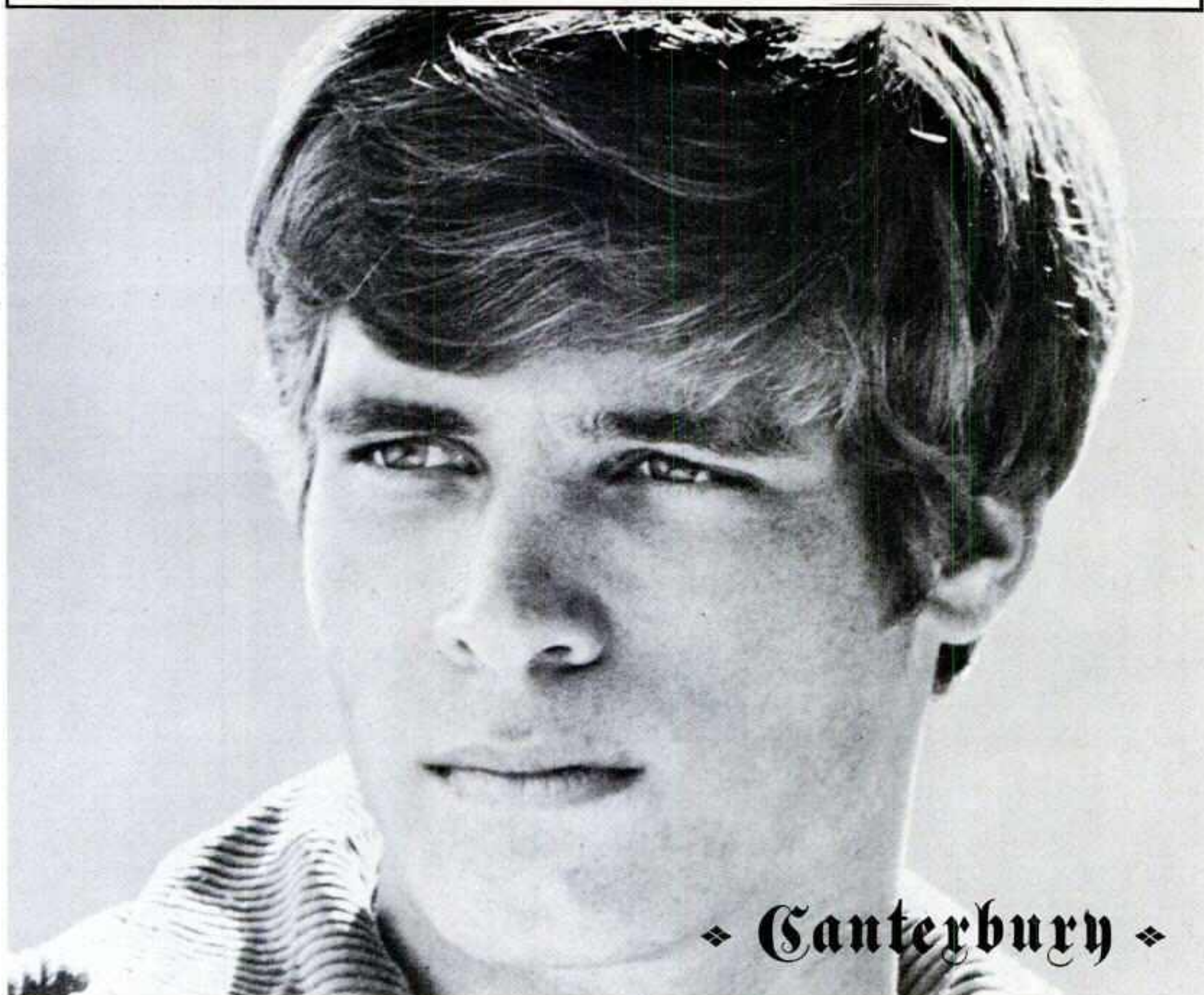
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Hendricks in Fine Voice

LOS ANGELES—Jon Hendricks, a vocalist looking for a recording contract, bowed at Shelly's Manne Hole Tuesday (1) with a program steeped in blues tradition. The appearance marked his first at the Hollywood jazz club and ended a two-year absence from the Los Angeles area for the Sausalito, Calif. performer.

Hendrick's warm, husky voice was fine, moved along nicely by the Larry Vockovich Trio, which has been supporting the vocalist for the past year. "Everyday I Have the Blues" was Hendricks' robust opener, followed by the plaintive "It Was a Dream" from his 1960 work, "Evolution of the Blues." "Shadow of Your Smile" otherwise program of unfamiliar selections. The lyricist's humorous personality shone through on his closing, "John's Mumbles."

ELIOT TIEGEL

N. Y. Campus Unit

NEW YORK—Campus Communications has formed an artist and product division to be directed by Taylor Castell, head of the firm. The new division will offer a complete promotional service to record companies, booking agencies and personal managers interested in reaching the college market. Christopher Boal, general manager of Campus Communications, will assist Castell.

Nitery Now R'n'R Room

PHILADELPHIA — Pep's Musical Bar, a jazz nightclub which shuttered several months ago, will be reopened as a rock 'n' roll room by deejays Jocko Henderson and Mrs. Laretta Adas, vet cabaret proprietor. Big name rock 'n' roll artists and go-go girls will be featured. Opening will depend on how soon they can entangle the red tape against the former owners. Conversion of the club means death to what was for a long time the city's largest "live" jazz emporium. Located close to center city in a predominantly Negro neighborhood, it leaves local jazz buffs with only one other club featuring this kind of entertainment — the Showboat, a block away.

Signings

The **Free Spirits** have been signed by ABC Records. Their debut single is "Tattoo Man" and "Girl of the Mountain." . . . **Roy Clark** to Tower with a two-year contract. His first LP "Roy Clark Live" will be out late December. . . . The **David**, the **Weeds**, and **Jimmy Robins** all joined 20th Century-Fox Records. "40 Miles" will be the first David single, with "You're So Fine" by the Weeds, and "Waitin' on You" by Robins. . . . **Neva Small** recording an LP for MGM Records. . . . **B. B. King** re-signed a long-term pact with ABC Records. . . . The **Show Stoppers** inked by Columbia Records. Their initial disk will be "Turn on Your Lovelight" and

Village Gate Swings With Triple Decker

• Continued from page 28

don," where she had been playing prior to her Gate engagement.

Her performance was re-

D'Lugoff Hits A N. Y. Daily

NEW YORK—The Village is a state of mind, not a geographical designation, according to Art D'Lugoff who operates the Village Gate here. D'Lugoff made this distinction when one of the major New York dailies refused to review the Carmen McRae - Blossom Dearie - Modern Jazz Quartet opening Tuesday (16) because the entertainment editor doesn't cover "Village acts."

D'Lugoff pointed out that while the Gate is indeed in the Village, and that he does sport a beard, the talent comes closer to the midtown club scene than it does to the Village coffee house schtick. He deplores the practice of categorizing clubs by their location rather than by the type talent it features.

"Nothing to Say Today." . . . **Daniel E. Skidmore II** pacted by Cameo-Parkway.

strained, and her voice was slightly louder than a whisper. But she didn't need to shout to hold the audience. On two Jobim numbers — "One Note Samba" and "Quiet Night," Miss Dearie managed to inject a great deal of feeling into a limited range, much in the manner of Astrud Gilberto.

Over the years, Miss Dearie has built up a loyal following record buyers. Monday night's performance should reinforce their loyalty.

The Modern Jazz Quartet continues to play jazz that doesn't have to be explained. John Lewis on piano, Milt Jackson on vibes, Percy Heath on bass and Connie Kaye on drums play the cool, disciplined brand of jazz that sound remarkably simple, yet is so intricately conceived.

The set includes "Summertime," "It Ain't Necessarily So" and "The Shadow of Your Smile." And the audience didn't have to guess what the Atlantic Records artists were playing.

AARON STERNFIELD

MIAMI—Jackie Gleason presents a tribute to the big bands Saturday (26) on his CBS-TV network show. Among the bands appearing will be Duke Ellington, Les and Larry Elgart, Freddy Martin, Sammy Kaye, Buddy DeFranco conducting the Glenn Miller orchestra, Guy Lombardo and Count Basie.

Rock Rolling on Colleges' Teen's List

• Continued from page 28

saying, "look our artists are now on pop charts."

Many acts, he said, because "of success in all areas of the business like TV appearances and major concerts, have out-priced themselves for colleges. College students have found some r&b acts provide a great show without being so expensive. The college buyer is becoming more sophisticated in purchasing talent; he's found he can afford seven to eight lower-priced concerts if he shops right instead of two or three high-priced ones. "True, some of the acts may not have a hit record at the moment, but they're professional entertainers."

Frank Barsalona, president of Premier Talent, said that during the last year and a half rock 'n' roll, folk-rock, and r&b had become the No. 1 demand on campus and the demand was still growing. "Colleges are the biggest market today for the contemporary record artist," he said.

\$1,000 Per Night

Between 25 and 40 per cent of the acts booked by Premier Talent are working each week at one college or another, ranging from major concerts to fraternity dances. "We have some acts that are too highly priced for the college market, like Herman's Hermits, but other acts do pretty well, earning from \$1,000 to \$1,500 a night and often playing three dances a week." A concert act can work every night of the week, he said. Premier Talent books more than 100 acts, including the Yardbirds, the Hollies, Mitch Ryder and the Detroit Wheels,

the Beau Brummels, and the Animals. The Animals last April and May did a complete college tour, he said, playing 30 to 35 different campuses and are planning the same type of tour in February and March.

He saw nothing unusual in the growing demand for rock 'n' roll acts on campuses. "If you think about it, the kids in colleges today originally supported this type of music when it came into popularity. You can see it by the acts they buy, it's often the ones popular through records five or six years ago, even though the act may not have a record that's a hit at the moment. Acts like Chuck Berry and the Isley Brothers."

Righteous Brothers Hit

The Righteous Brothers, who are booked by Perenchio Artists in Beverly Hills, Calif., are in big demand on campuses, said Elliot Kelman. "Anywhere from 65 to 75 per cent of their performances are on college campuses. In addition, the Byrds play quite a few colleges and the We Five does most of its work on campuses. Paul Revere and the Raiders are requested by colleges quite frequently, but their concerts are purposely kept to a minimum.

"But I would say that our artists play as many college dates as they want to play." This demand is up 25 per cent in the last year and 100 per cent in the past two years, he said.

The William Morris Agency books acts like Jay and the Americans, the Beach Boys, Sonny & Cher, Simon & Garfunkel (who play almost exclusively college dates), the Outsiders, and the Standells. Wally Amos at the agency in New York said that Jay and the

Americans play around five dates a week at colleges—"most of their dates." He listed Bob Holliday in Dayton, Ohio, and Ted Hall in Charlotte, N. C., as being two major promoters of college concerts. Promoters try for college tie-ins for concerts in order to capitalize on the campus audience, Amos said.

Steve Lieber is head of college activities for William Morris, assisted by Jay Jacobs and Hal Ray. In Chicago, the firm has Bob Ehlert and Hank Newman; in Los Angeles, Marshall Resnick and Ben Bernstein.

As part of a vast campaign with RCA Victor Records to launch the new group, the Youngbloods, William Morris is seeking to secure college bookings for needed exposure. "I think this group will be a very big act on college campuses in days to come," Amos said. "It's true that they could play discotheques, but we feel they're above this. They're capable of giving a concert you can enjoy. Herb Gart, their manager is familiar with the college scene and is doing a good job trying to establish this group there."

Spending Cited

In the past year, colleges have really become conscious of record attractions, said Amos. "Some colleges spend as much as \$7,500 for a record act concert." An added benefit of these appearances on campuses is an increase in local record sales, Amos said.

Ed Rubin, of Ashley-Famous said, "A few years ago, fraternities and sororities booked most of the rock 'n' roll talent at colleges. But today, this type of talent is performing at concerts at colleges. The fraternities and sororities are using

local groups for their dances." He felt the reason is that faculty members are getting student pressure and becoming more aware of the names of today's popular record acts. This, however, has led to many problems. Some record acts are strictly "bad news on campus" and creating an unfavorable image, he said, through not only poor shows but cancellations. And this has hurt.

"The older acts, for the most part, paid their dues in this business by coming up the hard way. But a lot of the new record acts are overnight wonders. They haven't learned the craft. . . . the most important thing in the business: How to entertain. The whole world is in their hands, a plum, but they don't know what to do with it."

Potential in Field

As an example of the potential market in the college field, the New Christy Minstrels booked by Ashley-Famous play anywhere from 250 to 300 college concerts a year, he said. This could be done by any act with entertainment know-how.

"I would sincerely like to see how much money is being spent by campuses on record talent," Rubin said. "I think we're talking about millions and millions of dollars a year; and if the figures came out it would astonish a lot of people.

"Years ago, if an act played a college date, it was a big thing. Today, 80 per cent of the concert market is colleges."

Tom Carroll pointed out that it was probably jazz artists who really paved the way for today's college entertainment in the '50's, followed by the folk music boom on campuses. "Now it's rock 'n' roll and r&b."

RADIO-TV programming

BBC's Pop Production Chief 'Researching' U. S.

By CLAUDE HALL

NEW YORK — With big changes imminent on the horizon of British radio, Don MacLean of the British Broadcasting Corp. was here last week monitoring U. S. radio stations and talking with radio men.

MacLean, production chief of the popular music division of BBC, talked to some 20 program directors and station managers in several cities, including Jacksonville, Fla.; Atlanta, New Orleans, Washington, and New York.

British radio is on the verge of change due to the possibility of the pirate radio stations being scuttled by the government and, if this happens, the birth perhaps of licensed commercial radio stations on English soil.

The big thing about the pirate radio stations is the image they have created, said MacLean. "It could be that the motivation of establishing the pirate stations in the first place was to set up a climate in England in which commercial radio could be started. In truth, the audiences of these pirate stations are not large. . . . certainly not as large as their 'image' would seem to indicate. They have not hurt the BBC except where one of our rock 'n' roll music programs might conflict with theirs. Our Easy Listening music shows have grown, however, as has our total audience.

He speculated that maybe the pirates have increased the total number of radio listeners. "If 12 new radio stations opened up anywhere in the world, they would probably draw some listeners. The point is that the frequencies used by the pirate stations in England are not available to any legitimate operator. The signals of the British pirates conflict with the signals of legitimate radio stations in other countries and there have been complaints."

MacLean hesitated to speculate, but Billboard sources feel some Britishers might raise an outcry if the government shut down the pirates without replacing them in some way.

On the other hand, the BBC serves the need of the optimum number of people, MacLean felt. "The only thing is, perhaps we haven't promoted ourselves as well as have the pirates."

MacLean's research trip here raised quite a stir among many U. S. broadcasters, who learned as much information — espe-

cially in regards to audience research—as they gave. Many U. S. broadcasters were quite impressed with the British way of doing things in regard to serving the public.

Three Networks

The BBC has three radio networks—one for light programming, including popular music; another for mostly talk programming (which local stations can pre-empt sometimes for local programming), and the third for classical music. The popular music network operates 5:30 a.m. to 2 a.m., of which approximately 30-35 hours are record shows; another 80 hours are live or taped programming of music. The taped music is recorded in BBC studios and may include such as the orchestras of Mantovani

or Frank Chacksfield.

But all programming on BBC is hinged on research, both in-depth research projects going into every aspect of a listener's life as well as daily reports on the size of the audience half-hour by half-hour (these are provided via computer only two or three days old).

Naturally, MacLean was astounded by U. S. radio stations. "Some of the stations I talked to said they were playing rock 'n' roll music, but it sounded more like good music to me. I also expected to find more research being done on what kind of music listeners like. Surprisingly, I found many stations were playing the music off the top of their head . . . play-

(Continued on page 40)



WILL IT COME TO THIS WITH CARTRIDGES ?

THERE'S ROOM IN the auto-entertainment field for all three—AM radio, FM radio and stereo tape CARtridges, Lynn Christian, station manager of WPIX-FM in New York, told American Women in Radio and TV in Philadelphia last week. To illustrate his plea for a balance in the competition, Christian unfurled this cartoon for the audience to show one of the reasons for the continued growth of radio.

Music's Key to FM's Strength: Polinger

NEW YORK—Only music can fully exploit the high fidelity and stereophonic capabilities of FM, David H. Polinger, president of New York's WTFM-FM, told a fall conference of the National Association of Broadcasters here last week.

Two of the speakers at the day-and-a-half conference, one of a nationwide series by the NAB, included Polinger and WPIX-FM manager Lynn Christian—both of whom spoke on FM radio.

Polinger said that WTFM-FM, built some six years ago, has been a profitable radio station for the past three years. In designing the programming, the station decided that "all too long too much of FM had catered only to a select few." Also, the station wanted to use personalities. Supporting his speech with taped examples of music and personalities, Pol-

inger said, "it is my sincere recommendation that any FM station to be successful must be a radio station first." Citing figures of increased FM set sales and increased FM penetration, Polinger felt that FM station owners were going to make money. "We think that FM radio is about to explode. Advertising people cannot afford to overlook FM any more."

Christian brought out a good point station owners might consider—that the FCC separation ruling doesn't stipulate the AM and FM stations have to be in the same city. "Maybe what you really ought to do with your FM radio station," he said, "is to indeed program it separately—500 miles separately." He suggested that AM-FM ownership groups now limited to seven markets could exchange or barter halves of their du-

(Continued on page 38)

KEZY Goal: Being Entertainment Voice

By ELIOT TIEGEL

ANAHEIM, Calif. — "We don't want to be just another Los Angeles radio station," said Howard Kester, vice-president of KEZY, a 5,000-watt AM outlet which reaches into the Los Angeles market. "We want to be the entertainment voice of Orange County."

Since the recent power boost from 1,000 to 5,000 watts, KEZY is heard in regions of Los Angeles, but Kester aims programming instead toward the 1.2 million people of Orange County, the adjacent area to Los Angeles County.

Located in the Disneyland Hotel, KEZY is the only adult-oriented AM radio station in the county. The only other licensed AM station in the region is KWIZ, which features an all-request Hot 100 format. Hence there is no audience competition between the two stations.

"Music people are interested in us because with the excep-

tion of KMPC in Los Angeles and KGIL in the San Fernando Valley, there are no other outlets playing album sounds," Kester said. KEZY's music program-

(Continued on page 40)

WPOP Revamps Operation In Move for Teen Market

HARTFORD, Conn. — In a all-out drive to capture the teen market here, WPOP has revamped its programming—to expose more records—and air staff. Within the last month, WPOP has added Woody Roberts as new program director and morning air personality; he was with KONO and KTSA, San Antonio. Jim Horne, formerly of WUBE in Cincinnati, is holding down the noon to 3 p.m. slot.

Lee Babi Simms, also from

KONO and KTSA, is working 7-11 p.m. Bill Winters, recently from Cleveland's WKYC, is on 3-7 p.m. Bob Paiva has been appointed full-time music director and is revamping the station's playlist. Instead of 30 records, the new weekly list will feature 100 records, "providing greater flexibility and increased exposure of new product," said Paiva. Remaining with the station from before is Bill Bland, who joined the operation last February.



THE BRITISH RADIO scene meets the American tape cartridge scene as, from left, Julian Ormond, managing director of Record Retailer; Don MacLean of the British Broadcasting Corp., and Richard Price, sales manager of Sentry Industries, manufacturer and distributor of cartridges and playback units, discussed business last week at Billboard's offices.

WDRRC Again Tops; Boosted by DeeJay

HARTFORD, Conn. — The leading radio station influencing sales of Hot 100 Chart singles—indication of a commanding teen and young adult audience—is again WDRRC, the 5,000-watt Buckley-Jaeger operation here. And the No. 1 air personality in the market who influences singles record sales is again Ken Griffin. The only difference is Griffin is now with WDRRC.

Last year, Griffin scored on Billboard's Radio Response Rating survey of the Hartford area as the leading deeJay while with WPOP, in spite of the fact WDRRC ranked as the leading station. Griffin, now with WDRRC, had 38 per cent of the votes of dealers, distributors, one-stop operators, and national and local record company executives. Second was WDRRC's Sandy Beach with 21 per cent.

WDRRC had 56 per cent of the votes to lead the market, followed by WPOP with 37 per cent.

Being on Top

Charlie Parker, assistant general manager and program di-

rector of WDRRC, attributed a large part of the station's success to "just being on top of

(Continued on page 38)



PRESENTING GENE NASH with a plaque of appreciation from the Country Music Association is Don McKinnon, left, president of KSON, San Diego. Nash wrote and produced a country show recently for West Coast advertisers and clients. McKinnon was general chairman of the event, presented on behalf of the CMA and 22 country music stations.

FM Radio Is No Stepchild, Asserts Dot's Rosenberg

LOS ANGELES—"It's a big mistake to classify FM radio as a stepchild. FM is extremely important because the FM listener is an album buyer." This is the way Ted Rosenberg, Dot Records' vice-president for merchandising and national promotion, sees FM radio.

Dot is currently servicing FM stations in a concentrated effort to get its product before this special audience group. Rosenberg feels the medium's import has considerably increased over the last few years when people began taking notice of the service for its clear fidelity.

When Rosenberg was with Columbia Records as district

sales manager, he took a survey among dealers to ascertain what medium they felt brought in customers. "A rather substantial per cent reported FM radio as an album sales stimulant," he said.

Whenever Rosenberg talks with his promotion staff he "pushes FM heavily." You can't actually pinpoint an album's sale like you can through exposure on KMPC here, he noted. "But the influence is there." KMPC is a top AM album station here.

Stereo sales have increased so rapidly over mono in the short period Rosenberg has been with
(Continued on page 38)



BOBBIE WYGANT, who hosts a program on WBAP, Fort Worth, chats with Julius La Rosa, MGM Records artist, who presents her with his "You're Gonna Hear From Me" album.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Dick Kemp has switched from WYSL, Buffalo, N. Y., to Cleveland's WIXY to handle a 4-8 p.m. slot. . . . WFDD-FM at Wake Forest College in Winston-Salem, N. C., soon hopes to expand to stereo broadcasting with 35,000 watts. At present they are broadcasting in mono and the station needs Easy Listening singles.

WDVR-FM, the 24-hour stereo good music station in Philadelphia, has increased its power from 5,000 watts to 20,000 watts, said general manager Jerry Lee, and now reaches Atlantic City, N. J., as well as Reading, Pa. . . . Robb Webb, deejay on KITE in San

Antonio, has been named program director at KRNO, San Bernardino, Calif.

CFOX at P.O. Box 1470 in Montreal, Que., Canada, would like to get on the lists of U. S. record companies, said Frank Gould, librarian at the 10,000-watt Hot 100 Format operation. Station works from a "very long playlist," Gould said, and puts a "strong emphasis on new product. We're not afraid to play a new record by a new artist, if it's commercial."

Joey Kaye, afternoon man at WYNG, Warwick-Providence, R. I., has been named music director of the full time country music station. . . . Eric Stevens has been appointed music librarian at WIXY, the Cleveland Hot 100 Format station. . . . John R. DiMeo, general manager of KAYO, Seattle, has purchased KXLE, Ellensburg, Washington.

KBTR, the Denver Hot 100 format station, has added two staffers—Jay Elliot, formerly with WHB, Kansas City to handle the all-night stint; and Randy Brock, formerly with Boston's WMEZ. . . . Ron Walker is now with WFOX, Milwaukee, handling an afternoon country music show.

Gene Werley, formerly of Winston-Salem, N. C., is now with WOHO, Toledo, Ohio; he replaces Tommy Vance, who departed to assume air chores with WCOL in Columbus, Ohio. . . . M. L. (Moe) Mostyn has been named chief engineer of WWDC, Washington. . . . Pat Tallman is still music director of KBAT, a 50,000-watt Hot 100 Format station in San Antonio. It was incorrectly reported that he'd moved to the news department. Sorry, Tallman.

Bob Szilagy, general manager of Action Record Distributors in Detroit, reports: "Kudos to Martha Jean, the queen of WJLB, and Bill Curtis of WCHB for being the first to break nationally the Falcon's record of 'Standing on Guard.' . . . WCLU, the country music station in Cincinnati, has added Joe Lomas, formerly of WIXY in Cleveland, to its staff. . . . KJET in Beaumont, Tex., has a new \$80,000-plus facility, reports program director William (Boy) Brown.

Sally Jessy, Puerto Rican radio-TV star, has joined WNEW-FM, which should soon change call letters to WSHE-FM, New York, as an air personality, holding down the 10 a.m.-1 p.m. slot; she was formerly with WKYN, San Juan, and is still heard on the Quality Network via tape. . . . KUTI in Yakima, Wash., reports great success with its country music format, launched last June, says music director Rich Dossett.

Dave Capps, after a year with KBTR in Denver as Bart Star and a brief stay at WOHO in Toledo, is now with WUBE in Cincinnati under the airname of Dave Michaels. . . . George Albert Goldtrap, formerly program director of WHIN, Gallatin, Tenn., has joined the air staff at WINK and WINK-FM in Fort Myers, Fla. Wife Peggy Goldtrap, former production supervisor at WLAC in Nashville, has gone back to homemaking. . . . Harry A. Steensen, vice-president and treasurer of Storer Broadcasting, Miami Beach, is retiring.

NEW YORK — WNYC-TV has bowed a half-hour Friday evening showcase for young artists—"Sight and Sound." Host for the new series is Leonard Altman, pianist and musicologist, who interviews the artists performing on the show. First show featured German violinist Christine Edinger, who made her U. S. debut at Carnegie Hall Nov. 14.

NEW YORK — WNYC-TV has bowed a half-hour Friday evening showcase for young artists—"Sight and Sound." Host for the new series is Leonard Altman, pianist and musicologist, who interviews the artists performing on the show. First show featured German violinist Christine Edinger, who made her U. S. debut at Carnegie Hall Nov. 14.

Radio Response Rating

HARTFORD, CONN....4th Cycle NOVEMBER 26, 1966

TOP STATIONS

Call Letters	% of Total Points
★ POP Singles	
1. WDRC	56%
2. WPOP	37%
3. WHYN (Springfield, Mass.)	5%
4. WDEE (Hamden, Conn.)	2%
★ POP LP's	
1. WTIC	50%
2. WCCC	31%
3. WRCH (Farmington, Conn.)	15%
Others (WELI, Hamden, Conn., WRYM)	4%

★ R&B
NOTE: No R&B station in Hartford area.

Station	%
★ JAZZ	
1. WCCC (John Birchard)	82%
2. WACE (Joe Scallia) (tie)	9%
(Springfield, Mass.)	
2. WBMI-FM (tie)	9%
(Dan Bloom)	

Station	%
★ COUNTRY	
1. WEXT	100%

Station	%
★ CONSERVATIVE	
1. WRCH-AM	46%
2. WRYM	29%
Others (WCCC, WTIC, WBMI-FM)	25%

Station	%
★ COMEDY	
NOTE: The following stations program cuts from Comedy LP's occasionally:	
WDRC; WLAE-FM; WEXT; WTIC	

Station	%
★ FOLK	
1. WBMI-FM	100%

Station	%
★ CLASSICAL	
1. WTIC-FM	82%
2. WBMI-FM (tie)	9%
2. WNHCFM (tie)	9%
(New Haven, Conn.)	

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
★ POP Singles			
1. Ken Griffin	WDRC	38%	
2. Sandy Beach	WDRC	21%	
3. Lee Babi Sims	WPOP	19%	
4. Dick Robinson	WDRC	17%	
Others (Ken Capurso, WHYN, Long John Wade, WRCH)		5%	

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN
(Most co-operative in exposing new records)
Berth Porter Music Director, WDRC

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning	Don Wade, WDRC
Mid Morning	Joel Cash, WDRC
Early Afternoon	Sandy Beach, WDRC
Traffic Man	Long John Wade, WDRC
Early Evening	Lee Babi Sims, WPOP Dick Robinson, WDRC
Late Evening	Ken Griffin, WDRC
All Night	NOTE: Survey was unable to reflect D.J. effectiveness in this time slot.

★ TOP TV BANDSTAND SHOW

WTIC-TV Brad Davis Show, 5:30-6 P.M. Saturday.

Station	%
★ POP LP's	
1. Bob Steele	WTIC 40%
2. Bob Nelson	WTIC 19%
3. Mike Connors	WCCC 15%
4. Art Johnson	WTIC 13%
5. John Birchard	WCCC 10%
6. Fred Swanson	WRCH 3%

★ PROGRAM DIR., MUSIC DIR., OR LIBRARIAN
(Most co-operative in exposing new LP's)
Larry Kenfield Record Librarian, WTIC

★ R&B
NOTE: No R&B in Hartford area.

Station	%
★ COUNTRY	
1. Bob Regan	WEXT 59%
2. Tex Pavel	WEXT 29%
3. Ray Taylor	WEXT 12%

STATIONS BY FORMAT

AM RADIO FREQUENCIES			
WRYM	840	WINF	1230
WRCH	910	WCCC	1290
WTIC	1080	WDRC	1360
WPOP	1410	WEHN	1480
WEXT	1550		

FM RADIO FREQUENCIES			
WLAE-FM	93.7	WTIC-FM	95.5
(S) WBMI-FM	95.7	WDRC-FM	102.9
WHCN-FM	105.9	WCCC-FM	106.9

HARTFORD, NEW BRITAIN, CONNECTICUT (including Manchester, West Hartford). Country's 42d Radio Market (9 AM; 6 FM).

WBMI-FM: ERP 20,000 watts. On the air 7 a.m.-1 a.m. Stereo. Gen'l mgr., Carl W. Schultz. Send records to 122 Charles St., Meriden, Conn.

WCCC: 500 watts. Daytimer. Greater Hartford Broadcasting, Inc. Music format: Pop Standard (100%). Robert Cumiskey is director of 2-man news dept. Special equipment: telephone recorder, 15-min extended newscasts, 7 and 8 a.m., 1 p.m. Jazz featured on "Golden Sound of Jazz," with John Birchard, 9-12 p.m. daily. New records selected for air-play by music dir. Record promotion people are seen M-F. Gen'l mgr., William M. Savitt. Prog. dir., Steve Dunn. Music dir., John Birchard. Send 2 copies of 45's and 2 copies of LP's to Mr. Birchard, 11 Asylum Street, Hartford, Conn. 06103. Phone: (203) 525-6648.

WCCC-FM: ERP 20,500 watts. On the air 18 hrs. a day. Music format: Pop Standard (83%)-Jazz (17%). Simulcast 6 a.m. to local sunset. Address and personnel same as WCCC.

WDRC: 5,000 watts. On the air 5 a.m. to 1 a.m. Music format: Contemporary (100%). Editorializes occasionally. Special programming: "Feature," with Aaron Shepard, audience phone interviews, daily. Joseph Barbarette is director of 3-man news dept. Special equipment: 2 mobile two-ways, helicopter, walkie-talkies. 5-min news on the hr. Cuts from Comedy LP's featured on the "Don Wade Morning Show." New records selected for air-play by prog. dir. & music dir. Station publishes play list weekly. Approximately 15 new 45's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., William Crawford. Prog. dir., Charles R. Parker. Music dir., Bertha Porter. Send 6 copies of 45's and 1 copy of LP's to Miss Porter, Box 1360, Hartford, Conn. 06112. Phone: (203) 278-1360.

WDRC-FM: ERP 20,000 watts. Simulcast with WDRC. Address and personnel same as WDRC.

WEHW: 500 watts. Daytimer. Kimel-Grad Radio. Music format: Conservative (75%)-Foreign language, largely Spanish (20%)-Jazz (5%). Special programming: Windsor, Penney, East Hartford, Simsbury High School football in season. "Spotlight," with Hope Cunningham, woman's interview show, 11:00 a.m., M-F. "Mary Blaine Time," women's homemaker show, 11:30 a.m., M-F. "Ora Espana," with Carmelo Varela, Spanish music, news, sports, 6-7 a.m., M-F, A.M., Sat. and Sun. William Clark is director of news dept. 5 min. news at 55 past the hr., headlines on the half-hr. Extended news at 8 & 12 a.m., 4 p.m. Jazz featured on "Tracy Jazz Corner," with Don Tracy, 3-5 p.m., Sun. New records selected for air-play by prog. dir. New records programmed weekly. Gen'l mgr., W. R. Carlson. Prog. dir., Norah Carlson. Send 2 copies of 45's and 2 copies of LP's to Music Librarian, 544 Windsor Ave., Windsor, Conn. 06095. Phone: (203) 688-6221.

WEXT: 1,000 watts. Daytimer. Mutual affiliate. Music format: Country (99%)-Ethnic (1%). Bob Regan is director of 2-man news dept. 5-min. news on the hr., headlines on the 1/4-hr. Cut from Comedy LP's featured on all shows occasionally. New records selected for air

play by committee of station personnel. Station publishes play list weekly. Approximately 60 new 45's and 15 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Julian Gross. Prog. dir., Bob Regan. Send 3 copies of 45's and 2 copies of LP's to Mr. Regan, 998 Farmington Ave., West Hartford, Conn. 06107. Phone: (203) 521-1550.

WHCN-FM: ERP 1,000 watts. On the air 4 p.m.-mid. Gen'l mgr., Marlin R. Taylor. Sta. mgr., Bryant Michaud. Send records to Box 943, Hartford, Conn. 06101. Phone: (203) 238-1466.

WINF: 1,000 watts. On the air 4:58 a.m.-12:15 a.m. CBS affiliate. Profit Research, Inc. All talk format. Editorializes occasionally. Tracy Cole is director of news dept. 5-min. news on the hr. (CBS), headlines on the half-hr. (local), extended newscasts. Gen'l mgr., Frederick G. N. Pearson. Prog. dir., Lou Morton. 376 West Middle Turnpike, Manchester, Conn. 06040. Phone: (203) 643-2491.

WLAE-FM: ERP 7,000 watts. On the air 6 a.m.-midnight. Paulson Broadcasting Corp. Music format: Standard (30%)-Conservative (30%)-Pop Standard (24%)-Novelty, Nostalgia, Foreign (8%) Classical (5%)-Jazz (3%). Editorializes occasionally. A. Donald Fass is director of 2-man news dept. Special equipment: 1 mobile unit. 5-min. news on the half-hr. Cuts from Comedy LP's featured occasionally on all shows. New records selected for air-play by music dir. Approximately 10 new LP's programmed weekly. Record promotion by mail only. Gen'l mgr., Paul C. DiSavino. Prog. dir., Fred Shilling. Music dir., Mrs. Paul C. DiSavino. Send 2 copies each of 45's and Mono and Stereo LP's to Mrs. DiSavino, Paulson Broadcasting Corp., Music Dept., P.O. Box 14, Towaco, N. J. 07082. Phone: (203) 238-1010. FM Station Address: P.O. Box 702, Meriden, Conn. 06450.

WPOP: 5,000 watts. On the air 24 hrs. Music format: Contemporary (100%). Editorializes occasionally. Special programming: Hartford Charter Oaks football in season. "Hotline," with Ed Clancy, controversial talk, 11:00 p.m.-1 a.m. 3-man news dept. Special equipment: 1 mobile unit. 5-min. news at 55 past the hr., headlines at 25 past the hr. New records selected for air-play by music dir. Station publishes play list weekly. Approximately 15-20 new 45's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Joseph Amatore. Prog. dir., Woody Roberts. Music dir., Robert Paiva. Send 4 copies of 45's and 2 copies of LP's to Mr. Paiva, 593 Cedar, Newington, Conn. 06111.

WRCH: 5,000 watts. On the air 24 hrs. Gen'l mgr., John L. Ellinger. Send records to Box 910, Hartford, Conn. 06101. Phone: (203) 677-8521.

WRYM: 1,000 watts. Daytimer. Hartford County Broadcasting. Music format: Standard (100%). Special programming: Binney Montooth Show, celebrity interviews, 11:30 a.m.-noon, M-F. Les Ross is director of 2-man news dept. 5-min. news on the half-hr., headlines on the hr. New records selected for air-play by music dir. Station publishes play list. Approximately 3 new 45's and 12 new LP's programmed
(Continued on page 38)

JOIN IN THE HICKORY PARADE OF STARS



I FIELD
MY COP OF TEA

I'M NORMAN

WHAT'S A
NEWBEAT!

SOAP

"MY YESTERDAY LOVE" —Hickory #1422, by the Newbeats, is their newest solid sound. It is being "picked and played" all across the country!

"CALL HER YOUR SWEETHEART" —Hickory #1411, by England's Sensational Frank Ifield, is good listening on anybody's favorite station. Sales are solid. It's another big one for Frank!

"SOMEONE" —Hickory #1423, by Sue Thompson, is her greatest record. "Sue with Soul means Sales for Sure!"

Hickory
RECORDS, INC.
Nashville, Tenn.



KFRC AIR PERSONALITIES outnumber the Mama's and the Papa's backstage before a recent concert by the Hot 100 group at the San Francisco Civic Auditorium. From left, Glenn Adams, Steve O'Shea, Mama Cass, Ed Mitchell, Papa Denny, Howard Clark, Jay Stevens, Mama Michelle, Papa John and Mike Phillips.

WDRB Again Tops; Boosted by DeeJay

• *Continued from page 35*

everything." This includes everything from records to promotions; the station depends upon constant audience research conducted through personal contact at record hops by the deejays, questionnaires on contests, and the phone whenever a listener calls.

The person who keeps "on top" of records at the station is Bertha Porter, known to nearly every national record company promotion executive. The RRR survey showed her as being named the most co-operative

music librarian in exposing new singles records.

Parker felt that the only music trend today among records was virtually "no trend." It's completely baffling, he said. "The record chart is very diversified; more than I can ever remember. A hit record can feature great production like a Petula Clark number or feature hectic guitars." He felt that lyrics of today's hit records were, for the most part, more interesting than they've ever been. Bertha Porter, too, felt there was a greater acceptance

today for a greater variety of music.

Like many Hot 100 format radio stations, WDRB softens its sound to 3 p.m., even to the extent of playing records featured on Billboard's Easy Listening Chart. After 3 p.m., these Easy Listening records are replaced with Hot 100 hard rock tunes. "This is a policy we feel is effective, but we couldn't prove it. We just go on assumption."

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

SITUATION WANTED

AIR PERSONALITY/PROGRAM DIRECTOR with both Hot 100 format and Easy Listening format; experienced in major markets, including Cleveland and Rochester; needs similar position. Smooth delivery, outstanding personality. Well-versed in the music industry field. Family man. Willing to relocate to any suitable market in the nation. Write Box 283, Billboard, 188 W. Randolph, Chicago, Ill. 60601, or phone (216) 888-4197.

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

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

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 876-8248.

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Billboard

STATIONS BY FORMAT

• *Continued from page 36*

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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 November 27, 1961

1. Big Bad Man, Jimmy Dean, Columbia
2. Runaround Sue, K Dion, Laurie
3. Please Mr. Postman, Marvelettes, Tamla
4. Goodbye Cruel World, James Darren, Colpix
5. Fool #1, Brenda Lee, Decca
6. Bristol Stomp, Dovells, Parkway
7. Heartaches, Marcells, Colpix
8. Tower of Strength, Gene McDaniels, Liberty
9. Crazy, Patsy Cline, Decca
10. This Time, Troy Shondell, Liberty

R&B SINGLES—5 Years Ago November 27, 1961

1. Please Mr. Postman, Marvelettes, Tamla
2. Hit the Road Jack, Ray Charles, ABC-Paramount
3. Just Got to Know, Jimmy McCracklin, Art-Tone
4. Gypsy Woman, Impressions, ABC-Paramount
5. Tower of Strength, Gene McDaniels, Liberty
6. Ya Ya, Lee Dorsey, Fury
7. Big John, Shirelles, Scepter
8. I'm Tore Down, Freddy King, Federal
9. Runaround Sue, Dion, Laurie
10. Operation Heartbreak, Aretha Franklin, Columbia

POP SINGLES—10 Years Ago November 24, 1956

1. Love Me Tender, Elvis Presley, RCA Victor
2. Green Door, Jim Lowe, Dot
3. Singing the Blues, Guy Mitchell, Columbia
4. Just Walking in the Rain, Johnnie Ray, Columbia
5. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
6. Blueberry Hill, Fats Domino, Imperial
7. True Love, Bing Crosby & Grace Kelly, Capitol
8. Honky Tonk (Parts I & II), Bill Doggett, Capitol
9. Friendly Persuasion, Pat Boone, Dot
10. Cindy, Oh Cindy, Eddie Fisher, RCA Victor

POP LP's—5 Years Ago November 27, 1961

1. Judy at Carnegie Hall, Judy Garland, Capitol
2. Time Out, Dave Brubeck, Columbia
3. Blue Hawaii, Elvis Presley, RCA Victor
4. Portrait of Johnny, Johnny Mathis, Columbia
5. Camelot, Original Cast, Columbia
6. The Kingston Trio Close Up, Capitol
7. I Remember Tommy, Frank Sinatra, Reprise
8. Jump Up Calypso, Harry Belafonte, RCA Victor
9. The Sound of Music, Original Cast, Columbia
10. Knockers Up, Rusty Warren, Jubilee

Polinger Says

• *Continued from page 35*

policies with groups owning facilities in seven other markets. This, he said would double each group's market representations."

Owners of AM and FM operations in the same city, he felt, "with the rapid growth of FM, you have to eventually sell against yourself." He pointed out in many sections of the country various audience surveys now report FM stations "already attracting greater share of radio audiences" than AM stations. FM, he added, is also being bolstered today by a 900-plus station "Drive with FM" campaign designed to build FM car radio audience, "AM's last great stronghold." He also noted rapid advances in FM broadcast engineering—"as of Nov. 1, 34 per cent of FM stations were broadcasting in stereo with new stations going stereo every week."

Broadcasters Grow

WASHINGTON — Membership in State broadcasting associations has jumped to 3,587, according to a study by Alvin M. King, State association liaison director of the National Association of Broadcasters. Of the 48 State organizations, the membership represents 76 per cent of the existing radio and TV stations. The gain in the past two years is 334 members.

Dot's Rosenberg

• *Continued from page 36*

Dot, that he estimates the percentage is 70-30 in favor of stereo. A stereo album offers the broadcaster an additional programming tool, in the executive's opinion, which supports its roll as a sales stimulant.

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0527

ANOTHER CHART IMPERATIVE FROM



BBC's Pop Production Chief Researching US

• Continued from page 35

ing the records in the dark. Too, the stations here don't seem to pay much attention to what other radio stations are doing."

In England, the BBC gets daily reports on the size of its audience by half-hour periods; this may range around 11 to 12 million listeners. Also, each day executives are provided with an in-depth study of specific things like why people like or dislike a particular personality or artist. One of the surveys also provides a reaction index to the audience detailing how much they liked a given half-hour. If ever a particular half-hour drops below a 60 per cent "like" rating, meaning less than 60 per cent of the people liked it, "we look at the product to see what went wrong." Most of the shows on BBC, however, achieve 60-70 ratings.

Mammoth Surveys

Among other research projects are occasional "mammoth surveys." One of these which was considered unusual by MacLean was an analysis of what people in what proportion are doing what throughout the entire day; this was a complete book breaking down age groups and economic groups. This survey showed that, in the morning, "there's no sense putting on any type of music programming which requires both ears because people aren't devoting much attention to radio. So we keep the music on a background level, more or less."

As part of its constant listener research, the BBC puts out a record chart of 20 of the most popular records—the "BBC Top Tunes." The chart is unusual in that it shows the difference between the tunes that record

buyers are buying and what listeners would rather listen to. "For example, when a record by the Beatles comes out, everybody who is going to buy it, does so right away. Theoretically, it could have sold every copy it's going to sell in one week. But our research tells us the record stays popular quite a long time after sales have dropped. 'Walk in the Black Forest,' for example, was on our chart four months after it had dropped off of the charts of British trade papers." He admitted, however, that there are fewer differences today in the BBC chart and record sales because "there's less difference today in the sounds of records. Records have a much wider range of acceptance."

BBC did a tremendous amount of research on its morning 5:30-8:30 music show. It found that 30 million people "dip into those three hours" every morning. A year ago, based on research, the BBC updated the program. "We had already a picture of what types of music people liked, the new research was conducted to find out what made people switch off . . . the tolerance level. It was found that people will stay with a record or song they don't like from two to two-and-a-half minutes if they know something they do like is coming up afterwards. Also, they'll stay with something they don't like longer if it's bright. Songs which are repetitive of two and three notes in the melody, and this includes a lot of standards, are one of the reasons why people switch."

Within three months after launching a new music policy based on this research, the show's audience began to build. The three hour show contains two 90-minute cycles; the formula is based on a pattern running similar to: waltz, standard, top 40, piano solo or small group, etc.

"We don't try to project our research into the future, but we do feel that, with facts, we can make more-informed guesses," MacLean said.

KEYZY's Goal

• Continued from page 35

ming is formulated by Kester and his new operations manager Bruce Talford, formerly of WHDH, Boston. The station has a 100-song playlist, with 25 per cent of these tunes disappearing weekly.

"We are an Orange County station," Kester said. "We want to enjoy an Orange County identity." In its campaign to become the station for adults through the musical sounds of Frank Sinatra, Ray Conniff, Peggy Lee and the Tijuana Brass, Kester has hired several former Los Angeles region disk jockeys.

Ted Quillin, formerly with KRLA, Pasadena, heard from 6 to 10 a.m. and Gordon Benson, formerly with KGIL, San Fernando, from 10 a.m. to 2 p.m. The other air voices are station regulars Pete Moss, 2-6 p.m., formerly with KTYM, Inglewood, and Glen Edwards, 6-midnight. To make room for Quillin and Benson, two DJ's were moved to the news department which strives for local coverage.

The station uses a mild reverb effect under all disks and Kester calls his format "a tight sound." Both hits and rising disks are featured. By concentrating on becoming Orange County's only non-rock station, Kester feels KEYZY has a uniqueness which can be sold to advertisers.



Homer and Jethro are at it again—massacring hit tunes with their usual hilarious wit. Their latest album is aptly named, "Wanted for Murder" (RCA Victor LPM 3673 (M); LSP 3673 (S)). They splash through such tunes as "I Love Your Drops," "I Want to Go With You," "Tiger By the Tail" and "He Loves Me." But one thing these fugitives from seriousness take seriously is the sound that backs up their zany parodies. For that, nothing but the best will do. That's why they insist on Gibson guitars and mandolins.

Billboard SPECIAL SURVEY for Week Ending 11/26/66

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
8		YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BMI)	3	27	25	NEVER LET ME GO Van Dykes, Mala 539 (Aim-Cha-Stew, BMI)	6
2	1	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BMI)	14	28	23	SAID I WASN'T GONNA TELL NOBODY Sam & Dave, Stax 198 (East-Pronto, BMI)	10
3	3	LOVE IS A HURTIN' THING Lou Rawls, Capitol 5709 (Rawlou, BMI)	13	29	29	STANDING ON GUARD Falcons, Big Wheel 1967 (Maples & Big Wheel, BMI)	5
4	6	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	7	30	36	I BET'CHA (Couldn't Love Me) Manhattans, Carnival 522 (Sanavan, BMI)	4
5	5	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	8	31	31	DON'T PASS ME BY Big Maybelle, Ro Jac 14969 (Streetcar, BMI)	3
6	7	DON'T BE A DROP OUT James Brown & His Famous Flames, King 6056 (Dynatone, BMI)	7	32	22	I'VE GOT TO DO A LITTLE BIT BETTER Joe Tex, Dial 4045 (Tree, BMI)	7
7	9	I'M READY FOR LOVE Martha & the Vandellas, Gordy 7056 (Jobete, BMI)	3	33	46	HOLY COW Lee Dorsey, Amy 965 (Marsaint, BMI)	2
8	10	I'M YOUR PUPPET James & Bobby Purify, Bell 649 (Fame, BMI)	10	34	49	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	3
9	2	REACH OUT, I'LL BE THERE Four Tops, Motown 1098 (Jobete, BMI)	12	35	45	DEVIL WITH ANGEL'S SMILE Intruders, Gamble 203 (Razorsharpe, BMI)	2
10	4	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamelrosa, BMI)	9	36	38	AM I A LOSER Eddie Holman, Parkway 106 (Harthon/Cameo, Parkway, BMI)	3
11	16	SECRET LOVE Billy Stewart, Chess 1978 (Remick, ASCAP)	6	37	44	A PLACE IN THE SUN Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	2
12	12	HEAVEN MUST HAVE SENT YOU Elgins, V.I.P. 25037 (Jobete, BMI)	10	38	28	BABY, DO THE PHILLY DOG Olympics, Mirwood 5523 (Keymen-Mirwood, BMI)	10
13	19	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	10	39	—	(Come 'Round Here) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BMI)	1
14	18	SHAKE YOUR TAMBOURINE Bobby Marchan, Cameo 429 (Tree, BMI)	8	40	41	BOOKER—LOO Booker T & the MG's, Stax 196 (East-Bell, BMI)	2
15	11	STAY WITH ME Lorraine Ellison, Warner Bros. 5850 (Ragmar-Crenshaw, BMI)	7	41	—	FORGET ABOUT ME Prince Harold, Mercury 72621 (Screen Gems-Columbia, BMI)	1
16	17	WHAT BECOMES OF THE BROKEN-HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	17	42	43	FUNCTION AT THE JUNCTION Shorty Long, Soul 35021 (Jobete, BMI)	9
17	15	FA-FA-FA-FA Otis Redding, Volt 138 (East-Redwal, BMI)	8	43	50	CRY LIKE A BABY Aretha Franklin, Columbia 43827 (Blackwood, BMI)	2
18	14	BEAUTY IS ONLY SKIN DEEP Temptations, Gordy 7055 (Jobete, BMI)	14	44	—	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	1
19	13	B-A-B-Y Carla Thomas, Stax 195 (East, BMI)	13	45	39	I'LL MAKE IT EASY (If You'll Come on Home) Incredibles, Audio Arts 60,001 (Madelon, BMI)	5
20	20	I JUST DON'T KNOW WHAT TO DO WITH MYSELF Dionne Warwick, Scepter 12167 (U.S. Songs, ASCAP)	7	46	47	A CORNER IN THE SUN Walter Jackson, Okeh 7260 (Blackwood-Blue Chip, BMI)	2
21	21	BANG! BANG! Joe Cuba Sextet, Tico 475 (Cordon, BMI)	7	47	48	AND I LOVE HER Vibrations, Okeh 7257 (Maclean, BMI)	2
22	32	HYMN #5 Mighty Hannibal, Shurfine 021 (Bold lad, BMI)	3	48	—	(I Know) I'M LOSING YOU The Temptations, Gordy 7057 (Jobete, BMI)	1
23	30	POURING WATER ON A DROWNING MAN James Carr, Goldwax 311 (Pronto-Quinvy, BMI)	5	49	—	MONEY (That's What I Want) Jr. Walker & the All Stars, Soul 35026 (Jobete, BMB)	1
24	33	PEAK OF LOVE Bobby McClure, Checker 1156 (Chevis, BMI)	3	50	—	MY BABY'S GONE Donald Height, Shout 204 (Web IV, BMI)	1
25	37	COME BACK 5 Star-Steps, Windy C 603 (Camad, BMI)	4				
26	24	STAND IN FOR LOVE O'Jays, Imperial 66197 (Metric-Barnew, BMI)	10				

Billboard SPECIAL SURVEY for Week Ending 11/26/66

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1		LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	13	14	13	ROAD RUNNER Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	14
2	2	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	10	15	19	A CHANGE IS GONNA COME Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	15
3	3	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	14	16	15	SOUL BROTHER #1 James Brown & His Famous Flames, King 985 (M); S 985 (S)	12
4	4	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	13	17	17	ALFIE Sonny Rollins, Impulse A 9111 (M); AS 9111 (S)	5
5	6	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	21	18	16	TENDER LOVING CARE Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	14
6	5	ON TOP Four Tops, Motown MLP 647 (M); SLP 647 (S)	14	19	25	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	2
7	8	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	14	20	24	A COLLECTION OF 16 BIG HITS, VOL. 5 Various Artists, Motown M 651 (M); S 651 (S)	2
8	11	CARLA Carla Thomas, Stax 709 (M); SD 709 (S)	6	21	14	HOLD ON! I'M COMING! Sam & Dave, Stax 708 (M); SD 708 (S)	18
9	9	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	8	22	22	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	2
10	10	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	31	23	23	HE'LL BE BACK Players, Minit LP 40006 (M); LP 24006 (S)	2
11	7	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABC5 550 (S)	9	24	21	SOUL OF THE MAN Bobby Bland, Duke DLP 79 (M); SLP 79 (S)	7
12	12	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S)	13	25	—	HANDFUL OF SOUL James Brown, Smash MGS 27084 (M); SRS 67084 (S)	1
13	18	THE NEW LEE DORSEY Amy 8011 (M); 8011 (S)	5				

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Electric Guitars Shattering Mexico's Traditional Sounds

By KEVIN M. KELLEGHAN

MEXICO CITY—Electronics may shatter a romantic Mexican tradition, the serenade. There was a time when a young man would visit his girl's home in the early hours of the morning with a Spanish-guitar-playing trio. They'd sing love songs under her window, while the boy stared in vain at the closed curtains. One of the rules of the serenade was that the shy senorita never acknowledge the serenata while it was in progress. To a great extent, that lovely tradition is disappearing.

Today, the girl friend is likely to be found in a rock music cafe, jerking with her boy friend to the music of a go-go electronic trio. And instead of a name like "Los Panchos," the go-go trio's name might be "Los Rockin' Devils," "Los Crazy Birds" or "Los Holligans."

American style rock music has trickled into practically every musical variety show on TV: a discothequeful of other Mexican electric guitar groups with English-language names mouth to playback their latest smash-selling electronic music singles hits while teens jerk, surf and watusi for millions of network TV viewers.

Ten years ago, girls' skirts were down near the ankles, blouses covered the shoulders and a girl had to be back home



TRINI LOPEZ welcomes Maria Felix at his Mexico City opening.

from a date before the sun went down.

America's electric guitar has invaded Mexico's radio, TV and nightclubs. "Shivaree," "Hullabaloo" and "Hollywood a Go Go" are some of the U. S. rock music programs aired in Mexico. Records by Johnny Rivers and Trini Lopez sell extremely well; both have appeared in Distrito Federal nightclubs to packed houses.

It's a long way from Mexican traditional music: mariachis that

blare harsh trumpet and guitar country music or Veracruzanos tickling soft tropical ballads from marimbas or harps. Even the mariachi music is getting the rock treatment through Herb Alpert's adaptations, best sellers in Mexico. There are some who say Mexico's music will never be the same and many think they know the cause of it all.

Lopez Hot

Trini Lopez, the Texas surf
(Continued on page 50)

W. Germany Court Puts Stamp of Disapproval on Disk Price-Fixing

By OMER ANDERSON

KARLSRUHE — West Germany's Supreme Court ruled in a decision just published that a record retailer may break any price-fixing contract with a record manufacturer.

The high court's ruling was an elaboration of its decision at the end of June excluding records from books and so-called "cultural merchandise" which are exempt from Germany's anti-cartel legislation.

The court put records in approximately the same bracket as musical instruments and photographic equipment. The decision held that while music had cultural value it was primarily

an entertainment medium, and hence was subject to competitive pricing.

The court's now-published decision leaves a small loophole for the record companies on the matter of fixing prices for specific types of product. It said that record producers could apply to the Federal Cartel (anti-trust) Office to fix prices for specific disk categories.

This concession was intended to meet the contention of record producers that book publishers enjoy unfair advantage with price-fixing.

The high court noted, however, that there is a substantially greater market for music than for books and that music

enjoys a much sounder market position than does the book publishing industry in Germany at the moment.

Trade circles expressed disappointment at the court's stand. The German trade is opposed to the catch-as-catch-can price competition characterizing the U. S. trade. German disk executives find the U. S. competition repugnant, and they say that the transportation of such price slashing to Germany would blight the thriving German disk industry.

Nevertheless, the ruling is taken as a green light for price slashing, especially on LP's which are already the battleground for a classical price war.

Disk Firms, Mags in Sales Link

HAMBURG—Link-ups between German record companies and magazine publishing houses have become the dominant force in disk sales in this country.

This trend has come up for more discussion in the German trade as a result of Philips' announcement of an agreement to produce records for the Burda Publishing Co. under the label Musik fuer Dich.

Burda is one of Germany's biggest publishing houses with "Bunte Illustrierte," "Freundin" and "Bild und Funk." The Philips-Burda program will start with six releases: "Das grosse Wunschkonzert," "Still More Genius of Jankowski," "Zu Gast bei uns zu Haus," "Grosse Tanzparty with Bela Sanders," "Die Schlager-Illustrierte" and "Beat Club."

The plan calls for each of three Burda publica-

tions to promote two disks in the "Musik fuer Dich" production, the labels being picked for their suitability to the format of each magazine.

Philips will continue its Twen series, and its releases in co-operation with Der Stern magazine.

Of the other major German companies, only CBS Schallplatten lacks a publishing house link-up, and there is speculation in the trade that such an agreement may soon be forthcoming between CBS and QUICK, Germany's No. 2 magazine, currently being rejuvenated by a new editor and management.

Ariola distributes through the fabulously successful parent Bertelmann's book clubs; and Electrola and Teldec are allied with the Axel Springer Publishing Co. under the Hoer-Zu label.

Four Tops Spin B.O. Magic in U.K. Dates

LONDON — Motown's Four Tops took London by storm Sunday (13) with a memorable one-night-only performance at Brian Epstein's Saville Theater.

The group gave two sold-right-out concerts before an audience that included John Lennon, Mick Jagger, Donovan, Jan Asher, Eric Burdon, Georgie Fame, and EMI chief Sir Joseph Lockwood.

The fantastic reception the Tops were accorded should assure Epstein of boom box-office takings when the group undertakes a nationwide tour of Britain for him in January.

An the group's stage debut marked the launching of the Saville—previously a legit theater—as a London showcase for pop talent. Following unsuccessful stage ventures including Ron Moody's musical, "Joey Joey," Epstein has announced that he will concentrate on staging the world's top pop talent at his West End venue.

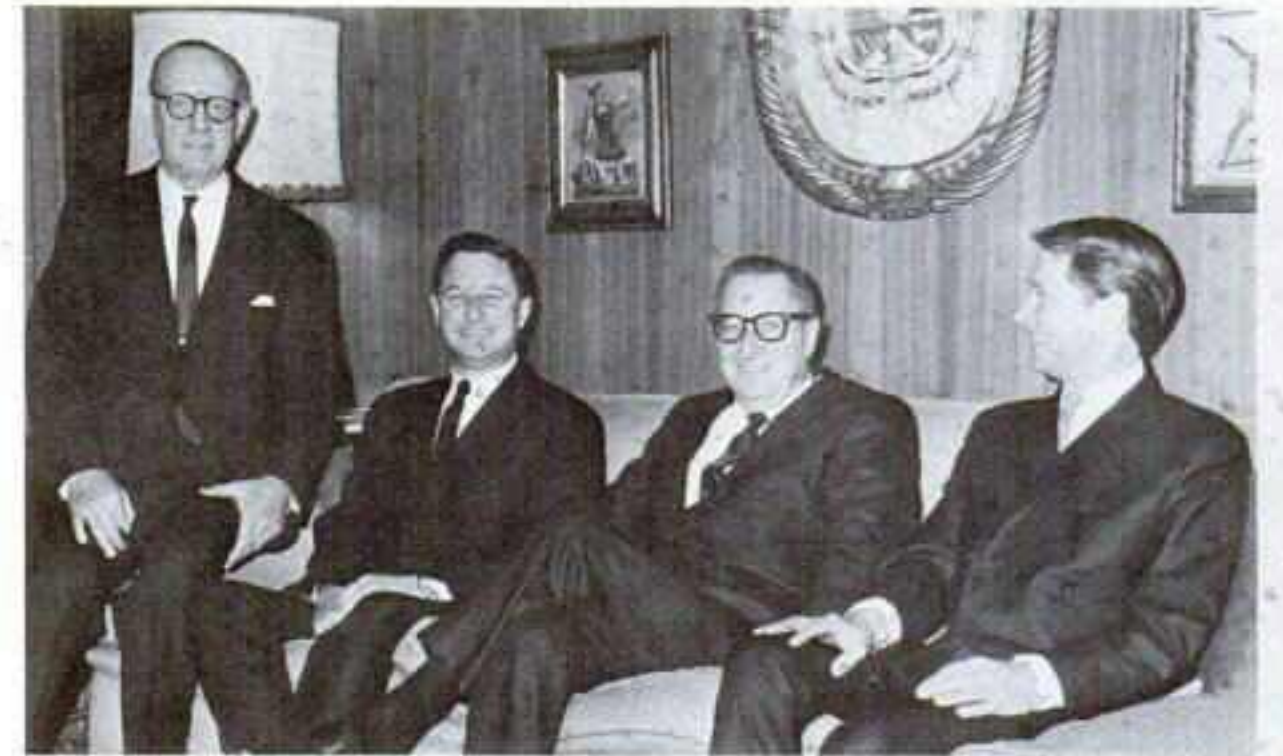
In the words of Decca promotion manager Tony Hall, who hosted Sunday's show, Epstein plans to turn it into the Apollo of Shaftesbury Avenue. Little Richard is scheduled to give a one-nighter there later this year, and Epstein has scheduled a Christmas show starring Georgie Fame and Julie

Felex.

The concert acclaim for the Tops sets the seal on their British chart success with "Reach Out I'll Be There," which has climaxed a magnificent 1966 for Tamla-Motown here during which it has had up to six and seven acts simultaneously in the top 50—a fantastic achievement for a U. S. label.

The Four Tops included three good renditions of non-Motown songs in their act, the Beatles' "Michelle," Tom Jones' hit "It's Not Unusual," and a great workout of "If I Had a Hammer." They ran through several numbers associated with their sound, including "Baby, I Need Your Loving" and had to give two performances of "Reach Out." They left their audience clapping, singing and very happy but craving for more.

The quartet was backed by Bob Miller's big pop band. Also on the bill were one of Epstein's most professional acts, Cliff Bennett and the Rebel Rousers, whose strong act included their Beatle-penned British hit, "Got to Get You Into My Life," and an Australian group the Easybeats, currently scoring here with "Friday on My Mind."



DECCA'S EXECUTIVE VICE-PRESIDENT Leonard W. Schneider, second from right, and Hubert Stone, left, manager of the record company's international department, meet with Noel Brown, second from left, sales manager of Festival Records of Sydney, and Fredrick Marks, right, Festival's executive director. Festival represents Decca in Australia. The foreign executives were in New York for a series of meetings with the Decca label.

Ariola Cashes On Baroque Boom by Swinging Classics

GUETERSLOH—Ariola has sharply boosted its pop music sales by bonding pop to the baroque boom.

The label is racking up impressive sales for its new line of "swinging classics," which includes such titles as "I Like Johann Sebastian," "Handel With Care," and "Mr. Norris: Mozart Modern."

Ariola assumes that the line between pop and classical is thin—and getting thinner under impact of heavy classical promotion by all major German companies. Therefore, the company is reversing the process, and is giving a classical touch to pop.

The light classics lend themselves well to popularization, Ariola has found. A medley of light classical favorites with unique interpretation can produce a best selling disk, Ariola's example in this case being "Ver-

traeumte Serenaden" with the Rubin Artos Choir.

On the other hand, Ariola's merchandising strategists warn against excessive gimmickry in pop production. While Ariola has swinging sales for its "Handel With Care" line, the company is also sticking with a well-balanced pop repertory which includes "Barry McGuire Sings Folk Songs," "Lale Andersen — Twelve Countries, Twelve Songs," "Twist-Time in Star Club Hamburg, Peter Hinnen's Star Album," and a large assortment of beat groups.

Ariola, while paying beat its due, believes, nonetheless, that the easy-listening market tends to be overlooked. Ariola has one of the largest easy-listening repertories of any German record company. It features artists such as Peter Kreuder, Michael Jary, Franz Grothe and Friedrich Schroeder.



"THE SOUND OF MUSIC" comes up, again, with the sound of gold—this time the gold disk represents more than \$1 million in sales in Australia. Dario Soria, left, division vice-president, international liaison department of RCA Victor Records, presents the award to Kenneth Madden, managing director of RCA of Australia. Richard Broderick, manager, merchandising, international liaison department, is at right.

American Artists Cross Into The German-Language Zone

HAMBURG—West Germany record companies are pressing Anglo-American talent to "sing auf Deutsch," and Paul Anka has just become the latest American artist to take the leap into recording in German.

In fact, little duress is required, as it has become good merchandising policy for English-language artists to switch to German for recording in this country.

Anka's debut is "Babsy, Bamina, Babette" b-w "Meine Schuhe lauf ich kaputt" for Teldec.

Big recording stars are even bigger in this country when they make the effort to sing the language. Teldec is scoring with new Hildegard Knef German-language release, "ich brauch ein Vennidig," which underlines the advantage of bilingual

artists such as German-born Miss Knef have in this country.

Marlene Dietrich's new releases (for Philips) are selling well mainly because she sings in German. The language sales stimulus is illustrated by the effort which country and western star Wanda Jackson has put into learning German, despite the fact that many of Germany's corral set prefer their country in straight English.

Connie Francis has switched to German without a fight, and even the Beatles have paid the lush German disk market the ultimate tribute of recording in German.

The wisdom of waxing in German is proved by Frank Sinatra's "Strangers in the Night." Sinatra's original is taking second place on the charts to German-language versions.

Teldec's New Label, Deram, Is Going in for Far-Out Pop

HAMBURG—Teldec has introduced a new label—Deram—which presents British artists far-out pop stylings. The label will "search vigilantly for new impulses and styling ends in pop music."

Deram's program will encompass singles, EP's and LP's will be for customary pop disk prices, and will be distributed through regular trade channels.

First two releases are "Happy New Year" b-w "Where the Good Times Are," with Beverly, and Cat Stevens singing "I Love My Dog" and "Porotello Road."

In the classical field, Teldec has launched a new series of records devoted to "the musical of a rich past" (Musikali-Erbe reicher Vergangenheit) expansion of its best "Master of Music" series

with an additional 20 new recordings.

Both series are priced at \$4. The musical legacy series will start with a sequence of 13 works of French baroque music interpreted by French artists and English lyrics from the Middle Ages.

New "Master of Music" releases are works of Haydn, Mozart, Schubert, Weber, Mendelssohn-Bartholdy, Dvorak and Respighi. Conductors include Joseph Keilberth, Georg Solti, Carlo Maria Giulini, Ernest Ansermet, Hans Knappertsbusch and Karl Muenchinger. Some of the soloists are Ruggiero Ricci, Andres Segovia, Jennifer Vyvyan, Marion Lowe and Tom Krause.

Foundation Set For Miller Plant

HAMBURG — Dave Miller last week laid the foundation stone of the new Miller Pressing plant here.

The plant will cost \$450,000, and its production capacity will be 15,000 LP's a day. The director will be Harald Kirsten.

Miller's album turnover during the past four years has reached the 2,500,000 mark.

Kaempfert Award

PALMA, Majorca — A gold disk marking world sales of 250,000 on his "Swinging Safari" Polydor album was given to Bert Kaempfert at a gala here at the Hotel Bahia Palace. Polydor's Klaus Reinman flew the journalists from Germany for the occasion.

NEWPORT SPOTS FOR WINNERS

DUESSELDORF — Guest appearances at the 1967 Newport Jazz Festival in America are the prizes for the two winning groups in this year's 2d Amateur Jazz Festival held here sponsored by the Coca-Cola Co. The winners, Harold Eckstein's Sextet in the modern category, and the Western Swing Company in the traditional, come from Bremen and Cologne, respectively. The festival attracted 450 entry applications from West Germany and neighboring countries. A Czech group actually won the traditional section, but was unable to get the Newport date as the sponsor limits the prize trip to German groups, a holdover from the 1955-1964 era, when the event was restricted to German entries.

Studio Cleffers Vote to Stay Put In Paris Strike

PARIS — Studio musicians here voted to continue the strike which has hit record companies since Sept. 1.

Nearly 1,500 musicians are affected. The strike has forced record companies to make recordings either abroad or in French studios with non-union musicians.

A. Haneuse, a representative of the Paris Musicians' Union, said that the strike was not simply a matter of the musicians seeking more money. They also wanted to see limitations to the system of additional payments paid to certain instrumentalists for transport or for doubling on other instruments—a system which caused constant friction in the profession.

The musicians seek a stricter control over the time when sessions were arranged, instead of having them at all hours of the day and night as at present.

Polnareff Gets Special Launch

PARIS—Rolf Marbot, who is head of Meridian-SEMI-Southern Pier (France), hired the Pavillon d'Armenonville to launch the first LP by France's fastest rising singing star, Michel Polnareff.

Titled "Sous Quelle Etoile Suis-Je Ne?" ("Under What Star Was I Born?"), the LP will be released on the A-Z label and distributed in France by Vogue.

Polnareff, whose debut disk "La Poupée Qui Fait Non" was a big success in France, followed it up by winning the Critics Prize at the Rose de France Song Festival in June with "Love Me, Please Love Me," which made No. 1 in the French hit parade.

The title song of the new LP was broadcast simultaneously on the night of the reception over France Inter, Europe No. 1 Radio Luxembourg and Radio Monte Carlo. Two Polnareff songs were also filmed for the following day's TV program "Tilt." The new LP includes six new songs—four in French and two in English.



EUGEN JOCHUM arrived in Tokyo with the Deutsche Opera of Berlin. She receives flowers and records of Japanese traditional music from T. Sadaishi of Nippon Grammophon.

DGG's Archive Label Goes to Church for Handel Recording

BASEL—Deutsche Grammophon's Archive Production, in recording Handel's organ concerts, has started not with the music but with the church. It'll be recorded by Edward Mueller.

Grammophon engineers discovered that perfect recordings of Handel's organ works are collector's items because of the difficulty in recreating the type of organ and the church structure for which Handel wrote his music. Grammophon experts learned that modern recording studios with ultra-modern equipment were valueless in this case. Instead, Grammophon crews toured Europe and even Britain seeking a suitable church.

The quest led to Basel, where the new Tituskirche was found to have the best acoustics for recording Handel. But then there was the problem of getting the right organ. The evolution of the organ since Handel's day has made modern instruments unsuited for the high fidelity recording of his music.

Once the church at Basel was picked for the recording, Grammophon approached famous German organ builder, Walcker, at Ludwigsburg, near Stuttgart. Walcker was given the contract to build the ideal organ for recording Handel. The result is not primarily a historic copy of a Handel-era organ, but

one designed to produce Handel's music for recording with maximum fidelity.

Now, Grammophon's Archive production is ready to record Handel's organ music. The five record set will be released in the United States in February.

Electrola Pkg. On Giovanni

COLOGNE — A project which Otto Klemperer conceived in 1960, while seriously ill, has now been achieved with Electrola's release of the complete recording of Mozart's Don Giovanni.

The opera, recorded in Italian, will be offered until Feb. 28, 1967, at the subscription price of \$17.

Electrola has opened a large sales campaign to promote the recording as being unique on two counts: the amount of effort expended on assembling the talent, and director Klemperer's fresh approach to the opera which aims at making a clean break with the traditional presentation for the sake of tradition.

The orchestra is the London New Philharmonic and the choir of the London New Philharmonic.

Mexico's Traditional Sounds

• Continued from page 42

singer of Mexican descent, descended on Mexico a year ago with the first live performance of the electric guitar by an acknowledged master. He spent two weeks at a nightclub, left a rocking populace. The public, slow to catch the beat at first, finally grabbed it the way a guitar player hugs his instrument and, with the radio stations blasting U. S. disk, the public soon got the message.

World-famous cinestar Maria Felix stamped jet set approval on the new beat when she sat in front of Lopez' nightclub mike on opening night. "I went to his opening to give him support—I fell in love with his style in France," she said. The owner of the club was astounded by the crowds lining up to see Trini. "Only Marlene Dietrich and Johnny Mathis have drawn more public," he said.

Cantinflas was "impressed by Trini's charm." Mexico's internationally known comic ("Around the World in Eighty Days")

stated, "I think he'll revolutionize Mexican music. . . ." That was more than a year ago; his prediction has already been fulfilled.

Songwriter Agustin Lara (Latin America's Irving Berlin) added, "I can't think of anyone I'd rather have sing my songs than Trini Lopez." He didn't add that his romantic ballads were not written for the electric guitar. Since then, Anglo-style rock groups have so invaded Mexican music that the city hall in Monterrey, shocked, demanded youngsters shed their long hair if they wanted to continue appearing on TV.

And most recently, prompted possibly by John Lennon's shearing, the longest-haired of them all, Bennie Bermudez of "Los Yaki" had his locks lopped off on a TV program. But he kept the electric guitar and the rolling-on-the-floor style of performance. Will the Spanish guitar ever regain its popularity? Judging by rock record sales and TV variety show ratings, not for a while.

From The Music Capitals of the World

AMSTERDAM

AVRO-TV's screening of the "Dean Martin Show" is a big boost to his disk sales, says Negra Reprise distributor. There is activity on the entire Martin catalog. . . . Negotiations are in progress to arrange Dutch appearances for Bobby Hebb and Ike and Tina Turner. . . . Dutch singer Willeke Alberti flew to Paris to congratulate French hit vocalist Michel Polnareff at a party given to mark his recent successes. . . . Tamla Motown sounds are coming back strongly in the Dutch market, according to Artones Funckler executive Pete Felleman. "Reach Out, I'll Be There," by the Four Tops, is heading the comeback. Protest singer Boudewijn De Groot introduced his second Decca LP at the historic Weigh House in Haarlem, center of protest balladry. . . . Leonard Bernstein's recordings will benefit from the increasing popularity he is winning via his TV appearances here. CBS will release his reading of Mahler's "Eighth Symphony," followed by Verdi's "Falstaff."

BAS HAGEMAN

BERLIN

Hans Carste, composer, conductor and GEMA chairman, has been awarded a professorship by the Austrian federal president. . . . Gustav Rudolf Sellner, Berlin opera head, will stage Von Einem's opera "Dantons Death" next year with Josef Krips conducting. The recent Berlin Jazz Days starred the Dave Brubeck Quartet, the Stan Getz Quartet, the Albert Ayler Quintet, Astrud Gilberto,

Illinois Jacquet, Rufus Harley and the local talent of Kurt Edelhagen Orchestra and the Joachim Kuhn Quartet. . . . Dietmar Schonherr, Donald Grebe, Heinz Niessen, Thomas Tipton, Horst Wilhelm and Professor Gunter Weissenborn took part in the filming of a TV spectacular with Erika Koth, to be called "Rendezvous with Erika Koth." . . . Opera singer Dietrich Fischer-Dieskau returned from his second tour of Japan, this time with the Deutsche Opera Co.

DUBLIN

First Irish solo artist to break through to the showband-dominated local chart is folk singer John McEvey, otherwise tagged the Rambler. Like the Johnstons, and Gregory and the Cadets, he is signed to Tom Costello. All three acts have been No. 1 this year.

KEN STEWART

HAMBURG

An imposing array of foreign pop talent is set to tour Germany in December. The names include Dave Dee, Dozy, Beaky, Mick and Tich, the Spencer Davis Group, the Troggs, Los Bravos, the VIPS Ian and the Zodiacs, the Rattles and the Rivets. . . . Germany's top pop singer Roy Black's "Du bist nich allein allein" and "Ganz in Weib" each reached the 500,000 mark. . . . Manfred Weibler, Star Club chief, is promoting "Sounds of Tomorrow Records" series produced by Karlheinz Freynikm. Weibler also plans a new top 10 label, to be handled by Philips and CBS.

French stars Dalida and Michel

Polnareff visited here separately for TV dates. Ariola will release 100 LP's on its Melodia-Eurodisc label of repertoire drawn from Soviet sources. . . . RCA Victor is releasing a jazz star series featuring the work of Fletcher Henderson, Benny Goodman, Lionel Hampton and King Oliver. . . . Ariola's seasonal LP by Nini Rosso (on its Hansa label) features 21 internationally known Christmas tunes. Soviet pianist Svyatoslav Richter cancelled his concert here. There are now 12 versions here of "Lara's Theme," from the "Dr. Zhivago" movie. Actor-singer Heinz Hoppe has signed with DGG and Carmela Corren has switched to German Vogue.

WOLFGANG SPAHR

LONDON

Album production by British record companies is soaring. The switch from single to album production accelerated sharply in August this year, according to latest statistics from the British Board of Trade. Manufacturers turned out 2,270,000 albums this month—an increase of 30 per cent over August 1965. In the first eight months manufacturers produced 10 million LP's, 10 per cent more than in the same period last year. Single production fell from 4,700,000 in August 1965, to 3,500,000 this year. As a result, manufacturers' home sales in August were worth \$44,800,000—a 2 per cent drop from last year. . . . Polydor's international repertoire chief Andre Poulain flew here for talks with British Polydor heads. Another Polydor official from Paris, Barbara Zisenis of the classical department, also in for discussions. American Gus Bacus, who records for Polydor in Germany, was also here. . . . EMI is reissuing a five-year-old American single "Sweet Watersby" the stereo on MGM as a result of requests following airplays on pirate radio. . . . Pierre Goemaere, head

of Inelco, came in for talks and to acquire material for his publishing company, Universal Songs.

Producer Tony Hatch flies to Los Angeles Monday (21) with recording engineer Ray Prickett for a session with Petula Clark at Warner Bros. studios. . . . Polydor launched a new international label who will switch to it from Robert Stigwood's recently launched Reaction label.

To record stereo albums, Frank Pourcel flew in from Paris (for EMI) and Tutti Camarata (Decca). . . . Motown Records has obtained U. S. rights to the Escorts. Tangye Lean leaves the BBC Dec. 31 and is succeeded as external broadcasting director by Charles Curran. . . . "Frank Sinatra Sings Music for Pleasure," his first British budget-price LP, collected a 50,000 pre-release sale. . . . Jimmy Johnson, head of the Disney Music Division, was in London for meetings with staff from France, Germany and Scandinavia to settle future European distribution plans. Bovema's head Gerry Oord joined them. Johnson was also visiting Paris.

GRAEME ANDREWS

LOS ANGELES

KNX, the CBS station, is going full guns with two programs designed to spotlight show business personalities. Weekday afternoons and Sunday afternoon, Lloyd Chester presides over "Chester Unlimited," which draws such guests as Maria Cole, Stan Worth and Oscar Brown Jr. And on Sunday evening, "The Young Set" spotlights teen stars, hosted by Scott O'Neil. Recent guests have included the Monkees and producer Randy Sparks.

Vocalist Hanna Aroni has left for one nighter concerts building up to her debut at Caesar's Palace Dec. 8 on the bill with Johnny Mathis. The continental performer has returned to the bistro circuit after giving birth to a daughter, her first child. Her hus-

Bonn Backs Tour Of French Trio

BONN — The Bonn government has endorsed the current tour of West Germany by the Jacques Loussier Trio as a "noteworthy contribution to Franco-German cultural understanding."

The government is pleased because the French trio is not only an important adornment to its current efforts to warm up relations with General de Gaulle, but is also one of the foremost interpreters of Bach.

The trio's German tour is billed "Play Bach," and cities on the itinerary are Nuremberg, Munich, Dueren, Dortmund, Stuttgart and Frankfurt.

A French trio playing Bach on a German tour represents the acme in efforts by the West German foreign office to use culture as a vehicle to promote Franco-German relations.

Teldec is using the tour to promote recordings by the Loussier Trio, primarily the new Decca Royal Sound Stereo release, "Play Bach aux Champs Elysees" No. 2.

band and manager Charles Tishman, has just released the LP "A Taste of Hanna" on the Cina-Voce label, which was produced and arranged by H. B. Barnum. Tishman is currently setting up national distribution.

Folk singer Theo Bikel tapes two "Swingin' Country" shows for NBC-TV Dec. 8. . . . The Band Without a Name will perform in the film "Thunder Alley" for American International and also cut the title song. . . . John

(Continued on page 50)

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From The Music Capitals of the World

• Continued from page 48

Denver, a favorite New Zealand vocalist, opens at the Troubadour Nov. 22 for two weeks. Creative Sound Productions has developed two Christmas albums for McMahan's Furniture Stores as a premium promotion. **Bob Cotterell** is president of the premium operation.

The Smoke Rings' "Love's the Thing" master on Prospect Records has been sold to Dot. Label is jointly owned by **Eddie Davis** and **Irwin Zucker**. . . . Dagonet Records has released "Wild Christmas" by **Mae West**. **Don Blocker** is handling promotion. Dagonet Productions, the parent firm, creates **Dale Robertson's** "Iron Horse" TV series. **Mel Carter** has recorded the title tune from "Enter Laughing" for Columbia Pictures. **Mack David** and **Quincy Jones** handled the collaboration. Carter recently completed a week's stint at the Coconut Grove and has been re-booked for 1967.

ELIOT TIEGEL

MILAN

As the year ends, some contracts between record companies and artists are not being renewed. Many changes are announced or rumored. **Ornella Vanoni** did not renew with Ricordi and is expected to join Ariston. **Memo Remigi** switched from Rifi to Cemed-Caroselle, the Curci-published group's subsidiary. Remigi is already linked with Curci as a composer. **Remo Germani** moved from Saar to Ricordi, but it is not yet known on which Ricordi label he will appear. Italian EMI marketed a mono and a stereo rec-

ord set, retailing at \$25 and \$28 plus taxes, respectively, which includes 10 albums of classical music and an illustrated booklet. . . . **Giampiero Rossi**, **Gievanbattista Ansoldi** and **Giuseppe Velona** of Rifi are back in Milan after their business trip around the world. . . . **Tom Jones** and his manager, **Gordon Mills**, were here. Jones was filming some segments and his own show for Italian TV. **Vittorio Somalvico**, Pickwick manager at Sugarmusic, anticipates that Decca-Italiana will issue Jones' Italian recording of "Once There Was a Time," in its original Italian, "L'ultima Occasione." Mills notes a big U. K. market for Italian ballads.

Giampiero Scussel, Durium International a&r director, said that "Summertime" by **Billy Stewart**, Cadet label, passed the 20,000 copies sale mark and that **James Brown** is going to record his "It's a Man's Man's Man's World," in Italian. Durium's new group **I Nuovi Angeli** (The New Angels) debuts with "Una Caverna," Italian version of "I Can't Control Myself." Tiffany Records, **Marino Marini's** new company, has signed American **Nevil Cameron**. First release is "Venti chili di Pietra" b/w "Se ti vuoi divertire," both published by Musicali Rimi, also owned by Marini. Composer-singer **Gino Paoli**, responsible for the world-wide hit "Senza Fine," produced new artist **Alberta's** first record for CBS-Italiana. . . . The **I Pelati** group's new single, produced by Southern Music general manager **Alberto Carisch** for the S-Givani label, coincided with the group's debut at a club here. . . . Vedette issued the first single by its present singer **Roby Crispiano**

"Uomini, Uomini" (Men, Men) b/w "Solo io e te" (You and Me Alone), published by sister Concern Sciascia. . . . **Lando Fiorini**, top young singer in the traditional Italian style, has signed with Vedette. **GERMANO RUSCITTO**

NEW YORK

A son was born to **Arlene** and publicist **Dick Gersh**. . . . **Julius La Rosa** sings the title song of the MGM film "The Venetian Affair." . . . The **Yardbirds** are set for "The Blow-Up," **Antonioni's** first English-language film.

Bobby Hackett and his quintet opened a two-week stand at the Steak Pit in Paramus on Nov. 15.

Frank Fontaine plays host at a Christmas Party at Delsomma Restaurant on Dec. 22 for the La Guardia House for Children. . . . The **Paul Horn Quintet** and the **Pair Extraordinaire** appeared with **Sergio Mendez** and **Brazil '66** at the Community Concourse in San Diego on Nov. 17.

Charles Aznavour and the **Doodletown Pipers** headline the **Roger Miller Show** on Dec. 5.

Jonah Jones and his Quartet open a six-week engagement at the Rainbow Grill on Monday (21). The stand runs through New Year's Eve. . . . The **Four Seasons** judge a beauty contest at the University of Arkansas on Tuesday (22). . . . **Chris Montez** has been booked by Capitol Booking for appearances in Montgomery, Ala., Friday (25) and Jacksonville, Fla., on Saturday (26) with **Sonny & Cher**. Capitol Booking has added **Baby Huey & the Baby Sitters** to its client roster. . . . The **Wallers** are permanently located in Suite 414, 6290 Sunset Boulevard, Hollywood. . . . **Anthony & the Imperials** give a concert on Friday (25) at the Park Center in Charlotte, N. C. A Dec. 10 concert is lined up for Syracuse University. . . . **Sunny Skylar** of Peer-Southern leaves on Saturday (26) for meetings at the firm's Brazilian office and eight weeks of recording

sessions, including meetings with writers and artists. . . . The **Bitter End Singers** begin a Christmas tour of European army bases Dec. 20.

Duke Ellington and his orchestra will play at Hunter College on Dec. 9 in a benefit for the African-American Institute. **Dinizulu** and his African singers also will perform. . . . **Mikis Theodorakis**, composer of the score for "Zorba the Greek," has been inked to compose the music for "The Day the Fish Came Out," a 20th Century-Fox film. . . . **Bobbe Norris** returns to the Persian Room on Wednesday (23) for a three-week stint. . . . Lyricist **Buddy Kaye** will write the title song lyrics for the English-French co-production "Two Weeks in September," starring **Bridgette Bardot**.

. . . **Diahann Carroll** appears at Harrah's in Reno through Wednesday (23). . . . **Larry Williams** will orchestrate "Sherry," set to open on Broadway on March 14. Rehearsals start Dec. 10. . . . **Jake Holmes**, who recently signed with Tower Records, will break in new material at the Bitter End.

Joe Tex opened at the Apollo Theater on Friday (18). . . . The **Vagrants**, managed by **Frank Scinarlo**, played the Steeplechase Ball in Fort Worth on Nov. 11. . . . The **Dave Clark Five** appeared on the Ed Sullivan Show on Sunday (20), their 14th stint on the TV program. . . . British composer **Richard Rodney Bennett** will compose the score for the screen version of "Far From the Madding Crowd," an MGM film.

. . . The **Free Spirits** end a three-week engagement at The Scene next Tuesday (29). . . . **Edie Adams** opens at the new Chateau Madrid in Fort Lauderdale, Fla., on Feb. 23. . . . The **Jackie Gleason Show** on Saturday (26) will feature **Duke Ellington**, **Les and Larry Elgart**, **Freddy Martin**, **Sammy Kaye**, **Buddy DeFranco** leading the Glenn Miller orchestra, **Guy Lombardo**, and **Count Basie** in a salute to the big band sound. . . . ASCAP director **Irving Caesar**

was the featured performer last Monday (14) at a beefsteak dinner of the Society of Silurians at the Grand Street Boys Clubhouse.

The **New Vaudeville Band** makes its American nightclub debut on Thursday (24) at the Pines Hotel in South Fallsburg, N. Y. . . . The **Association** started on a two-month national tour last Friday (18). Stops will include Chicago; Lansing, Mich.; Madison, Wis.; Milwaukee; St. Louis; Kansas City; Indianapolis; Ft. Wayne; Pittsburgh; Detroit; Cleveland; Cincinnati; Toronto and Portland, Ore. . . . **Guy Lombardo & His Royal Canadians** open at the Empire Room of the Waldorf-Astoria next Monday (28). The engagement extends through New Year's Eve, when the entire show moves to the Grand Ballroom. . . . **Phil Ochs** gives his second Carnegie Hall concert on Thursday (24).

. . . **Bobby Hebb** is touring Europe through Dec. 26. . . . **Glenn Yarbrough** makes his second appearance on the Ed Sullivan Show on Sunday (27). . . . **Chuck Jackson** is working the college circuit through next month. . . . **Wayne Newton** and **Carol Channing** are on the guest list for Dec. 11 **Danny Thomas TV** special of "The Wonderful World of Burlesque" on NBC.

Fats Domino appearing at **Al Hirt's** Supper Club in New Orleans through mid-December. . . . **Frederick Nelson III** appeared with **Ray Charles** in three Chicago weekend concerts at McCormick Place beginning on Friday (18). . . . **Charlie Byrd** guested with the Washington National Symphony on Sunday (20). . . . **Benny Goodman & His Sextet**, who appear at the Waldorf-Astoria through Saturday (26), will be the Christmas attraction at the Tropicana Hotel in Las Vegas, Dec. 23 to Jan. 12. . . . The **Lettermen** have extended their fall campus concert tour into December. The last date is Dec. 16 at the University of South Carolina. . . . **Andy Williams** will host the Feb.

(Continued on page 59)

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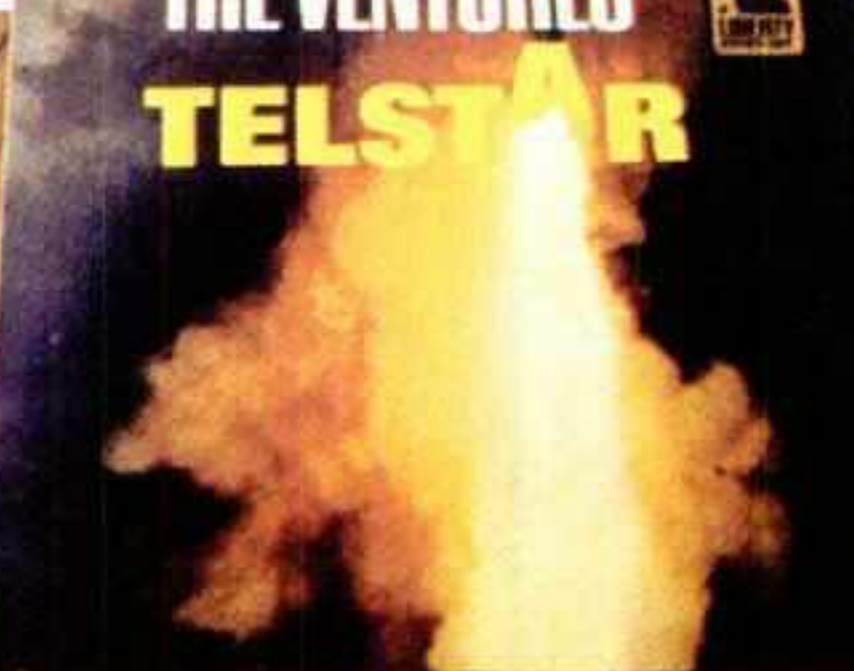
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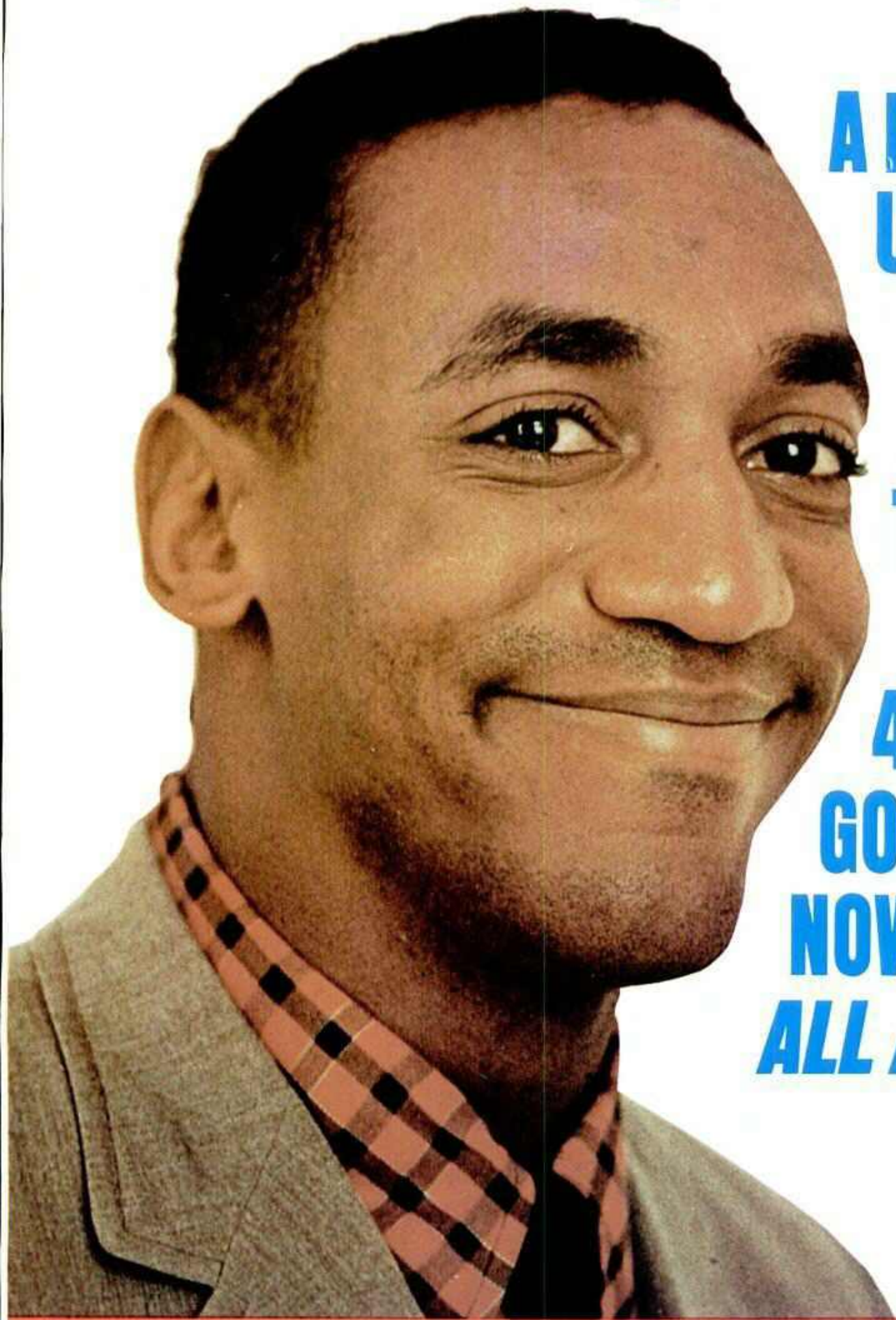
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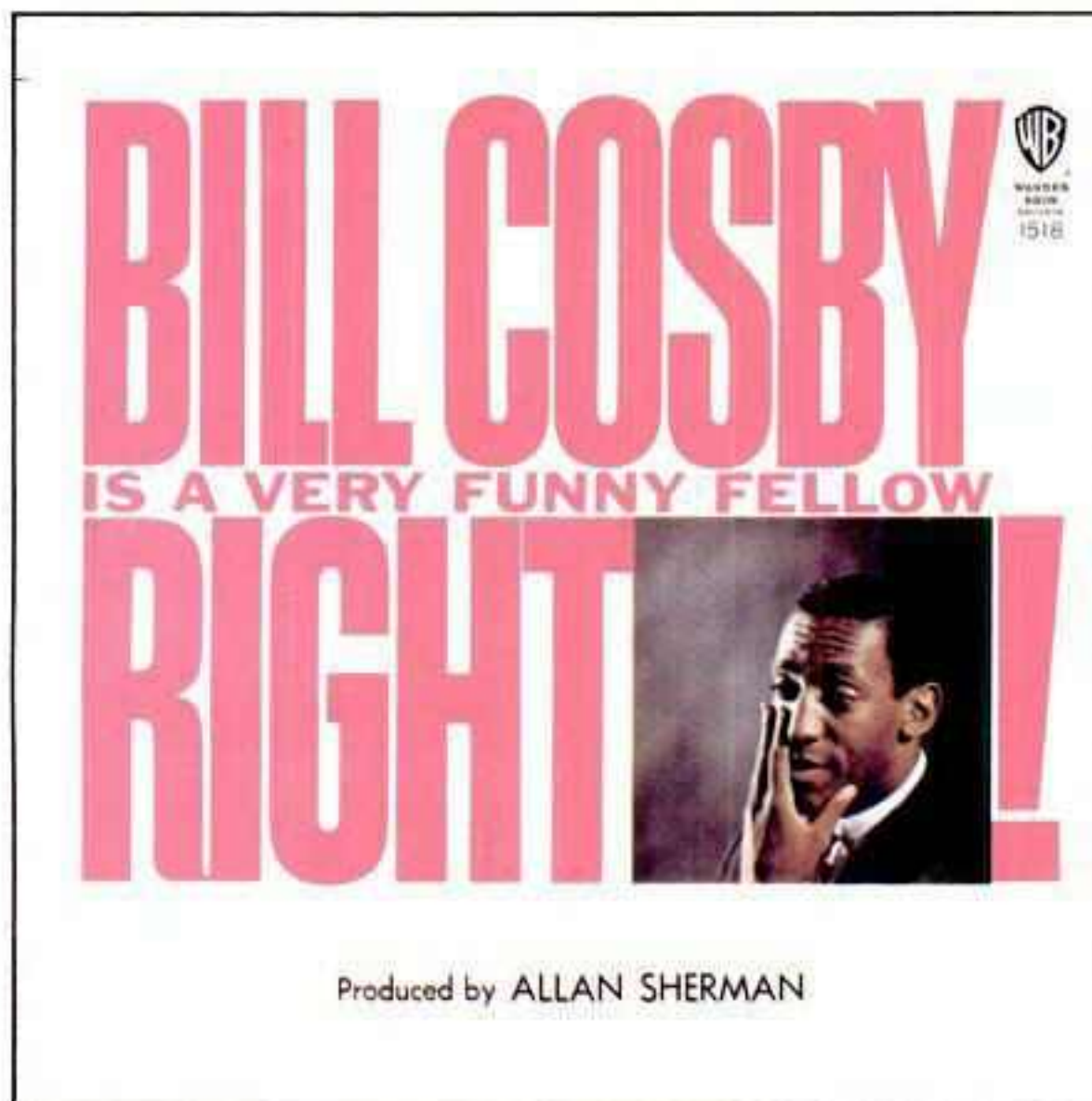
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WATCH BILL COSBY RECEIVE FOUR GOLD RECORD AWARDS ON THE H

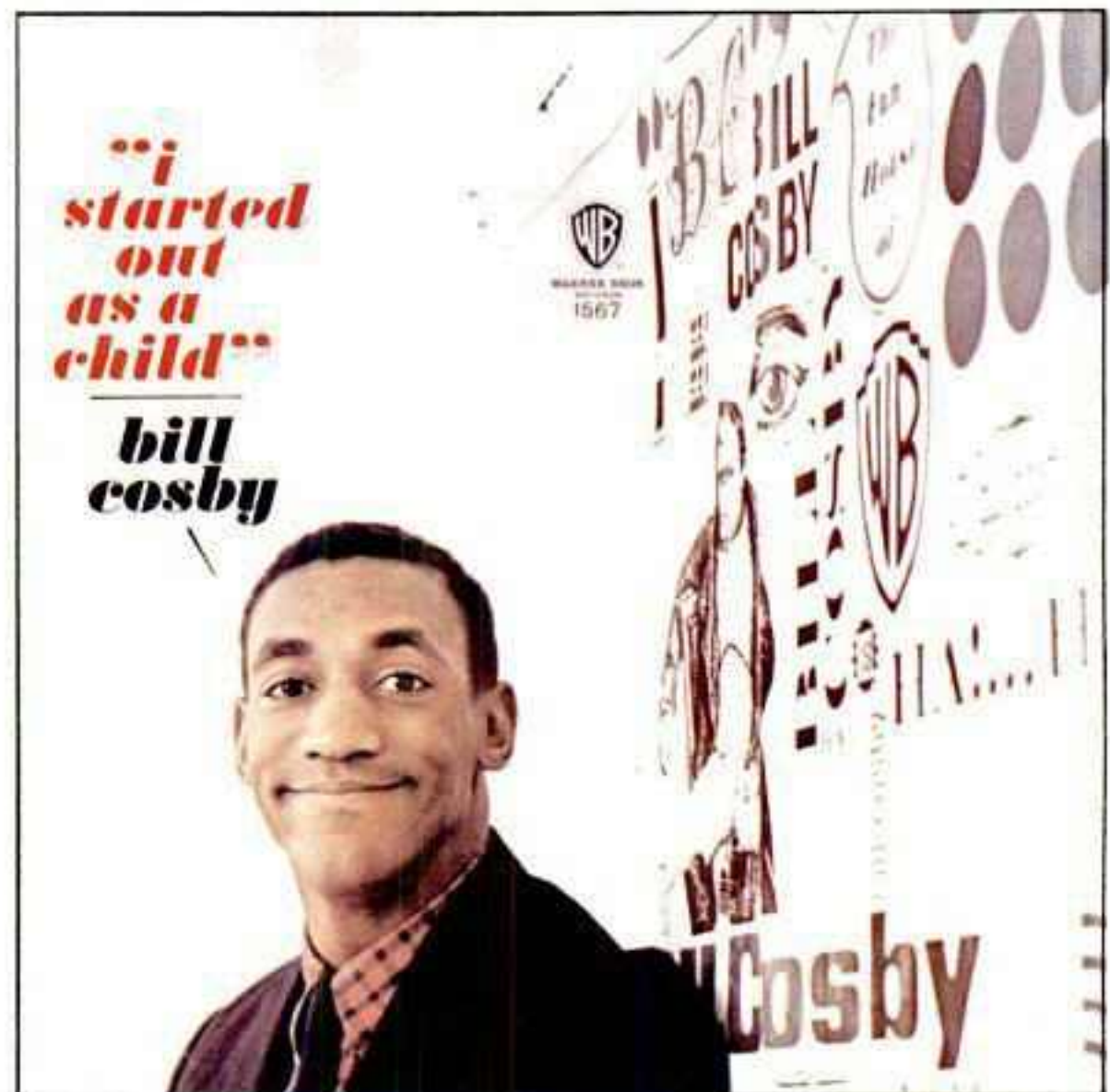
S. PRESENTS...

Bill Cosby!!!

WS 1518 W 1518



WS 1567 W 1567

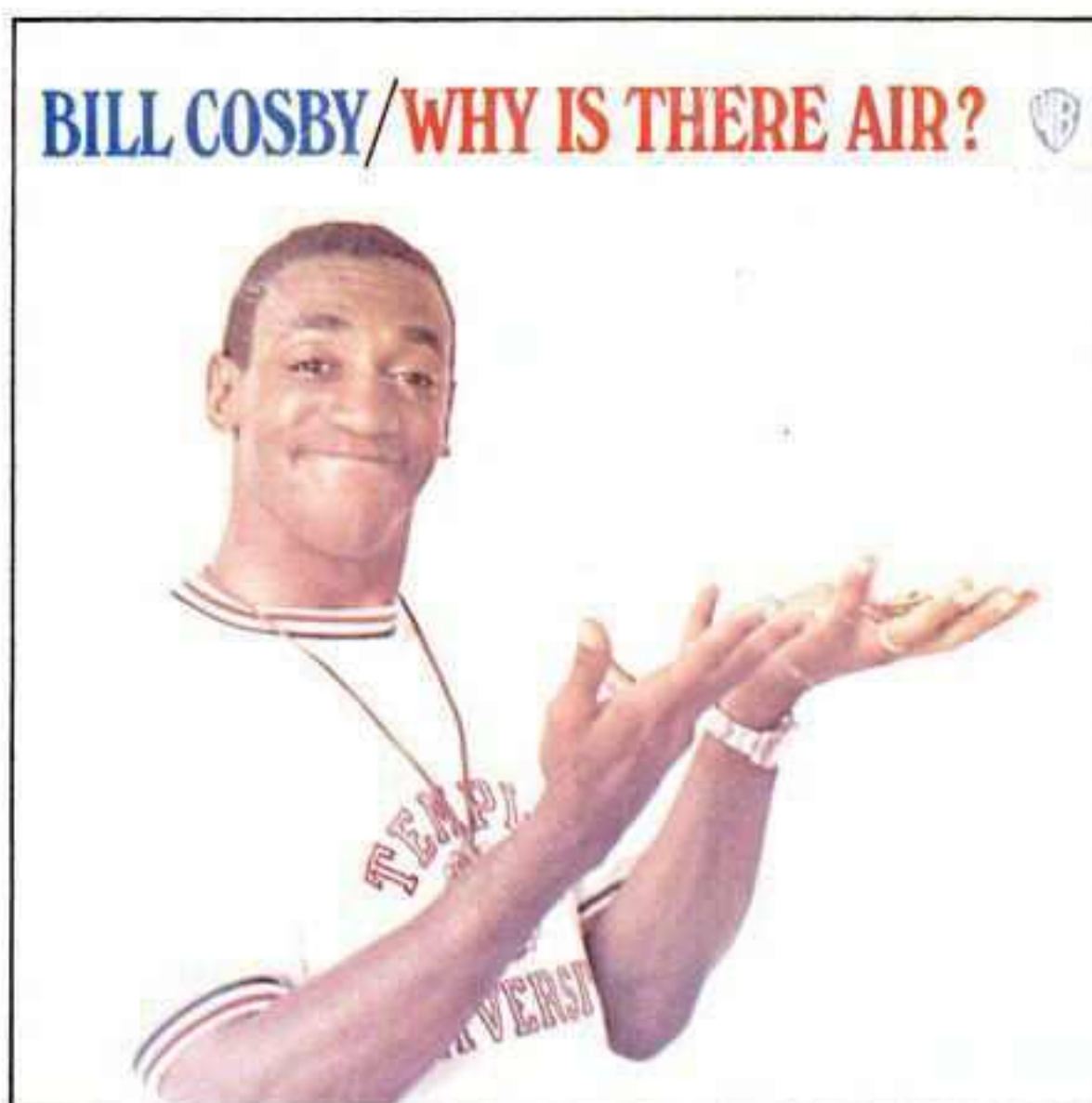


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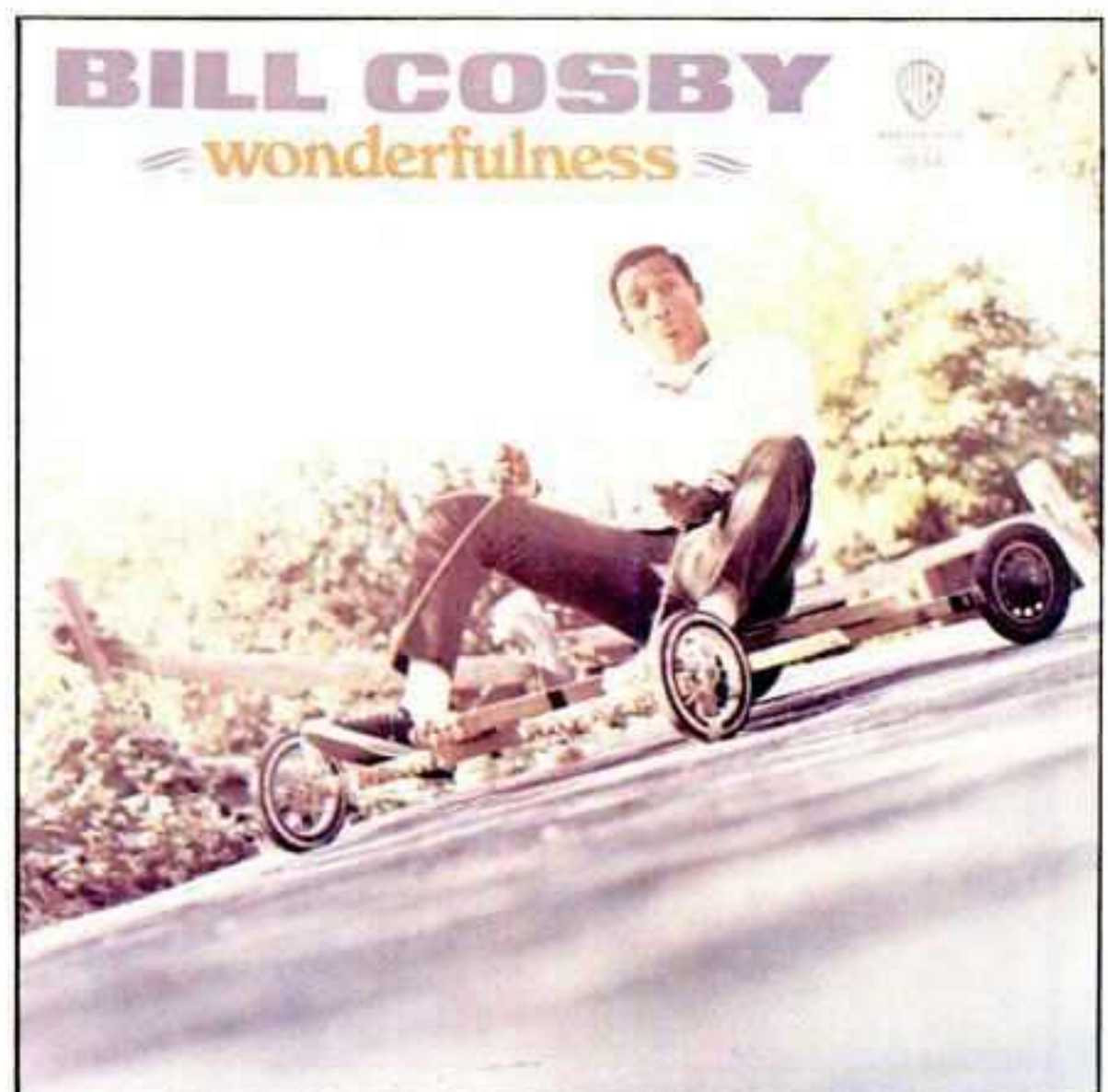
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POP SPOTLIGHT

PORTRAIT OF THE WEST

Lorne Greene. RCA Victor LPM-3678 (M); LSP-3678 (S)

TV star Lorne Greene comes through with another package of western tunes that will delight his countless "Bonanza" fans. Included are "The Search," "Mule Train," and a whimsical "Nellie Cole."



POP SPOTLIGHT

MOOD FOR LOVE

Mr. Acker Bilk. Atco 33-197 (M); SD 33-197 (S)

Jazzman Acker Bilk goes lush again—always a successful venture for him—with standards for lovers like "I'm Confessin'," "It Had to Be You," and "When Your Lover Has Gone." Result: One outstanding album. Another sales winner.



POP SPOTLIGHT

HEATH VS. ROS—ROUND 2

Ted Heath/Edmundo Ros. London SP 44089 (M)

A first pairing of the two big bands proved to be a profitable venture, and round two should follow the same successful path. Especially effective are "There Once Was a Man" and "America" from "West Side Story." Stereo is superior, and the album should prove to be a blockbuster.



POP SPOTLIGHT

WHERE IT'S AT!

Gloria Lynne. Fontana MGF 27555 (M); SRF 67555 (S)

Leading off with her unusual approach to "Strangers in the Night," the vocalist has come up with an exciting package that's sure to become a top seller. Her "Yesterday," the Beatles' classic, receives a warm reading, and "You Came a Long Way From St. Louis" is a powerhouse.



POP SPOTLIGHT

BACK DOOR MEN

The Shadows of Knight. Dunwich LP 667 (M); SD 667 (S)

The Chicago group who recently scored on the singles and LP chart with "Gloria" have come up with a rockin' second album. Recent efforts "Bad Little Woman" and "I'm Gonna Make You Mine" are included and give the necessary sales potential. Package rocks throughout and should be another winner.



POP SPOTLIGHT

HITS FROM THE HORN OF NINI ROSSO

Columbia CL 2574 (M); CS 9374 (S)

This beautiful package of current continental favorites should establish the European trumpeter as a major artist on this side of the Atlantic. "Somewhere, My Love" and "Games That Lovers Play" are just two gems that get the lush treatment to excellent effect. Much programming with sales sure to follow.



POP SPOTLIGHT

THE POPULAR DUKE ELLINGTON

RCA Victor LPM-3576 (M); LSP-3576 (S)

Ellington and his band never sounded so good. This top notch package of his best, including "Mood Indigo," "Take the 'A' Train" and "Solitude," is recorded in today's finest sound, and is bound to be a top programming and sales item.



POP SPOTLIGHT

PROMISE HER ANYTHING

Joe Sherman and the Arena Brass. Epic LN 24219 (M); BN 26219 (S)

But give her this album! Sherman has assembled a delightful program of Mariachi-flavored instrumentals that's loaded with sales appeal. His current single, "Paradise," leads off the package that also includes "Band of Gold" and "String of Pearls," and the entire album is a treat.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

TRINI LOPEZ'S GREATEST HITS

Reprise R 6226 (M); RS 6226 (S) (780-06226-3; 780-06226-5)

HOW SWEET IT IS

Jackie Gleason, Capitol W 2582 (M); SW 2582 (S) (300-02582-3; 300-02582-5)

★ NEW ACTION LP's

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

SUGAR & SPICE . . .

Cryan' Shames, Columbia CL 2589 (M); CS 9389 (S) (350-02589-3; 350-09389-5)

SOUL OF THE MAN . . .

Bobby Bland, Duke DLP 79 (M); SLP 79 (S) (443-00079-3; 443-00079-5)

WINCHESTER CATHEDRAL . . .

Lawrence Welk, Dot DLP 3774 (M); DLP 25774 (S) (430-03774-3; 430-25774-5)

HANDFUL OF SOUL . . .

James Brown, Smash MGS 27084 (M); SRS 67084 (S) (815-27084-3; 815-67084-5)

BORN A WOMAN . . .

Sandy Posey, MGM E 4418 (M); SE 4418 (S) (660-04418-3; 660-04418-5)

BROADWAY BASIE'S WAY . . .

Count Basie and His Orchestra, Command RS 905 (M); RS 905 SD (S) (855-00905-3; 855-00905-5)

STAY WITH ME . . .

Vic Damone, RCA Victor LPM 3671 (M); LSP 3671 (S) (775-03671-3; 775-03671-5)



POP SPOTLIGHT

SWINGIN' COUNTRY

Si Zentner. Liberty LRP-3481 (M); LST-7481 (S)

Si Zentner's big band approach to country classics like "Born to Lose," "Your Cheatin' Heart" and "Ramblin' Rose" is fresh and stirring. Zentner's trombone work is, of course, a delight. His "King of the Road" is a winner.



SOUNDTRACK SPOTLIGHT

RETURN OF THE SEVEN

Soundtrack. United Artists UAL 4148 (M); UAS 5148 (S)

The track uses much of the "Magnificent Seven" score, which was never released in album form, and some new Bernstein material. It adds up to a first-class work, up to the Bernstein standard. The film features Yul Brynner and Jordan Christopher.



CLASSICAL SPOTLIGHT

4 GREAT VIOLIN CONCERTOS (3 LP's)

Henryk Szeryng. Mercury OL3-117 (M); SR3-117 (S)

Szeryng embellishes a good deal in all these great violin concertos with cleverness and broadness of execution followed closely by the London. Results are interesting and different, with the violin dominating the action most of the way.



POP SPOTLIGHT

IT'S A ROCKING THING!

Cozy Cole. Columbia CL 2553 (M); S 2553 (S)

Drummer Cozy Cole beats up a variety of rhythms here, from a rocking "Whole Lotta Shakin' Goin' On" to a slow "Organ Grinder Swing." The pace is hep and modern throughout, tailored perfectly for today's teens and young adults as well as the older set. Stereo version good.



TV SOUNDTRACK SPOTLIGHT

ALICE THROUGH THE LOOKING GLASS

TV Soundtrack. RCA Victor LOC-1130 (M); LSO-1130 (S)

All the excitement of a Broadway first-nighter or a premiere movie (a hit, of course) is contained in this album. Best tunes are Nanette Fabray's "I Wasn't Meant to be a Queen," "Keep on the Grass" by Roy Castle and "Alice Is Coming to Tea."



CLASSICAL SPOTLIGHT

HANDEL: TWELVE CONCERTI GROSSI, OP. 6 (3 LP's)

Alexander Schneider & His Chamber Orchestra. RCA Victor LM-6172 (M); LSC-6175 (S)

Here is a flawless interpretation, boldly and skillfully played by both the quartet of principals (Schneider, Felix Galimer, Charles McCracken and Robert Conant) and the rest of the unit. Interplay is free and rich, with the whole full of harmony and melodic vitality.



POP SPOTLIGHT

THE POPULAR DUKE ELLINGTON

RCA Victor LPM-3576 (M); LSP-3576 (S)

Ellington and his band never sounded so good. This top notch package of his best, including "Mood Indigo," "Take the 'A' Train" and "Solitude," is recorded in today's finest sound, and is bound to be a top programming and sales item.

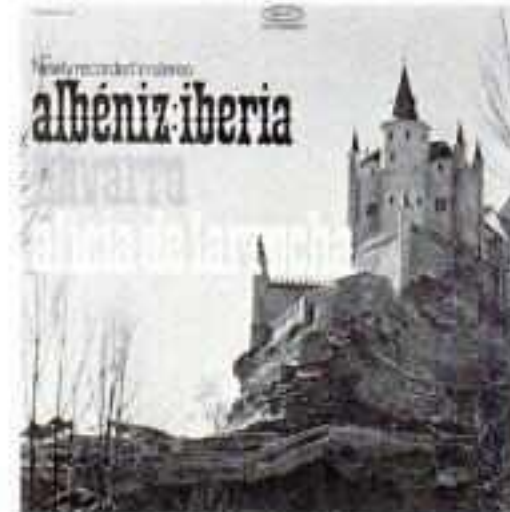


SOUNDTRACK SPOTLIGHT

AFTER THE FOX

Soundtrack. United Artists UAL 4148 (M); UAS 5148 (S)

With music composed and conducted by Burt Bacharach and lyrics to the title song by Hal David, this movie score can't miss. Add to the soundtrack's overall snappy beat and well paced tunes, the title song sung by the Hollies and Peter Sellers and it becomes a giant. A highly entertaining track.

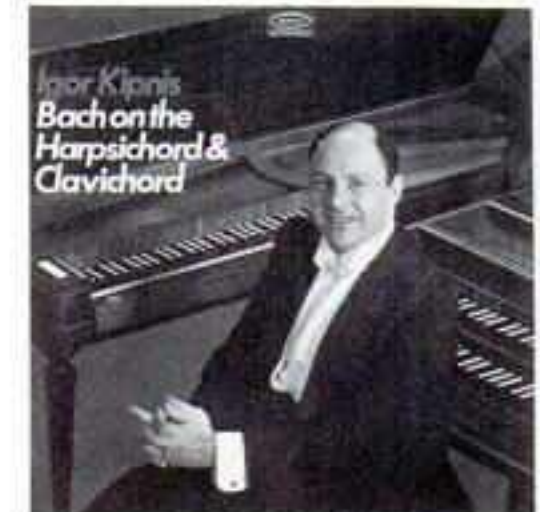


CLASSICAL SPOTLIGHT

ALBENIZ: IBERIA/NAVARRA (2 LP's)

Alicia de Larrocha. Epic SC 6058 (M); BSC 158 (S)

Coinciding with her current American tour, Miss de Larrocha lends her strong touch to a remarkable performance of the 12-part "Iberia," Albeniz' immortal work. A lively "Navarra," also filled with Spanish rhythms, is a bright conclusion to the package.



CLASSICAL SPOTLIGHT

BACH ON THE HARPSICHORD & CLAVICHORD

Igor Kipnis. Epic LC 3932 (M); BC 1332 (S)

A fascinating recording by an outstanding keyboard musician. Kipnis demonstrates he is equally at home on both instruments and also demonstrates the subtle difference in tone between the flashier harpsichord and the more-delicate clavichord.

(Continued on page 62)

"COMING ON STRONG"

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SMASH SINGLE**

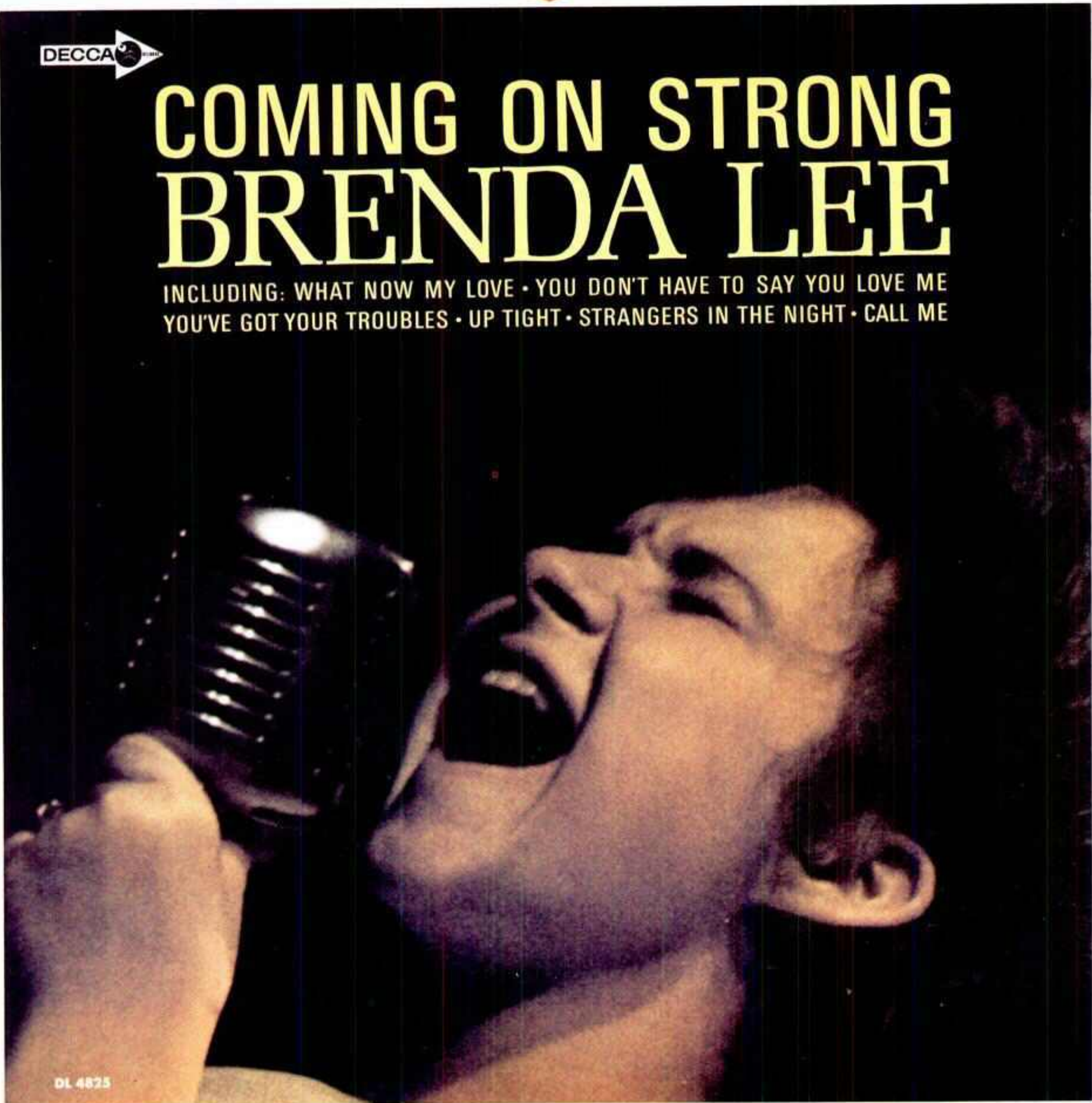
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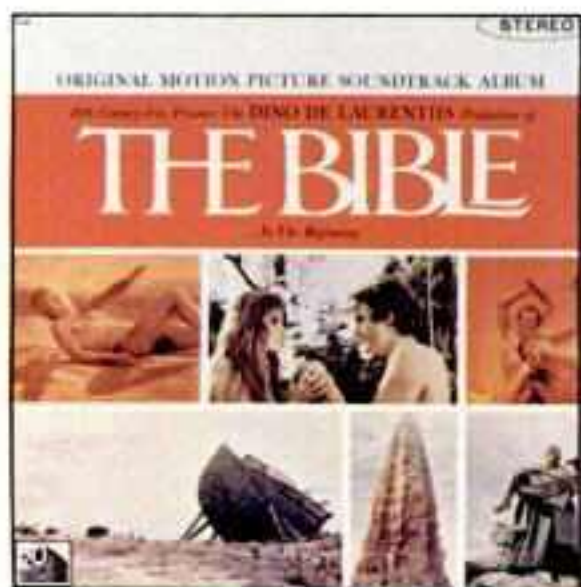
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Audio Fidelity
8 Trk-L-16-5924
4 Trk-F-16-5924



Verve
8 Trk-L-14-8658
4 Trk-F-14-8658



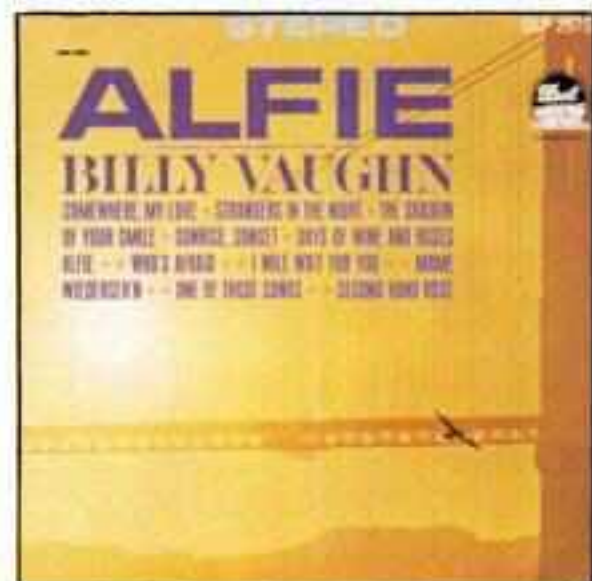
Colpix
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Kapp
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4 Trk-F-52-3500



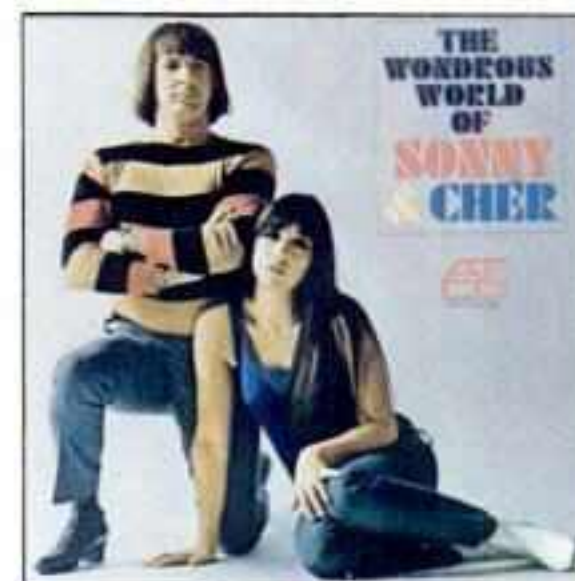
Starday
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4 Trk-F-55-363



Dot
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4 Trk-F-15-25751



Roulette
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4 Trk-F-22-25336



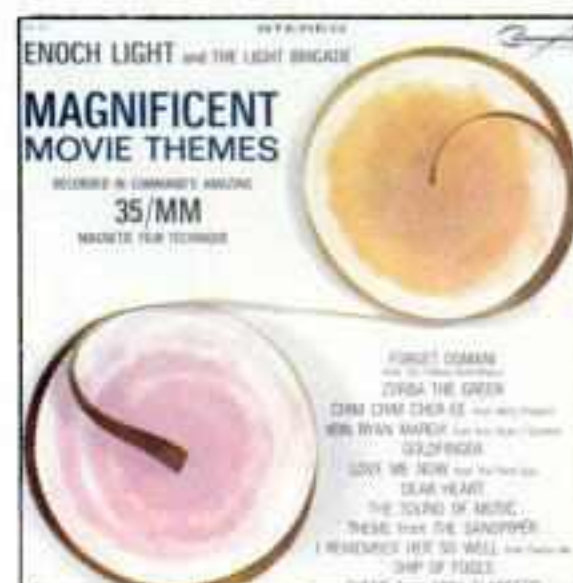
Atco
8 Trk-L-45-33183
4 Trk-F-45-33183



Verve
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4 Trk-F-14-5004



B.T.Puppy
8 Trk-L-72-1001
4 Trk-F-72-1001



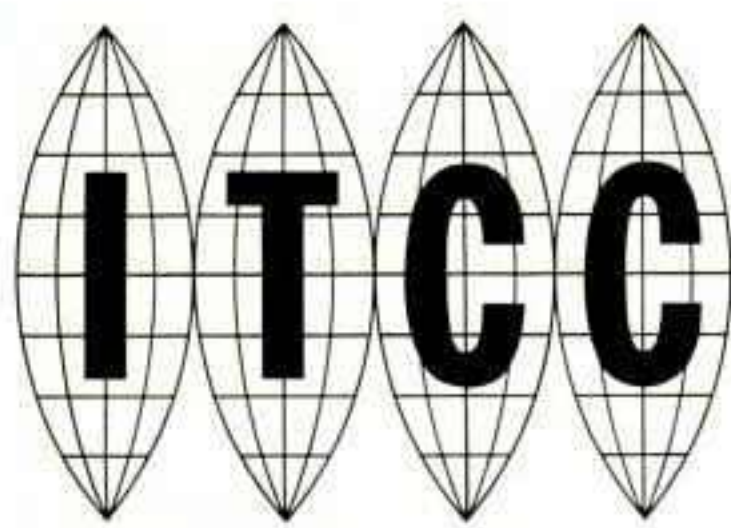
Command
8 Trk-L-30-887
4 Trk-F-30-887



Atlantic
8 Trk-L-44-8129
4 Trk-F-44-8129



A & M
8 Trk-L-51-118
4 Trk-F-51-118



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4 Trk-F-36-2030

BELGIUM

(Courtesy Humo)

This Week	Last Week	Title	Artist
1	4	LITTLE MAN	Sonny and Cher (Atlantic)—Intro
2	1	CHERIE	E. Wally
3	3	YELLOW SUBMARINE	Beatles
4	2	DANS JE DE HELE NACHT MET MIJ	Karin Kent
5	5	BLACK IS BLACK	Los Bravos
6	9	SM 27.73	John Larry
7	6	TOO SOON TO KNOW	Roy Orbison
8	12	LARA'S THEME	Diverse
9	7	GUANTANAMERA	Digno Garcia
10	—	DOMMAGE, DOMMAGE	E. Humperdinck

BRITAIN

(Courtesy Record Retailer)

This Week	Last Week	Title	Artist
1	5	GOOD VIBRATIONS	Beach Boys (Capitol)—Immediate
2	3	SEMI-DETACHED SUBURBAN MR. JAMES	Manfred Mann (Fontana)—Meteor
3	1	REACH OUT, I'LL BE THERE	Four Tops (Tamlamotown)—Belinda
4	8	GIMME SOME LOVING	Spencer Davis (Fontana)—Island
5	4	HIGH TIME	Paul Jones (HMV)—Dean Street
6	16	HOLY COW	Lee Dorsey (Stateside)—Marsaint
7	2	STOP, STOP, STOP	Hollies (Parlophone)—Gralto
8	6	I CAN'T CONTROL MYSELF	Troggs (Page One)—Dick James Music
9	13	IF I WERE A CARPENTER	Bobby Darin (Atlantic)—Robbins
10	35	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Burlington
11	7	DISTANT DRUMS	Jim Reeves (RCA Victor)—Acuff-Rose
12	9	NO MILK TODAY	Herman's Hermits (Columbia)—Hournew
13	14	A FOOL AM I	Cilla Black (Parlophone)—Shapiro Bernstein
14	10	WINCHESTER CATHEDRAL	New Vaudeville Band (Fontana)—Meteor
15	12	GUANTANAMERA	Sandpipers (Pye)—Harmony
16	31	WHAT WOULD I BE	Val Doonican (Decca)—Marvel
17	20	HELP ME GIRL	Eric Burdon and the Animals (Decca)—Anim
18	11	TIME DRAGS BY	Cliff Richard (Columbia)—Shadam
19	15	BEND IT	Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn
20	33	FRIDAY ON MY MIND	Easybeats (United Artists)—UA
21	26	A LOVE LIKE YOURS	Ike and Tina Turner (London)—Belinda
22	17	I'VE GOT YOU UNDER MY SKIN	Four Seasons (Philips)—Chappell
23	23	ALL I SEE IS YOU	Dusty Springfield (Philips)—Belinda
24	41	WHAT BECOMES OF THE BROKEN HEARTED	Jimmy Rufin (Tamlamotown)—Belinda
25	18	BEAUTY IS ONLY SKIN DEEP	Temptations (Tamlamotown)—Jobete
26	29	SOMEWHERE MY LOVE	Mike Sammes Singers (HMV)—Robbins
27	24	ALL THAT I AM	Elvis Presley (RCA Victor)—Belinda
28	46	JUST ONE SMILE	Gene Pitney (Stateside)—Schroeder
29	—	MY MIND'S EYE	Small Faces (Decca)—Robbins
30	21	LADY GODIVA	Peter and Gordon (Columbia)—Dean St.
31	28	I LOVE MY DOG	Cat Stevens (Deram)—Dick James
32	34	RIDE ON BABY	Chris Farlowe (Immediate)—Mirage
33	30	WALK WITH ME	Seekers (Columbia)—Springfield
34	27	TOO SOON TO KNOW	Roy Orbison (London)—Acuff-Rose
35	25	YOU CAN'T HURRY LOVE	Supremes (Tamlamotown)—Belinda
36	19	I'M A BOY	The Who (Reaction)—Fabulous
37	42	I CAN'T MAKE IT ALONE	P. J. Proby (Liberty)—Screen Gems
38	32	BORN A WOMAN	Sandy Posey (MGM)—Shapiro Bernstein

This Week	Last Week	Title	Artist
39	22	HAVE YOU SEEN YOUR MOTHER	Rolling Stones (Decca)—Mirage
40	38	IT'S LOVE	Ken Dodd (Columbia)—Maurice
41	49	WHITE CLIFFS OF DOVER	Righteous Brothers (London)—Feldman
42	37	WRAPPING PAPER	The Cream (Reaction)—Draileas
43	44	HAPPENINGS 10 YEARS AGO	Yardbirds (Columbia)—Yardbirds
44	48	DEAR MRS. APPLEBEE	David Garrick (Piccadilly)—Dick James
45	39	I DON'T CARE	Los Bravos (Decca)—Palace
46	47	THE DREAMS I DREAM	Shadows (Columbia)—Shadows
47	50	MARBLE BREAKS, IRON BENDS	Peter Fenton (Fontana)—Burlington
48	—	96 TEARS?	(Question Mark) and the Mysterians (Cameo-Parkway)—Copyright
49	—	LIVING FOR YOU	Sonny and Cher (Atlantic)—Carlin
50	—	WEATHER FORECAST	Mastersings (Parlophone)—Maribus

DENMARK

This Week	Last Week	Title	Artist
1	1	EN TUSINFRYD I MIN HAND	Keld og The Donkeys
2	2	VED LANDSBYENS GADEKAER	Keld og The Donkeys
3	4	TRÆD AN VED MAKRONERNE	The Hitmakers
4	3	LITTLE MAN	Sonny and Cher
5	15	STOP, STOP, STOP	The Hollies
6	5	DER ER LYS I LYGTE	The Defenders
7	7	SUNNY	Cher
8	13	I'M A BOY	The Who
9	14	BENT IT	Dave Dee, Dozy, Beaky, Mick and Tich
10	11	MARIANNE	The Hootenanny Singers

FINLAND

(Courtesy ILTA-Sanommat)

This Week	Last Week	Title	Artist
1	2	LITTLE MAN	Sonny and Cher (Atlantic)
2	11	SUNNY GIRL	Johnny (Scandia)
3	1	SUMMER IN THE CITY	The Lovin' Spoonful (Kama Sutra)
4	3	EI TIPPA TAPA	Irwin Goodman (Philips)
5	13	SUMMER IN THE CITY	Danny (Scandia)
6	6	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield (Philips)
7	5	YELLOW SUBMARINE	The Beatles (Parlophone)
8	9	HAVALSSI	Tapio Rautavaara (Philips)
9	7	SUNNY AFTERNOON	The Kinks (Pye)
10	29	YOU DON'T HAVE TO SAY YOU LOVE ME	Kristina Hautala (Scandia)

GERMANY

(Courtesy Music Magazine)

This Week	Last Week	Title	Artist
1	—	EINE HANDVOLL REIS	Freddy (Polydor)—Esplanade
2	2	LITTLE MAN	Sonny and Cher (Atlantic)—Intro
3	4	DUNJA DU	Ronny (Telefunken)—Idee
4	1	BEND IT	Dave Dee, Dozy, Beaky Mick and Tich—(Star Club Records)—Lynn
5	3	SAG MIR WIE	Udo Murgens (Vogue)—Montana
6	10	ALLE MEINE TRAUME	Peter Beil (CBS)—Gerig
7	9	I CAN'T CONTROL MYSELF	The Troggs (Hansa)—Budde
8	12	HAVE YOU SEEN YOUR MOTHER BABY, STANDING IN THE SHADOW	The Rolling Stones—(Decca)—Mirage
9	15	SUNSHINE SUPERMAN	Donovan (Epic)—Southern
10	7	HANKY PANKY	Tommy James (Vogue)—T-M

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	REACH OUT, I'LL BE THERE	Four Tops (Tamlamotown)—Belinda
2	2	BEND IT	Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)—Impala-Basart

This Week	Last Week	Title	Artist
3	1	HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOW	Rolling Stones (Decca)—Essex-Basart
4	7	LAST TRAIN TO CLARKSVILLE	The Monkees (RCA)—Int. Muziek Comp.
5	10	I CAN'T CONTROL MYSELF	The Troggs (Fontana)—Leeds-Basart
6	9	DANDY	Clinton Ford (Pye)/Kinks (Pye)—Belinda
7	8	DISTANT DRUMS	Jim Reeves (RCA)—Int. Muziek Comp.
8	5	SUNNY	Bobby Hebb (Philips); Cher (Imperial); Georgie Fame (Columbia)—Connelly-Basart
9	6	LITTLE MAN	Sonny & Cher (Atlantic)—Belinda
10	—	SAMMY	*Ramses Shaffy (Philips)—Basart

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MONDO IN MI	7a—*Adriano Celentano (Clan)—Clan-Curci
2	2	BANG BANG	*Equipe 84 (Ricordi)—Ariston
3	4	C'ERA UN RAGAZZO	*Gianni Morandi (RCA)—RCA
4	3	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Pickwick
5	7	E' LA PIOGGIA CHE VA	*Rokes (Arc)
6	8	UNA RAGAZZA IN DUE	*Giganti (Ri Fi)—RIAS
7	5	SONO COME TU MI VUOI	*Mina (Ri Fi)—Curci
8	6	THEME FROM "DR. ZHIVAGO"	*Bob Mitchell (Variety)—Curci
9	10	YELLOW SUBMARINE	Beatles (Parlophon)
10	9	CENTO GIORNI	*Caterina Caselli (CGD)—Superfonic
11	13	LOVE ME, PLEASE LOVE ME	Michel Polnareff (Vogue)—Southern
12	11	WITH A GIRL LIKE YOU	Troggs (Ricordi Intl.)—Ritmi e Canzoni
13	12	RIDERA	*Little Tony (Durium)
14	—	PERDONALA	*Little Tony (Durium)
15	14	UN RAGAZZO DI STRADA	*Corvi (Ariston)—Ariston

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YUME WA YORU HIRAKU	*Sono Mari (Polydor); Midorikawa Ako (Crown)—JASRAC
2	2	KOKKOTSU NO BLUES	*Aoe Mina (Victor)—JASRAC
3	4	ONNA NO TAMEIKI	*Mori Shinichi (Victor)—JASRAC
4	3	YANAGASE BLUES	*Mikawa Kenichi (Crown)—JASRAC
5	5	YOGIRI NO BOJO	*Ishihara Yuujiro (Teichiku)—JASRAC
6	6	AOI NAGISA	J. Yoshikawa & Blue Comets (Columbia)—Seven Seas
7	8	NEONGAWA	*Bob Satake (King)—JASRAC
8	10	HONKI KASHIRA	*Shimakura Chiyoko (Columbia)—JASRAC
9	9	ITSUMADEMO ITSUMADEMO	*The Savages (Philips)—Top
10	—	YOGIRI NO HODO	*Kayama Yuuzo (Toshiba)—JASRAC

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

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

NEW ZEALAND

This Week	Last Week	Title	Artist
1	2	SWEET PEA	Tommy Roe
2	1	WITH A GIRL LIKE YOU	The Troggs
3	6	SUMMER IN THE CITY	The Lovin' Spoonful
4	5	JUST LIKE A WOMAN	Manfred Mann
5	3	SUNSHINE SUPERMAN	Donovan
6	9	WHERE WERE YOU WHEN I NEEDED YOU	The Grass Roots
7	7	LOVE LETTERS	Elvis Presley
8	—	LADY GODIVA	Peter & Gordon
9	8	I SAW HER AGAIN	The Mama's and The Papa's
10	11	VISIONS	Cliff Richard

PERU

This Week	Last Week	Title	Artist
1	1	EXTRANOS EN LA NOCHE	Frank Sinatra (Reprise)
2	2	SIN FINAL	Los Aragon (Musart)
3	3	LA PRIMERA PIEDRA	Los Doltons (Sono Radio)
4	4	NIEGALO	Miguelito Poventud (RCA)
5	5	LA VENTANA	Los Doltons (Sono Radio)
6	6	LUNES, LUNES	The Mama's and the Papa's (RCA)
7	7	CUMBIA DE BUENAVENTURA	Sonora Matancera (Seeco)
8	8	TUMBA LA CANA	Celina y Reutilio (Kubanay)
9	9	CUANDO VIVAS CONMIGO	Javier Solis (Columbia)
10	10	LUCERITO	Los Chamas (Sono Radio)

From The Music Capitals of the World

Continued from page 50

15 Golden Globe Awards on NBC-TV. . . . Tommy Sands opened a four-week engagement in "Take Me Along" at the Paper Mill Playhouse in Milburn, N. J. last Tuesday (15). The show next plays three weeks at the Mineola (N. Y.) Playhouse. . . . CBS-TV will present "Frank Sinatra: A Man and His Music—Part II," on Dec. 7.

MIKE GROSS

PARIS

Between TV appearances in Canada, Turkey and Italy, Vogue singer-composer Jean-Jacques Debout has recorded four new songs which released on an EP this week. Principal titles are "Le Village n'est pas La Ville" and a Christmas song, "C'est la Dernière Année." . . . For the 20th anniversary of UNICEF, Danny Kaye, Marlon Brando, Jane Fonda, Shirley MacLaine, Guy Beart, Maurice Chevalier, Juliette Greco, Raymond Devos and Alain Delon will star in a charity gala at the Alhambra Theater next Friday (25). . . . For Barclay star Jacques Brel's last day of his season at the Olympia Theater, Radio Luxembourg devoted its entire program Nov. 1 to the singer, featuring selections from his recordings, interviews with Brel and his friends and a direct transmission from the stage of the Olympia Theater. . . . Publicist Jacques Aubrey is launching a scheme for the forthcoming French elections in which Parliamentary candidates will be invited to record their election addresses on 45 r.p.m. disks. Records will include samples of folk songs from the region in which the candidates are standing and, on the flip side, a parody of the election address of the candidate's opponent, written by satirical singer Edmond Meunier. . . . Joe Dassin's recording of "Guantanamo" on CBS is getting extensive radio plugging. . . . Polydor reports good sales for the new Jeanne Moreau album.

Vogue has released a new EP of songs in French by Petula Clark, including a French version of "Everybody Wants to Go to Heaven, But Nobody Wants to Die." . . . CBS is releasing an EP by French-Canadian singer-composer Michel Conte some of whose songs were introduced recently by Monique Leyrac at the Olympia Theater. . . . Pathe-Marconi is releasing an EP of new songs by Enrico Macias to coincide with the singer's season at the Olympia Theater. Titles include "J'ai Peur" and "Jamais Deux Sans Trois." Also on the bill with Macias is Yugoslav singer Tereza, who has recorded "Lara's Theme" for Columbia. . . . CBS will shortly release an LP of the "Marc'o play "Les Idoles," a satire on the life of two famous French idols, which opens at the Bobino Theater on next Thursday (24). . . . Philips last week released new albums by New Zealand singer Graeme Allwright and by 15-year old Chantal Kelly. . . . New Adamo EP for Pathe-Marconi includes the titles

"En Bandouliere" and "On n'a Plus le Droit." . . . Sheila's latest for Philips is "L'Heure de la Sortie." . . . Pathe-Marconi has released EP's featuring "Good Vibrations," by the Beach Boys and "Guantanamo," by the Sandpipers. . . . Count Five's "Psychotic Reaction" has been released here on the A-Z label. . . . Vogue releases this week include the American hits "Mister Diegingly Sad," by the Critters and "See You in September" and "Go Away Little Girl," by the Happenings. . . . Barclay will release the Salle recording of Ella Fitzgerald's "These Boots Are Made for Walking." MIKE HENNESSEY

ROME

On their way back from the Zurich Festival, Robertino and David Matalon, Cemed-Carosello general manager, went to Munich for Robertino to test in German for Polydor producer Gerard Mendelson. . . . After issuing a single from the movie soundtrack of "Une Femme et Une Femme" public demand forced Cemed-Carosello, UA licensees to release the this is the label's first success with UA material. . . . Curci is promoting Batman recordings for which it is subpublisher. Merchandising of Batman guns, dresses, shoes, etc., will be started soon. Giampiero Scussel, Durium a&r man, flew to Monaco to meet Noel Coutifson, Radio Monte Carlo general manager. Part of the station's programs are beamed to West Italy and Durium has two weekly 30-minute programs. . . . Rocky Roberts switched from Disques Barclay (France) to Durium. . . . Ombretta Colli, Giorgio Gaber's wife, joined her husband's label, Rifi. . . . Saar leased its catalog to Yasef Alguadis of Istanbul, for Turkey

GERMANO RUSCITTO

LAS VEGAS

Anni Anderson, who closed at the Thunderbird Hotel in September after a record 10 months, is currently busy appearing in several British TV shows, and is negotiating to start her own, "The Anni Anderson Show" in London. Miss Anderson will also cut for Polydor Records in December; Atlantic Records will distribute the LP's in the States. . . . Trini Lopez, who opened at the Flamingo Nov. 11, has been asked by his Reprise Records bosses to cut an album live here. . . . Maria Cole, wife of the late Nat King Cole, will open at the Flamingo Dec. 1. . . . Frankie Avalon has signed George Wyle to write special material for his new nightclub act which will unveil Nov. 17 when he opens a two-week engagement at the Fremont Hotel. He has also signed Paul Moer as conductor-arranger. . . . More than 40,000 reservations to see Frank Sinatra at the Sands were turned down. Sinatra, originally slated to stay at the hotel for three weeks, closed Nov. 14, a week early, and comedian Dick Shawn replaced him.

DON DIGILIO

TOP TIPS

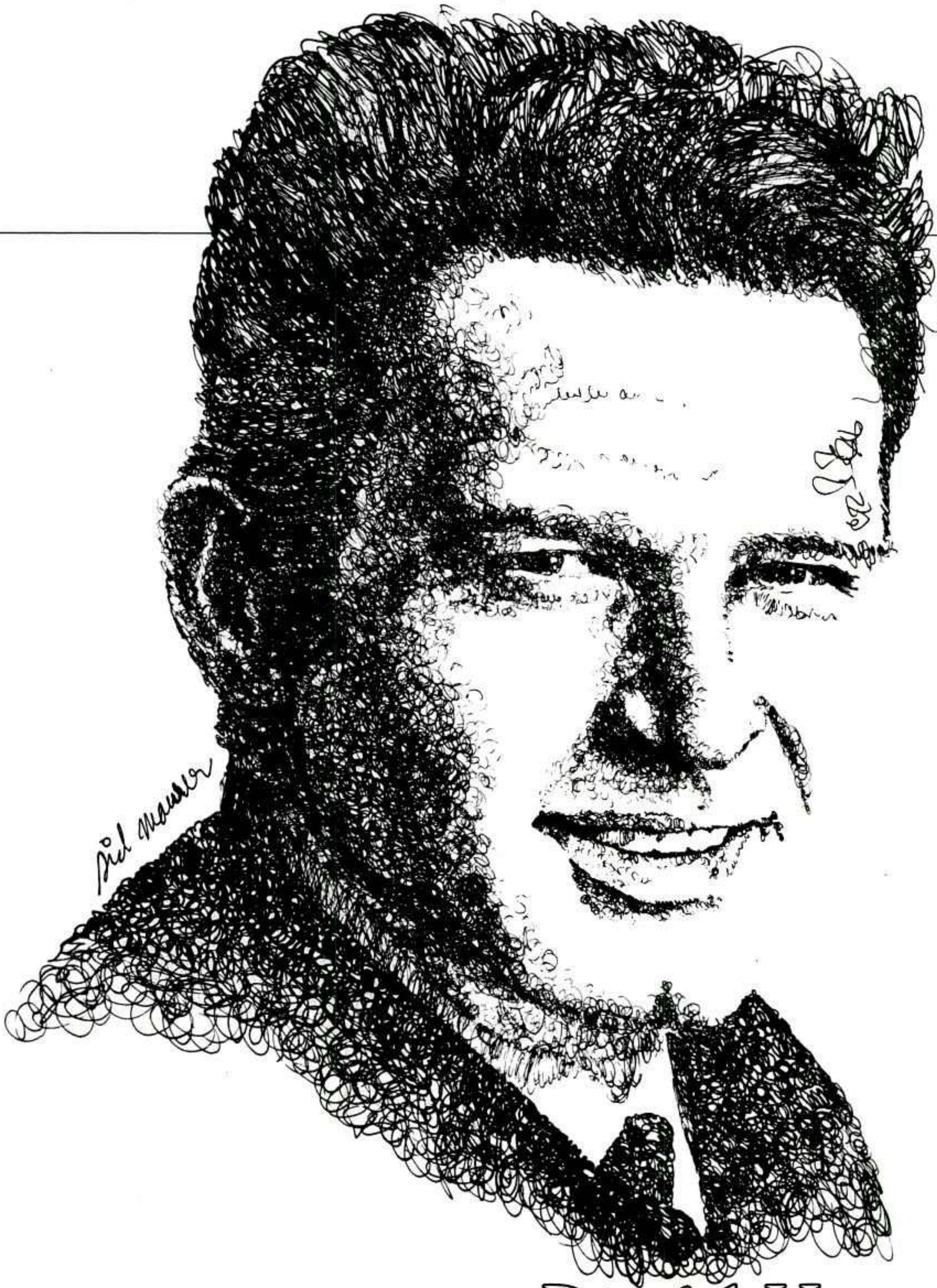
STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

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

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like THE MONKEES, DR. ZHIVAGO, SUPREMES A' GO-GO.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like YESTERDAY AND TODAY, SPINOUT, FIDDLER ON THE ROOF.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like EAST-WEST, THE DAVE CLARK FIVE'S GREATEST HITS, SOUL AND INSPIRATION.



David Houston

Here's the latest single release from David Houston, who won the 1966 Billboard Favorite Country Single award with his half-million seller, "Almost Persuaded."

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(But to Her)"** 5-10102

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ALBUM REVIEWS (continued)

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LOW-PRICED CLASSICAL

SPOTLIGHT

BEETHOVEN: MISSA SOLEMNIS (2 LP's)

Various Artists/Vienna Festival Orchestra (Krips). Everyman SRV-214/5 (M); SRV-214/5 SD (S)

Whereas the purchase price is budget for this 2 LP set, the quality is a happy contrast: high. Conductor Goehr, the orchestra, choir and principal singers interweave with the "Solemnis" majesty and magnificence. Krips and the Vienna give the "Coriola" and "Egmont" overtures a dramatic, effective reading.



JAZZ SPOTLIGHT

BRAZIL! BRAZIL! BRAZIL!

Bud Shank. World Pacific WP-1855 (M); WPS-1855 (S)

An exciting collection of 12 Brazilian tunes given the bossa-jazz treatment by Bud Shank, with top players Laurindo Almeida, Chet Baker, Joe Pass, Clare Fischer and Joao Donato, backed by a lush orchestra. Perfect for both easy-listening and jazz lovers. "Summer Samba" and "I Didn't Know What Time it Was" excellent.



JAZZ SPOTLIGHT

WHEN LIGHTS ARE LOW

Harry (Sweets) Edison. Liberty LRP-3484 (M); LST-7484 (S)

One of the finest "easy-listening" disks to come along in ages. The trumpet we've all heard with Sinatra, with Riddle, with Basie, at last gets a beautiful vocal and big band backing to produce a sound that's bound to move big. A superb collection of old and new "standards," such as "On a Clear Day" and "As Time Goes By."



R&B SPOTLIGHT

AND NOW!

Booker T. & The MG's. Stax 711 (M); S 711 (S)

Full of soul, this funky blues package should go far on the r&b and pop charts. Booker T. & the MG's combine their own songs with some of the big blues hits and come up with a groovy album. The group's rendition of Ray Charles "One Mint Julep" brings back strong memories of their past smash, "Green Onions," together with a bluesy shade of "Satisfaction." A powerhouse recording.

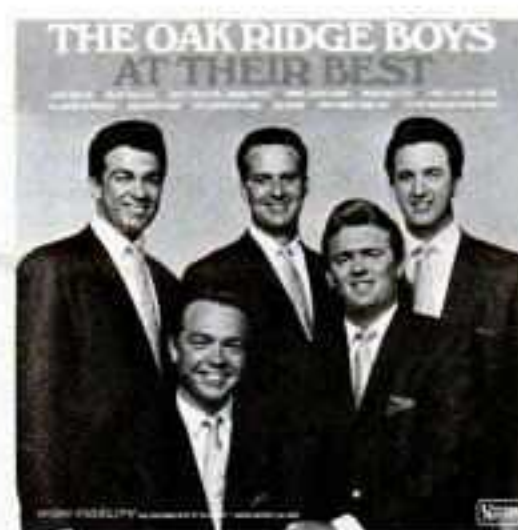


FOLK SPOTLIGHT

TIM BUCKLEY

Elektra EKL-4004 (M)

In the voice and music of Tim Buckley lies the combined sounds of Peter, Paul and Mary and Glenn Yarbrough all interwoven in one. He emits a potent crisp delivery with his versatile dynamic voice. Buckley is one to be watched closely for he should be sharing the spotlight with the top folk artists in a very short time.



GOSPEL SPOTLIGHT

THE OAK RIDGE BOYS AT THEIR BEST

United Artists UAL 3554 (M); UAS 6554 (S)

The spirit is really with this fine group as they sing "I Love Him So," "I Will Live For Jesus," "How Great Thou Art," etc. Gospel dealers will want this product, so will the consumers.



GOSPEL SPOTLIGHT

A VOICE OF HOPE

Marion Williams. Epic LN 24223 (M); BN 26223 (S)

This exciting singer has cut a good package here; and one that should appeal to a broader audience than just gospel buyers. She is great, of course, in that idiom; but she also presents here outstanding performances of such material as "Blowin' in the Wind" and "Without a Song."



GOSPEL SPOTLIGHT

GOD LEADS US ALONG

Smitty Gatlin Trio. Skylite 6047 (M)

Smitty Gatlin, a name in the gospel music field, has a trio daily gaining more importance in the area around Dallas and Fort Worth. Trio does outstanding job on "Gloryland," "Walk With Me," and others. Gospel fans will appreciate this album.



INTERNATIONAL SPOTLIGHT

OLE!

Manitas de Plata. Vanguard VRS-9224 (M); VSD-79224 (S)

A stellar flamenco guitarist, Manitas de Plata offers fandangos, alegrías, laments and more. Two of the highlights are "Twist Flamenco," which turns out to be more Latin than North American, and "Flamenco Fantasy," with the guitarist merging several flamenco forms. Jose Reyes and Manero Ballardo assist as vocalists.



SPECIAL MERIT PICKS

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



POP SPECIAL MERIT

ALL THUMBS

Thumbs Carllile. Smash MGS 27085 (M); SRS 67085 (S)

Now and then, Roger Miller steps aside and lets his guitar player Thumbs Carllile take the spotlight. This LP, features fine guitar instrumentals of "Strangers in the Night," "Autumn Leaves."



POP SPECIAL MERIT

MUSIC FROM CABARET

Jo Basile. Columbia CL 2575 (M); CS 9375 (S)

The Joe Basile version of "Cabaret" probably won't sell nearly as well as the original cast version, but Basile's bouncy, 1930's approach should find a wide audience. The score is superior, and the title song, "Willkommen" and "So What" are excellent singles bets.



LOW PRICE CHRISTMAS

SPECIAL MERIT

THE CHRISTMAS CAROLS OF EUROPE

Prague Madrigal Singers. Crossroads 22 16 0053 (M); 22 16 0054 (S)

A delightful potpourri of 31 selections from 15 European countries that could wind up as a seasonal surprise. The highly-regarded Prague Madrigal Singers handle the diverse musical styles represented, with their usual skill.



CLASSICAL SPECIAL MERIT

ALFRED BRENDEL PLAYS SCHUBERT

Vanguard VRS-1157 (M); VSD-71157 (S)

Brendel's work here is outstanding throughout as he shapes Schubert's pieces with a sensitive, lyrical style. He develops the work dramatically and transforms themes with a rare simplicity and economy.



CLASSICAL SPECIAL MERIT

AWAKE SWEET LOVE

Alfred Deller / Deller Consort. Bach Guild BG-673 (M); BGS-70673 (S)

Excellent voices and equally excellent instrumentation make this disk well worth buying. This veteran group always performs well and this selection is right up their alley.



CLASSICAL SPECIAL MERIT

G. HOLST: SAVITRI/CHORAL HYMNS

English Chamber Orchestra / Purcell Singers (I. Holst). Argo NF 6 (M); ZNF 6 (S)

Imogen Holt conducts another fine recording of her father's work. Janet Baker, Robert Tear and Thomas Hemsley are the capable soloists in "Savitri," a 20th-century chamber opera. "The Hymn of the Traveler"

ALBUM REVIEW POLICY

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

from the third group of "Choral Hymns from the Rig Veda" serves as an appropriate prelude. Three other hymns from the series lead off the first side.



FOLK SPECIAL MERIT

TODAY!

Mississippi John Hurt. Vanguard VRS-9220 (M); VSD-79220 (S)

The noted Mississippi blues singer who just died has a fine package here. The performances are distinctive and carry the authentic sound. "Pay Day," "Candy Man," "Make Me a Pallett on the Floor" are typical. There are informative notes by Nat Hentoff.



RELIGIOUS SPECIAL MERIT

EVERYBODY SINGS

Cliff Barrows and the Gang. Word W-3387 (M); WST-8387 (S)

A sing-along type album featuring a chorale of 55, this LP contains 23 tunes, including "The Restless Ones," "He's Everything to Me" and "Lord Keep Your Hand on Me." Fine leading by Cliff Barrows of the Bill Graham organization. Splendid potential for sales.



GOSPEL SPECIAL MERIT

THE SENSATIONAL SOUND OF THE TRAVELING NOTES

Nashboro LP 7034 (M)

This gospel group has enough dynamic vocal impact to put their listeners into the proper spiritual frame of mind with soul-searching soul tunes like "Make Me" and "He Won't Deny Me," this album could prove a big sales favorite.

★★★★
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.

SOUNDTRACK

RUN FOR YOUR WIFE
Soundtrack. RCA Victor LOC-1129 (M); LSO-1129 (S)

THE FORTUNE COOKIE
Soundtrack. United Artists UAL 4145 (M); UAS 5145 (S)

POPULAR

LET'S FACE THE MUSIC AND DANCE
Sammy Kaye. Decca DL 4823 (M); DL 74823 (S)

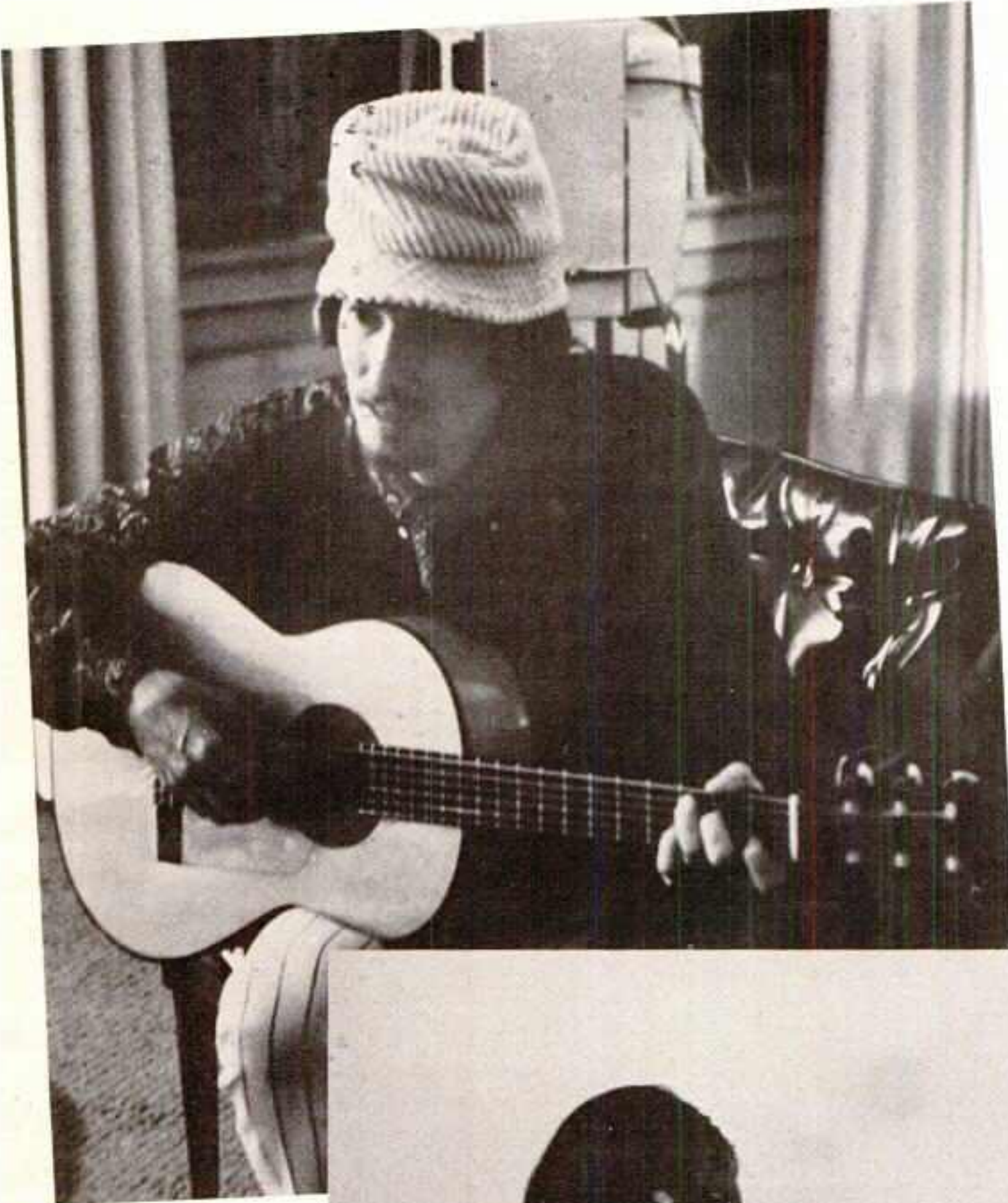
JUNGLE ADVENTURE
Don Randi Trio/Curtis Amy/Exotic Strings. Coliseum D 41002 (M); DS 51002 (S)

IN THE MOOD
Lenny Dee. Decca DL 4818 (M); DL 74818 (S)

(Continued on page 74)

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EDITORIAL

Knots to Untie

The seven-article trend series which ran on these pages through Nov. 12 pointed out several serious problems facing classical music and recordings. While the 26 record company officials quoted during the series differed on many points, on several issues there seemed to be surprising agreement among majors and independents.

The twin areas of artists and repertoire provide serious challenges to the industry. Robert Myers, a&r head for Angel Records, and Clark Galehouse, president of Golden Crest Records, both noted the difficulties faced by young instrumentalists in trying to crash through to star status. Apparently, vocalists like a Montserrat Caballe or an Elena Suliotis have an easier time striking the public's fancy.

Many record companies recognize their responsibility to develop new talent, but are faced with the realization that a Horowitz or a Rubinstein sells more records. And, what of the countless symphony orchestras in this country? It's staggering to realize how few of these orchestras record any more. The high cost of recording orchestral works in this country is often cited. This might be a good place for philanthropic subsidy.

In repertoire, the companies are bounding over each other to record neglected works and neglected composers, but it's not so easy for contemporary works. Orchestras sometimes play works of living composers and young instrumentalists, too, but all too often the established stars shy away from unusual works as Jean Martinon, conductor of the Chicago Symphony, pointed out at a recent press conference. And even he hasn't had any of his compositions recorded yet. Perhaps David Hall, president of Composers Recording Inc. had the answer with a separate system of recording contemporary works similar to the University Press for books. But, wouldn't cost be a stumbling block here, too? An answer will have to be reached soon. Even the supply of Telemann's works is not inexhaustible.

Pittsburgh Plays Variety of Fare With High Proficiency

NEW YORK — The Pittsburgh Symphony, under William Steinberg, one of the country's top orchestras, demonstrated its proficiency with contemporary and standard fare at Carnegie Hall last Monday (14). Major works were Stravinsky's "Capriccio for Piano and Orchestra," with Hilde Somer as soloist and Brahms' "Symphony No. 4."

The program opened with two newer pieces, Virgil Thompson's "Fantasy in Homage to an Earlier England," which premiered in Kansas this spring, and Robert Starer's "Mutabili," which was receiving its initial New York performance. The former is an apparently simple, but sensitive homage to Purcell's era in four parts with alternately slow and spirited passages. The latter seemed a minor work in five variants, skillfully written, but shadowy and lacking in sustained interest.

A different cast was the Stravinsky selection, powerfully played by Miss Somer, who has recorded for CRI and Desto. A specialist and champion of contemporary music, Miss Somer gave the too rarely heard display an impressive reading. The orchestral support was admirable as soloist and orchestra countered and joined each other.

After the intermission, the Pittsburgh, which now records exclusively for Command, turned to the more-familiar Brahms. Here, the orchestra sparkled in material it has recorded several times. It is sometimes more difficult to perform well-known works, because the audience demands more from

NEW CONTRACT OK'D BY PHILLY

PHILADELPHIA — A new three-year contract was approved by members of the Philadelphia Orchestra last Tuesday (15), ending a two-month strike. Minimum salaries will be raised \$25 a week to \$225 and will go to \$237.50 by the third year. The pact also includes increased vacation time, not more than four concerts a week and a six-week season tour limit. The curtailed Philadelphia season began on Thursday (17) after cancellation of 35 concerts because of the strike.

the artists. The Pittsburgh clearly was up to the challenge. **FRED KIRBY**

Bream Artist With Double-Duty Masiery

NEW YORK—Julian Bream gave a topnotch recital at Carnegie Hall last Sunday (13) playing both lute and guitar. The British artist divided his program between the two instruments with the first half devoted to 16th-century lute music by Frescobaldi, Robert Johnson, Gregory Huwer, Adalbert Dlugoraj and John Dowland. Bream's precision evoked the varying dance rhythms of the pieces, without losing sight of their intrinsic warmth.

Johnson's "Balliard," "Pavana" and "Almaine" proved examples of delicacy of touch in both slow and more-spirited passages. The subtle, graceful Dlugoraj "Villanelle" was followed by a "Finale," requiring and receiving quick, facile movements by the RCA Victor artists.

Bream's artistry never was more evident than in the guitar half of the program as he ranged from Buxtehude and Bach to the R. Smith-Brindle "El Prolifemo de Oro," composed in 1956. Bream explained to the audience that the latter work was based on a poem by Garcia Lorcan which he jokingly said he wasn't going to read. The real novelty of the evening, "El Prolifemo," was a fine example of the sound of contemporary classical guitar music.

His reading of a Bach "Prelude and Fugue" was flawless baroque playing. The intricacies of the piece and of the Buxtehude "Suite in E Minor" were kept well under control. Bream also played guitar music of Grieg, Giuliani and Torroba. It's difficult to say otherwise with the master guitarist and lutenist. **FRED KIRBY**

Mme. Darre Is Superb Pianist

NEW YORK—In the second of her three Chopin-programmed concerts at Philharmonic Hall last Sunday (13), pianist Jeanne Marie Darre gave a two-hour performance that was brilliant and totally captivating.

The near-capacity audience heard Madame Darre in Chopin's 24 preludes and 12 etudes, in which she made magnificent transitions . . . from the bright tender touch to the dynamics demanded by the material. The

Top-Notch Singing By De los Angeles

NEW YORK—Victoria de los Angeles, in some of her best singing and most careful programming charmed a packed Carnegie Hall audience last Sunday afternoon (13). Singing in five languages, the Spanish soprano sensitively interpreted more than 20 selections, a highlight of which was the eight-part "Tonadillas" by Granados, which she gave to commemorate the 100th anniversary of the composer's birth.

Miss De los Angeles was at her best in the Spanish selections which also included songs by Guridi, Nin, and Turina. Here, the warmth of her phrasing, her facility with rapid passages in her native language, her meaningful interpretations stood her in good stead. An enthusiastic audience drew a total of five encores from the veteran performer, the last of which was an ethnic Spanish piece, with Miss De los Angeles accompanying herself on the guitar.

2 Janacek Disks To Aid UN Unit

NEW YORK—Desto Records is releasing two disks of Janacek works with proceeds going to the World Federation of United Nations Association. Hilde Somer is the soloist in a coupling of the "Capriccio for Piano Left Hand and Chamber Ensemble" and "Concertino for Piano and Chamber Ensemble." The other pairs what appears to be a first pressing of "Nursery Rhymes" for nine voices and instrumental ensemble and "Youth," a sextet for winds. Julius Rudel conducts the Caramoor Festival Orchestra in all four selections as he did during the festival this summer. The artists contributed their services for the works, which were recorded in the Rutgers Presbyterian Church in New York.

Another appealing encore was the "Habanera" from Bizet's "Carmen," the Angel Recording artist's only selection in French during the afternoon, after opening with a Marcello aria and a Galuppi song, both arranged by Respighi. They proved effective warm-up pieces for "So Shall the Lute and Harp Awake" from Handel's "Judas Maccabaeus," which drew some of the finest coloratura singing of the day. In this one, however, the diction could have been clearer.

Sensitivity of phrasing and interpretation marked the four Schumann and four Brahms leiter that closed the first half of the program. The varied program shied away from difficult high notes, which have sometimes troubled the artist in the past. Paul Berl was a capable piano accompanist.

FRED KIRBY

4 Mozart Operatic Reissues Turnabout's Newest Bargain

NEW YORK—The Turnabout Records release of four historic Mozart operatic recordings has turned out to be a real bargain. While the Mozart Society sets stress musical values rather than great voices, they also contain examples of the top vocal artists of the 1930's. And there is Fritz Busch conducting the Glyndebourne Festival Chorus and Orchestra in "The Marriage of Figaro," recorded in 1934; "Cosi Fan Tutte," 1935; and "Don Giovanni," 1936; as well as Sir Thomas Beecham leading the Berlin Philharmonic and chorus in "Die Zauberfloete (The Magic Flute)," 1937.

The voice that comes over best is Ina Souez, who copes with two of the toughest roles in the series, Donna Anna in "Don Giovanni" and Fiordiligh in "Cosi," although the absence of trill in Fiordiligh's second aria is noticeable. Not lacking in trill, however, is Aulikki Rautavaara as the Countess in "Figaro," a fine vocal portrayal.

magnetic quality and charm of the gifted pianist was ever present in her command of the instrument.

The Vanguard recording star was overwhelmingly received with two encores and was forced to beg off after a standing ovation. **DON OVENS**

Artistry abounds in the group, especially the polished John Brownlee in his famous interpretations in the title role of "Don Giovanni" and as Don Alfonso in "Cosi," and Gerhard Heusch as Papageno in the "Flute." The "Don Giovanni," one of the best-known recordings of the period, also has a somewhat subdued Leporello

(Continued on page 65)

'Antony' Music Taking Play

NEW YORK—Now that Samuel Barber's "Antony and Cleopatra" has settled down at the Metropolitan Opera, no longer beset by opening night jitters, it seems the new opera contains better music than appeared at first blush, but the theatrical effects and numerous scene changes frequently obstruct musical values.

The voices, especially of the principals, sound good and the English diction is very much improved. Leontyne Price, spinning out some sumptuous sustained vocal lines, is comfortable as the heroine, but her costumes hardly do her justice. Justino Diaz as the

noble Antony puts his rich base-baritone to effective use. He also looked the part.

Ezio Flagello, possessor of one of the purest bass voices around, is, vocally, a brilliant Enobarbus, while tenor Jess Thomas, who turns in some of the top acting in the opera, is a full-voiced clear Caesar. Cleopatra's two attendants, the dependable Rosalind Elias and Belen Amparan, who returned to the Met in the opera on opening night, also are valuable members of the cast. Curiously, both women have assayed "Carmen" with the Met, a role rumored to be in Miss Price's future at the house.

While two fine basses have starring roles, a third outstanding basso, John Macurdy, uses his rich voice in the smaller role of Agrippa. Also noteworthy in supporting roles are Andrea Velis, Mary Ellen Pracht, Paul Franke, Gene Boucher and Raymond Michalski, another good bass. Special mention should be made of Bruce Scott, a pop singer who debuted at the Met on opening night as Eros. His non-operatic voice dramatically conveys the youth of Antony's sword bearer and his diction is flawless.

Conductor Thomas Schippers does well by the score of an episodic opera, whose many scenes allow an opportunity for Franco Zeffirelli as designer and director, to show some of the tricks afforded by the backstage facilities of the new house. But, despite this, the music, in the long run, may turn out to be better than the opera. **FRED KIRBY**

COL. CAMPAIGN ON 'FALSTAFF'

NEW YORK—Columbia Records is conducting an extensive advertising and merchandising campaign for its new release of Verdi's "Falstaff," the first complete opera conducted by Leonard Bernstein. In addition to arranging for advertising and articles in the consumer press, Columbia Masterworks has ad mats for dealers, a colorful three-wing panel display featuring a photo of Bernstein, a reproduction of the album cover and reviews of Vienna performances of the opera conducted by Bernstein. A miniature version of the display is available for in-store and counter use. The three-record set stars Dietrich Fischer-Dieskau in the title role, Ilva Ligabue, Regina Resnik, Graziella Sciutti, Juan Oncina, Rolando Panerai, the chorus of the Vienna State Opera, and the Vienna Philharmonic. A 68-page booklet containing libretto is included.

Mozart Re-Issues

• Continued from page 64

by Salvatore Baccaloni. Also featured are Louise Helletsgruber, Audrey Mildmay, and Koloman von Pataky.

Beecham's expert hand has made the "Magic Flute" package a memorable experience. This set, without dialog, probably has the most familiar named artists: Helge Roswaenge, Tiana Lemnitz, and Erner Berger, all standouts. Wilhelm Strienz is fine as a deep-voiced Sarastro. Musicianship also is uppermost in the sixth side of this Mozart set, which contains the cantata "Eine kleine Freimaurekantate" and the duo "Lasst uns mit verschlungen." Hugues Cuenod, Jean Giraudou and Gerard Souzy are soloists for the cantata, with J. V. Meyer directing the Oratoria Chorus of Mulhouse and Pro Musica Orchestra. Pianist Hele Salome accompanies Cuenod and Soysay in the duo.

Willi Domgraf-Fassbender's familiar Figaro portrayal is captured in a pressing that includes Miss Helletsgruber, Roy Henderson and Miss Mildmay. The "Cosi" cast includes Miss Helletsgruber, Irene Eisinger, Domgraf-Fassbender, and Heddle Nash. But, it's over-all ensemble quality that makes these packages worth having. For that the praise belongs to Busch and Beecham, two real masters. The disks are being reissued here through an agreement between Vox, Turnabout's parent label, and EMI of England, parent firm of the Gramophone Co. **FRED KIRBY**

Classical Notes

Pianist **Claudio Arrau** offers three Beethoven sonata evenings at Carnegie Hall Feb. 8, March 1 and March 19. . . . WQXR, New York Times radio station, has begun its second annual "Young Artists Competition," a search for the most-talented pianist in New York City high schools.

Vladimir Horowitz will give recitals on Sunday (27) and Dec. 10 at Carnegie Hall. He performed at Yale University last Sunday (13). . . . **Robert Casadesu** and **Zino Francescatti** give the first of three Beethoven recital concerts on Wednesday (23) at Philharmonic

Hall. . . . The Metropolitan Opera will increase its top ticket price to \$15.50 effective Dec. 12. That night, **Richard Bonynge** makes his Met debut conducting "Lucia di Lammermoor," which will star his wife, **Joan Sutherland**. . . . **Gunther Schuller** will be guest conductor with the Boston Symphony on Friday (25), Saturday (26) and next Tuesday (29). . . . Cellist **George Neikrug** gives his first New York recital in 17 years next Wednesday (30) at Town Hall. . . . **Cathy Berberian** was soloist on Sunday (20) in the New York premiere of Milhaud's "Adieu for Mezzo-Soprano, Flute, Viola and

Harp" at the second program of **Alexander Schneider's** popular-priced New School Concerts.

Elena Suliotis scored a success in her New York debut last Tuesday (15) in the title role of "Anna Blenena" with the American Opera Society, which also starred **Marilyn Horne**. Conductor **Henry Lewis**, the husband of the latter, also made his New York debut at the performance. . . . A musicians' strike cancelled last Tuesday's scheduled opening of the New York City Ballet season. . . . **George Szell** and the Cleveland Orchestra will be profiled in a Bell Telephone Hour color special next

Sunday (4) on NBC-TV. . . . The George Gershwin Memorial Foundation last Thursday (17) presented a \$12,000 gift to the Julliard School of Music for its Student Aid and Scholarship Fund. . . . **Emel Gilels** played the first of three concerts with the New York Philharmonic under **Loren Maazel** last Thursday (17). Gilels performs with the Chicago Symphony under **Jean Martinon** on Thursday (24) and Friday (25). . . . **William Steinberg** begins his first of two seasons as principal guest conductor of the New York Philharmonic on Friday (25). **FRED KIRBY**

Lyric Opera Benefit

CHICAGO—Leading artists of the lyric opera, headed by **Bruno Bartoletti**, principal conductor, gave a benefit concert Sunday (20) for Italy's flood victims. Participating artists included **Sesto Bruscantini**, **Ernst Haefliger**, **Hans Hotter**, **Eugen Jochum**, **Erich Kunz**, **Alfredo Kraus**, **Claire Watson**, **Nicola Ghiuselev**, **Mady Mesple**, **Margherita Rinaldi** and **William Wilderman**.

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	9	26	25	DVORAK: SYMPHONY NO. 9 (New World) N. Y. Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	11
2	3	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	7	27	30	FALLA: LA VIDA BREVE (2-12" LP's) De los Angeles & Various Artists/Orch. Nac De Espana (DeBurgos), Angel BL 3672 (M); SBL 3672 (S)	8
3	2	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); 36333 (S)	14	28	23	IVES: SYMPHONY NO. 1 Chicago Symphony Orch. (Gould), RCA Victor LM 2893 (M); LSC 2893 (S)	26
4	7	MAHLER: SYMPHONY NO. 7 (2-12" LP's) New York Philharmonic (Bernstein), Col. M2L 339 (M); M2S 739 (S)	7	29	31	BRUCKNER: SYMPHONY NO. 3 Cleveland Orch. (Szell), Columbia ML 5297 (M); MS 6893 (S)	3
5	5	PUCCINI: LA BOHEME (2-12" LP's) Various Artist, RCA Victor Orch. (Beecham), Seraphim IB# 6000; (No Stereo)	7	30	29	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	13
6	4	NEILSEN: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6882 (S)	8	31	36	BACH ORGAN FAVORITES Biggs, Columbia ML 6148 (M); MS 6758 (S)	10
7	6	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	14	32	28	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP's) Columbia M2L 328 (M); M2S 728 (S)	34
8	10	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell/Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6193 (S)	10	33	33	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	20
9	8	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	34	34	34	PROKOFIEV: PETER AND THE WOLF Royal Phil. Orch. (Dorati), Sean Connery, London PM 55005 (M); SPC 21007 (S)	6
10	9	BERNSTEIN CONDUCTS IVES N. Y. Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	27	35	27	MAHLER: SYMPHONY NO. 6 (2-12" LP's) Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	23
11	11	VERDI: NABUCCO (3-12" LP's) Suliotis, Gobbi, Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	13	36	—	BARBER: CONCERTO FOR CELLO AND ORCHESTRA Musica Aeterna Orch. (Waldman), Decca DL 10132 (M); DL 710132 (S)	1
12	17	WAGNER: LOHENGRIN (5-12" LP's) Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	8	37	37	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Columbia ML 6256 (M); 6856 (S)	21
13	12	ROGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	17	38	35	REVERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	12
14	14	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); LSC 6468 (S)	5	39	—	SMETANA: MY FATHERLAND (2-12" LP's) Czech Philharmonic (Concert), Crossroads 22260001 (M); 22260002 (S)	1
15	22	PUCCINI: MADAME BUTTERFLY (3-12" LP's) Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	8	40	—	RAVEL: BOLERO/RAPSODIE/LA VALSE N. Y. Philharmonic (Bernstein), Col. ML 5293 (M); MS 6011 (S)	1
16	16	RACHMANINOFF: PIANO CONCERTO NO. 2 Entremont/N. Y. Philharmonic (Bernstein), Columbia ML 5481 (M); MS 6148 (S)	14				
17	18	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	5				
18	15	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	33				
19	13	ARTUR RUBINSTEIN/CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	21				
20	20	BACH: LUTE SUITES NO. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	12				
21	19	MAHLER: SYMPHONY NO. 10 (2-12" LP's) Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	34				
22	21	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	13				
23	24	GERSHWIN: RHAPSODY IN BLUE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); 6091 (S)	14				
24	26	GENIUS OF PUCCINI Various Artists, Angel BL 3683 (M); SBL 3683 (S)	4				
25	40	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artist, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	2				

NEW ACTION LP's

- CHICHESTER PSALMS, FOR CHORUS & ORCHESTRA** . . . N. Y. Philharmonic (Bernstein), Camerata Singers, Columbia ML 6077 (M); LSC 2789 (S)
- BEETHOVEN: SYMPHONY NO. 9. "CHORAL"** . . . Various Artists/Vienna Philharmonic (Schmidt-Isserstedt), London A 4159 (M); OSA 1159 (S)
- HENZE: SYMPHONIES NOS. 1 to 5 (2-12" LP's)** . . . Berlin Philharmonic Orch. (Henze) DGG LPM 39 203/4 (M); SLP 139 203/4 (S)
- BEETHOVEN: SYMPHONY NO. 6** . . . Pittsburgh Symphony (Steinberg), Pickwick PC 4009 (M); SPC 4009 (S)
- HINDEMITH: CONCERT MUSIC FOR STRINGS AND BRASS** . . . Philharmonia Orch. (Hindemith), Seraphim IB 60005 (M); S 60005 (S)
- MUSIC FOR CHORUS** . . . Gregg Smith, Columbia ML 6312 (M); MS 6921 (S)
- MOZART: PIANO CONCERTOS, VOL. II (3-12" LP's)** . . . Lili Kraus/Vienna Festival Orch., Epic SC 6056 (M); BSC 156 (S)

BEST SELLING SEMI-CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	RODGERS: VICTORY AT SEA, VOL. I—RCA Victor Symph. Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	5.	RODGERS: VICTORY AT SEA, VOL. II—RCA Victor Symph. Orch. (Bennett), RCA LM 2226 (M); LSC 2226 (S)
2.	BEST OF THE BOSTON POPS—Boston Pops (Fiedler), RCA LM 2810 (M); LSC 2810 (S)	6.	CONCERT IN THE PARK—Boston Pops (Fiedler), RCA LM 2677 (M); LSC 2677 (S)
3.	GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	7.	I LOVE YOU—ROMANTIC MELODIES OF EDVARD GRIEG—Various Artists, Capitol P 8627 (M); SP 8627 (S)
4.	REVERIE—Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)		

COUNTRY MUSIC

Reeves' Disks, Firm Boom

By HERB WOOD

NASHVILLE — The remarkable sales success of Jim Reeves records in England (Billboard, Oct. 22) and around the world, has resulted in a corresponding boom in business for Jim Reeves Enterprises here. The firm, headed by the late singer's widow Mary, is busier now than at any time since the death of Reeves in 1964.

The corporation consists of four top publishing houses, Open Road, Tuckahoe and Acclaim, licensed by BMI, and Ma-Ree, licensed by ASCAP; an independent production firm, a record label (Shannon Records), a radio station and Mary Reeves, Inc., which publishes the Jim Reeves Memorial and Souvenir Photo Album. Mrs. Reeves manages the entire operation, located in suburban Madison, Tenn.

Much of the business revolves around the publishing firms mentioned above, and four other pubberies that Mrs. Reeves manages for other firms. Such outstanding songwriters as Buddy Mize, Vic McAlpin, Billy Large and members of Reeves' band, The Blue Boys, write for the Tuckahoe and Acclaim firms, while the Reeves material is in the Open Road catalog.

Mrs. Reeves is also involved in personal management, handling London Records' artist Barbara Cummings, Columbia's Billy Large and the Blue Boys, who record for Victor.

Attesting to the tremendous popularity of Reeves on a worldwide scale, Mrs. Reeves personally answers hundreds of fan

letters that pour into the Reeves headquarters weekly. Most of the correspondence is from foreign countries, presenting the problem of translation. As Mrs. Reeves says, "I don't try to translate the letter word for word, but just enough to understand whether the writer wants a picture or a letter in return. Then I answer each letter and attempt to answer the request of the writer."

In a special tribute to the fantastic selling power of Reeves' records, Billboard presented Mrs. Reeves with an award for "Outstanding Achievement" at Billboard's Country Music Awards show Oct. 19th. The photo-engraved plaque cited Reeves top-selling singles and albums for the year 1965-1966.

To underscore the Reeves boom in the British Isles, Jim Reeves Enterprises has authorized an official fan club for England headed by David Bussey, 9 Kingsley Drive, Harrogate, Yorkshire.

With the overseas clamor for Reeves' disks continuing unabated, the domestic product has been equally successful of late, and continues to dominate the country music charts. The most recent hit, "Blue Side of Lonesome," was No. 1 on Billboard's Hot Country Singles Chart, while Reeves' album, "Distant Drums," has been on the country LP chart for a remarkable 25 weeks, six weeks longer than its closest competitor.

The burgeoning popularity of Reeves records and Reeves-written material keeps the pub-

(Continued on page 70)

Jim Gemmill In Tie With Smiley Wilson

RICHMOND, Va. — Jim Gemmill Productions, Inc., with headquarters here, has been named exclusive representative of the Wilburn Brothers, Loretta Lynn, Jean Shepard, the Osborne Brothers and Harold Morrison for 1967 fairs and outdoor celebrations in North and South Carolina, Virginia, West Virginia, Maryland, Pennsylvania and New York. The pact was announced jointly by Jim Gemmill and Smiley Wilson, of the Wil-Helm Agency, Nashville, who handles the above artists. Gemmill will continue his exclusive management of Presta Records artist Barbara Allen,

(Continued on page 70)

Si Siman Preps Four Air Shows

SPRINGFIELD, Mo. — Si Siman, vice-president of Radi-Ozark Enterprises, Inc., here, has been awarded the contract to produce four quarter-hour radio shows for the Missouri State Conversation Commission.

Shows will star Woody Bledsoe (Smokey the Bear), Slim Wilson's Tall Timber Boys, with guest stars Wayne Carson, Speedy Haworth, Paul Mitchell, Bill Ring, Don Clements, Shirley Jean, Della Rae and Gary Alan.

The new shows will be directed toward fire prevention and upland game and will be aired during 1967.

Nashville Scene

Monument's **Chuck Chellman** played host to country deejays from Norfolk and Atlanta Tuesday (8). **Charlie (Carolina Charlie) Wiggs** and **Jesse Travers** from WCMS, Norfolk, and **Chuck Kirk** from WPLO, Atlanta, received the red carpet treatment from Chellman, the label's national promo manager. . . . Monument's **Billy Walker**, whose "Bear With Me a Little Longer" single is following in the footsteps of his "A Million and One" smash, was guest disk jockey on **Mike Hoyer's** show on WHO, Des Moines, last week. . . . **Joe Taylor**, manager and booking agent for **Ray Pillow**, says that the Capitol star is taping a "Swingin' Country" TV segment with **Jeanie Seely** and **Minnie Pearl** to be aired at a later date. . . . Capitol's **Wade Pepper** receiving hot reports on **Ferlin Husky's** newest single, "Once." Deejays are calling it his best since "Gone." . . . **Sonny James** is supporting the campaign behind Capitol's "Sonny James Month" with personal appearances in Atlanta, at one of the large chain stores. "The Best of Sonny James" LP, one of the features of the promotion, is generating excitement with the rack jobbers in the major markets. . . . **Flatt & Scruggs'** syndicated TV'er went color (12). . . . **Dolly Parton**, Monument Records artist, boosting her new single, "Dumb Blonde," on Ralph Emery's daytime videocast. The vocalist had gained attention in the pop music field with her "Happy Birthday, Baby" waxing, but her latest is strictly in the country groove and could prove to be her biggest. . . . **Bobby Lewis**, new United Artists sensation, made his "Opry" debut and was forced to encore his "How Long Has It Been" hit, which is currently climbing Billboard's Hot Country Singles Chart. . . . Send

items for Nashville Scene to **Herb Wood**, Billboard, 226 Capitol Boulevard, Nashville, Tenn.

Perry Como's Invitational Golf Tournament in Port Lucie, Fla., over the Thanksgiving weekend will have three top stars from Music City in its ranks in the persons of **Boots Randolph**, **Chet Atkins** and **Floyd Cramer**. Atkins has produced a different sound in the RCA studios here with the Nashville Sound String Quartet, featuring violinist **Roddy Bristol** playing such tunes as "Oh, Lonesome Me"; "The Three Bells" and "Bonaparte's Retreat." . . . Record

(Continued on page 70)



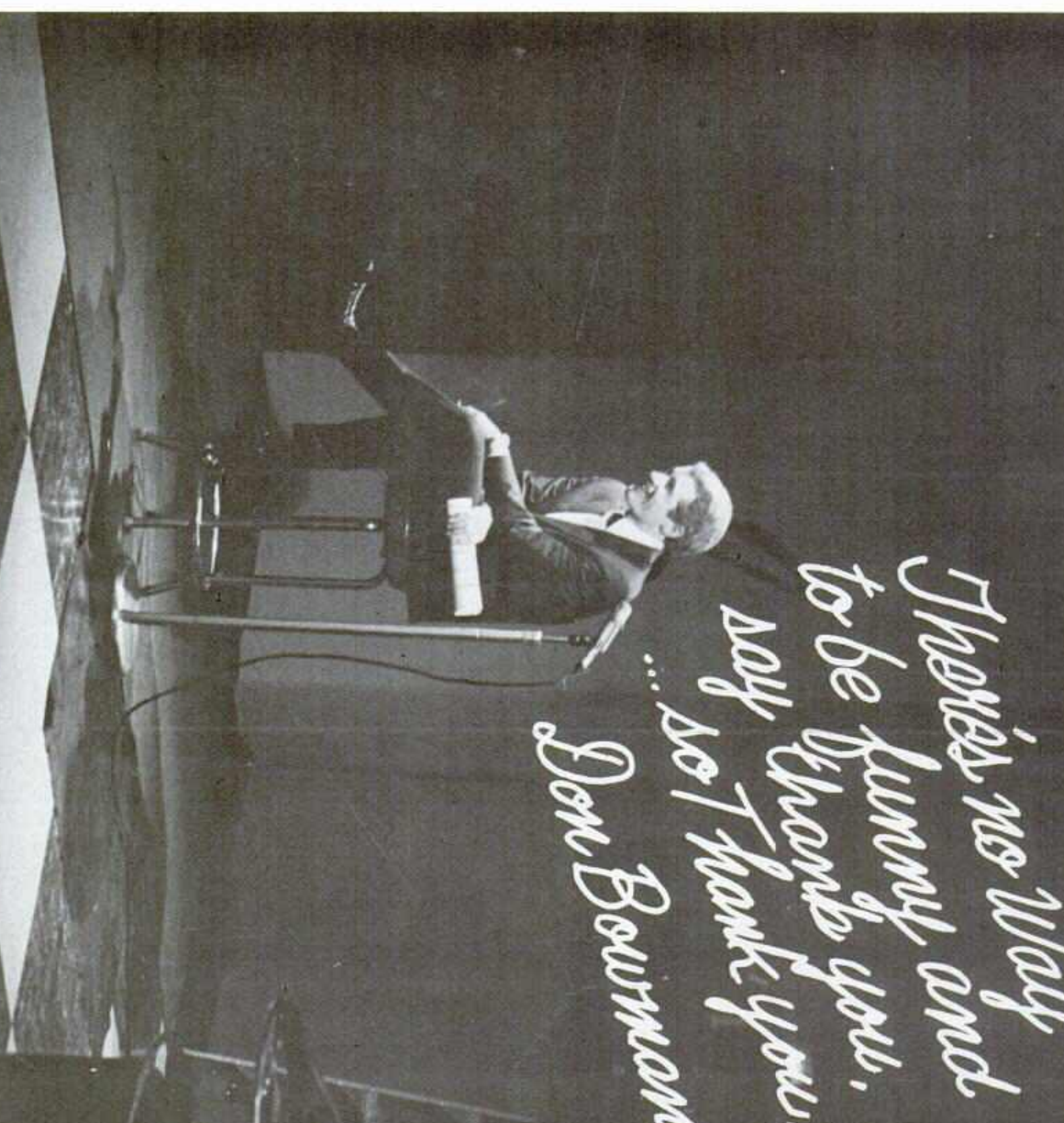
ARNIE LUNSFORD'S first record, "BLUE TENNESSEE RAIN" b/w "Don't Let Me Be the First" (Acorn® #266) is off to a fast start as listed in Billboard's Hot Country Singles Chart Nov. 5.—DJ's, write on your station letterhead if we missed you.—Distributors needed in most areas. Write ACORN® Records, 7771 Cheviot Rd., Cincinnati, Ohio 45239 or call (513) 521-4544.

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Woman I Got”

Written by Danny Walls



OSBORNE BROTHERS

“Hurt Her Once
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32038



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COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 11/26/66

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	3	Eddy Arnold, RCA Victor 8965 (Barton, BMI)	7	39	39	ROSES FROM A STRANGER Leroy Van Dyke, Warner Bros. 5841 (Acuff-Rose, BMI)	7
	2	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)	13	40	42	WHERE D'YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	5
	3	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)	14	41	43	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	4
	4	SWEET THANG Nat Stuckey, Paula 243 (Su-Mar/Stuckey, BMI)	12	42	40	BRING YOUR HEART HOME Jimmy Newman, Decca 31994 (Newkeys, BMI)	8
	5	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	16	43	50	SEVEN DAYS OF CRYING Harden Trio, Columbia 43844 (Southtown, BMI)	4
	6	ALMOST PERSUADED NO. 2 Ben Colder, MGM 13590 (Gallico, BMI)	10	44	47	TEARDROP LANE Ned Miller, Capitol 5742 (Central, BMI)	7
7	9	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	7	45	46	COME ON AND SING Bob Luman, Hickory 1410 (Cedarwood, BMI)	10
	8	IT TAKES A LOT OF MONEY Warner Mack, Decca 32004 (4 Star, BMI)	13	46	52	HOMESICK Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	4
	9	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)	14	47	51	WHO'S BEEN MOWING THE LAWN Ray Pennington, Capitol 5751 (Pamper, BMI)	4
10	13	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	13	48	54	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central Songs, BMI)	4
11	15	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	7	49	55	DON'T COME HOME A' DRINKIN' Loretta Lynn, Decca 32045 (Sure Fire, BMI)	3
12	17	THE GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	7	50	61	CLASS OF '49 Red Sovine, Starday (Cedarwood, BMI)	3
	13	EARLY MORNING RAIN George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	13	51	56	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	5
	14	BAD SEEDS Jan Howard, Decca 32016 (Stallion, BMI)	8	52	44	NOT THAT I CARE Jerry Wallace, Mercury 72619 (Sure Fire, BMI)	7
	15	LONG TIME GONE Dave Dudley, Mercury 72618 (Newkeys, BMI)	8	53	38	LITTLE PINK MACK Kay Adams, Tower 269 (Central, BMI)	7
16	19	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	6	54	57	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	3
	17	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)	16	55	59	HEARTBREAK HOTEL Roger Miller, Smash 2066 (Tree, BMI)	2
18	21	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	5	56	49	ONLY ME AND MY HAIRDRESSER Kitty Wells, Decca 32024 (Moss-Rose, BMI)	5
	20	ONE IN A ROW Willie Nelson, RCA Victor 8933 (Pamper, BMI)	9	57	48	OLE SLEW-FOOT Porter Wagoner, RCA Victor 8977 (Jason, BMI)	4
	20	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)	16	58	45	SHOW ME THE WAY TO THE CIRCUS Homesteaders, Little Darlin' 0010 (Mimosa, BMI)	7
	21	IT'S ONLY LOVE Jeannie Seely, Monument 965 (Pamper, BMI)	12	59	70	DON'T LET THAT DOORKNOB HIT YOU Norma Jean, RCA Victor 8989 (Acclaim, BMI)	2
	22	UNMITIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	7	60	62	BEAR WITH ME A LITTLE LONGER Billy Walker, Monument 980 (Hill & Range, BMI)	3
	23	APARTMENT #9 Bobby Austin, Tally 500 (Owen, BMI)	8	61	68	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury 72627 (Newkeys, BMI)	2
	24	THE TALLEST TREE Bonnie Guitar, Dot 16919 (Hearthstone-Acclaim, BMI)	7	62	67	THE LAST LAUGH Jim Edward Brown, RCA Victor 8997 (Tree, BMI)	2
25	30	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	6	63	74	MR. SHORTY Marty Robbins, Columbia 43870 (Mariposa, BMI)	2
	26	VOLKSWAGEN Ray Pillow, Capitol 5735 (Raleigh, BMI)	8	64	71	OUR SIDE Van Trevor, Band Box 371 (Summerhouse, ASCAP)	2
	27	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	7	65	—	A WOMAN NEVER FORGETS Kitty Wells, Decca 32024 (Moss-Rose, BMI)	1
28	32	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	7	66	—	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	1
	29	COMING BACK TO YOU Browns, RCA Victor 8942 (Tree, BMI)	8	67	—	WALKING SHADOW, TALKING MEMORY Carl Belew, RCA Victor 8996 (4 Star, BMI)	1
	30	ANOTHER STORY Ernest Tubbs, Decca 32022 (Marson, BMI)	7	68	63	I'M DOING THIS FOR DADDY Johnny Wright, Decca 32002 (Southtown, BMI)	7
	31	PRISSY Chet Atkins, RCA Victor 8927 (Vector, BMI)	7	69	66	I'M GONNA HANG UP MY GLOVES Charlie Walker, Epic 10063 (Bluebook, BMI)	5
	32	WHERE IS THE CIRCUS Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	6	70	72	CONSIDER THE CHILDREN Bonnie Owens, Capitol 5755 (Bluebook, BMI)	2
	33	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	23	71	75	CLOSE TOGETHER George Jones & Melba Montgomery, Musicor 1204 (Glad, BMI)	2
	34	FIVE LITTLE JOHNSON GIRLS Stonemans, MGM 1355/ (Jack, BMI)	8	72	73	SHE'S MIGHTY GONE Johnny Darrell, United Artists 50047 (Southwind-Copper Creek, BMI)	3
	35	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)	15	73	—	LITTLE THINGS THAT EVERY GIRL SHOULD KNOW Claude King, Columbia 43867 (King, BMI)	1
	36	GOIN' DOWN THE ROAD Skeeter Davis, RCA Victor 8932 (Crestmoor, BMI)	7	74	—	THAT'LL BE THE DAY Statter Brothers, Columbia 43868 (Southwind, BMI)	1
	37	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	6	75	—	MR. DO-IT-YOURSELF Pillow & Shepard, Capitol 5769 (Central, BMI)	1
	38	THIS MUST BE THE BOTTOM Del Reeves, United Artists 50081 (Moss-Rose, BMI)	5				

Billboard SPECIAL SURVEY for Week Ending 11/26/66

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	3	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	12
2	12	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	5
	3	1 YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	8
	4	2 I LOVE YOU DROPS Bill Anderson, Decca DL 4771 (M); DL 74771 (S)	16
5	8	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	5
	6	6 THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	13
	7	4 ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	16
	8	5 CARNEGIE HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	18
	9	10 THE SEELY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	7
	10	9 THE STREETS OF BALTIMORE Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)	10
	11	7 CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	8
	12	11 THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	18
13	20	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	4
	14	14 SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)	10
15	10	WANDA JACKSON SALUTES THE COUNTRY MUSIC HALL OF FAME Capitol T 2606 (M); ST 2606 (S)	5
	16	15 GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	10
	17	18 A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	7
18	34	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 3106 (S)	3
	19	21 NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	6
	20	16 TILL THE LAST LEAF SHALL FALL Sonny James, Capitol T 2561 (M); ST 2561 (S)	10
	21	13 THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)	20
	22	23 BREAKIN' THE RULES Hank Thompson, Capitol T 2575 (M); ST 2575 (S)	7
23	37	WHERE IS THE CIRCUS Hank Thompson/Brazos Valley Boys, Warner Bros. W/1664 (M); WS 1564 (S)	2
	24	22 DISTANT DRUMS Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	27
25	39	COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	4
	26	24 EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	16
27	30	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia 2509 (M); CS 9309 (S)	3
	28	27 STEEL RAIL BLUES George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	13
	29	29 PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	18
	30	32 FROM NASHVILLE WITH LOVE Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	3
	31	31 THIS IS MY STORY Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	2
	32	26 SUFFER TIME Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	18
	33	28 CONNIE SMITH SINGS GREAT SACRED SONGS RCA Victor LPM 3589 (M); LSP 3589 (S)	12
	34	25 MISS BONNIE GUITAR Dot DLP 3737 (M); DLP 25737 (S)	10
35	—	FLATT & SCRUGGS GREATEST HITS Columbia CL 2570 (M); CS 9370 (S)	1
	36	36 WHEELS & TEARS Kay Adams, Tower T 5033 (M); ST 5033 (S)	2
37	—	CLOSE TOGETHER AS YOU AND ME George Jones & Melba Montgomery, Musicor MM 2109; MS 3109 (S)	1
	38	40 HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	3
39	—	WORDS & MUSIC Roger Miller, Smash MGS 27075 (M); SRS 67075 (S)	1
40	33	CAN YOU BELIEVE Geezinslaw Brothers, Capitol T 2570 (M); ST 2570 (S)	3

Hickory Captures Country Category

Eight Big Country Hits, all on Hickory

NASHVILLE — **Hickory Records** has eight singles, all moving upwards at the same time. Numerous Hickory distributors have voiced excitement over having eight hot Hickory hits, at one time. One distributor said, "I've never seen anything like it."

Here is a list of the eight fast moving Hickory releases:

Ernie Ashworth's brand new release "**Sad Face**" Hickory #1428. Pick hit last week in Billboard! This week in Cashbox!

Bob Gallion's "**I've Got Better at Home**" Hickory #1421 — the Georgia Gentleman is going home with a winner this time for sure.

David Price's "**Jack Knife**"—Hickory #1416 is David's first Hickory release and his spring-board to success. Watch it move!

"**Doctor R. D.**"—Hickory #1418—by Bill Carlisle, the Grand Ole Opry's Jumping Minstrel, once again hits the funny bone.

The Mathis Brothers' fabulous record of the great song "**When I Stop Dreaming**" — Hickory #1414 is waking up listeners and D.J.s all over the country.

James O'Gwynn's "**I Won't Live Here Any-more**"—Hickory #1429. James has moved in on the charts to stay with this big Hickory single!

Roy Acuff's brand new release "**I Couldn't Believe It Was True**" — Hickory #1424. The King of Country Music's up tempo version of this great standard will please many fans.

Frank Ifield's "**Call Her Your Sweetheart**" — Hickory #1411 is going great in two directions, Country and Pop. Just take a look at this week's Billboard, Cashbox, and Record World charts!

"Once" is too much. It's like "Gone."

"Once" has 'em talking. Folks in the trade say this hot new single has the heart appeal (and the sales appeal) of Ferlin's all-time big one "Gone." Watch for it on the charts.

Ferlin Husky
ONCE
b/w Why Do I Put Up With You
5775



Personal Management: Hubert Long
806 - 16th Avenue South/Nashville, Tennessee
Publishing: Harbot Music Company
806 - 16th Avenue South/Nashville, Tennessee

Nashville Scene

• Continued from page 66

distrib and publisher Hal Dixon, of Pathway Press, in town recently for disk-biz confabs. . . . Larry Butler, pianist, debuts on the Imperial la-

bel with an LP featuring the songs of Roger Miller and Dottie West.

. . . Cameo-Parkways Bobby Marchan in town for a session produced by Buddy Killen. Marchan, an exclusive writer for Tree, still

riding high on his "Shake Your Tambourine" hit. . . . Ricky Sears, artist on the Musicor label, has just moved to Music City with his family from San Jose, Calif. The singer's latest release is "Bring Me Some Water" b/w "Borrowed Love." . . . Dottie West, accompanied by her band the Heartaches, will tour Germany next spring. . . . Bobby Braddock, signed as an exclusive writer for Tree Music several months ago, recently signed a recording contract with MGM. . . . Claude King at the Edison Hotel, Toronto, last week. . . . Capitol's Tex Ritter and Charlie Louvin seen with Ralph Emery at the "Opry Star Spotlight" show last week. Ritter is co-host with Emery on the live late-night broadcast over WSM-radio. Many country stars drop in on the informal show when they're in town. . . . Items for Nashville Scene should be sent to Herb Wood, Billboard, 226 Capitol Boulevard, Nashville.

Reeves Firm Booms

• Continued from page 66

lishing firms busy, but Mary Reeves has expanded the Reeves Enterprises to the extent that only part of the business is devoted to the late singer's material. Most of the activity of the firm is centered around the growing catalogs of the Tuckahoe and Acclaim Publishing companies. With Mize's hit tune, "The Shoe Goes On the Other Foot Tonight," McAlpin's "Where the Buffalo Trud," and Large's "The Goodie Wagon," all recent chart-makers, the companies are more than keeping busy. Both firms are headed by professional manager Clarence Selman.

Touching all bases, from songwriting to publishing, producing, managing and record manufacturing, Reeves Enterprises is making its presence felt in Music City and in the music world.

James Promotion Swinging

NASHVILLE—Wade Pepper, national country music promo director for Capitol Records, reports that the label's "Sony James Month" promotion campaign is in full swing, with the artist aiding the nationwide push with in-store appearances. James appeared at the K-Mart Store, a Handleman outlet, in the Atlanta area, for an autograph session, and it proved one of the most successful promotions of its kind, according to the Handleman representative.

To keep the radio stations aware of the month-long promotion, James taped four separate station breaks for 144 country music outlets. In conjunction with the promo spots, the label bought time on many major market stations to advertise the James catalog, including his latest LP, "The Best of Sonny James."

"The rack jobbers have accepted the 'Best of' LP better than any other James album in the catalog," Pepper said. "Capitol has had to increase its target production figure by 30 per cent over the originally forecast num-



ROY BATACHIO, left, New York Artists Relations director for Capitol Records, greets Sonny James (right) and His Southern Gentlemen at the start of the label's month-long promotion of the country star.

ber for over-all national distribution." "This is due primarily to the tremendous participation by the rack jobbers, one-stops and dealers." Pepper said that one-stops had initiated their own promotion of the James product with mailings of order forms and ad material. Dealers had also co-operated in the campaign with co-op ads with the label in local papers.

If the campaign ends at the present pace, the sales results on the James product in general and the "Best of" LP in particular, will far exceed the expectations of the label. Since James has the only new Christmas single on the Capitol label, and a new Christmas LP, the promotion many carry over into December.

'Hayride' Series Adds Guestars

CINCINNATI — Additional name guest artists have recently been signed by Avco Broadcasting to appear on its color syndicated series, "Midwestern Hayride." Among those inked are Nat Stuckey, Mel Tillis, Del Reeves, Jean Shepard and Don Bowman, singer-comedian.

Other guests currently appearing on the "Hayride" series include the Homesteaders, George Hamilton IV, Archie Campbell, Melba Montgomery, Bobbi Staff, Stoney Cooper and Wilma Lee, Johnny Paycheck, Marion Worth and Billy Grammer. Among the "Hayride" regulars are host Dean Richards, Kenny Price, Bobby Bobo, Colleen Sharp, Charlie Gore, Bonnie Lou, the Lucky Pennies, the Hometowners and the Midwest-ers, square dancing group.

The program, which started on radio in 1945, is one of the oldest continuous commercial shows in broadcasting. It went on television in 1948, and since 1957 has been in color.

NASHVILLE — Rising Sons Music, Nashville publishing firm, has announced the signing of Bill O'Brien to an exclusive writer's contract. O'Brien is co-writer of the current country hit, "Volkswagen," recorded by Ray Pillow on Capitol.

Gemmill-Wilson

• Continued from page 66

and Lennie Chenault, of Alear Records.

Specializing in management and promotion of talent for East Coast fairs and celebrations since 1962, Gemmill has for the last two seasons handled the Barbara Allen show, which headlined more than 100 fairs and celebrations in 1965-1966. In addition, Miss Allen did a headline stint at the Golden Nugget, Las Vegas; made weekly appearances on the syndicated Billy Grammer TV show, and regular performances on the WWVA "Jamboree" in Wheeling, W. Va.



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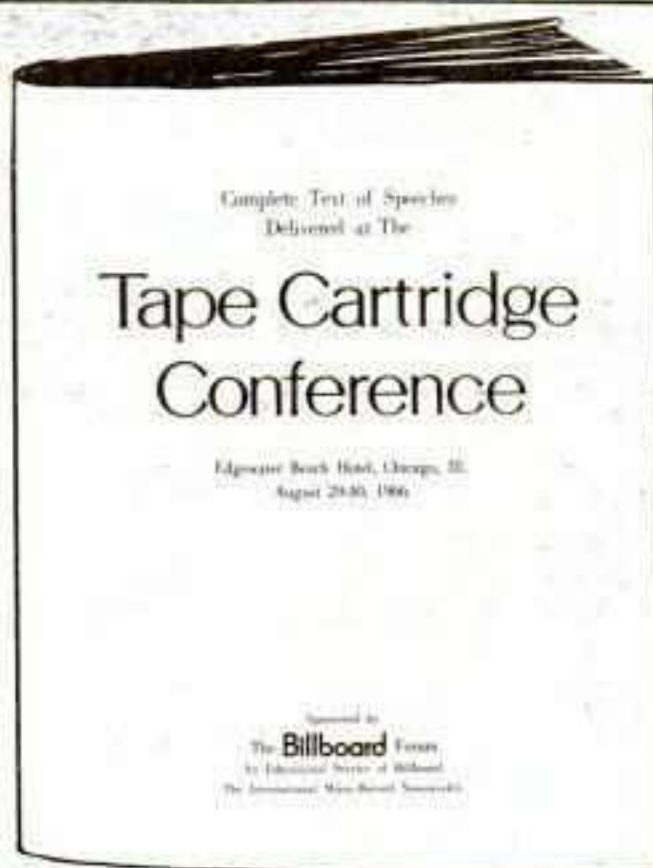
OUTSTANDING "BT" FEATURES: Every room air-conditioned — full length mirror — electric clock — television — coffee shop — specially treated water to make your morning coffee so good — every room in a different decor — percale sheets — heated pool — exercise room — roof sun bathing — free covered parking — 24-hour switchboard — light luncheon served in patio at attractive prices — and most important — excellent service with a smile.
DAILY RATES: \$12.00 AND UP.
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—BankAmericard and Air Travel Credit Cards honored.

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- PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING: Amos Heilicher
- SELLING TO KEY MARKETS
- OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE AUTOMOBILE FIELD: Harold K. Sperlich
- OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE HOME: John A. O'Hara

SELLING THROUGH DEALERS

- AN INSTALLER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Jack Frankford
- A RECORD DEALER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Arthur C. Grobart
- AN AUTO ACCESSORY DEALER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Arnold F. Woolf
- A DEPARTMENT STORE'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Darse Crandall

SELLING THROUGH WHOLESALERS

- EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES THROUGH A RACK JOBBER: Cecil Steen
- EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES AND EQUIPMENT THROUGH A DISTRIBUTOR: James Shipley
- EVALUATION OF EXPERIENCE IN SELLING TAPE THROUGH A ONE-STOP: Michael J. Daniel

NEW HORIZONS FOR THE TAPE CARTRIDGE BUSINESS IN PENETRATING BROADER MARKETS: James R. Gall

EXHIBITOR LIST

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 November 27, 1961

1. Big Bad John, Jimmy Dean, Columbia
2. Walk On By, Leroy Van Dyke, Columbia
3. It's Your World, Marty Robbins, Columbia
4. You're the Reason, Bobby Edwards, Crest
5. Tender Years, George Jones, Mercury
6. Soft Rain, Ray Price, Columbia
7. Happy Birthday to Me, Hank Locklin, RCA Victor
8. Under the Influence of Love, Buck Owens, Capitol
9. Backtrack, Faron Young, Capitol
10. I Fall to Pieces, Patsy Cline, Decca

COUNTRY SINGLES—10 Years Ago November 24, 1956

1. Singing the Blues, Marty Robbins, Columbia
2. Crazy Arms, Ray Price, Columbia
3. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
4. I Walk the Line, Johnny Cash, Sun
5. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA Victor
6. Searching, Kitty Wells, Decca
7. Sweet Dreams, Faron Young, Capitol
8. Conscience I'm Guilty, Hank Snow, RCA Victor
9. You Are the One, Carl Smith, Columbia
10. According to My Heart, Jim Reeves, RCA Victor

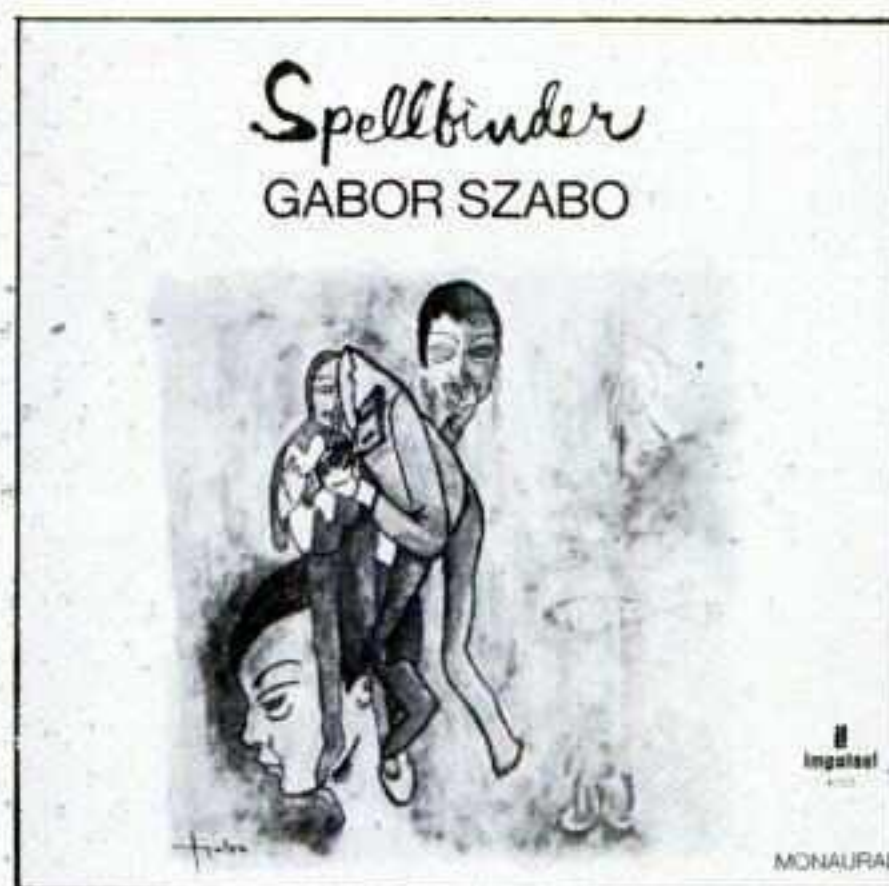
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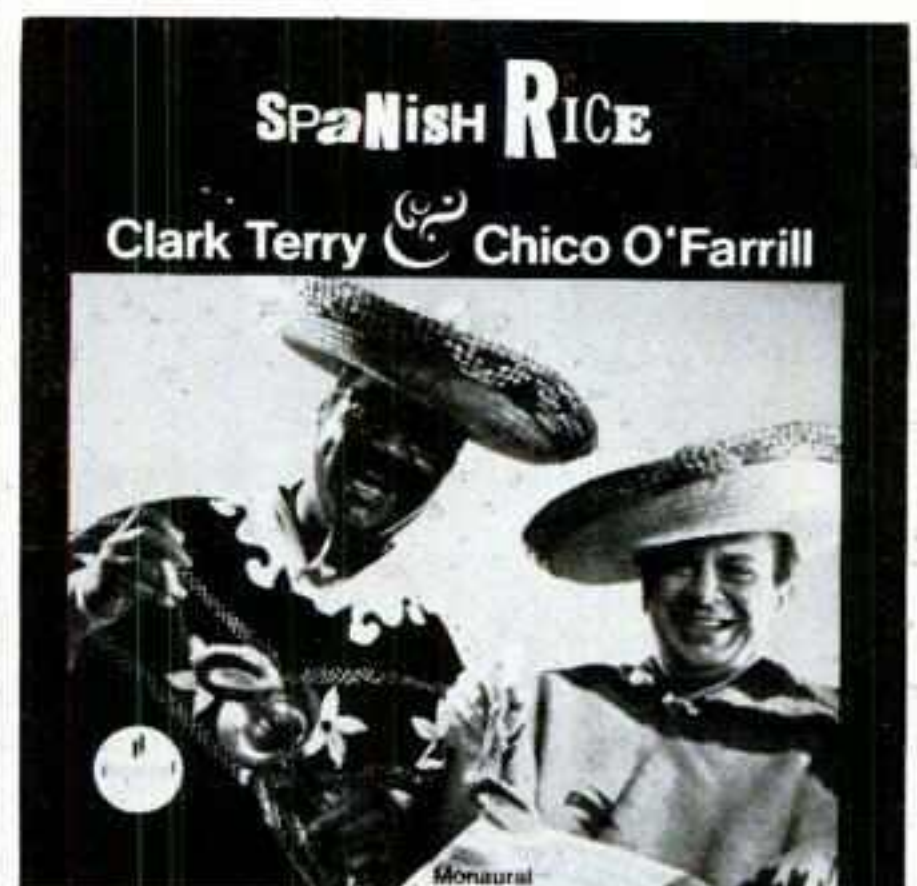
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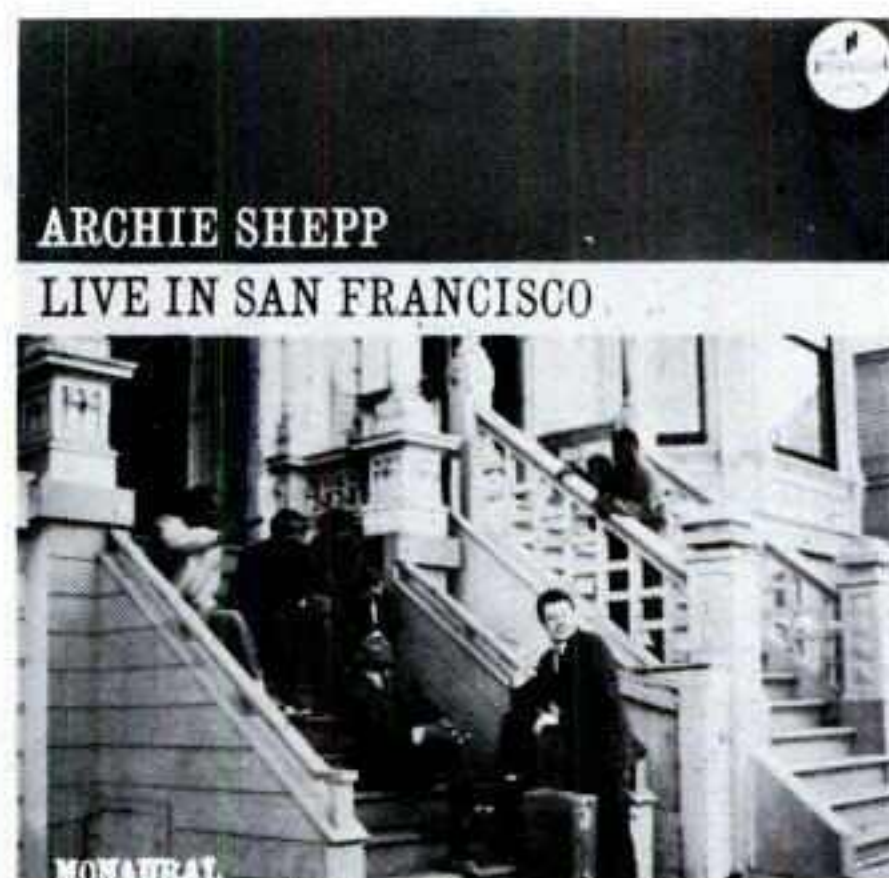
Coltrane Live at the Village Vanguard
Again John Coltrane
Impulse A-9124.



Spellbinder
Gabor Szabo — Impulse A-9123.



Spanish Rice
Clark Terry & Chico O'Farrill
Impulse A-9127.



Archie Shepp Live in San Francisco
Impulse A-9118.



Everywhere
Roswell Rudd — Impulse A-9126.



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EDDY ARNOLD
"The First Word"
c/w "The Angel
and the Stranger"
#9027

**BROOK
BENTON**
"Our First
Christmas Together"
c/w "Silent Night"
#9031

**ARCHIE
CAMPBELL**
"Christmas Eve
in Heaven" c/w
"Christmas at the
Opry" #9028

**LORNE
GREENE**
"Must Be Santa"
c/w "One Solitary Life"
#9037

**WILLIE
NELSON**
"Pretty Paper"
c/w "What a Merry
Christmas This Could Be"
#9029

**BARRY
SADLER**
"I Won't Be Home
This Christmas"
c/w "A Woman Is a
Weepin' Willow Tree"
#9008

KATE SMITH
"Happy Birthday,
Dear Christ Child"
c/w "Christmas Eve
in My Home Town"
#9007

HANK SNOW
"The Christmas
Cannonball" c/w
"God Is My Santa Claus"
#9030

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Over 1,000,000 albums sold,
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But it seems we must try harder.



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New Album Releases

- ATCO**
CLYDE BERLY & HIS PERCUSSIONS—Music in 5 Dimensions; 33-195, 33-195SD ...
FRANK HUBBELL & THE STOMPERS—Penny Candy & Other Treats; 33-196, 33-196SD
- ATLANTIC**
MAX ROACH — Drums Unlimited; 1467, 1467SD
- CADET**
ODELL BROWN & THE ORGAN-IZERS—Raising the Roof; LP 775, LPS 775
RAY BRYANT—Lonesome Traveler; LP 778, LPS 778
LOU DONALDSON—Rough House Blues; LP 768, LPS 768
AHMAD JAMAL—Heat Wave; LP 777, LPS 777
VARIOUS ARTISTS—Go Power!; LP 773, LPS 773
- CAEDMON**
VARIOUS ARTISTS — Yeats: Five One-Act Plays; TRS 315, TRS 315S
- CAPITOL IMPORTS (ITALY)**
SECONDO CASADEI ORCH.—Giorno Di Festa; DELP 8148
VARIOUS ARTISTS—Great Tenors of the Century; DALP 10402
NARCISO PARIGI—Al Mio A mico Oddardd; MTX 126
- CHESS**
MUDDY WATERS—Brass and the Blues; LP 1507, LPS 1507
- DAS ALTE WERK**
JOSQUIN DESPREZ—Motets (Conrad Ruhland, Cond.); AWT 9480, SAWT 9480
TELEMANN—Four Double Concerti/Concentus Musicus of Vienna (Harnoncourt); AWT 9483, SAWT 9483
TELEMANN—The Day of Judgement/Concentus Musicus of Vienna (Harnoncourt); AWT 9484/85, SAWT 9484/85
VARIOUS COMPOSERS — English Consort Music—Leonhardt Consort; AWT 9481, SAWT 9481
VARIOUS COMPOSERS—Recorder Music with Museum Instruments; AWT 9482, SAWT 9481
- DECCA**
BRENDA LEE—Coming On Strong; DL 4825, DL 74825
- EPIC**
HAYDN: THREE QUARTERS—Juilliard String Quartet; LC 3931, BC 1331
JEROME HINES/VIENNA STATE OPERA ORCH.—Operatic Saints & Sinners; LC 3934, BC 1334
- ESP**
Contact High with THE GOODZ; 10367
- FONTANA**
NEW VAUDEVILLE BAND—Winchester Cathedral; MGF 27560, SRF 67560
- HICKORY**
SWINGIN' GENTRY SINGERS—Pop Goes the Country; LP 137
- IMPERIAL**
JOHNNY RIVERS—Changes; LP 9334, LP 12334
- KAPP**
STAMPS-BAXTER QUARTET—He Is Wonderful; KL 1408
- KING**
JAMES BROWN Sings Christmas Songs; 1010
- LEO THE LION**
BUSTER CRABBE/VARIOUS ARTISTS — The Official Adventures of Flash Gordon; CH 1028
U. S. ARMY SPECIAL FORCES—The Green Berets; CH 1029
- LIMS**
VAL ANTHONY/SY OLIVER—What Can I Say?; SPM 1000, SPS 1000
- MAINSTREAM**
ORIGINAL SOUNDTRACK—Gypsy Girl; 56090, 5/6090
- MGM**
THE ANIMALS—Animalism; E 4414, SE 4414
MERY GRIFFIN/ARTHUR TREACHER—'Aif & 'Aif; E 4381, SE 4381
The Best of HERMAN'S HERMITS Vol. 2; E 4416, SE 4416
ORIGINAL SOUNDTRACK—Hotel Paradiso; E 4419, SE 4419
SANDY POSEY—Born a Woman; E 4418, SE 4418
JOHNNY TILLOTSON—The Christmas Touch; E 4402, SE 4402
HANK WILLIAMS/HANK WILLIAMS JR.—Again; E 4378, SE 4378
- PACIFIC JAZZ**
BUDDY RICH—Swingin' New Band; PJ 10113, ST 20113
- PARKWAY**
THE DEEP—Psychodelic Moods; P 7051, SP 7051
- PRESTIGE**
RICHARD (GROOVE) HOLMES—Misty; PR 7485
- REPRISE**
SAMMY DAVIS JR.—Laurindo Almeida; R 6236, RS 6236
DON HO—Tiny Bubbles; R 6232, RS 6232
THE DEAN MARTIN TV SHOW; R 6233, RS 6233
- SEECO**
JOHNNY LOPEZ COMBO — El Fantastico; SCLP 9290, SCLP 9290
VINCENTICO VALDES Canta No. Puedo Olvidar; SCLP 9293, SCLP 9293

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

MUSTANG SALLY . . .
Wilson Pickett, Atlantic 2365 (Fourteen Hour, BMI)

★ REGIONAL BREAKOUTS

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

I'M GONNA MISS YOU . . .
Artistics, Brunswick 55301 (Jalynne-BRC, BMI) (New York)

GEORGY GIRL . . .
Seekers, Capitol 5756 (Chappell, ASCAP) (Boston)

LET'S GET LOST ON A COUNTRY ROAD . . .
Kit Kats, Jamie 1326 (Dandelion, BMI) (Philadelphia)

BLUE AUTUMN . . .
Bobby Goldsboro, United Artists 50087 (Unart, BMI) (Pittsburgh)

(WE AIN'T GOT) NOTHIN' YET . . .
Blues Magoos, Mercury 72622 (Ananga-Panga, BMI) (Cleveland)

WE'RE GONNA BRING THE COUNTRY TO THE CITY . . .
Tony Mason, RCA Victor 8938 (Zirra-Ascola-Kaye, BMI) (Baltimore)

PEAK OF LOVE . . .
Bobby McClure, Checker 1152 (Chevis, BMI) (Washington, D. C.)

WEDDING BELL BLUES . . .
Laura Nyro, Verve-Folkways 5024 (Celestial, BMI) (Miami)

DIRTY OL' MAN . . .
Electras, Scotty 6351 (Scottside, BMI) (Minneapolis-St. Paul)

SWORD & SHIELD
WILLS FAMILY TV Inspirational Time; LP 1012

TOWER
BAND OF THE IRISH GUARDS—Marching With the Beatles; T 5046, ST 5046
THE CRUSADERS—Make a Joyful Noise with Drums & Guitars; T 5048, ST 5048
THE STANDELLS—Why Pick on Me/Sometimes Good Guys Don't Wear White; T 5044, ST 5044
WALTER WANDERLEY—From Rio With Love; T 5047, ST 5047

TURNABOUT
MOZART: COSTI FAN TUTTE — Various Artists/Glyndebourne Festival Orchestra (Busch); TV 4120-22
MOZART: DON GIOVANNI—Various Artists/Glyndebourne Festival Orch. (Busch); TV 4117-19
MOZART: THE MARRIAGE OF FIGARO—Various Artists/Glyndebourne Festival Orchestra (Busch); TV 4114-16
MOZART: THE MAGIC FLUTE — Various Artists/Berlin Philharmonic (Beecham); TV 4111-13

UNITED ARTISTS
CAIOLA COMBO—All Strung Out; UAL 3553, UAS 6553
JAY AND THE AMERICANS Greatest Hits Vol. 2; UAL 3555, UAS 6555
GEORGE MARTIN Instrumentally Salutes 'The Beatle Girls'; UAL 3539, UAS 6539
ORIGINAL SOUNDTRACK—A Funny Thing Happened On the Way to the Forum; UAL 4144, UAS 5144
THE WAILERS—Outburst!; UAL 3557, UAS 6557

VANGUARD
SAEED JAFFREY/VARIOUS ARTISTS — The Art of Love; VRS 9228, VSD 79228
JIM KWESKIN & THE JUG BAND—See Reverse Side for Title; VRS 9234, VSD 79234
ZERO MOSTEL Sings Harry Ruby's Song My Mother Never Sang; VRS 9229, VSD 79229
MOZART: SERENADE FOR 13 WIND INSTRUMENTS IN B FLAT, K361—American Symphony (Stokowski); VRS 1158, VSD 71158
VAUGHN WILLIAMS: SYMPHONY No. 6/DIVAS AND LAZARUS—Utah Symphony (Abravanel); VRS 1160, VSD 71160

VEEP
ANTHONY & THE IMPERIALS—Payin' Our Dues; VP 13513, VPS 16513

VERVE
VARIOUS ARTISTS—The New First Family 1968; V 15054

VOCALION
VARIOUS ARTISTS—The Glory Special; VL 3790, VL 73790
EARL GRANT—It's So Good; VL 3793, VL 7393
KITTY WELLS; VL 3786, VL 73786

WARNER BROS.
ANITA KERR SINGERS—Slightly Baroque; W 1665, WS 1665
CHAD MITCHELL—Himself; SW 1667, WS 1667
LEROY VAN DYKE—Country Hits; W 1652, WS 1652
JOHNNY KEATING—Here's Where It Is; W 1666, WS 1666
SOUNDTRACK—Not With My Wife, You Don't; W 1668, WS 1668

WHITTIER
THE MIDNITERS Bring You Love Special Delivery; W 5000

WORLD PACIFIC
KIMIO ETO—Sounds of the Koto; WP 1439, WPS 21439
VARIOUS ARTISTS—Sounds of the Veena Balachander; WP 1436, WPS 21436
VARIOUS ARTISTS—Drums of North & South India; WP 1437, WPS 21437

• ALBUM REVIEWS

Continued from page 62

BEAUTIFUL OBSESSION
Franck Pourcel, Imperial LP-9322 (M); LP-12322 (S)

CALYPSO SOUL
Tom Tedesco, Imperial LP-9321 (M); LP-12321 (S)

SWEDISH BRASS
Mats Olsson/Lappland, RCA Victor LPM-3684 (M); LSP 3684 (S)

MUSIC OF THE WEST
Winchester Chorale, Audio Fidelity AFLP 2164 (M)

WHERE IT'S AT: "LIVE" AT THE CHEETAH
Various Artists, Audio Fidelity AFSD 6168 (S)

LOW PRICE COUNTRY

THE "IN" SOUND OF COUNTRY AND WESTERN MUSIC
Bill Pursell, Spar 3010 (M-S)

ERNEST TUBB'S FABULOUS TEXAS TROUBADOURS
Decca DL 4745 (M); DL 74745 (S)

CLASSICAL

HAYDN: SYMPHONIES Nos. 70 & 59/ Esterhazy Orchestra (Blum), Vanguard VRS-1161 (M); VSD-71161

LOW PRICE CLASSICAL

HANDEL: WALTER MUSIC/ROYAL FIREWORKS MUSIC
Vienna State Opera Orchestra (Prohaska/APPIA), Everyman SRV-209 (M); SRV-209 (S)

BRAHMS: SYMPHONY No. 1
Vienna Festival Orchestra (Krips), Everyman SRV-221 (M); SRV-221 SD (S)

SCHUBERT: SYMPHONY No. 9
SDR Symphony Orchestra (Schuricht), Everyman SRV-218 (M); SRV-218 SD (S)

HAYDN: SYMPHONIES Nos. 35, 43 & 80
Little Orchestra of London (Jones), Nonesuch H-1131 (M); H-71131 (S)

JAZZ

THE 2nd JOHN HANDY ALBUM
John Handy Quintet, Columbia CL 2567 (M); CS 9367 (S)

INDO-JAZZ SUITE
Joe Harriott Double Quintet, Atlantic 1465 (M); SD 1465 (S)

STRAWBERRY WINE
Mike Wofford, Epic LN 24225 (M); BN 26225 (S)

RHYTHM & BLUES

BLUES ON THE SOUTH SIDE
Homesick Jones, Prestige PR 7388 (M)

MORE BLUES ON THE SOUTH SIDE
Billy Boy Arnold, Prestige PR 7389 (M)

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OTHER KINDS OF SONGS
Rod McKuen, RCA Victor LPM-3635 (M); LSP-3635 (S)

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Skip James, Vanguard VRS-9219 (M); VSD-79219 (S)

GOSPEL

ALL TIME GOSPEL HITS
Various Artists, Nashboro LP 7033 (M)

HOW BIG IS GOD?
Palmetto State Quartet, Sing 224 (M)

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POLKA SMASHEROOS
The Almars, Delta International DI-5003-LPM (M); DI-7003-LP's (S)



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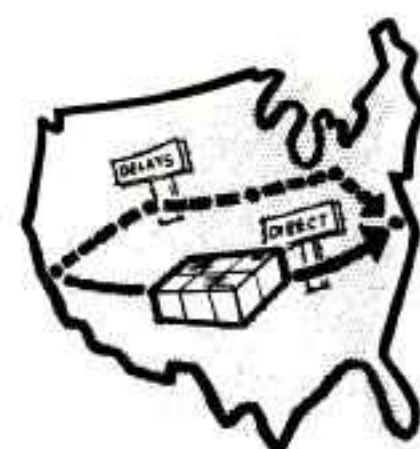
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CLASSICAL

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Caramoor Festival Orchestra (Rudel), Desto D-428 (M); DST-6428 (S)

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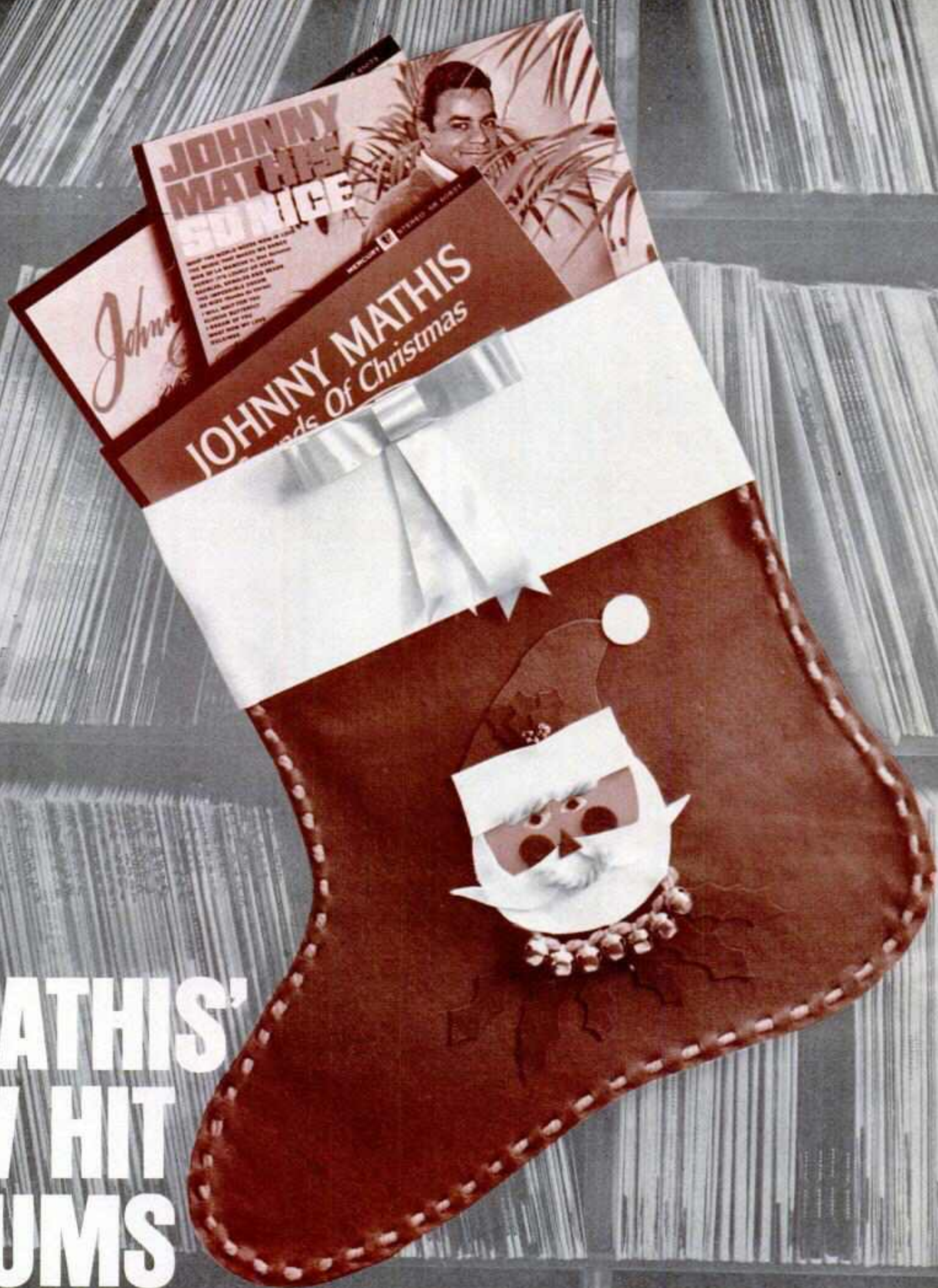
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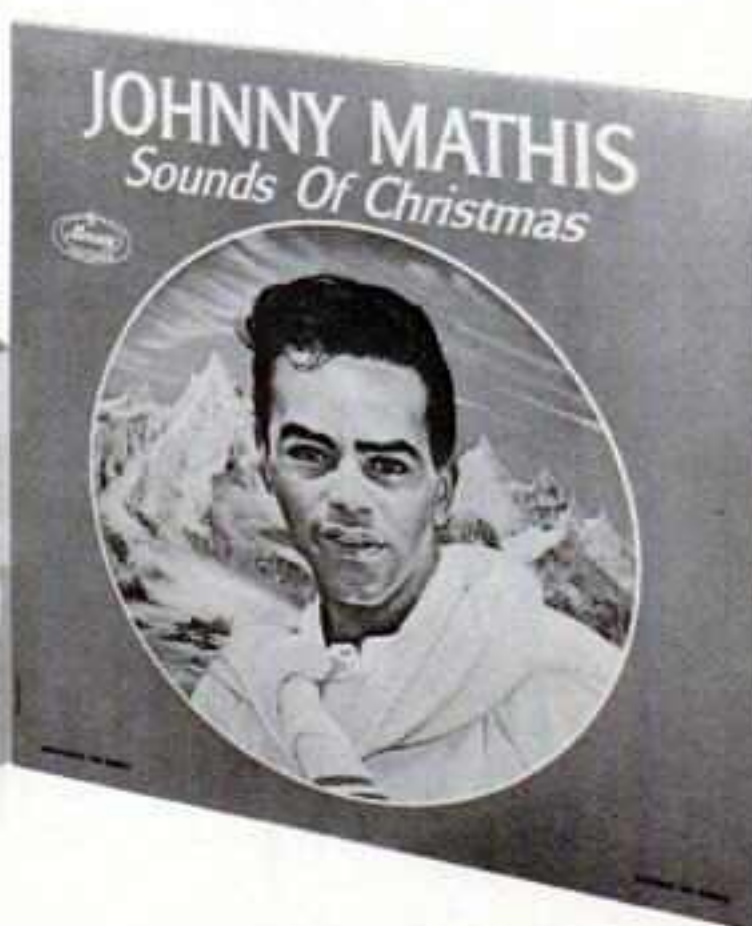
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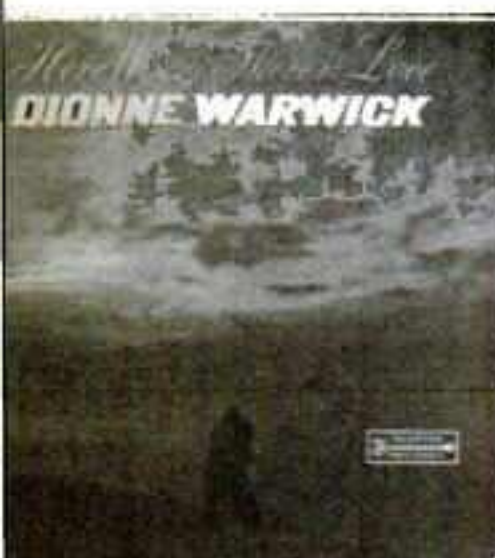
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KIDS MAY BUY MOST of the amplified instruments being sold today (see adjoining story) but these swinging nuns appear right adept with Magnatone guitars they came upon during the Institutional Commodities Services Show held in New York recently. From left, Sister Miriam David, FHM, Handmaids of Mary Juniorate, New York, Sister John Angela and Sister Stephen Thomas of St. Helena Convent, the Bronx and Sisters Edythe Francis, FHM, Handmaids of Mary Juniorate.

With Guitars, Amps, It's Christmas All Year Long

CHICAGO — It's a fact that half a million guitars and satellite accessories such as amplifiers will comprise a good chunk of the \$2.5 in musical instrument-home entertainment sales predicted for the Christmas quarter.

But veteran (5 years, at least) guitar retailers hereabouts reject in the main that such volume is anything unusual for fretted instruments.

"With guitars, it's Christmas all year round," insisted John Parker, manager of Guitar World, a West side outlet here went to run full-page ads in metropolitan dailies featuring nothing but guitars.

"Guitar fads have changed over the past few years," he said, "but the sales have held up. We went from the folk (flat top) guitar craze, through the hollow-body amplified to the current darling, the slim-line, amplified, solid-body."

Spurt

Of course, there are dissenters on the point about a Christmas spurt in guitar sales. Says John Scholfield at Lyon & Healy, giant department music store chain, "We'll probably do 80 per cent of our total guitar and amp business in this final quarter."

But though experienced guitar and amplifier dealers may disagree on the prime sales season, most concur on important product and market facts that cannot be ignored by the retailer who would like to supplement his disc revenue with strong amplified instrument movement are the year ends. We collected the following tips from the guitar pros:

WHAT INSTRUMENTS ARE MOVING? Most retailers say that the instrumentation of the hit rock and roll bands overwhelmingly influences the tastes of the market. For the Christmas season that means that slim-line semi-acousticals, 12-strings, basses, all amplified and amplified organs will move well.

"The biggest thing now is the slim-line acoustical," Scholfield said: "These aren't full acoustics, about half. But the old flat

top is still enjoying some attention. Martin's Jumbo D series is still a big seller."

WHAT BRANDS ARE MOVING? Parker at Guitar World handles such makes as Vox, Kay, Goya, Arne, Vega, Guild, Fender, Martin, Gibson, Gretsch, Harmony, Baldwin, etc. He says that right now Gibson, Fender and Vox are the hot brands. In amplifiers he cited Vox and Fender as moving well.

"The solid body line by Fender is big with us," Scholfield said, "and we're doing a good job with the Japanese Goya slim line." The store also carries Gibson, Calamazoo, Hofner and Harmony.

At Carnevale Music Mart, Bennie Carnevale said "We fea-

YOU NAME IT— IT'S AMPLIFIED

ELKHART, Ind. — Conn Corp. here has announced that it is now prepared to amplify any instrument made — piccolo to tuba. A spokesman for the major instrument manufacturer said it is even possible to wire all the instruments in a concert band into a single amplifier. Each instrument will wear a small mike, and, with an engineer twisting dials, any player can take a solo without rising from his chair. But the idea, as might be supposed, is not to step up volume. "It's for quality," he said, "especially in wind instruments."

ture name brands exclusively. That's why our business is steady most of the year. We carry Gretsch, Fender and Gibson and amplifier brands such as Ampeg, Gibson and Fender. We handle Camco, Rogers and Gretsch drums."

"The good lines are moving best with us," reported Rich Covas at Modern Music Center on the Northwest side. "Twelve-string instruments are picking up. Gibson, Fender, Calamazoo and Harmony are doing well. In amplifiers we're pleased with the action on Ampeg, Gibson and Fender. Drums? We're jumping with Slingerland and Ludwig and we special order Rogers and Camco. Banjos? Gibson and Fender move most consistently with a few Harmony here and there."

The best-selling amplified organs and pianos, according to Parker and Scholfield, are the Farfisa, Hohner and Vox models.

WHO IS BUYING? "Tell your record dealers that the kids are the customers," we were told by a guitar specialist, "but they have their parents in tow to sign the papers."

"The 15-16 year olds are the big buying group" Parker said. Within that age group there are second generation buyers, we were told. An estimated 25 per cent of all amplified instrument customers are trading up.

PRICE RANGES. "You can't believe these kids," said Scholfield, "but they're going for good quality items. Many are second-generation buyers, if you want to call them that, trading in or

trying to trade in cheaper things once they've accomplished a little more."

"The teens are now sophisticated enough in this market to want quality," said Parker, "whether they are buying their first instrument or their second. They don't have the money, but their parents do."

Translated into dollars, this means that the record dealer hitting the bull's-eye on today's market will stock guitars in the \$300 to \$400 range in quantity. All the guitar specialists agree on this. (Though one dealer pointed out that some real sophisticated buyers will insist that a \$115 Japanese import is as good as the expensive models.)

In amplifiers, there is most movement in the \$300 to \$600 bracket, but enough in the \$600 to \$800 area to warrant more than token attention. Drums in the \$150 to \$300 range are moving well with dealers we contacted.

DELIVERY. Guitar specialist warn that delivery of top lines, particularly for the holidays, can be a problem. "The good lines are tight," Covas said. "We're not standing in line like last year, but deliveries are not coming in like they should, either."

PROMOTION - ADVERTISING. Guitar World, as mentioned, and Lyon-Healy employ newspaper ads. L-H also uses daytime and evening radio. They flash the colorful product in window displays, as well. Carnevale is a believer in prominent Yellow Pages listings, and a glance reveals that most dealers agree.

TRENDS. All retailers concur that trends in sales parallel instrumentation experimentation and adoption by the hit recording groups. "Watch for a rush on sitars," we were told. (George Harrison brought one back from India and has been using it.) "Do you want a tip on what is

(Continued on page 80)

Report New York Show a Sell-Out

WASHINGTON — Requests for space at the Consumer Electronics Show to be held next June 25-28 in New York City have outstripped the 150,000 square feet of exhibit space, according to Armin E. Allen, chairman of the Executive Committee of the EIA Consumer Products Division, which is sponsoring the show.

The electronics home-entertainment show will bring together all segments of the field, from manufacturer to dealer, at the Americana and New York Hilton hotels.

The National Appliance and Radio-TV Dealers Association (NARDA), serving more than 6,000 of the country's leading buyers and retailers, will hold its annual convention in conjunction with the show, and will

headquarter at the Americana Hotel.

Over 115,000 square feet of exhibit space are already allocated to show the major products of this \$5 billion a year industry "in an atmosphere befitting their beauty and sophistication," says Allen, who is vice president and general manager of Philco Consumer Products Division.

On display will be tape cartridge equipment; TV sets; table, clock and auto radios, AM and FM; stereo phonographs; hifi components; electronic organs and video tape recorders. Both foreign and domestic makes will be eligible to show.

Proceeds from the exposition, planners say, will go to image-building and promotion of the consumer electronics industry.

(Continued on page 80)

Do the Acts or Instruments Capture Fancy of the Teens?



RCA'S YOUNGBLOODS. From left, Jerry Corbitt, Jesse Colin Young, drummer Joe Bauer and Banana and their \$10,000 worth of amplified instruments.

CHICAGO—Dealers who are still wondering about the amplified instrument boom would do well to watch groups like RCA's Youngbloods and the influence such combos have in the promotion and sale of electrified musical components.

Introduced to music traders here at Maxim's recently, the Youngbloods were toting 31 vari-shaped carrying cases containing over \$10,000 worth of amplified apparatus that sky-rockers their air-freight poundage to a whopping 1,942 pounds. On an eight-city promo tour, a Hertz van is waiting at each stop, reminding some facetious wags that RCA's recent purchase of the rental agency firm was good foresight.

The story of the Youngbloods *(Continued on page 80)*



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ENGLAND

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ONE WAY TO STIMULATE HOLIDAY sales of amplified instruments is this employed by The May Co. in Cleveland. They brought in Mercury's "psychedelic" group, The Blues Magoos, to the music department. The appearance also made the record department manager happy. The group's "(We Ain't Got) Nothing Yet" single virtually sold out.

Do Acts or Instruments Capture Fancy of Teens?

• Continued from page 79

is the story of what's happening today as young musicians constantly explore new frontiers of music expression that has now revolved backward in time to such esoteric instruments as the six-string sitar the Beatles' George Harrison imported from New Delhi.

Foundation

Jesse Colin Young, around whom the Youngbloods formed, said, "I felt confined. I always wanted to sing both ends, the tender, pretty songs and the raw, hard things, too. But I could never get enough out of one guitar to provide a foundation for everything I wanted to do."

The foundation is there now. The Youngbloods' guitar amplifier, as well as the bass amp and piano amplifier, are each capable of delivering 65 "clean watts," as Jesse defines un-distorted quality. "With auxiliary amplifiers like we use in big auditoriums," he said, "we could crank them up to over 100 watts, but I'm speaking about clean watts when I say 65."

The instrument sound system, designed by Bill Barko of B.C.L. Sound Laboratories, New York, utilizes two matched 12-inch Lansing speakers (guitar), another pair of matched 12-inch Lansings (bass) and a twin set of 15-inch Lansings for the

group's Wurlitzer electric piano. The speaker consoles and amplifying equipment were all custom made by Barko.

William Hanley, a Boston audio designer, worked out the vocal amplification equipment for the group. This section of the combo's armamentarium centers around a custom unit utilizing a MacIntosh 275 Young claims can dish out 150 "clean watts" with a combined RCA pre-amplifier-mixer that incorporates a Langvin studio equalization unit. Four Telefunken mikes feed into this, the group's heaviest piece of equipment.

Two six-foot-tall speaker columns on each side of the stage encasing six eight-inch Lansings provide the woofer and mid-range audio speaker assembly that flanks the group while two giant tweeter assemblies round out the Youngblood's nearly unbelievable electronic entourage. Again, these speaker enclosures were each custom-tailored for the group by Hanley.

Given all this apparatus, Mr. Retailer, let's follow a group like the Youngbloods to a typical TV shot or concert date. Now, watch the audience. Are the kids enraptured by the act or by the accoutrements?

It's hard to determine—until you stock your first guitar and amp line and watch the teens snap up the goods.

Report N. Y. Show a Sell-Out

• Continued from page 79

The EIA Consumer Products promotion committee is making plans to tell the story of this fast-paced industry's "substantial contribution to the nation's economy," and to enhance its role in American society.

Brochures on the simultaneous trade show and dealer convention, outlining the events, and mapping exhibit space, have gone out to the industry. The program includes daily management and marketing sessions, a government-industry leaders symposium, and a full schedule of social activities in which manufacturers, importers, distributors, dealers, broadcasting and advertising agency people will participate. Highlight will be an all-industry reception and banquet in the Grand Ballroom of the Waldorf Astoria Sunday, June 25, with industry and government leaders as guests.

EIA Consumer Products list 72 companies already signed for space including Admiral, Ampex, Arvin Industries, Capitol

Records, Fisher Radio, General Electric, Hitachi Sales; Lear Jet Stereo Division; 3M Co.; Mag-necord of Telex; Matsushita Electric Corp. of America (Panasonic); Mercury records; Motorola; Packard-Bell Electronics; Philco; RCA Sales; Sony Corp. of America; Sylvania Electric Products; Webcor Sales; Westinghouse, and Zenith Sales Corp.

Guitar Christmas

• Continued from page 79

really going to move?" Scholfield asked. Sure.

"This Varitone, Selmer's electrified saxophone, like Sonny Stitt uses in his 'What's New?' LP. This thing is fantastic. We've sold eight sight-unseen. In alto it'll sell for \$1,245 and in tenor it's priced at \$1,320 as a complete package. You can get the pre-amp power unit separately for \$595 and the attachment complete at a \$730 retail price if you already own an instrument."



TEN-YEAR AWARD PLAQUE from the National Automatic Merchandising Association is presented to Northwestern Corp. sales manager Ray Greiner, center, by NAMA trade show advisory committee chairman Robert Thomson, right, as NAMA general convention chairman Harold I. Blotner looks on. Northwestern has been a NAMA show exhibitor for 10 consecutive years.

Holiday Merchandising? Vendors' Views Differ

By EARL PAIGE

CHICAGO—Does the Christmas selling season have any effect on the bulk vending business? Are manufacturers, as in the past, bringing out special Christmas assortments this year? What about candy and nut vending during the Yule season? Are there any regular items that could have special Yule appeal this year?

In broaching these and other questions it should be recalled that some manufacturers have in recent years attempted to offset the tendency of locations who might seek to remove charm machines and replace them with seasonal displays of non-vended merchandise by offering special

Christmas-slanted items to bulk vendors.

One such assortment it was recalled featured gold one-inch bells, Christmas wreaths, Santa Clauses, snowmen, reindeer, jumbo Christmas balls and special merchandising displays to capture the eye of the Christmas shopper.

Little Enthusiasm

The enthusiasm, however, for Christmas bulk items per se has not been overwhelming, according to bulk operators. The chief criticism is that by the time routes are serviced the left-over Christmas items are dated and stale.

Bernard K. Bitterman, who with his son, Alan, operate Bitterman & Son Distributing Co. in Kansas City, said, "We used to use a little Santa Claus years ago but in the past several years we haven't found Christmas items too profitable. Many of the routes out here in western Missouri, Kansas and so forth are long and by the time an operator gets back to his machines after Christmas the merchandise is stale."

Irv Katz, S&P Distributing, St. Louis, was of somewhat the same opinion as he said, "I can remember being really hung on some items in the past. A Christmas item itself is a very hard go," he said, although Irv was

optimistic about a couple of items just now that he thinks may have seasonal appeal.

"I think these Terry Tune hand puppets are a very catchy item and will give machines a new look for this time of year," Katz said, "and this is important. We're constantly exploring ways to give our machines a fresh, eye-appealing look."

"Another item I have high hopes for," said Katz, "is this Crack-Ups thing. These are sticker items with cute sayings on them such as 'Help Stamp Out Bare Feet,' and things like this. Cute items such as this often catch on well during a special selling season."

Displays

Katz, well known for his ingenious use of custom displays which he and his staff design themselves, did not discount entirely the possibility of incorporating some display approach to seasonal merchandising. It has been mentioned in recent months that a number of operators and distributors have hired commercial and student artists to design specialty displays.

There would certainly seem to be any number of new items introduced since September that might lend themselves to seasonal slants. Knight Toy & Novelty Co. has introduced several imaginative fronts such as its

(Continued on page 82)

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Pistachio Nuts, Jumbo Queen, White82
African Crown Red Lip Pistachio Nuts58
African Prince Red Lip Pistachio Nuts52
Indian Nuts, 5 lb. bag, per lb. 1.25
Cashew, Whole91
Cashew, Butts79
Peanuts, Jumbo45
Spanish32
Mixed Nuts60
Baby Chicks35
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 14-lb. carton, per lb.39
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Maltette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.

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Winter Is Clean-Up Time; Logan's Nelson Tells Why

CHICAGO—"This is the time of year when bulk vendors should be pouring over their route cards, updating equipment in spots and refurbishing their machines," said Logan Distributing's Jack Nelson when asked if the Christmas season had any significance for bulk operators. "The business hits its lowest ebb from Thanksgiving on," said Nelson, with a sigh of resigna-

tion. "Right on through January and really up to Easter practically," he added. "It's just the nature of the business," Nelson said.

"I can't remember any case where specialized merchandise ever sold well during Christmas. We had the bright idea back in 1957 or 1958 to come out with red and green capsules. It laid the biggest bomb I can ever remember," he said ruefully.

Baseball

Nelson said that about the only seasonal item that has enjoyed continued success with his customers has been baseball merchandise. "We've seen football and basketball items and all sorts of merchandise pegged as special seasonal themes but really only baseball has ever worked out."

"The reason for this is simple," Nelson explained. "Baseball starts in February when the spring training camps open and when newspapers start giving the sport publicity. It lasts all summer into October when they have the World Series.

"Baseball is the most popular sport with kids, what with your Little League, Khoury and American Legion programs, and it just ties in. Not only in gum," said Nelson, "but in cards and even capsule product."

Edibles

Leaving novelty and charm vending merchandise for a moment, Nelson reflected on nuts and candy as opposed to the regular varieties of gum in the edible vending field and was not too optimistic about nutmeat products.

"Nuts, salted peanuts, cashews, pistachios and so on are a wonderful business," he said, "don't get me wrong. But it's a specialized field, too. I mean you've got to worry about sanitation, about keeping the machines clean and the product fresh and all this. If you're running nuts and charm and novelties, you're in trouble. You can't integrate nuts into a varied program in my opinion," said Nelson.

"You also have to keep this in mind," said Nelson. "Nut vending leans toward entirely different locations than is the case for even gum and especially capsule items. You have your filling sta-

(Continued on page 82)



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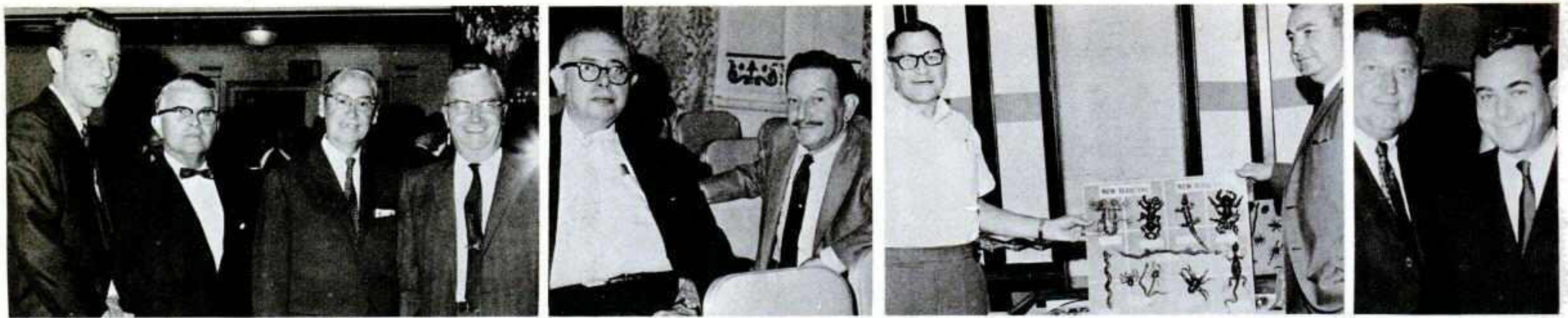
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SEEN IN CHICAGO—Rolfe Lobell, Paul Crisman and other board members chat before board meeting; moving right, Sam Phillips and Bernie Bitterman sit and talk; in third photo Paul Price and Irv Katz admire the latest in the company's line, and at far right, National Vendors Association co-counselors Ted Raynor and Don Mitchell have pre-meeting smiles for Billboard cameraman.

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Views on Holiday Merchandising

• *Continued from page 81*

"The Amazing Magic" series. Eppy Charms brought out a series of 20 different top pieces for display fronts including "You're in for a Big Sur-Prize," "Blasting Off," "All Aboard" and others. Paul A. Price introduced Green Hornet flicker rings and masks, and MacMan Enterprises has another TV slanted item in "The Girl From U.N.C.L.E." charm items as well as its Marvel Super Heroes series. Mixes, such as those offered by Penny King which include Bible with Lord's Prayer, Happy Man, Mean Man, Cyclops and drum and other items offer imaginative freshness for machines. Henal Novelties & Premiums have its series of Monster Heads and has also brought out Green Hornet rings. Another ring item with possibilities is Karl Guggenheim's Mod Rings.

In the realm of edible items

Walt Swanson, Kelling Nut Co. here, readily admitted that the fall season into and past Christmas was an exceptional season for bulk operators. "Salted peanuts, cashews, pistachios and especially mixed nuts are very good this time of year," Swanson said. "I suppose people's appetites are whetted for nuts anyway and they seem to take advantage of this kind of merchandise when it's presented in clean, attractive machines," he said.

What about candy? Doc Ferrara of Ferrara Candy Co. here was less optimistic about candy as a bulk vending item although he did say he felt operators were missing a bet by not trying more of it in their vendors. "We're doing very well with concessionaires in theaters and other types of locations like this on Jaw Breakers, Boston Beans, Red Hots and another item we call Lemon Head, which is a lemon-flavored candy," Ferrara said.

"In the past few years bulk vendors have told me that gum, rather than candy, has been their best mover, but people are eating

more and more candy and I think bulk operators should be trying for this business," he said, in noting he had observed a number of multiple stand displays lately without a single machine offering candy.

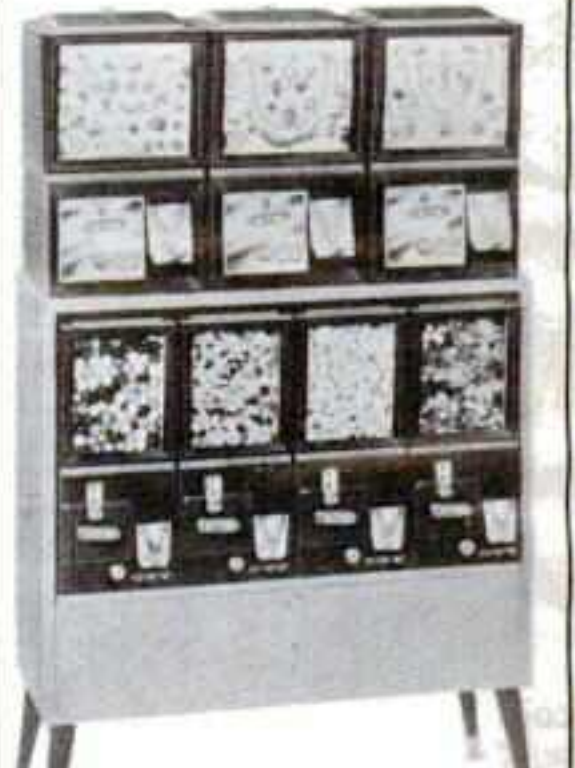
Helping to explain the emergence of gum as a major bulk vending item, Bitterman noted that 100-count penny chewable products show exceptional up-swings during Christmas while 5 and 10-cent merchandise tend to drift off. "You have to remember that kids are exposed to a tremendous array of charm and toy merchandise on the toy counters in stores and that a successful vending item is one that offers a contrast to what is generally available," said the 30-year veteran of bulk merchandising. "This is why gum becomes such a profitable item. The kids have plenty of pennies and nickels, and there's a good variety of gum items," he said.

Machine Placement

Even more important, perhaps, than bulk merchandise keyed to Christmas sales, was the subject of machine placement during the peak selling sea-

son. One bulk operator pointed out that mothers, besieged by their children at every toy department, are often prone to pacify youngsters by giving them
(Continued on page 88)

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Winter Is Clean-Up Time; Logan's Nelson Tells Why

• *Continued from page 81*

tions and your other types of locations for nuts. They don't go in super markets the way gum and capsules do," he said.

Nelson was much more hopeful when the subject turned to candy. "I'm seeing more and more candy being vended through bulk machines lately and especially with the growth of multiple installations. After all," he said, "an operator puts in a bank of eight or even twelve machines and how many different products have you got? Candy is a natural."

"However, what scares some operators away from candy is the fact that the machines will do good but won't return a high percentage. Here you're dealing out six, eight, ten and so on individual pieces per vend and this is a lot different from one piece of gum let's say."

"Here again you're back to the thing that limits seasonal merchandise, which is route coverage. Most routes," said Nelson, "are geared for a four to six-week service cycle. Where you're vending more individual pieces like with candy, your danger of running short is higher."

"I still think candy is a very good item and growing," he said, adding, "and am not trying to create an opposite impression here. It's just that it takes a little different thinking and planning."

Planning

Planning brought the conversation around to Jack's real

point of advice for operators this time of year. "Operators don't have to worry about making changes or putting in different machines this time of year because store owners are busy or might object to any change in normal routine," Nelson advised.

"The operator is just another delivery man this time of year and the store owner isn't going to be worried if he carries in a new machine or is busy cleaning up when he checks the location. This is the time of year to do

(Continued on page 94)



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NEW YORK—Reprints of a recent Billboard article on what operators can do about "Blue Sky" promoters have been mailed out by the National Better Business Bureau to some 300 local BBB offices and 1,200 Chambers of Commerce around the country. The article was written by S. John Insalata, Billboard's contributor - consultant on coin machine industry labor-legislative-legal topics. The reprint includes a vital checklist prepared by Insalata for investors considering the coin machine business. The reprint is available to our readers at 15 cents per copy (10 cents in orders of 50 copies or more). Write: BLUE SKY REPRINT, BILLBOARD MAGAZINE, 188 W. Randolph St., CHICAGO, ILL. 60601.

ATE Opens Biggest of All Shows

LONDON — When Britain's coin machine show, the Amusement Trades Exhibition, opens its doors Monday (28), organizing secretary John Singleton will be evaluating the switch to November from January as the timing of the annual event. Present indications are that it has led to a greater than usual emphasis on equipment, rather than novelty supplies for the carnival operators who also share the show.

At 93, the number of exhibitors is the highest ever. Three more firms than last January's show have taken space. In all, 24 displays will be participating in the three day show for the first time.

Much more space is now available for manufacturers and visitors following the ATE's move to vast Alexander Palace, in outer north London, the venue for the first time last January.

Growth

The growth of the industry had overtaken the room available at the Horticultural Hall, its central London home for many years. There is now room for all, and ample parking space for visitors' automobiles.

Industry leaders are very optimistic. (Continued on page 86)

Nebraska Assn. Plans Meeting

OMAHA—The State trade association, Coin-Operated Industries of Nebraska, will hold its regular meeting here at the Holiday Inn on Dec. 3-4.

Highlight of the gathering will be a service school conducted by one of the major jukebox manufacturers.

COIN is giving each of the manufacturers opportunity for technical instruction at one of its meetings each year.



THIS TYPE OF SUPPORT BOOSTED ATTENDANCE at the recent MOA convention to its highest mark in several years. Central Distributors of St. Louis brought 18 of its personnel to the Chicago show. From left, Roland Wagner, Darwin Coppersmith, James Kennedy, Earl Veatch, Milton Ernst, William Caito, Gordon Meyers, Les Mitchell, James Ballentine, William Harris, Joe Hill, Lester Engel and Norwood Veatch. Not in picture: Edward Grempler, Ray Cunningham and Bill Holmes. Group was treated to dinner and nightlife while in the Windy City.

SHOW SURVEY

Swing to Vending Following Natural, Inevitable Course

By EARL PAIGE and BENN OLLMAN

CHICAGO — Businessmen like Raymond Paskiewicz, Columbia Coin Machine Co., Baltimore, stand as examples of the music-game operator's new vending adventure.

Paskiewicz's firm is one of countless operations that have formerly dealt only in music and games and are now exploring vending. Columbia Coin Machine Co. moved into full line vending about a half-year ago. "We're getting our feet wet in the vending phase of the coin machine business," said Paskiewicz, "and we're quite pleased

with results to date. Most of our vend equipment is in schools, colleges and small factories."

The swing to vending of one form or another seems to follow a natural course, according to Howard Ward, with Westinghouse Electric Corp. in Dallas. "So many phonograph and game operators have gone into cigars," he said, "and then it's only natural to spread out into candy, soft drinks and finally into full line." Ward indicated that diversification into vending among music - game operators was quite apparent in Texas.

Pat Storino is an example of the kind of operator Ward

speaks of. Storino, who operates S&S Amusements, Toms River, N. J., has recently branched into cigaret vending. "Music is still our bread and butter," he said, (Continued on page 93)

Montana Assn. on the Move; to Elect Board

By PAUL ZAKARAS

BUTTE, Mont. — The Montana Music Operators Association met here last week (5) and worked out a procedure for setting up the young trade group's board of directors. It was decided to have a five-man board which is to be elected at the MMOA's next quarterly meeting on Jan. 28 at Great Falls.

In other action the MMOA:

- Presented official copies of its bylaws to the members.
- Agreed to allow suppliers of records and equipment, such as one-stops, record distributors,

cigaret wholesalers and others who share the interest of the operators, to join the group as "associate" members and fixed a dues schedule for such members.

- Discussed upcoming legislation — including several bills which might directly affect the industry—that is due to be acted upon by the Montana State Legislature at the opening of its next session in January.

- Discussed methods of combatting the rising cost of location commissions.

The meeting was held at (Continued on page 93)



MAINSTAYS IN THE YEAR-OLD Montana Music Operators Association are, standing, from left, H. B. Brinck, Rock-Ola distributor, Butte; Rose Walker, executive secretary of the MMOA; Elmer Boyce, president; seated, from left, Great Falls operator Zolly Kellman and MMOA secretary-treasurer Bob Walker.

Trade School Talks in Southeast

RICHMOND, Va. — In a weekend series of association meetings beginning here Nov. 18, Southeast operators plunged in earnest into planning of a regional school for coin machine mechanics.

Beset with a continuing shortage of skilled personnel, operators here, in Columbia S.C., on Oct. 19 and in Daytona Beach, Fla. on Oct. 20 discussed founding a school in Atlanta. The Music Operators of Virginia, South Carolina Coin Machine Operators Association and Florida Music and Amusement Asso-

ciation were expected to pledge support for such a school.

Establishment of the Atlanta school is to be under the direction of Jack Moran, founder of the Institute of Coin Operations in Denver, Colo., the first trade school devoted exclusively to the training of coin machine technicians under provisions of various federal manpower training programs.

Tolisano

Moran addressed the MOV members here, travelled on to Columbia to meet with the South Carolina operator on Saturday

and was in Daytona Beach on Sunday for a meeting of the Florida association called by president Wesley Lawson.

Newly-elected Music Operators of America president James Tolisano was also present at the Richmond and Daytona Beach meetings and was tentatively scheduled to stop by the South Carolina meeting.

Other features speakers here at the MOV annual convention were MOA executive vice-president Fred Granger, MOA board chairman John Wallace, and MOA counsel Nichols Allen. All

Beginning to Feel Welcome

CHICAGO — This may come as a surprise, but a lot of one-stops have felt unwanted by the national jukebox operators association.

And they're pleased, even flattered, at the overtures of the Music Operators of America. (See Billboard, Nov. 19).

"I've been trying to give MOA my check for years," said Lew Choate, prominent Seattle record merchant. "I've never been told even how I might join as an associate member or something."

(A number of MOA top officials are on record as advocating one-stops as regular members. Present one-stop affiliates are associate members.)

Choate, who has definite opinions on the role of the one-stop and the Little LP in the operating business, would have considerable to contribute to full-fledged dialog between one-stops, operators and record manufacturers.

"Most of what is being said about Little LP's is nonsense," he said, "as was much of the criticism of the one-stops at the

(Continued on page 84)

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Operator Canale Top Vote-Getter

MEMPHIS — Operator Drew J. Canale, easy primary winner, outpolled all Shelby County candidates in his recent election to State Senate seat number 33.

Canale, president of Canale Amusement Co., polled 82,692 votes in trouncing his Republican opponent.

"My campaign manager did



STATE SEN. DREW J. CANALE

an outstanding job running my campaign," Canale said, referring to local Seeburg distributor George Sammons, president of Sammons-Pennington Co.

The newly elected official also gave a lot of credit to his lovely wife, Helen, who from behind the scenes handled the maze of campaign speaking engagement details.

An attorney and operator, Canale has assured his coin machine industry colleagues that he'll be constantly on the watch in the State Legislature.

"If you have any problems," he told his fellow operators, "just call on Canale."

1-Stops Favor MOA Affiliation

• Continued from page 83

MOA convention, about which I read in Billboard."

In Touch
"Does MOA want me?" said Pat Blunda, who recently opened a one-stop in St. Louis after many years in the record business. "I'm in touch with operators all day long. I do 98 per cent of my business with operators. I would definitely benefit by meeting more operators and finding out what kind of service they want. Where do I join?"

"I joined during this year's convention," said Fred Sipiora of Singer One-Stop, Chicago. "I had never really been encouraged to join until this year."

Sipiora said that he recognized that MOA, in seeking more one-stop members, would also be seeking new avenues of service. But, he commented: "As a one-stop, I joined more to learn how I can serve the operator than to learn how they can serve me." He suggested that MOA and one-stop representatives get together for talks soon.

Said Chuck Sisney, of Hi-Fi One Stop, Peoria, Ill., "I just don't know. I'm now a member of the Illinois Coin Machine Operators Association. But if the national association is really interested in one-stop members, I'll consider joining."

New Attitude
Oscar Buchman, of Redisco One-Stop, Baltimore, who is an ex-MOA member, said that in the night of the MOA copyright fight and some of its other efforts, he is considering rejoining. "Operators have a new attitude toward MOA," he said. "And I do too. They're helping my customers make more money. I think I'll probably join again, particularly if I find that a lot of other one-stops are going along with the idea."

Jerome Pergament, manager of Budisco International One-Stop, Miami, expressed uncertainty over the advantages of MOA membership but said he is currently giving it thought. "We belong to the local and State groups."

"I belong to MOA and to the Music Operators of Virginia, and I would belong to a lot more operator organizations if I had time to make the meetings," declared Pat Cohen, owner of Pat's One-Stop, Richmond, Va. "I think it's only right. After all, I derive part of my living from selling jukebox operators. What affects them affects me. And this goes for local and national problems."

NAMA Show Shots



DITCHBURN'S new compact, instant-ice cold drink machine was visited frequently by Miss Joy Arnold, one of the hard-working models at the NAMA show.

Mr. Manning, NAMA executive director Tom Hnugerford addresses general membership.



ATLAS GANG, Chicago, engulfed the Rowe NAMA exhibit. From left, Joe Klykun, Bob Fabian, Paul Heubusch, Eddie Ginsburg, Sam Gersh, Bill Phillips and Stan Levin.



NATIONAL VENDORS' Jack Kincaid, left, describes company's fresh brew unit to Mr. and Mrs. Charles Bailey, Indiana Vendors, St. Joseph, Ind.



LARGE WESTINGHOUSE exhibit attracted music-game operators.



CONVENTION COFFEE BREAK is enjoyed at Rock-Ola's NAMA exhibit by, from left, Mrs. F. S. Crawford, Mrs. T. Lincume, Mrs. David Clay and Mrs. P. M. Steward (all their husbands are with Valley Canteen, Inc., Ashland, Ky.) as Rock-Ola's vending sales manager Hugh Gorman and associate E. S. Kaufman look on.



NEW MAR-VEND chip and snack vender is pored over by Jackie Bechtold, left, and Mary Kay Ferraris of Bowey's, Inc., Chicago.



BILL ADAIR, president, Seeburg Sales Corp., is questioned by Hollanders H. M. Vale, left and J. F. Vale.



MOB SCENE greeted music-game operators at the Avenco booth at the NAMA show.



CLOSE SCRUTINY is given new Changebank dollar bill unit by, from left, R. O. Cantrell of Princeton, Ky., Tom Bracken and M. R. Graziano of ARA. In background is Danny Kay of Changebank.

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ALL STAR BASEBALL	\$225
BIG LEAGUE BASEBALL	350
CHAMPION RIFLE RANGE	265
UNITED BALL BOWLERS	
CLASSIC	\$250
FROLIC	275
7 STAR	275
HOLIDAY	310
TROPICS	325
ALAMO	325
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KING	\$195
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HOLLY COW!

**Better get this
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You'll make a bundle.**

Other manufacturers *talk* about making more money for you.
Rowe AMI *does* it!

Here's a great profit-making package for the new Rowe AMI Music Merchant—a new holiday season front panel *and* a Santa Claus "Play Me" Record. Put your locations' customers in the right spirit... the Holiday Spirit.

For a profitable New Year,
see your Rowe AMI Distributor now.
Tell him Santa sent you.

R-33

Rowe[®]

MANUFACTURING

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93 Firms at Biggest ATE

• Continued from page 83

timistic about the new timing making the ATE a pre- rather than post-Christmas event. Machine distributors and manufacturers are generally in favor of the change, a Billboard survey showed.

It gives them more time to produce economically for the new season and their customers have longer to mull over purchases.

A number of firms supplying prizes for use in amusement and gambling machines are not too enamored of the change, however, said organizer Singleton. Many had dropped out because of this, leaving the show to concentrate on the jukeboxes, amusement tables and fruit machines.

Freeze

Coupled with Britain's current freeze, few manufacturers

were willing or able to forecast its affect on attendance or future business prospects.

Singleton, who doubles as secretary of the Amusement Caterers Association, feels the coin market has not been seriously affected and reported no great despondency among his members.

He noted that exhibitors could be expected to be concerned about the effect the current wage freeze might have on consumer spending.

Customary secrecy was being maintained by some exhibitors regarding their stands and products. However, Gordon Walker of Ruffler and Walker, the largest exhibitor, was very optimistic. His company is delighted with the new arrangements, especially the chance to spread out its stand.

It is expecting great interest



BERNARD E. BRIGGS, left, director of the Amusement Trades Association, seen talking to Billboard coin machine editor Ray Brack in Chicago during recent A.T.A. U. S. tour.

from abroad regarding its new simulated aerial bombardment game featuring explosive hits on moving targets. New also will be Hovercraft and Torpedo units.

Mar-Matic Sales, fruit machine distributor, is also taking advantage of the larger floor area to divide its stand into three sections. Visitors can visit the Red Arrow bar, a dimly lit arcade or the Mar-Matic Club for variations of the new Keeney range of coin or token-operated machines. Making its world premiere here will be Jennings penny-playing Crackerjack unit.

Attracting much attention will be Symplay's new venture. Branching out from jukeboxes, it will be introducing the Go-Cart an electric-powered kiddie car. It also has a new range of the German Harting jukeboxes and the Consul cigaret dispenser.

New at the Arbiter and Weston stand will be a U.K. made solenoid - operated basketball amusement table shown with the Serenade jukebox from Loewen Automaten, Germany.

Jubilee, another fruit machine manufacturer, will introduce a new range of Riviera fruit machines for use in clubs and the Tankard series for pub or arcade sites.

The Ainsworth stand will feature the Grosvenor fruit machine claimed to be the most advanced unit at the show. In a compact console with in-built mobility—it rises on castors for floor cleaning—the Grosvenor features a new jam-proof token box, bent coin release system, dual throats for coin or check and can be converted for one or two pull operation. Latest models in the Nevada and Olympic ranges will also be shown.

SEEBURG GIFT TO U. S. NAVY

CHICAGO — Recuperating servicemen in Navy hospitals in Japan, Guam, the Philippines and in this country are now listening to music furnished by phonographs and records donated by the Seeburg Corp. here. Louis J. Nicastro, Seeburg president, conceived the idea upon observing hospital planes near his home which is close to Glenview Naval Air Station. Advertising manager Frank Luppino worked out the details with the Navy and Seeburg distributors. One phonograph was even installed aboard the U.S.S. Repose stationed off Vietnam.

Amusement Trades Exhibitors

Alexandra Palace

London

Nov. 28—Dec. 1

COMPANY	BOOTH NO.
Academy Signs, Ltd.	F 15-16
Ainsworth Consolidated Industries (GB), Ltd.	P 5-8
American Foods, Ltd.	A 5
AMF International, Ltd.	3-4, 7-8
Amusement Equipment Co., Ltd.	L 1-4, 7-10
Andamuse, Ltd.	G 4-5
Arbiter and Weston	H 1-3
Cyril Astor Photomaton (London), Ltd.	B 5
Cyril Astor Phtomaton (London), Ltd.	B 5
Automatic Coin Equipment (Cardiff), Ltd.	U 4-6
Auto-Slot (sales), Ltd.	E 9-12
Avinco Ltd. (Symplay)	E 5-8
B.A.S. Trading Company	V 1-3
Beacon Signs, Ltd.	F 1-2
Michael Beckett, Ltd.	T 3-5
Ivan Bennett Engineering Co., Ltd.	A 6-7
B. H. Bowring	E 1
The British Automatic Co., Ltd.	W 3-5
Bryans Works	H 7
Buckley Shefras, Ltd.	N 1
Club Specialty Overseas, Inc.	D 8-10
J. F. Costelloe (Belmont), Ltd.	V 11-12
Coughtreys Automatic Supplies, Ltd.	E 2-4
Alfred Crompton, Ltd.	R 1-6
Delma Amusements, Ltd.	W 1-2
Direct Machine Distributors, Ltd.	T 1, 6
Ditchburn Equipment, Ltd.	D 4-6
Electric Shop Developments, Ltd.	W 9
E.G.M.	N 7-8
G. B. Cutlery Co., Ltd.	V 4
Glenhill Press and Coin Automatics	A 1-2
Goldhill and Mendoza, Ltd.	K 4
Golding Automatics, Ltd.	M 5-6
Edwin Hall and Co.	W 10-11, O 3-4, 7-8
Holdmatics, Ltd.	K 6
I.C.C. Machines, Ltd.	D 11
Instone and Ashby, Ltd.	T 2
H. P. Jackson and Sons, Ltd.	F 12-13
Dennis C. Jezzard	Q 6
Geo. F. Joyce and Son, Ltd.	N 2
Joyride Manufacturing Co., Ltd.	M 4
Jubilee Products	B 1-2
J.W.S. Automatics, Ltd.	L 6
Krafts Automatics, Ltd.	B 6-8
W. Lancaster and Co., Ltd.	M 7
Mar-Matic Sales, Ltd.	K 1-23
Mayfield Electronics, Ltd.	C 4-7
Melroy Automatics, Ltd.	D 1-2
Melroy Manufacturing Co., Ltd.	D 3
Millers (Multi-Slots), Ltd.	B 9-11
Mills Bel-O-Matics, Ltd.	Q 1, 4
Mills Novelty Co., Ltd.	Q 7
Minic, Ltd.	V 7-10
Modern Products (Lindsey), Ltd.	D 1A
Nixsales, Ltd.	N 3-4
P.A.D. Automation, Ltd.	W 12
B. M. Phillips, Ltd.	F 11
Phonographic Equipment (Distributors), Ltd.	C 1-3, 8-10
Pugh Automatics	L 5
Rally S.A.	G 8-9
Regent Automatic Supply	N 9-10
Gaston Reverchon and Sons	G 6-7
Robey Bros.	U 1-3
Robinson Partners (London), Ltd.	S 4-6
Ruffler and Walker, Ltd.	J 1-6
Samson Novelty Co., Ltd.	S 1-3
The Scottish Automatic Printing Co., Ltd.	H 4
W. & J. Shaw	F 10
Morris Shefras and Sons, Ltd.	P 1-4
Philip Shefras (sales), Ltd.	M 1-3, 8-10
S. L. Coin Machines, Ltd.	A 8
Standard Coin Counting Co.	Q 5, 8
Stollwood, Ltd.	V 5-6
Streets Automatic Machine Co., Ltd.	H 5-6
Sty-Rin Precision Eng. Co., Ltd.	D 7
Supercar Co., Ltd.	G 1-3
Tesi Bros.	Q 2-3
Thomas Automatic Co., Ltd.	P 1-2, 9-10
I. H. Toby (Hardware), Ltd.	K 7
Vale Amusements (Bingo), Ltd.	K 5
Vine Electronics (Ramsgate), Ltd.	F 14
Warren Jethro and Co.	A 4
Whirl-A-Boats, Ltd.	B 3
Whittaker Bros. (Shaw), Ltd.	F 5-9
Winchester Joinery Co., Ltd.	N 5-6
Wondermatics, Ltd.	W 7-8
The World's Fair, Ltd.	W 6

KEEP IT UNDER
YOUR HAT!

BUT A VISIT TO
STANDS C 1, 2, 3 & 8, 9, 10
AMUSEMENT TRADES EXHIBITION
ALEXANDRA PALACE, LONDON N.22
NOV. 29-DEC. 1, 1966

IS A "MUST" FOR DISCRIMINATING
DELEGATES WANTING THE BEST

PHONOGRAPHIC
EQUIPMENT (DISTRIBUTORS) LTD.

EXMOOR ST., BARLBY RD., LONDON, W.10.
TEL: LADBROKE 5252-7 & 8261-3.

Fumbleproof.



Just turn the key.

From then on, the Seeburg Stereo Showcase is the easiest to service. Even for your newest routeman.

Up pops the spring-open lid. Flip up the hinged, one-piece title-strip panel to eye-level, where all titles are easily readable. There are no catches for you to fumble with, no trays to remove, no obstructions in the way.

(One thing does pop out. That's the *inside* quality of this superb phonograph. No flimsy construction, no skimping on materials, no cut corners in a Seeburg!)

All title-strips and records are easily accessible, easily removable for

servicing. And when you're all through, simply slam the strip-panel shut, push down the lid, and turn the key. That's all.

All we've said is true. But there's only one real way to convince you. If you happen to have a new routeman, take him with you to see this great new phonograph at your Seeburg Distributor's. Let him try it. Guys like him are our best salesmen for the Seeburg Stereo Showcase!

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The Seeburg Sales Corporation
• International Headquarters Chicago 60622

Fischer's new, truly balanced, smaller, precision weight



When You Think Billiards . . . Think FISCHER—That's Quality!
FISCHER MFG. CO., INC., TIPTON, MO.

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Our loss is your gain. We must make room for new equipment coming in. Check these prices against all competition, then mail us your order. All games are in the "Chrome Cabinets," completely shopped and ready for location. Phone at our expense for information.

FIVE BALL FREE PLAY

Gott. Bowling Queen	\$200	Gott. Mayfair	\$450
Gott. Slick Chick	120	Gott. Swing Along	150
Gott. Sweethearts	125	Gott. Preview	150
Gott. World's Fair	175	Gott. Flying Chariot	210
Gott. Tropic Isle	125	Gott. Bonanza	225
Gott. Skyline	250	Gott. Sea Shore	250
Gott. Kings & Queens	275	Gott. Thorobred	300
Gott. Bank A Ball	300	Gott. Hi Dolly	350
Gott. Ice Revue	325	Gott. Sunset	125
Gott. Central Park	350	Gott. Flying Circus	125
Gott. Corral	100	Gott. Dodge City (4 Pl)	425
Gott. North Star	225	Wms. Oh Boy	200
Gott. Rack A Ball	125	Wms. Eager Beaver	355
Wms. Full House	395	C. C. Mustang	150
Wms. Teachers Pet	395	C. C. Bronco	200

All orders must be accompanied by one-third down payment in Cashier's Check or Money Order.
 Prompt shipment guaranteed.

MORRIS NOVELTY CO., INC.

3007 Olive Street, St. Louis, Missouri
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get the news when it's news . . .
 each and every week of the year.

Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, cigarette and other vending machines, background music equipment, kiddie rides, etc.; plus comprehensive coverage of the record industry.

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the more
 you **GIVE**

HEART FUND

Color-Sonics Appoints Ill. Distributor

CHICAGO—A distributor firm headed up by president Larry Kaghan, vice-president Ronald Kaghan and secretary-treasurer Robert Flink and known as Color-Sonics of Illinois, Inc., has been appointed exclusive outlet for Color-Sonics throughout Illinois and in Gary, Indiana.

In announcing the appointment, Color-Sonics' president Stanley Green said the firm would deal directly with juke-box operators on a sales or lease basis and will furnish experienced sales and service personnel. After initially concentrating in the metro Chicago area a mobile vehicle will be used for demonstrating the theater to operators out-State.

In detailing the two distributing policies, Kaghan said the purchase finance plan would allow up to a 36-month pay installment system with nominal down payment. Model 2600 is priced at \$2,925, including 26 films. The lease program allows a 10 per cent buy-back option with no down payment on a 36-month low monthly rental plan. Four films are exchanged per month at a cost of \$56 per month. Operators return films of their choice.

School Talks In Southeast

• *Continued from page 83*

game manufacturers were represented. Organizer was association president H. C. Keels. Featured speaker was the Honorable Robert McNair, governor of South Carolina.

In announcing the Daytona Beach school discussion, Lawson said he intended to contact all operators in the State, whether association members or not. He said that because of the acute shortage of men, he expected a large attendance at the Plaza Hotel to hear what Moran had to say.

The nation is alive, currently, with talk of organizing trade schools. Illinois operators are on the verge of getting a program started for Chicago.

A full report by Billboard's Earl Paige will appear next week.

Vendors Differ

• *Continued from page 82*

pennies and nickels when they see bulk machines nearby.

"We encourage our operators to take advantage of toy departments as a new location for vending machines this time of year," Bitterman said, "and in fact, we have operators tell us that store managers often call up and request additional equipment for high traffic locations in stores."

But Bitterman was quick to caution operators about making changes in existing displays when thinking about supplying stores with additional equipment during peak selling seasons. "We always stress the importance of taking in entirely different equipment for toy departments or other store areas," said Bitterman. "If you move your display from its regular position up in the front of the store you might find that they will have something else there when Christmas is over. It's hard to get back into a spot once you've moved out," he said.



Northwest Sales Co.'s Ron Repple awards key to new Mustangs at Seattle Wurlitzer showing. Lucky winners—left to right: Mrs. Jerry Inglis, Northwest Sales' Marshall McKee, Jerry Inglis, Mr. and Mrs. Cliff Denny and Repple.

WURLITZER WEEK EVENTS in Dallas, Seattle, San Francisco



R. B. Williams of Commercial Music, Dallas, giving word to Texas and Louisiana operators, many of whom traveled over 300 miles to attend showing that drew 150 people.



Commercial Music's Mike Koenig and Bossier City, La., operator Harry Sutton, Dallas event also found Wurlitzer regional sales manager Ralph Cragan and Joe Gustovich of the controller's department on hand.



Walt Merritt, Paul Bartow and Harold (Buzz) Heyer were among Northwest Sales Co. members who hosted large gathering of operators, some of whom are seen here.



Informal gathering in San Francisco's St. Francis Hotel during Wurlitzer distributor meeting.



And still more operators at recent Wurlitzer showing hosted by Northwest Sales Co., Seattle.



Group of operators from Seattle, Wash., area at recent unveiling of new Wurlitzer Americana and Satellite.



Dick O'Conner, assistant advertising and sales promotion manager at Wurlitzer, giving distributor personnel inside facts at San Francisco briefing.



Wurlitzer representatives from Draco Sales, Denver; National Amusement, Inc., Honolulu; Northwest Sales, Portland and Seattle, and from local San Francisco branch at distributor showing in St. Francis Hotel.

Illinois Tops List in MOA Show Attendance

CHICAGO — Host State Illinois led all others in representation at the largest Music Operators of America show in several years. Nearly 400 Illini registered for the Oct. 28-30 event. The show drew 2,500 persons.

Ohio, surprisingly, was runner up, followed in this order, by Michigan, New York, Indiana, Wisconsin and Missouri with large delegations.

Attendance from all 50 states was the most balanced in years, with all states represented and strong attendance from the Southeast and South, relatively speaking. Louisiana sent some

50 persons to the show, for example.

International attendance was boosted by the 85-man delegation from the Amusement Trades Association of England. Canada sent 50 coinmen south of the border to the show.

Some 114 persons registered from foreign lands other than Canada, including Philippines, Mexico, France, Norway, Sweden, Spain, Germany, Finland, Bermuda, Belgium and Japan.

California lost the battle of the Coast giants, mustering only a third of the number attending from New York State.

Even Wyoming showed up well, with six registrants.

Runyon Show Draws Who's Who in the East

NEW YORK—It looked like a regional meeting of the MOA. There was George Holtzman, vice-president of the Music Operators of New York, Millie McCarthy, head of N.Y. Coin Machine Association, Tony Wilkas, president of the Connecticut Music Operators, Carl Pavesi, Seymour Pallak, Louis Tartaglia of the Westchester Guild and Jack Wilson and Mike Mulqueen representing the officers of the N.Y. State Guild. Looking further around the room, there was Ted Blatt and Ben Haskell, attorneys for MONY and Lou

Werner, NYSOG lawyer. Even Sophie of MONY was by the main entrance.

No it wasn't an MOA regional meeting. It was a phonograph activities to the Montana operators.

The phonograph was the Rowe Music Merchant and the host of the lavish affair was Runyon Sales, Co.

"This showing is different from any of the others I've seen," said one of the Rowe Manufacturing officials. "These operators all know each other. It seems like it's more like a social affair than a showing of new product." Several people who were not familiar with the New York, Long Island and Connecticut operators also were astounded by the closeness of the groups.

There were all of the grand old men of the industry plus many new ones. "Senator" Al Bodkin of Forest Hills Amusement, Steve Hodge of Atomic, Irving Kaye, Milton Block, Matthew Scott of Thompson Novelty, the list goes on and on. For about 400 operators and their wives attended.

Then there was the Rowe contingent, eagerly explaining the dollar bill acceptor, the play-me records, the change-a-scene panels. "We've seen so much enthusiasm generated everywhere we go," said marketing vice-president Fred Pollak, "that we know we've got to be on top." General sales manager Joe Bar-

Montana Assn.

• Continued from page 83

Lydia's Inn and was followed by a banquet for operators, wives and guests. Approximately 50 persons were in attendance.

The MMOA was formed in October of 1965—the fruition of a movement led by operators Zolly Kellman and Elmer Boyce. Boyce, who owns Music Rentals in Missoula, is serving as the group's first president. Other officers are: Lou Antonich of East Helena, vice-president; Bob Walker, of Helena, secretary-treasurer, and Rose Walker (wife of the secretary-treasurer), executive secretary.

A delegation of nine members of the MMOA had attended the MOA convention in Chicago and reported on the national group's



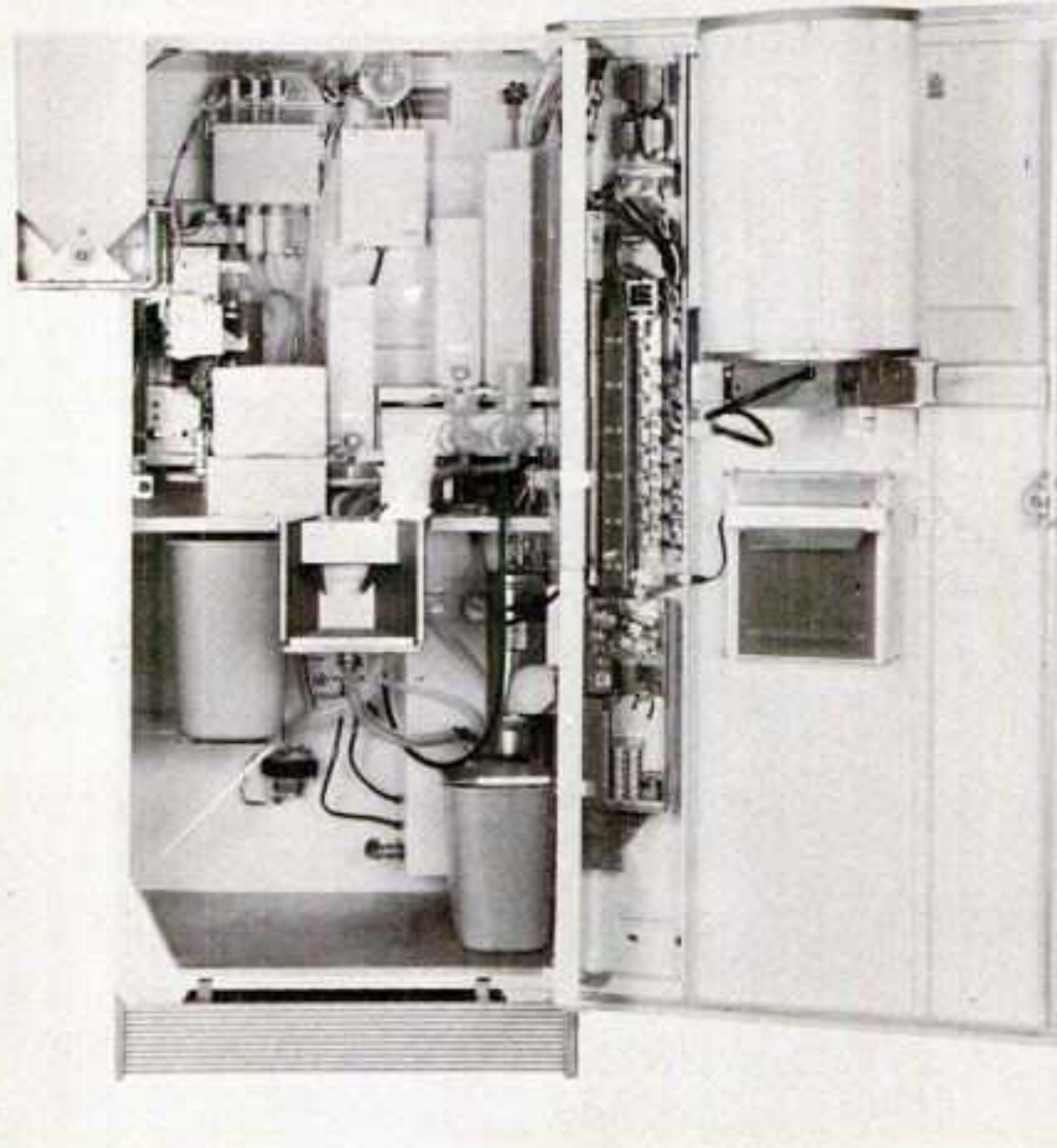
WURLITZER WEEK SHOWINGS around the U. S. have been affording operators opportunity to view the new Americana phonograph and Satellite selector console. A Chicago operator here views the new unit at National Coin, attended by Ron Schwartz, left, and Joe Schwartz, right.

when answering ads . . .

Say You Saw It in the Billboard

NOVEMBER 26, 1966, BILLBOARD

New Equipment



Rowe—Model 212 Coffee Vender

Interior view of Rowe's new 212 single cup coffee vender which delivers coffee nine different ways as well as whipped chocolate, tea and soup. A unique feature of this machine is its "double steeping" brewing concept. This is accomplished by use of a piston circulating 200 degree water through grounds and through a permanent stainless steel filter screen belt then back into the brewing chamber before piston completes second stroke to finish cycle. Use of a permanent screen belt eliminates need for filter paper and compressed air in piston cylinder produces dry grounds.

ton echoed his thoughts. Art Seglin, Rowe field representative and Bob Martin, trainee program director busily demonstrated the Music Merchant to the operators.

And Runyon's host of hosts

were all on hand to make sure everyone had a good time. There was Abe Green, Irv Kempner, Irving Green, Low Wolberg, Morris Rood, Walter Zucker, Sid Gerber, Carl Koren and Ed Burg.

there is only one way you can be convinced that the **NEW GP IMPERIAL Model 433** by **ROCK-OLA** is a real money maker! **buy one!**

United's
6 PLAYER SHUFFLE ALLEY
ENCORE
ALL NEW CABINET design

5 WAYS TO SCORE including MARK FEATURE

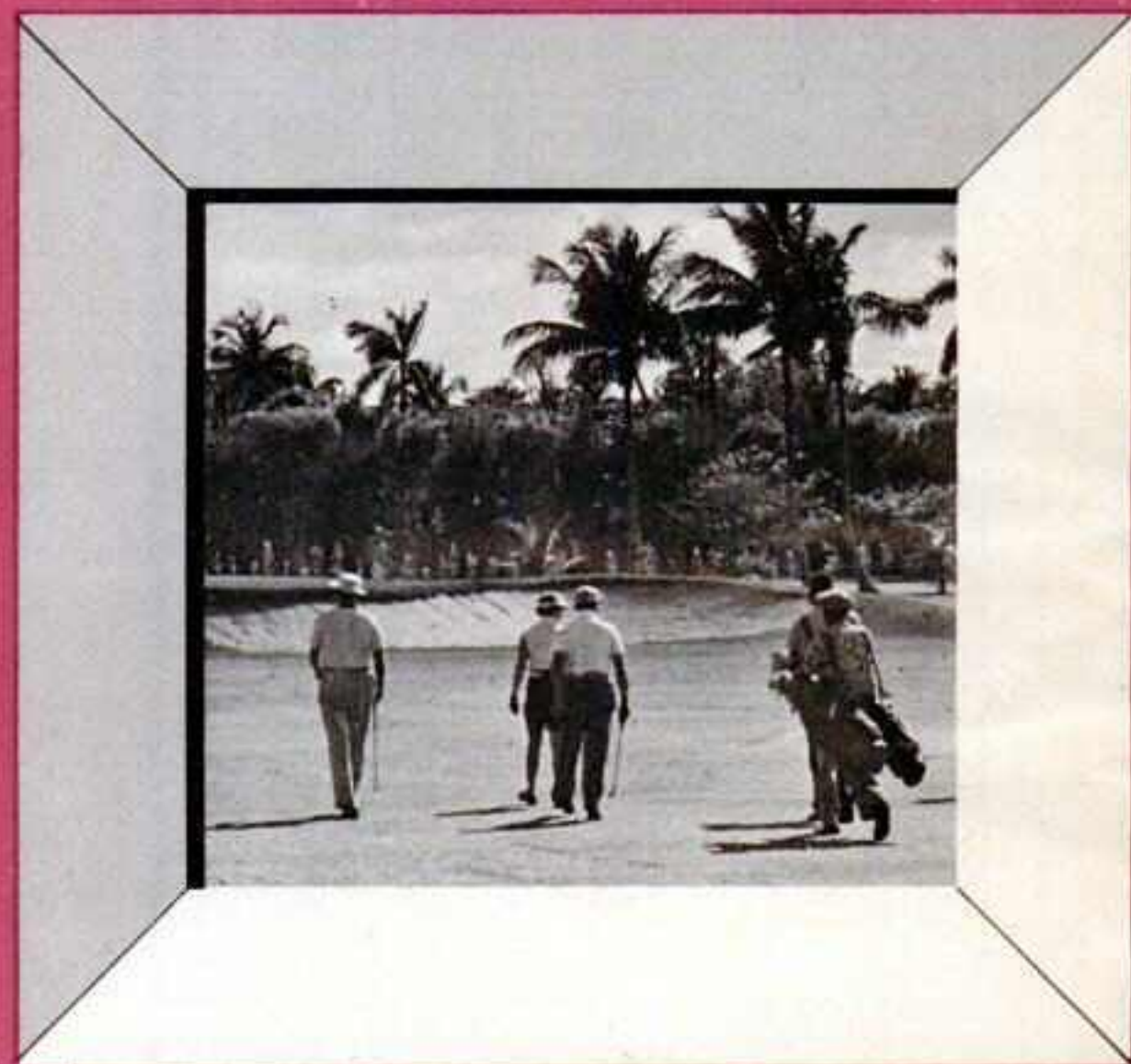
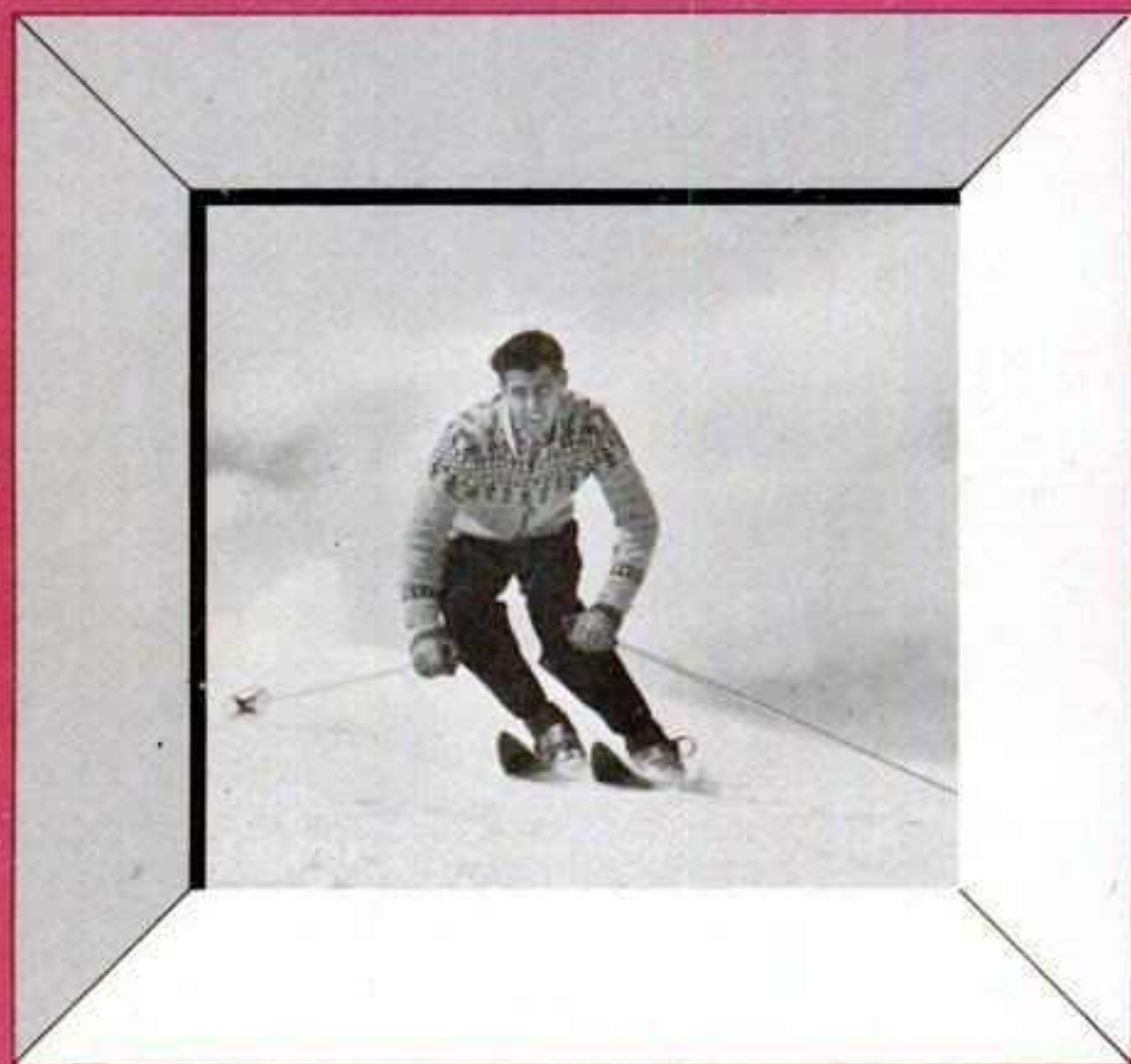
United's
AZTEC
BOWLING ALLEY

5 WAYS TO SCORE including DIAMONDS FEATURE

13 FT. AND 16 FT. MODELS ARE STANDARD 4 FT. AND 8 FT. SECTIONS ARE AVAILABLE

Williams ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618
Cable Address: WILCOIN, CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

Select-a-Trip



A	SKIING IN CHILE	A	GOLF IN THE BAHAMAS
1	<i>Rowe AMI Select-A-Trip</i>	2	<i>Rowe AMI Select-A-Trip</i>
B	A WEEK IN MIAMI	B	SO. AMERICAN TOUR
C	AFRICAN SAFARI	C	FISHING IN CANADA
1	<i>Rowe AMI Select-A-Trip</i>	2	<i>Rowe AMI Select-A-Trip</i>
D	MEDITERRANEAN CRUISE	D	GREEK ODYSSEY

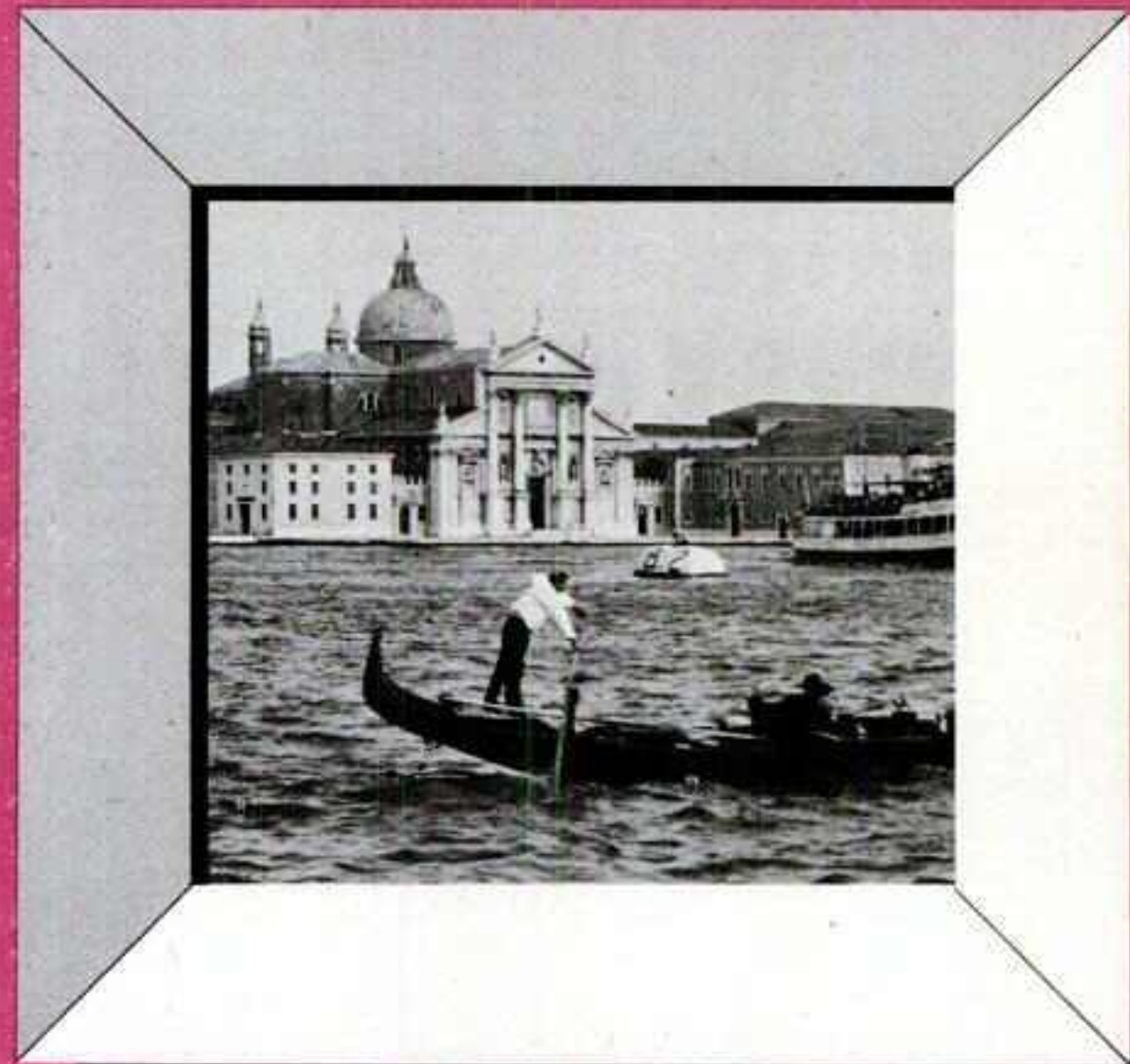
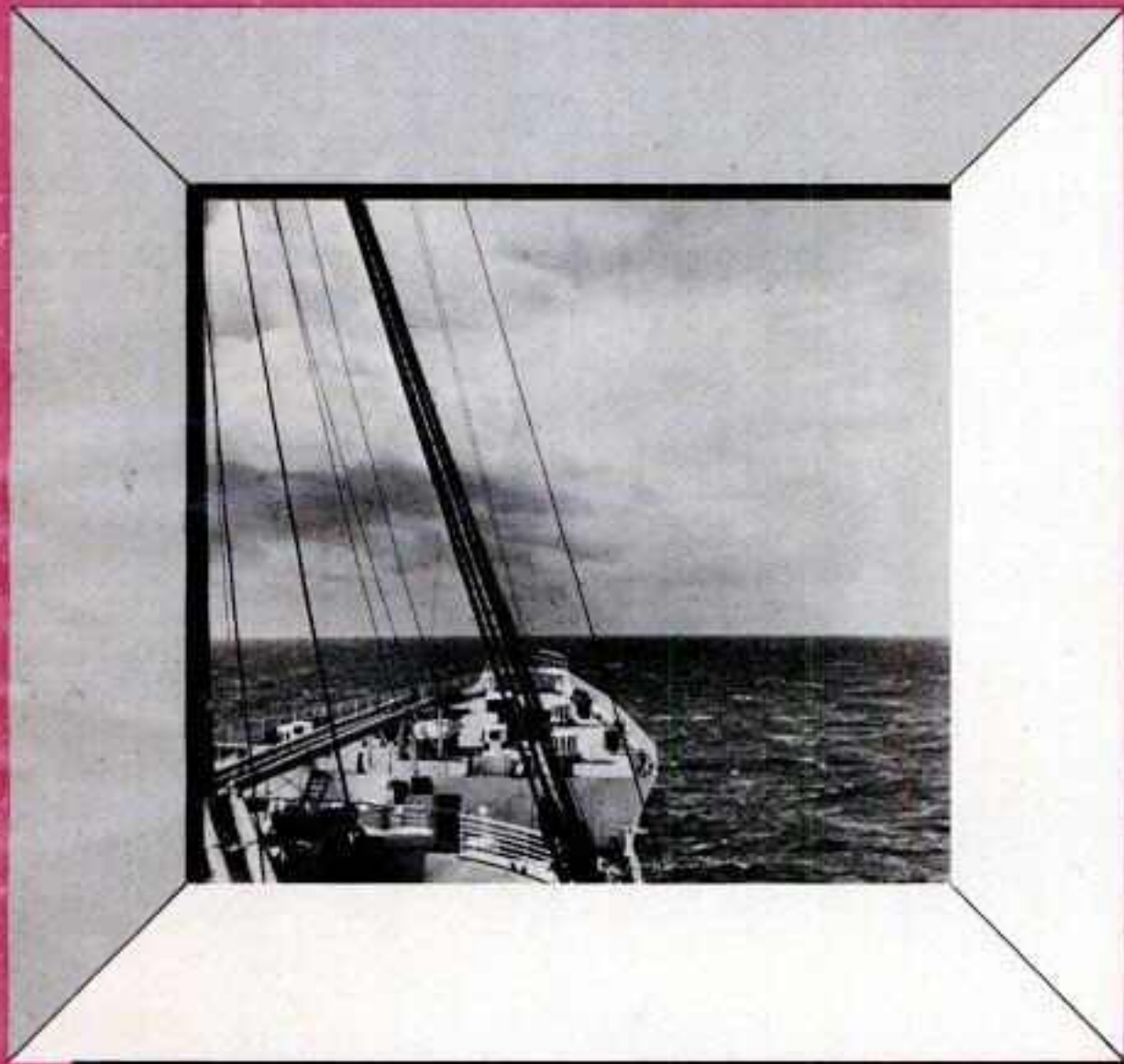
...THE BIG FREE BONUS THAT'S YOURS WITH NEW ROWE AMI MUSIC MERCHANT!

See your Rowe AMI Distributor *now* for details about this big, fabulous "Music Merchant" sales incentive program. He's got your Rowe AMI passport to around-the-world adventure.

You get a choice of over 80 exciting, Rowe-mance vacations . . . practically anywhere in the world! Only a few are mentioned below. Remember: you're really going places with Rowe AMI!

Rowe[®]

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A AROUND-THE-WORLD CRUISE

Rowe AMI Select-A-Trip

B EXPLORE MEXICO

C EUROPEAN GRAND TOUR

Rowe AMI Select-A-Trip

D SAIL YOUR OWN YACHT

A A VISIT TO VENICE

Rowe AMI Select-A-Trip

B BULL FIGHTS IN SPAIN

C SIGHTS OF THE ORIENT

Rowe AMI Select-A-Trip

D HAWAIIAN HOLIDAY

Rowe Phono Bows in Memphis

MEMPHIS—The Rowe-AC Music Merchant was elaborately introduced to Tennessee, Mississippi and Arkansas operators and their wives during a gala presentation by Southern Amusement Co. at Holiday Inn here recently.

On hand to greet the over 100 persons were Mrs. Celia G. Hodge, Southern president; sales manager, Ben Fontaine, who emceed the presentation; Rowe's regional sales manager, Hans Von Reydt; Bill Kiel, Rowe field service engineer, and a spe-

cial guest, executive director of the Arkansas Music Operators Association, Charles Stewart, who addressed the gathering.

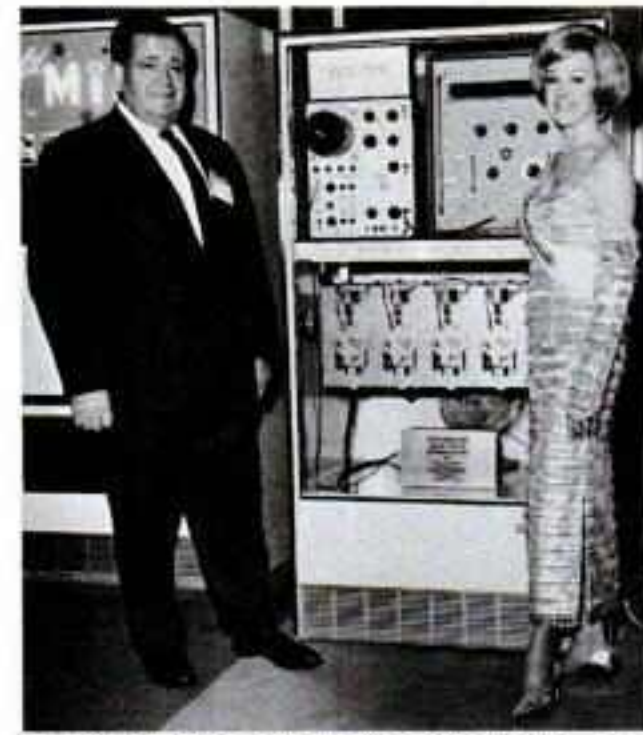
Southern personnel who were on hand included Charles McDowell, general manager of Southern; Bill Dotson, route manager; Wolf Lebovitz, secretary-treasurer; Luther Ballew, parts manager, and his wife; George Johnson, vending sales manager; Mr. and Mrs. Paul Barnett, Frank McLelland, Mr. and Mrs. Charles Stringer, Tim Sharp and Mr. and Mrs. Albert Artioli.

Operators present included Mr. and Mrs. Kirk Bridges, John Haley Music Co., Canton, Miss.; Mr. and Mrs. Roy Raines, Raines Amusement Co., Corinth, Miss.; Mr. and Mrs. Don Wallace, Wallace Amusement Co., Columbus, Miss.; Mr. and Mrs. J. W. Butler, Clarksdale Amusement Co., Clarksdale, Miss.; Mr. and Mrs. Frank Harris, Co-Op Amusement Co., Poplar, Bluff, Mo.

Also attending: Mr. and Mrs. Elmer Womack, Womack Music Co., Jonesboro, Ark.; Mr. and Mrs. Joe Mickie, Gay Amusement Co., Blytheville, Ark.; Cecil Hill, Hill Amusement Co., Little Rock, Ark.; Jack Gibson, Twin City Amusement Co., Little Rock, Ark.; Mr. and Mrs. Billy Foster, Foster Vending Co., Pine Bluff, Ark.; Charles Kirspel and J. W. Singleton, Kirspel Music and Vending, Little Rock, Ark.; Jourd White, Jourd White Sales Co., Paris, Tenn.

Others included Mr. and Mrs. Bill Forsythe, Forsythe Vending Co., Millington, Tenn.; Mr. and Mrs. L. P. Dickens, Endco Sales

(Continued on page 94)



R. F. JONES, president of Steelmade, Inc., and Miss Steelmade (Linda Holler, Chicago, in \$1,500 dress) and the new solid-state Steelmade vender at NAMA exhibit.



VENDO'S Paul Selzer, vice-president, sales, talks hot food with Peggy Thompson, Vend-O-Matic Sales, Inc., Minneapolis, and Mary Walter of Vendo.



OPERATOR LYLE WATSON, left, and bride-to-be Sue Zimmerman (a December wedding) get a demonstration from Micro-Vend's Joe Toriello.



AT NATIONAL REJECTORS NAMA exhibit, from left, Hans Wildermann, Northern Vending Co., Mason City, Iowa; J. Bert Arsenault, NR; Russell L. Reynolds, Reynolds Vending, Flint, Mich.; Mrs. Barbara Reynolds, and C. R. Cross of NR.



THIS IS AILEEN S. BAUM. She's trying out Mechanical Servants' newest at NAMA exhibit.



ROCK-OLA DISTRIBUTORS John Wallace, left, and Joe Ash meet in aisle at the NAMA exhibit.



AT ROCK-OLA EXHIBIT, Mr. and Mrs. James Collier, Automatic Sales, Inc., Aberdeen, Md., left, and Mr. and Mrs. Arnold Kaminkow, General Vending Sales, Baltimore.



COIN ACCEPTORS' Jesse Allen, left, shows off features of company's new three-price changer.



NATE FEINSTEIN, World Wide Distributors, Chicago, and Bob Jordan of Seeburg's ChoiceVend division, confer during NAMA show.



TRANSIST ALARM shown by Delta Soar at NAMA show is examined by two operators.

MUSIC	
Seeburg	
SS-160	Write
Fleetwood	\$1,095
Electra	995
480	875
LPC-1	775
DS-160	575
AY-160	425
AY-100	395
AQ-160	345
222	325
201	295
KD-200	195
R	150
Rock-Ola	
Grand Prix II, Model 426	\$845
Princess Royal, Model 424	645
Starlet, Model 429	595
418 SA	575
Capri II, Model 414	495
408	495
404	395
1485	295
1475	225
1468	150
Wurlitzer	
2200	\$145
2304	345
BOWLERS	
Chicago Coin	
Flair	Write
Corvette	\$745
Preview	695

Supersonic	\$650
Majestic	545
Official Spare Lite	425
Cadillac	395
Grand Prize	325
Royal Crown	250
Gold Crown	225
Continental	195
Dutchess	125
United	
Aztec	Write
Amazon	\$895
PIN GAMES	
Bally	
Aces High, 4P	\$345
50/50, 2P	300
Sheba, 2P	295
Discotek, 2P	275
Trio, 1P	225
Mad World, 2P	225
Bus Stop, 2P	225
Harvest, 1P	195
Starjet, 2P	195
Bongo, 2P	195
Williams	
Hot Line	Write
Full House, 1P	\$345
Teacher's Pet, 1P	295
Zig-Zag, 1P	150
Gottlieb	
Hurdy Gurdy, 1P (Add-A-Ball)	\$375
World's Fair, 1P	150
Gigi, 1P	150
Chicago Coin	
Hula, Hula, 2P	\$475

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Two Separate Target Areas!

- DOUBLE MIRRORS
Target Area Looks 8 Ft. Deep
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With New, Exciting Floating Targets
- BLACK LITE GAME
3rd Dimensional Targets To Test Players Skill
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For Continuous Action!
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For Eye Catching Appeal in All Locations

FLIP TOGGLE SWITCH ON TOP OF GAME FOR EXTRA STANDARD LIGHTS, IF BLACK LIGHT GOES OUT. ELIMINATES SERVICE CALLS.



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CHICAGO DYNAMIC INDUSTRIES, INC.

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DISTRIBUTOR ASSN. NAMES NEW OFFICERS

CHICAGO—The National Coin Machine Distributors Association announced this week its newly elected slate of officers and board of directors who were named as the 19-year-old organization held its annual election during the recent trade conventions here.

Heading the association are President Norman Goldstein, Monroe Coin Machine, Cleveland, Ohio; Executive Vice-President Ed Shaffer, Shaffer Music Co., Columbus, Ohio; Vice-President Sam Weisman, State Sales & Service, Baltimore, Md.; Secretary-Treasurer Bert Betti, Betson Enterprises, N. Bergen, N. J.; Executive Director O. L. (Bob) Slifer, Chicago.

Newly elected directors are Dave Bond, Trimount Automatic Sales Co., Boston; Harry Moseley, Roanoke Vending Machine Exchange, Richmond, Va.; John Bilotta, Bilotta Enterprises, Newark, N. J.; Jack Gallagher, Miller-Newmark Co., Portland, Ore.; Irving Holzman, United East Coast Corp., N. Y.; Marshall McKee, Northwest Sales Co., Portland; Irving Sandler, Sandler Vending Co., Minneapolis, Minn.; Harry Hoffman, General Vending Sales Corp., Baltimore.

Swing to Vending Follows Natural, Inevitable Course

• Continued from page 83

"but we are definitely trying other things, too."

The diversification story is not told entirely in terms of striking out for new avenues of revenue. Just as important is the factor of providing locations with one total service. Dwain Kramzar, Kramzar Amusements, Springfield, Ill., said, "Our volume is better this year largely because we've added a number of pieces of equipment in the past year. We've also gone into cigaret vending in order to provide our music and game sports with a complete equipment package."

Many operators, naturally enough, are wondering how far to diversify in the vending direction, or how "total" their equipment package should be. Looking ahead, C. L. Hopkins, Hopkins Music & Vending, Galion, Ohio, said, "I'm going to check out some of those exhibits at the show, too, indicating that he is considering going into hot vending. "I've seen a lot of changes in this industry and expect to see some more," he said philosophically.

Large numbers of operations have split their companies into separate sections, as have Harlan Beach and Irv Linderholm, Fargo, N. D. Three of their employees, Ralph M. Swenson, Lloyd Berg and Milan Olson, were at the NAMA show wearing name-plate with F.M. Coffee Co. inscribed on it. "We also took in the MOA show," Swenson said, "because we have another company that is called United Music."

Separate

Many operators have learned, as has John Masters, owner of Missouri Vally Amusement, Lee's Summit, Mo., that the vending end of the operation works better when handled separately. Masters, president of the Missouri Coin Machine Council, an outstate organization of primary music-game operators but also a member of the NAMA-affiliated Missouri Automatic Merchandising Association, has separate route men for cigarets, for candy and for music and games.

This is the way Aaron Skora indicated his company handled its operation in Denver where one part of the company is known as Modern Music and the other as Modern Cigaret Service.

From operators like Mario Cipolla and his son, Thomas M. of Lorain Music Co., Amherst, Ohio, who were at NAMA "just looking around and thinking," to long-time music-game operators like Harlan Wingrave, Emporia, Kan., an MOA director, who said, "We've been in vending for years," the diversification

move into vending was repeated again and again.

But the picture is not 100 per cent in the direction of vending. Said A. D. Agee, Service Vending Co., Nashville, "I left vending five years ago and went back where I started — in the music and games business."

New Equipment



Seeburg Jet Coffee Vender

Seeburg has designed a new compact coffee vender for lower volume locations. Measuring 68 inches tall, 30 inches wide and 28½ inches in depth it features wood-grain panel styling in a unit of 400-cup capacity with optional soup kit. A dry-grounds brewer, 15-second vend cycle, disposable filter paper, no exposed wiring, 4-stack cup turrent on door, "Sold Out" and "Coffee Now Brewing" lights, 10-cent standard and optional pricing, extra creme-sugar buttons, 5-selection post mix and gravity-fed open water system are some of the other features.

Jackson Addition

STUTT GART, Ark. — Local operator Olan E. Jackson, president of Jackson Amusement Co., has proudly announced the birth on Oct. 28 of his new 8 lb., 3 oz. baby girl. Mother and daughter, he said, "were doing swell!"

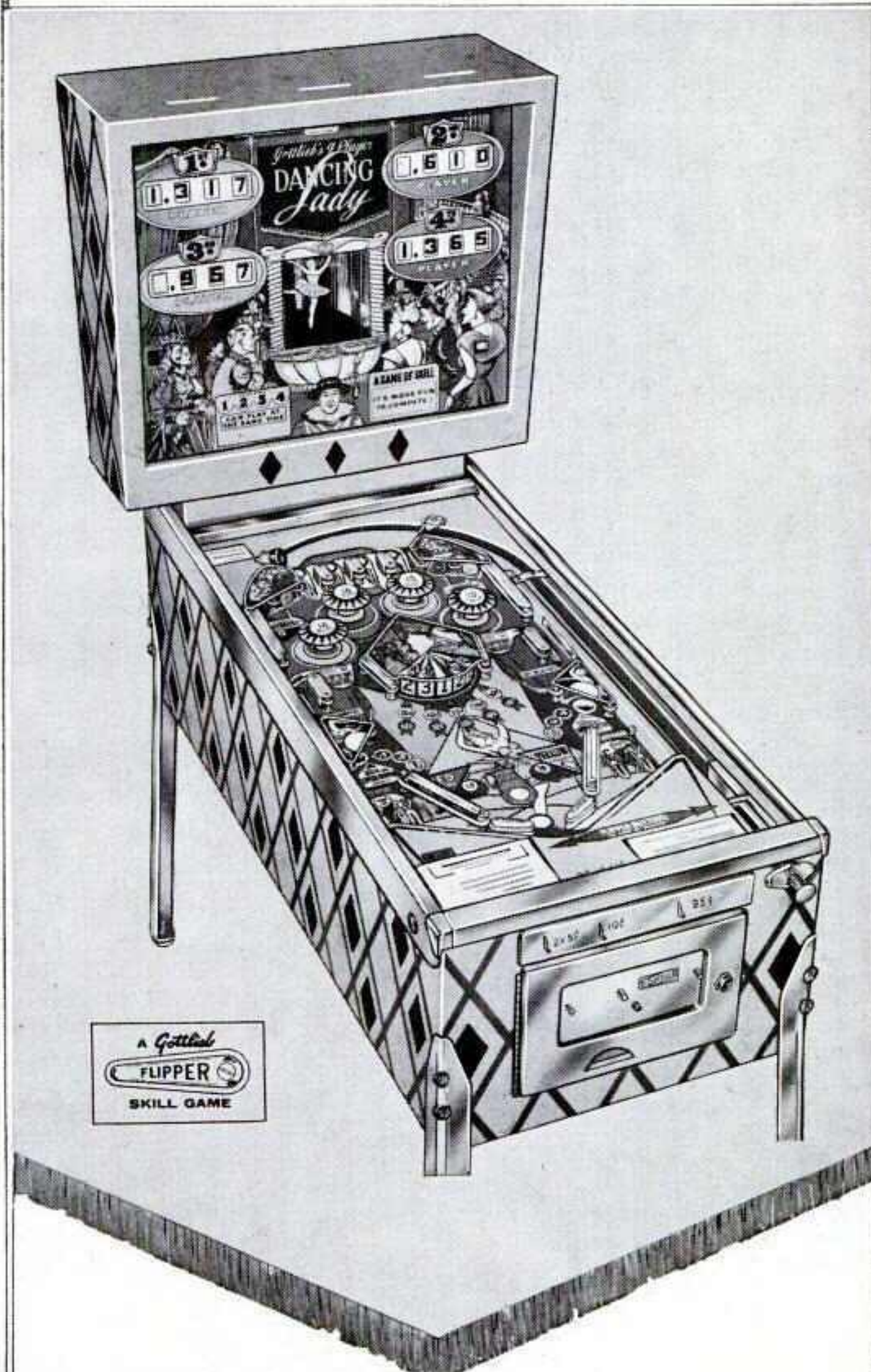
Jackson has been operating phonographs and games in these parts for 15 years.

ALL MACHINES READY FOR LOCATION

Bally Champion Horse	\$445.00
United Lucky Bowler	245.00
AMI Lyric	215.00
Rock-Ola 1458	155.00
Rock-Ola 1468	195.00
Seeburg Q100	345.00
AMI WQ 120 & 200	
Wall Box	35.00
Seeburg 3W1 Wall Box, As Is, But Complete	5.00
Seeburg E1 Cigaret Machine	65.00
Seeburg E2 Cigaret Machine	95.00
Eastern, 22 Col.	45.00

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That Extra
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DANCING Lady



9 Big-Action Features

1. Superb light-box animation presents a beautiful ballerina dancing on stage throughout play of game.
2. New carousel roto-unit scores up to 500 points on numbered targets and "shoot again" feature on star target.
3. Full top to bottom exciting playboard action.
4. 4 bottom rollovers score carousel values.
5. New decagon score-indicating unit gives ultra-efficient performance.
6. New automatic electric ball-lift for faster more convenient play.
7. New, illuminated, score-card holder includes new easy-to-read "Balls to Play" and "Game Over" lights.
8. New, all-stainless steel front molding, provides a fresh clean appearance and comfortable feel.
9. New, triple coin-chute combinations, now available for increased convenience and earning power.

Winter Is Clean-Up Time

• Continued from page 82

these things, to pull dead spots, exchange that machine you were thinking about all summer when you didn't have time to do it," Nelson commented.

But in making changes and alternating equipment, Nelson cautioned about moving installa-

tions into toy departments or other high traffic holiday shopping locations in stores.

Stay Up Front

"I know this temptation exists but you have to remember that up front is still where the real action is in a store. This is where 100 per cent of the traffic is going to pass by. Back in the toy or shoe or what-have-you

areas you're only talking about 80 per cent traffic. There's more room up front and also you've got to remember that around toy counters and so on you're in competition with hundreds of distracting items with toys falling on the floor and managers just not wanting your machines in the way.

"Instead of being frustrated about capitalizing on holiday traffic and seasonal things, the operator has got to take advantage of this slack period just like

we do here where we're distributors because it's slow for us, too," said Nelson.

"The weather is bad a lot of the time so an operator can't make time on a route anyway, so why kill yourself trying to maintain a schedule and regular routine? Use this time for shop work such as cleaning and painting equipment and replacing parts when distributors can fill orders on parts and help you plan for the season ahead," Nelson concluded.



MR. AND MRS. FRANK PAGE (left) and Tom Cateory among Salt Lake City operators and wives at recent Diamond Distributing Co. Rowe Bandstand showing.

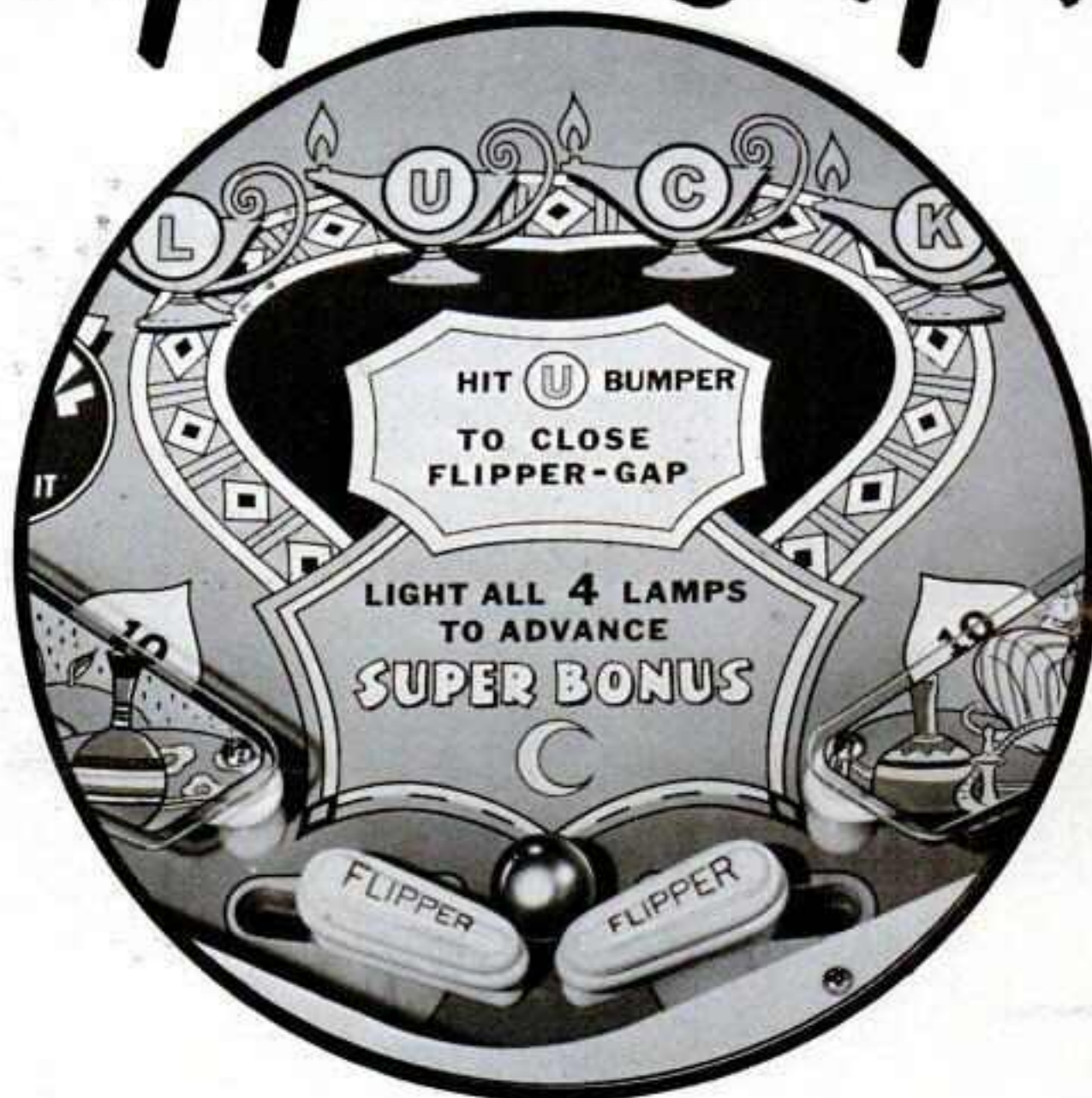


MR. AND MRS. JAY THOMPSON, Jaco Amusement Co., Midvale, Utah, with Bob Holt (right), of Rainbow Music Co., Salt Lake City, at Diamond Distributing Bandstand party.



TOMMY THOMPSON, new president of Diamond Distributing, Salt Lake City (left), towering over Rowe's field engineer John Pentecost (center), and Early Barlow, Weber Music Co., Ogden, Utah, at Diamond Distributing gettogether.

Close the Flipper-Gap!



Hit the lucky U-Bumper . . . and see the Flipper-Gap snap shut! Flipper action continues when buttons are pressed . . . but ball is a busy "captive" on the playfield until either one of two L-Bumpers is hit. And nimble Flipper-skill can keep closing the Flipper-Gap again and again with a single ball. No wonder BAZAAR is bringing in biggest solo player collections in years!

NEW Super BONUS

Open-and-Closed Flippers are only one of many new money-making features crammed into BAZAAR. Another is the exciting new ball-to-ball carry-over Super-Bonus, which advances each time all four L-U-C-K Lamps are lit by skill, scores Points, Replays or Added Balls.

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.

New
SNAP-OUT
SCORE COUNTER
UNITS

Bally Single PLAYER **Bazaar**

STANDARD Model ADD-A-BALL Model

Rowe Phono in Memphis Bow

• Continued from page 92

Co., Memphis, Tenn.; E. R. Hendrix, Rusty's Amusement Co., Dyersburg, Tenn.; Mr. and Mrs. Tino Hankins, Jackson Amusement Co., Jackson, Tenn.; Mr. and Mrs. Charles Kahn, Tristate Amusement Co., Memphis, Tenn.; Mr. and Mrs. Nathan Wheelless, Service Amusement Co., Jonesboro, Ark.

Additionally: Mr. and Mrs. Lexie Howard, Crystal Amusement Co., Grenada, Miss.; Allen C. Smith and Mrs. Lesa Montgomery, American Vending Co., Memphis; Mr. and Mrs. Abe Malouf, Malouf Music, Greenwood, Miss.; Mr. and Mrs. Paul Hurst, Atkins, Ark.; Mr. and Mrs. A. C. Williams, Monticello, Ark.; Mr. and Mrs. Dominic Fratesi, Dixie Music Co., Greenwood, Miss.; Mr. and Mrs. Bill Lester, Lester Music Co., Greenville, Miss.; Mr. and Mrs. Tommy Lester, Lester Amusement Co., Greenville, Miss.



Four listening level speakers, two middle range and twin tweeters acoustically coordinated with a pair of twelve-inch woofers give the WURLITZER AMERICANA a musical mix that is so spatial, so realistic as to rival the original recording session. Is it any wonder professional artists and thousands of location goers have already pronounced it the finest sounding phonograph the industry has ever built.

THE WURLITZER AMERICANA WITH SOUND As Big as All Outdoors



THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK

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.



COMEDY SPOTLIGHT

THE NEW FIRST FAMILY, 1968
Various Artists. Verve V-15054 (M)

Chalk up another comedy winner for Bob Booker and George Foster, creators of the original "First Family" album. With a completely different conception of the White House, the album has some of the funniest ideas, writing and performances heard on record. With "Gary Grant" as President, "Jack Benny" as Secretary of the Treasury, the story line grows in hilarity right up to "James Mason's" son, "Jackie."



POP SPOTLIGHT

THE BEST OF HERMAN'S HERMITS—VOL. 2

MGM E-4416 (M); SE-4416 (S)

Chalk up another hot sales item with this package destined to spiral to the top of the LP chart. Hermits hits spotlighted include "This Door Swings Both Ways," "Dandy," "Listen People" and "A Must to Avoid." For added sales appeal, a large color photo of Herman is enclosed.



POP SPOTLIGHT

THE DEAN MARTIN TV SHOW
Reprise R-6233 (M); RS-6233 (S)

Culled from highlight performances on his TV program, Martin comes up with a top-notch sales entry. The material is some of the best in the standard category. He brings new sparkle to "What Can I Say After I Say I'm Sorry" and "S'posin'." Backed by exceptional Ernie Freeman arrangements and the Les Brown orchestra, Martin is in top vocal form.



POP SPOTLIGHT

COMING ON STRONG

Brenda Lee. Decca DL 4825 (M); DL 74825 (S)

With her smash hit single "Coming On Strong" as a basis for the LP, the versatile stylist will meet with equal success in this exceptional package. In a program of recent pop hits, she adds her own magic to "You Don't Have to Say You Love Me" and the swinging treatment of "What Now, My Love." Her version of "Uptight" is a gem.



POP SPOTLIGHT

CALYPSO IN BRASS

Harry Belafonte. RCA Victor LPM-3658 (M); LSP-3658 (S)

Backed by the big swinging band of Howard Roberts, Belafonte offers some exciting new rhythms plus fresh treatments of favorites associated with his past. The result should prove a top seller on the chart. His updated treatments of "Jump in the Line" and "Coconut Woman" are exceptional. "Hold 'Em Joe" and "The Jack-Ass Song" is loaded with excitement.



POP SPOTLIGHT

JAY AND THE AMERICANS GREATEST HITS, VOL. 2

United Artists UAL 3555 (M); UAS 6555 (S)

Having proven top sellers with their first "Greatest Hits" album, the quartet has an equally hot sales winner in this second powerful package of their hits. Standards include "Crying," "Maria" and "Sunday and Me."



POP SPOTLIGHT

HAWAII

Frank Chacksfield. London SP 44087 (S)

Chacksfield successfully captures the exotic flavor and excitement of the islands in this outstanding commercial package. From a drumming "War Chant" to a sensuous "Mali Ha'i," the lush arrangements insure this album of being a top sales winner.



POP SPOTLIGHT

WILL SUCCESS SPOIL MRS. MILLER?

Capitol DI 2579 (M); ST 2579 (S)

Fresh pop material and more swell renditions make this second Mrs. Miller album a good bet for top sales. If the first package was humorous in its interpretations, this one tops it. "Strangers in the Night," "Yellow Submarine" and "Groovy Kind of Love" are a few of the standouts.

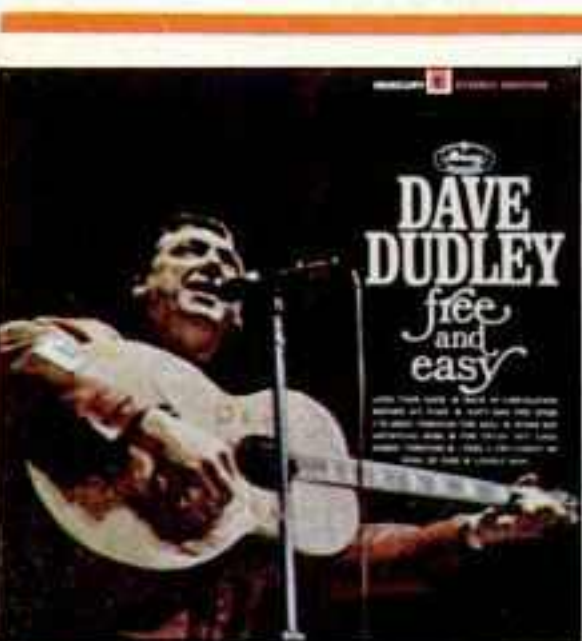


POP SPOTLIGHT

SLIGHTLY BAROQUE

Anita Kerr Singers. Warner Brothers W-1665 (M); WS-1665 (S)

The touch of baroque set to pop hits combined with the superb blend of the Kerr Singers, adds up to a giant package. Marking the Warner Bros. debut of the group, producer Dick Glasser has made a wise choice of material from "Mona Lisa" to "Just Say Goodbye" and the infectious "One Note Samba."

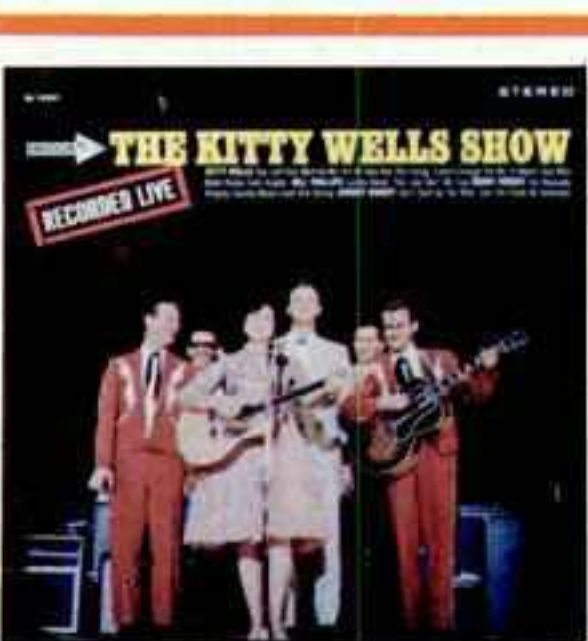
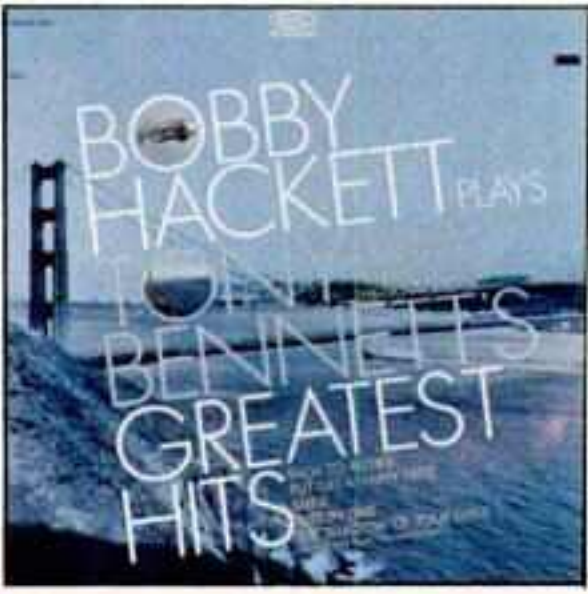
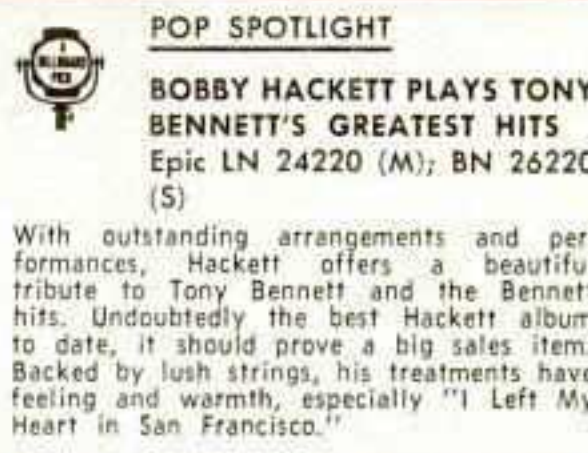


POP SPOTLIGHT

BROADWAY BLOCKBUSTERS

London Festival Orchestra (Black). London SP 44088 (S)

Black and the London Festival Orch. have captured all the excitement and fervor of a Broadway opening night in this outstanding production. Orchestrations and choral work are first-rate, and the program of show-stoppers is hard to beat. "Big D" is a knockout.

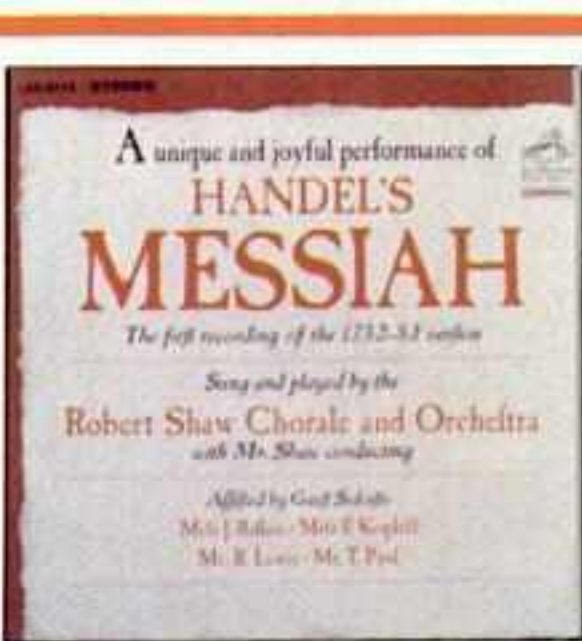


POP SPOTLIGHT

BOBBY HACKETT PLAYS TONY BENNETT'S GREATEST HITS

Epic LN 24220 (M); BN 26220 (S)

With outstanding arrangements and performances, Hackett offers a beautiful tribute to Tony Bennett and the Bennett hits. Undoubtedly the best Hackett album to date, it should prove a big sales item. Backed by lush strings, his treatments have feeling and warmth, especially "I Left My Heart in San Francisco."

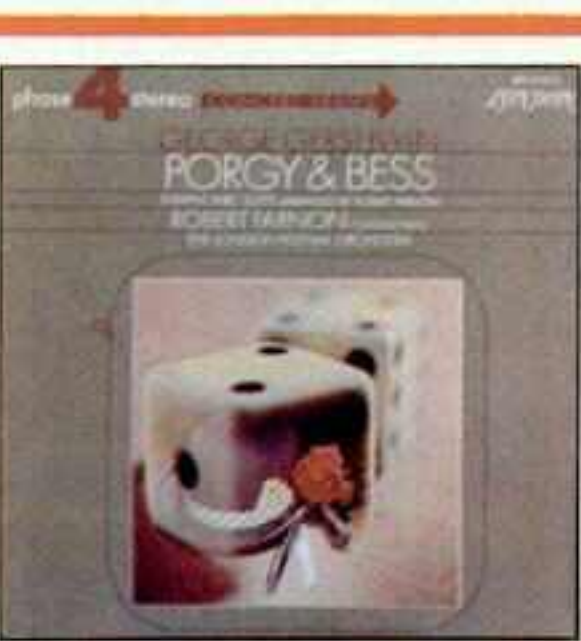


POP SPOTLIGHT

BUFFALO SPRINGFIELD

Atco 33-200 (M); SD 33-200 (S)

Producers Charles Greene and Brian Stone have come up with a fresh, exciting folk-rock quartet that should prove a big sales winner in this, their debut album. Included is their initial singles success "Nowadays Clancy Can't Even Sing" and their current "Burned." Material composed by members of the group is exceptional and so are their interpretations.



COUNTRY SPOTLIGHT

THE BEST OF SONNY JAMES

Capitol DT 2615 (M); ST 2615 (S)

For the first time, all of the top Sonny James hits under one cover and a sales blockbuster it is. With such hits as "True Love's a Blessing," "Young Love," "Behind the Tear" and "Room in Your Heart" featured, this LP can't miss hitting the top of the chart, firmed perfectly with Capitol's "Sonny James Month" for November.

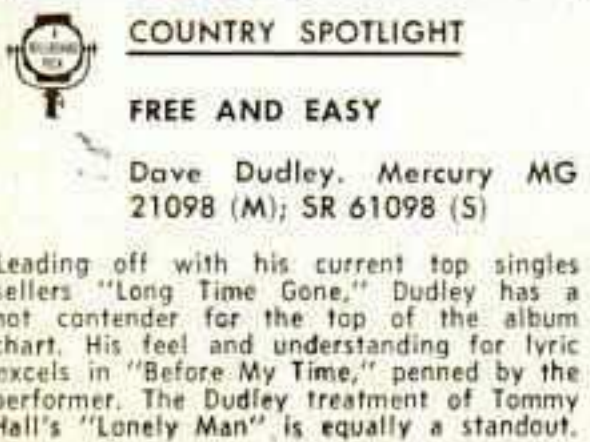


COUNTRY SPOTLIGHT

GREAT COUNTRY SONGS

Don Gibson. RCA Victor LPM-3680 (M); LSP-3680 (S)

With the spotlight on his singles hits, "A Born Loser" and "Yes, I'm Hurtin'," Gibson has a sure-fire sales package in this well-programmed entry. In addition, he offers outstanding treatments of fellow performers hits, such as Jeannie Sealey's "Don't Touch Me" and the Charlie Louvin ballad "When I Stop Dreaming." One of the best of the Gibson albums.



Leading off with his current top singles sellers "Long Time Gone," Dudley has a hot contender for the top of the album chart. His feel and understanding for lyric excels in "Before My Time," penned by the performer. The Dudley treatment of Tommy Hall's "Lonely Man" is equally a standout.

A sensational package featuring Kitty Wells, Johnny Wright, Bill Phillips, and others during a live performance of the Kitty Wells road show. All of the artists are steady chart performers; this album will zoom up the chart.

Touted as the first pressing of the 1752-1753 version of the "Messiah," this package should prove a strong contender in this season's plentiful competition for top sales honors. Soloists Judith Raskin, Florence Copleff, Richard Lewis and Thomas Paul deserve special praise along with the famed Shaw Chorale and orchestra.

Robert Farnon's luxurious arrangement of music from Gershwin's immortal popular opera makes for interesting listening. This Phase 4 pressing is replete with familiar melodies and could also have a pop market impact.

A varied and exciting bag of rich ballads and swinging up-tunes. Oliver Nelson and the big, big band join Horn in joyous sounds. A sure-fire formula to reach the "in" and "out" crowds. The title tune is guaranteed to move all types of record buyers.