NOVEMBER 19, 1966 • SEVENTY-SECOND YEAR • 60 CENTS

Billboard

The International Music-Record Newsweekly

Middle East's Music Playing Hot Chart Role

By HANK FOX

NEW YORK — As Latin-American music continues to exert a potent force upon the American music scene, several record companies are grouping their forces for a major promotional drive on another international music form — Middle Eastern music. Other companies, now sitting on the sidelines, are reported to be watch-

(Continued on page 13)

PHILIPS SETS THEATER DEPT.

AMSTERDAM—Philips Phonographic Industries is expected shortly to announce the formation of a theater division and the acquisition of key personnel —such as Nat Shapiro —to head the operation. This would put Philips in a stronger position to acquire musical properties including shows, Broadway scores and original cast rights.

Col. Will Launch Greenest Yule in Historic Drive

By AARON STERNFIELD

NEW YORK—What is probably the most ambitious single promotion ever launched by one label in the history of the record business gets under way Nov. 27 when Columbia Records launches its current Christmas campaign.

The drive, which will cost around $1 million will reach 96 million consumers in 34 major markets through a 16-page illustrated newspaper supplement and an additional 39 million consumers through supplementary newspaper advertisements in 27 other markets. And it will be backed by a series of radio spot announcements featuring top Columbia artists.

The 135 million consumers will be offered two 99-cent bonus albums, which they may buy with the purchase of any albums in the Columbia catalog from any authorized dealer.

These albums—one aimed at the adult and the other at the teen market—will be labeled "Best of '66," also the title of the campaign. More than 2 million of these albums will be shipped to dealers in time for the campaign kick-off. That means that with the purchase of the 99-cent album depending on the purchase of a regular-priced album, the label expects a minimum sale of 4 million albums during the holiday season.

Each album features leading Columbia artists singing the top songs of the year. The teen album has the following bands: "Help," with the Brothers Four; "Hey Joe," with the Byrds; "Homeward Bound," with Chad & Jeremy; "Cloudy," with the Cyrkle; "You Don't Have to Say You Love Me," with John Davidson; "I Want You," with Bob Dylan; "These Boots Are Made for Walkin'," with the New Christy Minstrels; "You've Lost That Lovin' Feelin'," with the Pozo Seco Singers; "Just Like Me," with Paul Revere and the Raiders; "Down in the Boondocks," with Billy Joe Royal, and "We've Got a Groovy Thing Goin'," with Simon and Garfunkel.

The adult album consists of: "A Taste of Honey," with Tony Bennett; "King of the Road," with Ray Coniff; "Yesterday," with Percy Faith; "What Did I Have That I Don't Have," with Eydie Gorme; "Try to Remember," with Robert Goulet; Lara's Theme," with Andre Kostelanetz; "What's New Pussey-cat," with Steve Lawrence, "The Shadow of Your Smile," with Barbra Streisand; "Sunrise, Sunset," with Jerry Vale, and "Michelle," with Andy Williams.

A Bonus, Too

As a bonus, each purchaser receives either a 1967 calendar

(Continued on page 10)

4-Track Price Cut by Muntz

By LEE ZHITO

VAN NUYS, Calif. — Earl Muntz last week announced a $1 drop on all his 4-track CARtridges, bringing the suggested list to $4.98. The move was seen as another Muntz salvo in his continuing war against the 8-track system. Eight-track cartridges list at [illegible] 8.

Muntz informe[illegible] his customers that discount[illegible] vill be figured on a $4.98 [illegible] effective

(Continued on page 13)

EMI Makes Major Global Gains in Sales

By GRAEME ANDREWS

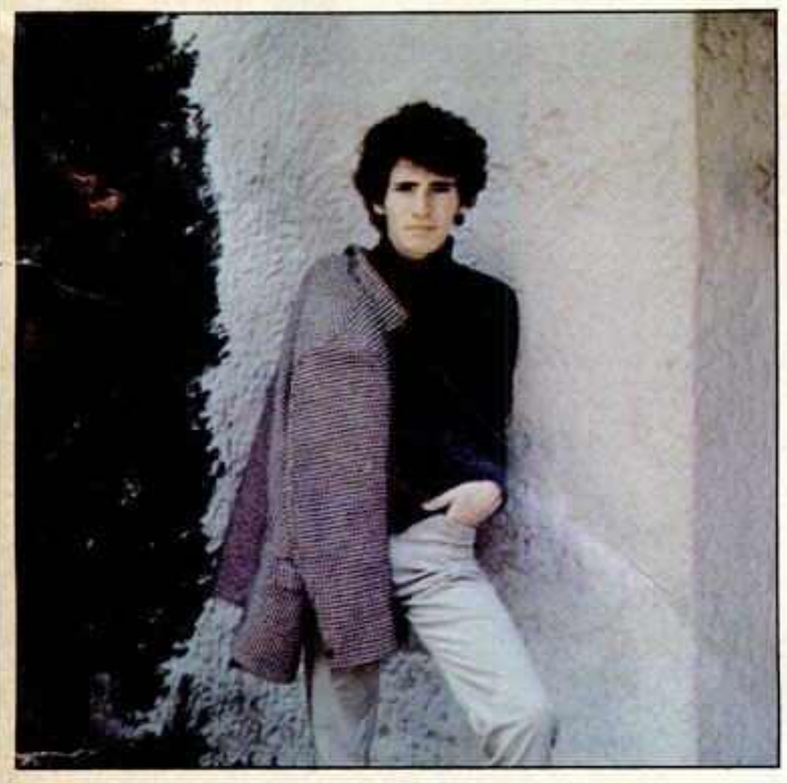
LONDON—A major improvement in sales of EMI Records 'round the world, with highest U. S. turn-over, is reported by EMI chairman Sir Joseph

(Continued on page 10)

GOODY: RECORD $11 MIL. TAKE

NEW YORK—Retailer Sam Goody expects to wrap up 1966 with a record-breaking gross of nearly $11 million from his seven outlets. The year, Goody expects, will be his best yet. Because of this, Goody stated, he has decided against going public. "With this kind of business there's no point in going to outside sources for funds for expansion."

Goody's operation includes seven outlets. These are in New York City (two) Green Acres and Huntington, L. I. The last two are the newest in the chain.



Tim Buckley is certain success. His debut album on Elektra Records, "Tim Buckley" (EKL-4004 mono/EKS-74004 stereo), is a powerful yet sensitive statement in the new idiom, superbly performed by this young songwriter. "Song for Jainie," Tim's upcoming single, is destined to be a top chart item. (Advertisement)

FBI Probing Big Bootlegging Ring

By CLAUDE HALL

NEW YORK—The Federal Bureau of Investigation is reported to be investigating a bootlegging operation flourishing here, in New Jersey and the West Coast. There is reason to believe a crackdown could come at any time. The labels who have had product duplicated include Atlantic, Calla, Mirwood, Jubilee and King, among others. One record company executive estimated 100,000 hot copies of his hit single had been duplicated.

Among the hot records are James Brown's "Don't Be a Dropout," "Baby Do the Philly Dog," by the Olympics, and "But It's Alright," by J. J. Jackson.

An Atlantic Records executive said, "We have reason to believe we've been hit in New York as well as areas

(Continued on page 10)

THE VANGUARD STORY
(See center section)

Wes Montgomery is Verve's "Celebrity of the Month" for November. The promotion features a set of 45s, especially designed for air-play, including Wes' current hit single, "Tequila" (VK-10432), and the best of his latest Verve albums, "Goin' Out of My Head" (V/V6-8642) and "Tequila" (V/V6-8653). (Advertisement)

(Advertisement)

DANGER!
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Get on the firing line! Shoot to page 23

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The first RCA Victor single by a sensational new group

THE YOUNGBLOODS

"GRIZZLY BEAR"

c/w "Tears Are Falling" #9015

Now on a big cross-country promotional tour! Four young musicians with a name, a sound, and an excitement that's sure to catch the ear of young America. The boys will be stimulating record orders everywhere, so get on top of the action and order right now! Produced by Felix Pappalardi.

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Executive Turntable

Joseph Stefan has been appointed to the new position of vice-president of Magnetic Tapes and Custom Products for RCA Victor. Prior to his new assignment, Stefan served with the Executive Mangement Group of the Radio Corporation of America. He joined RCA in 1959 after serving several years as an officer of the First National City Bank of New York. . . . **Shelby S. Singleton Jr.,** vice-president, a&r, Mercury Records, resigned last week, effective Dec. 15. He was with the firm nine years, starting in 1957 as local promotion manager in Shreveport, La.

STEFAN

★ ★ ★

James R. Gall, director of marketing for Lear Jet Industries Stereo Division, Detroit, has been named vice-president of marketing. The announcement came from **Theodore A. Bruinsma,** Lear Jet president, and **John V. Titsworth,** corporate vice-president. . . . **Gary Usher** has been named a West Coast pop a&r producer for Columbia Records, according to an announcement by **Bill Gallagher,** Columbia vice-president. Usher will work out of the Columbia Hollywood office and will be involved with West Coast teen-age talent. He will report to the West Coast a&r head to be named. Before joining Columbia, Usher was a producer and songwriter with Decca and Capitol Records and had been associated with the **Beach Boys.**

GALL

★ ★ ★

Charles Goldberg has been named West Coast regional sales manager for United Artists. He will be in charge of UA albums, singles and tapes, and will serve as liaison between West Coast distributors and dealers and UA's New York headquarters. He will report to **Mike Lipton,** vice-president and director of marketing. A veteran of 16 years in the record business, he had been sales manager for the RCA distributorship in Newark, N. J., and Eastern district manager for Cosnat Distributing Corp. . . . **Boo Frazier** has been named to head all r&b activities for Mercury Records. Frazier, former disk jockey and Chess Records executive, also co-ordinated Dizzy Gillespie's State Department tour of South America in 1955. He also worked for Keynote Records, Everest Records and Vee Jay Records.

GOLDBERG

(Continued on page 10)

Epstein Scotches Beatles Rumors; Cites Disk Date

By DON WEDGE

LONDON — New recording plans for the Beatles have been announced by manager Brian Epstein. Making known the group's intention to go into the studios shortly, Epstein emphatically denied reports that the group will split up.

The four will be recording a single at EMI's London studios at the end of November or first week in December. If time allows, the record will be rushed out here to catch the Christmas sales boom, but will more probably be released here Jan. 6. U. S. release cannot be fixed until after the session.

EMI will issue an album packaging most of the group's world-wide hits on Dec. 9 here. The Beatles' next Capitol album in the U. S. is not yet set.

The British album, to be titled "Oldies (But Goodies)," will not necessarily be issued in the U.S. The group's previous album releases have often differed in America from Britain. However, Europe, and most overseas territories, have tended to follow the British release pattern in the past.

The album will feature 16 tracks, all but one from single sides spanning their hit career of "From Me to You" up to "Yellow Submarine." The one track new to Britain is "Bad Boy."

This is the only Beatles recording still in the can. The group has not been in the studio for several months and has not made any touring appearance in England this year. Recently it has been split by their individual career commitments. This, coupled with a reluctance to appear before British stage audiences, has led to persistent reports that the four were about to each go their own way permanently.

The break-up rumors started soon after John Lennon went to Spain and Germany for location shooting of his first solo film role in "How I Won the War." The other group members used his absence to pursue their own interests—George Harrison has been studying the Indian string instrument, the sitar, with Ravi Shankar in Delhi. Paul McCartney has been working on the score for Haley Mills' next movie and Ringo Starr has taken an extended holiday.

With Lennon back from location work, the group will be able to record soon after Paul McCartney returns from his current holiday. Their recording manager, George Martin, is due back in London from New York Nov. 21. As soon as Lennon and McCartney have completed new material, he will record them for the single.

Scripts Readied

Scripts are still being readied for the Beatles' third film together. It will be produced by Walter Shenson, and work on this and its score is likely to occupy them for some weeks early next year. But it seems highly speculative that the four will ever do a package teen-age tour again. Epstein and his staff decline to confirm or deny that the Beatles have quit the stage for good.

If the group does quit the personals field, it would have the precedent of Elvis Presley to fall back on. He has maintained a lucrative career not only in the record field, but in movies, despite apparently giving up stage (TV) work.

The Beatles have shown a close affinity to TV, particularly when they have control over sound. If they were to quit the stage it's unlikely to be the end as a group.

In any case, the individual talents—particularly the established writers, Lennon and McCartney, and to a less degree, Harrison, could play an important part of the future world music scene.

NEW YORK—A spokesman here revealed that the only reason the Beatles hadn't been making personal appearances in England was because they couldn't afford to. He was referring to the tax bite.

A New Ambassador Label

NEWARK, N. J.—Ambassador Records, primarily noted as as a budget line, is launching a full-price label Jan. 1. The name of the label has not been decided. List price is $3.79 mono, $4.79 stereo.

Martin Kasen, president of Ambassador, has already released a single from one of the first album release. The artist is Charlie Fox, who has also been signed as an a&r producer for the new operation and is not only the artist on one of the January album releases, but will produce several of the other albums. The first single is "All," the theme from the movie "Run for Your Life."

Louis Merenstein, sales manager of Ambassador, said last week that through the unique creative musical ability of Fox and a new stereo sound concept, Ambassador Records feels it now has basis for an all-out campaign in advertising and promotion to establish a new quality line." He said that Ambassador, one of the leaders in the manufacture and sale of budget product, has been planning its entry into the high price field for some time and now felt "the time is opportune."

Fox, whose background covers arranging, conducting, and playing piano in pop, jazz and classical music categories, has done arrangements for Roberta Sherwood, Ed Aimes, Skitch Henderson and the "Tonight Show," "ABC Stage 67," Barbara Felton of RCA Victor, and the Care Package of Jubilee Records, among others. He recently arranged an album for MGM Records, "Fiddler on the Roof Goes Latin."

Liberty A&R Maps '67 Plans

LOS ANGELES — Liberty's entire a&r operation went to a seaside resort last Thursday through Sunday (10-13) to collectively develop repertoire ideas for 1967. Producers from the company's Liberty, Imperial and World Pacific divisions convened at La Costa, a resort near Oceanside, at the bidding of new a&r administrator Dick Peirce who sought a quiet atmosphere for the meetings.

Before leaving, Peirce said the meetings would seek a foundation for long range plans for the new year. The executive called the sessions a "re-charging of the battery," adding that producers would be called upon to offer suggestions for projects which would aid the sales department, re-evaluate a&r assignments and discuss such new technical developments as the 8-track tape cartridge system.

One subject under discussion would be the advisability of installing 8-track tape recording equipment in the company's own studios.

BPA Seminar Set

ST. LOUIS—The 11th annual seminar of the Broadcasters Promotion Association is set for Monday (14) through Wednesday (16) at the Chase Park Plaza Hotel here.

N. Ertegun to Tour Far East

NEW YORK—Nesuhi Ertegun, vice-president and foreign operations head of Atlantic Records, leaves Thursday (11) for a 10-day trip to Japan and Hong Kong. He will visit Atlantic licensees and talk with various record company executives.

He'll return to the U. S. briefly, then take off for Europe Dec. 3 to visit foreign licensees. While in Europe, he will arrange for Atlantic's participation in MIDEM, the first international record convention, to be held in Cannes, France, Jan. 30-Feb. 4.

3 Foreign Label Deals By Prestige

BERGENFIELD, N. J. — Prestige Records has completed licensing agreements with three foreign labels for distribution of its product in Africa, England and Ireland, the Scandinavian countries and East and West Germany.

Peggy Palm, who handles Prestige's foreign operations, said that Transatlantic Records, Ltd., in London, hopes to have 50 albums of Prestige product out by December. Transatlantic will control England, Ireland, Denmark, Finland, Norway, Sweden, Iceland, and other countries. Saba Records in Germany will distribute product in Germany and Austria. Gallo Africa, Ltd., will distribute in several African countries, including the Republic of South Africa.

WB Prepping Merchandising Drive for Japanese Licensee

LOS ANGELES — Warner Bros. has laid out a special merchandising program for its Japanese licensee whereby Duane Eddy and Don Ho will record material in Japanese for the first time.

Guitarist Eddy will be the first artist launching the drive to take advantage of a similarity of instrumentation with the Ventures, a proven hit in the orient, according to WB's international director Phil Rose.

Songs from the Japanese hit parade will be recorded by Eddy as a "means of exposure for an artist whose sound is popular" but who has never been a strong seller there. Rose set this program on his recent visit to the Far East-Australiasia territory to meet the combine's licensees.

A Unique Market

Japan is a unique market because the industry is controlled by half a dozen companies which themselves are at the "mercy of the record dealers association." (In several instances manufacturers own the retail outlets.)

Japan is the only place in the world where the two American labels are not consolidated under one licensee. Toshiba handles WB; Cosdel is the Reprise intermediary with Victor of Japan pressing the product.

Rose found the subject of tape cartridges to be almost verboten among the Japanese. "Nobody's willing to talk about tape," he said, "yet I know that Victor has duplicating facilities for 4 and 8-track and cassettes. I suspect before the year is out the cartridge concept will become a fait accompli in Japan. There is no real merchandising visible for the actual music, but everybody knows the machines are being manufactured next door."

On another matter, to help its New Zealand licensee overcome the nation's balance of payments problem, WB is setting up a program whereby N. Z. (and Australia) licensees will supply product to Hong Kong and Singapore. Because lack of payments hampers the import market, the N. Z. representative, HMV, will gain a financial return on every dollar of goods exported. This stipend will enable MHV to purchase sufficient WB-Reprise product.

NARM Extends Grant Entry Date

PHILADELPHIA — The application deadline for the National Association of Record Merchandisers scholarships has been extended to Dec. 22 from its original Oct. 31 date. Children of employees of both regular and associate NARM members are eligible for the $4,000 scholarships. Scholarships will be presented March 8 at the 1967 NARM convention at the Century Plaza Hotel, Los Angeles. The scholarship committee meets in early March to determine the four award winners.

LHI Bows Single With Kitchen Cinq

NEW YORK—LHI Records this week made its debut single, "You'll Be Sorry Someday" and "Determination," with the Kitchen Cinq. The label is owned jointly by Decca and Lee Hazelwood. Hazelwood a&r'd the session in Los Angeles.

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Aberbach: A Creative Approach Needed by Spurting Industry

NEW YORK — The music publishing business is reaching a new crest, and the need for a creative approach to the industry is greater than ever. This is the view of publisher Jean Aberbach, who states he is more enthusiastic than ever about the industry's potential. The Aberbach's — Jean and Julian — have purchased the building at 241 West 72d Street as a headquarters for Hill & Range and the manifold subsidiaries and affiliated firms. Alterations will be completed within six months, during which time the entire Hill & Range operation will be transferred to the new building.

The Aberbachs, who within the past year acquired Joy Music and set up a joint publishing operation with the National Broadcasting Co., view the tape cartridge field as a potent new market for use of copyrights. Jean Aberbach stated that the CARtridge potential (in cars alone) would be equal to the addition of 50 million new homes in the United States, as far as music use is concerned. Jean Aberbach excludes home use of the cartridge as not too meaningful from the standpoint of the copyright owner, inasmuch as this type of use would cut into records. But the automobile field is something else again, and should prove particularly lush

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NBC-TV SHOW ON BB AWARDS

LOS ANGELES—NBC-TV's "Swingin' Country" network country music show will feature Billboard's Country Music Poll Awards on its Monday (21) broadcast. The Billboard awards were presented in Nashville at a special gala show Oct. 19. Dick Clark's "Swingin' Country" camera crew, headed by Jorn Winther, filmed most of the event, which featured performances by many of the top names in the country music field. Minnie Pearl was emcee of the awards show.

Gift-Giving Drive by Epic

NEW YORK—Epic Records last week launched a comprehensive gift-giving campaign, including free gift sampler records. As part of the campaign, which has as its slogan "A Gift Worth Giving. . . . and Receiving," Epic is offering the seven-inch, 33⅓-r.p.m disk, which offers excerpts from 16 pop albums. The package for consumers also contains a special gift catalog with a simplified listing of Epic gift albums.

Represented on the sampler are selections by Nancy Ames, Buddy Hackett and Ronnie David, Eddie Layton, Bobby Vinton, the Yardbirds, Jane Morgan, Enzo Stuarti, the Doodletown Pipers, Buddy Greco, David Houston, the Dave Clark Five, Walter Jackson, Mike Douglas and Lester Lanin.

The three sections of the special catalog are "A Gift for Every Member of the Family When You Give," which lists more than 60 LP's by Epic's pop artists; "Your Dollars Give More When You Give. . . . ," specially priced classical multiple-record sets, and "Your Gift Dollars Give More When You Give. . ." Crossroads Records, Epic's low-priced classical line.

Merc. Steps Up R&B Pace With Coordinating Drive

CHICAGO — Mercury Records is coordinating all its r&b activities as part of its heightened push in that field. The drive has been under way for six months. Heading the r&b activities is Boo Frazier (see executive turntable).

Frazier, will coordinate his a&r activities with shoe of Charles Fach, vice-president and director of recorded product, was in St. Louis last week to cut a Chuck Berry Session for Mercury.

An extensive travel schedule has been set up for Frazier. The tour will include artist scouting action linked up with Jerry Kennedy, southern a&r chief for Mercury Corp., a West Coast junket where Bob Sapenpa heads a&r activities, and an Eastern swing.

Frazier will work with some 20 local and regional promotion men and will oversee artist promotion tours in both the r&b and jazz areas. His work will include activity with the following Mercury and subsidiary label talent: Mercury—Rick Lewis and the Soul Brothers, Moms Mabley, Dreamlovers, Wayne Cochran, Prince Charles, Junior Parker, Jerry Butler, Dee Dee Warwick; Smash—James Brown, Satisfactions, Festivals, Little Frankie; Fontana—Gloria Lynn; Limelight Jazz—Milt Jackson, Les McCann, Dizzy Gillespie, Oscar Peterson; Philips—Bobby Hebb, Flamingos, Charles Wright, Nina Simone, Paul Kelly.

Marketing Drive Is Set for Deram

NEW YORK — An all-out merchandising drive has been set by London Records for the new Deram label, put out by London's parent company, British Decca and contains all-British product. Five artists are slated for early release on the line beginning with Cat Stevens singing "I Love My Dog," just out. The other acts are Beverly, the Truth, the Eyes of Blue, and Barry Mason. Albums are planned for all of the artists. Deram's first LP features Johnny Howard. Mike Hurst produced the Stevens' single; Denny Coredell, Beverly's first disk, "Happy New Year" and "Where the Good Times Are," and David Nicholson, the Truth.

Monument Deal

LOS ANGELES — Monument and German songwriter Hans Bradtke are planning distribution tie-ins, whereby the U. S. label would obtain Berlin-produced disks from Bradtke's production firm. In addition, Monument is also planning to release product from Palette of Belgium, Roland Kluger, the label's topper having recently met with international chief Bobby Weiss here.

WAYNE NEWTON relaxes with Bob Tish, co-owner of the Americana Hotel in New York, following the Capitol's artist's smash debut at the Royal Box Monday (7).

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July 30

"Only Barbra Streisand could sing 'Silent Night' on a hillside in July–and stop the show at Newport."

...from a review of the performance.

November 14

Silent Night, the song for all time, sung by the star for all time.

This One

CESX-RPQ-PDGK

Barbra Streisand on COLUMBIA RECORDS

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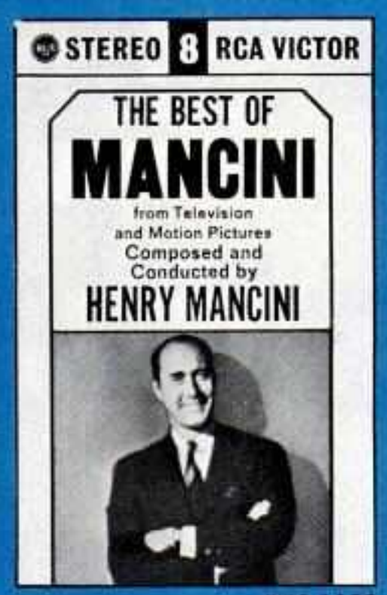

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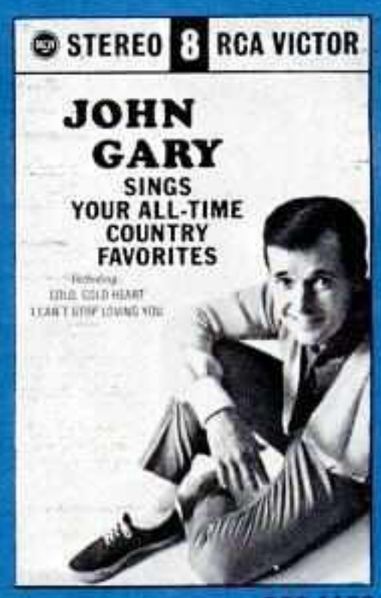

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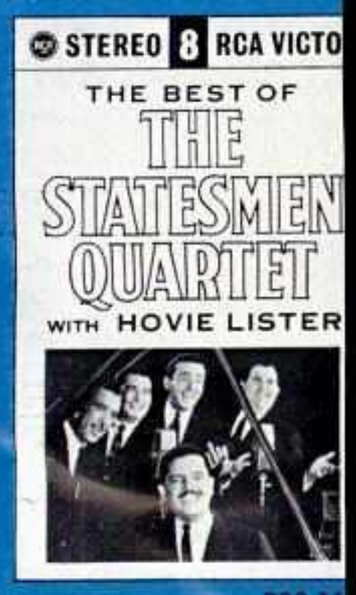

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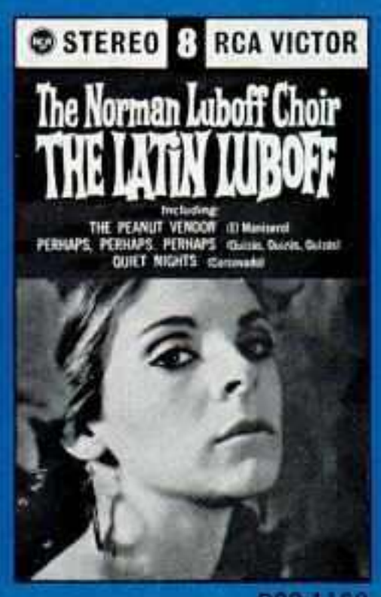

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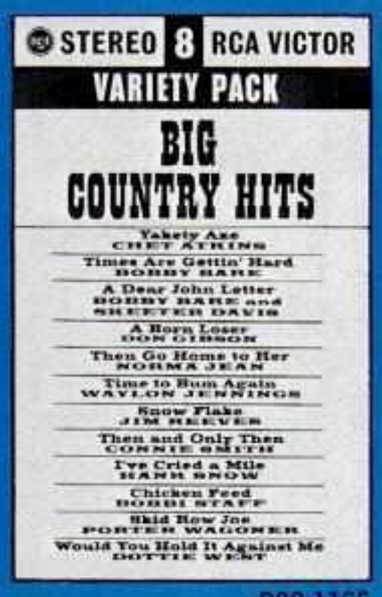

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P8S-1168

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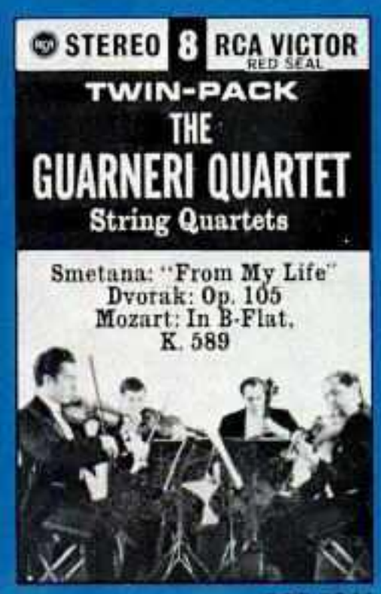
R8S-1068



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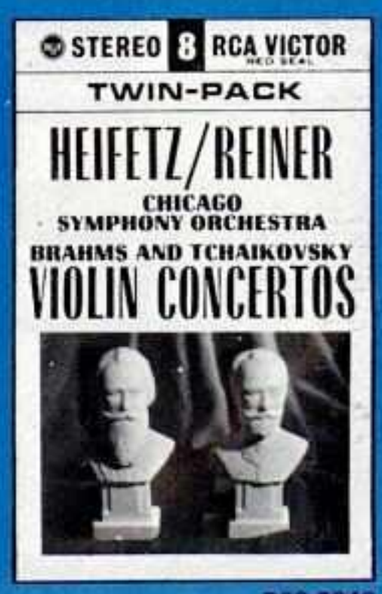

R8S-5042

C8S-1015

C8S-50

8-track cartridge tapes developed and introduced by RCA Victor

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8-Track Cartridge Tape

November from RCA Victor

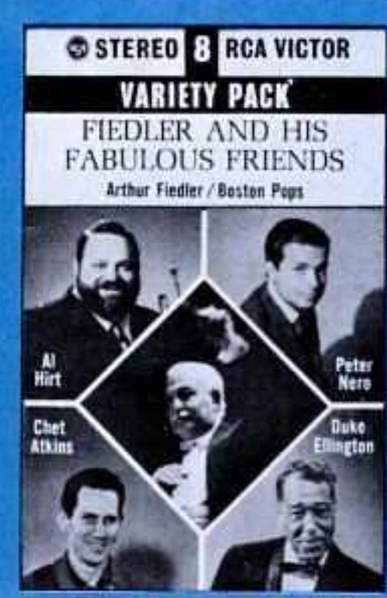
New RCA Stereo 8 "Variety Packs"

Each tape features various artists and repertoire especially programmed for added listening pleasure.

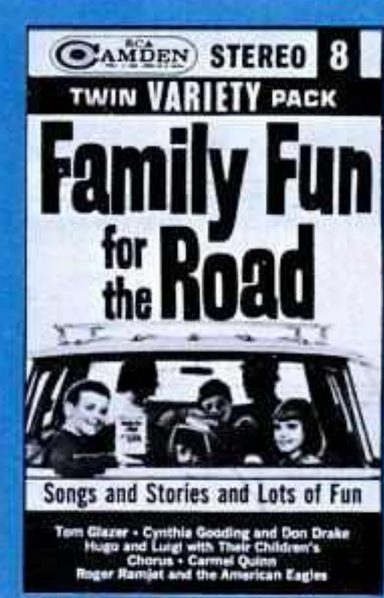
mbines the unique talents Gary Burton, Sonny Rollins bd Clark Terry. Cielito Lindo, ella by Starlight, I Could rite a Book. P8S-1163

Soul sounds that include Body and Soul, Workin', Little Red Rooster, Early in the Morning, Mother Nature, Father Time, Willow Weep for Me. P8S-1167

The orchestral style of Hirt, Mancini and Prado, and the pianistic artistry of Carle, Cramer and Nero. Twin-Pack of 24 songs. P8S-5040



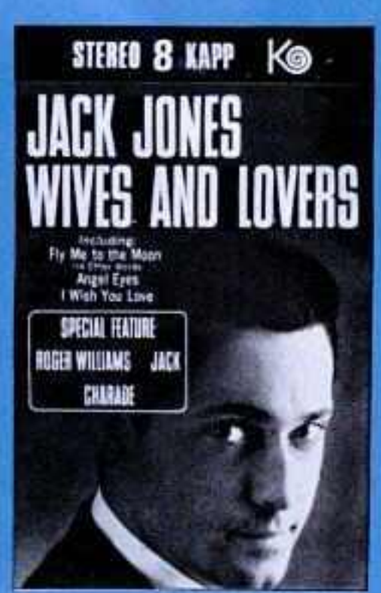
Features The Boston Pops with Fiedler conducting and Ellington, Hirt, Atkins and Nero playing. Includes Caravan, Java, I Got Rhythm. R8S-1070



This Twin-Pack contains a collection of stories and songs sure to keep the children entertained and interested many times over. C8S-5032

New Kapp and Scepter Stereo 8 Cartridge Tapes*

P8KA-1018



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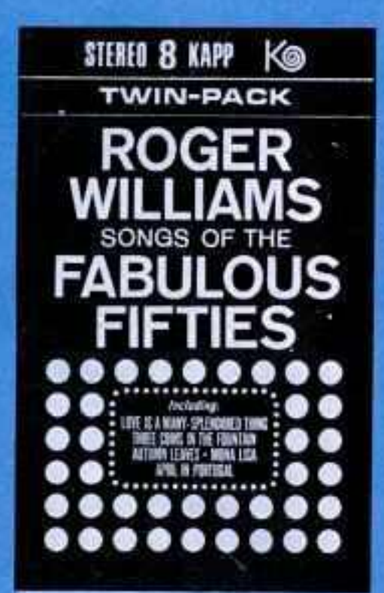

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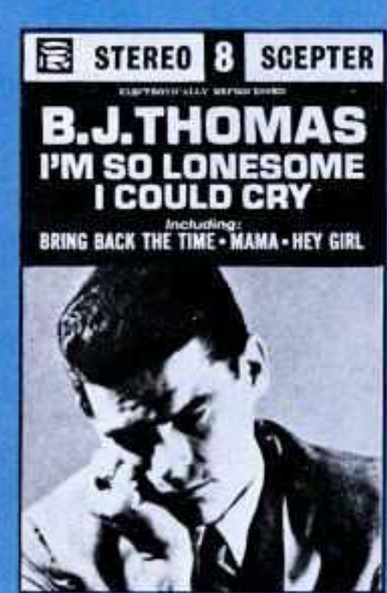

P8SC-1006

*Manufactured and distributed by RCA

RCA STEREO CARTRIDGE TAPES

The most trusted name in sound

Closing Prices on Industry Stocks

Name	65-66 High	65-66 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
American Broadcasting	86	62	393	69½	67	69	+3¾
Admiral	55½	28¼	1496	37⅝	35⅛	35⅜	+ ½
Ampex	27⅜	17	995	21⅜	19⅛	21	+1⅞
Audio Devices	41¼	18	251	19	17	18	– ½
Automatic Radio	7¾	2⅜	5	3⅛	3	3½	+3⅛
Automatic Retailer Assoc.	56⅞	42½	70	46⅜	45	45	– ⅞
Cameo-Parkway	4¾	1⅞	43	2¼	2⅛	2⅛	– ¼
Canteen Corp.	36¾	18¼	600	19⅞	18¾	20⅞	+1⅞
CBS	62	42	733	55	52¾	54⅝	– ⅜
Columbia Pic.	39⅜	22⅝	175	38⅞	36⅛	37¾	+1¼
Walt Disney	61½	40¾	472	63¼	53¼	61⅝	+7
EMI	5⅜	3⅜	245	3⅝	3⅜	3⅝	+ ¼
General Electric	120	80	749	97¼	95	98¼	+1¼
Handleman	17¾	13⅝	11	16⅜	15⅝	15⅝	– ⅝
MCA	61¾	28¼	154	41	34	40¾	+7
Metromedia	55⅞	25	216	32⅞	29⅞	32⅞	+3
MGM	35⅛	24⅝	787	37	33½	37	+3
Motorola	233½	92	680	121½	111¾	116¼	+3¾
RCA	62¼	36¾	1457	49¼	46½	48¼	+1⅜
Seeburg	32¾	11⅞	356	14⅜	13	14⅞	+1
Tel-A-Sign	5⅝	1⅜	154	2	1⅝	1⅞	+ ¼
3M	84	61	328	80½	78⅜	78⅞	– ⅜
20th Century	38½	25⅜	820	37¼	33½	37	+3
U-A	32⅞	21¼	1615	29⅜	26¾	29¼	+ ¾
WB	44¼	19¼	73	21⅛	20½	21	+ ½
Wurlitzer	24½	15½	37	16¾	16	16⅛	– ⅝
Zenith	87¾	46⅛	1495	56⅞	52½	56¼	+3¾

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.

Kama Sutra Is Expanding

NEW YORK — The Kama Sutra organization is expanding both in terms of territory and repertoire. The firm is setting up a West Coast office headed by Bob Krasnow (see Executive Turntable). It's the firm's first branch. Krasnow will buy masters, sign new talent and represent the firm's independent production wing.

Phil Steinberg, one of K-S's three presidents, is on his way to Japan to sign a longterm contract with Nippon Grammophon for overseas licensing. He'll visit the new Los Angeles office on his way.

Frank Mell, vice-president, announced the firm's entry into the country field with the acquisition of 24 Jimmy Dean masters, most of which have never been released. Mell said the label will issue a "Young Jimmy Dean" album.

Mell added that the firm plans continued expansion in the pop, r&b and country fields, and is considering classical.

Disk Comebacks for 3 'Vets'

LOS ANGELES—Three artists who have been off the charts for some time have had a resurgence of sales popularity because they are turning into comtemporay songs and listening to a&r men believes Nick Venet, who has heldped get one of the performers back on the charts.

The three veterans who have emerged as singles sellers are Margaret Whiting, Eddie Fisher and Pat Boone. Miss Whiting's hit is the most significant, for she has been off the charts for many years. Her key was in singing a country-flavored tune, "The Wheel of Hurt" released by London.

Venet co-produced Boone's "Wish Y9u Were Her Buddy," current events satire for Dot.

Venet attributes this new success by the trio to their awakening that songs sung in nighclubs don't sell on records. They have come to realize their are two separate markets, Venet says.

Eddie Fischer's producer for example, Al Schmitt, listened to a lot of tunes before submitting "Games That Lovers Play" to the vocalist. The song is Fisher's first on the charts for RCA in some time and runs contrary to the trend for up-beat sounds.

JED Intl. Distrib Rights to Bell

NEW YORK—Bell Records last week acquired distribution rights to JED International Records, a country record label launched by John Denny of Cedarwood Music Publishing firm. Larry Uttal, president of Amy-Mala-Bell Records, said this marked the first venture of his firm into the country music field. Bill Denny, a brother of John Denny, recently started a country music record label with Laurie Records, New York, called Dollie Records.

'Family' Elected For MGM Push

NEW YORK—In an effort to capitalize on the aftermath of last Tuesday's election, MGM Records on Wednesday (9), sent four executives to key United States markets with advance copies of the new Verve album "New First Family of 1968" by Bob Booker and George Foster, the writers of the original "First Family" Album, "You Don't Have to be Jewish," and "Al Tijuana and His Jewish Brass."

Lenny Scheer, director of marketing; Frank Mancini, director of artist relations; Harold Berkman, promotion manager; and Art Danish, Verve album sales manager; are servicing Washington, Los Angeles, Baltimore, Chicago, Cleveland and Detroit by rushing albums to radio and TV stations, local newspapers, and magazines. They also met with MGM distributors, distributor salesmen and promotion men.

DOT RE-ISSUING 'SUGAR SHACK'

LOS ANGELES — "Sugar Shack" a hit single for Dot last year, is being re-released, reports Ted Rosenberg, label's vice-president for national promotion-merchandising. The re-emphasis for the Jimmy Gilmer performance is based on the success Dot has had with its new reissue program, launched with the re-release of "Wipe Out," by Safaris.

This latter single has gone past the 700,000 sales mark with the LP over the 200,000 point.

The hit singles reissue program was one of Rosenberg's first programs since joining the company six months ago. His other concentration has been in building a strong national promotion staff.

2 Accused of Theft in Philly

PHILADELPHIA — Two local men have been charged with larceny of records from Diskmakers, Inc., a presser here. Richard A. and Jerold D. Richman, brothers, were charged with larceny and receiving stolen goods, by the district attorney's office. The district attorney also is reported investigating another theft case involving an employee of a Philadelphia distributor, with the goods being sold to a retailer.

The district attorney's office said 47 pressings entitled "Jerry Blavat—Guess What?" which had been withheld from distribution during the investigation, were found in the One Stop Record Shop, operated by the brothers.

Distribs Named By Project 3

NEW YORK—Project 3, the label owned jointly by Enoch Light and the Singer Co., this week selected the nucleus of its distributor organization.

Named were: Mutual, Boston; Royal Disc, Chicago; Main Line, Cleveland; Arc, Detroit; Eastern Record, Hartford, Conn.; Southern, Nashville; Laredy, Newark, N. J.; Universal, Philadelphia; Fenway, Pittsburgh; Commercial Music, St. Louis; and Schwartz Brothers, Baltimore-Washington.

'Ole Opry's' 42d Oct. 19-21, 1967

NASHVILLE — The "Grand Ole Opry" holds its 42d anniversary celebration Oct. 19-21, 1967, at the Municipal Auditorium. This year's celebration drew more than 4,000 persons, with the $10 registration fees turned over to the Opry Trust Fund.

DECCA C.&W. DRIVE PAYS OFF

NEW YORK—Decca's drive in the country field is paying off. This week the label got top spots in Billboard's country charts with Loretta Lynn's "You Ain't Woman Enough" in the album department, while Bill Anderson's "I Get the Fever" topped the singles. So far this year, Decca artists have garnered 20 per cent of Billboard's country chart positions.

Cosby Getting WB's Marketing 'Special'

LOS ANGELES — Following the launching of a Dean Martin album promotion on the Reprise label, Warner Bros. enters the national merchandising wars with a campaign for comic Bill Cosby.

The Cosby month runs from Nov. 15 through Dec. 31 and encompasses his four gold albums, "Bill Cosby Is a Funny Fellow," "I Started Out as a Child," "Why Is There Air?" and "Wonderfulness."

The company enstimates it will sell 750,000 Cosby albums during the campaign, which will be marked by heavy consumer advertising to hammer home the point that the Cosby who stars in the "I Spy" drama series on NBC-TV is the same Cosby who turns a comedy trick on recordings.

Apparently, the viewing public still does not totally associate the two Cosbys as being the same person, said Joel Friedman, the combine's marketing vice-president. Ads will be placed in key markets adjacent to TV listings to bring home this point that Cosby the TV personality is Cosby the recording industry comic.

Friedman estimates that Cosby's total LP sales on the four titles runs around 100,000 units a month. This cumulative action makes him "the fastest selling artist on the roster, bar none," according to Friedman. During the past three months, San Francisco alone moved 150,000 copies of his four LP's.

To create sales excitement, WB will provide the following exploitation tools: 7,500 easel back LP jackets, holiday-themed glossy ad mats, window streamers, mailers to bring the product to the attention of all distribution levels of the business, a special Cosby browser to hold all four hit albums, an album sampler for AM stations, album coverage for FM and college stations, a promotional single for radio play, open-end voice tracks by the artist, plus tie-in contests with NBC and ABC for which Cosby will host a "Hollywood Palace Show."

A print media campaign will cover TV log departments, regional TV Guide pages and college papers.

Three prizes will be offered to salesmen, sales manager and promotion men who produce the best results during the campaign. First prize is two weeks in Hollywood — expenses paid. Second prize: one week in New York — expenses paid. Third prize: a week in Las Vagas—expenses paid.

RKO Gen. in Disk, Pub. Co.

NEW YORK—RKO General, the broadcasting and motion picture firm, has launched a new record and music publishing company—RKO Music. The only album put out so far is the original cast album of "Festa Italiana" and it is only being sold in the areas across the nation where the show is touring. The project is being headed by Aaron Beckwith and comes under the separate entertainment division of RKO Pictures, which has just been established with Robert J. Leder as president.

"Festa Italiana" was issued only a couple of weeks ago to coincide with the launching of the live show. Other ventures of RKO Music will include various uses of the music from the motion pictures, animated cartoons, TV series, and specials produced by RKO Productions, another division of RKO Pictures. It's possible that RKO Music Records will be sold through normal distribution channels, but details are still being formulated, an RKO executive said last week. Further product is also under discussion.

White Whale London Deal

NEW YORK—London Records will handle world-wide distribution for the California-based White Whale label through its parent company, Decca Record Co., Ltd. of England. The new deal excepts the United States and Canada. Signers of the agreement were Ted Feigen and Lee Lasseff of White Whale and Marcel Stellman and Geoffrey Milne of English Decca.

The English executives currently are on a four-week business trip to the United States, with one of their objectives the acquiring of marketable American pressings. They also are negotiating with Bill Fitzgerald of Sun Records of Memphis for the release in Britain of old masters, including materal by Jerry Lee Lewis and Johnny Cash. Also in Memphis, they conferred with Joe Cuoghi of Hi Records. In Nashville, conferences were held with Don Pierce of Starday, Harry Silverstein of American Decca, and Wesley Rose, president of Acuff-Rose Publications.

In Detroit, negotiations were held with Harry Balk of Impact and Irving Biegel of Palmer Records. The two English officials also met with Philip Jones of Tamla-Motown on the possible licensing through Decion of British Decca masters not released in the United States by London.

Lafayette Radio Opens in Philly

PHILADELPHIA — Lafayette Radio Electronics Corp., New York-based chain specializing in the sale of hi-fi radio and phonographic equipment, will open its first store in the Philadelphia area this month.

The store will embrace 6,500 square feet of floor space in the Ogontz-Limekiln Shopping Center, across the street from Gimbels Cheltenham, one of the largest shopping centers located just outside the city.

Youmans Pact With Columbia

NEW YORK — The Vincent Youmans Music Co. has signed an exclusive contract with Columbia Records to release recordings from the CBS Network show, "The Beagles." First release will be "Looking for the Beagles," b-w "I Want to Capture You." Bob Lissauer handles production and Charles Fox is the arranger.

Copyrighted material

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CRY

Ronnie Dove

D 214

Produced by Phil Kahl

DIAMOND RECORDS

Arranged by Bill Justis

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EMI Makes Major Global Gains In Sales; British Market Static

• Continued from page 1

Lockwood. But the British market, affected by the pirate radio stations, remained static.

Exports of the company's records jumped 10 per cent, Sir Joseph said in his annual report to stockholders of Electric and Musical Industries, covering the year to June 30.

The spectacular increases of the past few years in Britain seem to have died away, he said. Although the excitement in the U. K. record world may be said to have temporarily levelled off, it continues to mount abroad. Almost without exception sales are rising substantially, he stated, selecting Argentinia, Denmark, Italy, Sweden and Turkey as the countries which have yielded the biggest profit increases.

Capitol Records increased sales by 14 per cent to an all-time high and its profits have increased even more. Sir Joseph noted that Capitol had occupied first place on Billboard's LP chart for 40 per cent of the year and on the singles chart for 21 per cent.

On EMI Records developments in the U. K., Sir Joseph reported the increase of automation on the company's Hayes, Middlesex plant with the installation of more automatic record presses and machines to automatically bag and sleeve records.

Subsidiaries Aid

He cited progress of EMI's music publishing activities through its subsidiary, Ardmore and Beechwood, in Britain, and companies overseas which had particularly benefited from the success of French artist Adamo as a song writer. Sir Joseph said the company was pleased with its Music for Pleasure U. K. budget line rack label, launched October 1965, in partnership with the International Publishing Corp.

Reporting that sales in Britain had been maintained in spite of the multiplication of pirate radio stations, playing records almost non-stop (and without payment), "We are gratified to see that the government is at last going to take effective steps to scuttle them."

Reviewing worldwide operations, Sir Joseph commented that one of the most satisfactory features had been the emergence of local recording artist as real best sellers. He mentioned Australia's Easybeats, Bobby and Laurie, the Throb, and the Seekers, adding that Spain is producing some very good new talent which might well attain international status.

All the company's record business has become completely international. Classical records had always had worldwide sales, but now all the company's record product was being sold in all markets of the free world. To co-ordinate these worldwide record activities, EMI had appointed L. G. Wood group director records, but he was still retaining an executive post in the company's UK record set-up as executive vice chairman of EMI Records.

The company presented six gold records during the year to its artists—four for million-selling singles by the Dave Clark Five, Ken Dodd, the Seekers and the Beatles, plus another to the Beatles for million sales of their album and another to the George Mitchell Minstrels for combined sales of a million.

No breakdown of the earnings of the different divisions of EMI such as records, domestic appliances and electronics were given. Group sales rose by 3 per cent. Pre-tax profits of the group climbed 10 per cent more than $31 million—68 per cent came from outside the U. K. Principally because such a large proportion of profits comes from abroad, the company has to meet massive taxation. U. K. and overseas tax of $15 million has been charged, representing 48.5 per cent of group profits.

During the government's price and income freeze, Sir Joseph said, it is likely that the board will be prevented from declaring dividends in excess of 15 per cent on the ordinary stock. However, EMI should gain from the new selective employment tax in Britain, favoring manufacturing industries. The report will be presented at EMI's annual meeting in London Dec. 2, at which shareholders will be asked to approve Capitol president Alan Livingston's appointment to the EMI board.

FBI Is Probing Bootlegging Ring

• Continued from page 1

like Baltimore and Washington." On one singles record, the counterfeiting included the label, but "many labels are relatively easy to duplicate." To combat this, Atlantic Records was considering redesigning all of its labels to give them more color and make them more difficult and more expensive to print.

"One method of fighting bootlegging is economics," the executive said. The bootleggers are reported selling product at 30 cents. Because the product is "hot," bootleggers have to pay a higher price to get it pressed, perhaps 15 instead of 10 cents per record. "So if the label costs him a little extra, he's not going to find it worthwhile."

Jubilee Records found counterfeit product in a Red Bank, N. J. store. Steve Blaine said that the counterfeiting involves singles and albums; he felt the bootleggers were operating out of New Jersey (another record company executive felt the product was coming out of New York City's Harlem area). Jubilee has contacted the Record Industry Association of America for help in stopping the bootlegging. Blaine said that the bootleggers are supposed to be duplicating any record that recieves three stars (which signifies heavy sales) in a row on the Hot 100 chart.

Pinpoint Try

Johnnie Miller, general manager of King Records, said he was still trying to pinpoint just how much bootlegging had cut into sales of James Brown's "Don't Be a Dropout" record. "I Know I have the No. 1 record in New York according to the radio station reports, yet my sales do not warrant it. I know from experience that I'm not selling as many as I should be both in New York and Philadelphia." He said he was trying to purchase one of the 30-cent singles to see "if they're definitely not of our manufacture."

Jerry Shifrin, vice-president of Calla Records, said he'd been checking on the bootlegging situation, "but to what extent we've been hit I don't know."

The tipoff to the bootlegging came a week or so ago when a New York distributor found a record he hadn't yet received, on a record dealer's shelves. He sent the record to the manufacturers; this set off the storm.

The various rumors floating in the industry are that product of the Beatles, the Supremes, and other major acts are also involved. A Motown official said there'd been rumors of their product being bootlegged, but they were still seeking proof.

Col. in History-Making Drive

• Continued from page 1

or date book, each printed in full color. Both list important dates and information about Columbia's top artists.

The saturation campaign will rely on dealer participation, with 300 and 1,000-line advertising mats ready for dealer use.

Purpose of the 99-cent albums is two-fold—to bring the customers into the stores with the hope that they'll buy more than one Columbia album at the regular price, and to introduce the consumer to other Columbia artists with the expectation that they'll buy additional albums of those artists at a later date.

'Big Deal' Streamers

To achieve these ends, Columbia is providing dealers with "Big Deal" streamers, Kleenstik wall stickers and the follow-promotion pieces: a free-standing counter browser display; a straddle browser which may be set into permanent fixture browsers, the straddle browser or in existing racks, and a tent card.

Detailed merchandising instructions are being sent to dealers. As in the past, the newspaper supplement carries four-color album reproductions showing top Columbia product.

Pearlee Brownlee Is Killed by Auto

NEW YORK—Pearlee Mae Brownlee, 16-year-old vocalist, died here on Oct. 30 after being struck by a hit-and-run motorist. She was to have signed with Big Hawk Records on Nov. 1 as lead vocalist of the Meows. The young artist arrived in New York two months ago with her mother and an older sister.

Executive Turntable

• Continued from page 3

Alan Black has been named general manager of the Capitol Record Club, Canada. A native of Manchester, England, Black had been with the Columbia Record Club of Canada eight years, serving in a variety of executive posts. . . . Kapp Records has expanded its regional promotion staff with the appointment of **Tom Hainey,** who covers Texas, Oklahoma and Louisiana from Dallas, and **Bud Hayden,** who covers Northern California from San Francisco. Hainey had been branch manager for Jay Kay Distributing, the Handleman Dallas outlet. Hayden was national album promotion manager for MGM Records. Both men report to **Gene Armond,** national promotion director.

BLACK

★ ★ ★

Bob Krasnow and **Doug Moody** have joined the Kama Sutra staff. Krasnow, a veteran of Warner Bros. and King Records, will head K S's new West Coast branch. Moody, who had been with 20th Century-Fox Records, becomes director of special projects. . . .**Kenny Young,** formerly affiliated with United Artists record and publishing companies as a writer, producer and recording artist, is leaving the company to devote more time to independent producing and publishing. He is currently negotiating production and publishing deals with other companies.

★ ★ ★

Del Serino has joined Peer-Southern's professional department, where he will be working in the a&r field and production. Serino wrote the film scores for "Pretty Boy Floyd" and "The Captain Must Die." He was a recording artist for Roulette and Signature-Hanover. Before joining Peer-Southern, Serino was with Bourne Music and previously headed his own independent production firm. . . . **Rudy Viola** has been appointed to the nightclub department of Shaw Artists. Viola, a former musician, became an agent in 1956 with **Willard Alexander,** where he developed the nightclub and jazz departmnets. From 1960 to 1962 he was with I. T. A., now a part of Shaw Artists, and then became an independent booker and promoter.

★ ★ ★

William S. Pflueger Jr. moves from the Pflueger Corp., Akron, where he was vice-president of sales, to Lear Jet Stereo 8 Products as national premium sales manager. . . . **Pearl Woods** has been appointed promotion representative for Duke Records succeeding **Marion (Boo) Frazier.**

★ ★ ★

Johnny Appleseed, formerly a personality at KOAT-TV Albuquerque, N. M., has been named national promotion director of Presta Records and Buena Vista Productions. In addition, he'll host a bandstand-type show on KTAR-TV, Phoenix, where Presta is located, featuring name record talent.

★ ★ ★

Robert N. Hayden has been named manager of material control for the Lear Jet Stereo Division, Detroit, so announces acting general manager **John V. Titsworth.**

A Creative Approach Is Needed

• Continued from page 4

"because the American auto industry, with its large cars, is eminently suitably for the cartridge."

Aberbach noted, however, that the development of the cartridge field would be speeded up by agreement in a standard system.

Contributing Factors

Importantly contributing to the new crest being achieved are such factors as the continuing growth of mechanicals, which are overtaking performances as an income source, and the increased value of catalogs which will result from projected changes in the Copyright Act. The see-saw between mechanical and performance income will undergo further changes when income from jukeboxes becomes a fact, Aberbach indicated.

Aberbach also alluded to an important projected overseas copyright development: likely changes in the Japanese Copyright Act. Aberbach feels that the new Japanese copyright picture is much more attractive to foreign publishers, who will be able to realize more income from this market. "Japan," Aberbach stated, "could become as important as Germany in terms of income." Europe currently, the publisher stated, almost equals the U. S. in income potential for a publisher, but this generalization varies according to the type of catalog.

One Danger

One of the dangers facing the music business, Aberbach said, is the increasing attraction it holds for noncreative purchasers—large business interests who might de-emphasize the necessity for creative approach. "One of the greatest dangers a publisher can face," he said, "is to allow himself to become too bogged down with administrative problems." In this connection he mentioned the late Fred Rose, who exercised a distinct "editorial function" with his writers . . . to the extent that some of these writers never had another hit with other firms.

Aberbach stated that the first fruits of his joint publishing venture with NBC are at hand. This is "The Hill Country Theme," from the recent NBC special about the President and the LBJ ranch.

'Piano' on Almanac

HOUSTON — "Texas Barrelhouse Piano," by Robert Shaw is Almanac Records No. 10, not on the Arhoolie label as inadvertently listed two weeks ago.

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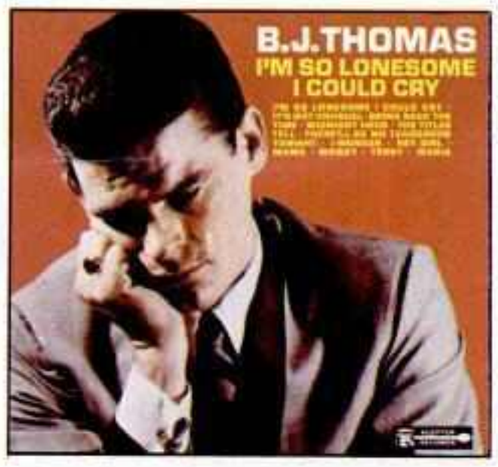

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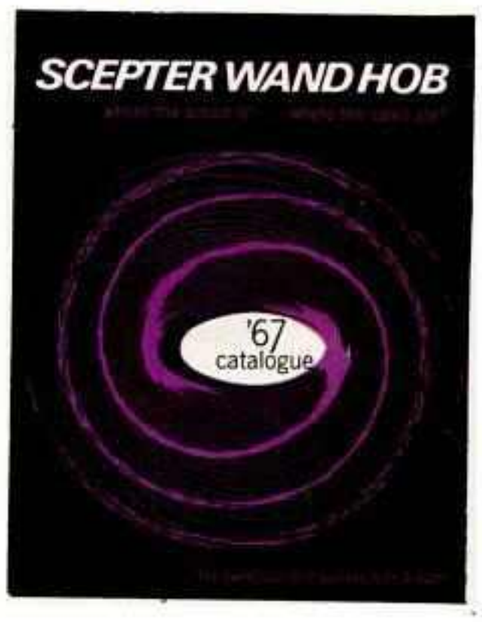

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U. S. Firms Planning Major Push On the Hot Middle Eastern Music

• Continued from page 1

ing acceptance of this music closely.

The Middle Eastern influence was spurred by Beatles' George Harrison going to New Delhi to study with Ravi Shankar, considered to be the world's acclaimed master of the sitar. The instrument is a six-string instrument with movable frets and 18 sympathetic strings underneath the main six. Its ancestry dates back 700 years. Harrison has used the sitar in a number of Beatles songs beginning with the "Rubber Soul" album. Since that time, the sitar or simulated sitar music is being used in an increasingly larger number of rock 'n' roll groups.

Currently, music of the Hollies' "Stop Stop Stop" is sitar-simulated. The record jumped 11 to No. 20 on this week's Hot 100. "Black Is Black," by Los Bravos, which had recently climbed to No. 4, is based on an old Arabian folk song. And the Rolling Stones have incorporated Middle Eastern music into their style, the latest being "Have You Seen Your Mother, Baby. . . ."

Other pop groups using the sound are the Byrds, the Yardbirds and Jay and the Americans, whose most recent United Artists single "(He's) Raining in My Sunshine" is clearly under the exotic Arabian influence. On another UA release, "Blue Snow Night," backed with "Come Girl," by the Gurus, the label is pulling out all promotion stops.

Columbia Records, which is carefully eying the trend of Middle Eastern music, has released "Karkadon," backed with "Hala Laya," by the Devil's Anvil. And World Pacific Records, having brought the music of Ravi Shankar and other Indian artists to the U. S. on record, is readying a major promotional campaign with the aims of calling attention to the influence of Indian music on the Western pop sound, the sitar, and to Ravi Shankar.

On the publishing front, several companies have expressed strong interest in exploiting Arabian and Indian music to the American public. David Morris, of Southern-Peer, for example, has long been a leading advocate of the Middle Eastern music. The company is about to release its first folio of sitar music.

The Liberty Records subsidiary will be giving away one imported Indian sitar of $500 value in each of the nation's major markets. One top store in each market will be selected to put the instrument in its window together with Ravi Shankar albums, Air-India travel posters and display pieces. With no obligation to the patron, customers will fill out coupons for a drawing for the sitar.

Although the Gurus comprise five American boys, their Westernized sound is characterized by the highly intensified emotional tone found in Arabian music. The Devil's Anvil, on the other hand, consist of four members, two of whom are Arabian. Both Columbia and UA are not listing the "A" side of their respective singles because neither is certain which side to promote. The sound is too new to American teen-agers.

So Old That It's New

"Indian sitar music is so old that it's new," said Dick Bock, producer for World Pacific. "The music is not built on chord progression as ours is. The time signature is important, but the sitarist may use 27 beats to the measure instead of our four. Indian music is all melody. However, this melody is attained by improving around one continual tone."

While Western music is based on a 12-tone scale, Arabian music has more than double that number. "Arabian music is dance music," said David Rubinson, producer of the Devil's Anvil for Columbia. Rubinson worked with arranger Felix Papalardi, who combined the contemporary sounds of the Western electric and rhythm instruments with the basic Middle Eastern musical tools.

"The music is purely emotional and expressive," said Rubinson, "so there is no regard for flat sounds." He compared the sound of the oud, an 11-string instrument strung on a fretless fingerboard, to the human voice. "When the voice is expressing emotion, it isn't always on key but it doesn't matter. So with the oud. To trigger the intended mood, the player can bend the note so that it is slightly off key. Frets are artificial devices which restrain the full emotional impact of an instrument. What makes Arabian music sound so exotic is the infinite varieties of pitch which the oud can achieve. It provokes spontaneous dancing."

Similar Tonally

Although both Indian and Arabian music differ rhythmically, tonally they are quite similar. All record company producers asked, said the average listener to an Indian or Arabic based song would not differentiate between the two.

Rubinson predicts that as science invents more electronic instruments, sound chambers and other means to create artificial sounds, the musician will seek more basic material. He further envisions a wide market for Middle Eastern and Oriental music.

"As music progresses," he said, muscians will go back farther toward the basic foundations of music. And as they seek the basics, they will go back chronologically. The Beatles, while surely not the only ones, are a good example. Starting with hard rock sounds such as "I Want to Hold Your Hand," they had the opportunity of working on their music and experimenting. Their "Yesterday" is Renaissance music. and their 14th century, basic ballad, "Elinor Rigby," is another example. So is the baroque "You've Got to Hide Your Love Away."

George Harrison's intense interest in the sitar has brought the group farther back chronologically.

Much of the spontaneous dancing and emotional instigation strongly ties the exotic flavor of Mid-Eastern music with the psychedelic world. Psychedelic drugs are often termed "mind expanding." Eastern and Middle Eastern music aims to have the mind float out of the body (or put another way, to have the mind expand so greatly that it consumes the entire body). The music excites the mind. With the increasing influence of Mid-Eastern music on the Western pop scene, a new vitality is brought in. Teenagers hear the music and want to dance. However, they cannot pinpoint the quality of the music which spurs them on.

Arabs Treat Frank Like a Stranger

LOS ANGELES — A tight ban by the Arab nations on all Frank Sinatra recordings (and motion pictures) has resulted in his international number one single "Strangers in the Night" hardly showing up saleswise in that part of the globe. Paradoxically, the Nancy Sinatra single of "These Boots Are Made for Walkin'" has had sales action, according to the label's Lebanon licensee, Les Fils de Georges Haddad, who headquarters in Beirut.

An Israeli Boycott Bureau, operating from Cairo, issued the Sinatra ban more than a year ago in retaliation for the vocalist's assistance to a Jewish charity. The Sinatra single is, however, reportedly being unofficially shipped into Lebanon from other areas.

Canterbury Set Up

LOS ANGELES—Penthouse Productions has formed Canterbury Records, with TV actor Don Grady the lead-off vocalist with the single, "Children of St. Monica." Penthouse owners are Ken Handler and Pat Boone.

Other acts signed are the Peanut Gallery, the Donnybrook, New Wave and Oranges of Bosch. The company plans releasing one single every 10 days. Handler has also formed Canterbury Distributing to handle the label.

MERC.'S GREEN IN TOKYO TALK

CHICAGO—Mercury Record Corp. president Irving B. Green accompanied by Mike Kawahara, home entertainment products division expediter for the company, arrived in Tokyo (11) for a week of business discussions. The agenda includes conferences with Ben Joppe, Philips chief in Japan, regarding an exchange of recorded product and a study of music producers for Philips cassettes in Japanese playback equipment is being built.

4-Track Price Cut by Muntz

• Continued from page 1

now, but that the lowered list price will not be announced to the public until the new Muntz catalog is issued in January. Thus, dealers are free to start offering the lower price now if they desire.

Muntz said he purposely was following the grace period before publicly announcing the price cut so as to permit dealers and distributors to work off inventory at the old price. He denied that his action was a price war against the 8-track system. He said that his firm recently opened a new plant. "We are now able to produce cartridges at a much lower price than before as a result of our new facility," he said, "and in line with our tradition, we always pass our manufacturing savings along to the consumer."

'No Permission'

The Muntz move triggered opposition among several labels who claimed he did not have their permission to lower price. Both Dot Records and MGM Records indicated disfavor with this action, contending that a price cut in one system while the list remained $2 higher in another system could be detrimental to the success of the cartridge industry.

Muntz claimed that he had the contractual right to lower price, provided he didn't go beneath the $5 level, and that $4.98 technically complies with restriction. He also insisted that the reason the price cut is not to be interpreted as an act of war against 8-track is because "there is no contest between the two systems — we are so far ahead of them now, they'll never catch up."

Muntz claimed that he will move 500,000 4-track machines in his M-30 series alone within the next 12 months. The cartridge playback lists at $39.95.

Sherman & Kahan Set Up Indie Firm

NEW YORK — Two New York songwriter-record producers, Gary Sherman and Stanley Kahan, have formed an independent production firm—Sherman-Kahan Associates. Chappell, Ltd., England, will handle publishing representation overseas for the firm's Copperleaf Music wing. In the past, Sherman and Kahan have been associated with such hits as "Come a Little Bit Closer," by Jay and the Americans and "Backstage," by Gene Pitney. Sherman wrote the tunes and score for "The Shadow of Evil" movie.

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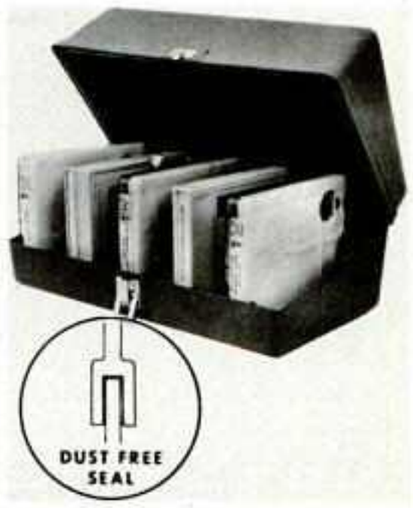

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TAPE CARTRIDGE TIPS

by Larry Finley

Reports reaching ITCC from its distributors indicate that dealers are enjoying a tremendous increase in sales of stereo tape cartridges. This is being mainly brought about by the advertising and exposure given to this new concept by the major automotive manufacturers as well as by the home entertainment manufacturers.

Tear sheets sent us by distributors show a daily increase in the amount of advertising by local merchants. They tell the public about the availability of automobile units, home tape decks and complete catalogs of cartridges, with every label of consequence making their albums available in cartridge form.

Glancing through just a few magazines we note that, in addition to the major automotive firms who are "selling" the tape players for cars, there are beautiful ads by Automatic Radio, Lear Jet, Capitol, Columbia, RCA, Packard Bell and Craig (to name a few) who are selling stereo tape cartridge players for the home and marine fields.

Every week on the ABC television network, in full color, ITCC cartridges are seen on "The Newlywed Game" and dozens of automotive commercials also tell the tape story to millions of TV viewers.

Most interesting is the weekly change in the ratio of eight track versus four track. Even in Southern California, which has been the most predominant four track market, the eight track is gaining in strength.

Our three warehouse facilities, Texas Tape Cartridge Corporation, Mid-West Tape Cartridge Corporation and West Coast Tape Cartridge Company, as well as Automatic Radio of Boston who services the automotive and electronic fields, all report that although the four track sales are and will continue to be substantial, the percentages of sales prove that eight track is fast overcoming the four track field.

ITCC produces and distributes both the four and the eight track. If you are a dealer who wants to "cash in" on this business now, contact your nearest ITCC distributor. He can offer you a complete selection of both configurations, as well as pilfer-proof racks, sales aids, window streamers, point-of-purchase material and newspaper mats.

If you don't know who to contact, call or write us and we'll be happy to tell you.

ITCC

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RCA Debuting Snap-on-Lid That'll Fit 'Any Display Rack'

By CLAUDE HALL

NEW YORK — RCA Victor Records is debuting a snap-on-lid CARtridge container designed to fit "any display rack" with its December cartridge release of nearly 20 items.

The new packaging concept was first unveiled in a letter to distributors last week. The new containers will be reaching distributors this week.

Spearheading the project behind the containers is David Savage, manager of planning and merchandising, tape marketing. Bob Summer, manager, album design and special procurement programs, was responsible for the new design which marks the first packaging change RCA Victor has made since introducing its Stereo 8 cartridges in September 1965. The old container featured a clear plastic slide-on lid. About 400 different cartridge releases are out in these containers. The new snap-on-lid, besides being narrower and capable of fitting display racks, is opaque. There has been no alteration in the cartridge itself or the tray of the container.

"In all cartridge packages to date," said Summer, "when the cartridge was engaged, the driver wasn't able to tell the musical selections being played. Now, this information will be on a label on the container lid as well as on the cartridge itself. The driver will be able to refer to the lid at any time."

Lighter, Easier

The new packaging is lighter, easier to handle, more airtight, and will offer lifetime protection, Summer said. The package will be shrink-wrapped as well.

Even more important, said Summer, is that "in developing the new packaging, we directed ourselves toward a technique that will allow for mass production as the market develops. This new design puts us in a position to meet whatever the demand for the product."

Muntz's Gordon Sets Europe Trip as Follow-Up to Survey

By ELIOT TIEGEL

LOS ANGELES — Following initial response to a European marketing survey which produced interest in American tape CARtridge systems, Ron Gordon, Muntz Stereo-Pak's international division director, has scheduled a two-month tour of the Continent on Jan. 2.

Aim of the trip, Gordon's first for Muntz since officially affiliating with the duplicator two weeks ago, is to pursue the interest expressed by European companies in associating with Muntz. The company plans launching duplicating facilities, distribution networks, and assembly lines for Muntz playback units imported from Japan.

Itinerary List

Gordon said his immediate itinerary will concentrate on England, Germany, Italy, Sweden, Holland and Switzerland, with other trips to cover nations. He admitted delight in learning that contrary to the impression that the cassette systems has a dominant stronghold in Europe, there is interest in selling American-designed 4 and 8-track stereo cartridges as an alternative system."

Gordon made his preliminary contact with sundry European companies by directly obtaining the names of licensees from American record manufacturers. In his correspondence, he asked Europeans for their thoughts on the potential of Muntz equipment in their countries.

"European companies will introduce the cartridges themselves," Gordon said, "if enough American machines move into the market place. The distribution of cartridges will follow the pattern of record companies distributing the product themselves, not through a middleman. The record companies are ready and interested in going into the 4 and 8-track fields once it's been proved that there is a sufficient supply of machines available."

Musictapes on Starday Pact

CHICAGO — "Starday titles issued to date by Musictapes, Inc. under our agreement are, and will be, offered on an exclusive basis until the expiration of the contract June 14, 1967," declared Musictapes president Pete Fabri last week.

He issued the statement to clear up what he described as a "misleading implication" resulting from an announcement last week that International Tape Cartridge Corp. had acquired exclusive tape rights to the Starday catalog.

"That announcement indicated that Starday's contracts with other duplicators would all run out at the end of the year," Fabri said, "and that has created considerable confusion with my accounts."

Fabri also reported that Musictapes has submitted to Finley, ITCC president, a list of Starday titles that have been issued by Musictapes, "to prevent possible confusion or overlapping."

Fabri said his agreement with Starday gives him first refusal on each new release—with 120 days to decide on each.

17 Starday Titles

Musictapes currently offers 17 Starday titles in 4-track and 11 in 8-track. Six Starday items have been released by the Chicago independent tape marketer in reel-to-reel. Artists include George Jones, Cowboy Copas, Justin Tubb, Lonzo & Oscar, Joe and Rose Lee Maphis, Pete Drake, Buck Owens, Jimmy Dean, Johnny Horton and Jonny and Jonie Mosby.

According to Fabri, under terms of his contract with Starday, should one of the parties terminate the agreement — which Starday has reportedly announced it will do—the record company is bound to either buy up Musictapes' complete inventory of negatives, masters, parts and finished product at direct factory cost or allow Musictapes to produce and sell product for an additional six months beyond the expiration date.

If Starday elects to follow customary industry practice, it would mean Musictapes would be marketing Starday through most of 1967.

RCA CATALOG ON STEREO 8

NEW YORK — A new 40-page Stereo 8 tape CARtridge catalog has been issued by RCA Victor Records. The illustrated, color catalog details the more than 400 selections available in Stereo 8, including other labels manufactured and distributed in cartridge form by the firm. Several hundred thousand of the catalogs are being distributed.

Tenna Will Up Player Output

WARRENSVILLE HEIGHTS, Ohio — Tenna Corp. here, said to be the world's largest manufacturer of auto antennas and leading maker of car sound instruments, mirrors, spotlights and other auto accessories, is gearing for an increase in 4 and 8-track CARtridge players.

Completion of a 65,000-square-foot addition to its suburban Cleveland main plant here will allow for added manufacturing and assembly capacity for auto radios and reverberation units, too, in addition

(Continued on page 18)

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In millions of homes across the U.S., people will open their newspapers and trigger the most stupendous sales effort ever conceived.

This colossal Columbia Records Campaign for 1966 centers around Newspaper Supplements that will run in 34 markets, plus 27 full-page ads in 26 additional markets, plus a program of hard-hitting radio spots.

Commanding total attention will be the greatest collection of albums assembled anywhere. A tremendous Columbia catalog arranged in every possible musical category, listing the most exciting recording artists in the world. Over 96 million consumers. All thinking Columbia Records. And when they learn about this year's once-in-a-lifetime special offer, *you* can start thinking of sales.

Columbia offers consumers two bonus albums, one adult and one teen, as buying incentives. They are the "Best of '66," containing the top hit tunes of the year, performed by Columbia's best-selling artists. And each bonus includes an extra gift—a 1967 calendar or datebook. These low-cost twin double-packages are available with the purchase of any Columbia album. They have only one purpose. To sell Columbia product.

The Supplement catalog and the bonus incentive have been timed to work for you at the strongest selling season of the year. Christmas. Shoppers are out in full force, buying presents for family and friends. And *nothing* makes better gifts than Columbia Record albums. Even more so with Columbia's big double bonus attraction.

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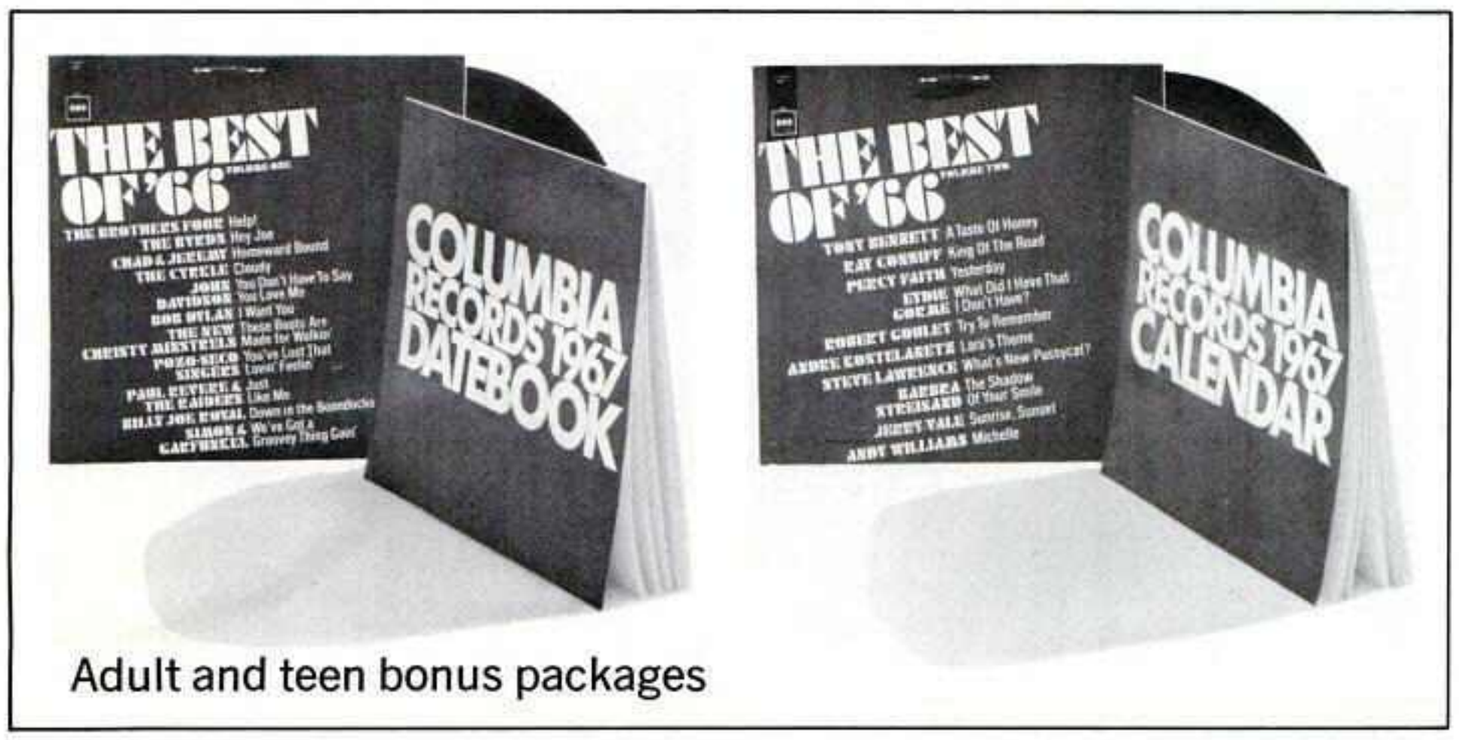

Adult and teen bonus packages

Two different-sized window streamers.

To support the fabulous fall promotion on the retail level, Columbia is supplying promotional material to cover all areas:

A Supplement in-sequence order pad, for the salesman's convenience in bringing a dealer's catalog inventory up to date.

Two radio scripts—one 20 seconds and one 60 seconds—for local radio spot advertising.

An extensive time-buy campaign on a national level.

Back-up cards.

Tent cards.

Additional Supplement copies for in-store distribution.

Two display units for the "Best of '66" records—one a counter merchandiser and one a "straddle" browser, designed to give the dealer more space above his browsers.

Three different-sized ad mats for use in local advertising.

Record industry history: on Columbia Records

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Maruwa Electronic Opening Equipment, Duplicating Plant

NAGOYA, Japan—The Maruwa Electronic & Chemical Co. staged an opening last week for its new Muntz affiliated Mecca Stereo Pak operation here, a tape CARtridge equipment and duplicating plant.

Mecca Stereo Pak is a corporation set up to manufacture and sell players and cartridges throughout the Far East as well as promote sales of the Maruwa Car Stereo player for cars and homes in Japan. President of both firms is Toshio Niimi. Mecca Stereo Pak, established last February, reproduces both Japanese and foreign music for domestic and world markets. Maruwa, the parent firm, manufactures product for Earl Muntz' Stereo Pak operation in California, among others, and is presently supplying Muntz with 20,000 players a month, the Japanese firm reports.

RECEIVING AN AWARD from a city official of Nagoya for his efforts in bringing industry to the city is Toshio Niimi, left, president of Mecca Stereo. The presentation was at the opening day ceremonies Nov. 1. Seated are the directors of Mecca. Below, guests look over the Mecca duplicating operation.

Tape Marketer Fabri Goes Philips Cassette

CHICAGO—The Philips cassette concept in the U. S. got a boost last week with the announcement that independent tape marketer Pete Fabri will make his music available in that tape cartridge form.

Heretofore offering only some 50 titles on the Mercury family of labels in the U. S., the Philips-Mercury cassette will now have the catalogs of Chess, Checker Cadet, Musicor, Crescendo, Gene Norman Presents, Hi-Fi, Starday, Prestige, Everest, Concertapes, Elektra sound effects series, Mabalo, Monitor and Fabri's own Musictapes offering.

Mercury, which distributes both the cassettes and players in the U. S., has been negotiating with many major music producers for cassette rights to their catalogs. These negotiations reportedly continue.

The first cassette release by Fabri's Musictapes, Inc., is scheduled for Jan. 1. It will enter distribution exclusively through Mercury outlets.

Included in the initial release, Fabri said, will be product by the Ramsey Lewis Trio, Ahmad Jamal, Chuck Berry, Gene Pitney, Billy May's band, Billy Strange, Stan Getz, Arthur Lyman and George Wright. The stereo cartridges will list at $5.95.

Musictapes is now the only U. S. marketer offering product in reel-to-reel, fidelipac 4-track, 8-track, 3M cartridges and cassettes.

"I envision a vast potential for this new stereo tape cartridge concept," said Fabri. "My experience in tape over the years, plus the glowing reports I hear of the cassette system's success in Continental Europe, the United Kingdom and the Orient, further encouraged me to make the Musictapes catalog available in the Philips system."

Tenna Output

• Continued on page 14

to tape equipment, executive vice-president Harvey A. Ludwig said.

"The expansion was undertaken to keep pace with the demand for stereo tape players and the company's other automotive products," said Ludwig, in announcing that production of 4 and 8-track players for home use in the facilities will begin in January.

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Beverly Hills Elect. Buys

LOS ANGELES — Beverly Hills Electronics, which owns the Muntz Stereo-Pak franchise on Sunset Boulevard, has purchased two additional CARtridge retail outlets: Tape City, several blocks away on the Sunset Strip, and the International Tape Center of Reseda.

Tape City was formerly run by executives who spun away from the now-defunct Autostereo Co., and was the first drive-in stereo player-cartridge sales office on the Strip. Named manager of this facility is George Johnson. The Reseda store in the San Fernando Valley has been renamed Muntz World of Music, with Jack Sculnick as manager.

Beverly Hills Electronics also operates Muntz' franchises in its headquarters location and in Culver City. Dan Shaw is president.

RCA & Motorola Exhibiting Their Systems in Europe

LONDON—To step up European interest in the Stereo 8 CARtridge system in the face of the rapidly growing ascendency of Philips' Musicassettes in many key markets, RCA and Motorola are holding a series of presentations in major cities this month.

A traveling team, scheduled to include RCA's Irwin Tarr, Dario Soria and European chief Peter Baumberger launched the campaign at the Turin Motor Show. Subsequent demonstrations are being held in Paris, Frankfurt and Stockholm. It was due in London Thursday (17).

It follows the establishment of a duty-free Stereo 8 cartridge depot at Schiphol, Amsterdam's airport. (Billboard, Nov. 5). Thousands of U. S. duplicated tapes are being held in bond to be drawn on by RCA's Continental licensees.

RCA-Italiana, Rome, is now marketing Stereo 8 tapes, and Magnente Morelli is making playback equipment. (See separate story on the Italian market's cartridge developments.)

RCA is basing its message on the sales success and acceptance by the automobile industry in the U. S.

In Europe, it is felt generally that cartridge progress will be made as a straightforward portable LP playback equipment, probably in mono. It is not being aimed primarily at car owners. The current RCA demonstrations are using examples of the U. S. sales pitches made by automobile manufacturers as well as RCA and Motorola. It includes radio and TV commercials, newspaper and magazine advertisements.

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I'M GLAD THERE IS YOU	Gloria Lynne	Everest	10-480C
THIS IS JO STAFFORD	Jo Stafford	Dot	10-481A
SWEET PEA	Tommy Roe	A.B.C.	10-482A
MEMORIES	Pat Boone	Dot	10-483A
COMMAND PERFORMANCES, VOL. 2	The Ray Charles Singers	Command	12-221A
SOFT SOUL	Gordon Jenkins	Dot	14-503A
MUSIC IN THE MORGAN MANNER	Russ Morgan	Everest	16-171C
THE "NEW" LOOK	Fontella Bass	Checker	21-407A
LOVE	Love	Elektra	21-412A
WHAT'S SHAKIN'	Lovin' Spoonful & Others	Elektra	21-414A
BLUES AND THE ABSTRACT TRUTH	Oliver Nelson Sextet	Impulse	26-401A
A LOVE SUPREME	John Coltrane	Impulse	26-404A
COLLABORATION	Modern Jazz Quartet with Laurindo Almeida	Atlantic	26-405A
OUT OF THE COOL	Gil Evans Orch.	Impulse	26-407A
I LIKE IT LIKE DAT!	Della Reese	A.B.C.	28-170A
THE FABULOUS COUNTRY MUSIC SOUND OF BUCK OWENS	Buck Owens	Starday	54-243B
EL REY DEL FLAMENCO	Sabicas	A.B.C.	66-216A
THEY'RE COMING TO TAKE ME AWAY, HA-HAAA!	Napoleon XIV	Warner Bros.	72-141A
JULIAN BREAM PLAYS VILLA-LOVOS AND TORROBA	Julian Bream	Westminster	90-114A
ELECTRONICS: REMI GASSMANN'S MUSIC TO THE BALLET AND OSKAR SALA: FIVE IMPROVISATIONS ON MAGNETIC TAPE	Remi Gassmann and Oskar Sala	Westminster	90-120A
COMMEMORATION SYMPHONY—"STEPHEN FOSTER" AND A SYMPHONIC STORY OF JEROME KERN	William Steinberg, Conductor	Everest	90-123C
BEETHOVEN: SYMPHONY #5/MUSSORGSKY: PICTURES AT AN EXHIBITION	Josef Krips and Sir Malcolm Sargent	Everest	T90-127TC
GEORGE FREDERIC HANDEL: WATER MUSIC SUITE AND ROYAL FIREWORKS MUSIC	Anthony Bernard, Conductor	Counterpoint	T90-128TC
SCHUBERT: SYMPHONY #8/MOZART: SYMPHONY #40/TCHAIKOVSKY: SYMPHONY #5	Various Artists	Everest	Q90-129QC
MERRY CHRISTMAS FROM BONNIE GUITAR	Bonnie Guitar	Dot	X95-103

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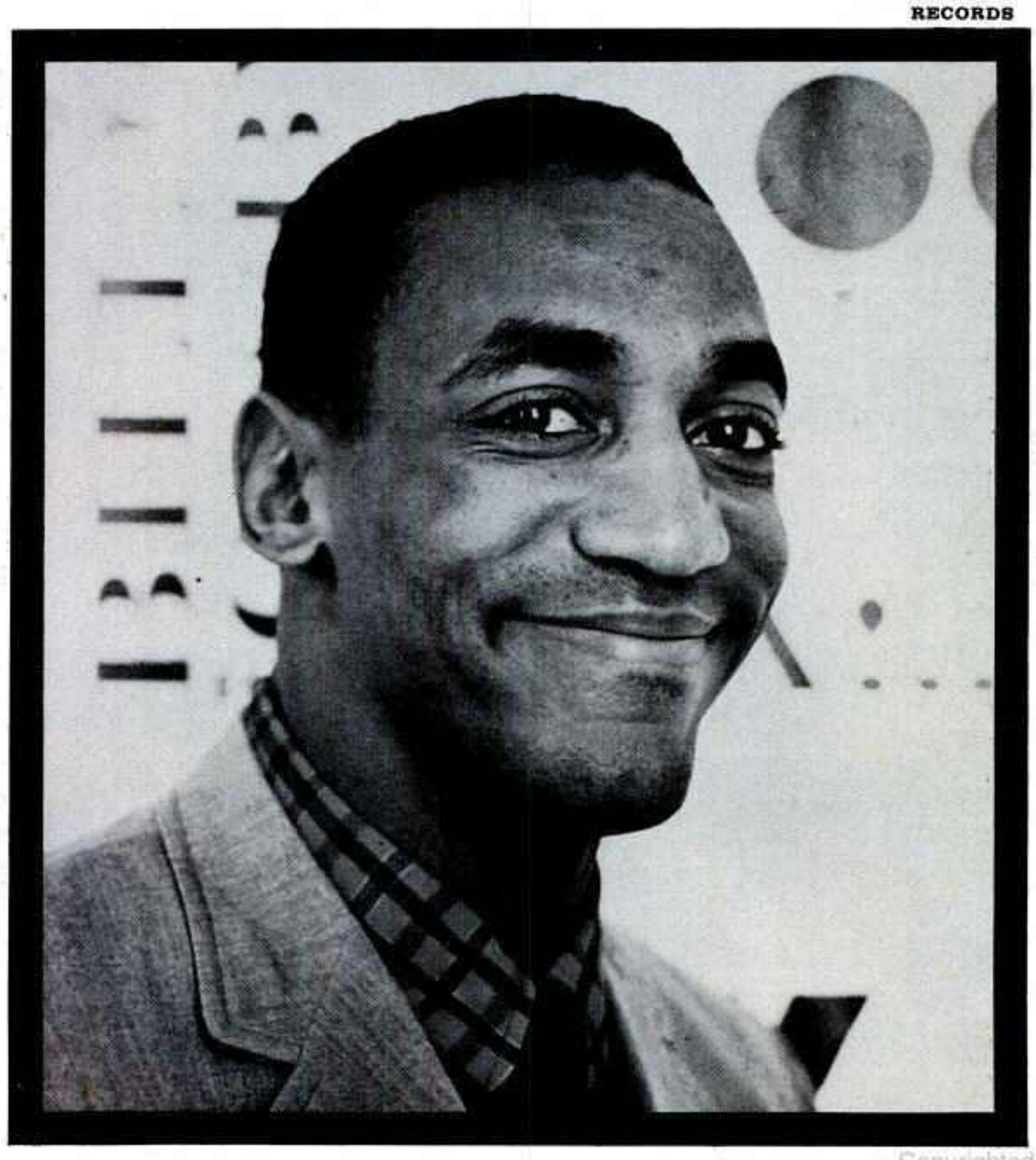

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 176—Last Week, 105

*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

RONNIE DOVE—CRY (Prod. by Phil Kahl) (Writer: Kohlman) **(Shapiro-Bernstein, ASCAP)** — The Johnnie Ray hit is brought up to date via this powerful interpretation by Dove. Backed by strings and a choir, disk will soar to the top giving him his 5th straight winner this year. Flip: "Autumn Rhapsody" (Picturetone, BMI). **Diamond 214**

THE ASSOCIATION — PANDORA'S GOLDEN HEEBIE JEEBIES (Prod. by J. Yester) (Writer: Alexander) **(Beechwood, BMI)**—Hot on the heels of "Cherish," group has another sure-fire chart topper with this infectious rhythm ballad material. Intriguing arrangement and top vocal work. Flip: "Standing Still" (Beechwood, BMI) **Valiant 755**

THE KITCHEN CINQ—YOU'LL BE SORRY SOMEDAY (Prod. by S. J. Hokum) (Writer: Corso) **(Madcap & Champion, BMI)**—Debut of the new Lee Hazlewood-Decca label and an exciting new group has all the ingredients of an out and out smash. Fast-paced rocker with clever arrangement should hit hard and fast. Flip: "Determination" (Madcap, Paloduro & Champion, BMI). **LHI 17000**

TOP 60

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

LOU RAWLS—YOU CAN BRING ME ALL YOUR HEARTACHES (Prod. by David Axelrod) (Writers: Raleigh-Barnum) **(Raw Lou, BMI)**—As "Love Is a Hurtin' Thing" slips slowly down the chart, this wailing powerhouse of blues material and performance should have no problem moving rapidly up the Hot 100. Flip: "A Woman Who's a Woman" (Wirtz, BMI). **Capitol 5790**

CRISPIAN ST. PETERS—YOUR EVER CHANGIN' MIND (Prod. by David Nicholson) (Writers: Snyder-Sonnenberg) **(Gil, BMI)**—The "Pied Piper" man strikes back with a pulsating folk-rocker that should rapidly surpass his "Changes" success. Strong beat and lyric content. Flip: "But She's Untrue" (Gallico, BMI). **Jamie 1328**

ERIC BURDON & THE ANIMALS—HELP ME GIRL (Prod. by Tom Wilson) (Writers: English-Weiss) **(Helios, BMI)**—With this version of the rocker a fast-climbing hit in England and the Outsiders version at No. 60 on the Hot 100, the race is on for the top seller. Both loaded with teen appeal. Flip: "That Ain't Where He's At" (Helios, BMI). **MGM 13636**

THE YOUNGBLOODS—GRIZZLY BEAR (Prod. by Felix Pappalardi) (Writer: Corbitt) **(Whitfield, BMI)**—Solid debut of a strong new group sound. Infectious rhythm material with a wild dance beat that should soar up the Hot 100. Flip: "Tears Are Falling" (T. M., BMI). **RCA Victor 9015**

KEITH—98.6 (Prod. by Jerry Ross) (Writers: Fischoff-Powers) **(Screen Gems-Columbia, BMI)**—Hot follow-up to his initial success "Ain't Gonna Lie" is this groovy folk rocker with far more potential than his first hit. Discotheque winner with equally strong lyric and vocal workout. Flip: "The Teeny Bopper Song" (Tattersall & Act Three, BMI). **Mercury 72639**

THE CRITTERS — BAD MISUNDERSTANDING (Kama Sutra, BMI)—Following up "Mr. Dieingly Sad," group has another winner in this production rhythm number aimed right at the teen market. **Kapp 793**

THE KNICKERBOCKERS—PLEASE DON'T LOVE HIM (Prod. by Jerry Fuller) (Writers: Fuller-Walker) **(4 Star, BMI)**—By far their most commercial entry is this hard-driving rocker with the potential of their initial hit "Lies." Flip: "Can You Help Me" (4 Star, BMI). **Challenge 59348**

GENE PITNEY—JUST ONE SMILE (Writer: Newman) **(January, BMI)**—Emotion-packed production ballad that builds and builds and will spiral Pitney right up the chart. Top vocal performance. Flip: "Innamorata" (Catalogue, BMI). **Musicor 1219**

THE SUNRAYS — HI, HOW ARE YOU (Prod. by Ralke & Wilson) (Writer: Henn) **(Sea of Tunes, BMI)**—Catchy rhythm with infectious dance beat and vocal treatment should climb the Hot 100 in rapid fire. One of their best entries to date. Flip: "Just 'Round the River" (Dee-Pam, ASCAP). **Tower 290**

THE HONDELLS—SHOW ME, GIRL (Prod. by Gary Usher) (Writers: Goffin-King) **(Screen Gems-Columbia, BMI)**—The smooth, easy-beat number penned by Goffin and King serves as strong material to follow up the group's "Younger Girl." Good hit sound. Flip: "Sheryl's Goin' Home" (Metric, BMI). **Mercury 72626**

DAVID & JONATHAN — TIME (Prod. by George Martin) (Writers: Martin-Newall) **(Maribus, BMI)**—Powerful ballad with strings and easy dance beat should bring the duo back to the charts in "Michelle" fashion. Fine vocal performance. Flip: "The Magic Book" (Maribus, BMI). **Capitol 5777**

THIRTEENTH FLOOR ELEVATORS — REVERBERATION (Doubt) (Writers: Hall-Sutherland) **(Tapier, BMI)**—Wild, far-out lyric put to a hard-driving beat and the result is a sure-fire winner destined for a high spot on the Hot 100. Flip: "Fire Engine" (Papier, BMI). **International Artists 111**

BUTTERFIELD BLUES BAND — COME ON IN (Prod. by Grossman & Court) (Writers: Butterfield-Bishop-Bloomfield) **(Milkman Chivalree, BMI)**—Proved successful with their albums, group should meet with equal success in the singles field via this raucous pile driver, a discotheque must. Flip: "I Got a Mind to Give Up Living." **Elektra 45609**

***WALTER WANDERLEY — CHEGANCA** (Prod. by Creed Taylor) (Writers: Lobo-Filho) **(Butterfield, BMI)**—Following in the footsteps of "Summer Samba" Wanderley has equal sales potential in this intriguing and catchy Latin rhythm entry. Top performance for all types of programming. Flip: "Amanha" (Butterfield, BMI). **Verve 10456**

***SOUNDS ORCHESTRAL — PRETTY FLAMINGO** (Prod. by John Schroeder) (Writer: Barkan) **(Ponderosa, BMI)**—Manfred Mann hit takes on a new dimension via this smooth, lush treatment which should prove to be another "Cast Your Fate to the Wind" for the exceptional group. Flip: "Sounds Like Jacques" (Leeds, ASCAP). **Parkway 120**

CHART

Spotlights—Predicted to reach the HOT 100 Chart

PAUL VANCE—My Vie (My Life) (Vanno & Emily, ASCAP). **SCEPTOR 12175**
PATRICK SKY—Reason to Believe (Faithful Virtue, BMI). **VANGUARD 35048**
TONY SANDLER & RALPH YOUNG—Dominique (General Music, ASCAP). **CAPITOL 5795**
2 OF CLUBS—Walk Tall (Miller, ASCAP). **FRATERNITY 975**
LITTLE EVA—Bend It (Spectorious, ASCAP). **VERVE 10459**
SUSAN BARRETT—How Can You Hang On to a Dream (Faithful Virtue, BMI). **RCA VICTOR 9017**
THE ARROWS—Blue's Theme (Dijon, BMI). **TOWER 295**
THE BLUE THINGS—The Orange Rooftop of Your Mind (Brown, BMI). **RCA Victor 8998**
PAUL & BARRY RYAN—Have You Ever Loved Somebody (Maribus, BMI). **MGM 13609**
THE AD LIBS—Think of Me (McLaughlin & Bildoe, BMI). **KAREN 1527**
THE UNIQUES—Please Come Home for Christmas (Lois, BMI). **PAULA 255**
GUNTER KALLMANN CHORUS—Wish Me a Rainbow (Famous, ASCAP). **4 CORNERS OF THE WORLD 138**
P. F. SLOAN—A Melody for You (Trousdale, BMI). **DUNHILL 4054**
THE POOR—Once Again (Country Music, BMI). **LOMA 2062**
THE CAROLINES—Can't Stop Lovin' the Boy (Helios, BMI). **ROULETTE 4709**
GUILLOTEENS—Wild Child (Blackwood, BMI). **COLUMBIA 43852**
KENNY BALLARD & THE FABULOUS SOUL BROTHERS—I'm Losing You (Fat City & Frost, BMI). **ROULETTE 4716**
KATE SMITH—I Do, I Do (Chappell, ASCAP). **RCA VICTOR 9014**
EVIE SANDS—The Love of a Boy (U. S. Songs, BMI). **CAMEO 436**
THE WHISPERS—Knowin' (W.P.N., ASCAP). **FONTANA 1564**
PATTI & THE EMBLEMS—Try It, You Won't Forget It (Ben-Lee, BMI). **KAPP 791**
JUSTIN WILSON—My Little Girl (Broadway, ASCAP). **TOWER 285**
DELLA REESE—That's Life (4-Star, BMI). **ABC 10876**
LONDON & THE BRIDGES—Keep Him (Stilran-Dandelion, BMI). **DATE 1535**
CONNIE STEVENS—It'll Never Happen Again (Faithful Virtue, BMI). **WARNER BROS. 5872**
VILLAGE STOMPERS—Wilkommen (Welcome) (Sunbeam, BMI). **EPIC 10106**
THE CONTRAILS—Someone (Tobi-Ann & Telldell, BMI). **DIAMOND 213**
JOE HARNELL—Nature Boy (Crestview, ASCAP). **COLUMBIA 43902**
RONNIE DANTE — I'll Give You Things (Blackwood-Mac Faye, BMI). **COLUMBIA 43862**
THE INDUSTRIAL IMAGE—Living in the Middle Ages (Bigtop Records & Soundage, BMI). **EPIC 10096**

COUNTRY SPOTLIGHTS

TOP 10

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

DAVID HOUSTON—WHERE COULD I GO? (But To Her) (Prod. by Billy Sherrill) (Writers: Sutton-Sherrill) **(Gallico, BMI)**—The "Almost Persuaded" winner comes up with an equally potent ballad penned by Glenn Sutton and Billy Sherrill. Chalk up another No. 1 hit for the top performer. Flip: "A Loser's Cathedral" (Gallico, BMI). **Epic 10102**

DOTTIE WEST—WHAT'S COME OVER MY BABY (Prod. by Chet Atkins) (Writers: Bill & Dottie West) **(Tree, BMI)**—Another certain chart buster for the top composer-performer is this exceptional tender ballad of lost love. Flip: "How Many Lifetimes Will It Take" (Tree, BMI). **RCA Victor 9011**

HANK SNOW—HULA LOVE (Prod. by Chet Atkins) (Writers: Knox-Lanier-Bowen and Aldred) **(Nom, BMI)**—The former Buddy Knox pop hit is brought up to date and countrified. Should prove a sales giant for Hank Snow, both country and pop. Flip: "A Letter From Viet Nam" (Hank's, BMI). **RCA Victor 9012**

CARL PERKINS—COUNTRY BOY'S DREAM (Prod. by Jan Crutchfield) (Writer: Newton) **(Cedarwood, BMI)**—The "Blue Suede Shoes" man is back with a top of the chart rhythm contender. Perkins is in top vocal form and the material is infectious. Flip: "If I Could Come Back" (Cedarwood, BMI). **Dollie 505**

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

RED SIMPSON—Diesel Smoke, Dangerous Curves (Johnstone-Montei, BMI). **CAPITOL 5783**
HAYDON THOMPSON—A Present for Mommy (Ashland, BMI). **KAPP 795**
DOLLY PARTON—Dumb Blonde (Tree, BMI). **MONUMENT 982**
KENNY ROBERTS—Sioux City Sue (Morris, ASCAP). **STARDAY 788**
CANDY ADAMS—Three Rest Stops and Thirteen Bridges (Ruxton & Hirt, ASCAP). **EPIC 10091**
SANFORD CLARK—(They Call Me) Country (Atlantic, BMI). **RAMCO 1979**
LINDA FLANAGAN—He's Steppin' In (Richwell, BMI). **BOONE 1047**
AL DEXTER—Down at the Roadside Inn (Al Dexter) (Hill & Range, BMI). **DOT 16977**
RANDI KING—I Hope My Conscience Doesn't Show (Pawnee-Rose, SESAC). **BAND BOX 368**
TOMMY FAILE—Bad Blood (Clay-Dollar, BMI). **DOT 16974**

R&B SPOTLIGHTS

TOP 10

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

BOBBY BLAND—BACK IN THE SAME OLD BAG AGAIN (Writers: Malone-Morrison-Scott) **(Don, BMI)**—A blockbuster to fast replace "Poverty" on both the pop and r&b charts. Driving beat backs the wailing vocal. Flip: "I Ain't Myself Anymore" (Don, BMI). **Duke 412**

BABY RAY—THERE'S SOMETHING ON YOUR MIND (Prod. by Scott Turner) (Writer: McNeely) **(Mercedes, BMI)**—A powerhouse combination of material, performance and production. This one can't miss the top of the chart. Catch the narration on the second chorus. Too much! Flip: "The House on Soul Hill" (Metric, BMI). **Imperial 66216**

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

THE EMPEROR'S—Karate (Wilson, BMI). **MALA 543**
JOHNNY & JON—Christmas in Viet Nam (Su-Ma, BMI). **JEWEL 778**
THE HESITATIONS—Soul Superman (Millbridge-Polaris, BMI). **KAPP 790**
FREDDIE SCOTT—Are You Lonely for Me (Web IV, BMI). **SHOUT 207**
THE 5TH DIMENSION—I'll Be Lovin' You Forever (Rivers, BMI). **SOUL CITY 752**
TOMMY G & THE CHARMS—I Know What I Want (Tarheel & Striking, BMI). **HOLLYWOOD 1109**
DANNY WHITE—Taking Inventory (East, BMI). **DECCA 32048**
PETER SELLERS & THE HOLLIES—After the Fox (United Artists, ASCAP). **UNITED ARTISTS 50079**
THE "E" TYPES—She Moves Me (Equinox, BMI). **SUNBURST 001**
KATHY KEEGAN—Take Care My Heart (Zeller, ASCAP). **ABC 10877**
DANNY HUTTON—Hang On to a Dream (Faithful Virtue, BMI). **MGM 13613**
CHRIS & PETER ALLEN—Two By Two (Bregman, Vocco & Conn, ASCAP). **ABC 10874**
THE PHILADELPHIA ORCH. (ORMANDY)—Jamaican Rumba (Boosey & Hawkes, ASCAP). **COLUMBIA 43892**
THE FREE SPIRITS—Tattoo Man (Janclan, BMI). **ABC 10872**
THE CREATURES — Looking at Tomorrow (Screen Gems-Columbia, BMI). **COLUMBIA 43884**
DONNA LEE—The Good Times Are Gone (Jenny, ASCAP). **COLUMBIA 43878**
THE SPRINGFIELD RIFLES—The Bears (Preacher, BMI). **ABC 10878**
LARRY COVERDALE & THE FOUR HORSEMEN—Say You Really Love Me. (T.M., BMI). **ROULETTE 4712**

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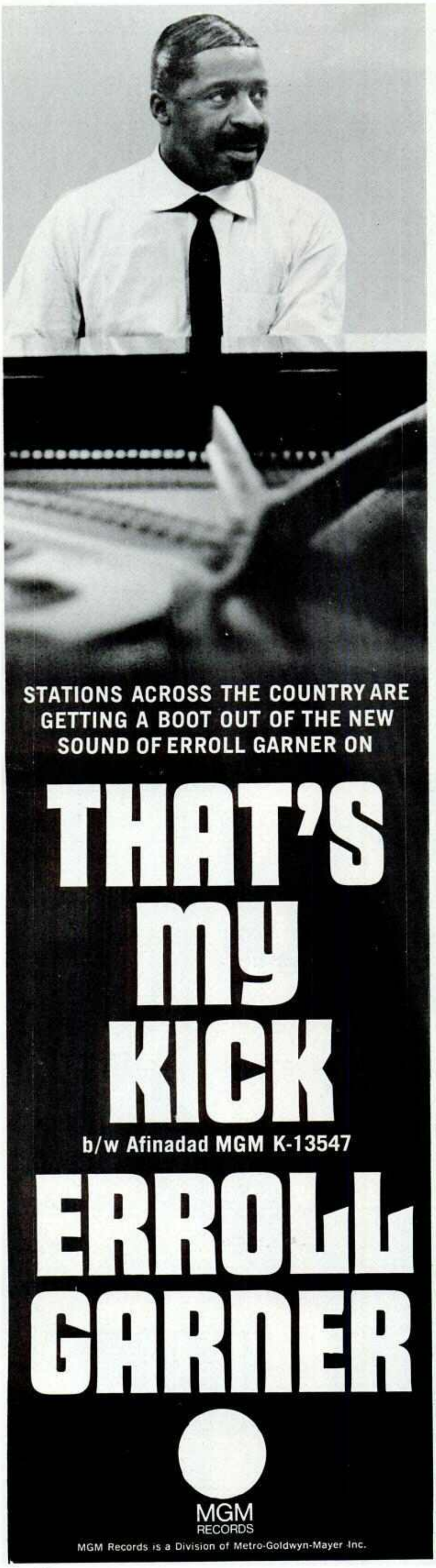

Billboard TOP 40

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

This Week	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	Title — Artist, Label & Number	Weeks On Chart
1	1	1	2	**THE WHEEL OF HURT** — Margaret Whiting, London 101 (Roosevelt, BMI)	15
2	3	7	9	**LOOKIN' FOR LOVE** — Ray Conniff Singers, Columbia 43814 (Jay, ASCAP)	8
3	4	4	6	**A TIME FOR LOVE** — Tony Bennett, Columbia 43768 (Witmark, ASCAP)	9
4	5	12	13	**GAMES THAT LOVERS PLAY** — Eddie Fisher, RCA Victor 8956 (Miller, ASCAP)	5
5	2	2	1	**BORN FREE** — Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI)	17
6	6	14	14	**NOBODY'S BABY AGAIN** — Dean Martin, Reprise 0516 (Smooth-Noma, BMI)	7
7	7	15	20	**A DAY IN THE LIFE OF A FOOL** — Jack Jones, Kapp 781 (United Artists, ASCAP)	5
8	15	22	22	**HAWAII (Main Title)** — Henry Mancini, His Ork & Chorus, RCA Victor 8951 (United Artists, ASCAP)	6
9	17	23	23	**ALL THAT I AM** — Elvis Presley, RCA Victor 8941 (Gladys, ASCAP)	7
10	11	17	17	**CABARET** — Marilyn Maye, RCA Victor 8936 (Sunbeam, BMI)	8
11	8	5	4	**SUMMER SAMBA** — Walter Wanderley, Verve 10421 (Duchess, BMI)	15
12	18	25	27	**THE WHEEL OF HURT** — Al Martino, Capitol 5740 (T. Morgan-Roosevelt, BMI)	5
13	9	3	3	**SUMMER WIND** — Frank Sinatra, Reprise 0509 (Witmark, ASCAP)	12
14	27	—	—	**WINCHESTER CATHEDRAL** — New Vaudeville Band, Fontana 1562 (Southern, ASCAP)	2
15	10	9	10	**ELUSIVE BUTTERFLY** — Jane Morgan, Epic 10058 (Metric, BMI)	9
16	21	28	32	**CHANSON D' AMOUR** — Lettermen, Capitol 5749 (Thunderbird ASCAP)	4
17	22	30	31	**SOMEBODY LIKE ME** — Eddy Arnold, RCA Victor 8965 (Barton, BMI)	6
18	24	27	28	**WALKING HAPPY** — Peggy Lee, Capitol 5758 (Shapiro-Bernstein & Co., ASCAP)	5
19	12	6	5	**DOMMAGE, DOMMAGE** — Jerry Vale, Columbia 43774 (Feist, ASCAP)	11
20	20	24	26	**SO WHAT'S NEW** — Peggy Lee, Capitol 5740 (Almo, ASCAP)	6
21	13	8	8	**FREE AGAIN** — Barbra Streisand, Columbia 43808 (Emanuel-Beaujolais, ASCAP)	9
22	26	36	39	**A MAN AND A WOMAN** — Tomiko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)	4
23	14	13	12	**MAS QUE NADA** — Sergio Mendes and Brasil '66, A&M 807 (Peer Int'l, BMI)	16
24	28	29	29	**GAMES THAT LOVERS PLAY** — Wayne Newton, Capitol 5754 (Miller, ASCAP)	6
25	25	16	15	**THE PORTUGUESE WASHER-WOMEN** — Baja Marimba Band, A&M 816 (Remick, ASCAP)	7
26	32	34	38	**WISH YOU WERE HERE, BUDDY** — Pat Boone, Dot 16933 (Spoone, ASCAP)	5
27	16	10	7	**IN THE ARMS OF LOVE** — Andy Williams, Columbia 43737 (Twin-Chris, ASCAP)	17
28	29	35	37	**CABARET** — Mike Douglas, Epic 10078 (Sunbeam, BMI)	4
29	33	33	35	**LOUIE, LOUIE** — The Sandpipers, A&M 819 (Limax, BMI)	4
30	19	11	11	**I CAN'T GIVE YOU ANYTHING BUT LOVE** — Bert Kaempfert and His Ork, Decca 32008 (Mills, ASCAP)	11
31	40	—	—	**WHO AM I** — Petula Clark, Warner Bros. 5863 (Duchess, BMI)	2
32	—	—	—	**A SYMPHONY FOR SUSAN** — The Arbors, Date 1529 (Katl Kriz, ASCAP)	1
33	—	—	—	**SPANISH NIGHTS AND YOU** — Connie Francis, MGM 13610 (Miller, ASCAP)	1
34	34	19	19	**SO WHAT'S NEW** — Horst Jankowski, Mercury 72615 (Almo, ASCAP)	7
35	35	31	30	**MARRIED** — Don Cherry, Monument 971 (Sunbeam, BMI)	7
36	37	—	—	**DISTANT DRUMS** — Vic Dana, Dolton 324 (Combine, BMI)	2
37	38	40	—	**UPTIGHT** — Ramsey Lewis, Cadet 5547 (Jobete ,BMI)	3
38	39	39	—	**THEME FROM THE BIBLE** — Peter De Angeles, 20th Century-Fox 6646 (Robbins, ASCAP)	3
39	36	37	40	**CHANGES** — Brothers Four, Columbia 43825 (Barricade, ASCAP)	4
40	—	—	—	**THAT'S LIFE** — Frank Sinatra, Reprise 0531 (Four Star Television BMI)	1

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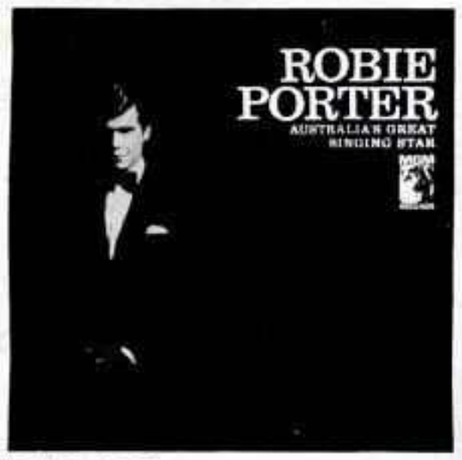

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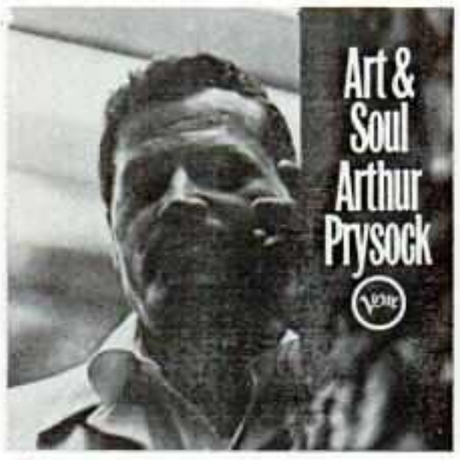

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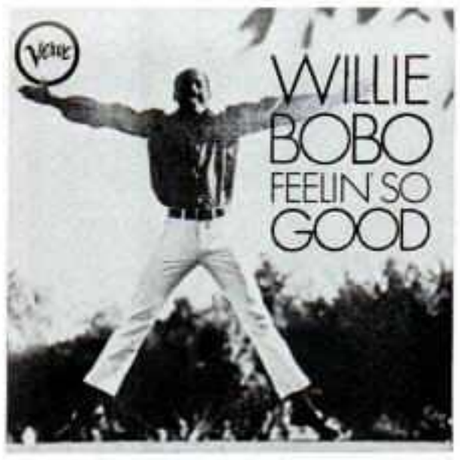

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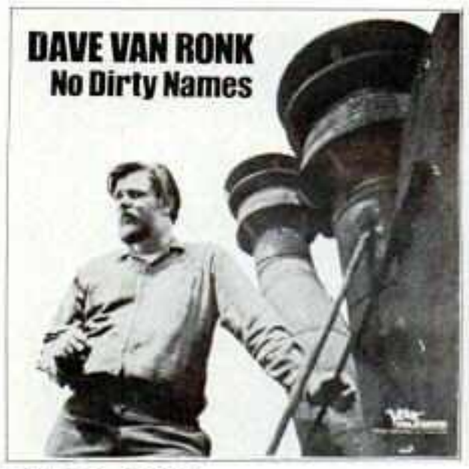

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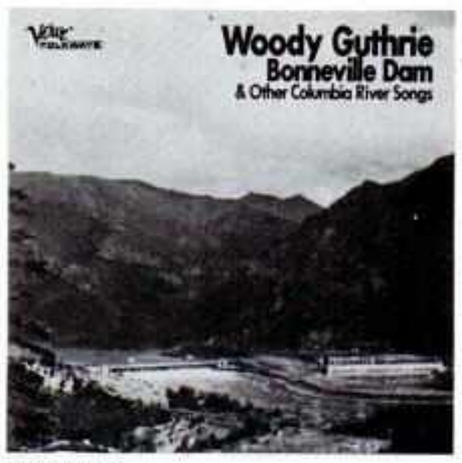

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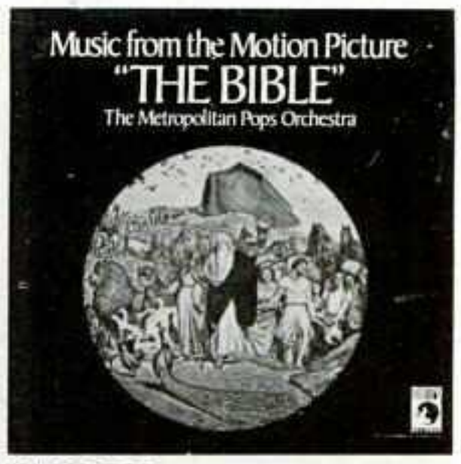
M/MS-592



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THE ORIGINAL CAST LP of "The Apple Tree" recording playback is listened to, from left, Goddard Lieberson, president of the CBS/Columbia group, who produced the album for Columbia Records; composer Jerry Bock; Barbara Harris, star of the Broadway show, and lyricist Sheldon Harnick.

Jane Morgan: Rocks 'n' Racks

By ELIOT TIEGEL

LOS ANGELES — The recording of Hot 100 chart hit tunes by Jane Morgan is also helping introduce the material to older nightclub audiences who're probably more familiar with waltzes and the cha-cha-cha. The blonde vocalist said last week that she's always enjoyed rock 'n' roll music and had amazed Epic Records executives by agreeing to record it when they suggested the idea.

Singing "1-2-3," "Soul and Inspiration" and "Sounds of Silence" has changed her image . . . something she'd wanted to accomplish, she said.

"I happen to be a great believer in young writers," she said, "and I always felt rock 'n' roll was here to stay." However, the very nature of the blasting arrangements has obscured some lyrics she says, bemoaning the fact since it makes auditioning songs a tedious affair. In selecting Hot 100 chart songs for her adult patronage, she only chooses titles she feels are right for her. The two vital ingredients sought are lyric substance and a good melody.

Wide Airplay

After she recorded "Elusive Butterfly" for an album it received wide airplay. "All of a sudden people wanted to know where I got that song," she noted. "They didn't realize it had been a hit. To adults, this is all new material because they don't listen to top 40 radio."

The vocalist, with 17 years in show business, says he has to screen a great deal of current material to find songs which fit her ballad style. The aim is to create a new image and break away from her association with "Fascination," which dates her to 1958.

By working modern songs, the vocalist feels she is carving a new niche for herself, with both the bistro crowd and the younger set. (According to Epic's vice-president Len Levy, Jane has had a "whole new revitalization of her career" due to her recording chart singles. During her three-week stay here, where she was performing at Century Plaza Hotel, Miss Morgan cut some contemporary material for singles release. This is part of her drive to launch new songs rather than adhering exclusively to recording other artists' hits.

"Before rock 'n' roll, songs had gotten into a polite kind of writing. Songs were popular but superficial. Today, they're more realistic. The writers have guts; they're not afraid to say something."

Still, she recalls she listened to 150 songs before selecting 12 for an LP. She and her secretary sat in her New York apartment and pieced together the words of one song by re-playing the single 15 times. Miss Morgan feels material which she can use if being created by Bob Lind, the Righteous Brothers, Mamas and Papas and the Lov-

(Continued on page 28)

Dusty Springfield OK-- Rich Riffs and Jabs

NEW YORK—Just exactly who was the headliner opening night Wednesday (2) at Basin Street East seemed to be up for grabs. Or so thought band leader Buddy Rich of World Pacific Records, who took over the stage and, with assists from friends, almost didn't let go. Actually, the spotlight should have been focused on Dusty Springfield, the British star who records for Philips Records. And it must be said that, in in spite of the shoving and an attempted verbal put-down by Rich, she presented a enjoyable evening.

She was gutsy on "Kansas City," cute on "England Swings," and soft and charming on "It's Over." While "God Bless the Child" was very well done, and "Alfie" featured perfect vocal inflections to make the song fresh and exciting. A high point was her hit of "You Don't Have to Say You Love Me."

Rich had introduced her with a comment that his act would be a hard one to follow—which included two songs by a member of the audience: Tony Bennett, as well as the stage appearance of Johnny Carson—but that everybody ought to give her a hand.

Rich, actually, did a good job, though most of the musical selections by his new 17-piece orchestra were a little far out for a general nightclub audience like that which frequents Basin Street East. Recognizable were "In a Mellow Mood" and a medley of tunes from "West Side Story." The latter was the highlight of his performance.

The Los Vegas, a Columbia Records act in the Latin and mariachi bag, did extremely well but failed to make more than a dent in the show business-type crowd. Their act would have obviously appealed more to the usual type of nightclub audience. CLAUDE HALL

'Load of Mischief' Is Loaded With Top Musical Offerings

NEW YORK—"Man With a Load of Mischief" opened off-Broadway last Sunday (6) and, judging by the fine music and staging, it ought to settle down for a comfortable run. While the period (18th Century England) is familiar to off-Broadway audiences, the John Clifton-Ben Tarver musical at the Jan Hus Playhouse offers more than other period plays. It offers disarming numbers like "You'd Be Amazed," "Romance!" and "A Friend Like You." It offers a "Dinner Minuet," for which choreographer Noel Schwartz rates special praise. And it offers Reid Shelton as a servant who is a gentleman by character. Shelton not only sings well with a good baritone voice, but also acted his role as servant to Raymond Thorne, a heartless fop, to perfection.

Virginia Westoff as the Lady was competent, but her diction could have been clearer. Alice Cannon was appropriately pert as the maid, though she was saddled with the one out-of-place song in the show, "Little Rag Doll," a pretty tune. Tom Noel as the innkeeper, and Leslie Nicol as his wife, gave charming character portrayals as the proprietors of the inn, "The Man With a Load of Mischief," scene of the action. On the whole, the show is a winning little musical.

FRED KIRBY

Four Seasons Weather Critics' Storm With Fresh Approach

CHICAGO — During their five years as a singing group, the 4 Seasons have disproved criticism that their sound has a sameness.

Their current chart number is "I've Got You Under My Skin." And an entire album of folk music in the package titled, "Born to Wander," "What the World Needs Now," and the satiric Bob Dylan piece, "Don't Think Twice" are cited by the group as representative of their versatility.

Contributing to the group's repertoire as it now celebrates a fifth anniversary is the work of Bob Gaudio, the quartet's major writer. His interpretations, worked out in conjunction with the 4 Seasons' regular producer, Bob Crewe, have resulted in a number of successes. It was Gaudio who penned "Sherry," the Veejay smash that launched the aggregation's career.

A Trademark

Critics who charge the group with having a limited range of style may be influenced by the distinctive contribution of high-voiced lead singer Frankie Valli, the "Valli Sound" has become an unmistakable trademark of the group.

Distinctiveness of the group's sound was demonstrated emphatically when its 1965 "Don't Think Twice" became a chart recording under the pseudonym "The Wonder Who."

The retirement of the third original member of the foursome could be part of the reason. After Massi's retirement from the active music business, Charlie Collello joined the quartet but was replaced the same year by Joe Long who has released three sets which chronicle the 4 Season's long stay on the charts. "The 2d Vault of Hits," with titles such as "Sherry," "Walk Like a Man" and "Big Girls Don't Cry" highlight the early years of the

(Continued on page 28)

Newton's Action Law Draws Hot Reaction

NEW YORK—Wayne Newton's first major supper club appearance, at the Hotel Americana's Royal Box Monday (7), was a rip-roaring success. The Capitol Records artist was bombastic, pensive, and funny—all within the space of an hour. His closing bit, which involved putting on a clown's makeup and going through a dramatic scene, punctuated by song, could have been pure schmaltz with a lesser performer. Newton pulled it off.

His repertoire ran the gamut — from his big hits, "Danke Schoen" and "Red Rose for a Blue Lady," to "Hava Nagela" and "Bill Baily." And his musicianship included some pretty fair country fiddle, a bit of 1920 banjo strumming, and blasting away with a miniature cornet.

Opening number was a rousing "Once in a Lifetime," followed by a silky "Shadow of Your Smile." Whether Newton sings a ballad like "What Now My Love" or a blaster like "When the Saints Go Marching In," he has a boyish quality and a wee touch of country.

The performance, except for the dramatic closing, had a light feeling throughout, with Newton and his brother Jerry, the guitar player, engaging in enough banter to create a feeling of intimacy with the audience.

The entire evening had an overlay of corn, just enough to loosen the audience, and not so much that Newton came off as another "aw shucks" performer.

Newton's vocal credentials are impressive, and his sense of showmanship is even more impressive. He can handle "Dixie Melody" or "Who Can I Turn To" with equal finesse.

AARON STERNFIELD

Goulet a Hit in Las Vegas Date

LAS VEGAS—Robert Goulet is back in Las Vegas, to the delight of tourists and bosses at the Sahara Hotel.

Goulet opened Oct. 21 for three weeks in the Congo Room at the Sahara and, as usual, packed the place. He sang all or part of 30 songs, including such favorites as "Mame," "Please Forgive Me" and "Shadow of Your Smile." Goulet strolled into the audience to sing "September Song," "Funny Valentine" and "If Ever I Should Leave You." Ralph Sharon conducted the Louis Basil 21-piece orchestra for the singing star. DON IGILIO

Loretta Lynn comes into her own—with a hot new LP topping Billboard's Country Album lineup. "You Ain't Woman Enough" (Decca DL 4783M; DL 4783S) indicates that indeed she *is* both woman enough and talent to spare. The album is a blend of country favorites highlighted by the title song and "These Boots Were Made for Walkin'." Loretta expresses country blues in her own inimitable style. An indispensable part of that outstanding style is her Epiphone guitar—the outstanding choice of professionals. (Advertisement)

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Jane Morgan: Rocks & Racks

• *Continued from page 27*

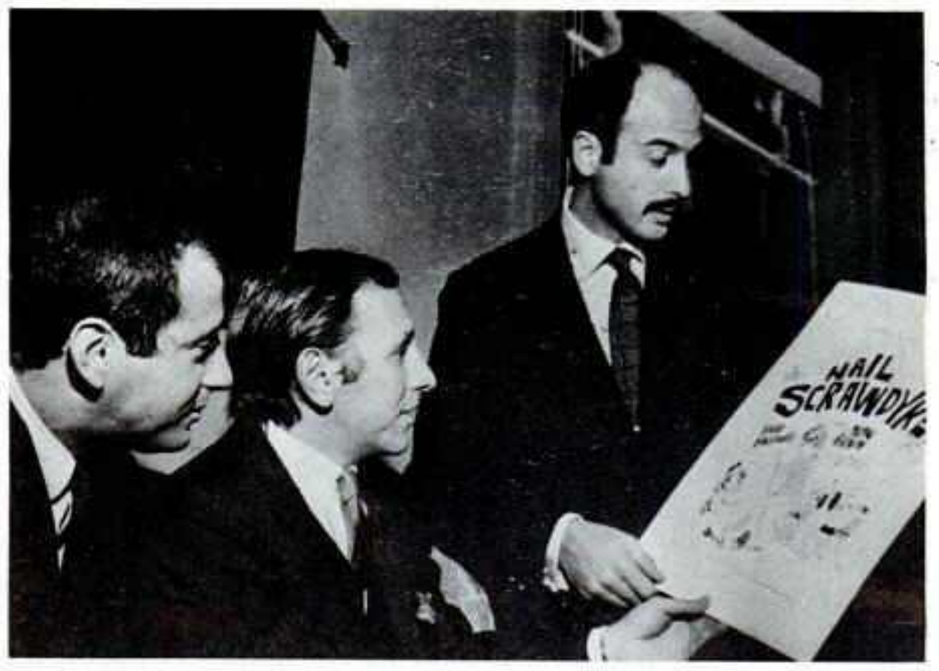
ing Spoonful. "I even tried to figure out how I could do a James Brown number," she recanted.

"All media are geared to youth," she says. "And so disk jockeys (on easy listening stations) will play a song they know has already been accepted by the audience which listen to top 40."

Her live appearance has not yet been turned over completely to charts. Instead, she performs magnificently with a "Fiddler on the Roof" medley, a moving version of "More" (her favorite love song), and an emotional tribute to her friend, the late Edith Piaf. Ted Auletta, her pianist, conducts the Frankie Ortega house orchestra which complements her powerful, silken voice. For recordings, she works with a&r man Manny Kellum and arranger-conductor Frank Hunter.

Signings

The **Spencer Davis Group** has been signed by United Artists Records. The English group's first United Artists release will be "Gimmie Some Loving.". . . **Grace Markay** signed with Capitol, where **Dave Axelrod** will cut her disks. . . . **Cecil Taylor** to Blue Note, where his debut LP is "Unit Structures.". . . **Chad Mitchell** to Warner Bros. as a single. His initial LP for the label is "Chad Mitchell Himself.". . . The **Young Savages** signed to a long-term recording by Laus Ogerman and **Larry Weiss** of Helios-Glamorous Music.



SONGWRITERS JERRY LEIBER and Mike Stoller, right, look at poster of the Broadway comedy, "Hail Scrawdyke!" with their co-producer theatrical attorney Si Litvinoff, center. Show opens Nov. 28 at the Booth Theater. It's their first producing effort. The songwriting team is also at work on a musical version of "$100 Misunderstanding."

Nightclub Bows In San Antonio

SAN ANTONIO—The Stonehenge, a new local nightclub, has opened here featuring folk music, both resident performers and guest artists each week. Dress is casual and the audience is comprised of both college and older adult folk song lovers.

Shane Appling and Judy Anderson are general managers of Stonehenge and also perform as half of the resident performer team appearing each Friday, Saturday and Sunday. The other half of the team is Denny Henderson. The club usually features one or two guest performers each week—either amateurs or professionals. The club has a capacity for about 100.

Four Seasons

• *Continued from page 27*

group. The Gaudio, Valli, deVito and Massi sound is here.

"Looking Back," is a package spotlighting hits made famous by other big music names and demonstrates the group's versatility. The third LP is a Christmas package, the 4 Seasons' 10th album release.

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Billboard

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HOT 100

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This Week	1 Wks. Ago	2 Wks. Ago	3 Wks. Ago	Title — Artist (Producer), Label & Number	Weeks On Chart
Billboard Award	7	27	68	**YOU KEEP ME HANGIN' ON** — Supremes (Holland-Dozier), Motown 1101	4
2	4	17	38	**GOOD VIBRATIONS** — Beach Boys (Brian Wilson), Capitol 5676	5
★ 3	6	24	66	**WINCHESTER CATHEDRAL** — New Vaudeville Band, (Geoff Stephens), Fontana 1562	4
4	2	1	2	**LAST TRAIN TO CLARKSVILLE** — Monkees (Tommy Boyce & Bobby Hart), Colgems 1001	11
5	1	3	4	**POOR SIDE OF TOWN** — Johnny Rivers (Lou Adler), Imperial 66205	10
★ 6	9	18	27	**DEVIL WITH A BLUE DRESS ON & GOOD COLLY MISS MOLLY** — Mitch Ryder & the Detroit Wheels (Bob Crew), New Voice 817	6
★ 7	10	11	16	**I'M YOUR PUPPET** — James & Bobby Purify (Don Schroeder), Bell 648	9
8	3	2	1	**96 TEARS** — ? (Question Mark) & the Mysterians, Cameo 428	12
9	8	8	11	**IF I WERE A CARPENTER** — Bobby Darin (Koppleman-Rubin), Atlantic 2350	9
★ 10	15	20	26	**RAIN ON THE ROOF** — Lovin' Spoonful (Erik Jacobson), Kama Sutra 216	6
★ 11	21	29	46	**LADY GODIVA** — Peter & Gordon (John Burgess), Capitol 5740	7
★ 12	17	19	24	**BORN FREE** — Roger Williams (Hy Grill), Kapp 767	12
13	13	13	19	**LOVE IS A HURTIN' THING** — Lou Rawls (David Axelrod), Capitol 5709	11
14	11	4	3	**REACH OUT I'LL BE THERE** — Four Tops (Holland & Dozier), Motown 1098	12
15	14	6	8	**HOORAY FOR HAZEL** — Tommy Roe (Our Prods.), ABC 10852	10
16	12	10	5	**WALK AWAY RENEE** — Left Banke (World United Prod. Inc.), Smash 2041	11
17	20	25	31	**COMING ON STRONG** — Brenda Lee (Owen Bradley), Decca 32018	8
18	18	7	7	**WHAT BECOMES OF THE BROKENHEARTED** — Jimmy Ruffin (William Stevenson), Soul 35022	13
19	5	5	6	**DANDY** — Herman's Hermits (Mickie Most), MGM 13603	8
★ 20	31	43	76	**STOP STOP STOP** — Hollies, (Ron Richards), Imperial 66214	4
★ 21	34	57	70	**I'M READY FOR LOVE** — Martha & the Vandellas, (Holland-Dozier), Gordy 7056	4
22	22	30	39	**WHO AM I** — Petula Clark, (Tony Hatch), Warner Bros. 5863	5
★ 23	47	81	—	**A HAZY SHADE OF WINTER** — Simon & Garfunkel (Bob Johnston), Columbia 43873	3
★ 24	65	—	—	**MELLOW YELLOW** — Donovan, (Mickie Most), Epic 10098	2
25	25	34	51	**LOOK THROUGH MY WINDOW** — Mama's and the Papa's, (Lou Adler), Dunhill 4050	5
26	30	38	54	**BUT IT'S ALRIGHT** — J. J. Jackson (Lew Futterman), Calla 119	8
27	27	14	15	**B-A-B-Y** — Carla Thomas (Staff), Stax 195	14
28	24	15	18	**(You Don't Have To) PAINT ME A PICTURE** — Gary Lewis & the Playboys, (Snuff Garrett), Liberty 55914	7
★ 29	37	37	49	**SECRET LOVE** — Billy Stewart, (Dave & Caston), Chess 1978	6
30	19	12	12	**GO AWAY LITTLE GIRL** — Happenings (Tokens), B. T. Puppy 522	8
31	26	28	30	**I JUST DON'T KNOW WHAT TO DO WITH MYSELF** — Dionne Warwick (Bacharach-David), Scepter 12167	8
32	38	46	59	**LOUIE, LOUIE** — Sandpipers (Tommy LaPuma), A&M 819	5
★ 33	49	56	67	**THE WHEEL OF HURT** — Margaret Whiting (Arnold Goland), London 101	7
★ 34	46	65	82	**HOLY COW** — Lee Dorsey (A. Toussaint-M. Sehorn), Amy 965	5
35	33	23	14	**PSYCHOTIC REACTION** — Count Five (Hooven-Winn), Double Shot 104	11
36	32	21	13	**CHERISH** — Association (C. Boettcher), Valiant 747	13
37	45	58	62	**KNOCK ON WOOD** — Eddie Floyd (Prod. by Staff), Stax 194	11
38	29	32	34	**FA-FA-FA-FA-FA** — Otis Redding, Volt 138	8
★ 39	55	78	—	**WHISPERS** — Jackie Wilson (Carl Davis), Brunswick 55300	5
★ 40	51	62	79	**IT TEARS ME UP** — Percy Sledge (Martin Greene-Quin Ivy), Atlantic 2358	5
41	42	42	42	**ALL THAT I AM** — Elvis Presley (Joe Pasternark), RCA Victor 8941	7
42	39	41	52	**AIN'T GONNA LIE** — Keith (Jerry Ross), Mercury 72596	10
★ 43	57	77	83	**RUN, RUN, LOOK AND SEE** — Brian Hyland (Snuff Garrett), Philips 40405	5
44	36	26	20	**THE GREAT AIRPLANE STRIKE** — Paul Revere & the Raiders (Terry Melcher), Columbia 43810	8
45	23	16	10	**SEE SEE RIDER** — Eric Burdon & the Animals (Tom Wilson), MGM 13582	10
46	16	9	9	**HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOWS?** — Rolling Stones (Andrew Oldham), London 903	7
★ 47	58	68	77	**ON THIS SIDE OF GOODBYE** — Righteous Brothers, (Bill Medley), Verve 10449	4
48	54	59	69	**NINETEEN DAYS** — Dave Clark Five (Dave Clark), Epic 10076	5
49	35	33	33	**I CAN MAKE IT WITH YOU** — Poco-Seco Singers, (Bob Johnston) Columbia 43784	11
50	28	22	22	**THE HAIR ON MY CHINNY CHIN CHIN** — Sam the Sham & the Pharaohs (Stan Kesler), MGM 13581	8
51	43	45	55	**I CAN'T CONTROL MYSELF** — Troggs (Larry Page), Fontana 1557, Atco 6444	6
52	56	64	72	**HEAVEN MUST HAVE SENT YOU** — Elgins (Holland-Dozier), V.I.P. 25037	5
★ 53	83	—	—	**A PLACE IN THE SUN** — Stevie Wonder, (C. Paul), Tamla 54139	2
★ 54	75	85	93	**TIME AFTER TIME** — Chris Montez, (Tommy LiPuma-Herb Alpert), A&M 822	4
★ 55	73	90	—	**(Come 'Round Here) I'M THE ONE YOU NEED** — Miracles (Holland & Dozier) Tamla 54140	3
★ 56	68	76	81	**WISH YOU WERE HERE, BUDDY** — Pat Boone (Nick Venet and Randy Wood), Dot 16933	5
★ 57	67	82	—	**(When She Needs Good Lovin') SHE COMES TO ME** — Chicago Loop (Bob Crewe & Al Kasha), DynoVoice 226	3
★ 58	69	—	—	**I GOT THE FEELIN' "OH NO NO"** — Neil Diamond, (Jeff Barry-Ellie Greenwich), Bang 536	2
59	60	74	75	**SOMEBODY (Somewhere) NEEDS YOU** — Darrell Banks (Solid Hitbound Prod., Inc.), Revilot 203	6
★ 60	76	88	90	**HELP ME GIRL** — Outsiders, (Roger Karshner), Capitol 5759	4
61	61	72	89	**WHY PICK ON ME** — Standells (Ed Cobb), Tower 282	5
62	63	73	74	**THE WHEEL OF HURT** — Al Martino (T. Morgan), Capitol 5741	6
63	71	86	—	**COME BACK** — Five Stairsteps, Windy C 603	3
64	64	71	71	**STAY WITH ME** — Lorraine Ellison (Jerry Ragavoy), Warner Bros. 5850	7
65	70	80	80	**A SYMPHONY FOR SUSAN** — Arbors, (Richard Carney), Date 1529	6
★ 66	81	96	—	**IT'S ONLY LOVE** — Tommy James & the Shondells, Roulette 4710	3
★ 67	84	91	92	**GAMES THAT LOVERS PLAY** — Eddie Fisher, (Al Schmitt), RCA Victor 8956	4
68	40	40	44	**SPIN OUT** — Elvis Presley (Joe Pasternak), RCA Victor 8941	7
69	50	53	56	**DON'T BE A DROP-OUT** — James Brown & His Famous Flames (James Brown Prod.) King 6056	7
70	53	61	61	**SOMEBODY LIKE ME** — Eddy Arnold (Chet Atkins), RCA Victor 8965	6
71	72	75	88	**BANG! BANG!** — Joe Cuba Sextet (Pancho Cristal), Tico 475	5
72	78	98	—	**WINCHESTER CATHEDRAL** — Dana Rollin, Tower 283	3
73	74	84	85	**A DAY IN THE LIFE OF A FOOL** — Jack Jones, (David Kapp), Kapp 781	4
74	77	79	86	**BABY, WHAT DO YOU WANT ME TO DO?** — Barbara Lewis, (Jerry Wexler & Ollie McLaughlin), Atlantic 2361	4
★ 75	—	—	—	**THAT'S LIFE** — Frank Sinatra (Jimmy Bowen), Reprise 0531	1
76	80	87	98	**DON'T ANSWER THE DOOR** — B. B. King (Johnny Pate), ABC 10856	5
77	79	—	—	**WE GOT A THING THAT'S IN THE GROOVE** — Capitols, (Ollie McLaughlin), Karen 1526	2
78	82	—	—	**PLEASE SAY YOU'RE FOOLING** — Ray Charles (TRC), ABC 10865	2
★ 79	—	—	—	**(I Know) I'M LOSING YOU** — Temptations, (N. Whitfield), Cordy 7057	1
80	87	—	—	**THE PROUD ONE** — Frankie Valli, (Bob Crew), Philips 40407	2
★ 81	96	—	—	**TALK TALK** — Music Machine, (Maurice Bercov), Original Sound 61	2
★ 82	—	—	—	**MAME** — Herb Alpert & the Tijuana Brass, (Herb Alpert) A&M 823	1
★ 83	—	—	—	**SUGAR TOWN** — Nancy Sinatra, (Lee Hazelwood), Reprise 0527	1
★ 84	—	—	—	**COMING HOME SOLDIER** — Bobby Vinton, (Robert Mersey), Epic 10090	1
85	90	92	—	**HEARTBREAK HOTEL** — Roger Miller (Jerry Kennedy) Smash 2066	3
86	86	94	—	**A CORNER IN THE SUN** — Walter Jackson (Ted Cooper) Okeh 7260	3
87	89	93	94	**GAMES THAT LOVERS PLAY** — Wayne Newton (Steve Douglas), Capitol 5754	5
88	88	—	—	**A MAN AND A WOMAN** — Tamiko Jones & Herbie Mann, Atlantic 2362	2
★ 89	—	—	—	**MONEY (That's What I Want)** — Jr. Walker & the All Stars, (B. Gordy, Jr.-L. Horn) Soul 35026	1
★ 90	—	—	—	**I NEED SOMEBODY** — ? (Question Mark) & the Mysterians, Cameo 441	1
91	91	97	99	**CAN I GET TO KNOW YOU BETTER** — Turtles, (Bones Howe), White Whale 238	4
92	92	—	—	**IT'S NOT THE SAME** — Anthony & the Imperials, (Teddy Randazzo), Veep 1248	2
93	97	—	—	**I (Who Have Nothing)** — Tery Knight & the Pack, (Terry Knight), Lucky 11 230	2
94	94	—	—	**HARLEM SHUFFLE** — Traits, (Huey F. Meaux), Scepter 12169	2
95	95	—	—	**RESPECT** — Rationals, (Jeep Holland), Cameo 437	2
96	—	—	—	**SINGLE GIRL** — Sandy Posey, (Chips Moman), MGM 13612	1
97	—	—	—	**LIVING FOR YOU** — Sonny & Cher, (Sonny Bono), Atco 6449	1
98	—	—	—	**HI HI HAZEL** — Gary & the Hornets, (Lou Beizner), Smash 2061	1
99	100	—	—	**WILD ANGELS THEME** — Davie Allen & the Arrows, (Mike Curb) Tower 267	2
100	—	—	—	**HELP ME** — Spellbinders, (Kapralit-McCoy), Columbia 43830	1

HOT 100—A TO Z—*(Publisher-Licensee)*

Ain't Gonna Lie (Screen Gems-Columbia, BMI) 42
All That I Am (Gladys, ASCAP) 41
B-A-B-Y (East, BMI) 27
Baby What Do You Want Me to Do (McLaughlin, BMI) 74
Bang! Bang! (Cordon, BMI) 71
Born Free (Screen Gems-Columbia, BMI) 12
But It's Alright (Pamelarosa, BMI) 26
Can I Get to Know You Better (Trousdale, BMI) .. 91
Cherish (Beachwood, BMI) 36
Come Back (Camad, BMI) 63
(Come 'Round Here) I'm the One You Need (Jobete, BMI) 55
Coming Home Soldier (Feather, BMI) 84
Coming On Strong (Moss-Rose, BMI) 17
Corner in the Sun, A (Blackwood, Blue-Chip, BMI) 86
Dandy (Noma, BMI) 19
Day in the Life of a Fool, A (Jungnickel, ASCAP) 73
Devil With a Blue Dress On & Good Golly Miss Molly (Jobete-Vanice, BMI) 6
Don't Answer the Door (Mercedes, BMI) 76
Don't Be a Drop-Out (Dynatone, BMI) 69
Fa-Fa-Fa-Fa-Fa (East-Redwal, BMI) 38
Games That Lovers Play (Fisher) (Miller, ASCAP) 67
Games That Lovers Play (Newton) (Miller, ASCAP) 87
Go Away Little Girl (Screen Gems-Columbia, BMI) 90
Good Vibrations (Sea of Tunes, BMI) 2
Great Airplane Strike, The (Daywin, BMI) 44
Hair on My Chinny Chin Chin, The (Rose, BMI) .. 50
Harlem Shuffle (Keyman, BMI) 94
Have You Seen Your Mother, Baby, Standing in the Shadow? (Gideon, BMI) 46
Hazy Shade of Winter, A (Charing Cross, BMI) .. 23
Heartbreak Hotel (Tree, BMI) 85
Heaven Must Have Sent You (Jobete, BMI) 52
Help Me (Daedalus, BMI) 100
Help Me, Girl (Helios, BMI) 60
Hi Hi Hazel (Gallico, BMI) 98
Holy Cow (Marzaint, BMI) 34
Hooray for Hazel (Low Twi, BMI) 15
I Can Make It With You (Blackwood, BMI) 49
I Can't Control Myself (James, BMI) 51
I Got The Feelin' "Oh No No" (Tallyrand, BMI) .. 58
I Just Don't Know What to Do With Myself (U. S. Songs, ASCAP) 31
(I Know), I'm Losing You (Jobete, BMI) 79
I (Who Have Nothing) (Milky Way-Trio-Catillio, BMI) 93
I Need Somebody (Cameo-Parkway, BMI) 90
If I Were a Carpenter (Faithful Virtue, BMI) 9
I'm Ready for Love (Jobete, BMI) 21
I'm Your Puppet (Fame, BMI) 7
It Tears Me Up (Fame, BMI) 40
It's Not the Same (South Mountain, BMI) 92
It's Only Love (Tender Tunes, BMI) 66
Knock on Wood (East, BMI) 37
Lady Godiva (Regent, BMI) 11
Last Train to Clarksville (Screen Gems-Columbia, BMI) 4
Living For You (Cotillion-Chris-Marc, BMI) 97
Look Through My Window (Trousdale, BMI) 25
Louie, Louie (Limax, BMI) 32
Love Is a Hurtin' Thing (Rawlow, BMI) 13
Mame (Morris, ASCAP) 82
Man and A Woman, A (Northern, ASCAP) 88
Mellow Yellow (Donovan Ltd., BMI) 24
Nineteen Days (Branston, BMI) 48
Money (That's What I Want) (Jobete, BMI) 89
96 Tears (Arguello, BMI) 8
On This Side of Goodbye (Screen Gems-Columbia, BMI) 47
Paint Me a Picture (Vive, BMI) 28
Place In the Sun, A (Stein-Vanstock, ASCAP) 53
Please Say You're Fooling (Eden, BMI) 78
Poor Side of Town (Rivers, BMI) 5
Proud One, The (Saturday & Season's Four, BMI) .. 80
Psychotic Reaction (Hot Shot, BMI) 35
Rain on the Roof (Faithful Virtue, BMI) 10
Reach Out I'll Be There (Jobete, BMI) 14
Respect (East-Time-Walco, BMI) 95
Run, Run, Look and See (Little Darlin'-Low Twi, BMI) 43
Secret Love (Remick, ASCAP) 29
See See Rider (Leeds, ASCAP) 45
Single Girl (Combine, BMI) 96
Somebody Like Me (Barton, BMI) 70
Somebody (Somewhere) Needs You (Jobete, BMI) 59
Spin Out (Gladys, ASCAP) 68
Stay With Me (Ragmar-Cromshaw, BMI) 64
Stop Stop Stop (Meribus, BMI) 20
Sugar Town (Criterion, ASCAP) 93
Symphony for Susan, A (Kris, ASCAP) 65
Talk Talk (Thrush, BMI) 81
That's Life (Four Star Television) 75
Time After Time (Sands, ASCAP) 54
Walk Away Renee (Twin Tone, BMI) 10
We Got a Thing That's in the Groove (McLaughlin, BMI) 77
What Becomes of the Brokenhearted (Jobete, BMI) 18
Wheel of Hurt, The (Martino) (Roosevelt, BMI) 62
Wheel of Hurt, The (Whiting) (Roosevelt, BMI) .. 33
Whispers (Jalynne-BRC, BMI) 39
(When She Needs Good Lovin') She Comes to Me (Tiger, BMI) 57
Who Am I (Duchess, BMI) 22
Why Pick On Me (Equinox, BMI) 61
Wild Angels Theme (Dilon, BMI) 99
Winchester Cathedral (Rollin) (Southern, ASCAP) .. 72
Winchester Cathedral (Vaudeville Band), (Southern, ASCAP) 3
Wish You Were Here, Buddy (Roosevelt, BMI) ... 56
You Keep Me Hangin' On (Jobete, BMI) 1

BUBBLING UNDER THE HOT 100

101. MUSTANG SALLY ..... Wilson Pickett, Atlantic 2365
102. BEHIND THE DOOR ..... Cher, Imperial 66217
103. EGGPLANT THAT ATE CHICAGO ..... Dr. West's Medicine Show & Junk Band, Go Go 100
104. I WANNA MEET YOU ..... Cryan' Shames, Columbia 43836
105. QUESTIONS AND ANSWERS ..... The In Crowd, Viva 604
106. WEDDING BELL BLUES ..... Laura Nyro, Verve Folkways 502
107. MEDITATION ..... Glendine Longet, A&M 817
108. (HE'S) RAINING IN MY SUNSHINE Jay & the Americans, United Artists 50094
109. I'LL BE HOME ..... Platters, Musicor 1211
110. HAVE YOU EVER LOVED SOMEBODY ..... Searchers, Kapp 783
111. IF YOU GO AWAY ..... Damita Jo, Epic 10061
112. WINCHESTER CATHEDRAL ..... New Happiness, Columbia 43851
113. PLEASE DON'T EVER LEAVE ME ..... Cyrkle, Columbia 43871
114. PEAK OF LOVE ..... Bobby McClure, Checker 1152
115. FIFI THE FLEA ..... Sidekicks, RCA Victor 8969
116. AM I A LOSER ..... Eddie Holman, Parkway 106
117. I'M GONNA MAKE YOU LOVE ME ..... Dee Dee Warwick, Mercury 72638
118. IT'S A HAPPENING ..... Magic Mushrooms, A&M 815
119. CRY LIKE A BABY ..... Aretha Franklin, Columbia 43827
120. LOVE'S GONE BAD ..... Chris Clark, V.I.P. 25038
121. STANDING ON GUARD ..... Falcons, Big Wheel 1967
122. GAMES THAT LOVERS PLAY ..... Mantovani, London 20015
123. BUZZZZZZ ..... Jimmy Gordon, Challenge 59194
124. I DON'T NEED NO DOCTOR ..... Ray Charles, ABC 10865
125. I'M GONNA MISS YOU ..... Artistics, Brunswick, 55301
126. TINY BUBBLES ..... Don Ho & Alifa, Reprise 0509
127. I FOOLED YOU THIS TIME ..... Gene Chandler, Checker 1155
128. HYMN NO. 5 ..... Mighty Hannibal, Josie 964
129. SPANISH NIGHTS AND YOU ..... Connie Francis, MGM 13610
130. LET'S FALL IN LOVE ..... Peaches & Herb, Date 1523
131. THERE'S GOT TO BE A WORD ..... Innocence, Kama Sutra 214
132. TELL IT LIKE IT IS ..... Aaron Neville, Park 101
133. I'LL THINK OF SUMMER ..... Ronny & the Daytonas, Mala 542
134. AND I LOVE HER ..... Vibrations, Okeh 7257
135. I BET'CHA (COULDN'T LOVE ME) ..... Manhattans, Carnival 522

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

That Summer Samba sound
weaves its spell in a new
WINTER WINNER!

Walter Wanderley

Verve

Amanha

b/w CHEGANCA VK-10456

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"BABY WON'T YOU LET ME TELL YOU HOW I LOST MY MIND"

BW

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WLS' Drive Keeps Challengers From Singles Influence Title

By RAY BRACK

CHICAGO — Shrugging off its stiffest competition since switching from agricultural to contemporary format, WLS Radio is holding its position as the most influential in singles sales in this market, according to the latest Radio Response Ratings survey of Billboard.

Although challenged by WCFL, which switched to pop over a year ago, WLS launched the most aggressive advertising and promotional drive in the history of Chicago radio and actually gained in votes over last year, 59 per cent compared with 56 per cent. The year before, WLS netted 46 per cent of the vote of local and national promotion men, distributors and record manufacturer personnel.

As is the fashion today in pop radio, WLS has projected personalities. Leading the station and the market in influencing record sales is Ron Riley, picking up 32 per cent of the response. The station's early-evening man, Riley polled 38 per cent of the industry vote last year. He edged out the WLS late evening man, Art Roberts, who received 30 per cent of the response. Roberts got 33 per cent of the votes last year.

Habit Audience

"WLS has a great habit audience," is the way one local promotion man puts it, "and they're smart enough to grow up with their audience. "They were the first in the market with the contemporary sound, and as those listeners have entered the young adult years, I've noticed that they've adjusted their music. During the mornings, for example, they've softened up for the young mothers."

Station manager Gene Taylor attributed the station's continued pulling power to "professionalism." He said, "I don't care to comment on our success except to say we're a professionally run station."

To retain identity and maintain contact with the kids, WLS personalities are "hopping" constantly throughout the vast Midwest area covered by the station's 50,000 watts.

"We have a proved and successful formula," Taylor said. "we don't plan any changes."

Enough for Both

As for WCFL, local promotion men see the young rocker "growing up" with its own audience. "There's enough audience for both," we were told.

But WCFL is hampered by divided programming. From midnight to morning the station carries Sid McCoy and Yvonne Daniels with jazz. There are rumors that the duo will be dropped in favor of 24 hours of rock. But it is also reported that the station, with billings not quite what they'd like them to be, would hate to lose Sid and Yvonne's big beer company sponsor.

BROADCASTING FROM THE SHOWCASE window of Waxie Maxie's Quality Music Store in Washington is Willie (Moon Man) Bacote of WOOK; sitting in at left is James Brown of King Records. Brown drew a large crowd.

Deejays Strum KHAT to Success

By CLAUDE HALL

PHOENIX, Ariz.—There's an element of veteran country music broadcasters who feel some of the modern country music stations—as well as the music—could lose its valuable "country" identity if present trend continues. R. Y. Odum, owner and operator of KHAT, the country music operation here, said that some station owners have "an inward fear of what might happen to country music if it keeps going toward the "middle-of-the-road sound. Are the record producers taking too many banjos and fiddles out of country music?"

While stating that he was one of the first to play records by the late Jim Reeves in modern style with background voices, Odum said. "Many of us are wondering if it will eventually come to the point where a listener can't tell a country music station from any other when he turns across his radio dial."

Regardless of whatever "modern country music" records it plays, KHAT has one important factor working for it which strongly identifies the station without doubt as a country music station—its personalities. All of them, including the weekend men and the owner (Odum also does a 3-6 p.m. program daily), are country music performers. Listeners have come to rely on the station, knowing that the country music is programmed by highly qualified, experienced recording artists. Bob Newman, one of the original Georgia Crackers, has a group that performs at Arizona's Mountain Shadows and the Biltmore, two of the elite hotels in the State. A King Records artist, Newman has written many hit tunes recorded by some of country music's greatest names. Ray Corbin, another KHAT deejay, performs nightly at McGoos, one of the better clubs in Phoenix. Dal Perkins, a Challenge Records artist, performs in the country music section of JD's, a nightclub that features rock 'n' roll in the basement and country music upstairs (Waylon Jennings is a former star of JD's). Paul Adams, sales manager of the station, who takes over the mike on weekends, performs at the Serendipity.

Wally Grant, another weekend deejay, is also a performer. Odum, himself, used to record for Rodeo Records. Also handling deejay chores for KHAT is Bob Buller, the wake-up man. All are knowledgeable about country music because "it's always been a pet peeve of mine.

(Continued on page 40)

PHILADELPHIA AIR PERSONALITIES found opportunity to chat with MGM Records' Righteous Brothers when the label hosted a party to commemorate the duo's show at the Latin Casino in Cherry Hill, N. J. From left, Harold Berkman, national promotion director of MGM/Verve; Joe Niagara of WIBG, Bobby Hatfield, Bill Wright of WIBG, Bill Medley, and Frank Mancini, director of Artist Relations for MGM/Verve. The duo's current single, "On This Side of Goodbye," is climbing the Hot 100 chart this week.

DJ Phillips Unseats H. Miller in Chicago

CHICAGO—The mammoth morning man in Chicago radio, Howard Miller, has been outpolled by Wally Phillips in the latest Radio Response Ratings survey for Chicago.

Phillips, who labors for WGN radio, polled 37 per cent of the vote as deejay most influential as far as album sales are concerned. Miller, a "Chicago habit" on WIND Radio, got 31 per cent of the vote. Miller led Phillips last year with 30 per cent to 24 per cent.

Local record men gave WGN 38 per cent of the vote as most effective in moving LP's. WIND got 36 per cent in the latest vote.

Consensus among promotion men is that WGN and Phillips win the LP title this year by default. "Nobody really moves LP's in this market," an authority complained. "Wally is on the telephone more than he is on an album, and Miller plays everything haphazardly and most of the time doesn't know what he is playing.

The long, loose, WIND play list further disappoints local promotion men, as does the long, vague play list of the market's other major middle-of-the-road outlet, WMAQ. WIND led the vote last year with 36 per cent, followed by WGN with 32 per cent and WMAQ with 16 per cent. WBBM, finding success in the ratings with talk, has become an insignificant factor in pop LP influence.

Promotion people would like one Chicago station to concentrate on LP cuts.

DISCUSSING THE POPULARITY of country music are, from left, Clark Race of KDKA, Pittsburgh; Red Jones of WQXI, Atlanta; Bob Luman, Hickory Records artist, and Joe Lucus, head of promotion for Acuff-Rose Publications. The WSM country music convention in Nashville drew many such pop deejays.

WPIX-FM CITES STEREO STATIONS AS EXPOSURE

NEW YORK—Disturbed by the lack of stereo versions of hit records, Charles Whitaker, program director of WPIX-FM, last week launched a campaign designed to convince record companies of the importance of stereo stations in exposing new record product.

Stereo radio stations, especially in the past year or so, have begun to update their programming, he said. WPIX-FM, for example, is definitely a foreground music station. The station plays Easy Listening records, including hit records by Frank Sinatra, Herb Alpert and Tony Bennett. "The problem is that we often have to wait several weeks after a single comes out before it becomes available in the stereo version of the follow-up album. It does not give us a fair advantage with the AM stations."

Whitaker feels that record companies could put out a sampler stereo album of their month's singles releases. "But you can't expect a record company to go to this much expense unless the situation warrants."

To prove to the industry that stereo radio exposure is valuable, Whitaker is asking all stereo radio stations managers or program directors who would like stereo versions of hit singles to write him at: WPIX-FM, 220 East 42d Street, New York, N. Y. 10017.

KLOK Going to Hot 100 Format

SAN JOSE, CALIF—KLOK, a 10,000-watt station featuring a variety of foreign language programming, will switch to a Hot 100 format Dec. 1. Many of the station's foreign language programs—and air personalities—are moving to KBRG-FM, San Francisco, including Italian, Greek, Chinese and German music programs. Richard Ryan, former manager of KLOK, is taking his Spanish language personalities with him to KPER, Gilroy, Calif.

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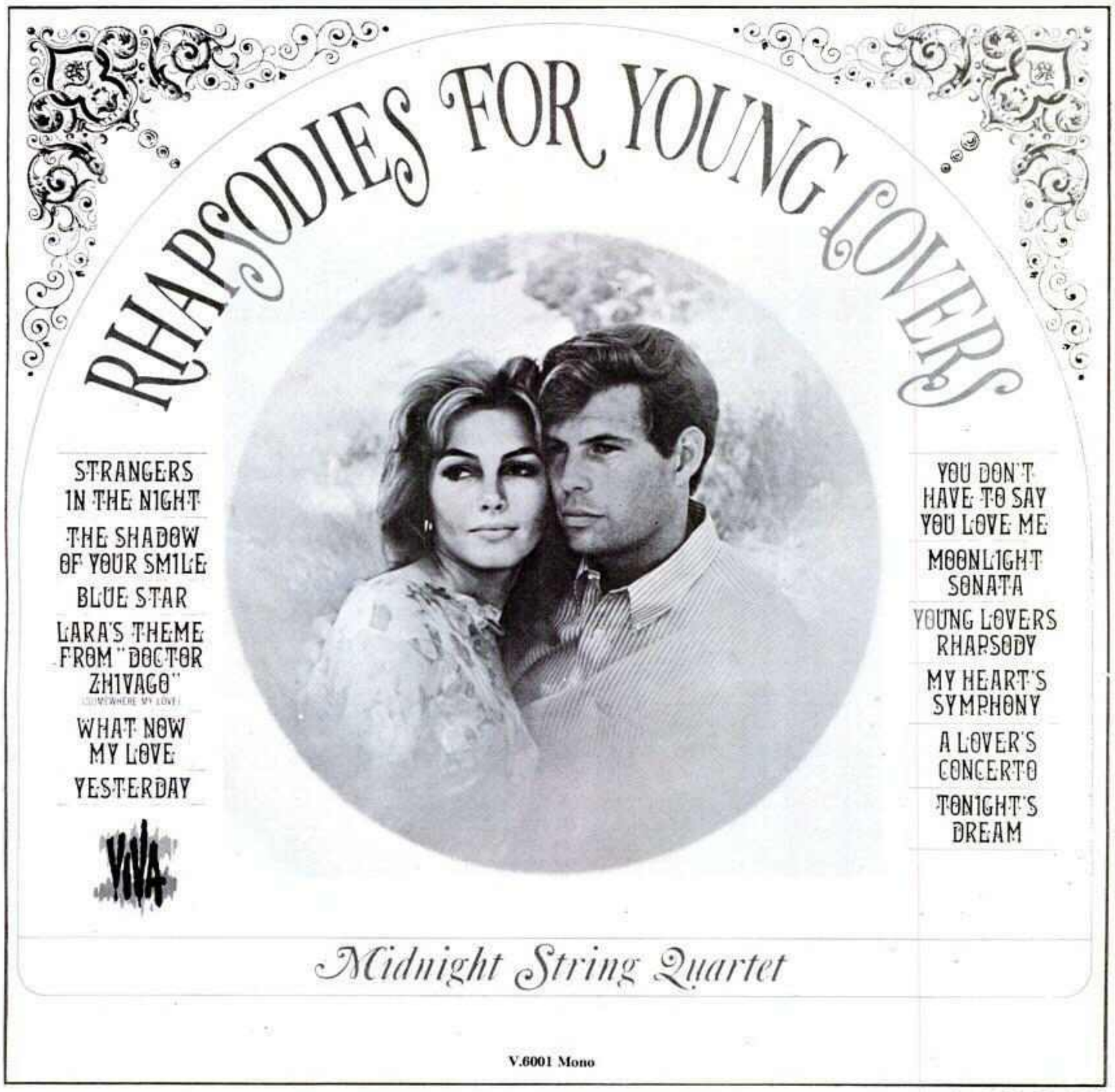

V-6001

P.S. Just in case you haven't noticed, Viva has a hit single—
"Questions and Answers" by The In Crowd, V-604.

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WAAF: Stock in Yards & Jazz

By EARL PAIGE

CHICAGO — "All jazz deejays are not hippy dippys," asserted WAAF's "Daddy-O" Daylie, who upped his ranking 8 per cent in the past year to attain a 48 per cent share of the votes here in the latest Billboard Radio Response Ratings. The statement goes far in explaining how a farm publication-owned station that starts the morning off with a livestock report from its transmitter in Chicago's stockyards can be a top influence on Chicago jazz record sales.

Aimed primarily at an upper-class Negro market, the 44-year-old outlet that switched from an all classical music format to jazz 10 years ago, also garners a large integrated audience of people searching for good jazz on the AM dial.

WAAF's additional appeal is in its public service and community-oriented activities that involve its personnel on a personal basis.

Marty Faye, third-ranking jazz jockey here behind the WCFL nighttime team of Sid McCoy and Yvonne Daniels, was formerly with ABC-TV here where the outspoken, controversial personality helmed a live music and interview program before coming to WAAF. He is the husband of Verve vocalist Francis Faye.

Owens Featured

Jesse Owens, former Olympic track star and important in the early formation of the Illinois Youth Commission's athletic activities, is also featured on the WAAF staff that includes veteran jazz jockey Dick Buckley, combination Lon Dyson and a new female personality Mary Merridee.

A daytimer, the station is owned by Cornbelt Publications. It is Chicago's oldest station, inaugurated on April 7, 1922. Though its jazz-slanted programming sets the outlet's image, program director Ray Wheat, station manager Bill Graybau, and vice-president-general manager Thomas L. Davis here ensured that news, sports and public interest fea-

(Continued on page 44)

Vox Jox

Dave Blyth, who works as **Dave Wild** has joined 50,000 - watt WPTR, Albany - Troy - Schenectady, N. Y., in the all-night slot; he was with WILX-TV, Lansing, Mich. . . . **Curtis Short** is now with KOPY, the country music outlet in Alice, Tex., handling an early afternoon show. Needs singles and albums. Short had been with KBOP, Pleasanton, Tex.

★ ★ ★

KGMB air personality **Jim Hawthorne,** Honolulu, will help the local Kahuku High School inaugurate their own radio station. The station will operate within school facilities. To launch the station, students will hold a dance, bringing their transistor radios to tune them to the station and entertain themselves.

Walter W. (Walt) Jones has recently moved from KJEM, Oklahoma City, after more than seven years as program director, to head a new production department for KTOK, Oklahoma City. . . . There's been several changes at WDBQ, the Hot 100 format station in Dubuque, Iowa — **Terry Dorsey,** formerly news director, has moved up into the program director's position following the departure of **Bob Gribben,** who

(Continued on page 38)

Radio Response Rating

CHICAGO, ILL. . . . . 4th Cycle

NOVEMBER 12, 1966

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WLS	59%
2.	WCFL	39%
	Others (WSDM-FM)	2%
★ POP LP's		
1.	WGN	38%
2.	WIND	36%
3.	WMAQ	20%
	Others (WBBM, WAIT)	6%
★ R&B		
1.	WVON	5%
2.	WBEE	28%
3.	WMPP	16%
★ JAZZ		
1.	WAAF ("Daddy-O" Daily)	48%
2.	WCFL (Sid McCoy & Yvonne Daniels)	35%
3.	WAAF (Marty Fay)	17%
★ COUNTRY		
1.	WJJD	100%
★ CONSERVATIVE		
1.	WAIT	51%
2.	WFMF-FM	13%
3.	WSDM-FM	11%
	Others (WMAQ, WBBM-FM, WXFM-FM, WXAT-FM, WDHF-FM)	25%
★ COMEDY		
1.	WGN (Wally Phillips)	50%
2.	WSDM-FM	32%
	Others (WFMT-FM, WAAF, WBBM)	18%
★ FOLK		
1.	WGN (Jack Taylor)	40%
	Others (Roy Nostrand, WFMT-FM; Norm Pellegrini, WFMT Mel Ballairs, WBBM)	60%
★ CLASSICAL		
1.	WFMT-FM	63%
	Others WNIR-FM, WEFM-FM, WFMF-FM, WXRT-FM, WXFM-FM)	37%

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.	Ron Riley	WLS	32%
2.	Art Roberts	WLS	30%
3.	Jim Stagg	WCFL	15%
4.	Clark Weber	WLS	10%
	Others (Barney Pip, WCFL; Dex Card, WLS; Ron Britton, WCFL; Joel Sebastian, WCFL; John Wellman, WCFL)		13%

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)

Clark Weber . . . . . Program Director, WLS
John Wellman . . . . . Music Director, WCFL
Ken Draper . . . . . Program Director, WCFL

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning . . . . . Clark Weber, WLS
Mid-Morning . . . . . Joel Sebastian, WCFL
Early Afternoon . . . . . Bernie Allen, WLS
Traffic Man . . . . . Jim Stagg, WCFL
Early Evening . . . . . Ron Riley, WLS
Late Evening . . . . . Art Roberts, WLS
All Night . . . . . Don Philips, WLS

★ TOP TV BANDSTAND SHOW

Jan Gabrie's Up Tempo, WCIU-TV, Sat. 5-6 p.m.

★ POP LP's			
1.	Wally Phillips	WGN	37%
2.	Howard Miller	WIND	31%
3.	Eddie Hubbard	WGN	10%
4.	Mel Bellairs	WBBM	5% (tie)
4.	Chuck Benson	WMAQ	5% (tie)
	Others (Bob Larson, WIND; John Doremus, WAIT; Lee Rodgers, WIND; Franklin McCarthy, WGN; Henry Cook, WMAQ; John McCormick, WGN)		12%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)

Ralph Blank . . . . . Music Director, WIND
Charlie Allen . . . . . Music Director, WGN
Glen Bell . . . . . Program Director, WMAQ

★ R&B			
1.	Herb Kent	WVON	32%
2.	E. Rodney Jones	WVON	29%
3.	Lucky Cordell	WVON	28%
	Others (Bill (Butterball) Crane, WVON; Ed Cook, WVON; Eddie Holland; WMPP)		11%
★ COUNTRY			
1.	Chris Lane	WJJD	56%
2.	John Trotter	WJJD	14%
3.	Don Chapman	WJJD	13%
4.	Roy Stingley	WJJD	11%
5.	Stan Scott	WJJD	6%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WIND	560	WJJD	1160	WNUS	1390
WMAQ	670	WJOB	1230	WEEF	1430
WGN	720	*WCRW	1240	WVON	1450
WBBM	780	*WEDC	1240	WMPP	1470
WAIT	820	*WSBC	1240	WOPA	1490
WLS	890	WWCA	1270	WBEE	1570
WAAF	950	WTAQ	1300	WNMP	1590
WCFL	1000	WEAW	1330	WCGO	1600
		WLTH	1370		

*These three (3) stations divide time on 1240 kc.

FM RADIO FREQUENCIES

WYCA-FM	92.3	WRSV-FM	98.3	WOPA-FM	102.7
WNWC-FM	92.7	WFMT-FM	98.7	WEEF-FM	103.1
WXRT-FM	93.1	WEFM-FM	99.5	WKFM-FM	103.5
WEBH-FM	93.9	EFMF-FM	100.3	WJJD-FM	104.3
WLS-FM	94.7	WMAQ-FM	101.1	WEAW-FM	105.1
WDHF-FM	95.5	WCLM-FM	101.9	WXFM-FM	105.9
WNIB-FM	97.1	WTAS-FM	102.3	WLNER-FM	106.3
WSDM-FM	97.9			WNUS-FM	107.5

WAAF: 1,000 watts. Owned by Cambell Publishing. Daytimer. **Music format: Jazz (100%).** Lu House is director of news dept. 5-min. news on the hr., extended news weekends. **Jazz** included in all programming. New records selected for air-play by committe of station personnel. Record promotion people are seen M-F. **Gen'l mgr., Tom Davis. Prog. dir., Roy Wheat. Librarian, Jim Hillier. Send 2 copies of LP's to Mr. Hillier, 221 N. LaSalle St., Chicago, Ill. Phone: (312) RA 6-1932.**

WAIT: 5,000 watts. Daytimer. **Music format: Standard (100%).** Special programming: "Stock Market Reports," with Ed Cooper, 6 times daily, M-F. Ralph Rowland is director of 5-man news dept. Special equipment: 25 mobile units, radio equipped for two-way conversation. 5-min. news on the hr., headlines on the half-hr. during traffic times only. New records selected for air-play by committee of station personnel. Approximately 5 new singles and 20 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Frederick G. Harm. Prog. Dir., Joe Lacina. Music Librarian, Chorine Caldarazzo. Send 3 copies of 45's and 3 copies of LP's to Miss Caldarazzo, 188 W. Randolph St., Chicago, Ill. 60601 Phone: (312) FR 2-0660.**

WBBM: 50,000 watts. CBS affiliate. Owned by CBS. On the air 24 hrs. **Music format: Classical (50%)-Pop Standard (30%)-Standard (20%).** Editorializes frequently. Special programming: Midwest College Football Game of the Week. TV outlet is WBBM-TV, Channel 2. John D. Callaway is director of 13-man news dept. Special equipment: Helicopter for traffic reports. 1 mobile unit, 4 walkie-talkies. 5-min. news many times more than on the hr., plus extended newscasts. **Comedy LP's** featured on Bud Kelly Show, 5:30-9 a.m., M-F, 5:30-11 a.m., Sat. **Folk Music** included occasionally on Mal Bellairs Show, 12:10-6 p.m., Sun. **Jazz** included in regular programming. New records selected for air - play by Music director. Record promotion people are seen M-F. **Gen'l mgr., E. H. Shomo. Prog. dir., Len Schlosser. Music dir., Lenny Kaye. Send records to Mr. Kaye, 630 North McClurg Court, Chicago, Ill. 60611. Phone (313) WH 4-60000.**

WBBM-FM: Simulcast with WBBM. Address and other information same as WBBM.

WBEE: 1,000 watts. Daytimer. Owned by Rollins, Inc. **Music format: Rhythm & Blues (75%)-Religious (25%).** Special programming: "Listen Ladies," with Florence Dyson, women's show, 9:30-10 a.m., M-F. "Lucky Shopper Show," with Bob Weaver, in-store show, 12-12:15 p.m., M-Sat. "Controversy," with Ald. Charles Chew, commentary, 12:30-1 p.m., Sat. Vinson J. Sanders is director of news dept. 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by committee of station personnel. Playlist published weekly. Record promotion people are seen Wed. **Gen'l mgr., John R. Wilson. Prog. dir., O. Lawton Wilkerson. Music dir., Bill Kenner. Send 2 copies of 45's and 1 copy of LP's to Mr. Kenner, 75 East Wacker Dr., Chicago, Ill. 60601. Phone: (312) 726-6842 .**

WCFL: 50,000 watts. Mutual BX System affiliate. Owned by Chicago Federation of Labor. On the air 24 hrs. **Music format: Contemporary (80%)-Jazz (20%)** Editorializes occasionally. Special programming: "Conversation Line," with Joel Sebastian, audience call-in, 10-10:15 a.m., M-Sat. Bob Moore is director of 14-man news dept. Special equipment: 3 radio-telephone equipped news cars. Special studio telephone. 5-min. news on the hr., headlines on the half hr., extended news when required. **Jazz** featured on "Sid and Yvonne," midnight-5 a.m., M-Sat. New records selected for air-play by committee of station personnel. Playlist published weekly. Approximately 14 new singles and various new LP's programmed weekly. Record promotion people are seen Mon. and Tue. **Gen'l mgr., Tom Haviland. Prog. dir., Ken Draper. Operations Dir., John Wellman. Send 7 copies of 45's and 3 copies of LP's to Mr. Wellman, 300 N. State St., Chicago, Ill. 60610. Phone: (312) 222-1000.**

WCGO: 1,000 watts. Daytimer. **Music format: Pop Standard (80%)-Contemporary (20%).** Special programming: Thornton Township High, Bloom Township, Homewood-Floosmoor, Crete-Monee, Rich East, Rich Central, Beecher sports events. "Viewpoint," with Dee Sheperd, audience call-in. 10-10:55 a.m., M-Sat. "Trading Post," with Fred Partido, audience call-in, 12:20-12:55 p.m., M-Sat. "Twilight Melodies," with Jerry Ingwersen, audience call-in requests, 6:15-9 p.m., M-Sun. Joe Palcek is director of 4-man news dept. Special equipment: mobile units. 5-min. news at 25 and 55 past the hr., extended news at 6:45, 7:45, 8:45, 12:00 and 6:00. New records selected for air-play by Program director. Approximately 15 new singles and 10 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., W. G. Beindorff. Send records to 119 Olympia Plaza, Chicago Heights, Ill. 60411. Phone: (312) 756-6100.**

WTAS-FM: ERP 3,000 watts stereo. **Music format: Pop standard (100%). FM program dir., Anthony Santucci. Send 1 copy of 45's and 1 copy of stereo LP's to Mr. Santucci. Box 607, Beecher, Ill.**

WCLM-FM: ERP 60,000 watts. On the air 24 hrs. **Pres., Carol Beamish. Send records to 333 N. Michigan Ave., Chicago, Ill. Phone: (312) 782-4872.**

WCRW: 1,000 watts days, 250 watts nights. On the air 11 a.m.-2 p.m., 5-7 p.m. **Pres. & Treas., Josephine A. White. Send records to 2756 Pine Grove Ave., Chicago, Ill. 60614 Phone: (312) 327-6860.**

WDHF-FM: ERP 50,000 watts. On the air 6:30 a.m.-midnight. National Science

(Continued on page 38)

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) 876-6248.

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

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

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

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A single by

Billy Joe Royal

Where the action is.

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LIONS (SMALL ONES) are the tools-in-trade (briefly) of MGM Records' Metro distributors in Los Angeles to promote the soundtrack album of "Born Free." Lu Fields of Metro shows the cubs to Jack Gilbert, left, and Bruce Payne, center, of KGIL. In the other photo, Dick Moreland, of KRLA, has an armful of cubs while Bob Brown of Metro, left, looks on.

Vox Jox

• *Continued from page 36*

moved over to KDTH in Dubuque. **Dan Kane** is the new WDBQ music director. All-night man **Wayne Allen** goes dayside and **Al Sampson,** recently of KDEC, Decorah, Iowa, takes over in the all-night slot.

★ ★ ★

WINK and WINK-FM has promoted **Jim Jenkins** to program director; Jenkins has been with the Fort Myers, Fla. station for a year-and-a-half. . . . WCNW-FM, Hamilton, Ohio, has extended listening hours until 3 a.m., making the sta- almost a 24-hour country music operation, says music director **Hary Hald.** . . . **Dotty Abbott,** the female former manager of WHER's all-girl operation in Memphis, is the **Dolly Holiday** who hosts a five-hour radio show now on 19 stations in 16 markets. The show is "Nighttime" and is a co-operative project between the International Association of Holiday Inns and local inns; each shares the cost.

★ ★ ★

Jerry Lee, program manager of WWTC, Minneapolis, and formerly with KGIL, Los Angeles, has joined KXYZ in Houston, as an air personality. Best wishes, Jerry. . . . **Herbert A. Granath,** vice-president and Eastern sales head of ABC Radio, has been elected again president of the Bedside Network of the Veterans Hosital Radio and TV Guild, which helps patients of VA hospitals entertain themselves.

★ ★ ★

Robert S. Smith has been appointed vice-president and general manager of WOR and WOR-FM, New York. He had been station manager of AM and TV, as well as being in charge of the FM facility. **Jerome Bass** takes over as vice-president and general manager of WOR-TV. . . . **Scott Gregory** has joined KDEO, San Diego, as an air personality; he had been with WHAM, Rochester, N. Y. . . . **Bob Spiro,** for six years general manager of KUBC, Montrose, Colo., has joined KDKO, Denver, as general sales manager.

★ ★ ★

Bill Fields is now with WKBN, Youngstown, Ohio; he had been with WCNS and WCNO-FM, Canton, Ohio, as air personality and program director. . . . **J. Peter Boysen,** national program director of GEM radio station, including KLOL, Lincoln, Neb. and KAGE, Winona, Minn., has retired to head Boysen Broadcast Aids, Los Angeles.

STATIONS BY FORMAT

• *Continued from page 36*

Network affiliate. Owned by National Science Net. **Music format: Conservative (75%)-Standard (25%).** Special programming: "Jacques Case Show," Greek music, 7:45-8:15 a.m., Wed. News scheduled 7 times daily. New records selected for air-play by committee of station personnel. Approximately 25 new LP's programmed weekly. **Mgr., Sid Roberts. Prog dir., Frank Lee. Send records to Mr. Lee 108 N. State St., Chicago, Ill. 60602. Phone: (312) 726-8282.**

WEAW: 5,000 watts. Sunrise to sunset. **Pres. & Gen'l mgr., Edward A. Wheeler. Station mgr., William Adler. Send records to 2425 Main St., Evanston, Ill. 60202. Phone: (312) 869-8900.**

WEAW-FM: ERP 180,000 watts. On the air 24 hrs. **Same address and personnel as WEAW.**

WEBH-FM: ERP 35,000 watts. On the air 24 hrs. **Pres. & Gen'l mgr., Buddy Black. Station mgr., John Schlimmer. Send records to 5349 N. Sheridan Road, Chicago, Ill. Phone: (312) 561-6000.**

WEDC: 250 watts. Owned by Foreign Language Broadcasting, Inc. **Gen'l mgr., Bill Mack. Send 1 copy of 45's and 1 copy of LP's to Mr. Mack, 3860 W. Ogden Ave., Chicago, Ill. 60623. Phone: (312) RO 2-2323.**

WEEF: 1,000 watts. Sunrise to Sunset. **Gen'l mgr., Deane Osborne. Send records to 443 Central Ave., Highland Park, Ill. 60036. Phone (312) 432-1430.**

WEEF-FM: ERP 1,000 watts. 6 a.m.-midnight. **Same address and personnel as WEEF.**

WEFM: ERP 35,000 watts vertical, 42,000 watts horizontal. On the air 6 a.m.-midnight. Owned by Zenith Radio Corp. **Music format: Classical (90%)-Show Tunes (10%). Gen'l mgr., Jules Herbuveaux. Prog. dir., George Stone. 120 West Madison, Chicago, Ill. 60602. Phone: (312) 263-0445.**

WFMF-FM: ERP 33,000 watts. On the air 24 hrs. Owned by Century Broadcasting Corp. **Music format: Conservative (40%)-Pop Standard (30%)-Standard (28%) Jazz-(2%).** Ray Smithers is director of 2-man news dept. 5-min. news 7 times daily, headlines when necessary. New records selected for air-play by committee of station personnel. Record promotion people are seen M-F. **Gen'l mgr., Ed Walters. Send 1 copy of 45's and 1 copy of LP's to Mr. Walters. 230 N. Michigan Ave., Chicago, Ill. 60601. Phone: (312) FR 2-7838.**

WFMT-FM: ERP 135,000 watts stereo. On the air 19 hrs. **Music format: Classical (95%)-Folk Music & Comedy (5%).** Special programming: "Wax Museum," with Studs Terkel, interviews with celebrities in the arts, 9-10 p.m., Thurs. "Critic's Choice," with Harry Bouras, news, reviews, interviews about art, 10:30-11 p.m., Mon. "Chicago Symphony Orchestra," with Norman Pellegrini, full-length concerts in stereo from Orchestra Hall and Ravinia Festival, 8-10 p.m., Sun. Also, "Boston Symphony Concerts," "Boston Pops Concerts," "Cleveland Orchestra," "Library of Congress Concerts," features from BBC, French Radio, etc., concerts and operas from 35 world music festivals, and station broadcasts of drama, poetry, talks, and other fine arts features. Norman Pellegrini is director of 4-man news dept. 12-min. news 8 times daily. **Comedy LP's** featured on "The Midnight Special," with Ray Nordstrand and Norman Pellegrini, and included in other regular programming. **Folk Music** featured on "The Midnight Special." Also included in regular programming. New records selected for air-play by program director. Approximately 2 new singles and 40 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Bernard Jacobs. Prog. dir., Norman Pellegrini. Send 1 copy of stereo LP's to Mr. Pellegrini, 221 North LaSalle St., Chicago, Ill. 60601. Phone: (312) ST 2-5668.**

WGN: 50,000 watts. On the air 24 hrs. Owned by WGN Continental Broadcasting Co. **Music format: Pop Standard (80%)-Classical (15%)-Country (5%).** Special programming: Chicago Cubs Baseball, Chicago Bears Football, Chicago Bulls Basketball, Midwest Big Ten Football. "Wally Phillips Show," audience call-in with music and helicopter traffic reports, 6-10 a.m., M-F. "Virginia Gale's Portfolio," guest interviews, 1-2 p.m., M-F. "Metropolitan Opera," with Milton Cross, live from New York, 1-4 p.m., Sat. TV outlet is WGN-TV, Channel 9. 15-man news dept. Special equipment: Helicopter for traffic reports, 2 mobile units, all newsmen have phones in cars. 5-min. news on the hr., headlines on the half-hr., extended news 4 times daily. **Folk Music** featured on "Travelin' On," with Jack Taylor, 8:05-9 p.m., M-F. New records selected for air-play by Librarian. Approximately 60 new singles and 30-40 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Charles E. Gates. Prog. dir., Robert Bradford. Dir. of Music Center, Charles Allan. Send 5 copies of 45's and 2 copies of LP's to Mr. Allan, 2501 Bradley Place, Chicago, Ill. 60618. Phone: (312) LA 8-2311.**

WIND: 5,000 watts. On the air 24 hrs. Owned by Westinghouse Broadcasting Co. **Music format: Pop standard (100%).** Editorializes daily. Special programming: "WIND Documentary," with various newsmen, local issues discussed, 7:30 p.m., Sun. "For the Record," with Jerry Udwin, 7 p.m., Sun. "It's Happening," with Rev. Ben Gums, religion, news, music, interviews, 11:30 p.m., Fri. Jerry Udwin is director of 9-man news dept. 5-min. news on the hr. and half hr., extended news at noon, 6 p.m., 10 p.m. **Comedy LP's, Folk Music** and **Jazz** included in regular programming. New records selected for air-play by committee of station personnel. Approximately 6 new singles and 4 new LP's programmed weekly. Record promotion people are seen Tue. **Gen'l mgr., Dick Harris. Prog. dir., Jack Williams. Music dir., Ralph Blank. Send 5 copies of 45's and 2 copies of LP's to Mr. Blank, 400 N. Michigan Ave., Chicago, Ill. Phone: (312) 527-2170.**

WJJD: 50,000 watts. Owned by Plough Broadcasting Co., Inc. On the air limited time. **Music format: Country (100%).** Reese Rickards is director of 4-man news dept. Special equipment: 2 mobile cruisers, Marine cruiser for marine reports, 5-min. news at 55 past the hr., headlines at 27 past the hr. New records selected for air-play by Program director. Play list published weekly. Approximately 9 new singles and 3 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l Mgr., George G. Dubinetz. Prog. Dir., Chris Lane. Send 3 copies of 45's and 2 copies of LP's to Mr. Lane, 8 South Michigan Ave., Chicago, Ill. Phone: (312) 782-5466.**

WJJD-FM: ERP 40,000 watts. Simulcast with WJJD. **Address and other information same as WJJD.**

WJOB: 1,000 watts. On the air 24 hrs. **Music format: Pop Standard (60%)-Contemporary (15%)-Standard (15%).** Special programming: Basketball from about 20 schools, and football from about 12 schools. "Listen to Irv," with Irv Lewin, commentary on current events, 8:15-8:30 p.m., M-S. "Harriet Fuller Show," women's interests, 9-9:30 a.m., M-F. "Party Line," with Tom Lanham, audience call-in, 12:30-1 p.m., M-F. Larry Root is director of 4-man news dept. 5-min. news on the hr., and half hr., headlines on the quarter hr., 15-min. news at noon, 5 p.m., 6:30 p.m., M-Sun. **Comedy LP's** featured on all DJ shows. New records selected for air-play by committee of station personnel. Play list published weekly. 25-40 new singles and 10-15 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Julian Colby. Prog. dir., Tom Williams. Send 3 copies of 45's and 3 copies of LP's to Mr. Williams, Radio Center, Hammond, Ind. 46320. Phone: (219) TI 4-1230.**

WKFM-FM: ERP 50,000 watts stereo. On the air 19 hrs. **Music format: Standard (90%)-Conservative (10%).** Editorializes occasionally. John Hailey is director of 2-man news dept. 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by program director. Record promotion people are seen M-F. **Gen'l mgr., F. Kovas. Prog. dir., A. Kovas. Send 2 copies of stereo LP's to Mr. A. Kovas, 188 W. Randolph St., Chicago, Ill. 60601. Phone: (313) RA 6-2141.**

WLNR: ERP 6,000 watts. On the air 3-11 p.m. **Music format: Pop Standard (100%).** Special programming: Thornton High School, Thornridge High School and Illiana High School Basketball. "Ted Weber Show," conversation and interviews from Marina City Restaurant, 10-10:30 p.m., M-F. **Comedy LP's, Folk Music, Jazz** included in regular programming. New records selected for air-play by committee of station personnel. Approximately 15 new singles and 15 new LP's programmed weekly. **Gen'l mgr., Gordon Boss. Prog dir., Pete LeCody. Send 1 copy of 45's and 1 copy of LP's to Mr. LeCody, 2915 Bernice Road, Lansing, Ill. 60438. Phone: (312) 474-0731.**

WLS: 50,000 watts. On the air 24 hrs. ABC affiliate. Owned by ABC. **Music format: Contemporary (100%).** Editorializes occasionally. Harold Salzman is director of 12-man news dept. 5-min. news at 25 and 55 past the hr. New records selected for air-play by program director. Playlist published weekly. 8-10 new singles and 2 new LP's programmed weekly. Record promotion people are seen Tue. **Gen'l mgr., Gene Taylor. Prog. dir., Clark Weber. Send 6 copies of 45's and 1 copy of stereo LP's to Mr. Weber, 360 N. Michigan Ave., Chicago, Ill. 60601. Phone: (312) 782-2002.**

WLS-FM: ERP 20,000 watts stereo. **Music format: Standard (100%).** Simulcast 3 hrs. daily. **FM Prog. dir., Harvey Wittenberg. Send 1 copy of Stereo LP's to Mr. Wittenberg. Address and other information same as WLS.**

WLTH: 500 watts. Daytimer. **Music format: Contemporary (100%).** Editorializes occasionally. Morris Wayne is director of 4-man news dept. Special equipment: 3 mobile units, 1 remote transmitter link for two-way communications. 5-min. news at 45 past the hr., headlines at 15 past the hr., 15-min. news twice daily. New records selected for air-play by committee of station personnel. Playlist published weekly. 6-12 new singles and 2-4 new LP's programmed weekly. Record promotion people are seen M-F, before 2 p.m. **Gen'l mgr., George Corwin. Prog. dir., Ron Borden. Send 3 copies of 45's and 2 copies of LP's to Mr. Borden, 3669 Broadway Street, Gary, Ind. 46409. Phone: (219) 884-9409.**

WMAQ: 50,000 watts. NBC affiliate. On the air 24 hrs. **Music format: Pop Standard (100%).** Special programming: Northwestern Univ. Football, Loyola Basketball, Chicago White Sox Baseball. TV outlet is WMAQ-TV, Channel 5. Bill Corley is director of 20-man news dept. Special equipment: portable tape recorders, beeper and beeperless phones. 5-min. news on the hr., headlines on the half-hr., extended news at 5:30 and 6:45 p.m. **Comedy LP's** and **Folk Music** included in regular programming. New records selected for air-play by committee of station personnel. Various numbers of new singles and LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Mark Olds. Prog. dir., Glenn Bell. Sup. Music Services, Edward Cerny. Send 2 copies of 45's and 1 copy of LP's to Mr. Cerny, Merchandise Mart, Chicago, Ill. 60654.**

WMAQ-FM: ERP 24,000 watts. On the air 6 a.m.-midnight. Simulcast 6 a.m.-2 p.m. **Address and other information same as WMAQ.**

WMPP: 1,000 watts. Daytimer. Owned by Seaway Broadcasting Co. **Music format: Rhythm & Blues (95%)-Religious (5%).** Editorializes daily. Special programming: Indiana High School Foot-Ball - O - Rama. "Welcome Neighbor Show," with Mary E. Shadd & Allen Wheeler, women's interest, 11-11:30 a.m., Sat. "Woman's World," with Excell Jones, community and home-maker news, 5 times daily. Bob Alexander is director of 3-man news dept. Special equipment: mobile news van with 2-way radio and phone. 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by music committee. Playlist published weekly. Approximately 20 new singles and 1 new LP programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Allen Wheeler. Prog. dir., Eddie Holland. Send 3 copies of 45's and 3 copies of LP's to Mr. Holland, 1000 Lincoln Highway, East Chicago, Ill. Phone: (312) 758-1400.**

WNIB-FM: ERP 11,000 watts. On the air 10 a.m.-11 p.m. **Music format: Classical (100%).** New records selected for air-play by program director. Playlist published monthly. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., William C. Florian. Prog. dir., Sonia Atzeff. Send 1 copy of stereo LP's to Miss Atzeff, 2 North Riverside Plaza, Chicago, Ill. 60606. Phone: (312) AN 3-5252.**

WNMP: 1,000 watts. Daytimer. **Music format: Conservative (100%).** Special programming: Northwestern Univ. Football. "Capitol Comment," with Charles Cleveland, interviews with local VIP's, 1:05-1:30 p.m., Sun. Henry C. Baskin is director of news dept. 5-min. news on the hr., headlines on the half-hr. during traffic times. New records selected for air-play by committee of station personnel. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Jack Zemater. Prog. dir., John Roberts. Send records to Mr. Roberts, 1710 Orrington, Evanston, Ill. 60201. Phone: (312) 475-1590.**

WNUS: 5,000 watts. On the air 24 hrs. **Music format: News (100%). Pres., Gordon B. McLendon. Wrigley Bldg., Tower, Chicago, Ill. 60611. Phone: (312) 321-0001.**

WNUS-FM: ERP 36,000 watts. Simulcast with WNUS. **Address and other information same as WNUS.**

WNWC-FM: ERP 1,000 watts. On the air 18 hrs. **Music format: Pop Standard (70%)-Contemporary (30%).** Special programming: Football and basketball from 15 different schools. Fred Burton is director of 2-man news dept. Special equipment: walkie - talkies, wireless mike, short wave equipment. 5-min. news on the hr., extended news twice daily. New records selected for air-play by committee of station personnel. Playlist published weekly. Approximately 30 new singles and 12 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Wayne H. Smith. Send 1 copy of 45's and 1 copy of LP's to Mr. Smith, 2108 N.**

(Continued on page 40)

Radio & TV to Hail R. Sarnoff

NEW YORK — Robert W. Sarnoff, president of the Radio Corp. of America, will receive the International Radio and TV Society's Gold Medal for 1967 at the society's 27th anniversary banquet March 9 here at the Waldorf - Astoria. The award, to be presented for public service through broadcasting, has gone to David Sarnoff, chairman of the board of RCA; John F. Kennedy and Richard Nixon (jointly), Dr. Frank Stanton, president of the CBS; Bob Hope; Leonard G. Goldenson, president of ABC; Rosel H. Hyde, now chairman of the FCC, and Edwin W. Ebel, vice-president, advertising, General Foods.

SNOOKY LANSON, HOST of "The Snooky Lanson Show" on KTAL-TV, Shreveport, La., talks with guest artist Nat Stuckey, left, of Paula Records. Stuckey had just sung his country hit, "Sweet Thang" on the daily variety show.

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WHUC's Sing-Along Is Swinging Along

HUDSON, N. Y.—A sing-along format has been launched by WHUC here and station manager W. Irving Rose said last week that the new format has met with "stacks of mail" from approving listenerers.

Program director Earl Thomas said that the music played is not necessarily old records, though a large number of older songs in new versions are spun. "We don't play many slow tunes or many by female vocalists. Naturally, Mitch Miller gets into the act quite a lot . . . we're sort of establishing our image with him.

"We play no record that's extra noisy and especially none by kids who are nothing but glorified amateurs." The sing-along format is followed both day and night by the station and includes oldies such as "Fit as a Fiddle and Ready for Love" as well as standards like "I Could Have Danced All Night."

Promotion by the station harps on "if you can't sing along, hum along, tape your toe or whistle along, you're not listening to WHUC."

Though the sing-along format is not new (it was in use a few years ago by several stations), WHUC may be the only station using it now. Rose claims the format combines "into one day all the successful tunes of the past 50 years up to the latest release of 'Mame' and 'Happiness Is.'"

Philharmonic Play

NEW YORK — The New York Philharmonic concerts are now being broadcast each week on 100 radio stations nationwide. Carlo Moseley, Philharmonic managing director, said this is the largest number of stations to carry the concerts since the forming of the New York Philharmonic Radio Network four seasons ago.

Deejays Strum Deejays to Success

• Continued from page 34

I'll get a telephone call now and then from some station manager who'll say that he hears I've got a good operation with country music and he's thinking about putting his deejays in coveralls, having them speak with a twang, and playing records. I tell him to forget it. I feel country music fans can smell out a phony quick.

"Country music stations have one of the most loyal audiences in the world. And it's a huge audience." This audience may range from normal citizens to Cadillacs owners, he said. But they're intelligent listeners. "You can't talk down to them."

So Odom advises anyone switching to country music to obtain "knowledgeable disk jockeys, operate the station like any radio station should be run, and program modern country music." While he laments the danger some day in the future of country music stations losing their identities, he said the "reason for the present trend of adding violins and background voices to country music is to gain that middle audience who wouldn't ordinarily listen to country music radio."

KHAT has been successful at reaching a sizable audience.

He felt it was the type of audience, even more than the size, that counted. There are 19 AM stations in the area.

Two factors have contributed largely to country music's success—the image created by the Country Music Association and such hard-working members as Steve Sholes, Ken Nelson, Tex Ritter, Gene Autry and Connie B. Gay. "These people gave so much of their time, money, and influence to promote the country music field." The country music spectaculars presented by CMA in Los Angeles, New York, Chicago, and Detroit also helped, he said, because "they got business and advertising executives talking about country music."

The Adam Young Agency helped KHAT tremendously. "These people, until recently, never had a country music station. But they boosted our monthly national business from $800 to $5,000. These guys believe in it . . . and they sell it." He especially lauded Bill Wallace.

STATIONS BY FORMAT

• Continued from page 38

State Rd., Arlington Heights, Ill. 60004. Phone: (312) 259-1030.

WOPA: 1,000 watts day, 250 watts night. On the air 24 hrs. Owned by Village Broadcasting Co. **Music format: Pop Standard (40%)-Standard (20%)-Contemporary (20%)-Country (10%)-(5%)-Jazz (5%).** Editorializes occasionally. Special programming: Oak Park-River Forest Football. Fenwick Basketball. "West Suburban Forum," with Wayne Osborne, interviews, 10-10:30 p.m., Tue. and Thurs. "Naborhood Hour," with Wayne Osborne, interviews, commentary, 4:4:30 p.m., M-F. Wayne Osborne is director of 6-man news dept. 5-min. news on the hr., headlines on the half-hr., extended news occasionally. **Comedy LP's** and **Folk Music** featured on "Memory Lane," with Art Hellyer, 8 a.m.-4 p.m., M-Sat. New records selected for air-play by committee of station personnel. Approximately 25 new singles and 15 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Al Michel. Prog. dir., Edward Kutta. Send 1 copy of 45's and 1 copy of LP's to Mr. Michel, 408 S. Oak Park Ave., Oak Park, Ill. 60302. Phone: (312) 378-4653.**

WOPA-FM: ERP 17,000 watts. **Music Format: Standard (85%)-Contemporary (5%)-Pop Standard (5%)-Conservative (5%).** Simulcast 15% of the 24 hrs. **FM Prog. dir., Art Hellyer. Address and other information same as WOPA.**

WRSV-FM: ERP 1,000 watts. On the air 6 a.m.-midnight. **Music format: Standard (65%)-Classical (30%)-Jazz (3%)-Other (2%).** Special programming: High School Football and Basketball. Loyola Univ. Basketball. "Del Clark Interviews," live from Jimmy Wong's Restaurant, 7-8 p.m., M-F. "Ideas for Better Living," with Bill Cullen and Betsy Palmer. Roger Allen is director of news dept. 5-min. news twice daily. **Comedy LP's, Folk Music** and **Jazz** included in regular programming. New records selected for air-play by committee of station personnel. 8-10 new LP's programmed weekly. **Gen'l mgr., Mrs. Russell Stebbins. Prog. dir., Joe Edwards. Manager, Ed Lucht. Send 1 copy of LP's to Mr. Lucht, 3611 Oakton St., Skokie, Ill. Phone: 677-5900.**

WSBC: 1,000 watts. **Music format: Foreign (95%).** Special programming: "Latin Club of the Air," Henry Bellagamba, Latin-American, 2-3 p.m., M-Sat. Phil Anthony is director of 3-man news dept. 5-min. news and headlines at various times. **Jazz** featured on "Modern Jazz Set," with Larry Smith, 11-11:30 p.m., M-F. New records selected for air-play by program director. Approximately 20 new singles and 10 new LP's programmed weekly. **Gen'l mgr., Louis B. Lee. Prog. dir., Roy J. Bellavia. Send 4 copies of 45's and 4 copies of LP's to Mr. Bellavia, 24000 W. Madison, Chicago, Ill. 60612. Phone: (312) MO 6-9060.**

WSDM-FM ERP 75,000 watts stereo. On the air 24 hrs. Owned by L & P Broadcasting Corp. **Music format: Pop Standard (50%)-Jazz (40%)-Comedy (10%).** Tom O'Connell is director of 3-man news dept. 3-min. news on the hr. 6-9 a.m. and 3-10 p.m., headlines on the half-hr. 6-9:30 a.m. **Comedy LP's** and **Jazz** included in regular programming. New records selected for air-play by music director. Approximately 10 new singles and 15 new LP's programmed weekly. Record promotion people are seen Mon. & Tue. **Gen'l mgr., Mickey Shorr. Prog. dir., Linda Smith. Music dir., Burt Burdeen. Send 2 copies of 45's and 2 copies of stereo LP's to Mr. Burdeen, 3350 S. Kedzie, Chicago, Ill. 60623. Phone: (312) 847-2600. FM affiliate for WVON.**

WTAQ: 5,000 watts days, 500 watts nights. On the air 24 hrs. **Mgr., Arthur L. Schlaman. Send records to Box 408, LaGrange, Ill. 60526. Phone: (312) 352-1300.**

WTAS-FM: ERP 3,000 watts. On the air 6 a.m.-midnight. **Gen'l mgr., William Beindorff. Send records to 119 Olympia Plaza, Chicago Heights, Ill. 60411. Phone: (312) 756-6100.**

WVON: 1,000 watts. On the air 24 hrs. **Music format: Rhythm & Blues (90%)-Gospel (10%).** Editorializes seven times daily. Special Programming: "Hot Line," with Wesley South, audience call-in, interviews, 11 p.m. - midnight, M-F. "Breakfast Party," with Franklin McCarthy, audience participation, 10:15-11 a.m., Sat. "On the Scene With Bernadine," with Bernadine Washington, women's interest, 1-2 min. 7 times daily. Roy Wood is director of 3-man news dept. Special equipment: 2 mobile units. 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by program director. Playlist published weekly. **Prog. dir., Lucky Cordell. Send 3 copies of 45's and 3 copies of stereo LP's to Mr. Cordell, 3350 S. Kedzie, Chicago, Ill. 60623. Phone: (312) 847-2600.**

WWCA: 1,000 watts. On the air 19 hrs. **Music format: Pop Standard (50%)-Rhythm & Blues (27%)-Religious (10%)-Contemporary (6%)-Classical (5%)-Jazz (2%).** Editorializes weekly. Special programming: Game of the Week football, basketball, Little League baseball. Indiana Univ. football, basketball in season. "Sound Off," with Ted Thorne & Bob Paterson, audience call-in, 12:30-1 p.m. & 6:30-7 p.m., M-F. "Ted Thorne Show," interview, commentary, 12:15-12:30 p.m., M-F. "Warren Freibers Show," interview, audience call-in, 7-9 p.m., Sat. "Peggy Page Show," women's interest, 5-min. at 10:30, 11:30 a.m., 2:30, 3:30 p.m., M-F. "Trading Post," with Bob Munday, audience call-in, 1:30-2 p.m., M-F. Ted Thorne is director of 3-man news dept. Special equipment: 2 mobile units. 5-min. news on the half-hr, 5-9 a.m., extended news at 7 a.m., 8 a.m., noon, 5 p.m. **Comedy LP's** and **Jazz** included in regular programming. New records selected for air-play by committee of station personnel. 5-7 new singles and 3 new LP's programmed weekly. Record promotion people are seen M-F. **Gen'l mgr., Jos. A. Haas. Prog. dir., Rom Higgins. Music dir., Matt Hart. Send 2 copies of 45's and 1 copy of LP's to Mr. Hart, 545 Broadway, Gary, Ind. 46402.**

WXFM-FM: ERP 50,000 watts stereo. On the air 24 hrs. **Gen'l mgr., Robert C. Victor. Prog. dir., Al Von Maisch. Sta. mgr., S. Olson. Send records to Mr. Olson, 333 N. Michigan Ave., Chicago, Ill. Phone (312) WH 3-7474.**

WXRT-FM: ERP 55,000 watts. On the air 18 hrs. **Music format: Foreign Language (75)-Jazz (25%).** Bill Horalen is director of 3-man news dept. 5-min. news and headlines at various times. **Comedy LP's** featured on "Comedy Corner," with Jack Quiman, 11 p.m., Thurs. **Jazz** featured on "Nitecap," with Phil Anthony, 11 p.m., M-Sat. New records selected for air-play by program director. Approximately 10 new singles and 5 new LP's programmed weekly. **Gen'l mgr., Louis B. Lee. Prog. dir., Roy J. Bellavia. Send 5 copies of 45's and 5 copies of LP's to Mr. Bellavia, 2400 W. Madison, Chicago, Ill. 60612. Phone: (312) MO 6-9060.**

WYCA-FM: ERP 30,000 watts stereo. On the air 6-1 a.m. Owned by Crawford Broadcasting Co. **Music format: Religious and Foreign Language.** Special programming: Chicago Christian High School Basketball. Valparaiso Univ. Football and Basketball. "Record Corner," with Roy Tobin, religious record pitch, 9:05 p.m., M-F. James Sullivan is director of news dept. Special equipment: mobile unit with mobile transmitter. Extended news 5 times daily. New records selected for air-play by gen'l mgr. Record promotion people are seen M-F. **Gen'l mgr., Roy F. Tobin. Send LP's to Mr. Tobin, 2035 164th Place, Hammond, Ind. 46320. Phone: (219) 844-2455.**

HOT 100 STARS

ARBORS
Date Records

The Arbors are clean-cut ex-college students of the University of Michigan. After military service, the quartet became staff artists on WBBM, Chicago and, for more than a year, were featured on two morning radio shows. They recently completed a tour with Dinah Shore that included performances at Harrah's, Lake Tahoe; the Sahara, Las Vegas; and the Valley Music Hall, Salt Lake City.

The Arbors first record, "A Symphony for Susan"—No. 65 this week on the Hot 100 chart—was produced by Richard E. Carney, head of Carney Records, for Date Records.

There'll Always Be A...

WINTER WONDERLAND

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Nobody Takes Care of Business like... "The Professionals"

Here is the Original Soundtrack recording from the new movie LIFE Magazine says is "...pure joy...the kind of film one truly thirsts for these days..."This album is packed to the hilt with all the drama and high-tension flavor of the new fast-paced motion picture, and is sure to stir up big consumer demand. The songs are Mexican styled... it's timed to coincide with the film's release—all of which makes for strong sales action—so set your sights on this one. It's got to be a mover!

COMO/COSO-5001

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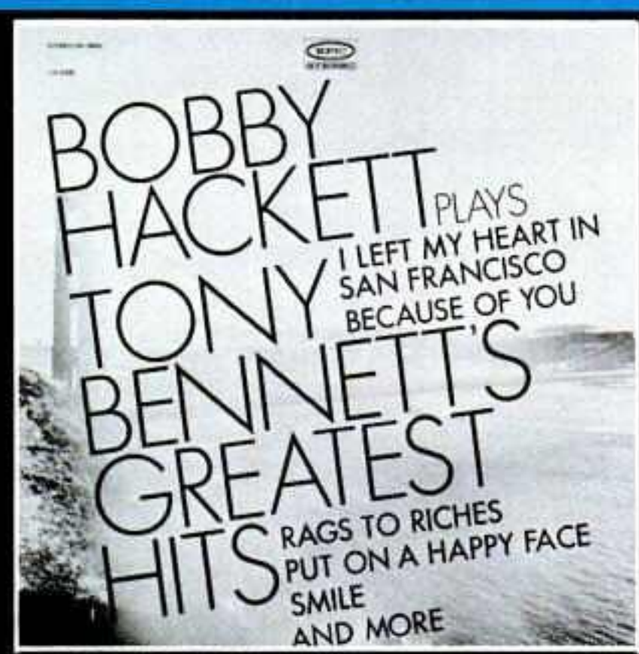
The many faces of Epic Records are reflected in six new releases

LN 24219/BN 26219*



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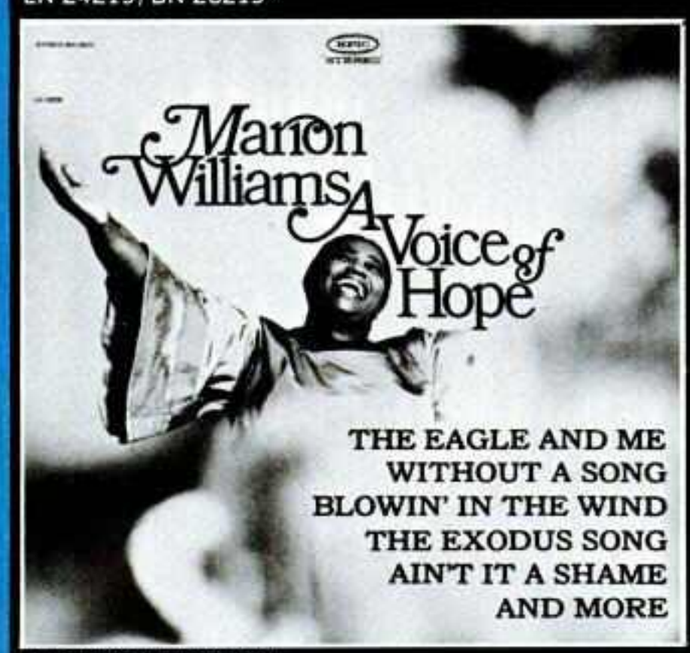
LN 24221/BN 26221*



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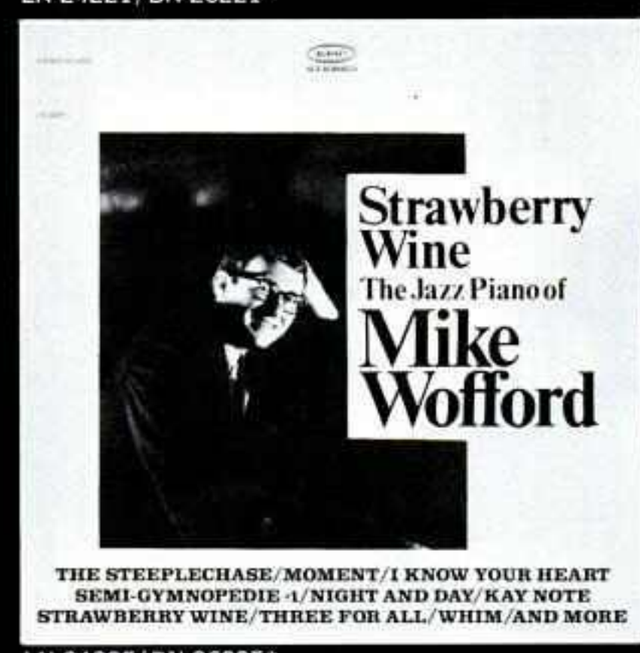
LN 24224/BN 26224*



LN 24225/BN 26225*

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Fireworks for Thanksgiving!

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THE COUNTRY ALBUM
OF ALL TIME

Country Opera
The Legend of Johnny Brown
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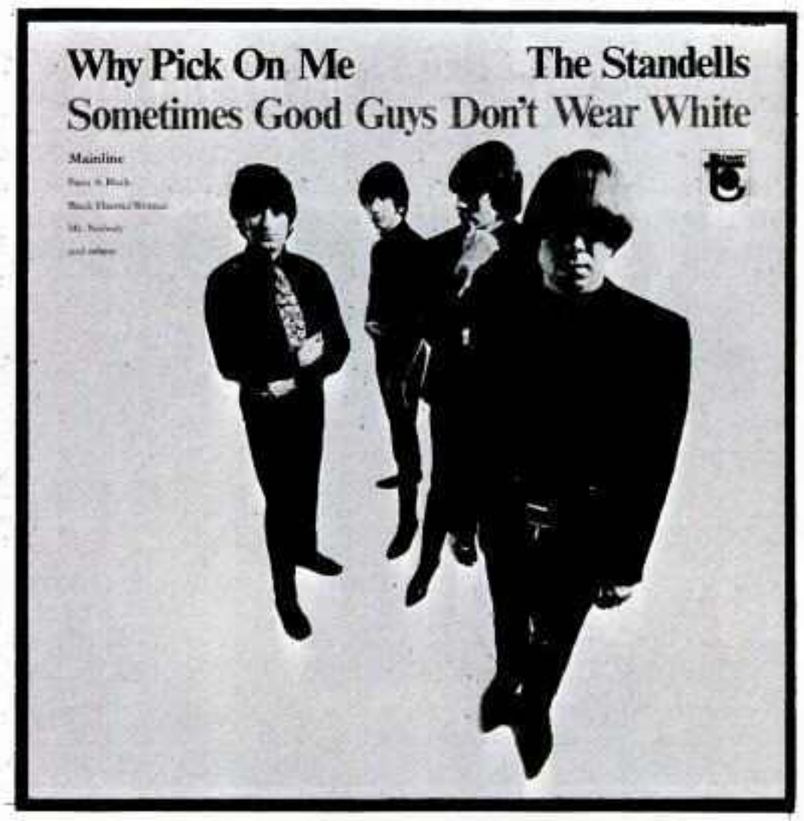
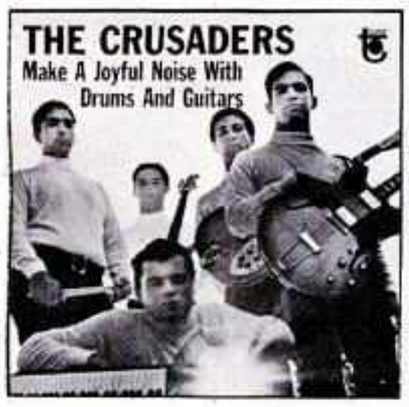
ANOTHER HOT ONE
BY THE HOT ONES

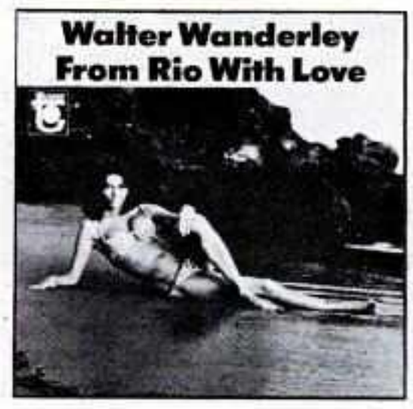


The Standells
Why Pick On Me
(S) T5044

THESE HOT ALBUMS



The Crusaders
(S) T5048



Walter Wanderley
From Rio With Love
(S) T5047

Band Of The Irish Guards
Marching With The Beatles
(S) T5046

The Wild Angels
(D) T5043

Ian Whitcomb's
Mod Mod Music Hall
(S) T5042

THESE HOT SINGLES

WHY PICK ON ME - THE STANDELLS #282

I'M NOT YOUR STEPPING STONE - THE REBOUNDS #288

WINCHESTER CATHEDRAL - DANA ROLLIN #283

WHERE DID ROBINSON CRUSOE GO WITH FRIDAY ON SATURDAY NIGHT
IAN WHITCOMB #274

THEME FROM THE WILD ANGELS - DAVIE ALLAN & THE ARROWS #267

HI, HOW ARE YOU - THE SUNRAYS #290

CARLA - CHUCK & RAY #289

LET'S RUN AWAY - THE STACCATOS #277

LITTLE DRUMMER BOY - THE CRUSADERS #286

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Stock in Yards & Jazz

• Continued from page 36

tures figure prominently, too.

Everybody, Owens included, gets in on the jazz scene, with upward of 15,000 individual selections being aired a week from a metiuclously organized library of 10,000 albums guarded over by librarian Tim Hillyer who doubles as writer, market analysist, and host to promotion men who find the 1,000-watter's door open seven days a week.

Faye holds down the 6 a.m.-8 a.m. slot, alternating instrumentals by artists like Ramsey Lewis, Richard (Groove) Holmes and Jimmy Smith with vocalists such as Streisand, Wilson and Sinatra. Faye also has an evening show.

Daddy-O's Schedule

Daddy-O, in reality Holmes (Daddy-O) Daylie, who developed the Ramsey Lewis group on Argo in 1956 and discovered such artists as Gloria Lynne and Nina Simone, holds forth mornings from 9:05 a.m. to noon and is back for an hour in the afternoon.

Owens, who holds down the 12 noon-2 p.m. slot, has, as do several other WAAF staffers, his own commercial accounts, Quaker Oats, Falstaff, U. S. Rubber and P. Lorillard. Daylie represents accounts like Ford, Kellogg and Anheuser Busch while Faye's sponsors include Liggett & Meyers, Pepsi-Cola and Manor House Coffee. National sponsors such as these typify the outlet's commercial set-up.

The station features many archives programs such as Daddo-O's Friday "Killer Show," which spotlights jazz giants of the past such as Parker, Goodman, Lester Young and Billie Holiday and Buckley's weekend series which will include cuts from Jelly Roll Morton, Colman Hawkins, Louis Armstrong and Jimmy Lunceford.

Buckley, on from 1 p.m.-3:30 p.m. Saturday and Sunday and from 4 p.m. to 6 p.m. plays hard core jazz, too, such as Sonny Rollins, Wes Montgomery, Theloneous Monk and Duke Ellington. Lou House, pulling a morning weekend show from 7 a.m.-10 a.m. adheres more to straight jazz of the Jazz Crusaders, Eddie Harris and Jimmy McGriff variety. Mary Merridee goes for Basie, Lou Rawls and Quincy Jones in her weekend 1:30-2:30 p.m. shows.

HERE THEY ARE—

two soul rockets

"BACK IN THE SAME OLD BAG AGAIN"

Bobby Bland

DUKE #412

"MAN OR MOUSE"

Junior Parker

DUKE #413

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A Colorful Team

NASHVILLE — The Lester Flatt and Earl Scruggs syndicated TV series—launched in 1955—will be shown in color beginning Nov. 12.

LISTENERS INTERVIEW Warner Bros.' Freddy Cannon, left, during recent stop at WCFL-Radio, Chicago. It happened on Joel Sebastian's "Action Line" program. The station is moving toward audience participation.

"There's a growing R & B market in Britain, you know."

"So they tell me. I hear there's a cool magazine they publish that's devoted entirely to American R & B and Soul artists."

"You're dead right there is. Solomon Burke described it as 'the only Soul book with Soul', and they're interested in getting all the information they can to help promote American R & B."

"Sounds good, how can I get a copy?"

"Easy. Just drop them a line at 139 Church Road, Bexleyheath, Kent, England, and they'll send you a free copy. Remember they need to hear from you too so that they can compile features and articles on your R&B artists and records."

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Say You Saw It in Billboard

Billboard SPECIAL SURVEY for Week Ending 11/19/66

TOP SELLING R & B SINGLES

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

Billboard Award

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	3	**KNOCK ON WOOD** Eddie Floyd, Stax 194 (East, BMI)	13
2	2	**REACH OUT, I'LL BE THERE** Four Tops, Motown 1098 (Jobete, BMI)	11
3	1	**LOVE IS A HURTIN' THING** Lou Rawls, Capitol 5709 (Rawlou, BMI)	12
4	4	**BUT IT'S ALRIGHT** J. J. Jackson, Calla 119 (Tamelrosa, BMI)	8
5	5	**WHISPERS** Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	7
6	8	**DON'T ANSWER THE DOOR** B. B. King, ABC 10856 (Mercedes, BMI)	6
7	9	**DON'T BE A DROP OUT** James Brown & His Famous Flames, King 6056 (Dynatone, BMI)	6
8	44	**YOU KEEP ME HANGIN' ON** Supremes, Motown 1101 (Jobete, BMI)	2
9	45	**I'M READY FOR LOVE** Martha & the Vandellas, Gordy 7056 (Jobete, BMI)	2
10	10	**I'M YOUR PUPPET** James & Bobby Purify, Bell 649 (Fame, BMI)	9
11	11	**STAY WITH ME** Lorraine Ellison, Warner Bros. 5850 (Ragmar-Crenshaw, BMI)	6
12	13	**HEAVEN MUST HAVE SENT YOU** Elgins, V.I.P. 25037 (Jobete, BMI)	9
13	6	**B-A-B-Y** Carla Thomas, Stax 195 (East, BMI)	12
14	7	**BEAUTY IS ONLY SKIN DEEP** Temptations, Gordy 7055 (Jobete, BMI)	13
15	14	**FA-FA-FA-FA-FA** Otis Redding, Volt 138 (East-Redwal, BMI)	7
16	18	**SECRET LOVE** Billy Stewart, Chess 1978 (Remick, ASCAP)	5
17	17	**WHAT BECOMES OF THE BROKEN-HEARTED** Jimmy Ruffin, Soul 35022 (Jobete, BMI)	16
18	19	**SHAKE YOUR TAMBOURINE** Bobby Marchan, Cameo 429 (Tree, BMI)	7
19	25	**IT TEARS ME UP** Percy Sledge, Atlantic 2358 (Fame, BMI)	9
20	23	**I JUST DON'T KNOW WHAT TO DO** Dionne Warwick, Scepter 12167 (U.S. Songs, ASCAP)	6
21	22	**BANG! BANG!** Joe Cuba Sextet, Tico 475 (Cordon, BMI)	6
22	20	**I'VE GOT TO DO A LITTLE BIT BETTER** Joe Tex, Dial 4045 (Tree, BMI)	6
23	24	**SAID I WASN'T GONNA TELL NOBODY** Sam & Dave, Stax 198 (East-Pronto, BMI)	9
24	12	**STAND IN FOR LOVE** O'Jays, Imperial 66197 (Metric-Barnew, BMI)	9
25	26	**NEVER LET ME GO** Van Dykes, Mala 539 (Aim-Cha-Stew, BMI)	5
26	15	**DAY TRIPPER** Vontastics, St. Lawrence 1014 (Maclen, BMI)	12
27	16	**I WANT TO BE WITH YOU** Dee Dee Warwick, Mercury 72584 (Morley, ASCAP)	16
28	27	**BABY, DO THE PHILLY DOG** Olympics, Mirwood 5523 (Keymen-Mirwood, BMI)	9
29	32	**STANDING ON GUARD** Falcons, Big Wheel 1967 (Maples & Big Wheel, BMI)	4
30	36	**POURING WATER ON A DROWNING MAN** James Carr, Goldwax 311 (Pronto-Quinvy, BMI)	4
31	47	**DON'T PASS ME BY** Big Maybelle, Ro Jac 14969 (Streetcar, BMI)	2
32	48	**HYMN #5** Mighty Hannibal, Shurfine 021 (Bold lad, BMI)	2
33	46	**PEAK OF LOVE** Bobby McClure, Checker 1156 (Chevis, BMI)	2
34	31	**HE'LL BE BACK** Players, Minit 32001 (Stanc, BMI)	16
35	34	**POVERTY** Bobby Bland, Duke 408 (Don, BMI)	10
36	41	**I BET'CHA (COULDN'T LOVE ME)** Manhattans, Carnival 522 (Sanavan, BMI)	3
37	42	**COME BACK** 5 Stair-Steps, Windy C 603 (Camad, BMI)	3
38	49	**AM I A LOSER** Eddie Holman, Parkway 106 (Harthon/Cameo, Parkway, BMI)	2
39	40	**I'LL MAKE IT EASY (If You'll Come on Home)** Incredibles, Audio Arts 60.001 (Madelon, BMI)	4
40	35	**CAN YOU BLAME ME** Jimmy Norman, Samar 116 (Box Art, BMI)	5
41	—	Booker T & the MG's, Stax 196 (East-Bell, BMI)	1
42	30	**UP TIGHT** Ramsey Lewis, Cadet 5547 (Jobete, BMI)	5
43	43	**FUNCTION AT THE JUNCTION** Shorty Long, Soul 35021 (Jobete, BMI)	8
44	—	**A PLACE IN THE SUN** Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	1
45	—	**DEVIL WITH ANGEL'S SMILE** Intruders, Gamble 203 (Razorsharpe, BMI)	1
46	—	**HOLY COW** Lee Dorsey, Amy 965 (Marsaint, BMI)	1
47	—	**A CORNER IN THE SUN** Walter Jackson, Okeh 7260 (Blackwood-Blue Chip, BMI)	1
48	—	**AND I LOVE HER** Vibrations, Okeh 7257 (Maclen, BMI)	1
49	50	**I FOOLED YOU THIS TIME** Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	2
50	—	**CRY LIKE A BABY** Aretha Franklin, Columbia 43827 (Blackwood, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 11/19/66

TOP SELLING R & B LP's

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

Billboard Award

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	2	**LOU RAWLS SOULIN'** Capitol T 2566 (M); ST 2566 (S)	12
2	1	**SUPREMES A' GO-GO** Motown MLP 649 (M); SLP 649 (S)	9
3	5	**THE EXCITING WILSON PICKETT** Atlantic 8129 (M); SD 8129 (S)	13
4	4	**WADE IN THE WATER** Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	12
5	3	**ON TOP** Four Tops, Motown MLP 647 (M); SLP 647 (S)	13
6	6	**GETTIN' READY** Temptations, Gordy GLP 918 (M); SLP 918 (S)	20
7	7	**RAY'S MOODS** Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABCS 550 (S)	8
8	9	**TEQUILA** Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	13
9	10	**LIVING SOUL** Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	7
10	8	**LOU RAWLS LIVE!** Capitol T 2459 (M); ST 2459 (S)	30
11	11	**CARLA** Carla Thomas, Stax 709 (M); SD 709 (S)	5
12	14	**WILD IS THE WIND** Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S)	12
13	12	**ROAD RUNNER** Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	12
14	13	**HOLD ON! I'M COMIN'** Sam & Dave, Stax 708 (M); SD 708 (S)	17
15	15	**SOUL BROTHER #1** James Brown & His Famous Flames, King 985 (M); S 985 (S)	11
16	16	**TENDER LOVING CARE** Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	13
17	20	**ALFIE** Sonny Rollins, Impulse A 9111 (M); AS 9111 (S)	4
18	18	**THE NEW LEE DORSEY** Amy 8011 (M); 8011 (S)	4
19	19	**A CHANGE IS GONNA COME** Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	14
20	22	**SOUL MESSAGE** Richard (Groove) Holmes, Prestige PR 7435 (M) PRS 7435 (S)	2
21	17	**SOUL OF THE MAN** Bobby Bland, Duke DLP 79 (M); SLP 79 (S)	6
22	—	**WARM AND TENDER SOUL** Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	1
23	—	**HE'LL BE BACK** Players, Minit LP 40006 (M); LP 24006 (S)	1
24	—	**A COLLECTION OF 16 BIG HITS, VOL. 5** Various Artists, Motown M 651 (M); S 651 (S)	1
25	—	**THE OTIS REDDING DICTIONARY OF SOUL** Volt 415 (M); S 415 (S)	1

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ALBUM REVIEWS (continued)

POP SPOTLIGHT

A PERFECT BLEND

Si Zentner Orchestra/Johnny Mann Singers. Liberty LRP 3483 (M); LST 7483 (S)

The album is aptly named. Si Zentner's brass and the female voices of the Johnny Mann Singers combine with such old favorites as "Marie," "Dream," "Paper Doll" and "If I Didn't Care." The result is real easy listening.

POP SPOTLIGHT

TEQUILA & CREAM

Ruben Rodriguez & His Guadalajara Kings. Liberty LRP 3466 (M); LST 7466 (S)

This LP has every touch of the Latin rock to please 100 per cent of the Latin as well as the pop market. A fantastic, surging collection of tunes, including "I Remember You" like you never heard it before. Radio stations needing some exciting material should play this, thus boosting sales.

LOW PRICE POP SPOTLIGHT

LATIN SOUL

Living Marimbas. RCA Camden CAL 2105 (M); CAS 2105 (S)

A sensational LP capitalizing on the always popular Latin sounds. A highly enjoyable, highly commercial LP with such tunes as "Melodie d'Amour," "Mexicali Rose" and "Allaen el Rancho Grande." Consistent sales predicted.

COUNTRY SPOTLIGHT

WANTED FOR MURDER

Homer and Jethro. RCA Victor LPM 3673 (M); LSP 3673 (S)

This album is aptly named because these notorious song-murders do it again, slashing up in horribly funny fashion such hit tunes as "I Love You Drops," "I Want to Go With You" and "Tiger by the Tail." A big seller, as usual.

SEE ALBUM REVIEWS ON BACK COVER

CLASSICAL SPOTLIGHT

VARESE ARCANA/MARTIN: CONCERTO

Chicago Symphony (Martinon). RCA Victor LM 2914 (M); LSC 2914 (S)

An album cover description reference to "The Virtuoso Sound of the Chicago Symphony Orchestra" is borne out in these two modern works under Jean Martinon. The Martin "Concerto for Seven Wind Instruments, Timpani, Percussion and String Orchestra" gives the Chicago ample opportunity to display its virtuosity. "Arcana" also is played brilliantly.

CLASSICAL SPOTLIGHT

MOZART SINFONIE CONCERTANTI KV 364 & KV 297b

Berlin Philharmonie (Bohm). Deutsche Grammophon LPM 39 156 (M); SLPM 139 156 (S)

These are two first-rate readings with Boehm's baton leading the way. On Side A, soloists Thomas Brandis and Giusto Cappone perform smoothly and blend well together. The more popular second concertante, Side B, stands out with five solo passages strung tightly together by Boehm.

CLASSICAL SPOTLIGHT

STRAVINSKY CONDUCTS PERSEPHONE

Various Artists/Columbia Symphony. Columbia ML 6319 (M); MS 6919 (S)

Stravinsky's musical "melodrama" is movingly performed under the composer's understanding direction. Honors in this first stereo pressing of this work must be shared by Vera Zorina in the spoken part of Persephone, tenor Michele Molese, the Ithaca College Concert Choir, Texas Boys Choir of Fort Worth and the Gregg Smith Singers as well as the orchestra.

CLASSICAL SPOTLIGHT

SCHUBERT: PIANO TRIO IN E FLAT

Trio di Trieste. Deutsche Grammophon LPM 39 106 (M); SLPM 139 106 (S)

There's much character and strength in this interpretation that makes for delightful listening. Dialogs are developed with taste, and movements, slow or animated, give rise to freshness of idea. The Trio di Trieste is an outstanding unit.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

JE M'APPELLE BARBRA . . .
Barbra Streisand, Columbia CL 2547 (M); CS 8347 (S) (350-02547-3; 350-08347-5)

96 TEARS . . .
? (Question Mark) & the Mysterians, Cameo C 2004 (M); CS 2004 (S) (280-02004-3; 280-02004-5)

WATCH OUT . . .
Baja Marimba Band, A&M LP 118 (M); SP 4118 (S) (18-00118-3; 108-04118-5)

★ 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.

TERRY KNIGHT & THE PACK . . .
Lucky 11, LE 8000 (M); LE 8000 (S) (642-08000-3); 642-08000-5)

THE OTIS REDDING DICTIONARY OF SOUL . . .
Volt 415 (M); S 415 (S) (915-00415-3; 915-00415-5)

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

WARM AND TENDER SOUL . . .
Percy Sledge, Atlantic 8132 (M); 8132 SD (S) (180-08132-3; 180-08132-5)

THE UNFORGETTABLE NAT COLE SINGS THE GREAT SONGS . . .
Capitol T 2558 (M); ST 2558 (S) (300-02558-3; 300-02558-5)

"IN"-CITEMENT . . .
The Pair, Liberty LRP 3461 (M); LST 7461 (S) (630-03461-3; 630-07461-5)

THE BLUE THINGS . . .
RCA Victor LPM 3603 (M); 3603 (S) (775-03603-3; 775-03603-5)

50 GUITARS IN LOVE . . .
50 Guitars of Tommy Garrett, Liberty LMM 13037 (M); LSS 14037 (S) (630-13037-3; 630-14037-5)

COMMAND PERFORMANCE . . .
Doc Severinson, Command RS 904 (M); RS 904 SD (S) (855-00904-3; 855-00904-5)

LARA'S THEME . . .
Brass Ring, Dunhill D 50012 (M); DS 50012 (S) (445-50012-3; 445-50012-5)

QUIETLY THERE . . .
Chet Baker, World-Pacific WP 1847 (M); WPS 21847 (S) (947-01847-3; 947-21847-5)

FOREVER FRANK . . .
Frank Sinatra, Capitol T 2602 (M); DT 2602 (S) (300-02602-3; 300-02602-5)

EVERYBODY LOVES SOMEBODY . . .
Jerry Vale, Columbia CL 2530 (M); CS 9330 (S) (350-02530-3; 350-09330-5)

HOW SWEET IT IS . . .
Jackie Gleason, Capitol W 2582 M); SM 2582 (S) (300-02582-3; 300-02582-5)

HE'LL BE BACK . . .
Players, Minit LP 40006 (M); LP 24006 (S) (661-40006-3; 661-24006-5)

JACK JONES SINGS . . .
Kapp KL 1500 (M); KS 3500 (S) (605-01500-3; 605-03500-5)

JAZZ SPOTLIGHT

BOSS SOUNDS!

Shelley Manne. Atlantic SD 1469 (M)

Rack up one more for Shelly Manne. Two of the six numbers written by alto sax man Frank Strozier, demonstrate the varied talent of Shelley's supporting artists. They are "Idle One," slow and subtle, and "Frank's Tune," bluesy. Pianist Russ Freeman's contribution as a writer is a driving "You Name It." He's together ably here with Conte Candoli and Monty Budwig.

R&B SPOTLIGHT

TURNING POINT

Jimmy Holiday. Minit LP 40005 (M); LP 24005 (S)

"Give Me Your Love" puts a sock to this LP that is further amplified by Jimmy Holiday's hit—"Baby I Love You" and a charged "The Turning Point." The result is a high-voltage package guaranteed to set off a wildfire of sales.

RELIGIOUS SPOTLIGHT

JOHNNY CRAWFORD SINGS SONGS FROM THE RESTLESS ONES

Supreme M 110 (M); S 210 (S)

TV personality Johnny Crawford wraps up a tremendously beautiful—and commercial—LP here with tunes from Billy Graham's film "The Restless Ones" including "Ghost Riders in the Sky," "Precious Lord, Take My Hand" and "Somebody Bigger Than You and I." This LP could attract big sales from the movie.

JAZZ SPOTLIGHT

LES McCANN PLAYS THE HITS

Mercury LM 82041 (M); LS 86041 (S)

Some pop hits—"Sunny," "Pretty Flamingo," "Guantanamera"—get new dressing by Les McCann, who lends his own special jazzy piano spice to them. Both easy listening and jazz radio stations will find this LP excellent programming.

R&B SPOTLIGHT

HE'LL BE BACK

The Players. Minit LP 40006; (M); LP 24006 (S)

The Players' "He'll Be Back" hit will provide a healthy sales incentive for this album to put it quickly on the r&b album chart. Other tunes include "Sunny," "When a Man Loves a Woman" and "Get Hep to Love"—all performed with great soul.

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.

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From Bach to Baez: The Vanguard Story

By JOHN CONLY

A little more than a decade and a half ago, William Schwann began chronicling the second full year of microgroove, putting to bed the January 1951 issue of his "Long Playing Record Catalog. It listed 75 LP companies.

There are 10 times that many now, but the number signifies less; many of the later-year labels represent simply special occasions captured on tape. Schwann's 75 in 1951 were more like Tennyson's well-known 600. They were the companies that had rallied at once to the fair promise of LP. Only about a dozen of them—including, of course, Columbia, which had brought LP into being—had existed in the shellac 78-r.p.m. era. The rest, the new crew, were a rather wonderful breed, whose impact has not been lost even if they themselves have been.

They were a sort of spontaneous generation of wishful musicmakers (and one may include here the music of steam locomotives and red-eyed vireoa) whose wish had been delivered them by the economical twin boon of the tape recorder and the unbreakable vinyl disk. Their fidelity was as high idealistically as it was sonically.

Their main concentration was on the classics, though jazz and pure sound had adherents too. In particular they focused on treasures overpassed by their predecessors in the cautious, costly days of shellac. Party this was economic. A Purcell trio sonata is less expensive to record than a Wagner overture. Partly, too, though, it was aesthetic want. There had long been lots of "Lohengrin," but any Purcell was a rarity. And there had been no Charles Ives at all.

If the small new entrepreneurs were starry-eyed, no less so were their customers. A wag of those days told me once he prayed nightly: for his wife, his two children, and the Haydn Society. The names still conjure glamour, for those who remember: Allegro, EMS, Blue Note, Period, REB, Philharmonia, WCFM, Renaissance, Dial, Sounds-of-Our-Time, many others.

Among the classics purveyors, the front runners were probably, in succession, Allegro, Westminster (for a long time), and Vanguard/Bach Guild. Prominent in special areas were Cetra-Soria (complete Italian operas) and the Haydn Society; the former completely fulfilled its purpose before vanishing, the latter did not. There was no patent reason any of them could not have grown to the stature of at least a minor-major, but only one has done so, while maintaining its real identity.

This is Vanguard/Bach Guild, a synonym for the brothers Seymour and Maynard Solomon. When they started the Bach Guild, in midsummer 1950, Seymour was 26, Maynard 19. The latter, who is business manager, says now of their early competitors—a little nostalgically—that the chief reasons for the attrition were too must. haste, a general reluctance to learn business while promoting art, failure to stick to what they really know how to do, and possibly a too-localized point of view.

(Continued on page V-8)

EDITORIAL

Sweet 16 Party

Sixteen years ago, Seymour and Maynard Solomon started Vanguard Records on a shoestring and a mutual love of Bach. It would be dramatic to say that in 16 short years the Solomon brothers have fashioned a record empire and a label which ranks among the majors in sales volume. But it wouldn't be true.

But the Solomon brothers have proved that there is still room in the record business for quality and inventiveness. And they have also proved that an independent, with no help from a giant parent organization—and with no need for outside financing—can be an important force in the record industry.

Vanguard is an important force—make no mistake about that. Its album sales now top 5 million units a year, almost equally divided between folk-pop and classical. And more than any other label, Vanguard can be said to have pioneered the folk revival. The Everyman line is testimonial to its missionary work in the budget classical field. And the Bach Guild line still sets standards in the concert world.

The following pages are devoted to words and pictures about Vanguard's new offices and recording facilities and the people who work there. We trust it will contribute something to the understanding of Vanguard Records.

The experience of the Solomon brothers over the last 16 years proves that it's possible for an independent label to make it without a succession of chart busters; that quality product over a period of years, an intelligent anticipation of musical trends, and more important a love of good music—in any of the musical forms—will, in the end, prevail.

Vanguard Led Baroque Revival

By FRED KIRBY

A pioneer in both baroque recording and in the recording of original budget material, Vanguard Records has had a major impact on the classical disk field. In 1950, the Bach Guild released its first four records dealing with the baroque period. However, within two months Seymour and Maynard Solomon realized they could not limit themselves to one musical period and founded the Vanguard Recording Society.

All music up to about 1750 still appears under Bach Guild, including such well-known artists as Alfred Deller and the Deller Consort, Gustav Leonhardt, I Solisti di Zagreb, Anton Heiler, the Zurich Chamber Orchestra, Karl Scheidt, the Weiner Solisten, Teresa Stich-Randall and Felix Prohaska. Among the leading classical figures appearing on Vanguard in later music are Jeanne-Marie Darre, Felix Abravanel and the Utah Symphony, Mischa Elman, Willi Boskovsky, Erich Kunz, Allirio Diaz, Alexander Schneider, the Esterhazy Orchestra, Leopold Stokowski, Antonio Janigro and Sir Adrian Boult.

The Bach Guild has continued to offer original scores where available. An example of the care taken is the forthcoming "Orfeo ed Euridice," which will appear in Gluck's original Italian Vienna version of 1762. The package is aided by a 1775 teaching treatise, which explains how the work was first performed with examples. The edition was worked on for six months before Vanguard began recording for the Bach Guild label.

Another example is "The Virtuoso Trumpet." Here Vanguard officials spent almost a year just sorting out material to find appropriate repertoire for Volume 3, finally choosing eight selections out of 40 in a Bologna library. Very often Vanguard engages a musicologist to check on material. In addition, 15-20 musicologists regularly inform Vanguard when they come across music they think the company might be interested in recording.

The company also takes great care in selecting the highest quality analytical notes. Vanguard also tries to correlate the context of a pressing with the art work on the cover. Complete foreign language texts and translations are furnished with vocal sets.

The budget entry came about 1956 with Demonstration Records. Spurred by a wave of interest in high fidelity, this series had complete masterpieces at low price for the testing of equipment. This label was one of the first to offer original new recordings at budget prices. After about two and a half years, Vanguard changed its budget label to Everyman and greatly expanded its catalog. The best seller of the early Everyman disks was Sir John Barbirolli conducting a Vaughn Williams symphony.

Seymour Solomon explained Everyman was selected from the same quality point of view as that used for the regular price lines. He said the same degree of attention was given to the tape, mastering and pressing. Solomon explained that the quality of Vanguard's masters of 10-12 years ago were so high that, when remastered, they compared favorably with anything recorded in the past decade. He stressed that Vanguard was careful that none of the older material drawn upon for reissue purposes was technically inferior. However, close to 80 per cent of Everyman's releases are of new material.

New Vanguard material is recorded in the new New York studios or in Vienna. The company's Vienna studios, considered one of the finest in Europe, also is used by several majors. The majority of the Utah Symphony LP's are waxed in the Mormon Tabernacle in Salt Lake City, which is one of the few halls large enough for a recording of the Mahler "Symphony No. 8," one of the Utah's most memorable disks. The orchestra, which is touring Europe after a successful New York debut at Carnegie Hall, also records in the Music Hall of the University of Utah.

While Seymour and Maynard Solomon work closely on both classical and folk repertoire, Seymour Solomon follows through on the classical end. Sidney Finkelstein, who is director of editorial services, originates many classical a&r ideas. Jules Helfand, art director, also concentrates on classical pressings.

Among the many classical series released by the company are Bach cantatas, the English Madrigal school with the Deller Consort, madrigal masterpieces in Italian and French, Elizabethan and Jacobean music, music of Purcell and the virtuoso trumpet on Bach Guild. On Vanguard are the virtuoso flute, virtuoso oboe, German University Songs with Kunz, Songs of the Auvergne with Natania Dabrath, Viennese dances with Boskovsky, traditional songs by Roland Hayes, music of Vaughn Williams, Ernest Bloch music, the Alexander Schneider chamber series and the Esterhazy Orchestra in Haydn. In fact, the initial Bach Guild release of five Bach cantatas just about doubled the catalog of such music.

One of the reasons Vanguard has been able to retain many artists, according to Seymour Solomon, is "personal attention the artists get here. We can give more attention to artists than in big monolithic machines." The sales department, Solomon explained, was not expected to sell as many pressings by certain artists in order to register profits. Vanguard also has a lower cutoff point than any major company. If the firm's officials think it's a title worth keeping in the catalog it remains available.

Solomon estimated his cutout rate probably was the lowest in the industry. Records of historic importance are never deleted. According to Solomon, "A record company has a cultural obligation as well as sales." He said the repertoire was established as the result of "deliberate determination. Everything must be the apex of taste. People realize they can trust us. There is no justification for a record company unless it's a top company."

The Folk Approach to Pop Music

By AARON STERNFIELD

While many musicologists date the folk music revival with The Weavers' Carnegie Hall concert in April 1957, Vanguard Records anticipated the boom as early as 1953 when it recorded Germaine Montero in an album of French folk music. It followed shortly with folk albums by Martha Schlamme and Leon Bibb and had gained a foothold in the folk field before the historic Weavers concert.

Maynard Solomon, who is in charge of Vanguard's folk effort, feels that the folk revival of the late 1950's and early 1960's was due in part to the fact that pop music wasn't filling a need for middle class teen-agers and young adults. He recalls that folk music activity in the 1940's was considerable, and that it died down with the advent of rock 'n' roll the following decade.

Vanguard's role as a pioneer in the newly rediscovered folk field soon established it as the prestige label in its specialty, and artists of the stature of Joan Baez, Odetta, the Rooftop Singers and Ian and Sylvia were soon to sign Vanguard contracts.

On broad terms, slightly more than half of Vanguard's dollar volume is accounted for by folk sales, with the balance classical. However the term "folk" is used in a broad sense—it includes material which is folk-oriented, but which sells as pop.

Ian and Sylvia, is a case in point. On the group's first two albums, the repertoire was mainly established folk material, with some of their own compositions. The third album was a mixture of the artists's own compositions and traditional folk, while the fourth album was predominantly their own material.

Solomon sees the merging of folk and pop as part of a cycle. Much of our contemporary music is folk in lyric type and instrumentation. Pop music has borrowed from folk, and the dividing line between the two is, at times, a blurry one. Hence, the end of the folk boom.

However, once folk loses its identity as a specialized field, the reaction is due to set in. This will be in the form of another "folk revival," although with new artists and fresh material. And the cycle continues.

Solomon regards folk music—along with jazz, blues and country—as one of the few purely American musical forms, with its roots in the people and its story calculated to evoke sympathetic responses from the listener.

Vanguard's a&r policy is neither to buck the tide or ride with it—but to anticipate it. The move to folk in the early 1950's is one example of this policy.

Another is the label's attempt to augment its folk image with pop material which is folk-oriented. Ian and Sylvia's Philharmonic Hall concert could hardly be termed folk. Patrick Sky, who began as a folk singer, now has broadened his repertoire and enriched his style to appeal to a wide audience. And, of course, Buffy-Sainte Marie has both a folk and pop appeal. Joan Baez, who has 17 albums on Vanguard, also has a hit single and is "commercial" in the truest sense.

Solomon says the label takes "the folk approach to pop music." Vanguard is not denying its folk music heritage, but it refuses to remain stagnant by playing an infinite number of variations on the same theme.

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Announcing

THE NEW OFFICES & SOUND STUDIO OF VANGUARD RECORDS

It's hard to believe that we've grown so fast, we can't believe it ourselves, but there it is, we've busted out of all the seams and had to find a new home.

The move was necessitated by a major expansion of all departments—requiring more than double the space of the old Vanguard offices and shipping department at 154 West 14th Street.

THE OFFICES

And so here we are, at 71 West 23rd Street, in two stunning new fully air-conditioned floors of 13,000 gross feet each. One entire floor includes executive offices, editorial department, advertising and publicity departments, bookkeeping and data processing.

The engineering department, which includes laboratories and five re-recording studios, music library, tape vaults, and special A&R rooms, has a separate wing to itself from which the most magical of sounds emerge.

Our second floor is devoted to stock rooms and shipping, employing the newest methods of storing, warehousing and packing merchandise.

THE STUDIO

The new Vanguard studio at 214 West 23rd Street will be used to record folk, jazz, pop and classical music from chamber size to an orchestra of 50. The acoustical properties of the studio are unique in that they are equivalent to those of one of the fine small concert halls in Vienna. Additional acoustical changes have been made which will enable the engineers to control sound conditions at will. Thus, the auditorium serves as an all purpose recording studio enabling Vanguard to record anything from rock and roll to medium-large orchestra forces under acoustical conditions which are ideally suited to each of the works involved.

We think our new home is an omen of the future, for with pride in our past, we look with confidence to the future.

VANGUARD

Recordings for the Connoisseur

Offices at: 71 West 23rd Street, New York, N. Y. **Studio at:** 214 West 23rd Street, New York, N. Y.

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Vanguard Key Executives

Seymour Solomon

Seymour Solomon, president of Vanguard Recording Society, classical music director, and recording supervisor, as well as founding father of the original Bach Guild, was born 44 years ago in New York. At New York University he was probably the outstanding "left-handed violinist," and it was there that he was also bitten by the "Bach bug," conceiving an attachment for this giant composer, then considered highly "esoteric." After serving a hitch during World War II, he studied musicology at the graduate school of New York University. He became record reviewer for Musical America and Music Forum and Digest, and also did music commentary for radio stations. His favorite diversion is playing Mozart and Beethoven sonatas with his wife, who is an excellent pianist and also taught music. Long a record collector with whatever spare cash there was, he was continually frustrated in his quest for the kind of music he loved deeply and thought others should know better.

The birth of the long-playing record suddenly offered an opportunity to rectify this situation. In 1950, along with his younger brother, Maynard, also a musician, he set up "The Bach Guild," dedicated to putting on record the complete choral works of Johann Sebastian Bach, with the finest musicological heads working together towards as absolute an authenticity of performance as possible. The entire working capital which could be scraped together was invested in recording five Bach cantatas, in one gesture doubling the number of such works that had ever been issued to that date by U. S. record companies. The records sold and they were in business.

Maynard Solomon

Maynard Solomon, co-founder and co-owner of Vanguard, directs most of the major activities at the company. In addition, he is director of a&r of the folk and popular wing of Vanguard's repertoire.

Since 1950, when he graduated Phi Beta Kappa from Brooklyn College, and, after a two-week vacation, started Vanguard with his brother, Seymour, he has worked in virtually every area of administrative and creative detail. For a number of years he was familiar to dealers and distributors around the country as Vanguard's sales manager.

Since the mid-1950's, his activities in the folk music field have included signing, recording and producing such outstanding artists as Joan Baez, Ian and Sylvia, the Rooftop Singers, Buffy Sainte-Marie, Patrick Sky, Mimi and Richard Farina, John Hammond Jr., Jim Kweskin's Jug Band, Sandy Bull, Eric Andersen, Doc Watson, the Weavers, Odetta, Jan Peerce and Zero Mostel.

Herb Corsack

Herb Corsack, Vanguard's national sales manager, has been part of the Vanguard story from the very beginning. His title is somewhat misleading—he is national sales manager, but he's also a lot more. Corsack's sphere of activity extends to the shipping room, inventory control and in promotion and publicity. Like the two Solomons, Corsack's responsibilities are not limited by his title.

One of his responsibilities is to make sure that while Vanguard is rarely out of stock on catalog items, it is also never overloaded with excess stock.

Another important aspect of Corsack's duties include artist relations. Corsack, a record buff from way back, talks the language of the artist.

He is also the label's principal link with the distributors, making sure they are neither hyped nor undersold. In many cases the distributor will give Corsack a carte blanche to write the orders.

Sam Charters

Sam Charters, recording director and talent scout, joined the label a year ago.

His first releases, the Siegel/Schwall Band, Charley Musselwhite's South Side Band, and Junior Wells cover the latest styles to develop out of the Chicago blues scene—the Siegel/Schwall Band, a young group with a distinctive and personal blues sound, the Musselwhite band with its roots deep in the Chicago tradition, and Junior Wells, the latest addition to the list of great South Side performers that has included Muddy Waters, Howling Wolf and Chuck Berry.

Charters started his career as a jazz musician in San Francisco at the age of fourteen. He went to New Orleans to study clarinet with George Lewis, who, at that time, was the leader of the then famous New Orleans school of jazz. As time passed, Charters discovered there were no recordings or research being done on this period in jazz history, so he began to make tape recordings for his own files. What evolved from these personal researches was a five-volume study called "The Music of New Orleans" and it was on the Folkways label. The year 1950 found Charters deeply involved in writing and doing field recording. He started working with Folkways in 1956 and over a 10-year period produced over 100 records of Negro music, mostly jazz and blues. His first book, "Jazz: New Orleans," was published in 1958. There followed in rapid succession "The Country Blues, 1959; "The Poetry of the Blues," 1963; "Jazz: New York," 1964, and a three-volume work "The Blues Men" in 1966. In 1964 his documentary film "The Blues" was distributed by Brandon Films.

Charters has done field recording in some 20-odd trips to the American South, and has recorded the Indians in the American desert as well. He has recorded music of the Bahamas Sponge Fishermen, the Yaquis Indians of Northern Mexico, the natives of the British Honduras, England, Scotland, Northern Ireland, Western Ireland and the sounds of London. Included in his travels recently has been a research tour of Turkey, India and Japan.

Sidney Finkelstein

Sidney Finkelstein, Editor and company Musicologist, is the author of **Jazz: A People's Music** (Citadel Press, 1948), a book which has become a reference text in the music appreciation courses of many schools. Finkelstein, a thoughtful, perceptive writer about classical music and musicians, adds to the company braintrust with his cogent opinions about repertory and artists. His penetrating analyses are a welcome force in every area from advertising copy to the graphic phase of production. His jacket notes for Vanguard are among the finest in the field, and music buffs look

(Continued on page V-8)

Pop-Folk Artists on Vanguard

Eric Anderson

Joan Baez

Sandy Bull

Liam Clancy

Erik Darling

Manitas de Plata

Mimi and the late Richard Farina

Greenbriar Boys

John Hammond

The late Mississippi John Hurt

Ian and Sylvia

Skip James

Lisa Kindred

Jim Kweskin and the Jug Band

Judy Roderick

Rooftop Singers

Buffy Sainte-Marie

Patrick Sky

Jackie Washington

Doc Watson, right, shown with Merle Watson

The Weavers

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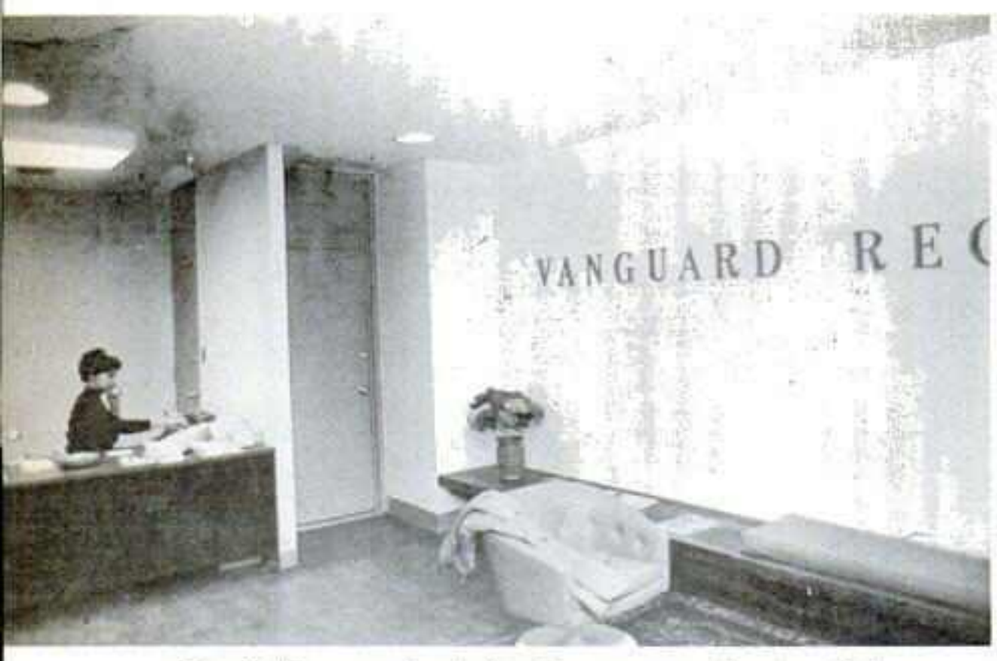

Seeing Ruth Brown at the switchboard is a great way of starting off the tour.

The founding fathers, circa 1950. Seymour and Maynard Solomon, left, Herb Corsack, right. The photo hangs on Corsack's wall.

Seymour Solomon, top, starts the day with jacket on and usually ends it with shirtsleeves. Maynard Solomon, bottom left, leaves a hot typewriter to answer a question. Bottom right: Seymour Solomon holds a board of strategy meeting with Hope Sheridan and Sidney Finkelstein.

Herb Corsack and Bill Fox discuss weighty matters.

Secretary Barbara Rosenbloom and Corsack go over some correspondence.

Corsack makes a point.

CAMERA EYE'S VIEW OF NEW VANGUARD OFFICES

Vanguard's new plant at 71 W. 23 Street, New York, consists of two fully air-conditioned floors and 13,000 square feet of offices, studios, conference rooms, shipping area and data processing facilities. The H. A. Levanne Company was the general contractor, and Wallace Kaminsky was the architect. What appears on these two pages was photographed by Mike Matzkin of Popular Photography.

The office crew hard at work.

Tony Manero, office manager, supervises the typewriter brigad

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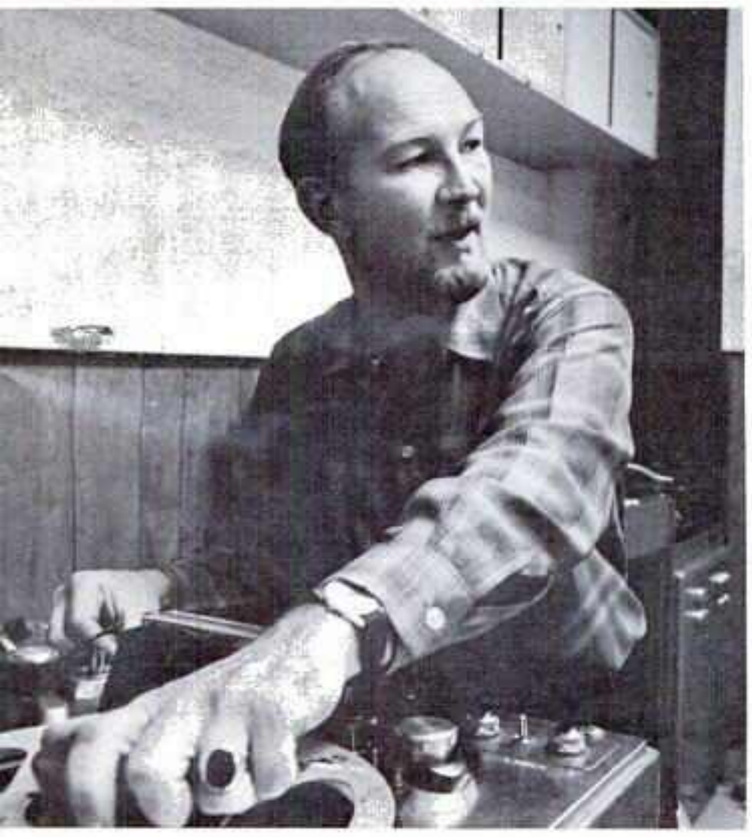
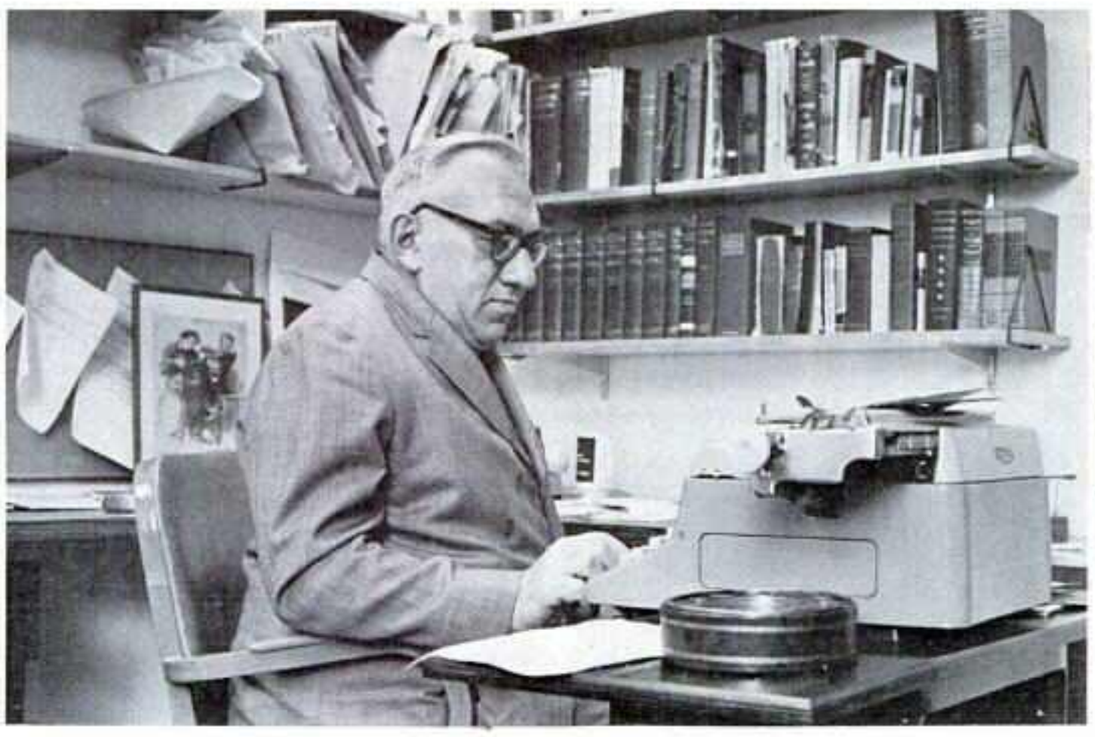


Top: Patrick Skye listens to the playback, as does a&r man Sam Charters, left, and engineer Eddie Friedner, right. Under: John Kryder, left, and Stanislaw Polonka install the new studio console. Under: Dick Todd times the tape. Bottom: Jack Lothrop does some editing.

The data processing room is a key part of the Vanguard operation.

Vanguard's first conference in the new conference room. Left to right, Bill Fox, Hope Sheridan, Maynard Solomon, Tony Manero, Seymour Solomon, Wallace Kaminsky and Herb Corsack.



Key cogs in the Vanguard wheel: Top left, Sidney Finkelstein, editor and musicologist; top right, Bill Fox, production co-ordinator: bottom left: Jules. Helfand, art director: bottom right, Hope Sheridan, public relations director.

Circus posters are used to promote Vanguard product. They also serve as wall decorations in Herb Corsack's office.

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Classical Artists on Vanguard Records

Maurice Abravanel

Julius Baker

Alfred Brendel

Sir Adrian Boult

Sir John Barbirolli

Leopold Stokowski

Willi Boskovsky

Jeanne-Marie Darre

Netania Davrath

Alfred Deller

Mischa Elman

Maureen Forrester

Vladimir Golschmann

Anton Heiller

Antonio Janiero

Charles Mackerras

Jan Peerce

Felix Prohaska

Alexander Schneider

Peter Serkin

Joseph Szigeti

Vanguard Best-Selling List

The following records have been selected by the sales staff of Vanguard Records as the best of catalog—records which should serve as a basic dealer inventory.

CLASSICAL—$4.79 MONO AND $5.79 STEREO

KUNZ: German University Songs (VRS-477—no stereo)
German University Songs, Vol. 2 (VRS-1010 & VSD-2009)
German University Songs, Vol. 3 (VRS-1035 & VSD-2020)
German University Songs, Vol. 4 (VRS-1045 & SD-2040)
MRAVINSKY: Shostakovich: Song of the Forest (VRS-422—No Stereo)
Shostakovich: Symphony #7 (VRS-6030/1—No Stereo)
ROSSI: Prokofiev: Alexander Nevsky (VRS-451—No Stereo)
ESKDALE: Haydn: Trumpet Concerto (VRS-454—No Stereo)
DELLER: The Three Ravens (VRS-479—No Stereo)
LIST: Gottschalk: The Banjo (VRS-485—No Stereo)
I SOLISTI DI ZAGREB: Serenata (VRS-1024 & VSD-2013)
LARDROT: Virtuoso Oboe (VRS-1025 & VSD-2036)
FORRESTER/REHFUSS: Mahler: Des Knaben Wunderhorn (VRS-1113 & VSD-2154)
UTAH SYMPHONY ORCHESTRA/ABRAVANEL, COND.: Mahler: Sym. No. 8 (VRS-1120/1 & VSD-71120/1)
BARTOK-SZIGETI: Sonata Recital (VRS-1130/1—Mono Only)
STOKOWSKI: Thomson: The Plow That Broke the Plains (VRS-1071 & VSD-2095)
The Instruments of the Orchestra (VRS-1017/8—No Stereo)

BACH—$4.79 MONO AND $5.79 STEREO

I Solisti di Zagreb: Vivaldi: The Four Seasons (BG-564 & BGS-5001)
I Solisti di Zagreb Play Vivaldi (BG-560)
I Solisti di Zagreb: The Virtuoso Trumpet (BG-617 & BGS-5041)
Prohaska: Bach: Magnificat in D/Cantata #50 (BG-555 & BGS-5005)
Prohaska: Bach: Cantatas #4/140 (BG-598 & BGS-5026)
Deller: Purcell: Come Ye Sons of Art (BG-635 & BGS-5047)
Woldike: Bach: Saint Matthew Passion (BG-594/7 & BGS-5022/5)
Scherchen, Cond.: Handel: Messiah (BG-631/3—Mono Only)
Appia: Gabrieli: Ceremonial & Processional Music (BG-581 & BGS-5004)

VANGUARD EVERYMAN—$1.98 MONO OR STEREO

SYM. NO. 3 EROICA & CORIOLAN (Boult) (Beethoven) VRS-127 & VSD-127SD
CHORUSES & ARIAS FROM ST. MATTHEW PASSION (Bach) VRS-128 & VSD-128SD
SONGS OF 16 GREAT FOLK SINGERS (Sound of Folk Music) VRS-125 & VSD-125SD
THE CREATION (Stich-Randall, Dermota, Felbermayer/Schoeffler/Woldike) 2—12" (Haydn) VRS-130/1
SYMPHONY NO. 1 (Barbirolli/Halle Orch.) Sibelius VRS-132 & VSD-132SD
LONDON SYMPHONY (Barbirolli/Halle) Vaughan Williams VRS-134 & VSD-134SD)
SYMPHONY NO. 4 (Barbirolli/Halle Orch.) (Tchaikowsky) VRS-135 & VSD-135SD
DOUBLE CTO/ACAD FESTIVAL (Campoli/Navarra/Barbirolli) (Brahms) VRS-136 & VSD-136SD
SYMPH. NO. 5/POHJOLAS DAUGHTER (Barbirolli Cond.) (Sibelius) VRS-137 & VSD-137SD
VOL. 2—16 FOLK ARTISTS & GROUPS (The Sound of Music) VRS-140 & VSD-140SD
SCHEHERAZADE (Rossi) (Rimsky-Korsakov) VRS-163 & VSD-163SD
SYMPH. NO. 41 "Jupiter"/3 Overtures (Phohaska) (Mozart) VRS-167 & VSD-167SD
NUTCRACKER BALLET—Complete 2 discs (Tchaikowsky) VRS-168/9 & VSD-168/9SD
4 HORN CONCERTOS (Linder/Swarowsky) (Mozart) VRS-173 & VSD-173SD
PETER & THE WOLF/LT. KIJE (Karloff/Rossi) (Prokofiev) VRS-174 & VSD-174SD
GOLDBERG VARIATIONS (Leonhardt, Harpsichord) (Bach) VRS-175 & VSD-175SD
SYMPHONY NO. 4 (Barbirolli/Halle Orch.) (Nielsen) VRS-179 & VSD-179SD
SIEGFRIED IDYLL/OVERTURES TO LOHENGRIN, RIENZI, MEISTERSINGER, ETC. (Schuricht) (Wagner) VRS-220 & VSD-220SD
BACH CANTATA NO. 80 EIN FESTE BURG & NO. 104 DU HIRTE ISRAEL (Soloists, Chorus, Orch.; Vandernoot Cond.) VRS-219 & VSD-219SD
B MINOR MASS (Alarie, Delfosse, Hoffman, Simoneau, Rehfuss) (Chorus, Orch.; Goehr Cond.) 2 Discs (Bach) VRS-216/7 & VSD-216/7SD
MISSA SOLEMNIS (Graf, Hoffman, Kretschmar, Wenk) (Chorus, Orch.; Goehr Cond.) 2 Discs VRS-214/5 & VSD-214/5SD
PICTURES AT AN EXH./NIGHT BALD MOUNTAIN (Golschmann) (Mussorgsky) VRS-210 & VSD-210SD
ROYAL FIREWORKS MUSIC/WATER MUSIC (Handel) VRS-209 & VSD-209SD
JEWISH MELODIES OF THE OLD COUNTRY (Decameron Orch.) VRS-200 & VSD-200SD
RUSSIAN MELODIES (Decameron Orch.) VRS-201 & VSD-201SD)
GAYNE (Khachaturian) Comedians (Kabalevsky) (Golschmann) VRS-207 & VSD-207SD

POP AND FOLK—$4.79 MONO AND $5.79 STEREO

JOAN BAEZ
Joan Baez VRS-9078 & VSD-2077 (R.I.A.A. Gold Record Award)
Joan Baez Vol. 2 VRS-9094 & VSD-2097 (R.I.A.A. Gold Record Award)
Joan Baez in Concert VRS-9113 & VSD-2122 (R.I.A.A. Gold Record Award)
Joan Baez in Concert VRS-9113 & VSD-2123
Joan Baez/5 VRS-9160 & VSD 79160
Farewell Angelina VRS-9200 & VSD-79200)
IAN & SYLVIA
Ian & Sylvia Folk Songs VRS-9109 & VSD-2113
Four Strong Winds VRS-9133 & VSD-2149
Northern Journey VRS-9154 & VSD-79154
Early Morning Rain VRS-9175 & VSD-79175
Play One More VRS-9215 & VSD-79215
BUFFY SAINTE-MARIE
It's My Way VRS-9142 & VSD-79142
Many a Mile VRS-9171 & VSD-79171
Little Wheel, Spin and Spin VRS-9211 & VSD-79211
SANDY BULL
Fantasias for Guitar & Banjo VRS-9119 & VSD-79119
Inventions VRS-9191 & VSD-79191
JIM KWESKIN & THE JUG BAND
Jim Kweskin & the Jug Band VRS-9139 & VSD-2158
Jug Band Music VRS-9163 & VSD-79163
ERIC ANDERSEN
Today Is the Highway VRS-9157 & VSD-79157
'Bout Changes 'n' Things VRS-9206 & VSD-79206
JOHN HAMMOND
John Hammond VRS-9132 & VSD-2148
So Many Roads VRS-9178 & VSD-79178
PAUL ROBESON
Ballad for Americans VRS-9193 & VSD-79193
MANITAS DE PLATA
Hands of Silver VRS-9203 & VSD-79203
Ole VRS-9224 & VSD-79224
THE WEAVERS
The Weavers at Carnegie Hall VRS-9010 No Stereo
ODETTA
Odetta at Town Hall VRS-9103 & VSD-2109
THE GREENBRIAR BOYS
The Greenbriar Boys VRS-9104 No Stereo
PATRICK SKY
Patrick Sky VRS-9179 & VSD-79179
A Harvest of Gentle Clang VRS-9207 & VSD-79207
PETER SCHICKELE
An Evening With P.D.Q. Bach VRS-9195 & VSD-79195
An Hysteric Return VRS-9223 & VSD-79223
PERREY-KINGSLEY
The Sound From Way Out VRS-9222 & VSD-79222
MISSISSIPPI JOHN HURT
Today VRS-9220 & 79220

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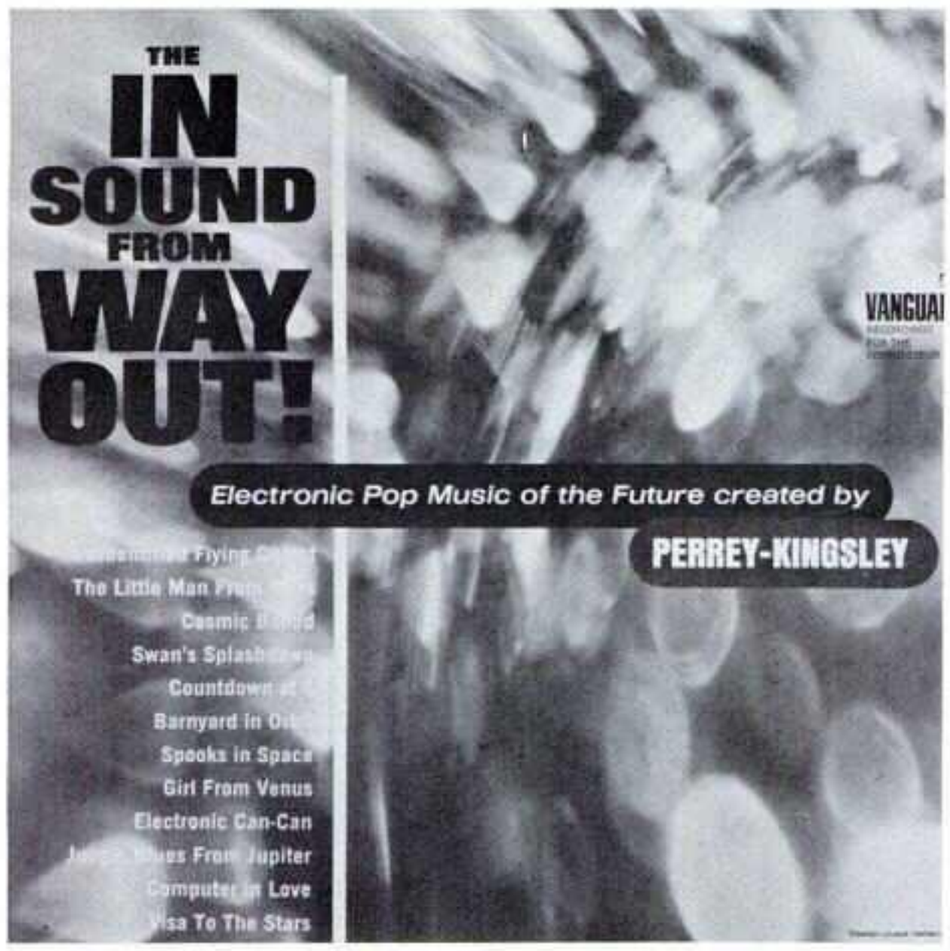
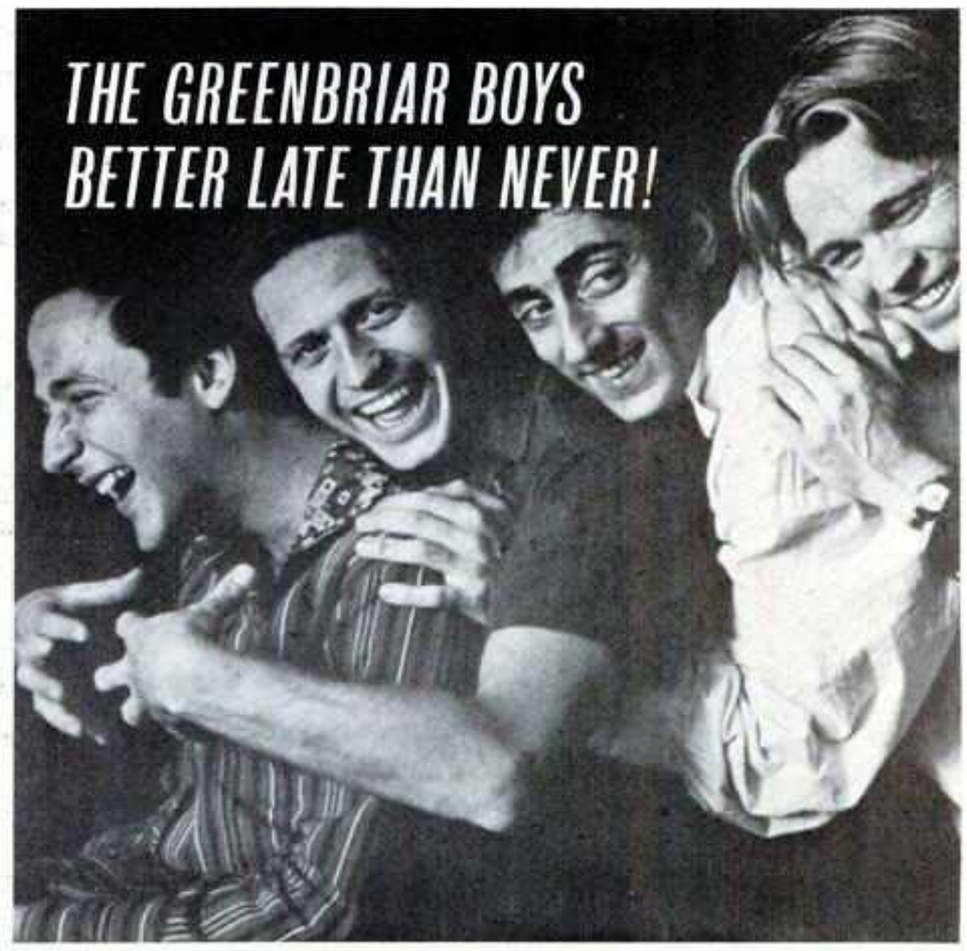
EXCITING NEW ALBUMS FROM VANGUARD!



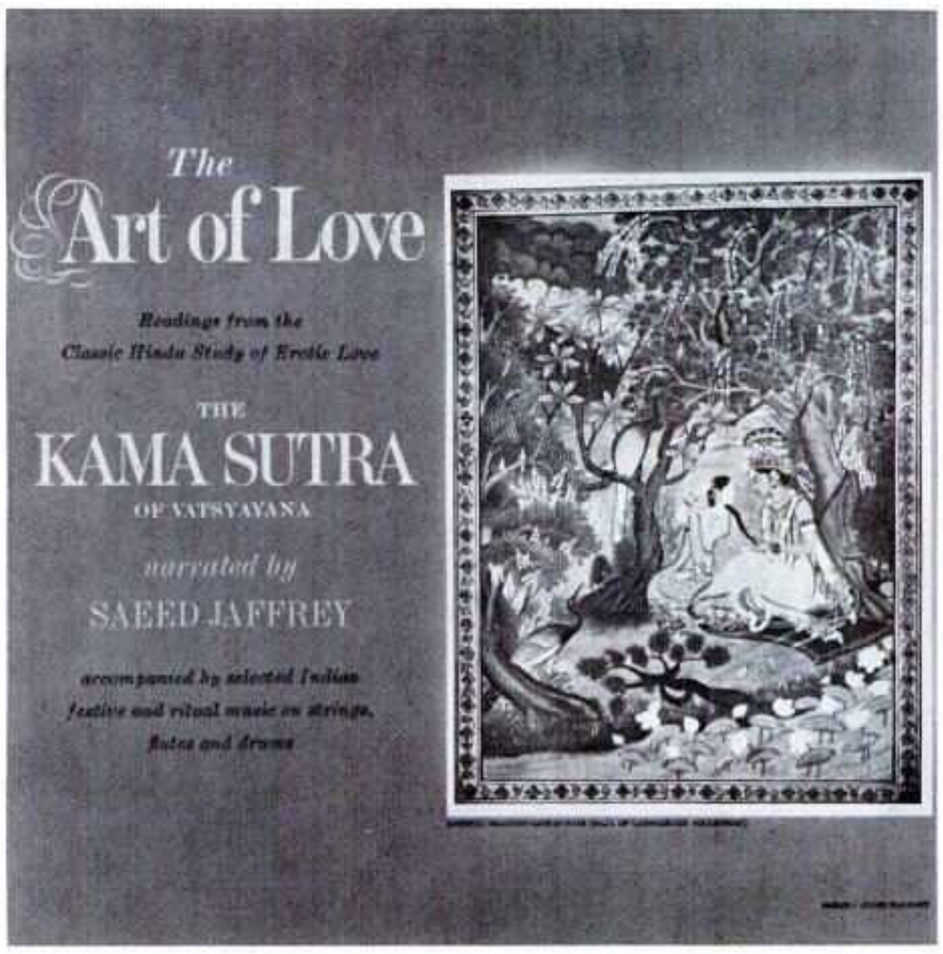
VRS-9222 (mono) & VSD-79222 (stereo)



VRS-9233 (mono) & VSD-79233 (stereo)

VRS-9234 (mono) & VSD-79234 (stereo)

VRS-9235 (mono) & VSD-79235 (stereo)



VRS-9228 (mono) & VSD-79228 (stereo)

2 records BG-686/7 (mono) & BGS-70686/7 (stereo)

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From Bach to Baez: The Vanguard Story

• *Continued from page V-1*

This is attestable. As many company catalogs began to show in the mid-1950's, sales volume had become more important than value. Further, the volume was predicated on orders from discount retailers in a few large cities. It was a wrong influence which, as Maynard says, should have been fought rather than courted. He adds, not uncharitably, that more than a few of the early LP makers never had time to find out what it actually cost to produce a record. One company refinanced five times in weird attempts to win greater and greater profitless volume, until the original entrepreneurs owned almost no part of their own company.

This also helped drive respectable, knowledgeable retailers out of business. Stability was in part preserved by the much-contoured giants—RCA Victor, Columbia, Capitol, London, and their ilk, who never lost sight of the gold in the list-price hinterlands.

There never was anything unbusinesslike about the Bach Guild, however, from its inception at Fifth Avenue and 11th Street in Manhattan, although but Solomon brothers had been trained in music, not commerce. Maynard is, or was, a cellist, and Seymour a left-handed violinist, a singularity which brought him photographic fame during his draft service in the Army Band Orchestra.

Perhaps their prowess at business comes of their not thinking of it apart from music. They mix their functions appropriately. Seymour handles classical artists and repertoire, Maynard that for folk music, their alternate mainstay. Maynard is business manager, Seymour production chief. They do not entirely look their parts, Maynard being thin, prematurely gray, and abstracted, while Seymour is squarely built, ruddy, and brisk.

They glower perpetually at not being able to pay artists what they are worth instead of what the company can afford, though V/BG is considered among musicians a very generous outfit indeed.

Asked what inspired the formation of the venture to begin with, Seymour says simply: "Bach." Their first disk was the 21st Cantata, "Ich hatte viel Bekümmernis," with Jonathan Sternberg conducting Hugues Cuenod and other soloists, chorus and orchestra. What speaks for the Solomons' steadfastness in their taste and their task is that this record is still alive in the catalog (SC-501). As Seymour says, it was a good performance, not easy to top, and it is. Of the whole Vanguard/Bach Guild catalog, numbering about 480 issues, 30 are Bach records, incorporating 22 cantatas.

Their early Bach works were directed by the wholly admirable Mr. Sternberg. A little later they graduated to an even more eloquent authority, Felix Prohaska, and supplemented his baton with the almost unmatched keyboard mastery of Anton Heiller. Subsequently the very great Dane Møgens Wöldlike joined the crew. Although sharply challenged, since this is devotional work, they retain a clear primacy in Bach choral compositions.

The second label, Vanguard, was added only a few months after the 21st Cantata came out. The Solomons make a point of commitment only to music they themselves like and understand, in part so they can be sure it is well done. ("I have nothing against Bruckner," Seymour says, "but I don't listen to it easily, so I would hesitate to judge a performance.") Still, some of what they liked was far this side of the Cantor of Leipzig, and one cannot properly produce Mahler under a Bach Guild imprint. Quite incidentally, the Solomons are Mahlerites of a special breed (I am a member, too) who revel in the song-soaring but recoil from the intermittent obsession with death. Accordingly, they have assumed a sort of proprietorship over one Mahler work, "The Youth's Magic Horn," the most enchanting and enchanted of all orchestral song-cycles. They have made it twice, most lately with Maureen Forrester and Heinz Rehfuss as the singers, Prohaska conducting. No one else has troubled to compete.

Probably it is this wide variety of strokes of taste that has yielded their success. They successfully signed up Joan Baez because Maynard sensed her artistry and trusted in it. In five records she has gloriously justified the trust, and her songbook (which they have published under the pseudonym of the Ryerson Press) has sold a couple of hundred thousand copies without a mention in the public prints.

The story is much the same with Odetta, the Weavers, and the Rooftop Singers. With classical artists, and really not oddly, the Solomons are most vulnerable to reverence, not that this doesn't pay. They made the Szigeti-Arrau Beethoven Sonatas very largely because the aging master-violinist conceived this to be part of his legacy. And it is interpretatively invaluable.

Almost the same phrasing occurred in their dealings with Sir Adrian Boult concerning the Beethoven symphonies. Again, intuitive consideration was their guide; they recorded all he wished to. Their yield was—at least—the most compelling Seventh ever committed to grooves. "It keeps sounding better and better," says Seymour, and they are issuing it for the second time on their low-priced Everyman series.

One factor in the high viability of Vanguard/Bach Guild patently has been search, or discovery, backed once again by confidence in taste.

They enlisted Alfred Deller, for instance, less because of his famous (if slightly timeworn) countertenor voice than because of his broadening general musicianship and extraordinary sense for Elizabethan and Georgian music. It is he who directs their recent Purcell "Dido and Aeneas," the most authoritative version on records. They gained, lost, and regained Antonio Janigro, director-founder of the Solisti di Zagreb, as he matured through success with slick chamber-string sound into full powers as a conductor. In a sense, his arrival was marked by last year's venture into the enigmatic Haydn "Sturm und Brang" symphonies, especially the intense "Trauer," No. 44, and "Passione," No. 49.

The Solomon brothers' approach to music is poetic, historical, and critical in a way at once puristic and eager. Seymour says: "I am a critic, but in a special, I suppose, privileged way. By this I mean I can be critical up front, where it does some good. Performances can be altered before the public hears them. This doesn't mean simply electronic tinkering, though studio quarters are loud with the sound of tape-takes. It involves such matters as assembling for Handel's oratorio "Saul" the ideal conductor, Wöldike, a Dane; a chorus he had trained (in English); the Vienna Symphony (so that the Great Hall of the Konzerthaus could be used); and British soloists. Seymour is a demon about British pronunciation in British music, and, parenthetically, something of an Anglophile in general. This, with his lively historism, helped bring into being one surprise-success record, "The Queen's Birthday Salute": the real thing, with the Royal Artillery blaring and crashing away in Hyde Park.

Poetic sensibility is not commonly thought of as a key business asset, but in the Solomons' case it clearly is. This is perhaps most noticeably in Maynard's handling of the folk area. Not all currently popular folk music is in perfect taste, but all Vanguard's is. Maynard once "missed," as he puts it, a chance to sign up a group which had an immediate—if brief—whirlwind success. But they sounded cheap to him and, he says, he would do the same thing again. "If we don't like it," Seymour supports him, "we don't record it, and that is that."

Thus the Vanguard success formula is the simplest possible one. It had to initiate as a hope and a guess: that somewhere there existed a sizable public whose tastes would reliably coincide with those of the Solomon brothers. It is not a guess any longer; they are even a little audacious about it. They recorded Samuel Barber's unconventionally humorous 20-minute opera "A Hand of Bridge" because it took their fancy. Given a good lease of life in the catalog, it will capture enough other people's fancy even to make money. That is the theory.

Vanguard Distributors

ALL SOUTH DIST. CO.
1924 Lafayette St.
New Orleans
Henry Hildebrand

ALPHA DISTRIBUTORS
20 West End Ave.
New York
Harry Apostoloris

BIG STATE DIST. CO.
1337 Chemical
Dallas
Bill Emmerson

BOLD DIST. CO.
495 S.E. 10th Court
Hialeah, Fla.
Henry Stone
Dave Freedman
Dave Benjamin

C & C DIST. CO.
70 Apparel Way
San Francisco
Lee Hartstone

H. W. DAILY
314 East 11th St.
Houston
Bud or Don Daily

EASTERN RECORD DIST.
360 Tolland St.
East Hartford, Conn.
Dick Godlewski

F & F ENTERPRISES, INC.
Box 1126
2704 Freedom Dr.
Charlotte, N. C.
Burt Fleischman
Jim McGinnis

GERBER DIST.
313 Herald Place
Syracuse
Bill Gerber

HAMBURG BROS.
24th & A.V.R.R.
Pittsburgh
Mort Locker

HUISH DIST. CO.
2525 S. 8th, W.
Salt Lake City
Ross Davis

JAY KAY DIST. CO.
13401 Lyndon Ave.
Detroit
John Kaplan
Tom Schlessinger
Larry Benjamin

STANLEY LEWIS
534 West 58th St.
New York
Harry Lew
Harold Lewis

HAROLD N. LIEBERMAN CO.
257 Plymouth Ave., N.
Minneapolis
Al Abrams

MARNEL DIST. CO., INC.
2512 N. Broad St.
Philadelphia
Marshall Verbitt
Larry Cohen

JAMES H. MARTIN, INC.
2419 S. Michigan Ave.
Chicago
Ronnie Bernstein

MID STATE DIST.
2549 Sullivan Ave.
St. Louis
Jim White
Ed Hockel

MUSIC CITY REC. DIST.
127 Lafayette St.
Nashville
Hutch Carlock

MAINLINE DIST. CO.
1260 E. 38th St.
Cleveland
Ed Rosenblatt
Nobell Clark

MUSIC CRAFT OF HAWAII, LTD.
636 S. Queen St.
Box 2839
Honolulu
Walter Kurokawa

MUSIC DIST., INC.
1000 1st Ave., S.
Seattle
Stan Sulman

MUSIC SERVICE CO.
P. O. Box 2487
204 4th St., S.
Great Falls, Mont.
T. E. Holm

MUSIC SUPPLIERS
75 N. Beacon
Boston
Gordon Dinerstein
Harry Carter
Eddie Calmus

MUSIMART, LTD.
970 McEachran Ave.
Montreal, Can.
George Erlick

PAN AMERICAN RECORD DIST.
77 Kalamath
Denver
Joe Oxman, Lou Oxman
Hans Hirsch

PEP RECORD SALES
3009 W. Pico Blvd.
Los Angeles
Ron Ricklin

SCHWARTZ BROS.
2146 24th Pl., N.E.
Washington
Jim & Stu Schwartz

SOUTHLAND DIST. CO.
1235 Techwood Dr., N.W.
Atlanta
Gerald Friedman
Billy Binkley
Gwen Kessler

SUNLAND SUPPLY CO.
2227 Texas St.
El Paso, Tex.
Bill Shapiro

WENDY DIST.
37 William St.
Newark, N. J.
Jerry Winston

Vanguard Key Executives

• *Continued from page V-3*

forward to his brilliant comments which interlace almost any set of program notes he may write.

Bill Fox

Bill Fox is Vanguard's production co-ordinator. Since joining the company in 1964, he has been primarily responsible for the co-ordination of the many activities necessary to produce and release Vanguard's 120 or more records yearly. To face the numerous problems which may turn up on the desk of a trouble shooter, Fox can draw on nearly 20-odd years of experience in the music business.

In 1949 Fox formed Esoteric (and later, Counterpoint), one of the first of the independent record companies. Concurrently, from 1952 until 1957, Fox operated Stereo Sound Studios.

After Esoteric was sold in 1962, Fox spent a year and a half with Eichler records, producing budget records.

Jules Halfant

Jules Halfant as art director is responsible for the dynamic visual appeal of each Vanguard album. His album covers, whether built around his own art, another artist's work, photography or typography, have won plaudits for artistic distinction and that rare thing—relevance, and his layouts for periodical advertisements and brochures are no less distinguished. Before coming to Vanguard some 11 years ago, Halfant was an advertising agency art director for several years. His paintings have been on exhibition in several one-man shows held in leading galleries.

Hope Sheridan

Hope Sheridan, Vanguard's director of publicity, comes to the record business via the newspaper route. After leaving Vassar she put in a stint at the then New York-Journal American after pinning down degrees in English and journalism.

At Vanguard she uses her newspaper and news media orientation to expand national focus on Vanguard's growing activities. She has worked in radio and advertising before Majorie Barkentin talked her into joining the Marquis de Cuevas Grand Ballet as a publicist.

Practical experience includes all phases of the record industry from the ground up—having received her training with Concert Hall records and spent five years with Sam Goody in promotion and publications.

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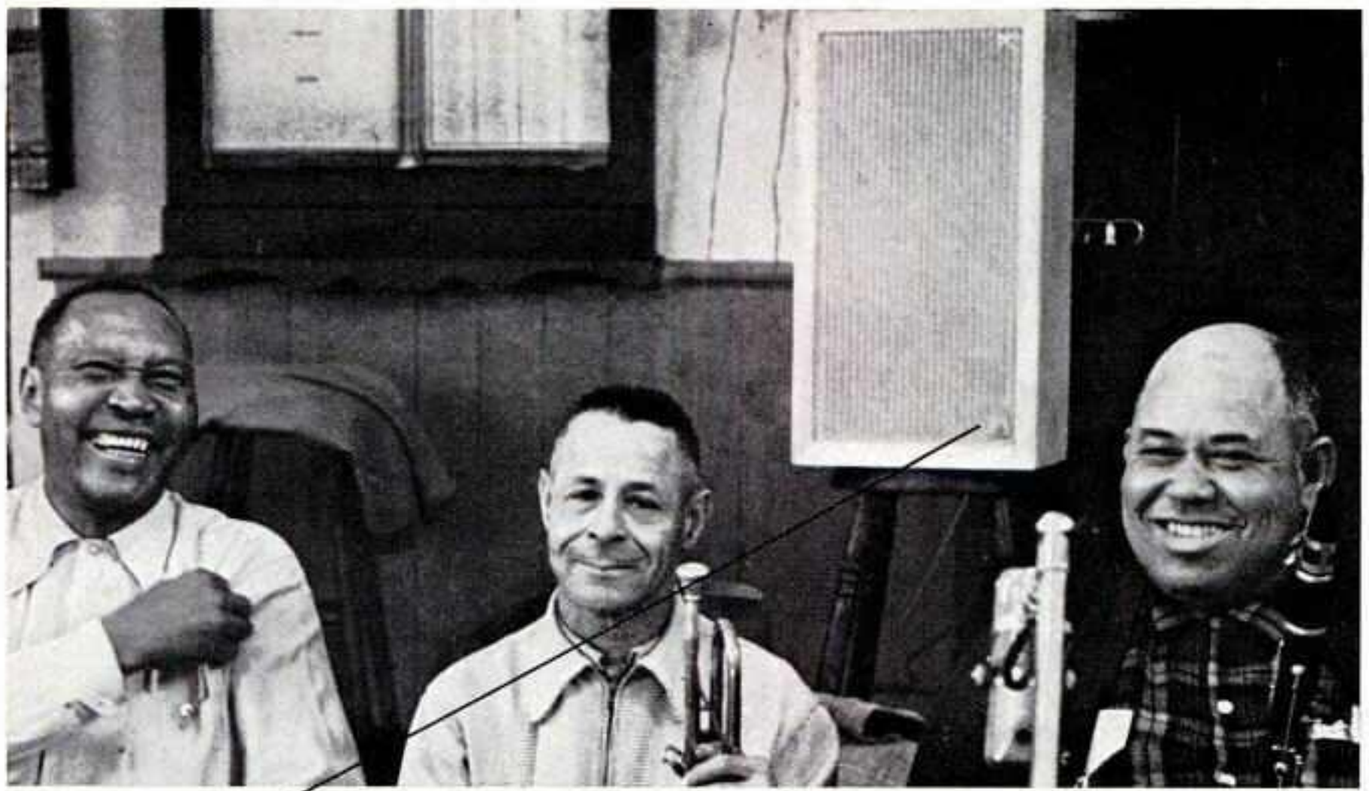

COURTESY RIVERSIDE RECORDS AND HIFI/STEREO REVIEW

Jazz Group

Jim Robinson, Ernie Cognolotti, and Louis Cottrell at a Riverside Records recording session in New Orleans. The AR-3 in the background (one of a stereo pair) is being used to monitor recording quality.

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String Quartet

Members of the Fine Arts Quartet listen to the first playback of a Beethoven Quartet, checking both their performance and the fidelity of the recording. The AR-3 speakers being used as monitors were chosen by the musicians themselves, who felt that AR-3's would create musical carbon copies of the live performances, free of hi-fi gimmick effects.

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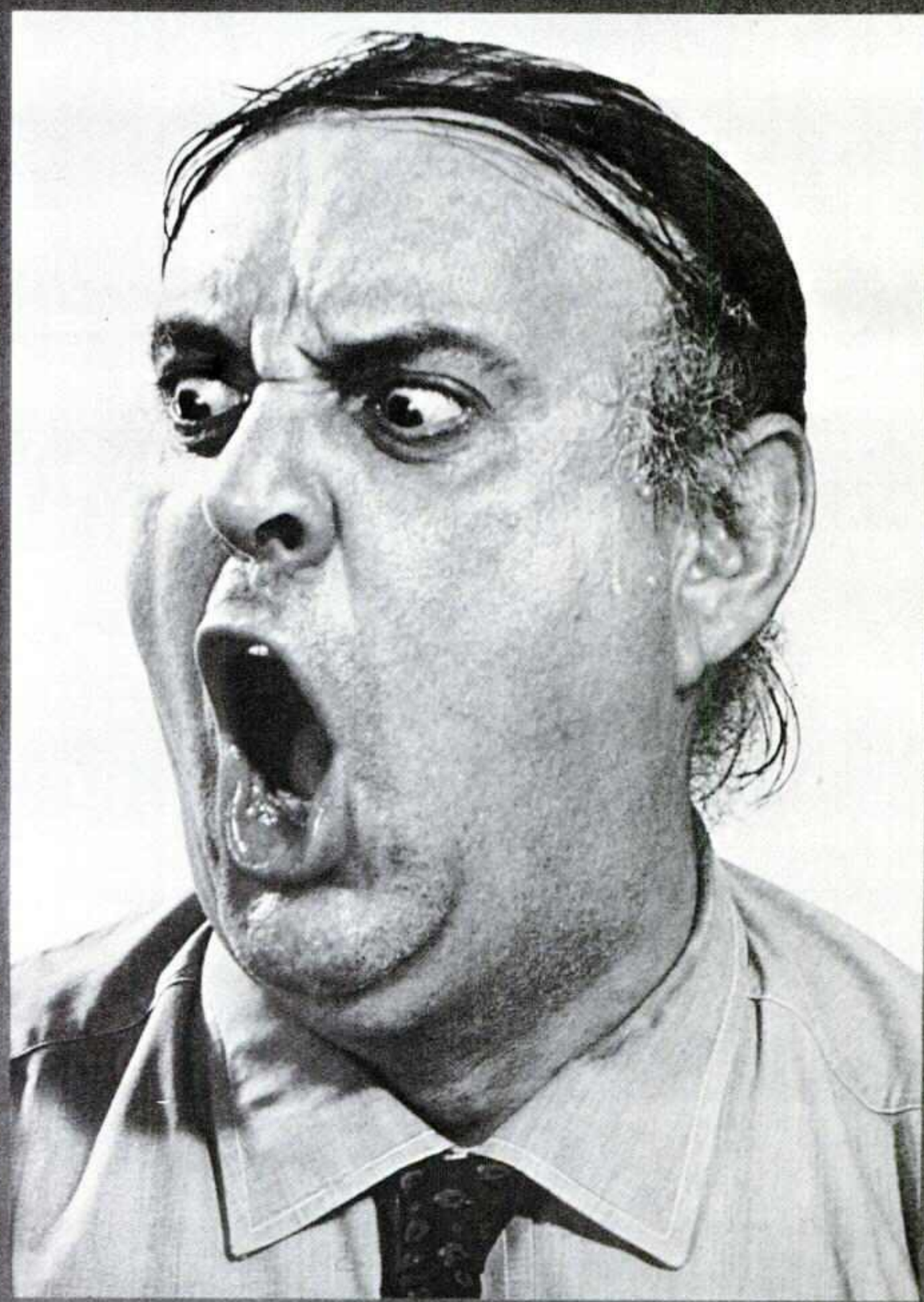

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SOME OF THE STARS IN THE VANGUARD FOLK GALAXY

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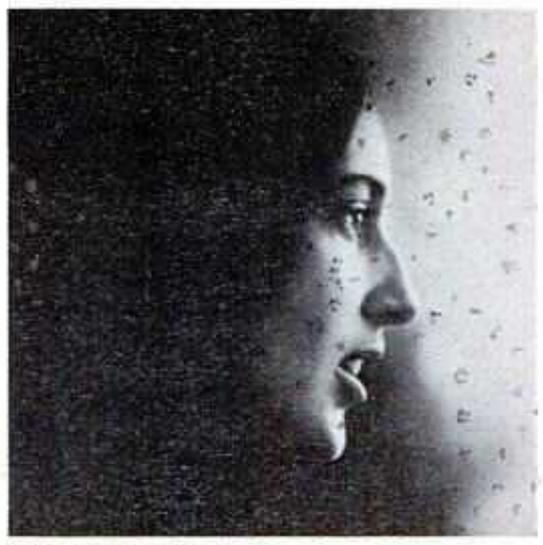
JOAN BAEZ

SANDY BULL

MIMI AND RICHARD FARIÑA

THE GREENBRIAR BOYS

JOHN HAMMOND

MISSISSIPPI JOHN HURT

IAN AND SYLVIA

JIM KWESKIN & The Jug Band

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FELIX PROHASKA
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WAGNER: SIEGFRIED IDYLL AND OTHER WORKS (Carl Schuricht) SRV-220 & SRV-220 SD

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DESSAU-BRECHT: DIE VERURTEILUNG DES LUKULLUS (2 LP's)

Various Artists. Rundfunk Sinfonie Orchester, Leipzig (Kegel). Telefunken LT 43 096/97 (M); SLT 43 096/97

The Bertolt Brecht-Paul Dessau opera, "The Trial of Lucullus" is presented in a driving, relentless performance under Herbert Kegel's direction. The Leipzig Radio Choir, Children's Choir and Symphony contribute with soloists in an interesting performance of an unusual work.

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Brueggen / Harnoncourtt / Leonhardt. Telefunken AWT 9482-A (M); SAWT 9482-A (S)

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LOW PRICE CLASSICAL
SPECIAL MERIT

BACH: BRANDENBURG CONCERTOS (2 LP's)

Ars Rediva Ensemble (Munchinger). Crossroads 22 26 0003 (M); 22 26 0004 (S)

Here's a welcome addition in the low-priced field of these distinguished works. They're played mainly with the proper authority, and the ensemble plays remarkable well together.

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PROKOFIEV: CINDERELLA BALLET SUITE

Jean Meylan/Prague Radio Symphony. Crossroads 22 16 0057 (M); 22 16 0058 (S)

Current national film showings of the Bolshoi's production of "Cinderella" should aid sales for this fine disk. Jean Meylan leads the Prague Radio Symphony in a performance that captures the fullness of Prokofiev's ballet score.

RELIGIOUS SPECIAL MERIT

THAT OLD TIME RELIGION

The Amen Choir (Gustafson). Liberty LRP 3463 (M); LST 7463 (S)

A tremendous choir with tremendous versions of "Battle Hymn of the Republic," "Just a Closer Walk With Thee" and similar favorites. The stereo version is inspiring and should have inspiring sales.

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SONGS OF INSPIRATION

Living Strings. RCA Camden CAL 2103 (M); CAS 2103 (S)

Orchestral versions of 22 religious tunes—all soothing and inspirational—such as "How Great Thou Art," "Rock of Ages" and "It Is No Secret." This LP could bring excellent results on racks as well as in-store browsers boxes.

★★★★ FOUR-STAR ALBUMS

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

POPULAR

VIVA!
Vic Dana. Dolton BLP-2044 (M); BST-2044 (S)

LOOKIN' BACK
The Four Seasons. Philips PHM 200-222 (M); PHS 600-222 (S)

THE GREAT ARRIVAL
Sergio Mendes. Atlantic SD 1466 (S)

DENNY BELLINE AND THE RICH KIDS
RCA Victor LPM-3655 (M); LSP-3644 (S)

MEMPHIS GOLD, Vol. 1
Various Artists. Stax 710 (M); 710 (S)

BLUE MOONLIGHT
Glenn Miller. RCA Victor LPM-3657 (M); LSP-3657 (S)

YOUNGER THAN SPRINGTIME
William Tabbert. Billeve BT 201 (M)

PSYCHEDELIC LOLLIPOP
Blues Magoos. Mercury MG 21096 (M); SR 61096 (S)

LOW PRICE POPULAR

THE MICKEY FINN THEME
The Ragtimers. RCA Camden CAL-2100 (M); CAS-2100 (S)

LOVE IS A MANY-SPLENDORED THING
The Ray Charles Singers. Vocalion VL 3784 (M); VL 73784 (S)

THE CALL OF THE TROPICS
Gene Rains and His Group. Vocalion VL 3785 (M); VL 73785 (S)

LOW PRICE COUNTRY

WALK SOFTLY
Wade Ray. RCA Camden CAL-2107 (M); CAS-2107 (e) (S)

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SCHUBERT: TROUT QUINTET/NOTTURNO
Various Artists. Deutsche Grammophon LPEM 36 448 (M); SLPEM 136 448 (S)

THE GOLDEN AGE OF PIANO VIRTUOSI Record 3
Various Artists. Argo DA 43 (M)

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Leonhardt Consort. Telefunken AWT 9481-A (M); SAWT 9481-A (S)

ITALIENISCHE CHORMUSIK DER GEGENWART
Monteverdi Choir, Hamburg (Juergens). Telefunken LP 43 095-B (M); SLT 43 095-B (S)

DESPREZ: MOTOTTEN
Capella Antiqua Muenshen (Ruhland). Telefunken AWT 9480-A (M); SAWT 9480-A (S)

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Libor Hlavacek, conductor. Crossroads. 22 16 0059 (M); 22 16 0060 (S)

JAZZ

THE BLUE BECHET
Sidney Bechet. RCA Victor LPV-535 (M)

FREE FORM
Donald Byrd. Blue Note BLP 4118 (M)

LOCK, THE FOX
Eddie (Lockjaw) Davis. RCA Victor LPM-3652 (M); LSP-3652 (S)

ROUGH 'N' RUMBLE
Stanley Turrentine. Blue Note BLP 4240 (M); BST 84240 (S)

UNIT STRUCTURES
Cecil Taylor. Blue Note BLP 4237 (M); BST 84237 (S)

THE ALL SEEING EYE
Wayne Shorter. Blue Note BLP 4219 (M)

RELIGIOUS

CHORSING, Vol. III
Paul Mickelson Choir. Supreme SM-2035 (M); SS-2035 (S)

GOSPEL

NOTHING CAN COMPARE
The Covina Assembly Choir. Pacific Challenger PC-103; 104-LP (S)

THE LANG SISTERS
Supreme M-111 (M); S-211 (S)

INTERNATIONAL

LIBRE, SOLTERITO Y SIN NADIE
Leo Dan. Columbia EX 5174 (M)

UN POQUITO DE TU AMOR
Roberto Yanes. Columbia EX 5175 (M)

★★★ THREE-STAR ALBUMS

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

SOUND EFFECTS

STEAM RAILROADING UNDER THUNDERING SKIES
Mobile Fidelity MF 8 (S)

TWILIGHT OF STEAM, VOL. 4
Mobile Fidelity MF 17 (S)

TWILIGHT OF STEAM, VOL. 3
Mobile Fidelity MF 16 (S)

RELIGIOUS

MY SONG OF SONGS
Helen Alexander. Supreme SM-1036 (M); SS-2036 (S)

GOSPEL

TAKE A LITTLE TIME TO SING!
The Swedish Gospel Singers. Cornerstone CR-3002 (M); CRS-4002 (S)

People of all ages and all walks of life do important and essential jobs as Red Cross volunteers.

YOU CAN HELP TOO.

We aren't fancy but we're a hit!

HAPPY LOUIE

APPLES, PEACHES, PUMPKIN PIE

b/w Forever and Ever '66
K-13620

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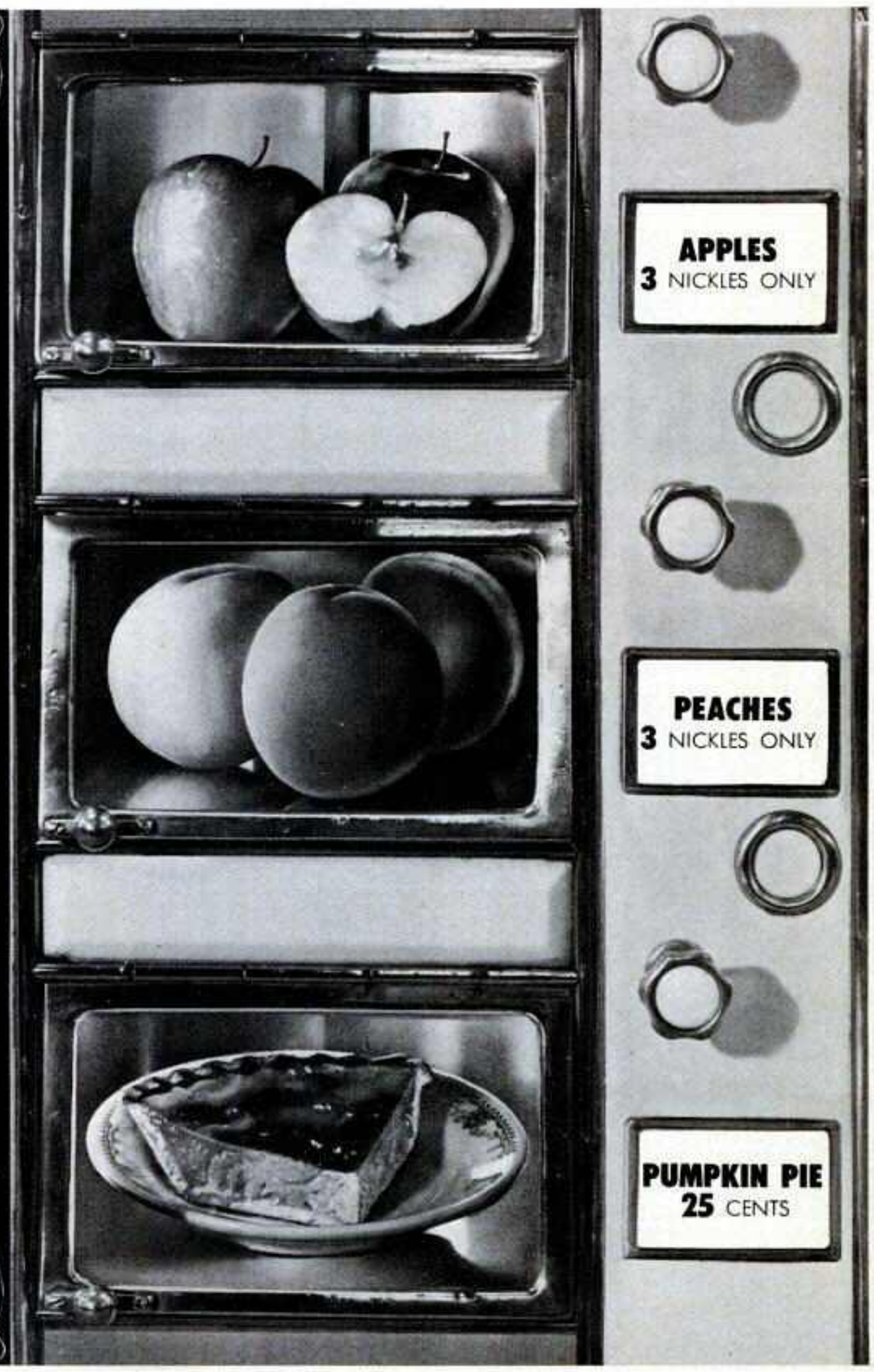

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For Week Ending November 19, 1966

Billboard TOP LP's

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

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

This Week	Last Week	TITLE—Artist, Label & No. (*EDP Mono & Stereo No.)	Wks. on Chart	
Billboard Award	1	**THE MONKEES** Colgems COM 101 (M); COS 101 (S) (342-00101-3; 342-00101-5)	7	
2	2	**DR. ZHIVAGO** Soundtrack, MGM 1E-6ST (M); 1SE-6ST (S) (660-00006-3; 660-00006-5)	36	
3	3	**SUPREMES A' GO-GO** Motown MLP 649 (M); SLP 649 (S) (678-00649-3; 678-00649-5)	9	
4	4	**THE MAMAS AND THE PAPAS** Dunhill D 50010 (M); DS 50010 (S) (445-50010-3; 445-50010-5)	8	
5	6	**AND THEN . . . ALONG COMES THE ASSOCIATION** Valiant VLM 5002 (M); VLS 25002 (S) (892-05002-3; 892-25002-5)	14	
6	5	**WHAT NOW MY LOVE** Herb Alpert & the Tijuana Brass, A&M LP 114 (M); SP 4114 (S) (108-00114-3; 108-04114-5)	28	
7	8	**REVOLVER** Beatles, Capitol T 2576 (M); ST 2576 (S) (300-02576-3; 300-02576-5)	12	
8	9	**SOMEWHERE MY LOVE** Ray Conniff & the Singers, Columbia CL 2519 (M); CS 9319 (S) (350-02519-3; 350-09319-5)	19	
9	10	**THE KINKS GREATEST HITS** Reprise R 6217 (M); RS 6317 (S) (780-06217-3; 780-06317-5)	13	
10	11	**THE SOUND OF MUSIC** Soundtrack, RCA Victor LOCD 2005 (M); LSOD 2005 (S) (775-02005-3; 775-02005-5)	88	
11	14	**SERGIO MENDES & BRASIL '66** A&M LP 116 (M); SP 4116 (S) (108-00116-3; 108-04116-5)	11	
12	12	**SUNSHINE SUPERMAN** Donovan, Epic LN 24217 (M); BN 26217 (S) (465-24217-3; 465-26217-5)	9	
13	7	**LOU RAWLS SOULIN'** Capitol T 2566 (M); ST 2566 (S) (300-02566-3; 300-02566-5)	11	
14	13	**WHIPPED CREAM & OTHER DELIGHTS** Herb Alpert's Tijuana Brass, A&M LP 110 (M); SP 4110 (S) (108-00110-3; 108-04110-5)	80	
15	16	**GOING PLACES** Herb Alpert & the Tijuana Brass, A&M LP 112 (M); SP 4112 (S) (108-00112-3; 108-04112-5)	58	
16	15	**LOU RAWLS LIVE!** Capitol T 2459 (M); ST 2459 (S) (300-02459-3; 300-02459-5)	29	
17	18	**WONDERFULNESS** Bill Cosby, Warner Bros. W 1634 (M); WS 1634 (S) (925-01634-3; 925-01634-5)	26	
18	19	**WADE IN THE WATER** Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S) (245-00774-3; 245-00774-5)	11	
19	20	**AFTERMATH** Rolling Stones, London LL 3476 (M); PS 476 (S) (640-03476-3; 640-00476-5)	20	
20	22	**SINATRA AT THE SANDS** Frank Sinatra/Count Basie, Reprise 2F 1019 (M); 2FS 1019 (S) (780-01019-3; 780-01019-5)	14	
21	21	**STRANGERS IN THE NIGHT** Frank Sinatra, Reprise F 1017 (M); FS 1017 (S) (780-01017-3; 780-01017-5)	23	
22	29	**BIG HITS (High Tide and Green Grass)** Rolling Stones, London NP-1 (M); NPS-1 (S) (640-00001-3; 640-00001-5)	32	
23	17	**THE IMPOSSIBLE DREAM** Jack Jones, Kapp KL 1486 (M); KS 3486 (S) (605-01486-3; 605-03486-5)	19	
24	26	**GETTIN' READY** Temptations, Gordy GLP 918 (M); SLP 918 (S) (530-00918-3; 530-00918-5)	20	
25	42	**RAIN FOREST** Walter Wanderley, Verve V 8658 (M); V6-8658 (S) (895-08658-3; 895-68658-5)	12	
26	27	**THE BEST OF THE ANIMALS** MGM E 4324 (M); SE 4324 (S) (660-04324-3; 660-04324-5)	41	
27	43	**GOLDEN GREATS** Gary Lewis & the Playboys, Liberty LRP 3468 (M); LST 7468 (S) (630-03468-3; 630-07468-5)	5	
28	115	**PARSLEY, SAGE, ROSEMARY AND THYME** Simon & Garfunkel, Columbia CL 2563 (M); CS 9363 (S) (350-02563-3; 350-09363-5)	2	
29	44	**THE TIME OF MY LIFE** John Davidson, Columbia CL 2580 (M); CS 9380 (S) (350-02580-3; 350-09380-5)	7	
30	34	**ANIMALIZATION** Animals, MGM E 4384 (M); SE 4384 (S) (660-04384-3; 660-04384-5)	14	
31	36	**JOHNNY RIVERS' GOLDEN HITS** Imperial LP 9324 (M); LP 12324 (S) (570-09324-3; 570-12324-5)	9	
32	33	**ON TOP** Four Tops, Motown MLP 647 (M); SLP 647 (S) (678-00647-3; 678-00647-5)	13	
33	25	**BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?** Warner Bros. W 1518 (M); (No Stereo) (925-01518-3)	39	
34	32	**GO AHEAD AND CRY** Righteous Brothers, Verve V 5004 (M); V6-5004 (S) (895-05004-3; 895-65004-5)	12	
35	28	**THE EXCITING WILSON PICKETT** Atlantic 8129 (M); SD 8129 (S) (180-08129-3; 180-68129-5)	13	
36	38	**WILD THINGS!** Ventures, Dolton BLP 2047 (M); BST 8047 (S) (425-02047-3; 425-08047-5)	10	
37	39	**MAME** Original Cast, Columbia KOL 6600 (M); KOS 3000 (S) (350-06600-3; 350-03000-5)	21	
38	41	**IF YOU CAN BELIEVE YOUR EYES AND EARS** Mama's and the Papa's, Dunhill D 50006 (M); DS 50006 (S) (445-50006-3; 445-50006-5)	37	
39	55	**THE BEST OF THE LETTERMEN** Capitol T 2554 (M); ST 2554 (S) (300-02554-3; 300-02554-5)	7	
40	40	**OUR WEDDING ALBUM OR THE GREAT SOCIETY AFFAIR** Kenny Salms & Gail Parent, Jamie JLPM 3028 (M); JLPS 3028 (S) (580-03028-3; 580-03028-5)	11	
41	74	**GUANTANAMERA** Sandpipers, A&M LP 117 (M); SP 4117 (S) (108-00117-3; 108-04117-5)	4	
42	37	**THE PETER, PAUL AND MARY ALBUM** Warner Bros. W 1648 (M); WS 1648 (S) (925-01648-3; 925-01648-5)	13	
43	24	**THE LONELY BULL** Herb Alpert & the Tijuana Brass, A&M LP 101 (M); ST 101 (S) (108-00101-3; 108-00101-5)	76	
44	23	**SOUTH OF THE BORDER** Herb Alpert's Tijuana Brass, A&M LP 108 (M); ST 108 (S) (108-00108-3; 108-00108-5)	72	
45	46	**MIDNIGHT RIDE** Paul Revere & the Raiders, Columbia CL 2508 (M); CS 9308 (S) (350-02508-3; 350-09308-5)	23	
46	52	**MR. MUSIC . . .** Mantovani, London LL 3474 (M); PS 474 (S) (640-03474-3; 640-00474-5)	7	
47	47	**WIPE OUT** Surfaris, Dot DLP 3535 (M); DLP 25535 (S) (430-03535-3; 430-25535-5)	47	
48	31	**WHY IS THERE AIR?** Bill Cosby, Warner Bros. W 1606 (M); (No Stereo) (925-01606-3)	65	
49	45	**YESTERDAY AND TODAY** Beatles, Capitol T 2553 (M); ST 2553 (S) (300-02553-3; 300-02553-5)	20	
50	50	**BEST OF THE BEACH BOYS, VOL. 1** Capitol T 2545 (M); ST 2545 (S) (300-02545-3; 300-02545-5)	18	
51	35	**TENDER LOVING CARE** Nancy Wilson, Capitol T 2555 (M); ST 2555 (S) (300-02555-3; 300-02555-5)	13	
52	91	**JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART** Columbia CL 2558 (M); CS 9358 (S) (350-02558-3; 350-09358-5)	6	
53	30	**BLONDE ON BLONDE** Bob Dylan, Columbia C2L 41 (M); C2S 841 (S) (350-00641-3; 350-00841-5)	18	
54	54	**WILD THING** Troggs, Atco 33-193 (M); 33-193SD (S) (175-33193-3; 175-33193-5) Fontana MGF 27556 (M); SRF 67556 (S) (498-27556-3; 498-67556-5)	12	
55	62	**I'LL REMEMBER YOU** Roger Williams, Kapp KL 1470 (M); KS 3470 (S) (605-01470-3; 605-03470-5)	30	
56	61	**FIDDLER ON THE ROOF** Original Cast, RCA Victor LOC 1093 (M); LSO 1093 (S) (775-01093-3; 775-01093-5)	108	
57	80	**SPINOUT** Elvis Presley, RCA Victor LPM 3702 (M); LSP 3702 (S) (775-03702-3; 775-03702-5)	4	
58	60	**BORN FREE** Soundtrack, MGM E 4368 (M); SE 4368 (S) (660-04368-3; 660-04368-5)	17	
59	63	**RAY'S MOODS** Ray Charles, ABC ABC 550 (M); ABCS 550 (S) (105-00550-3; 105-00550-5)	10	
60	81	**THE WILD ANGELS** Soundtrack, Tower T 5043 (M); ST 5043 (S) (873-05043-3; 873-05043-5)	6	
61	68	**OPENING NIGHTS AT THE MET** Various Artists, RCA Victor LM 6171 (M); (No Stereo) (775-06171-3)	7	
62	51	**TEQUILA** Wes Montgomery, Verve V 8653 (M); V6-8653 (S) (895-08653-3; 895-68653-5)	12	
63	59	**CHER** Imperial LP 9320 (M); LP 12320 (S) (570-09320-3; 570-12320-5)	8	
64	66	**DISTANT SHORES** Chad & Jeremy, Columbia CL 2564 (M); CS 9364 (S) (350-02564-3; 350-09364-5)	9	
65	58	**ALMOST PERSUADED** David Houston, Epic LN 24213 (M); BN 26213 (S) (465-24213-3; 465-26213-5)	12	
66	69	**YOU ASKED FOR IT!** Ferrante & Teicher, United Artists UAL 3526 (M); UAS 6526 (S) (873-03526-3; 873-06526-5)	9	
67	57	**THE HIT SOUND OF DEAN MARTIN** Reprise R 6213 (M); RS 6213 (S) (780-06213-3; 780-06213-5)	13	
68	79	**THE HAPPENINGS** B. T. Puppy BTP 1001 (M); BTPS 1001 (S) (236-01001-3; 236-01001-5)	6	
69	53	**PET SOUNDS** Beach Boys, Capitol T 2458 (M); ST 2458 (S) (300-02458-3; 300-02458-5)	26	
70	82	**BERT KAEMPFERT'S GREATEST HITS** Decca DL 4810 (M); DL 74810 (S) (400-04810-3; 400-74810-5)	7	
71	56	**I STARTED OUT AS A CHILD** Bill Cosby, Warner Bros. W 1567 (M); (No Stereo) (925-01567-3)	59	
72	67	**THE BEST OF HERMAN'S HERMITS** MGM E 4315 (M); SE 4315 (S) (660-04315-3; 660-04315-5)	53	
73	70	**THE LAST WORD IN LONESOME** Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S) (775-03622-3; 775-03622-5)	17	
74	64	**THE SHADOW OF YOUR SMILE** Andy Williams, Columbia CL 2499 (M); CS 9299 (S) (350-02499-3; 350-09299-5)	28	
75	65	**THE SHADOW OF YOUR SMILE** Johnny Mathis, Mercury MG 21073 (M); SR 61073 (S) (650-21073-3; 650-61073-5)	34	
76	49	**FIFTH DIMENSION** Byrds, Columbia CL 2549 (M); CS 9349 (S) (350-02549-3; 350-09349-5)	13	
77	77	**HOOCHIE COOCHE MAN** Jimmy Smith, Verve V 8667 (M); V6-8667 (S) (895-08667-3; 895-68667-5)	11	
78	48	**I COULDN'T LIVE WITHOUT YOUR LOVE** Petula Clark, Warner Bros. W 1645 (M); WS 1645 (S) (925-01645-3; 925-01645-5)	12	
79	75	**A HEART FILLED WITH SONG** John Gary, RCA Victor LPM 3666 (M); LSP 3666 (S) (775-03666-3; 775-03666-5)	7	
80	85	**MAN OF LA MANCHA** Original Cast, Kapp KRL 4505 (M); KRS 5505 (S) (605-04505-3; 605-05505-5)	44	
81	98	**A COLLECTION OF 16 BIG HITS, VOL. 5** Various Artists, Motown M 651 (M); S 651 (S) (678-00651-3; 678-00651-5)	3	
82	92	**SO NICE** Johnny Mathis, Mercury MG 21091 (M); SR 61091 (S) 650-21091-3; 650-61091-5)	7	
83	76	**COLOR ME BARBRA** Barbra Streisand, Columbia CL 2478 (M); CS 9278 (S) (350-02478-3; 350-09278-5)	33	
84	84	**EASY LISTENING** Mel Carter, Imperial LP 9319 (M); LP 12319 (S) (570-09319-3; 570-12319-5)	8	
85	89	**THE MORE I SEE YOU/CALL ME** Chris Montez, A&M LP 115 (M); SP 4115 (S) (108-00115-3; 108-04115-5)	21	
86	71	**THE 4 SEASONS GOLD VAULT OF HITS** Philips PHM 200-196 (M); PHS 600-196 (S) (740-20196-3; 740-60196-5)	50	
87	72	**BOTH SIDES OF HERMAN'S HERMITS** MGM E 4286 (M); SE 4286 (S) (660-04286-3; 660-04286-5)	14	
88	94	**SEPTEMBER OF MY YEARS** Frank Sinatra, Reprise F 1014 (M); FS 1014 (S) (780-01014-3; 780-01014-5)	66	
89	99	**A TIME FOR LOVE** Tony Bennett, Columbia CL 2560 (M); CS 9360 (S) (350-02560-3; 350-09360-5)	7	
90	88	**DISTANT DRUMS** Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S) (775-03542-3; 775-03542-5)	25	
91	112	**GLENN YARBROUGH RECORDED LIVE AT THE HUNGRY i** RCA Victor LPM 3661 (M); LSP 3661 (S) (775-03661-3; 775-03661-5)	3	
92	87	**ROAD RUNNER** Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S) (821-00703-3; 821-00703-5)	12	
93	100	**BUS STOP** Hollies, Imperial LP 9330 (M); LP 12330 (S) (570-09330-3; 570-12330-5)	5	
94	73	**JUST LIKE US!** Paul Revere & the Raiders, Columbia CL 2451 (M); CS 9251 (S) (350-02451-3; 350-09251-5)	42	
95	123	**THIS IS LOVE** Al Martino, Capitol T 2592 (M); ST 2592 (S) (300-2592-3; 300-02592-5)	4	
96	96	**ALFIE** Billy Vaughn, Dot DLP 3751 (M); DLP 25751 (S) (430-03751-3; 430-25751-5)	5	
97	109	**THE YOUNG RASCALS** Atlantic 8123 (M); SD 8123 (S) (180-08123-3; 180-68123-5)	29	
98	78	**MARY POPPINS** Soundtrack, Vista BV 4026 (M); STER 4026 (S) (905-04026-3; 905-04026-5)	112	
99	114	**MORE I CANNOT WISH YOU** Ed Ames, RCA Victor LPM 3636 (M); LSP 3636 (S) (775-03636-3; 775-03636-5)	3	
100	111	**OUR HERO . . . PAT COOPER** Pat Cooper, United Artists UAL 3446 (M); (873-03446-3) (No Stereo)	20	
101	106	**RUBBER SOUL** Beatles, Capitol T 2442 (M); ST 2442 (S) (300-02442-3; 300-02442-5)	48	
102	108	**EAST-WEST** Butterfield Blues Band, Elektra EKL 315 (M) EKS 7315 (S) (455-00315-3; 455-07315-5)	7	
103	103	**SPANISH EYES** Al Martino, Capitol T 2435 (M); ST 2435 (S) (300-02435-3; 300-02435-5)	40	
104	97	**SOUL AND INSPIRATION** Righteous Brothers, Verve V 5001 (M); V6-5001 (S) (895-05001-3; 895-65001-5)	30	
105	90	**THE DAVE CLARK FIVE'S GREATEST HITS** Epic LN 24185 (M); BN 26185 (S) (465-24185-3; 465-26185-5)	39	
106	95	**UP-TIGHT** Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S) (855-00268-3; 855-00268-5)	23	
107	107	**OVER UNDER SIDEWAYS DOWN** Yardbirds, Epic LN 24210 (M); BN 26210 (S) (465-24210-3; 465-26210-5)	13	
108	104	**SUNNY** Bobby Hebb, Philips PHM 200-212 (M); PHS 600-212 (S) (740-20212-3; 740-60212-5)	11	
109	127	**PERRY COMO IN ITALY** RCA Victor LPM 3608 (M); LSP 3608 (S) (775-03608-3; 775-03608-5)	5	
110	—	**JE M'APPELLE BARBRA** Barbra Streisand, Columbia CL 2547 (M); CS 9347 (S) (350-02547-3; 350-08347-5)	1	
111	116	**STRANGERS IN THE NIGHT** Bert Kaempfert & His Ork, Decca DL 4795 (M); DL 74795 (S) (400-04795-3; 400-74795-5)	20	
112	130	**BLACK IS BLACK** Los Bravos, Press PR 73003 (M); PRS 83003 (S) (752-73003-3; 752-83003-5)	2	
113	86	**DON'T GO TO STRANGERS** Eydie Gorme, Columbia CL 2476 (M); CS 9276 (S) (350-02476-3; 350-09276-5)	25	
114	118	**VAUDEVILLE!** Eric Rogers, London (No Mono); SP 44083 (S) (640-44083-3)	2	
115	122	**THE LONELY THINGS** Glenn Yarbrough, RCA Victor LPM 3539 (M); LSP 3539 (S) (775-03539-3; 775-03539-5	22	
116	113	**BOOTS** Nancy Sinatra, Reprise R 6202 (M); RS 6202 (S) (780-06202-3; 780-06202-5)	7	
117	117	**CARNEGIE HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS** Capitol T 2556 (M); ST 2556 (S) (300-02556-3; 300-02556-5)	9	
118	105	**TIJUANA BRASS** Herb Alpert & the Tijuana Brass, A&M LP 103 (M); ST 103 (S) (108-00103-3; 108-00103-5)	45	
119	119	**NIGHTIDE** Mystic Moods Ork, Philips PHM 200-213 (M); PHS 600-213 (S) (740-20213-3; 740-60213-5)	7	
120	121	**A TOUCH OF TODAY** Nancy Wilson, Capitol T 2495 (M); ST 2495 (S) (300-02495-3; 300-02495-5)	26	
121	128	**JOHNNY'S GREATEST HITS** Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S) (350-01133-3; 350-08634-5)	424	
122	102	**ROGER MILLER/GOLDEN HITS** Smash MGS 27073 (M); SRS 67073 (S) (815-27073-3; 815-67073-3)	54	
123	83	**PARADISE, HAWAIIAN STYLE** Elvis Presley, RCA Victor LPM 3643 (M); LSP 3643 (S) (775-03643-3; 775-03643-5)	19	
124	—	**96 TEARS** ? (Question Mark) & the Mysterians, Cameo C 2004 (M); CS 2004 (S) (280-02004-3; 280-02004-5)	1	
125	—	**WATCH OUT** Baja Marimba Band, A&M LP 118 (M); SP 4118 (S) (108-00118-3; 108-04118-5)	1	
126	126	**THE FUGS** ESP Disk' 1028 (M); (No Stereo) (468-01028-3)	20	
127	134	**GO WITH THE VENTURES** Dolton BLP 2045 (M); BST 8045 (S) (425-02045-3; 425-08045-5)	23	
128	124	**THE OUTSIDERS ALBUM #2** Capitol T 2568 (M); ST 2568 (S) (300-02568-3; 300-02568-5)	10	
129	129	**MY FAIR LADY** Soundtrack, Columbia KOL 6000 (M); KOS 2600 (S) (350-06000-3; 350-02600-5)	111	
130	125	**RONNIE DOVE SINGS THE HITS FOR YOU** Diamond D 5006 (M); SD 5006 (S) (414-05006-3; 414-05006-5)	5	
131	—	**HAWAII** Soundtrack, United Artists UAL 4143 (M); UAS 5143 (S) (873-04143-3; 873-05143-5)	1	
132	132	**THE LOVIN' SPOONFUL IN WOODY ALLEN'S "WHAT'S UP, TIGER LILY?"** Soundtrack, Kama Sutra KLP 8053 (M); KLPS 8053 (S) (603-08053-3; 603-08053-5)	9	
133	150	**THE BIBLE . . . IN THE BEGINNING** Soundtrack, 20th Century-Fox 4184 (M); S 4184 (S) (870-04184-3; 870-04184-5)	2	
134	144	**AL TIJUANA BRASS & HIS JEWISH BRASS** Lou Jacobi, Capitol T 2596 (M); ST 2596 (S) (300-02596-3; 300-02596-5)	2	
135	131	**MY WORLD** Eddy Arnold, RCA Victor LPM 3466 (M); LSP 3466 (S) (775-03466-3; 775-03466-5)	58	
136	140	**THE NEW LEE DORSEY** Amy 8011 (M); 8011 S (S) (123-08011-3; 123-08011-5)	2	
137	138	**LATIN PULSE** Nancy Ames, Epic LN 24189 (M); BN 26189 (S) (465-24189-3; 465-26189-5)	4	
138	143	**"BUCKETT"** Jimmy Smith, Blue Note BLP 4235 (M); BST 84235 (S) (230-04235-3; 230-84235-5)	2	
139	133	**I HEAR A SYMPHONY** Supremes, Motown MLP 643 (M); SLP 643 (S) (678-00643-3; 678-00643-5	36	
140	137	**THE FEEL OF NEIL DIAMOND** Bang BLP 214 (M); BLP 214 (S); (204-00214-3; 204-00214-5)	4	
141	147	**WILD IS THE WIND** Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S) (740-20207-3; 740-60207-5)	3	
142	—	**A MAN AND A WOMAN ("Un Homme Et Une Femme")** Soundtrack, United Artists UAL 4147 (M); UAS 5147 (S) (873-04147-3; 873-05147-5)	1	
143	141	**THE SUPREMES LIVE AT THE COPA** Motown 636a (M); ST 636 (S) (678-00636-3; 678-00636-5)	54	
144	139	**THE "POPS" GOES COUNTRY** Chet Atkins/Boston Pops (Fiedler), RCA Victor LM 2870 (M); LSC 2870 (S) (775-02870-3; 775-02870-5)	23	
145	142	**THE FUGS FIRST ALBUM** ESP Disk' 1018 (M); (No Stereo) (468-01018-3)	4	
146	136	**SWEET PEA** Tommy Roe, ABC ABC 575 (M); ABCS (105-00575-3; 105-00575-5)	3	
147	—	**FAITHFULL FOREVER** Marianne Faithfull, London LL 3482 (M); PS 482 (S) (640-03482-3; 640-00482-5)	1	
148	149	**HERSCHEL BERNARDI SINGS FROM FIDDLER ON THE ROOF** Columbia OL 6610 (M); OS 3010 (S) (350-06610-3; 350-03010-5)	2	
149	—	**WORDS AND MUSIC** Roger Miller, Smash MGS 27075 (M); SRS 67075 (S) (815-27075-3; 815-67075-5)	1	
150	—	**RHAPSODIES FOR YOUNG LOVERS** Midnight String Quartet, Viva V 6001 (M); VS 6001 (S) (901-06001-3; 901-06001-5)	1	

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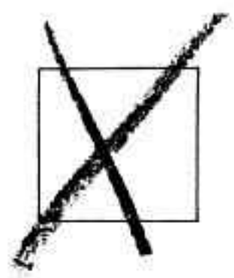
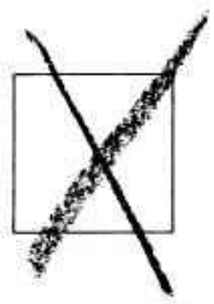
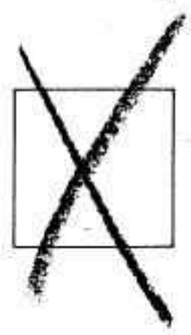
The ballots have been cast.



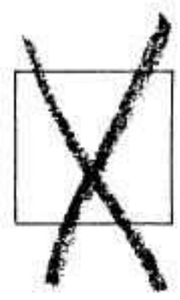
Marlena Shaw
Let's Wade In The Water
Cadet 5549



Gene Chandler
I Fooled You This Time
Checker 1155



Andrea Davis
Lonely Girl
Chess 1980



Bobby Moore
Try My Love Again
Checker 1156

Four of our candidates have been voted in.

CHESS

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England's next number 1 record

WESTERN UNION TELEGRAM

URGENT CABLEGRAM

VV
EW MERCURY
WUA084 (14)CTB053 PC013
P ZLB228 TD133 INTL FR ZL LONDON VIA WUI 39 8 146P
ALAN MINK MERREC CHGO

MANFRED MANN NUMBER 3 IN NEW MUSICAL EXPRESS THIS WEEK STOP
HEAVY SALES STOP COULD WELL BE NUMBER ONE NEXT WEEK STOP
REGARDS GERRY BRON

WESTERN UNION TELEGRAM

SEMI-DETACHED SUBURBAN MR. JAMES

72629

MANFRED MANN

Producer: Shel Talmy

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

I BET'CHA (COULDN'T LOVE ME) . . .
Manhattans, Carnival 522 (Sanavan, BMI) (New York)

UP IN HEAH . . .
Junior Wells, Brite-Star 149 (Fairshake, BMI) (Chicago)

AND I LOVE HER . . .
Vibrations, Okeh 7257 (Maclen, BMI) (Philadelphia)

LONG HAIRED MUSIC . . .
Guise, Musicland, U.S.A. 20,011 (Sonkay-Aim, BMI) (St. Louis)

BORN FREE . . .
Matt Monro, Capitol 5623 (Screen Gems-Columbia, BMI) (San Francisco)

I'M GONNA MISS YOU . . .
Artistics, Brunswick 55301 (Jalynne-BRC, BMI) (Cleveland)

HYMM NO. 5 . . .
Mighty Hannibal, Josie 964 (Bold Lad-Benell, BMI) (New Orleans)

IF YOU GO AWAY . . .
Damita Jo, Epic 10061 (Marks, BMI) (San Francisco)

KARATE . . .
Emperors, Mala 543 (Wilson, BMI) (Philadelphia)

PEAK OF LOVE . . .
Bobby McClure, Checker 1152 (Chevis, BMI) (St. Louis)

FIFI THE FLEA . . .
Side Kicks, RCA Victor 8969 (Marbus, BMI) (Milwaukee)

TELL IT LIKE IT IS . . .
Aaron Neville, Parlo 101 (Olrap, BMI) (New Orleans)

BEHIND MY WALL . . .
Distortions, Smash 2068 (Sunalee-Keva, BMI) (Birmingham)

New Album Releases

☐ ARGO

JOHN MILTON—Paradise Lost (Various Artists); RG 464
GEOFFREY CHAUCER — The Nun's Priest's Tale From The Canterbury Tales (Various Artists); RG 466
THE ENGLISH POETS—Elizabethan and Jocobean Lyric; RG 484
VARIOUS ARTISTS—Carols of Today; RG 499, ZRG 5499

☐ ATCO

MR. ACKER BILK—Mood for Love; 33-197, SD 33-197
BUFFALO SPRINGFIELD; 33-200, SD 33-200
BARCLAY STARS—Guitars Unlimited; 33-194, SD 33-194

☐ ATLANTIC

JOE HARRIOTT DOUBLE QUINTET—Indo-Jazz Suite; 1465, SD 1465

☐ BACH GUILD

ALFRED DELLER/DELLER CONSORT — Awake Sweet Love; BG 673, BGS 70673

☐ CAEDMON

ED BEGLEY—Tom Sawyer Adventures With Injun Joe; TC 1165
ED BEGLEY—Bret Harte; TC 1166
VARIOUS ARTISTS—Five One Act Plays by William Butler Yeats; TRS 315, TRS 315S

☐ CAPITOL

The Best of SONNY JAMES; DT 2615, ST 2615
Best of THE KINGSTON TRIO Vol. 3; DT 2614, ST 2614
The Best of EDITH PIAF; DT 2616

☐ CAPITOL IMPORTS (ENGLAND)

SENA JURINAC—Golden Voices Vol. 2; HQM 1024
RUBBRA: SYMPHONY NO. 5 IN B FLAT MAJOR—Halle Orch & London Symphony (Barbirolli); HQM 1016

☐ CAPITOL IMPORTS (ARABIAN)

VARIOUS ARTISTS—Bedduin Romance; VLLP 101
FARID AL-ATRASH — Prince of Romance; LPCX 503
MOHAMED ABDEL WAHHAB—Immortal Melodies; LPCX 504
VARIOUS ARTISTS — Armenian Folk Songs and Dances; LPVDX 138

☐ COLISEUM

VARIOUS ARTISTS — Jungle Adventure; D 41002, DS 51002

☐ COLUMBIA

VARIOUS ARTISTS—The Baroque Inevitable Album; CL 2587, CS 9387
JO BASILE—Music From Cabaret; CL 2575, CS 9375
COZY COLE—It's a Rocking Thing!; CL 2553, CS 2553
DEBUSSY—The Martyrdom of Saint Sebastian; M2L 353, M2S 753
GLENN GOULD Plays Bach; D3L 354, D3S 754
JOHN HANDY QUINTET—The 2nd John Handy Album; CL 2567, CS 9367
ANTON KARAS at the Cafe Mozart—Rendezvous in Vienna; CL 2576, CS 9376
Presenting GERRIE LYNN; CL 2585, CS 9385
MOZART: DIVERTIMENTO NO. 17 IN D MAJOR FOR HORNS AND STRINGS K 334—The Cleveland Orch. (Lane); ML 6324, MS 6924
ORIGINAL SOUNDTRACK—Is Paris Burning?; OL 6630, OS 3030
ORIGINAL BROADWAY CAST—The Apple Tree; KOL 6620, KOS 3020
PROKOFIEV: CONCERTO NO. 3 IN C MAJOR FOR PIANO & ORCH. OP. 26—The Cleveland Orch. (Szell); ML 6325, MS 6925
Hits From the Horn of NINI ROSSO; CL 2574, CS 9374
The Music of Arnold Scheenberg Vol. 5—Robert Craft, M2L 352, M2S 752
VARIOUS ARTISTS—Welcome to Music City U.S.A.; CL 2590, CS 9390
BARBRA STREISAND—Je M'Appelle Barbra; CL 2547, CS 9347
FRANKIE YANKOVIC—Beers 'N Cheers; CL 2562, CS 9362

☐ COLUMBIA (EX Series)

LEO DAN—Libre, Solterito Y Sin Nadie Young Love/Latin Style; EX 5174

☐ COMMAND

DOC SEVERINSEN—Command Performances; RS 904 SD

☐ CONNOISSEUR SOCIETY

MAHAPURUSH MISRA TABLE—Indian Drums, CM 1466, CS 1466
IVAN MORAVEC—Chopin: Preludes, Opus 28; CM 1366, CS 1366

☐ CROSSROADS

BEETHOVEN: STRING QUARTET NO. 13 IN E FLAT—Semtana Quartet; 22-16-0055, 22-16-0056

☐ DECCA

LENNY DEE—In the Mood; DL 4818, DL 74818
SAMMY KAYE—Let's Face the Music and Dance; DL 4823, DL 74823
ERNEST TUBB'S Fabulous Texas Troubadours; DL 4745, DL 74745
VARIOUS ARTISTS—The Kitty Wells Show; DL 4831, DL 74831

☐ DESTO

JANACEK: YOUTH/NURSERY RHYMES—Caramoor Festival Orch. (Rudel); D 428, DST 6428
JANACEK: CONCERTINO FOR PIANO & CHAMBER ENSEMBLE—Caramoor Festival Orch. (Rudel); D 427, DST 6427

☐ ELEKTRA

TIM BUCKLEY; EKL 4004
PAT KILROY—Light of Day; EKL 311, EKS 7311

☐ EPIC

BOB CRANE—The Funny Side of TV; LN 24224, BN 26224
ALICIA de LARROCHA—Albeniz: Iberia/Navarra; SC 6058, BSC 158
IGOR KIPNIS—Bach on the Harpsichord & Clavichord; LC 3932, BC 1332
MIKE WOFFORD—Strawberry Wine; LN 24225, BN 26225

☐ EVERYMAN

BACH: Mass in B Minor—Various Artists/Philharmonic Society of Amsterdam (Goehr); SRV 216/7, SRV 216/7SD
BEETHOVEN: MISSA SOL SOLEMNIS—Vienna Festival Orch. (Krips); SRV 214/5, SRV 214/5SD
BRAHMS: SYMPHONY NO. 1—Vienna Festival Orch. (Krips) SRV 221, SRV 221SD
HANDEL: WATER MUSIC/ROYAL FIREWORKS MUSIC—Vienna State Opera Orch. (Prohaska/Appia); SRV 209, SRV 209SD
SCHUBERT: SYMPHONY NO. 9—SLD Symphony Orch. (Schuricht); SRV 218, SRV 218SD

☐ FANTASY

BOLA SETE TRIO—Autentico; 3375, 8375
VINCE GUARALDI/BOLA SETE—Live at El Matador; 3371, 8371

☐ FONTANA

BAND OF THE SCOTS GUARDS—The Ceremony of Changing the Guard; MGF 27558, SRF 67558
GLORIA LYNNE—Where It's At!; MGF 27555, SRF 67555

☐ HARMONY

THE ORIGINAL CARTER FAMILY—Great Sacred Songs; HL 7396
BASIL RATHBONE & ERROL FLYNN—Great Adventure Stories for Children; HL 9558

☐ IMPERIAL

FRANCK POURCEL—Beautiful Obsession; LP 9322, LP 12322
SUE RANEY—Alive and in Love; LP 9323, LP 12323
TOM TEDESCO—Calypso Soul; LP 9321, LP 12321

☐ LONDON

TED HEATH/EDMUNDO ROS—Heath Vs. Ros; SP 44089

☐ MERCURY

DAVE DUDLEY—Free and Easy; MG 21098, SR 61098

☐ NINA

VARIOUS ARTISTS—48 Unforgettable Songs From Old Athens; LP 96
VARIOUS ARTISTS—From Athens to Delphi; LP 95

☐ RCA VICTOR

HARRY BELAFONTE—Calypso in Brass; LPM 3658, LSP 3658
VIC DAMONE—Stay With Me, LPM 3671, LSP 3671
The Popular DUKE ELLINGTON; LPM 3576, LSP 3576
EDDIE FISHER—Games That Lovers Play; LPM 3726, LSP 3726
DON GIBSON—Great Country Songs; LPM 3680, LSP 3680
LORNE GREENE—Portrait of the West; LPM 3678, LSP 3678
AL HIRT—The Horn Meets "The Hornet"; LPM 3716, LSP 3716
HOMER & JETHRO—Wanted for Murder; LPM 3673, LSP 3673
PAUL HORN QUINTET—Monday, Monday; LPM 3613, LSP 3613
NORMA JEAN Sings a Tribute to Kitty Wells; LPM 3664, LSP 3664
HENRY MANCINI—Music of Hawaii; LPM 3713, LSP 3713
GLENN MILLER—Blue Moonlight; LPM 3657, LSP 3657
WILLIE NELSON—Live Country Music Concert; LPM 3659, LSP 3659
THE NEW SOCIETY—The Barock Sound; LPM 3676, LSP 3676
MATA OLSSON/LAPPLAND—Swedish Brass; LPM 3684, LSP 3684
JIM REEVES—Yours Sincerely; LPM 3709, LSP 3709
THE SIDEKICKS Featuring "Fifi the Flea"; LPM 3712, LSP3712
SOUNDTRACK—Run for Your Wife; LOC 1129, LSC 1129
TV SOUNDTRACK—Alice Through the Looking Glass; LOC 1130, LSC 1130
VARIOUS ARTISTS—Women of the Blues; LPV 534

☐ SIMON SAYS

MILLA COLLEGE OF EDUCATION—Chicken Little; M 46
SOUPY SALES—Spy With a Pie; M 49
VARIOUS ARTISTS—Animal Nursery; M 47
VARIOUS ARTISTS — Children's Marching Songs; M 48

☐ SMASH

THUMBS CARLLILE—All Thumbs; MGS 27085, SRS 67085

☐ SPAR

JIMMY WILKERSON Plays the Theme From Doctor Zhivago; 3007

(Continued on page 61)

REDD FOXX
and other great comics
ON DOOTO BEST SELLING COMEDY ALBUMS...America's maddest, gayest, funniest comedy
Put these power packed albums in your inventory!

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LOAD UP FOR THE BIG SELLING SEASON

DOOTO RECORDS 9512 SOUTH CENTRAL AVENUE LOS ANGELES 2, CALIFORNIA

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SEE IT . . .
DECEMBER 24th!

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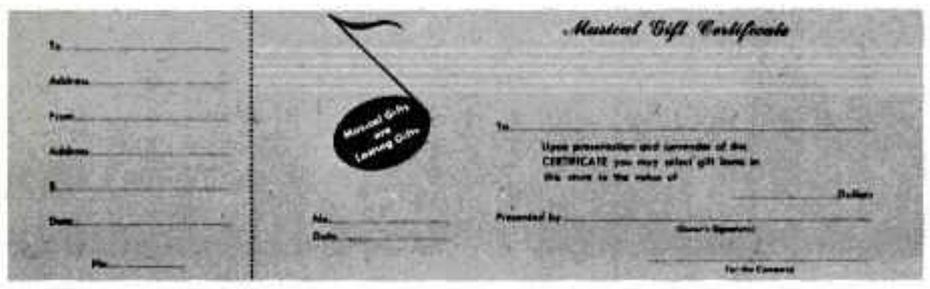
Christmas Merchandising Section



NAMM GIFT CERTIFICATE being used by many dealers to stimulate added Christmas business, said to be ideal for the "undecided" Yule season shopper.

Gift Certificates Boost Dealer Yuletide Sales

CHICAGO — Gift certificates as an important tool for dealers during the Christmas season are advocated by dealers such as Andy Andersen, owner of V. H. Andersen Record Center here.

Andersen, who uses a special National Association of Music Merchants certificate, encourages recipients to spread out their "cash in" purchases if they do not wish to redeem them for the full amount after Christmas. "We merely credit each redemption until the whole amount is cashed in," said Andersen. "This might take a customer as long as two or three months if they're a teen-ager buying singles and it keeps them coming back into the store."

NAMM executive vice-president Bill Gard, who feels the gift certificate is the perfect answer for the "undecided" customer, said the special promotion aid was available plain or imprinted. The price scale is 50—$2, 100—$2.75, 200—$3.75 and 500—$7, when not imprinted. Imprinted, the certificates range from 50—$14, to 500 for $19 and from 500-1000 is $14 plus quantity. "I suggest that dealers investigate local printing outlets for imprinting or that they use a rubber stamp," said Gard.

RCA Victor Issues Control Guidelines

NEW YORK—RCA Victor Records has launched product control guidelines for its Christmas product this year. Ray Clark, head of RCA Camden Records, the economy line of the firm, said last week that all rack jobbers and distributors are being furnished with complete data on the number of albums purchased from RCA Victor last year, exactly how many were sold of each record and how many he returned.

"The service is intended to be used strictly as guidelines in buying Christmas product this year," Clark said. "It should help rack jobbers and distributors provide ample coverage to their accounts, yet not overbuy." Data was provided on all lines of RCA Victor—the economy Camden label, RCA Victor's product, and the Red Seal line.

An added value of the service, of course, is to cut down the number of records returned each year. Previously, due to the lasting value of Christmas product, this stock had to be held from year to year in the warehouse waiting for Christmas. It wasn't a big problem because there's always another Christmas season and each Christmas the past four years have been better than the last for all categories of music at RCA Victor. One reason for this may be that rack jobbers are playing an increasingly important role in the merchandising of Christmas product.

One racker, according to Clark, has over the past four or five years continued to put out Christmas product earlier and earlier. "As early as Sept. 15 this year, he was selling 100 albums a week. He figures by the time most people have Christmas records on their shelves he'll already have sold between 4,000 and 5,000 albums." This racker stocks early for early Christmas shoppers, "because there are many early shoppers who are going to buy something and it might as well be records."

Your best sellers year after year are "your old proven favorites," Clark said. "One rack jobber said his best seller last Christmas was Elvis Presley's Christmas album which was cut several years ago. But the adage is that what sold well last year will sell well this year."

Christmas product represents a pretty "big chunk" of the year's business of RCA Camden Records—"we have an extensive Christmas catalog and may do up to 15 per cent of our total volume for the year on Christmas records. It's not a 'little' business."

A Christmas album on RCA Camden is expected to soon get an RIAA award representing sales of a million copies—the first economy album to ever get either a million dollars in sales or sell a million units.

Camden's Christmas product lies in 11 albums, including two new ones, ranging from a Perry Como album to one by the Living Strings.

"Year after year, we continue to sell more Christmas items," Clark said. "I suppose we're in the period where most Christmas albums are being bought by young adults between 18 and 25 years old . . . they're going out and buying things we may consider old hat, but which are new to them."

The popularity, in general, of an artist can mean a lot to Christmas sales. Eddy Arnold product, for example, is up 15 per cent this year because of his revitalization as a record artist.

In the record industry, Christ-

(Continued on page 56)

Lack of Major Christmas Hit Fails to Dampen NY Optimism

By CLAUDE HALL

NEW YORK—Christmas just ain't Christmas, New York dealers and distributors complain, without a Christmas hit like "Rudolph the Red-nosed Reindeer" or "White Christmas" or "The Little Drummer Boy."

Not that business won't be better than ever this year, because everybody reports high expectations. Phil Mishuck, record buyer for Alexander's department store, said business was proceeding ahead of last year's rate and the "over-all picture is for a beautiful sales Christmas."

Curt Schott, record buyer at the Record Hunter; Sam Stolon, general manager of the Sam Goody retail record chain; Harry Apostalaris of Alpha Distributors and Sid Turk, a partner of the Colony record store, all felt this was going to be a tremendous Christmas for sales in general.

As Turk put it, "Sales are always difficult to forecast, but we live in hope. I think sales will be higher than before. There's generally been a slight improvement in sales all year. But we don't really have a Christmas season except for the last week or so when it becomes more of a last-minute thing for shoppers. In recent years, however, Christmas product has not been a major factor here. You sell some, but nothing spectacular. People may replace old albums or may buy a new one. But there hasn't been 'Rudolph, the Red-Nosed Reindeer' type of hit in some while."

Sam Stolon of Sam Goody's said he stocked most of the Christmas records, "especially the major labels. But I don't put much faith in them because Christmas records, in general, have been declining in the past four years. Maybe it's the fact that Goodyear Tire and Firestone have them available as premiums . . . maybe it's that people still have last year's record . . . maybe people get enough Christmas music on radio. But in over-all product, we're doing better than last year, which was better than the year before.

"December, of course, is the biggest buying period we have because people buy all kinds of records as gifts. December is twice as big as any good month of the year."

Harry Apostalaris of Alpha Distributors felt he had the answer to the decreasing Christmas

(Continued on page 56)

Chi Dealers See Rosy Christmas

By EARL PAIGE

CHICAGO—Optimism with a faint trace of restraint characterize the 1966 Christmas outlook of dealers, distributors and one-stops here. Dealers intend to be more discriminatory in stocking Christmas merchandise, but retain their Yuletide enthusiasm.

"Christmas items per se have been steadily dropping off for several years," veteran dealer Andy Andersen reported. Citing the example of Mitch Miller's Yule package of some years back Andersen said, "We moved from between 100 and 150 pieces of this in 1957, I think it was. Last year we sold about ten."

But Andersen was quick to point out that other merchandise of the non-Christmas variety has been the source of increased volume each year and he sees no reason to suspect this won't happen again. "I'm definitely looking for a good season," he said.

Of the same opinion was Bert Loob, manager of Merrec Distributors, who said, "We're looking for the biggest Christmas ever. This is partly because of the soft market the past two months which is now picking up. As far as a specific Christmas item," he said, "we're not looking for anything different here but dealers and one-stops are placing very good orders."

Loob said that Merrec is encouraging dealers to be more discriminatory in buying this season. "When you have to live with returns the way distributors do it's no longer possible for dealers to load up just because merchandise can be returned. They have space problems, too, and they've learned to invest in things that will sell."

Fred Siporia of Singer One-Stop made the same point. "We're cutting down our list of Christmas items from 30 to 15 this year. We're telling dealers to go with the proven stuff. Anybody who is anything has a Christmas album," he said, "but there's no point in having this stuff on the shelves Dec. 29."

Merril Rose of Rose Record Store, Inc. with two loop shops here said, "I'm looking for a big season but I expect our stock to be well diversified. You can't look for Christmas items themselves to be this big but merchandise of all kinds will pick up and I really look for stereo to increase, probably four to one."

At All State Distributors, promotion man Howard Bednow said, "we haven't seen anything yet that's new or exciting. I mean, how many Christmas records are there? We're looking for the Supremes album to be great again and we're getting action on Ramsey Lewis'

(Continued on page 56)

West Coast Diskeries Bullish About Holiday Selling Season

By ELIOT TIEGEL

LOS ANGELES — Record manufacturers here generally feel the American public will spend healthy sums on disk product this holiday season.

Everest's president Bernie Solomon summed up the attitude: "This will be our biggest season. We're going crazy; we can't make deliveries. We expect to at least double our sales of last Christmas." Everest's featured product for the holiday sales period is its Cetra opera series (36 albums) and its Archive of Piano Music series consisting of 13 albums.

Most manufacturers are not exploiting strictly new Christmas product, but rather are making available their proved items, both from the catalog or with a holiday flavor.

Capitol's Christmas plans focus on a $250,000 advertising campaign geared to the theme "Give the Gift of Music" which will be exploited in full-page, four-color and half-page co-operative advertisements in newspapers around the country. Over 250 albums—including four Yule LP's—fall under the holiday promotion. The Christmas product is by the Lettermen, Wayne Newton, Sonny James and the Southern California Mormon Choir. This entire breadth of product will be listed in a 24-page holiday catalog supplied to dealers.

Warner Bros. is offering three reissued Christmas albums by Bing Crosby, George Greeley and the King Family. A Dean Martin promotion, which includes the vocalist's first Christmas LP for the Reprise label, plus a new LP and his 13-title catalog, falls right in the holiday sales period. While the label hopes for $4 million in retail sales on the Martin product, it cannot separate this from total Christmas sales and is thus hesitant to make any specific holiday sales projection.

Al Sherman's Alshire Presents operation is a bit more specific about the holiday period. Sales are going to be very good, he says. "One good barometer is that you can't get any records pressed. The plants are loaded. To me this indicates increased sales. It will be a tremendous fall season," Sherman's holiday fare centers on the 101 Strings catalog, including eight new titles.

With two reissued Christmas albums by the Hanna-Bar-

(Continued on page 56)

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"I HAD TOO MUCH TO DREAM LAST NIGHT"

0532

THE

ELECTRIC PRUNES

AN IDEA-A SOUND-A MOOD-
GROUP-A STATE OF MIND
TO DEFY ANY & ALL
DESCRIPTION.

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'Rudolph' Still Riding High

NEW YORK—There will be a minimum of 20, and possibly as many as 25, new records of "Rudolph, the Red-Nosed Reindeer," according to Johnny Marks, head of St. Nicholas Music. Among these will be sides by Henry Mancini on RCA Victor; Percy Faith, Columbia; Ferrante & Teicher, United Artists; Del Reeves, United Artists; Jimmy Roselli, United Artists; Lena Horne, United Artists; Wayne Newton, Capitol; George Feyer, Decca; Pat Boone, Dot and Arthur Treacher, MGM.

In addition, the "Rudolph TV Spectacular," sponsored by General Electric, will run for the third time Sunday, Dec. 4, 5:30-6:30 p.m. on NBC. Decca has released the original soundtrack and music from the spectacular, featuring the voice of Burl Ives, as their Christmas highlight.

The "Rudolph TV Spectacular" is running on the BBC in England for the second time; it will also be shown in other countries throughout Europe.

"Rudolph," one of the biggest song hits of all time, has sold over 47 million records in America, 22,000,000 abroad and 3,500,000 copies of sheet music. It was first recorded in 1949 by Gene Autry, whose record sold 6 million, the all-time best seller for the label. There have been more than 300 recordings of the song, and it has been published in 115 arrangements. It has been translated into many languages.

Cartoon Costumes & Display Bins Among Coast Merchandising Aids

LOS ANGELES — Merchandising aids from Coast companies run the gamut from cartoon costumes from Hanna-Barbera to brightly colored floor display bins with a Christmas motif.

Capitol Records—is offering a lit floor merchandiser in the shape of Santa's House which holds 300 albums and a quantity of catalogs promoting the company's "Give the Gift of Music" campaign for 250 albums. The label is also customizing mail order blanks for dealers. These blanks with the store's name and prices may be inserted inside catalogs and sent to mail-order patrons.

Liberty Records—is offering two displays promoting its Golden Great Album series and the Ventures new "Wild Things" LP. Gary Lewis and the Playboys are the dominant act spotlighted in the Golden Greats 24 x 48-inch display. Other artists included are Vic Dana, Jan and Dean and Bobby Vee. The Ventures display is 24 x 24 inches and shows a blow-up of their new LP along with a montage of other Golden Greats packages. The banner line on this display reads: "Have a wild holiday with the Ventures."

Liberty Stereo Tapes—is offering a "Cartridge in a Pear Tree" combination floor and hanging mobile display for its 125 titles. On the floor the display is 4 feet wide and 3 feet high. As a hanging mobile, it falls into a one-foot-square box.

Hanna-Barbera—is offering a Yogi Bear Record Shop nine-color floor merchandiser capable of holding 200 LP's, a counter holder for 72 49 cent singles spotlighting "Your Favorite TV Stars" and life-size costumes for Huckleberry Hound, Fred Flintstone and Yogi Bear.

Reprise Records—is offering sundry items to back its Dean Martin promotion, including: a special browser box, store banners, window streamers, window displays for the new "Dean Martin TV Show" LP and easel-back displays for the vocalist's catalog albums.

Lack of Major Christmas Hit Fails to Dampen NY Optimism

• Continued from page 54

product sales: "There's very little air time to expose any product much at all; radio stations limit the play of Christmas records to the one or two weeks before the holiday. The result is that no one hardly turns out Christmas singles any more. And, on the albums, companies get a 50 per cent return.

"As for general product, all stores are expecting a big Christmas business."

Mishuck at Alexander's said he expected record sales to be fantastic this year, but not in Christmas product. "Christmas records means less and less, though we put them out on the shelves as of Nov. 1. Five or six years ago, we used to have monster hits each Christmas. There hasn't been any in the last couple of years. Of course, our sales now are on the old standards—Perry Como, Bing Crosby, Mantovani."

Curt Schott at Record Hunter felt there was a "law of dimishing returns" on the old standards because they were the same records every year; this was causing declining sales of Christmas product. But, as for total record sales, the store has already begun to see early Christmas shopper activity. "It's unusual to see Chrismas action here this early because it usually doesn't start until around Thanksgiving. It's a good sign that business is going to be great. The average customer, too, is not being particular about which record he or she buys . . . they're just hunting for a gift."

Chi Dealers See Rosy Christmas

• Continued from page 54

'Sounds of Christmas' and 'More Sounds of Christmas'."

National Association of Music Merchants executive vice-president William R. Gard said, "I can tell dealers are already busy. They're not calling me, they just want to be sure their product is coming in and their promotions are ready." The National Association of Music Merchants has predicted a musical home entertainment Christmas sales figure of $2.5 billion.

The subject of singles came up several times in conversation with Bednow mentioning that All State will probably move between 10,000 and 15,000 copies of Charles Brown's "Merry Christmas Baby" and Lowell Fulson's "Lonesome Christmas," despite their vintage.

Both Bednow and Siporia were in agreement that Christmas singles don't "happen" because stations tend to wait too late before programming Christmas material. " 'Little Drummer Boy' was out for two seasons," said Loob, "before finally the momentum caught up with it." Siporia who will have singles available for his jukebox operator customers, thought it would be particularly hard to promote a teen-slanted Christmas single without longer promotion.

Andersen said, "Singles account for half my volume. We have a lot of customers who drive in from 20 miles out because the racks or discount stores don't stock singles like we do." Andersen will stock singles of "White Christmas," "Silent Night," "Silver Bells," "Oh, Holy Night," "Little Drummer Boy," and other evergreens this year at his regular retail price of 94 cents.

The ratio of stereo to monural is moving steadily toward the dual track disks, Andersen said. "It increased 5 per cent each year of late." Of Christmas merchandise specifically, Andersen said it would swing 60-40 toward stereo. Loob did not entirely agree. "I think it's more like 60 mono and 40 stereo," he said. There seemed to be complete agreement that teen-oriented albums in both Christmas and other merchandise is still very strongly monural, as much as 70-30 Loob indicated.

As for other merchandise, phonographs in particular, Andersen looks for big sales in what he calls "personal phonographs." "We're carrying several battery operated models in all price ranges," he said. "The Mercury and Viscount models look very good and most are adaptable for AC as well," Andersen said.

Speaking of pre-recorded tape, Andersen said he was waiting for more standardization but Rose indicated he will be stocking all varieties of reel-to-reel and cartridge packages. Siporia is also making cartridges available to his dealers in both 8 and 4-track configurations.

Both Andersen and Rose advertise extensively in newspapers. Rose takes a full page in Monday's Chicago Sun Times and will take a few extra advertisements during the Christmas season. Andersen uses suburban papers saying, "I reach out in a five-mile radius in all seven of the Sagan papers. I use a one inch deep by eight column ad in the Sunday Shopper, which is one of the papers this chain offers."

Both dealers will wait until the week before Thanksgiving before decorating their stores and Andersen indicated he might wait until right after Thanksgiving. Both were aware of the increased problems of pilferage during the frenzy of the Christmas shopping period, too.

"We use a Pinkerton man in our 214 South Wabash store," said Rose, "but not in our 159 West Madison outlet." Andersen, who displays empty jackets in open stock arranges his store so there are few hiding places. "We also have a surprising amount of customer loyalty out here," he said. "For instance, a customer will tell us that the guy up there in the green jacket has some 45's in his coat," Andersen said.

West Coast Diskeries Bullish About Holiday Selling Season

• Continued from page 54

bera Organ and Chimes and Pebbles and Bamm-Bamm plus four 49-cent Christmas EP's, Hanna-Barbera Records topper Don Bohanan says he's having no problem writing orders. "Tight money won't affect getting merchandise into the stores. The retailer doesn't seem to be too afraid of it."

In fact, HBR looks forward to its biggest quarter in its period. "This is the first Christmas Hanna-Barbera is really ready with product," Bohanan continued. "Last year we didn't have enough product to make an effort." The company is re-releasing one single, "Open Up Your Heart and Let the Sun Shine In" by the two cartoon characters Pebbles and Bamm-Bamm. An animated film clip of the two singing the song in front of a black background will be provided TV stations again for insertion in variety programs. Last year the clip was favorably received.

The theory at Liberty Records this year is to "merchandise the proved items," according to executive vice-president Phil Skaff. Rather than recording Christmas albums by its artists, the label is instead emphasizing albums "that have had movement."

Skaff doesn't think the tight money situation — which has affected other industries — will affect gift buying. The appeal of major artists being merchandised as LP gifts will suffice to get people into the record stores. "The trend is to remerchandise your successful Christmas product and fall releases for Christmas volume."

At Valiant, which is riding its hottest period with product by the Association and Shelby Flint, there are no specific Christmas albums. Instead, the product already released will be emphasized. "Business as a whole could do fantastically because there's so much good product out," exclaimed Budd Dolinger, the label's general manager. Valiant estimates it can do $1.5 million through the holiday period.

Dolinger offers a discordant note anent the money situation, citing the tight funds situation as affecting dealers and racks. Dealers aren't paying their bills and racks are hanging up the manufacturers, he says. Dolinger thinks there are distributors who are "running to the bank to borrow money." Tight money has made some distributors overcautious in their buying, he points out, but then says that the pressing plants are full and have back orders which are "unbelievable." The tight money stronghold is starting to loosen, the executive believes, because people traditionally spend their money during the holiday season.

At Dot, the entire catalog plus three new Christmas titles by Bonnie Guitar, Jimmy Wakely and Pat Boone are being offered. A&M's plans for fall selling cover new product by the Tijuana Brass, Chris Montez, the Baja Marimba Band and the Sandpipers. To promote this product, national magazine advertising and Sunday newspaper supplements will be utilized. There are no Christmas albums per se. Disneyland's holiday offering is a children's album of carols, but the catalog of cartoon and educational stories always sees a boost in action during Christmastime.

RCA Issues Guidelines

• Continued from page 54

mas business is always a peak between October and February, Clark said. "Christmas is a gift-buying period and a great opportunity to merchandise big ticket items for all record companies." So, while rackers will put out impulse items, whatever is popular at the moment, the promotion is usually on big ticket items such as two-album sets, soundtracks, classical records. "It's true with rack jobbers as well as dealers, the interest is in that kind of product that's not only seasonal but has promotional possibilities and is timely.

"As an example, the 'Sound of Music' soundtrack. The movie is being shown across the nation. Tickets to the movie are a good gift. As a result of seeing it, the people will buy the LP. Or give the LP to friends as a gift. It's all a matter of exposure. The same was true of the soundtrack of 'South Pacific," which has been one of our best sellers ever since it was released."

The reason that the Christmas merchandising season is five months long—October through February—Clark said, is that dealers and rackers often sell as much product in January as December. "At Christmas, many gifts to teens are given in money. It's kind of like 'mad' money to them and records are for mad money." He felt that dealers can lose a considerable amount of money by not merchandising during the period between Christmas and New Year's Day to take advantage of the flow of mad money.

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Billboard BEST BETS FOR CHRISTMAS

While it's still too early to tell which items are moving best from dealers' shelves, the best-selling Christmas albums and singles of a year ago should serve as a buying guide. Christmas product has a habit of repeating from year to year. The list does not include current releases, which are covered elsewhere in the section.

SINGLES

POS. TITLE, ARTIST, LABEL, NUMBER

1. **LITTLE DRUMMER BOY,** Harry Simeone Chorale, 20th Century-Fox 429
2. **SANTA LOOKED A LOT LIKE DADDY,** Buck Owens, Capitol 5537
3. **WHITE CHRISTMAS,** Bing Crosby, Decca 23778
4. **CHRISTMAS SONG,** Nat King Cole, Capitol 3561
5. **MERRY CHRISTMAS BABY,** Charles Brown, Hollywood 1021
6. **PLEASE COME HOME FOR CHRISTMAS,** Charles Brown, King 5405
7. **JINGLE BELL ROCK,** Bobby Helms, Decca 30513
8. **THERE WON'T BE ANY SNOW,** Derrik Roberts, Roulette 4656
9. **LONESOME CHRISTMAS,** Lowell Fulson, Hollywood 1022
10. **ROCKIN' AROUND THE CHRISTMAS TREE,** Brenda Lee, Decca 30776
11. **TWINKLE TWINKLE LITTLE ME,** Supremes, Motown 1085
12. **CHILDREN'S CHRISTMAS SONG,** Supremes, Motown 1085
13. **BLUE CHRISTMAS,** Elvis Presley, RCA Victor 0647
14. **YES, PATRICIA, THERE IS A SANTA CLAUS,** Jimmy Dean, Columbia 43457
15. **DO YOU HEAR WHAT I HEAR,** Bing Crosby, Capitol 5088
16. **MERRY CHRISTMAS BABY,** Charles Brown, Imperial 5902
17. **WHAT ARE YOU DOING NEW YEAR'S EVE,** Nancy Wilson, Capitol 5084
18. **DO YOU HEAR WHAT I HEAR,** Andy Williams, Columbia 43458
19. **THE REAL MEANING OF CHRISTMAS,** Ray Conniff & the Singers, Columbia 43448
20. **WHITE WORLD OF WINTER,** Bing Crosby, Reprise 0424
21. **JINGLE BELLS,** Ramsey Lewis Trio, Cadet 5488
22. **SILVER BELLS,** Al Martino, Capitol 5311
23. **MY MOM AND SANTA CLAUS,** George Jones, United Artists 530
24. **O BAMBINO,** Harry Simeone Chorale, Kapp 628
25. **JINGO JANGO,** Bert Kaempfert, Decca 31560
26. **MAY YOU ALWAYS,** Harry Harrison, Amy 944
27. **BABY'S FIRST CHRISTMAS,** Connie Francis, MGM 4049
28. **WHITE CHRISTMAS,** Drifters, Atlantic 1048
29. **SILENT NIGHT,** Bing Crosby, Decca 23777
30. **LITTLE ALTAR BOY,** Vic Dana, Dolton 48

ALBUMS

1. **LITTLE DRUMMER BOY,** Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
2. **ELVIS' CHRISTMAS ALBUM,** Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
3. **ANDY WILLIAMS CHRISTMAS ALBUM,** Columbia CL 2087 (M); CS 8887 (S)
4. **MERRY CHRISTMAS,** Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
5. **MERRY CHRISTMAS,** Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
6. **MERRY CHRISTMAS,** Supremes, Motown 638 (M); ST 638 (S)
7. **MERRY CHRISTMAS,** Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
8. **CHRISTMAS SONG,** Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
9. **THE VENTURES CHRISTMAS ALBUM,** Dolton BLP 2038 (M); BST 8038 (S)
10. **CHRISTMAS WITH THE KING FAMILY,** Warner Brothers W 1627 (M); WS 1627 (S)
11. **SOUND OF CHRISTMAS,** Ramsey Lewis Trio, Cadet CLP 687 (M); CLPS 687 (S)
12. **CHRISTMAS WITH BUCK OWENS,** Capitol T 2396 (M); ST 2396 (S)
13. **JIMMY DEAN'S CHRISTMAS CARD,** Columbia CL 2404 (M); CS 9204 (S)
14. **THE SOUND OF CHRISTMAS,** Al Hirt, RCA Victor LPM 3417 (M); LSP 3417 (S)
15. **SOUNDS OF CHRISTMAS,** Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
16. **MORE SOUNDS OF CHRISTMAS,** Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)
17. **HERE WE COME A-CAROLING,** Ray Conniff & the Singers, Columbia CL 2406 (M); CS 9206 (S)
18. **JOHN GARY CHRISTMAS ALBUM,** RCA Victor LPM 2940 (M); LSP 2940 (S)
19. **BEACH BOYS' CHRISTMAS ALBUM,** Capitol T 2164 (M); ST 2164 (S)
20. **JOLLY CHRISTMAS FROM FRANK SINATRA,** Capitol W 894 (M); DW 894 (S)
21. **SEASON'S GREETINGS FROM PERRY COMO,** RCA Victor LPM 2066 (M); LSP 2066 (S)
22. **HOLIDAY SING ALONG WITH MITCH,** Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
23. **CHRISTMAS GREETINGS FROM THE MANTOVANI ORK,** London LL 3338 (M); PS 338 (S)
24. **A MERRY CHRISTMAS,** Al Martino, Capitol T 2165 (M); ST 2165 (S)
25. **STAR CAROL,** Tennessee Ernie Ford, Capitol T 1071 (M); ST 1071 (S)
26. **CHRISTMAS TIME,** Roger Williams, Kapp KL 1164 (M); KS 3048 (S)
27. **HOLIDAY CHEER,** Dean Martin, Capitol T 2343 (M); ST 2343 (S)
28. **THIS CHRISTMAS I SPEND WITH YOU,** Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
29. **MANY MOODS OF CHRISTMAS,** Robert Shaw Chorale, RCA Victor LM 2684 (M); LSC 2684 (S)
30. **CHRISTMAS CAROLS AROUND THE WORLD,** Mormon Tabernacle Choir, Columbia ML 5684 (M); MS 6284 (S)
31. **SING WE NOW OF CHRISTMAS,** Tennessee Ernie Ford, Capitol T 2394 (M); ST 2394 (S)
32. **HAVE A HOLLY JOLLY CHRISTMAS,** Burl Ives, Decca DL 4689 (M); DL 74689 (S)
33. **CHRISTMAS WITH THE CHIPMUNKS,** Liberty LRP 3256 (M); LST 7256 (S)
34. **HANDEL: MESSIAH,** Mormon Tabernacle Choir/Condie; Philadelphia Orch. (Ormandy), Columbia ML 5364 (M); MS 6058 (S)
35. **JOY OF CHRISTMAS,** Joan Sutherland, London 5943 (M); OS 25943 (S)
36. **JOYS OF CHRISTMAS,** Mormon Tabernacle Choir-N. Y. Philharmonic Orch. (Bernstein), Columbia ML 5899 (M); MS 6499 (S)
37. **SEASON'S GREETINGS,** Percy Faith, Columbia CL 1394 (M); CS 8189 (S)
38. **CHRISTMAS WONDERLAND,** Bert Kaempfert, Decca DL 4441 (M); DL 74441 (S)
39. **CHRISTMAS WITH CONNIFF,** Ray Conniff, Ork & Chorus, Columbia CL 1390 (M); CS 8185 (S)
40. **I WISH YOU A MERRY CHRISTMAS,** Bing Crosby, Warner Bros. W 1484 (M); WS 1484
41. **CHRISTMAS CHEERS,** Ace Cannon, Hi H 12022 (M); S 32022 (S)
42. **HEART OF CHRISTMAS,** Sergio Franchi, RCA Victor LPM 3437 (M); LSP 3437 (S)
43. **SPIRIT OF CHRISTMAS,** Mormon Tabernacle Choir, Columbia ML 5423 (M); MS 6100
44. **WE WISH YOU A MERRY CHRISTMAS,** Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
45. **SONGS FOR CHRISTMAS,** Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
46. **O BAMBINO-THE LITTLE DRUMMER BOY,** Harry Simeone Chorale, Kapp KL 1450 (M); KS 3450 (S)
47. **MERRY CHRISTMAS,** Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
48. **JACK JONES CHRISTMAS ALBUM,** Kapp KL 1399 (M); KS 3399 (S)
49. **FOR THE WHOLE FAMILY AT CHRISTMAS,** Robert Rheims, Rheims LP 6010 (M); ST 7710 (S)
50. **CHRISTMAS SONGS,** Obernkirchen Children's Choir, Angel 35914 (M); S35914 (S)
51. **CHRISTMAS GREETINGS,** Jerry Vale, Columbia CL 2225 (M); CS 9025 (S)
52. **WONDERLAND OF CHRISTMAS,** Andre Kostelanetz Ork, Columbia CL 2068 (M); CS 8868 (S)
53. **MERRY CHRISTMAS FROM THE NEW CHRISTY MINSTRELS,** Columbia CL 2096 (M); CS 8896 (S)
54. **HAVE A HAPPY HOLIDAY,** Lorne Greene, RCA Victor LPM 3410 (M); LSP 3410 (S)
55. **PERRY COMO SINGS MERRY CHRISTMAS MUSIC,** RCA Camden CAL 660 (M); CAS 660 (S)
56. **CHRISTMAS HYMNS AND CAROLS,** Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
57. **SONGS OF CHRISTMAS,** Norman Luboff, Columbia CL 926 (M); CS 8846 (S)
58. **POPS CHRISTMAS PARTY,** Boston Pops Orch. (Fiedler), RCA Victor LM 2329 (M); LSC 2329 (S)
59. **CHRISTMAS WITH THE MIRACLES,** Tamla TM 236 (M); (No Stereo)
60. **CHRISTMAS WITH PATTI PAGE,** Columbia CL 2414 (M); CS 9214 (S)

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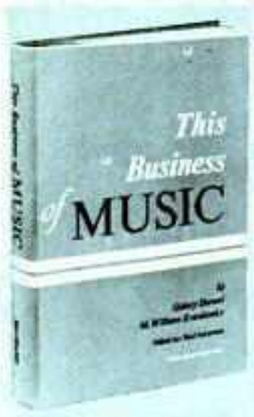

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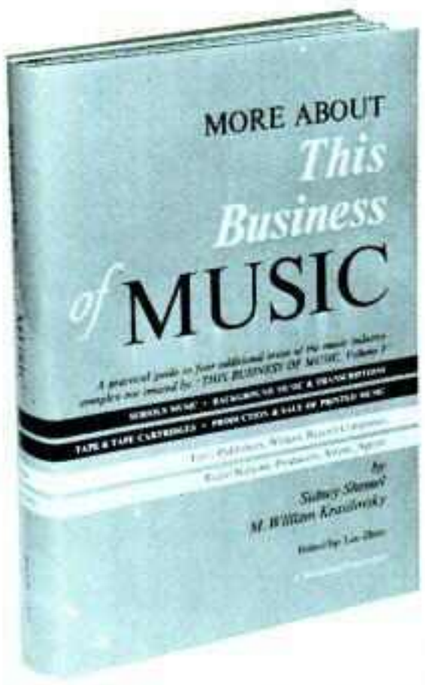

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Yesteryear's Hits

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 20, 1961

1. Big Bad John, Jimmy Dean, Columbia
2. Runaround Sue, Dion, Laurie
3. Fool #1, Brenda Lee, Decca
4. Goodbye Cruel World, James Darren, Colpix
5. Bristol Stomp, Dovells, Parkway
6. Tower of Strength, Gene McDaniels, Liberty
7. Hit the Road Jack, Ray Charles, ABC-Paramount
8. Please Mr. Postman, Marvelettes, Tamla
9. This Time, Troy Shondell, Liberty
10. The Fly, Chubby Checker, Parkway

POP SINGLES—10 Years Ago November 17, 1956

1. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA Victor
2. Green Door, Jim Lowe, Dot
3. Just Walking in the Rain, Johnnie Ray, Columbia
4. Singing the Blues, Guy Mitchell, 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, King
9. Friendly Persuasion/Chains of Love, Pat Boone, Dot
10. Canadian Sunset, Hugo Winterhalter, RCA Victor

R&B SINGLES—5 Years Ago November 20, 1961

1. Please Mr. Postman, Marvelettes, Tamla
2. Big John, Shirelles, Scepter
3. Hit the Road Jack, Ray Charles, ABC-Paramount
4. Ya Ya, Lee Dorsey, Fury
5. I'm Tore Down, Freddy King, Federal
6. Operation Heartbreak, Aretha Franklin, Columbia
7. In the Dark, Little Junior Parker, Duke
8. Runaround Sue, Dion, Laurie
9. Gypsy Woman, Impressions, ABC-Paramount
10. Bristol Stomp, Dovells, Parkway

POP LP'S—5 Years Ago November 20, 1961

1. Judy at Carnegie Hall, Judy Garland, Capitol
2. Blue Hawaii, Elvis Presley, RCA Victor
3. Camelot, Original Cast, Columbia
4. Portrait of Johnny, Johnny Mathis, Columbia
5. Time Out, Dave Brubeck, Columbia
6. The Kingston Trio Close Up, Capitol
7. The Sound of Music, Original Cast, Columbia
8. Jump Up Calypso, Harry Belafonte, RCA Victor
9. Jose Jimenez at the Hungry i, Bill Dana, Kapp

Chess Active In Yule Scene

CHICAGO — Christmas activity at the manufacturer level here finds Chess Records issuing a special Cadet Kenny Burrell package titled "Have Yourself a Soulful Little Christmas" with the guitarist backed by a string and brass orchestra.

"This isn't a jazz album," director of album sales, Dick LaPalm said. "It's actually the kind of thing that will be played in July."

LaPalm said the album will include such standards as "Little Drummer Boy," and "Silent Night." Album easels and color blow-ups will also be available to dealers.

Chess is also reissuing its two Christmas packages by Ramsey Lewis "Sounds of Christmas," and "More Sounds of Christmas." Tying in with this the label is releasing special color blow-ups with a piece measuring four by two feet. Additionally, the label is bringing out Lewis' single, "Santa Claus Is Coming to Town" backed with "Egg Nog."

NEW ALBUMS RELEASES

• Continued from page 53

☐ STAX

BOOKER T & THE MG'S—And Now!; 711, S 711

☐ UNITED ARTISTS

MANFRED MANN—Greatest Hits; UAL 3551, UAS 6551
THE OAK RIDGE BOYS at Their Best; UAL 3554, UAS 6554
SOUNDTRACK — The Fortune Cookie; UAL 4145, UAS 5145
SOUNDTRACK—After the Fox; UAL 4148, UAS 5148

☐ VANGUARD

ALFRED BRENDEL Plays Schubert; VRS 1157, VSD 71157
MANITAS de PLATA—Ole!; VRS 9224, VSD 79224
HAYDN: SYMPHONIES NOS. 70 & 59 — Esterhazy Orch. (Blum); VRS 1161, VSD 71161
MISSISSIPPI JOHN HUNT — Today!; VRS 9220, VSD 79220
SKIP JAMES—Today!; RS 9219, VSD 79219

☐ VERVE

WILLIE BOBO—Feelin' So Good; V 8669, V6-8660
ELLA FITZGERALD—Whisper Not; V 4071, V6-4071
STAN GETZ/LAURINDO ALMEIDA; V 8665, V6-8665
JOHNNY HODGES/WILD BILL DAVIS—Blue Pyramid; V 8635, V6-8635
JACKIE & ROY—Changes; V 8668, V6-8668
JIMMY SMITH—Peter & the Wolf; V 8652, V6-8652
SOUNDTRACK—Mister Buddwing; V 8638, V6-8638
JIMMY WITHERSPOON — A Blue Point of View; V 5007, V6-5007

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Classical Sales Score High At the College Book Shops

By FRED KIRBY

NEW YORK — A random survey of college book stores showed that while classical sales account for some 10 to 50 per cent of the over-all disk business at most stores, in some stores classical sales account for more than 50 per cent. Among the stores reporting top classical business were the University of Southern California, Hofstra College, the University of Pennsylvania, Ohio State University. Also reporting better than 50 per cent in classical sales were the Harvard Co-op and Tech Co-op, which serve Harvard University, the Massachusetts Institute of Technology, and Radcliffe College.

Virtually all of the college stores coast-to-coast discounted classical records, while 28 special ordered for their customers. The stores were about equally divided among those served by rack jobbers and those served by distributors. There also were isolated cases of obtaining disks from manufacturers and one-stops.

In roughly half of the cases, the stores reported customer preference for specific types of classical music, with budget-line recordings a big favorite. Opera led the type of music preferred with chamber music next followed by a tie between symphonic and solo instrumental. The baroque period also has its collegiate customers.

Conductors Lead

Conductors seem to lead the favorite artists list, with Leonard Bernstein, Herbert von Karajan and Eugene Ormandy drawing mention from more than one outlet. Other artists listed were Van Cliburn, Birgit Nilsson, Julian Bream, Leontyne Price, Maria Callas, the Budapest String Quartet, Arthur Fiedler, Joan Sutherland, George Szell, Montserrat Caballe, Marian Anderson, Erich Leinsdorf, Andres Segovia, Dietrich Fischer-Dieskau, Artur Rubenstein, Noah Greenberg, Arturo Toscanini and Rudolf Serkin.

Methods of discounting vary from 10 to 40 per cent, while some stores slice $1 or $2 off the list price. Only two outlets reported they did not discount. Some follow supplier's recommendations on price, while others clearly peg their prices according to that charged by competing dealers.

In the area of criteria to determine which classical records are stocked, the answers were most varied, although many book stores depended on their suppliers exclusively. A bitter comment was received from a New England College in answer to what criteria were used: "Nine. The company (rack jobber) selects records that they think will sell well. We doubt that they have ever heard classical music beyond Mantovani'.'

Billboard a Guide

Customer demand frequently determines stock, while the University of Cincinnati reports Billboard is used as a guide. Works by leading composers are usually stocked by Xavier University and Dartmouth College. At Princeton University and Yale University, attempts are made to stock the entire classical lists of the major companies with Yale reporting a low-cut rate. At the Book Shop of Franklin and Marshall College, customers are reported especially pleased with the quality of Nonesuch recordings, probably accounting for the baroque and budget-line preferences there.

Music Department recommendations play a part in the stocks at Texas Tech College and San Jose State College. At the University of Virginia, old standbys and new releases are generally carried. Reviews and past classical sales are used by buyers at the University of Texas' University Co-operative Society.

Only one school reported its college radio station did not program classical music. Not surprisingly that school, Colgate University also reported

(Continued on page 63)

GEORGE R. MAREK, right, vice-president and general manager of the RCA Victor Record Division, presents a $20,232.13 check to Rudolph Bing, general manager of the Metropolitan Opera Association as royalties from Victor's "Opening Nights at the Metropolitan," a heavy selling package. Each copy contains a swatch of the gold curtain of the old opera house.

Chi Symphony Plays With Virtuoso Sound

NEW YORK — A current RCA Victor album refers to the "Virtuoso Sound of the Chicago Symphony." Last Tuesday (8), the orchestra displayed its wares before a sparsely filled Carnegie Hall audience, and the virtuosity was clearly there. Maestro Jean Martinon had a powerful ally in pianist Alicia de Larrocha, Epic recoring artist, in Manuel de Falla's "Nights in the Gardens of Spain."

Miss de Larrocha played deliberately and forcefully, giving an accurate, persuasive performance that was well near perfect. Orchestra and soloist combined in the work's dreamlike impressionism and it's accented Spanish rhythms. Despite the powerful sound produced by the orchestra, Miss de Larrocha was clearly heard, blending her flawless playing with that of the other on-stage virtuosos.

In Bartok's "Concerto for Orchestra," the concert's dynamic concluding number, the different orchestral sections soared to brilliant heights. Martinon, a literal conductor, brought out the many musical contrasts of the work, which switches abruptly from loud to soft passages. Another display piece the Berlioz "Overture to the Roman Carnival," opened the program. Pianist Wilhelm Kempf was the soloist with the Chicago on Thursday (10) in Schumann's "Concerto for Piano in A Minor."

FRED KIRBY

Nonesuch's 2 Multiple Sets

NEW YORK—Two multiple sets, including one with 43 Elizabethan vocal and instrumental selections, are being put out by Nonesuch Records this month. Among the composers of Shakespeare's time represented are Holborne, Campain, Morley, Byrd, Dowland and Lasso. The other set has Leslie Jones conducting the Little Orchestra of London in Haydn's six "Paris" symphonies.

In single sets, Joshua Rifkin leads the London Brass Players in baroque fanfares and sonatas for brass; Paul Angerer conducts the Vienna State Opera Orchestra in Vienna dances and contradanses by Beethoven, Mozart, Haydn, Schubert and Lanner; harpsichordist George Malcolm plays the complete two and three-part inventions of Bach; pianist Martin Galling plays three Haydn sonatas; and Karl Ristenpart conducts vocalists and the Chammber Orchestras of the Saar in Bach "Cantatas Nos. 169 and 56." In its international series, Nonesuch is offering music of Bulgaria and Japan.

NILSSON LEADS WAY

Women's Voices, Schippers Become 'Elektra' at the Met

NEW YORK — Richard Strauss' "Elektra" requires big strong voices and, on the distaff side, the Metropolitan Opera has them. Starring in this season's new production are Birgit Nilsson, Leonie Rysanek and Regina Resnik, three women who can easily cope with the fiendishly difficult Strauss score. Another star of the new production is conductor Thomas Schippers, who is leading the work for the first time at the Met.

Nilsson possesses one of the phenomenal voices of our time, an instrument with solid low tones and with soaring high notes that are truly overpowering. While she could have been more intense dramatically from a histrionic view, the drama of the relentless "Elektra" was conveyed by the voice. From her opening monolog through the Recognition Scene, Nilsson's voice was glorious and her top notes brilliant.

William Dooley, the Orest, unfortunately does not have a voice strong enough to match Nilsson, although, as usual, he was effective dramatically. James King, singing his first Met Aegisth last Saturday (5), handled the small part well, but seemed to lack in characterization.

Miss Rysanek, especially in her upper register, produced some stunning tones. Although theatrical, her portrayal of the pleading Chrysothemis, breathes life into a role that, in other hands, often is lackluster.

Miss Resnik clearly was the dramatic star of the performance, which is not unusual. She conveyed every nuance of the demented Klytaemnestra with both voice and action. Her costuming also was among the best of the production, although Aegisth also was well-costumed. Rudolph Heinrich again has delivered a good production with questionable costumes, which seems to be his wont.

It's no secret that Thomas Schippers is one of the finest young conductors around. His "Elektra" was another in a long list of musical triumphs. The lyric passages, the crescendos, the frenzy all were conveyed to perfection. But, on the stage, it clearly was Ladies Night, and the ladies responded with admirable vocalism. A London Records pressing of the opera is planned with Nilsson and Resnik in their Met roles.

FRED KIRBY

Electrola Award To Rothenberger

COLOGNE — Electrola has presented its Ring award to chamber singer Anneliese Rothenberger in recognition of a series of honors she has won during 10 years of exclusive recording for Electrola.

Electrola noted that Miss Rothenberger's Mozart interpretation has won her especial acclaim. The record company said it is unusual in this day that an artist records exclusively for one company so long.

She began her career in 1947 with a Mozart concert at the Hamburg State Opera House. Since 1947 she has been under contract to the Vienna State Opera. In 1960 and 1961 she made a triumphant debut at the Metropolitan Opera as Zdenka in "Arabella" and toured the U. S. This was followed by her debut at La Scala in Milan.

RCA, HANDEL SOCIETY ISSUE

NEW YORK — "Hercules" will be the first release by RCA Victor under the company's new agreement with the Handel Society of New York. The opera was recently completed in Vienna under the direction of James Grayson, executive director of the Handel Society, and will be released here next fall. Grayson and Roger Hall, manager of Victor's Red Seal a&r, announced the agreement.

Starring in the "Hercules" recording are Maureen Forrester, Teresa Stich-Randall, Norma Lerer, Louis Quilico, Alexander Young and Garuch Grabowski with Martin Isepp at the harpsichord. Brian Prestman conducted the Vienna Radio Orchestra and the Vienna Academy Choir. The Society, which was founded in January, will sponsor its first Handel Festival from Sunday (20) to Nov. 29 with productions of "Xerxes" and "Rodelinda" slated. Under the agreement, the Handel Society will handle all phases of the selection of operas, casts and actual recording. The albums will be distributed on a world-wide basis on the Red Seal label.

IN-CONCERT THAT SINGS

Boehm Takes Firm Hold of American Symphony Reins

NEW YORK—The American Symphony sang last Monday (7) under the skillful conducting of a master, Karl Boehm. Using literal interpretations of works by Mozart, Hindemith and Schubert, Boehm elicited remarkably pure sound from the hard-working orchestra. Not a podium showman, Boehm merely conducted and conducted, and the orchestra played and played.

Mozart's "Sympnony No. 34 in C" opened the program in a sparkling, warm, flowing performance of the work. Schubert's "Symphony No. 7 in C," a high point of the romantic literature, was the closing number. The work's uplifting effect

(Continued on page 63)

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Seraphim Is Doing Trick For Angel

HOLLYWOOD — With 29 titles establishing a foundation, Seraphim, Angel's initial venture into the budget classical field, apparently has struck pay dirt. Brown Meggs, Capitol's merchandising vice-president who co-ordinates Seraphim releases, reported that business was better than anticipated with "La Boheme," starring Victoria de los Angeles and Jussi Bjoerling, leading the way.

The two-LP mono set has sold more than 28,000 copies, according to Meggs. He added that Korvette's Fifth Avenue store in New York moved 1,000 sets on one Saturday. Next best seller, Meggs reported, was the three-disk German version of "The Marriage of Figaro," with sales past 17,000.

Other mono sets in addition to "La Boheme" are another Sir Thomas Beecham album, which has topped 17,000, while an LP of "Gotterdammerung" excerpts with Kirsten Flagstad and Wilhelm Furtwaengler has topped 14,000. Meggs said the poorest seller, Otto Klemperer conducting Brahms' "Variations of a Theme by Haydn" and Hindemith's "Nobilissima Visione," had sold 8,000 copies.

Slated for 1967 release are Verdi's "Don Carlo" starring Antonietta Stella, Tito Gobbi and Boris Christoff, a three-record mono package. An important historic release will be the only version of Poulenc's opera "Les Mamelles de Tiresias" with Denise Duval and Jean Giraudeau, which formerly was on Angel. Meggs said, "We have been careful in our a&r policy to avoid any conflict with Angel product. The company will continue releasing approximately 40 albums a year on a 10-month basis."

Billboard SPECIAL SURVEY for Week Ending 11/19/66

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
Billboard Award 1	1	**OPENING NIGHTS AT THE MET (2-12" LP's)** Various Artists, RCA Victor LM 6171 M); LSC 6171 (S)	8
2	2	**ORFF: CARMINA BURANA** New Philharmonic Orch. (De Burgos), Angel 36333 (M); S 36333 (S)	13
3	3	**LEONTYNE PRICE—PRIMA DONNA** RCA Victor LM 2898 (M); LSC 2898 (S)	6
4	4	**NIELSEN: SYMPHONY NO. 6** Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6882 (S)	7
5	6	**PUCCINI: LA BOHEME (2-12" LP's)** Various Artists, RCA Victor Orch. (Beecham), Seraphim IB‡ 6000; No Stereo)	6
6	7	**MY FAVORITE CHOPIN** Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	13
7	5	**MAHLER: SYMPHONY NO. 7 (2-12" LP's)** N. Y. Philharmonic (Bernstein), Col. M2L 339 (M); M2S 739 (S)	6
8	8	**CHOPIN WALTZES** Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	33
9	10	**BERNSTEIN CONDUCTS IVES** N. Y. Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	26
10	11	**ORFF: CARMINA BURANA** Harsanyi, Petrak, Presnell/Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6193 (S)	9
11	9	**VERDI: NABUCCO (3-12" LP's)** Suliotis, Gobbi & Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	12
12	12	**RODGERS: VICTORY AT SEA, VOL. 1** RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	16
13	13	**ARTUR RUBINSTEIN/CHOPIN** RCA Victor LM 2889 (M); LSC 2889 (S)	20
14	18	**BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN** N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	4
15	16	**TCHAIKOVSKY: CONCERTO NO. 1** Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	32
16	14	**RACHMANINOFF: PIANO CONCERTO NO. 2** Entremont/N. Y. Philharmonic (Bernstein), Columbia ML 5481 (M); MS 6148 (S)	13
17	15	**WAGNER: LOHENGRIN (5-12" LP's)** Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	7
18	20	**BEST OF THE BOSTON POPS** Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	4
19	19	**MAHLER: SYMPHONY NO. 10 (2-12" LP's)** Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	33
20	17	**BACH: LUTE SUITES NO. 1 & 2** Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	11
21	22	**BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)** Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	12
22	23	**PUCCINI: MADAME BUTTERFLY (3-12" LP's)** Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	7
23	24	**IVES: SYMPHONY NO. 1** Chicago Symphony Orch. (Gould), RCA Victor LM 2893 (M); LSC 2893 (S)	25
24	25	**GERSHWIN: RHAPSODY IN BLUE** N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	13
25	29	**DVORAK: SYMPHONY NO. 9 (New World)** N. Y. Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	10
26	27	**GENIUS OF PUCCINI** Various Artists, Angel BL 3683 (M); SBL 3683 (S)	3
27	21	**MAHLER: SYMPHONY NO. 6 (2-12" LP's)** Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	22
28	31	**HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP's)** Columbia M2L 328 (M); M2S 728 (S)	33
29	26	**R. STRAUSS: FOUR LAST SONGS & OTHERS** Schwarzkopf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	12
30	28	**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)	7
31	32	**BRUCKNER: SYMPHONY NO. 3** Cleveland Orch. (Szell), Columbia ML 5297 (M); MS 6897 (S)	2
32	30	**RODGERS: SYMPHONY AT SEA, VOL. II** RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2226 (M); LSC 2226 (S)	8
33	34	**TCHAIKOVSKY: OVERTURE 1812** Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	19
34	35	**PROKOFIEV: PETER AND THE WOLF** Royal Phil. Orch. (Dorati)/Sean Connery, London PM 55005 (M); SPC 21007 (S)	5
35	37	**REVERIE** Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	11
36	36	**BACH ORGAN FAVORITES** Biggs, Columbia ML 6148 (M); 6758 (S)	9
37	38	**E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN** Columbia ML 6256 (M); MS 6856 (S)	20
38	39	**PRESENTING MONTSERRAT CABALLE** RCA Victor LM 2862 (M); LSC 2862 (S)	23
39	40	**BAROQUE GUITAR** Julian Bream, RCA Victor LM 2878 (M); LSC 2878 (S)	27
40	—	**WAGNER: DIE WALKUERE** Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	1

NEW ACTION LP's

No New Action Classical LP's This Week

BEST SELLING LOW-PRICED CLASSICAL LP's

This Week	Title, Artist, Label & No.
1.	**PUCCINI: LA BOHEME (2-12" LP's)**—Various/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)
2.	**STRAVINSKY: LE SACRE DU PRINTEMPS (Rite of Spring)**—R. T. F. Orch. Nat'l (Boulez), Nonesuch H 1093 (M); H 71093 (S)
3.	**HANDEL: WATER MUSIC**—Concertgebouw Orchestra of Amsterdam (Van Beinum), World Series PHC 9016 (S) (No Mono)
4.	**DVORAK: SYMPHONY No. 6 in D Opus 60**—London Symphony Orchestra (Rowicki), World Series (No Mono), PHC 9008 (S)
5.	**CHOPIN: CONCERTO No. 1**—Dinu Lipatti, Seraphim IB 60007 (M); (No Stereo)
6.	**MOZART: QUINTET No. 5 in G, K 516**—Griller Quartet, Vanguard 158 (M); 158 SD (S)
7.	**BACH: CANTATA #51 JAUCHZET GOTT IN ALLEN LANDEN**—Schwarzkopf, Philharmonic Orch. (Gellhorn), Seraphim IB 60013 (M); (No Stereo)
8.	**DEBUSSY: LA MER**—Boston Symphony (Munch), RCA Victrola VIC 1041 (M); VICS 1041 (S)
9.	**INIMITABLE SIR THOMAS**—Royal Philharmonic/French National Radio Orch. (Beecham), Serayhim IB 60000 (M); S 60000 (S)
10.	**BACH: EASTER ORATORIO**—Weis-Osborn, Rossl-Majdan, Equiluz, Berry, Prohaska, Akademiechor, Vanguard 156 (M); (No Stereo)
11.	**HAYDN: SYMPHONY No. 103 in F Flat "Drum Roll"**—Vienna State Opera Orch. (Woldike), Vanguard Everyman SRV-166 (M); SRV-166SD (S)
12.	**ORFF: CATULLI CARMINA**—Tattermuschova, Quidek, Prague Symphony (Smetacek), Czech Phil. Chor., Crossroads 22160003 (M); 22160004 (S)
13.	**HONEGGER: SYMPHONY #2 & 3 FOR STRING ORCH.**—Czech Phil. (Baudo), Crossroads 22160009 (M); 22160010 (S)
14.	**NIELSEN: CONCERTO FOR VIOLIN**—Varga, Royal Danish Orch. (Semkow), Turnabout TV 4043 (M); TV 34043 (S)
15.	**WAGNER: GOETTERDAEMMERUNG (Selections)** — Kirsten Flagstad/ Vienna Philharmonic & Philharmonia Orchs.) (Furtwaengler), Seraphim IB 60003 (M); (No Stereo)

Classical Notes

Elena Suliotis makes her New York debut on Tuesday (15) in Donizetti's "Anna Bolena" with the American Opera Society. . . . Violinist **Michael Rabin** scored a big success in his New York return at a Philharmonic Hall concert on Nov. 4. . . . That same night the trio of **Isaac Stern, Leonard Rose** and **Eugene Istomen** scored in a concert at Carnegie Hall. . . . Pianist **Rosalyn Tureck** gives an all-Bach recital at Carnegie Hall on Dec. 28. . . . Carnegie Hall recitals on Sunday (13) were by soprano **Victoria de los Angeles** in the afternoon and guitarist and lutanist **Julian Bream**. . . . Pianist **Wilhelm Kempf** debuted in Washington on Sunday (13) playing four Beethoven sonatas at a recital. . . . **Louis Lane** and the Cleveland Orchestra begin a one-week Ohio tour on Monday (14) at Athens. Pianist **John Browning** appears as guest soloist with the orchestra in Oxford on Thursday (17) and Toledo on Friday (18).

Violinist **Ruggerio Ricci** appeared with the Indianapolis Symphony at Carnegie Hall on Saturday (12). The orchestra under conductor **Izler Solomon** continues its eastern tour with New York State appearances this week.

Conductor **Georges Pretre** has been signed by an exclusive long-term contract by RCA Victor. Pretre, who conducted last year's Victor pressing of "Lucia di Lammermoor" with **Anna Moffo**, is slated to direct a summer waxing of "La Traviata" for the label starring **Montserrat Caballe, Carlo Bergonzi** and **Sherrill Milnes**. . . . Pianist **Andre Watts** appears with the American Symphony next Sunday (20) and Monday (21) at Carnegie Hall. . . . **Jacob Lateiner** will perform the world premiere of Elliot Carter's "Piano Concerto.". . . **Patricia Neway** last Monday (7) began a 10-week seminar series on all phases of operatic theater at the Clark Center for the Performing Arts in New York.

FRED KIRBY

Boehm Takes Hold

• *Continued from page 62*

was realized in an almost-endless succession of sumptous tone.

The most interesting piece came in the middle, Hindemith's "Symphonic Metamorphosis on Weber Themes." While not containing the dissonances that earmark much of Hindemith's other works, the piece is replete with crescendos, shifts and lively effects. But Boehm was ever in control, ever aware that he was presenting the composer's work, not his own. He did not use musical mannerisms to convey the brilliance of the four movements, he let the music speak for itself. Few selections require as much from all choirs of the orchestra. All responded in fine order. Boehm, who is well known as an operatic conductor and interpreter of Richard Strauss, clearly demonstrated he also is an expert with a symphony orchestra.

FRED KIRBY

Classical Sales

• *Continued from page 62*

classical purchases represented less than 10 per cent of its album sales. While the campus picture is varied, it seems that students can obtain most well-known classical recordings at a discount and can get most others through special order. The importance of rack jobbers and distributors in determining stock places a responsibility on these suppliers to meet customers demands.

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Disk Sales Keyed to Berlin Fest

By OMER ANDERSON

BERLIN — West Berlin's International Jazz Festival has been used by German record companies to push jazz disks sales.

The largest disk sales drive is being pressed by Philips, which was first with promotion for its jazz repertory keyed to the Berlin festival.

Using its Fontana label, Philips launched a "New Wave Jazz Series" to coincide with the Berlin festival. The three releases for the festival (priced at $5.25) are "Tears for Dolphy" (Ted Curson Quartet); "Anatomy of a South African Village" (Dollar Brand Trio); and "The Outer View" (George Russell Sextet).

Philips is promoting heavily 10 disks from its standard jazz repertory: "With Respects to Nat—Oscar Peterson Sings and Plays Nat King Cole," "Doldinger in South America"; "Anyone for Mozart" (Swingle Singers); "From Twent With Love" (Ingrid Hoffmann); "American Folk Blues Festival 65"; "Sarah Vaughan Sings"; "Meditations" (John Coltrane); "The Horizon Beyond" (Attila Zoller Quartet); "The Modern Jazz Quartet Plays Music From Porgy and Bess"; "Swing, Waltz, Swing" (Clark Boland's Big Band).

The Berlin festival attracted more than 100 jazz musicians [illegible] West Germany, Brazil, and other European countries.

Fest Standout

A festival standout, in terms of German press acclaim, was the Albert Ayler Quintet, American exponent of the "free jazz" movement. Modern jazz dominated the festival, but an old-timer from Harlem, pianist Willie (The Lion) Smith, won the biggest ovation of the festival.

Major attention also went to the compositions of two young Czech musicians, "Dedication for Berlin" by Pavel Platny and "Charbondelubidas" by Jaromid Hnilicka—played by the Kurt Edelhagen band of West Germany.

Also taking part in the festival were George Grunt, the Stan Getz Quartet and Astrud Gilberto, the New John Coltrane Quintet with Pharaoh Sanders, the Dave Brubeck Quartet, the Albert Mangelsdorff Quintet and Rufus Harley, the Uptown Swing All Stars featuring Illinois Jacquet, Dexter Gordon, and Milt Buckner.

A special feature of the festival, the "Harlem Tap Dance Festival," was televised on the German First Program, with Pete Nugent, Church Green, and Baby Laurence, among others.

Another special feature was "Folklore e Bossa Nova do Brazil," a "documentation" from Brazil with Salvador Mireilles, Rosina de Valencia, Sylvia Telles, and Rubens Bassini.

Pathe-Marconi has '3 for 2' Disk Club

PARIS—Pathe-Marconi this week launched a "three albums for the price of two" record club — Le Club de Grandes Vedettes — which will make available to subscribers classical and variety LP's on the Pathe-Marconi, La Voix de Son Maitre, Concert Hall, Capitol, Columbia and Ducretet Thomson labels.

Within the next six months 50 LP's will be available for selection, and for every two purchased at the retail price a third LP of the member's choice will be offered free.

Each month members will receive a free illustrated club booklet which will indicate the record of the month in the classical and variety sections. Members will automatically receive either the classical or variety LP of the month, according to which section they subscribe to. They can make an alternative choice or decide not to take a record at all. There is no obligation to make a monthly purchase.

To introduce the club, Pathe-Marconi is making a special offer of an LP—to be selected from a total of 19—for 5 francs ($1). Artists include Maria Callas, Carl Schuricht, Pierre Boulez, Pierre Monteux, Yehudi Menhuin and Samson Francois in the classical field; Adamo, Gilbert Becaud, Enrico Macias, the Shadows and Richard Anthony in the popular fild.

Publicity included a full-page color advertisement in the French paper, Le Monde.

Bonn Teen-Agers Dig English Language Disks Over Their Own

By ELIOT TIEGEL

LOS ANGELES — English-language singles dominate the German market, with the youngsters preferring the original interpretations over a German copy. This development, say two leading West German music men, Rolf Budde and Hans Bradtke, is a complete reversal of market conditions.

Previously, a German version of a hit song sold well. Now because of the exposure on the Armed Forces Network and the British Forces Network, Bonn's teen-agers favor the imported versions of big beat songs.

Budde, owner of Musik Verlag, a leading publishing firm and Bradtke, erstwhile lyric writer, said that the German radio stations play the home-grown material but the kids turn their ears elsewhere.

Three years after it first emerged in the U. S., folk music has begun to become popular in Bonn, the two visitors said. Budde said that December was the most important month for the record industry, but that unlike the U. S. where Christmas is a gay holiday, Dec. 24 is a quiet day, with all the stores closed.

His company represents Music Publishers Holding Corp., Mills Music, the Beatles publishing interests, Paul Anka's publishing operation and Four Star TV Music.

Budde is, in addition, a partner with Bradtke in Primus Music, which launched "Summer Wind," the Frank Sinatra hit and "Those Crazy Hazy Days of Summer," a Nat Cole chart tune in 1963.

Bradtke's most notable collaboration was with Heino Gaze on "Calcutta," which he says is the only song to become No. 1 in both Germany and the U. S. His other teamings have been with Hans Carste for "Crazy Days" and with Henry Mayer for "Summer Wind."

Bradtke is known in Bonn for custom-tailoring songs for visiting American artists. He has been writing lyrics since 1948 and has translated into German: "Stardust," "Crying in the Chapel," "Chapel in the Moonlight," "Tammy," "Tea For Two," "The Man I Love" and "S'Wonderful."

Singles are more in demand than albums by teens, the two say, because of the price structure of the products. An LP sells for the equivalent of $4.50 or $9 German money. A single sells for $4.75 German marks ($1.19).

Promotion's the Record Sales Thing, No PA's in Mexico City

MEXICO CITY — Personal appearances in local nightclubs don't always boost disk sales here. In most cases, promotion makes the difference.

A Billboard poll of promotion managers at leading record companies revealed.

Paul Anka's first appearance in Mexico City included a National Auditorium performance. Sales went up. Then he came back for a second date, record sales stayed where they were. Chubby Checker record sales actually went down when the Cameo-Parkway artist appeared here. The feeling was that his personal performance didn't match the image record buyers had.

Frankie Avalon (then with Chancellor) didn't move sales, nor did Domenico Modugno. Another Italian, Roco Torrebruno, missed too.

Santo and Johnny Farina upped already-hot Canadian-American record sales when they appeared in the Distrito Federal club. However, a return trip failed to make a dent. Sales of Trini Lopez' Reprise albums skyrocketed after he spent two weeks in town. Later albums have continued to sell well.

Ray Conniff's appearance contributed to a jump in sales of CBS albums. The theme from TV's "Route 66" sold very well, but George Maharis came too late to take advantage of the theme's popularity, since the show was off the air here when he appeared. Lack of a TV program tie-in was blamed for his poor sales during his stint here, though he worked two musical shows on TV.

Ray Anthony appeared in a nightclub, and while he was here, record sales went down. Johnny Mathis helped CBS sales of his albums go up. Orfeon recorded Bob Conrad's version of "Me Conformo," added it to three other songs on an EP and it sold widely. And, when Perez Prado is in town, his Orfeon disks always sell well. Orfeon feels that public appearances help increase sales of foreign artists recording with that label. Daniel Santos of Puerto Rico and Bobby Capo have boosted sales by public appearances.

Even sales of classical music are affected. Eugene Ormandy appeared at the "Festival de Puebla" and in Bellas Artes. Sales increased.

MARDI GRAS MARRED

GEMA Demanding Marchers Get in Step With Royalty Fees

BONN—Nov. 11 is observed here not as the Armistice of the first World War, but as the official opening of the Mardi Gras season.

This year, however, the trumpets sounded some sour notes as they summoned merrymakers. GEMA, which boasts that it is the world's foremost "music merchandising" organization, is demanding $2.75 from all musical organizations marching in the Rose Monday parade.

It is this procession that brings the Mardi Gras to a climax, and literally hundreds of musical groups, some of them with only two or three members, are in the parade.

GEMA agreed to cut the royalty fee to $1.40 for small musical groups, but otherwise the organization is hard-nosed in its attitude that money comes before fun—carnival or no.

Moreover, GEMA is demanding retroactive royalty payments for last year's carnival, which ended in February 1966.

GEMA's royalty demands have provided ammunition for German cabaret wags, who now claim to have the answer to the carnival hit song, "Wer soll das bezahlen?" (Who Must Pay for That?). The music groups involved as the so-called "Narren-Kapellen" or "Fools Bands," which groups complain that GEMA takes their name too literally.

GEMA officials announced that its campaign to collect from the "Narren-Kapellen" would in no way dilute its efforts to force tape recorder manufacturers to pay the performing rights society 5 per cent of gross sales as a music-taping lump-sum royalty payment. GEMA has taken the tape recorder manufacturers to court.

CBS EXPANSION IN FRANCE SET

PARIS — Jacques Souplet, president director general of CBS (France) announced this week that the company will move to new premises in January, as part of a general expansion program. New address will be 3, rue Freycinet, Paris 16.

Paris Stop Slated By UA's Stewart

PARIS—United Artists president Michael Stewart will visit Paris during his tour of Europe in which he will make contact with the UA record and publishing associates in the various capitals.

United Artists will be represented for the first time in the San Remo Song Festival next year—probably by Bobby Goldsboro.

Ariola Is Stepping Up Race On Melodia Soviet Product

GUETERSLOH — Ariola is stepping up the release and distribution to retailers of its Melodia Soviet artist releases to meet demand.

The current Ariola catalog lists some 65 Melodia-Eurodisc titles, but this list is being extended rapidly and will number around 100 by the year's end.

Ariola's sales of Melodia product have been stimulated by the appearance of Soviet artists in Western Europe (for example, Leonid Kogan has had enthusiastic press reviews in Paris recently), and by agreements Melodia has signed for distribution of its repertory in the U. S. (by Capitol) and in Italy.

Ariola is rushing expansion of its Melodia-Eurodisc titles, too, in anticipation of appearances soon by Melodia artists in West Germany. The record company is organizing a maximum-impact sales effort keyed to their tours.

Recent Melodia-Eurodisc releases include Jelena Obraszowa Sings Opera Areas, balalaika music, Beethoven's piano sonatas (Sviataslov Richter), Prokofieff's sonata for violoncello and piano op. 119 and Dimitri Shostakovich's sonata for violoncello and piano D minor op. 40 (Mstislav Rostropovitch, violoncello, and Richter piano).

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EMI's Bridge On U. S. Trek

LONDON—Geoffrey Bridge, appointed this year as managing director of EMI Records, is currently on his first visit to the U. S. since taking up his appointment.

Bridge was flying to Los Angeles last Friday (11) for meetings with Capitol executives. He was being joined this week by Rex Oldfield, general manager of EMI Records' licensed repertoire division.

They were scheduled to visit Liberty and Disney, Tamla-Motown in Detroit and MGM, U-A, Amy-Mala and Transglobal in New York.

With EMI Records experimenting with a racking operation, Bridge will also spend some time investigating American distribution methods with Stan Gortikow, CRDC president.

Monkees Riding The Gravy Train

DUBLIN — The Monkees' "Last Train to Clarksville" was released here on RCA Victor by Irish Record Factors last month, and is getting good reaction. IRF hopes to have an LP by the group available for the Christmas market. "Last Train to Clarksville" sales are being boosted by the Monkees' regular TV appearances at peak hours.

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SAAR'S BUDGET SERIES IS HEADING FOR EUROPE

MILAN—Saar has set its sights on the European Common Market with its new series of budget LP's, Joker. They will be sold through Saar's foreign licensees, and the sleeves, produced in Italy, will bear wording in French and German.

The albums cost here $2.21, plus 4 per cent income tax and 10 per cent luxury tax. The initial release was 10 compatible stereo LP's, and 35 more are scheduled soon.

The repertoire is drawn from Saar resources and material bought outright from abroad, and covers pop and MBD music and popular classics.

Jubilee's Blaine to Europe; Old & New Deals on Schedule

NEW YORK—Elliot Blaine, international director of Jubilee Industries, parent company of Jay-Gee and Jay-Gee International, leaves for London Wednesday (16) as the first stop in a three-week European trip.

Blaine will re-negotiate licensee deals which come up for renewal the first of the year. The label has agreements with Philips in the United Kingdom, Netherlands and Scandinavia; with Vogue in France and Germany; with Tono in Denmark, and with CDB Italiana in Itlay.

In London he will visit Planet Records, whose act, the Creation, is hitting on British charts. Jubilee is U. S. licensee for Planet. Blaine will also visit France, Italy, Germany and the Benelux countries.

He will scout European tapes and look over copyrights for the Jubilee publishing firms. Blaine may be reached through the Jubilee headquarters at 1790 Broadway, New York.

Piracy Suit Enters 2d Round

BERLIN — A West Berlin court has opened the second round of hearings on a $50,000 plagiarism damage suit brought by Criterion Music Corp. of Hollywood against Berliner Radio-Tele-Music.

Criterion charges that the Berlin organization, which is connected with Radio Luxembourg and music publisher-producer Peter Meisel, pirated its South Sea tunes "Wini Wini" and "Tahiti Mafatu" from Criterion copyrights.

The West Berlin company's "Wini Wini," sung by the Tahiti Tamoures, was a 1963 hit tune.

The Berlin court has been playing three versions of the music—Criterion's, that of Radio-Tele-Music, and a 1959 version. Expert witnesses claim the Hollywood and Berlin versions are similar, but Radio-Tele-Music contends that its tune was produced without knowledge of Criterion's tune.

Radio-Tele-Music claims its tunes are based on South Seas folk music produced in France in 1959, and implies that Criterion's tune traces back to the same source and, hence, cannot be copyrighted.

Radio-Tele has lined up witnesses in Paris as to the folk origin of the material. The court announced it is studying sending officials to Paris and to the South Seas to take testimony.

INT'L RECORD CONTEST

8 Million Seen Tuning in on 'European Pop Jury 1966'

LONDON — The increasing interest among European listeners in the popular music of neighboring countries will be spotlighted Saturday (19) when 8 million people are expected to tune in to "European Pop Jury 1966" organized by the Swedish Broadcasting Service.

It is an international record contest which will be broadcast simultaneously in Belgium, Britain, Finland, Spain, Norway and Sweden.

Each of the six nations is entering two records from its current Top 20. One of which must be a domestic product.

Studio audiences of 200 in each country will vote on the records, except their own nation's entries. These votes will be recorded instantaneously by a Swedish mentometer measuring device.

Selection of each nation's two records has been left to the discretion of the producers in the individual countries. Johnny Beerling, producing the BBC's segment from London has selected Manfred Mann's "Semi-Detached Suburban Mr. James"

(Continued on page 66)

Giants Looking to Overpower Chart

DUBLIN — A new Dublin showband, the Giants, spearheads a new Irish assault on the Hot 100 headed by Irish-born disk jockey John Burns, who has worked for Chicago radio stations WPOA, WSBC and WEAW as well as AFN. Burns is manager of the Giants, and will record the band soon with the American and Canadian markets specifically in mind.

"I have a combination of pop and Irish sounds in mind," he said. "When I have produced several commercial masters, I intend to set up a U. S. tour for the Giants."

Burns will also form a music publishing company, and is sifting through material now.

Europe Jazz Stars Make Radio Scene

LONDON — Leading European jazz talent was featured here on Monday (14) when the BBC played host to nine countries for a European broadcasting union concert.

Visiting instrumentalists were Pedro Itturalde (Spain, tenor-sax); Alan Botschinsky (Denmark, trumpet); Frode Thingmaes (Norway, trombone); Pekka Poyry (Finland, alto-sax); Marjan Domic (Yugoslavia, trumpet); Berndt Egerbladh (Sweden, piano); Janot Morales (Belgium, trumpet); Albert Mangelsdorff (Germany, trombone, and Michel Gaudry (France, bass).

These artists combined with six British musicians, including trumpeter Kenny Baker and drummer Bobby Orr, to form a big band under the direction of Tommy Watt.

A special feature of the concert was the "Indo-Jazz" of the Joe Harriott-John Mayer double quintet, a group comprising musicians from three continents playing a development of modern jazz largely pioneered in Britain.

The BBC light radio wavelength airs extracts from the concert on Sunday.

Golden Gate Four Tours W. Germany

COLOGNE — The Golden Gate Quartet is making its second tour of West Germany. The quartet will appear in Duesseldorf, Bonn, Frankfurt, Munich, Nuremberg, Stuttgart, Hanover, Brunswick, Kiel, Hamburg, Berlin and Cologne.

The quartet's tour of Germany last year stimulated sale of the quartet's records in this country, and Electrola is geared the present tour with heavy promotion for quartet's latest releases.

Bonn Hailing Choir Of Bavarian Radio

BONN—The Bonn government is hailing the Choir of the Bavarian Radio for having made "a unique and significant contribution to the restoration of German culture" after the war.

The government said the Choir's ties with Deutsche Grammophon Gesellschaft "have added measurably to the Choir's impact upon world cultural life."

The Choir of the Bavarian Radio is 20 years old this month, observing the occasion with a special concert in the Hercules Auditorium in Munich conducted by Wolfgang Schubert. Soloists were Agnes Giebel, Marie-Luise Gilles, Horst Wilhelm and Franz Crass.

Weidenfeld Quits

COLOGNE—Dieter Weidenfeld, chief of Electrola's dance and pop production, has resigned. He will be succeeded by Erich Offierowski, Weidenfeld's deputy. Offierowski's position will be filled by Klaus Werner, a veteran Electrola executive. Electrola announced, in connection with the executive changes, that radio station liaison has been placed under the production section, which henceforth will have charge of station contacts.

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

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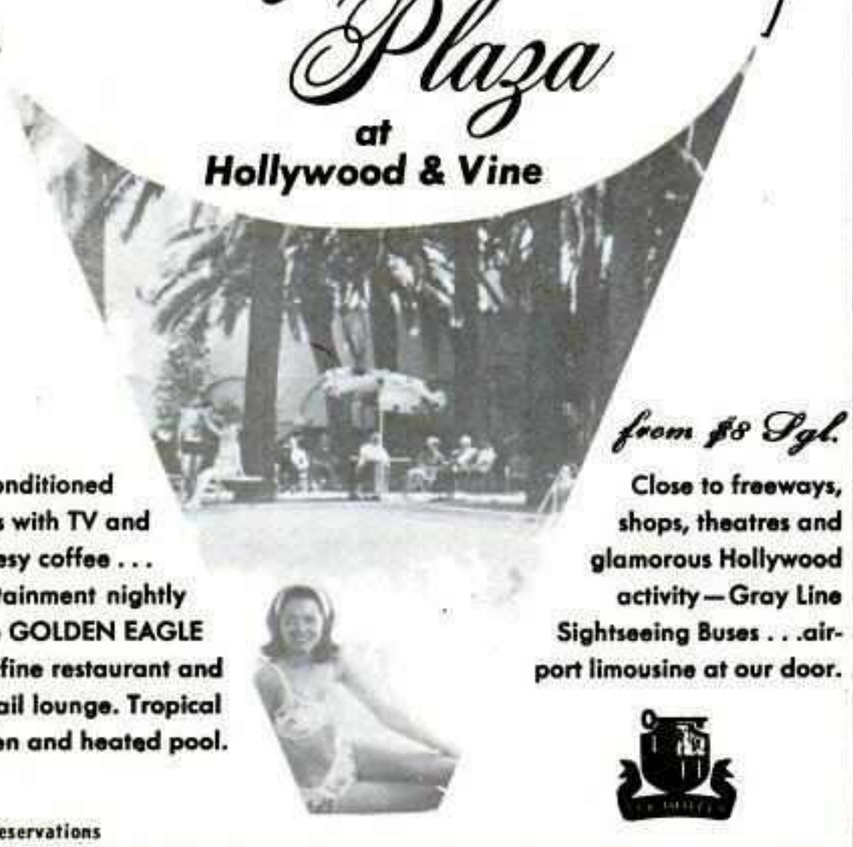

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INTERNATIONAL NEWS REPORTS

From The Music Capitals of the World

AMSTERDAM

Inelco, RCA Victor's licensee, is planning a promotional push on the company's enormous country catalog. **Paul Anka's** Nashville sound album will be released soon, and **George Hamilton** and the late **Jim Reeves** and several other country artists already popular in Holland will figure in the drive. Reeves' records still make the hit parade, and appeal specially to the middle-aged public. Cabaret acts on record are very popular here. Phonogram's **Ramses Shaffy** has reached the Top 10 with his "Sammy" and Bovema's **Fons Jansen** is scoring, especially in Roman Catholic circles with his "Laughing Church." The parent LP from which this was extracted is a heavy seller. Bovema has recorded a special cabaret album by Jansen, "Good Heavens," also for release on the HMV label. . . . Phonogram has started releasing British Decca's new Deram label here.

Pianist **Artur Rubinstein** visited Holland this week for concerts. Inelco distributed special folders to disk dealers containing the catalog of his RCA Victor recordings. . . . Another "pirate" radio station was starting to beam programs to Holland on Nov. 14. It is Radio England, which is now directing part of its transmitting time toward the continent in quest for larger audiences. Dutch music publishers are wondering whether it will pay fees for broadcast music as diligently as the Dutch "pirate" radio Veronica. . . . The **Beach Boys'** visit to Holland has been canceled. But Bovema claims increasing sales for the group, especially the "Pet Sounds" and "The Best of the Beach Boys" albums and the "Good Vibrations" single. . . . British Pye artist **David Garrick** guests in the TV program "Twien" on Nov. 24. . . . Inelco has acquired recording rights for Anatevka," the Dutch version of the American musical "Fiddler on the Roof." A cast album will be released to coincide with the show's opening in Amsterdam Dec. 21. . . . American folk singer **Tom Paxton** took part in the famous Haarlem "Waaggebouw" Nov. 15, as well as starring in a special TV folk program. . . . Bovema has issued several all-star chanson albums of French and Italian origins, featuring stars like **Adamo, Gilbert Becaud, Richard Anthony** and **Sacha Distel**.

LAS VEGAS

Johnny Mathis is to open at the new $25 million Caesars Palace Dec. 8. It will be Mathis' first appearance here since 1963....Singer **Pat Woodell,** formerly of the TV show "Petticoat Junction" made her debut last week, (Oct. 26) at he Fremont Hotel. . . . **Harry James,** back in the lounge at the Flamingo Hotel, has asked Dot Records to photo-feature the **Calendar Girls** on an upcoming album. The singers have joined James. . . **Frankie Avalon** opens at the Fremont Hotel Nov. 17. . . . **Petula Clark** opens at Caesars Palace Nov. 24. . . . RCA Records hosted disk jockey night at **Eddie Fisher's** opening at the Riviera Hotel Nov. 2.

DON DIGILIO

LONDON

United Artists Records, Ltd. has been registered with a capital of $14,000. UA is at present released under its own logo by EMI Records. . . . Delmark Records, Chicago, has licensed its repertoire to **Carlo Krahmer's** Talent Records. First release next month will be four EP's of blues material. The first Delmark albums will be released next year. . . . The second **Troggs** album is being rushed out here at the end of this month to catch Christmas sales. . . . **Glen Yarborough** is due here Dec. 5. He will record in London under RCA's British a&r man **Peter Roddis. . . Larry Page** has recorded former hitmakers, the **King Brothers,** for his Page One label. Their debut record for him is "Symphony for Susan." . . . CBS is importing from America 100 copies of the CBS Legacy Series record set "John Fitzgerald Kennedy."—As We Remember Him." It will retail here for $21. The company is also importing another Legacy set," The Irish Uprising 1916. . . . TV and other promotion dates are being set for the **Young Rascals** here. They are due Nov. 28 for one week. . . . **Ron Eyre,** a&r director for United Artists International, is on a three-week tour of Europe for talks with affiliates. He hopes to pick up masters in Britain and on the Continent for release in America.

Producer **Creed Taylor** flew into London (5) with Verve artist **Gary McFarland** to record him here. . . . To boost Christmas sales, Philips is supplying 12 of its leading albums with special seasonal disposable wrappers.

The **Smothers Brothers** arrive Nov. 9 for two major TV spots. . . . This week, EMI scheduled 24 new singles, an exceptionally high number in view of moves to cut back on singles releases. . . . **Anita Harris** switched to CBS. . . . **Jim Reeves'** "Distant Drums" single has now sold more than $500,000. . . . **S. A. Beecher-Stevens** has now joined EMI Records and will take over from **Norrie**

(Continued on page 68)

Denham, Morley Radionette Tie

LONDON — The Norwegian Radionette range of radios, stereograms, record playing and tape recording equipment is now being imported here by Denham and Morley.

Joint membership of the European Free Trade Association means that no British import duty will be payable on Radionette goods after next month. This advantage, combined with the abolition of the 10 per cent import tariff levy at the same time, enables Radionette to compete on even terms with the prices of British-made goods in the same line.

Six Radionette models have been initially selected for the U. K. market, including portable transistor radios and tape recorders.

WALKERS IN 'ROYAL GALA'

LONDON — The Walker Brothers (Philips), residents of the U. K. but American-born, are the only foreign recording act to be included in "Royal Gala," a big charity TV show being staged at the London Palladium Nov. 29 as British commercial television's counterpart of the Royal Variety Show.

British acts include Cliff Richards, the Shadows, Frank Ifield, the Dave Clark Five (Columbia), Frankie Vaughn, (Philips) and Dudley Moore (Decca).

Eschenbach Gets Signed by DGG

HANOVER — The Deutsche Grammophon has placed Chrisoph Eschenbach, 26-year-old pianist, under exclusive contract.

Eschenbach's first recordings —the works of Mozart and Schubert—have won high critical acclaim. He won first prize in the Concours Clara Haskil in Lucerne in 1965, and has played with the Concertgebouw of Amsterdam, the Lamoureux Orchestra of Paris, the London Symphony Orchestra, the Berlin Philharmonic and the Tonhalle Orchestra, Zurich.

Grammophon said the recordings would encompass the entire classical and romantic literature, including such modern composers as Bartok, Stravinsky and Hans Werner Henze.

Pathe-Marconi Promotes Astier

PARIS — Michel Astier will take over the post of export manager for Pathe-Marconi next year. Astier is P-M's assistant export manager. He will succeed Michel Berson who becomes president and director-general of the EMI group's company in Lebanon.

Berson recently visited London for talks with executives of Pathe's parent company, EMI, about the changeover.

At the same time, Pathe has announced that its chief of artist promotion Rene Taquet is leaving the firm. He will be succeeded by Claude Hebrard.

Record Contest

• Continued from page 65

and the Beach Boys' "Good Vibrations."

He commented, "I chose these because I think they are good songs which the European voters will like and both records are highly original and therefore should stand out in a contest."

With Beerling in London will be Klas Burling of the Swedish Broadcasting Service.

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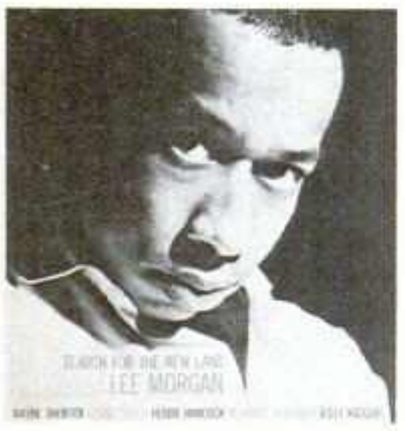

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BLUE NOTE THE JAZZ SOUND OF EVERYONE

A PRODUCT OF LIBERTY RECORDS

From The Music Capitals of the World

• *Continued from page 66*

Paramor as general manager of the EMI Product division on Jan. 1. . . . Polydor has entered the pop stereo market with a special five-album release, trailering it with a sampler LP at budget-price $1.80. . . . CBS Masterworks appointed dealer scheme is now launched with 150 outlets. . . . King Records launches the Seeco label Dec. 9, following its partnership agreement with the U. S. firm. It will sell in supermarkets and other racking outlets as well as record shops. First releases include albums by **Skitch Henderson, Bill Reynolds** and **Gloria Lynne.** First New Year releases will be jazz albums with Seeco's famed Latin repertoire following later. . . . The **Spiders,** first Japanese group to visit Britain, spend three days in London as part of their European tour for Philips. . . . **Vic Lewis** of Nems, London, has arranged with **Lothar Bock** of Munich to bring in the Oberammergau Passion Play to Britain next February. Radio Caroline's **Phil Solomon** will present it in seven U.K. cities and Dublin. He is also negotiating U. S. presentation. . . . DGG released an excerpt LP following last year's success with the full Bach's "Christmas Oratoria." . . . **Manfred Mann** is launching a pop musicians' consultancy to advise on tax, legal and contractual matters.

GRAEME ANDREW

LOS ANGELES

Sarah Warner, Long Beach songwriter, has released her Christmas single, "Hello, Merry Christmas" backed with " 'Neath a Blanket of White" on her Rae-Ann label. Samoan vocalist **Nifo Lilli** is featured. Mrs. Warner is in the process of securing distributors for the seasonal product. Her company is located at 6640 Gardehia, Long Beach. . . . Independent producer **Marty Cooper** has signed production deals with Mercury and Columbia, in addition to Capitol where he will do novelty disks. For Mercury he will produce "Tender Loving Care"; for Columbia the **Inconceivables.** This action is a resurgence in a&r for his Lil Darling Music Co. For the past year, Cooper has concentrated on publishing activities.

KMOOKABURRA Records, a new local label, is debuting with singles by the **Act Three** and the **Travel Agency.** Owners are **Robert Braner** and **Ed Murphy.** Plans are to indicially sell off masters and then maintain ownership of future products once national distribution is secured. Company operates from 5330 Laurel Canyon Blvd., North Hollywood. . . . **Stanley Wilson,** supervisor for Universal TV, has written an original jazz theme for a "Bob Hope-Chrysler Theater" segment. Musicians used for the "Free of Charge" stanza included **Jimmy Rowles,** piano; **Bud Shank,** alto sax; **Louis Belson,** drums and **Ray Brown,** bass. . . . **Charlie Barnet** is recording an LP for Worcester Productions, indie company here which will place the master for distribution. Local players will be used.

Vocalist **Adam Wade** plays the Playboy club Nov. 14 through the 27th. It is his first booking in the Los Angeles bunnies den. . . . Following the demise of the **Milton Berle** variety show on ABC-TV after its first 13-week run, NBC has given the no-go to the "Roger Miller Show," with a comedy adventure series as replacement.

ELIOT TIEGEL

MEXICO CITY

Mexico City will be host to the First Latin American Congress of Record Critics in 1967. Principals from Paraguay, Argentina, Peru, Chile, Ecuador, Colombia, Venezuela, Brazil, Costa Rica, Panama and San Salvador are expected to attend. Purpose of the Congress is to fortify relations between writers and record companies, and increase interchange of records among Latin nations. . . . **Andrik's** third Capitol record, an EP, has "Capri C'est Fini" and "I Put a Spell on You" in Spanish. RCA Victor announced **Rondalla Tapatia's** fifth LP will be marketed. The group has 22 voices and 22 guitars. On this latest offering are songs by **Gabriel Ruiz** and **Gonzalo Curiel.** . . . "Anna," by the **Brass Rings** released by RCA Victor. . . . **Herve Vilard** is DUSA's top seller with "Capri C'est Fini" in French. . . . The first records of compositions by Mexican composer **Julan Carillo,** who discovered the "Thirteenth Sound," should be out soon, says his daughter **Lolita.** She added that 20 pianos with the "thirteenth sound" have been ordered in Germany. . . . Mercado de Discos reports "Fuiste a Acupulco," with **Apson** is a top seller, followed by "Ultimo Beso," with **Polo.** . . . **Pedro Plascencia** recorded 16 international hits live in a nightclub for Capitol. . . . **Roberto Cantoral** too part in Brazil's Song Festival in Rio. . . . Capitol released **Lucho Gatica's** newest pair of LP's with "Amor Mio," "Yo Vendo Unos Ojos Negros" on one, and a group of favorites on the other. . . And Gatica's third album, carrys Argentine folklore songs. . . . "Le Disc Au Go-Go," with the **Shadows,** was released by Capitol along with "The Best of Peter & Gordon," "The Best of the Beach Boys" and "The Best of Guy Lombardo." . . . **Los Hermanos Carrion** recorded a folk rock disk with Orfeon. . . . CBS music publishing added pianist and composer **Eduardo Lazo.**

MUNICH

Jack's Angels, a new folk group from Vienna, visited Munich to record new material for Amadeo and televize. The group features a Canadian and three students—from Graz, Linz and Vienna. . . . **Ernst Jaeger's** Munich big band has recorded a tempo LP of American standards. . . . **Don Gibson** is tour-U. S. clubs in Germany this month, and **Kitty Wells** is due in January. . . . Recent stars at U. S. service clubs in Frankfurt were **Patti Page, Pearl Bailey** and **Louis Bellson.**

JIMMY JUNGERMANN

NEW YORK

Carmen McCrae, the **Modern Jazz Quartet** and **Dave Frye** open at the Village Gate on Tuesday (15). . . . That night, **Blossom Dearie** opens at Top of the Gate. . . . The **Doors** have been held over for four more weeks at Ondine's. . . . The **Standells** will appear on the Hollywood Palace TV show on Saturday (19). . . . Ann Wright Representatives, theatrical agents, opened a Miami office under the direction of **Doris Bernhardt.** . . . **Johnny Tillotson** returns to New York from his Japanese tour and Mecico City engagement on Nov. 17. . . . **Jill Sinclair** opens at the Estoril Hotel in Portugal for one week on March 3. . . . **Benny Goodman,** currently headlining at the Empire Room of the Waldorf-Astoria, will be seen on the Bell Telephone Hour's Jan. 15 show in the International Jazz Festival at Comblain-la-Tour, Belgium.

Jerry Vale headlines at the Copacabana for the fifth time bebeginning on Thursday (17) through Nov. 30. Vale also slated for the Fremont in Las Vegas from Dec. 22 to Jan. 18. . . **Herschel Bernardi's** first anniversary in the title role of "Fiddler on the Roof" was celebrated last Thursday at a party at the Spindletop hosted by composer **Jerry Bock,** lyricist **Sheldon Harnick** and author **Joseph Stein** of the hit show. . . . **Connie Francis** plays the Eden Roc Hotel in Miami Beach from Dec. 22 to Jan. 1. . . . "Sunday Mornng," a single by the **Velvet Underground & Nico** on MGM slated to hit the market in about a week. . . . The Bitter **End Singers** and the **Uncalled For Three** appear at the Bitter End for the Thanksgiving weekend. . . . Copies of the sheet music folder of the off-Broadway "Man With a Load of Mischief" were given free to first-nighters last Sunday (6). Scope Music published the score. . . . **Subbulakshmi** and a company of instrumentalists from India makes her American debut in Town Hall on Thursday (17). . . . **Edie Adams** opens a 10-day stint at the Chateau Madrid in Fort Lauderdale, Fla., on Feb. 23. She opens a two-week engagement at the Holiday House in Pittsburgh on Monday (14).

Woody Herman and his orchestra appear at the Glen Island (N. Y.) Casino next Saturday (26). . . . **Dinney Dinofer,** a former drummer with **Les Brown** and **Lester Lanin,** has been appointed musical director of the Sheraton Tenney Inn. . . . The **Serendipity Singers** set for the Ed Sullivan Show on Jan. 8. . . . **Jackie Cain & Roy Kral** start a two-week stand at L'Intrigue on Tuesday (15). "Changes," their first Verve LP, is being released this month. . . . Peer-Southern Productions has placed a master of "Lover's Roulette" and "A Smile" by **Chuck Morro** with Diamond Records. . . . **Clara Ward** and the **Ward Singers** leave on Tuesday for Vietnam to entertain the troops. . . . The **Good Time Singers** signed with the Los Angeles personal management firm of Rachtman-Drake Associates, which has moved to larger quarters at 8833 Sunset Boulevard.

The **Four Seasons** appear at the annual celebration of WIBG in Philadelphia's Convention Hall next Friday (25). . . . **Astrud Gilberto** goes to Milan on Thursday (17) to wax an album in French and Italian for Verve. She also will sing the title theme of the Columbia film "The Deadly Affair.". . . The **Rigual Brothers,** who wrote "Love Me With All Your Heart" (Cuando Caliente el Sol), are visiting New York from Mexico for national TV appearances. . . . **Connie Francis** sang **Gladys Shelley's** "A Nurse in the U. A. Army," her MGM single, at the second annual benefit show for St. Joseph School for Blind and Multiple Handicapped Children at the Stanley Theater in Jersey City.

Roy Orbison and the **Newbeats** began an extended U. S. and Canadian tour last Wednesday (9) in Minot, N. D. The tour winds up in Birmingham, Ala., on Dec. 10. . . . The **Negative Plus** headed by **Jimmie Rogers** has been signed to an exclusive writing and managerial contract by Music Music Music. . . . More than 90 top Cuban singers will appear at Expo 67 in Montreal next July. . . . **Bob Hope** wrote the liner notes for **Anita Bryant's** latest Columbia Records album "Mine Eyes Have Seen the Glory.". . . **Rose Armen** headlined the recent "April in

(Continued on page 71)

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Billboard HITS OF THE WORLD

AUSTRALIA

*Denotes local origin

This Week	Last Week	
1	—	LET IT BE ME (E.P.)—Johnny Young & Kompany (Clarion)—Alberts
2	7	SPICKS AND SPECKS—*Bee Gees (Spin)—Alberts
3	—	SORRY—*Easybeats (Parlophone)—Alberts
4	3	LADY GODIVA—Peter and Gordon (Columbia)—Alberts
5	—	LITTLE MAN—Sonny & Cher (Festival)—Atlantic
6	—	WINCHESTER CATHEDRAL—New Vaudeville Band (Philips)—Southern
7	4	SEE SEE RIDER—Eric Burden & Animals (Decca)—Leeds
8	—	THE LOVED ONE—*Loved Ones (In)
9	2	BEND IT—Dave Dee etc. (Philips)
10	—	CHERRY CHERRY—Neil Diamond (Stateside)

BELGIUM

(Courtesy Humo)

This Week	Last Week	
1	2	CHERIE—E. Wally
2	3	DANS JE DE HELE NACHT MET MIJ—Karin Kent
3	1	YELLOW SUBMARINE—Beatles
4	11	LITTLE MAN—Sonny and Cher
5	4	BLACK IS BLACK—Los Bravos
6	5	TOO SOON TO KNOW—Roy Orbison
7	20	GUANTANAMERA—Digno Garcia
8	6	MAMA—Dave Berry
9	10	SM 24.73—John Larry
10	21	ARRIVEDERCI, MARIA—Will Tura

BRITAIN

(Courtesy Record Retailer)

This Week	Last Week	
1	1	REACH OUT I'LL BE THERE—Four Tops (Tamla-Motown)—Belinda
2	2	STOP, STOP, STOP—Hollies (Parlophone)—Gralto
3	11	SEMI DETACHED SUBURBAN MR. JAMES—Manfred Mann (Fontana)—Meteor
4	6	HIGH TIME—Paul Jones (HMV)—Dean Street
5	15	GOOD VIBRATIONS—Beach Boys (Capitol)—Immediate
6	3	I CAN'T CONTROL MYSELF—Troggs (Page One)—Dick James
7	4	DISTANT DRUMS—Jim Reeves (RCA Victor)—Acuff-Rose
8	26	GIMME SOME LOVING—Spencer Davis Group (Fontana)—Island
9	7	NO MILK TODAY—Herman's Hermits (Columbia)—Hournew
10	5	WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)—Meteor
11	10	TIME DRAGS BY—Cliff Richard (Columbia)—Shadam
12	8	GUANTANAMERA—Sandpipers (Pye)—Harmony
13	13	IF I WERE A CARPENTER—Bobby Darin (Atlantic)—Robbins
14	14	A FOOL AM I—Cilla Black (Parlophone)—Shapiro-Bernstein
15	9	BEND IT—Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn
16	25	HOLY COW—Lee Dorsey (Stateside)—Marsaint
17	12	I'VE GOT YOU UNDER MY SKIN—Four Seasons (Philips)—Chappell
18	22	BEAUTY IS ONLY SKIN DEEP—Temptations (Tamla-Motown)—Jobete
19	16	I'M A BOY—The Who (Reactions)—Fabulous
20	27	HELP ME GIRL—Eric Burdon and the Animals (Decca)—Anim
21	23	LADY GODIVA—Peter and Gordon (Columbia)—Dean Street
22	19	HAVE YOU SEEN YOUR MOTHER BABY—Rolling Stones (Decca)—Mirage
23	17	ALL I SEE IS YOU—Dusty Springfield (Philips)—Belinda
24	18	ALL THAT I AM—Elvis Presley (RCA Victor)—Belinda
25	20	YOU CAN'T HURRY LOVE—Supremes (Tamla-Motown)—Belinda
26	32	A LOVE LIKE YOURS—Ike and Tina Turner (London)—Belinda
27	21	TOO SOON TO KNOW—Roy Orbison (London)—Acuff-Rose
28	28	I LOVE MY DOG—Cat Stevens (Deram)—Dick James
29	29	SOMEWHERE MY LOVE—Mike Sammes Singers (HMV)—Robbins
30	24	WALK WITH ME—Seekers (Columbia)—Springfield
31	47	WHAT WOULD I BE—Val Doonican (Decca)—Marvel
32	31	BORN A WOMAN—Sandy Posey (MGM)—Shapiro-Bernstein
33	39	FRIDAY ON MY MIND—Easybeats (United Artists)—United Artists
34	34	RIDE ON BABY—Chris Farlowe (Immediate)—Mirage
35	—	GREEN GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington
36	38	PAINTER MAN—Creation (Planet)—Orbit
37	35	WRAPPING PAPER—The Cream (Reaction)—Dratleas
38	41	IT'S LOVE—Ken Dodd (Columbia)—Maurice
39	40	I DON'T CARE—Los Bravos (Decca)—Palace
40	33	LITTLE MAN—Sonny and Cher (Atlantic)—Belinda
41	43	WHAT BECOMES OF THE BROKEN HEARTED—Jimmy Ruffin (Tamla-Motown)—Belinda
42	48	I CAN'T MAKE IT ALONE—P. J. Proby (Liberty)—Screen Gems
43	37	ANOTHER TEAR FALLS—Walker Brothers (Philips)—West One
44	45	HAPPENINGS 10 YEARS TIME AGO—Yardbirds (Columbia)—Yardbirds
45	46	SUNNY—Georgie Fame (Columbia)—Campbell-Connelly
46	—	JUST ONE SMILE—Gene Pitney (Stateside)—Schroeder
47	49	THE DREAMS I DREAM—Shadows (Columbia)—Shadow
48	36	DEAR MRS. APPLEBEE—David Garrick (Piccadilly)—Dick James
49	—	WHITE CLIFFS OF DOVER—Righteous Brothers (London)—Feldman
50	—	MARBLE BREAKS, IRON BENDS—Peter Fenton (Fontana)—Burlington

EIRE

(Courtesy Dublin Evening Press)

This Week	Last Week	
1	1	THE MERRY PLOUGHBOY—Dermot O'Brien (Envoy)—Coda
2	3	DEAR MRS. APPLEBEE—David Garrick (Piccadilly)—Dick James
3	2	SNOWBALL CRAZY—Hoedowners (Pye)—Segway
4	4	DISTANT DRUMS—Jim Reeves (RCA Victor)—Acuff-Rose
5	—	TOO SOON TO KNOW—Roy Orbison (London)—Acuff-Rose
6	5	I CAN'T GET YOU OUT OF MY HEART—Brendan Bowyer (HMV)—Southern
7	7	FAR AWAY FROM YOU—Royal Blues (Pye)—Segway
8	—	AT THE CLOSE OF A LONG DAY—Gregory (Pye)—Campbell Connelly
9	—	GUANTANAMERA—Sandpipers (Pye)—Harmony
10	8	BEND IT—Dave Dee & Co. (Fontana)—Lynn

FRANCE

This Week	Last Week	
1	1	NOIR C'EST NOIR—Johnny Hallyday (Philips)—Nouvelles Editions Barclay
2	6	CELINE—Hugues Aufray (Barclay)
3	5	LA CHANSON DE LARA—Les compagnons de la chanson (CBS)—France Melodie
4	2	L'AMOUR AVEC TOI—Michel Polnareff (A.Z.)—Meridian
5	8	QU'ELLE EST BELLE—Mireille Mathieu (Barclay)—Legrand
6	4	LA CHANSON DE LARA—John Williams (Polydor)—France Melodie
7	—	L'HEURE DE LA SORTIE—Sheila (Philips)—Carrere Breton
8	3	LES JOLIES COLONIES DE VACANCES—Pierre Perret (Vogue)—Nouvelles Editions Barclay
9	9	MON CREDO—Mireille Mathieu (Barclay)—Prosadis
10	—	EN BANDOULIERE—Adamo (Voix de son Maitre)—Pathe Marconi

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

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

JAPAN

*Denotes local origin

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

NORWAY

(Courtesy Verdens Gang)

This Week	Last Week	
1	1	LITTLE MAN—Sonny and Cher (Atlantic)—Odeon
2	2	DISTANT DRUMS—Jim Reeves (RCA Victor)—Acuff-Rose, Scandia
3	3	SUNNY—Cher (Liberty)—Iversen
4	5	JA-PLATEN—Several Artists (Philips) (LP)—Various
5	4	I'M A BOY—Who (Polydor)—Essex
6	7	HAVE YOU SEEN YOUR MOTHER, BABY—Rolling Stones (Decca)—Essex
7	8	HULDRESLATTEN—Ole Ellefsaeter (Odeon)—Iversen
8	10	SOUND OF MUSIC (LP)—Soundtrack (RCA Victor)—Musikk-Huset
9	6	YELLOW SUBMARINE—Beatles (Parlophone)—Lyche
10	—	I NATT JAG DROMDE—Hep Stars (Olga)—Essex

PHILIPPINES

*Denotes local origin

This Week	Last Week	
1	1	YOU DON'T HAVE TO SAY YOU LOVE ME—Vic Damone (RCA)—Filipinas Record Corporation
2	2	SOMEWHERE MY LOVE—Connie Francis (MGM)—Mareco, Inc.
3	4	SUMMER IN THE CITY—Lovin' Spoonful (Kama Sutra)—Mareco, Inc.
4	3	STRANGERS IN THE NIGHT—Jack Jones (Kapp)—Mareco, Inc.; Merci Molina (Villar)—Mareco, Inc.
5	5	I CALL YOUR NAME—The Mama's and The Papa's (RCA)—Filipinas Record Corp.
6	6	MICHELLE—Andy Williams (CBS)—Mareco, Inc.
7	9	HANKY PANKY—Sam The Sham and The Pharaohs (MGM)—Mareco, Inc.
8	8	BORN FREE—Matt Monro (Capitol)—Mareco, Inc.
9	7	NOW THAT YOU KNOW—*Merci Molina (Villar)—Mareco, Inc.
10	—	THE IMPOSSIBLE DREAM—Roy Hamilton (RCA)—Filipinas Record Corp. Jack Jones (Kapp)—Mareco, Inc.

RIO DE JANEIRO

(Courtesy of O Globo)
*Denotes local origin

This Week	Last Week	
1	—	A BANDA (The Band)—*Chico Buarque de Holanda (RGE); Nara Leao—(Philips)
2	—	DISPARADA (Run Away)—*Jair Rodrigues (Philips)
3	—	A BANDA—*Quarteto em Cy (Elenco); Carequinha & Bandinha de Altamiro (Copacabana); Mario Zan (Som Maior)
4	—	DISPARADA—*Geraldo Vandre (RCA Victor)
5	—	DIA DAS ROSAS (Rose's Day)—*Maysa (RCA)
6	—	SAVEIROS (Fish Boat)—*Nana Caymmi (Elenco); Lucienne Franco (RCA)
7	—	THE MORE I SEE YOU—Chris Montez (AM-Fermata)
8	7	ESQUECA (Forget It)—*Roberto Carlos (CBS)
9	3	STRANGERS IN THE NIGHT—Frank Sintra (Reprise)
10	1	LARA'S THEME—Al Korwin (Fermata)

SOUTH AFRICA

This Week	Last Week	
1	1	SWEET PEA—Tommy Roe (ABC)—Paramount
2	2	WITH A GIRL LIKE YOU—The Troggs (Fontana)
3	3	THE MORE I SEE YOU—Chris Montez (A & M)
4	4	GUANTANAMERA—The Sandpipers (A & M)
5	7	WALK WITH ME—The Seekers (Columbia)
6	8	CAN I TRUST YOU—The Bachelors (Decca)
7	11	TIPPY TOEING—The Harden Trio (CBS)
8	6	HANKY PANKY—Tommy James & the Shondells (Roulette)
9	5	BORN FREE—Matt Monro (Capitol)
10	9	BLACK IS BLACK—Los Bravos (Decca)

From The Music Capitals of the World

• *Continued from page 68*

Paris" ball at the Waldorf-Astoria. . . . **Jimmy Ruffin** slated for the Howard Theater in Washington from Friday (18) through next Thursday (24).

Martha & the Vandellas appear at the Brevort Theater in Brooklyn on Saturday (19) and Sunday (20). . . . The **Temptations** set for Philadelphia's Howard Theater from Friday (18) through next Thursday (24). . . . **Jr. Walker & the All Stars** give a concert on Sunday (20) at Baltimore's Civic Auditorium. . . . **The Contours** at Convention Hall in Philadelphia on Thursday (17). . . . The **Modern Jazz Quartet** and the **Swingle Singers** combined on an album recorded in Paris. . . . The **Isley Brothers** at Glassboro (N. J.) State College on Dec. 13. . . . **Irving Spice** wrote the arrangements for the Audio Fidelity "Music of the West" album. . . . **Rod Warren's** "Mixed Doubles" playing Upstairs at the Downstairs will be recorded on Monday (14) by **Irving Haber.** The album will be sold mainly through the mails, at the club and at selected record stores.

Billy Eckstine opened at the Apollo Theater last Friday (11) for one week with **Miriam Makeba.** . . . The **Modern Jazz Quartet** gave a concert on Sunday (13) at Philadelphia's Academy of Music. Another concert is set for Friday (18) at Hunter College. . . . **Ken Kendall** flew to London last Thursday (10) for three weeks of business negotiations and meetings with his clients, the **Troggs** and **Dee Dee, Dozy, Beaky, Mick & Tich. . . . Bob Halley** arranged **Bobby Darin's** last session in New York. . . . **Frank Stanton** and **Andy Badale** of Stanton-Badale Enterprises have obtained the score of the Italian film, "Mondo Balordo," which is narrated by **Boris Karloff. . . . Charles Koppelman** and **Don Rubin** will supervise the forthcoming **Pat Boone** recording session. . . . The **Satins 4,** who just wound up four weeks at the Metropole, are in a two-week stand at Trude Heller's. Their first Atlantic Records release is due shortly.

TORONTO

Harold Pounds, general manager of Sparton Records, has resigned after 23 years with the company, and has not yet officially announced his plans for the future, though he will remain active in the record industry. . . . Quality, here, is receiving excellent reports from Jubilee in the U. S. about American reaction to "Please Forget Her," by the **Jury.** . . . From **Gordon Lightfoot,** word that **Glenn Yarbrough's** next single will be his composition, "Spin, Spin." Lightfoot's own rendition, on United Artists, is currently riding high on charts across Canada. . . . Columbia's national advertising and promotion manager, **Bob Martin,** is off on his semi annual jaunt to visit radio stations in the western provinces. . . . New release on Columbia by **Moe Koffman,** of "Swinging Shepherd Blues," combines a Koffman composition, "Mighty Peculiar," with

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16 GOULD ST., TORONTO 2.

"Archie Buckle-Up," a Caribbean carnival number featuring vocal by **Jon Hendricks.** Koffman bowed a new sound on **Johnny Carson's** "Tonight" TVer this month, two prototype Selmer electric saxophones played simultaneously by Koffman with his quartet. . . . New single from the **Ugly Ducklings** on York Town is "That's Just the Thought I Had in Mind" and "Just in Case You're Wondering," with an album by the hot Toronto group due next month.

The Canadian Broadcasting Corp.'s annual Christmas entertainment package for the U. N. troops in Cyprus this year includes Arc recording artist **Catherine McKinnon,** the Melbourne label's **Rhythm Pals,** RCA Victor's **Al Cherny,** the **Bert Niosi Orchestra** featuring Arc artist-band leader-composer **Pat Riccio.** The troupe will tape both radio and TV shows while in Cyprus (Dec. 4-14). . . .Maple Leaf Gardens in Toronto presents the **Beach Boys** and **Chad and Jeremy** Nov. 20, continuing their policy of including Canadian talent in such shows with Columbia's **Last Words** and York Town's **Ugly Ducklings.** The **Lovin' Spoonful** and the **Association** booked for a big show at Maple Leaf Gardens Dec. 11. . . . Columbia-Epic-CBS artists **3's a Crowd** at the Black Knight tours extensively in Canada this month, from Galt (14), Cobourg (15), Peterboro (16) and Pembroke (17) in Ontario to Labrador City, Nfld. (19) and Sept Iles, Quebec (21), then to several centers in the Maritimes (24-Dec. 1). . . . Organist **Virgil Fox** in Toronto (2), Windsor (4), and Hamilton (9), spurring interest in his Christmas album, released in the U. S. last year but just out on Command here. . . . **Carlos Montoya** in Winnipeg (28). **KIT MORGAN**

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Nightclubs Switch To 'Country Clubs'

NASHVILLE — More and more nightclubs in cities around the nation are turning to country music as a source of entertainment, and the country entertainers are proving to be a big draw. The increase in "country club" numbers seems to coincide with the fantastic boom enjoyed by country music in general.

According to Hubert Long, president of the Hubert Long Talent Agency, the increase in country-operated nightclubs is a direct result of the greatly increased air exposure given country music by the ever-increasing numbers of fulltime country music radio stations, especially in major markets.

One of the hottest night clubs employing all-country entertainment is The Flame in Minneapolis. Ray Perkins, owner of the plush night spot, has booked country music acts six days a week, 52 weeks a year for the last seven years, ranking him as one of the biggest buyers of country music talent in the nation. The Flame charges no admission or minimum and is filled to its 260-person capacity almost every evening. Offering three shows a night and excellent cuisine, the club has built up a loyal and steady clientele, since, according to Moeller Talent Agency's Larry Moeller, the country music fans tend to be more free-spending than their pop music counterparts and have a tendency to frequent the nightclubs more regularly.

Many nightclubs have begun to follow the example of The Flame, and are switching from pop to country entertainment. One of the latest to make the change is the Playroom in Atlanta. With five country-music radio outlets in the Atlanta market providing the artists with airplay exposure, the club should prove an instant success.

Moeller said that many nightclub owners make the mistake of expecting country entertainment to be a quick cure-all for an ailing business and they fail to give it the necessary amount of time to prove itself as a drawing card. If the club gives country music entertainers time to establish a steady clientele for it, than it becomes a solid money-maker for the owner.

Another reason given by booking agents for the switching of entertainment formats at nightclubs is that the pop music acts have prohibitive price tags. In order to provide a top-draw act, the club owner must pay the price and the cost of a name performer is out of reach for many owners. Although many country music acts are booked for high rates, the steady dollar volume brought in by the country music fan more than makes up the difference.

Long, who books many of his acts into clubs, says that the presentations of the acts themselves have made the club owners more amenable toward country music entertainment. The acts are being staged, lit and produced better than ever before, and are run on a business-like basis. The resultant production is enough to compete with the pop acts for the club-goers attention.

Many of the club owners that have switched to a country format had tried pop acts and dance bands, switching to the country scene as a desperation measure and the change has proven extremely profitable.

Some of the nightclubs enjoying financial success from the switch to country are the Horseshoe, Toronto; Joyland, Sarasota, Fla.; Rivoli, Chicago; Chestnut Inn, Kansas City; J.D.'s, Phoenix, Ariz.; Caravan East, Albuquerque, N.M.; La Fiesta, Juarez, Mex.; Nicabob's, Milwaukee, and the Black Poodle Lounge in Nashville.

Williams' Suit Hits Rose Firm

MONTGOMERY, Ala.—In a legal action filed today in United States District Court here by Audrey Williams, widow of the immortal Hank Williams, and her son Hank Williams Jr., it was charged that Irene W. Smith, sister of Hank Sr., and Fred Rose Music, Inc., well-known Nashville publishing firm, had "conspired to conceal the hitherto unpublished lyrics (of Williams) and to sell them at an artificially low price."

The motion filed today (8) was for leave to make Fred Rose Music a party to the suit previously filed against Mrs. Smith. Mrs. Smith had been charged in the suit with conspiring to avoid giving Hank Williams Jr., notice of the attempted sale to Rose, to sell the material at less than its value, and otherwise destroy his rights.

The dispute involves more than 150 unpublished and unrecorded lyrics written during the elder Williams lifetime, including the rights to published material such as "Jambalaya" and "Your Cheating Heart." The complaint charges that the Williams material had a value of between $500,000 and $1 million and that the Rose firm had acquired the rights for $25,000 without notice to Mrs. Williams or her son.

The original suit, filed Sept. 24, against Mrs. Smith and Montgomery lawyer Robert Stewart, seeks to recover certain items of personal property, records of business transactions, moneys and assets.

U. S. District Judge Frank M. Johnson Jr., has set a hearing on the suit for Nov. 25.

Nashville Scene

Buck Owens, Capitol Records star and country music's leading businessman, is celebrating his biggest year in show business with the inauguration of a profit-sharing plan for the 30 employees of the singer's seven different enterprises. Owens is supporting the plan entirely by himself. Owens' sister **Dorothy** is the business manager of the growing empire. . . . Decca's **Wilma Lee** and **Stoney Cooper** leaving for a tour of the Northwest. The talented twosome have a hot new single in "Three Widows." . . . **Mac Wiseman** played host to **Ernest Tubb** and the **Troubadours** on the "Mac Wiseman Record Shop Show" on WWVA in Wheeling (29). . . . **Carter Stanley,** of the **Stanley Brothers** bluegrass group, is recuperating from a serious illness at Bristol Memorial Hospital, Bristol, Va. . . . Music City's Wizard Records beating the drum for **Buck Cody,** whose first release on the label, "The Legend of Thunderhawk," marks his return to the recording studios after a five-year absence. . . .

By HERB WOOD

Ken Rogers and His Northern Gents release "Crazy Memories" on Solar is getting chart action. DJ's, write to Brite Star, Newbury, Ohio, for copies. Agents, bookers, theatre managers: check Brite Star for info about this TOP ACT. Fans may join the Ken Rogers Fan Club by writing Faye Fatzinger, 326 E. Hamilton St., Allentown, Pa. (Advertisement)

Say You Saw It in Billboard

Top records of the week

Compiled by Billboard

This Week	Last Week	Song and Recording Artist
1	1	Summer in the City—Lovin' Spoonful
2	7	Sunny—Bobby Hebb
3	2	Lil' Red Riding Hood—Sam the Sham and Pharaohs
4	4	Wild Thing—Troggs
5	3	They're Coming to Take Me Away, Ha-Haaa!—Napoleon XIV
6	14	See You in September—Happenings
7	5	The Pied Piper—Crispian St. Peters
8	8	Mother's Little Helper—Rolling Stones
9	11	I Couldn't Live Without Your Love—Petula Clark
10	20	Sunshine Superman—Donovan
11	18	Blowin' in the Wind—Stevie Wonder
12	10	Sweet Pea—Tommy Roe
13	13	Over Under Sideways Down—Yardbirds
14	19	My Heart's Symphony—Gary Lewis and Playboys
15	16	Sweet Dreams—Tommy McLain
16	21	Summertime—Billy Stewart
17	22	Working in the Coal Mine—Lee Dorsey
18	12	This Door Swings Both Ways—Herman's Hermits
19	9	Somewhere My Love—Ray Conniff and Singers
20	25	Land of 1,000 Dances—Wilson Pickett

Aug. 21

EVERY SUNDAY

SOME 980,000 FAMILIES SEE BILLBOARD'S TOP RECORDS OF THE WEEK

IN THE PHILADELPHIA INQUIRER SPECIAL SUNDAY AMUSEMENT SECTION

An important reader feature from Philadelphia's leading daily newspaper. Exclusive advance information supplied to America's leading consumer newspapers as a record industry service by BILLBOARD.

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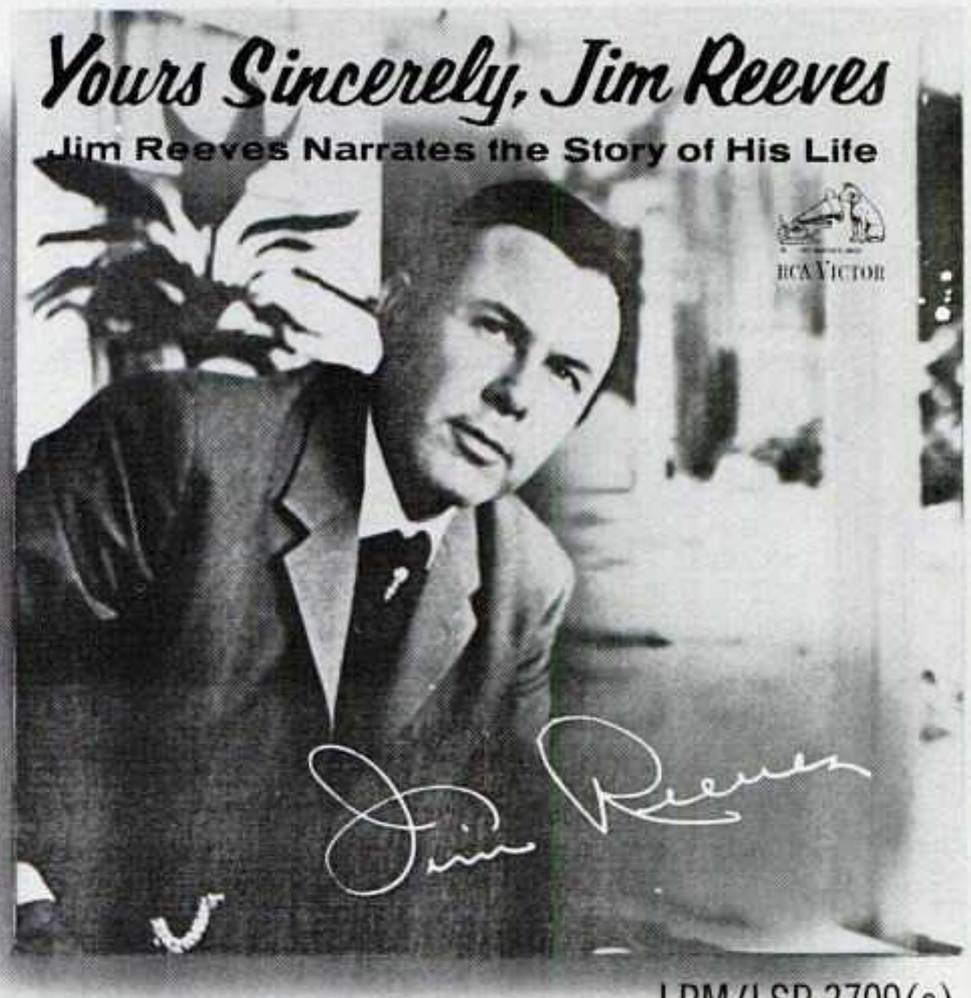

LPM/LSP-3709(e)

Dear Dealer,

We have just released an album by Jim Reeves, and we feel certain that it will be warmly received by Jim's many fans. There is something very special about it — in that it contains an authentic radio interview with Jim, as he tells about his show business career and the persons who influenced his musical development. Jim also introduces all the songs by telling a little of their backgrounds. It's a fascinating "musical autobiography" that could quickly climb to the top of the charts.

Yours sincerely,

RCA VICTOR

The most trusted name in sound

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Billboard SPECIAL SURVEY for Week Ending 11/19/66

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
Billboard Award	2	**I GET THE FEVER** Bill Anderson, Decca 31999 (Stallion, BMI)	13
2	1	**OPEN UP YOUR HEART** Buck Owens, Capitol 5705 (Bluebook, BMI)	12
3	14	**SOMEBODY LIKE ME** Eddy Arnold, RCA Victor 8965 (Barton, BMI)	6
4	3	**ROOM IN YOUR HEART** Sonny James, Capitol 5690 (Marson, BMI)	15
5	8	**SWEET THANG** Nat Stuckey, Paula 243 (Su-Ma/Stuckey, BMI)	11
6	7	**ALMOST PERSUADED NO. 2** Ben Colder, MGM 13590 (Gallico, BMI)	9
7	5	**THE BOTTLE LET ME DOWN** Merle Haggard, Capitol 5704 (Bluebook, BMI)	13
8	4	**IT TAKES A LOT OF MONEY** Warner Mack, Decca 32004 (4 Star, BMI)	12
9	11	**TOUCH MY HEART** Ray Price, Columbia 43795 (Mayhew, BMI)	6
10	6	**BLUE SIDE OF LONESOME** Jim Reeves, RCA Victor 8902 (Glad, BMI)	15
11	10	**BAD SEEDS** Jan Howard, Decca 32016 (Stallion, BMI)	7
12	9	**EARLY MORNING RAIN** George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	12
13	13	**(That's What You Get) FOR LOVIN' ME** Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	12
14	12	**THE COMPANY YOU KEEP** Bill Phillips, Decca 31996 (Combine, BMI)	15
15	17	**THE HURTIN'S ALL OVER** Connie Smith, RCA Victor 8964 (Wilderness, BMI)	6
16	16	**LONG TIME GONE** Dave Dudley, Mercury 72618 (Newkeys, BMI)	7
17	23	**THE GAME OF TRIANGLES** Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	6
18	18	**IT'S ONLY LOVE** Jeannie Seely, Monument 965 (Pamper, BMI)	11
19	26	**THERE GOES MY EVERYTHING** Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	5
20	22	**ONE IN A ROW** Willie Nelson, RCA Victor 8933 (Pamper, BMI)	8
21	36	**MISTY BLUE** Wilma Burgess, Decca 32027 (Talmont, BMI)	4
22	27	**UNMITIGATED GALL** Faron Young, Mercury 72617 (Cedarwood, BMI)	6
23	21	**APARTMENT #9** Bobby Austin, Tally 500 (Owen, BMI)	7
24	19	**WALKING ON NEW GRASS** Kenny Price, Boone 1042 (Pamper, BMI)	14
25	25	**THE TALLEST TREE** Bonnie Guitar, Dot 16919 (Hearthstone-Acclaim, BMI)*	6
26	20	**COMING BACK TO YOU** Browns, RCA Victor 8942 (Tree, BMI)	7
27	29	**VOLKSWAGEN** Ray Pillow, Capitol 5735 (Raleigh, BMI)	7
28	28	**STATESIDE** Mel Tillis, Kapp 772 (Cedarwood, BMI)	6
29	15	**ALMOST PERSUADED** David Houston, Epic 10025 (Gallico, BMI)	22
30	35	**STAND BESIDE ME** Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	5
31	39	**ANOTHER STORY** Ernest Tubb, Decca 32022 (Marson, BMI)	6
32	37	**HOW LONG HAS IT BEEN** Bobby Lewis, United Artists 50067 (Southtown, BMI)	6
33	33	**PRISSY** Chet Atkins, RCA Victor 8927 (Vector, BMI)	6
34	24	**FIVE LITTLE JOHNSON GIRLS** Stonemans, MGM 13557 (Jack, BMI)	7
35	40	Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	5
36	38	**GOIN' DOWN THE ROAD** Skeeter Davis, RCA Victor 8932 (Crestmoor, BMI)	6
37	42	Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	5
38	30	**LITTLE PINK MACK** Kaye Adams, Tower 269 (Central, BMI)	6
39	34	**ROSES FROM A STRANGER** Leroy Van Dyke, Warner Bros. 5841 (Acuff-Rose, BMI)	6
40	32	**BRING YOUR HEART HOME** Jimmy Newman, Decca 31994 (Newkeys, BMI)	7
41	49	**THIS MUST BE THE BOTTOM** Del Reeves, United Artists 50081 (Moss-Rose, BMI)	4
42	52	**WHERE'D YA STAY LAST NIGHT** Webb Pierce, Decca 32033 (Pamper, BMI)	4
43	53	**FUNNY, FAMILIAR, FORGOTTEN FEELINGS** Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	3
44	45	**NOT THAT I CARE** Jerry Wallace, Mercury 72619 (Sure Fire, BMI)	6
45	44	**SHOW ME THE WAY TO THE CIRCUS** Homesteaders, Little Darlin' 0010 (Mimosa, BMI)	6
46	46	**COME ON AND SING** Bob Luman, Hickory 1410 (Cedarwood, BMI)	9
47	47	**TEARDROP LANE** Ned Miller, Capitol 5742 (Central, BMI)	6
48	56	**OLE SLEW-FOOT** Porter Wagoner, RCA Victor 8977 (Jason, BMI)	3
49	50	**ONLY ME AND MY HAIRDRESSER** Kitty Wells, Decca 32024 (Moss-Rose, BMI)	4
50	57	**SEVEN DAYS OF CRYING** Harden Trio, Columbia 43844 (Southtown, BMI)	3
51	61	Ray Pennnigton, Capitol 5751 (Pamper, BMI)	3
52	62	Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	3
53	48	**MY UNCLE USED TO LOVE ME BUT SHE DIED** Roger Miller, Smash 2055 (Tree, BMI)	9
54	60	**MOTEL TIME AGAIN** Johnny Paycheck, Little Darlin' 0016 (Central Songs, BMI)	3
55	74	**DON'T COME HOME A'DRINKIN'** Loretta Lynn, Decca 32045 (Sure Fire, BMI)	2
56	66	**RIDE, RIDE, RIDE** Lynn Anderson, Chart 1375 (Yonah, BMI)	4
57	71	**HURT HER ONCE FOR ME** Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	2
58	54	**LOOK INTO MY TEARDROPS** Conway Twitty, Decca 31983 (Wilderness, BMI)	10
59	—	**HEARTBREAK HOTEL** Roger Miller, Smash 2066 (Tree, BMI)	1
60	51	**I JUST COULDN'T SEE THE FOREST** Lefty Frizzell, Columbia 43747 (Golden Eye, BMI)	6
61	67	**CLASS OF '49** Red Sovine, Starday (Cedarwood, BMI)	2
62	73	**BEAR WITH ME A LITTLE LONGER** Billy Walker, Monument 980 (Hill & Range, BMI)	2
63	59	**I'M DOING THIS FOR DADDY** Johnny Wright, Decca 32002 (Southtown, BMI)	6
64	55	**HE WAS ALMOST PERSUADED** Donna Harris, ABC 10839 (Gallico, BMI)	8
65	64	**THE GOODIE WAGON** Billy Large, Columbia 43741 (Tuckahoe, BMI)	6
66	65	**I'M GONNA HANG UP MY GLOVES** Charlie Walker, Epic 10063 (Bluebook, BMI)	4
67	—	**THE LAST LAUGH** Jim Edward Brown, RCA Victor 8997, (Tree, BMI)	1
68	—	**IF THE WHOLE WORLD STOPPED LOVIN'** Roy Drusky, Mercury 72627 (Newkeys, BMI)	1
69	70	**SEND ME A BOX OF KLEENEX** Lamar Morris, MGM 13586 (LyRann, BMI)	2
70	—	**DON'T LET THAT DOORKNOB HIT YOU** Norma Jean, RCA Victor 8989 (Acclaim, BMI)	1
71	—	**OUR SIDE** Van Trevor, Band Box 371 (Summerhouse, ASCAP)	1
72	—	**CONSIDER THE CHILDREN** Bonnie Owens, Capitol 5755 (Bluebook, BMI)	1
73	75	**SHE'S MIGHTY GONE** Johnny Darrell, United Artists 50047 (Southwind-Copper Creek, BMI)	2
74	—	**MR. SHORTY** Marty Robbins, Columbia 43870 (Mariposa, BMI)	1
75	—	**CLOSE TOGETHER** George Jones & Melba Montgomery, Musicor 1204 (Glad, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 11/19/66

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	1	**YOU AIN'T WOMAN ENOUGH** Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	7
2	3	**I LOVE YOU DROPS** Bill Anderson, Decca DL 4771 (M); DL 74771 (S)	15
3	2	**ANOTHER BRIDGE TO BURN** Ray Price, Columbia CL 2528 (M); CS 9228 (S)	11
4	4	**ALMOST PERSUADED** David Houston, Epic LN 24213 (M); BN 26213 (S)	15
5	5	**CARNEGIE HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS** Capitol T 2556 (M); ST 2556 (S)	17
6	8	**THE DRIFTER** Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	12
7	6	**CONFESSIONS OF A BROKEN MAN** Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	7
8	9	**SWINGING DOORS** Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	4
9	7	**THE STREETS OF BALTIMORE** Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)	9
10	13	**THE SEELY STYLE** Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	6
11	11	**THE LAST WORD IN LONESOME** Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	17
12	18	**BORN TO SING** Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	4
13	12	**THE COUNTRY TOUCH** Warner Mack, Decca DL 4766 (M); DL 74766 (S)	19
14	15	**SINGIN' STU PHILLIPS** RCA Victor LPM 3619 (M); LSP 3619 (S)	9
15	10	**GEORGE JONES GOLDEN HITS** United Artists, UAL 3532 (M); UAS 6532 (S)	9
16	16	**TILL THE LAST LEAF SHALL FALL** Sonny James, Capitol T 2561 (M); ST 2561 (S)	9
17	14	**LET'S GO COUNTRY** Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)	16
18	25	**A MILLION AND ONE** Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	6
19	20	**WANDA JACKSON SALUTES THE COUNTRY MUSIC HALL OF FAME** Capitol T 2606 (M); ST 2606 (S)	4
20	27	**LEAVIN' TOWN** Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	3
21	26	**NAT STUCKEY SINGS** Nat Stuckey, Paula LP 2192 (M); LPS 2192 (S)	5
22	22	**DISTANT DRUMS** Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	26
23	23	**BREAKIN' THE RULES** Hank Thompson, Capitol T 2575 (M); ST 2575 (S)	6
24	24	**EVIL ON YOUR MIND** Jan Howard, Decca DL 4793 (M); DL 74793 (S)	15
25	21	**MISS BONNIE GUITAR** Dot DLP 3737 (M); DLP 25737 (S)	9
26	17	**SUFFER TIME** Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	17
27	19	**STEEL RAIL BLUES** George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	12
28	29	**CONNIE SMITH SINGS GREAT SACRED SONGS** RCA Victor LPM 3589 (M); LSP 3589 (S)	11
29	28	**PUT IT OFF UNTIL TOMORROW** Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	17
30	35	**ALL'S FAIR IN LOVE 'N' WAR** Stonewall Jackson, Columbia 2509 (M); CS 9309 (S)	2
31	—	**THIS IS MY STORY** Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	1
32	32	**FROM NASHVILLE WITH LOVE** Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	2
33	33	**CAN YOU BELIEVE** Geezinslaw Brothers, Capitol T 2570 (M); ST 2570 (S)	2
34	37	**WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033"** George Jones, Musicor MM 2106 (M); MS 3106 (S)	2
35	36	**ERNEST TUBB SINGS COUNTRY HITS OLD AND NEW** Decca DL 4772 (M); DL 74722 (S)	4
36	—	**WHEELS & TEARS** Kay Adams, Tower T 5033 (M); ST 5033 (S)	1
37	—	**WHERE IS THE CIRCUS** Hank Thompson/Brazos Valley Boys, Warner Bros. W/1664 (M); WS 1564 (S)	1
38	38	**THE BEST OF TEX RITTER** Capitol T 2595 (M); DT 2595 (S)	3
39	39	**COUNTRY CHARLIE PRIDE** RCA Victor LPM 3645 (M); LSP 3645 (S)	3
40	40	**HAPPINESS IS YOU** Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	2

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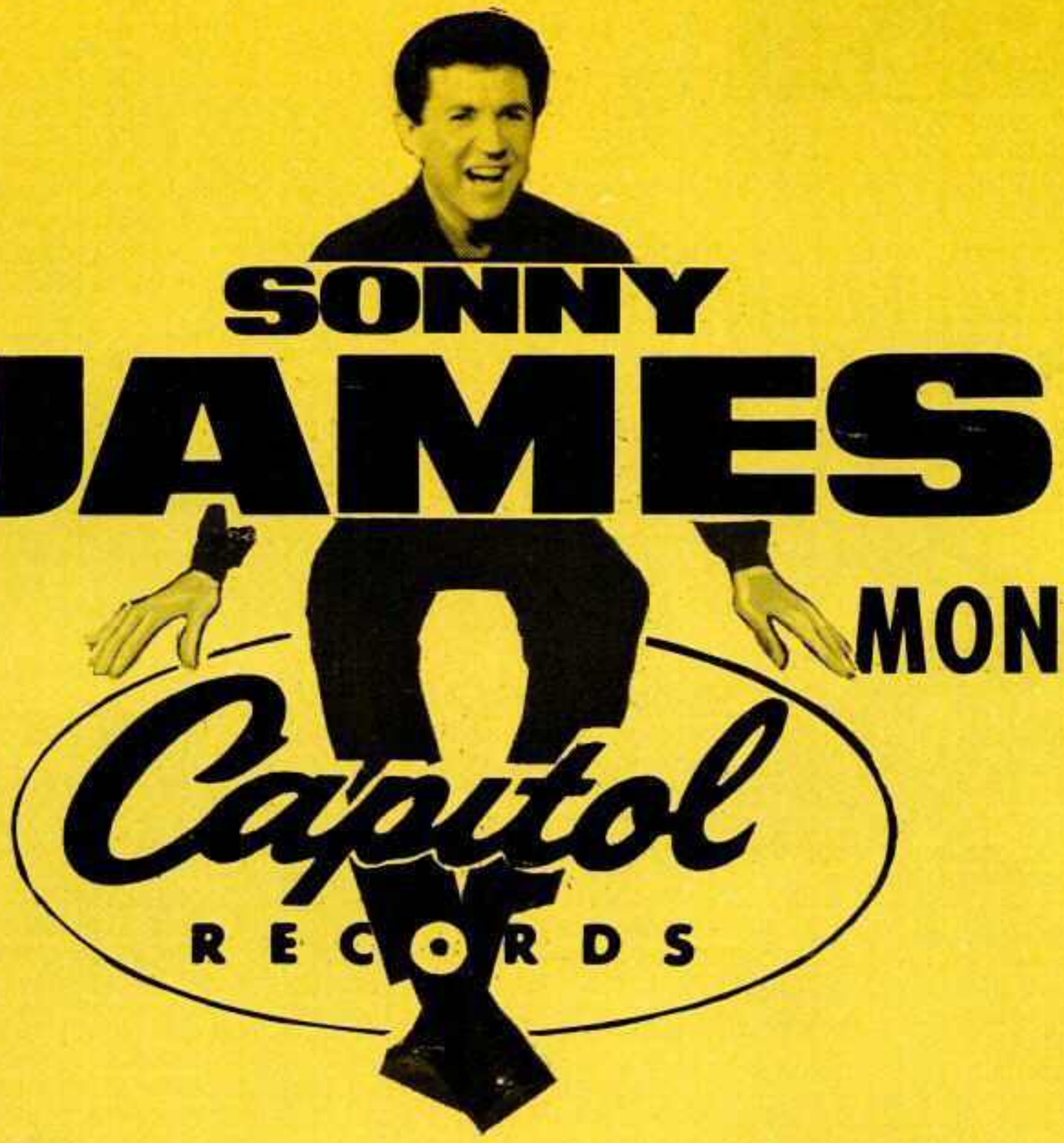
CAPITOL ANNOUNCES THE BIGGEST

GOLDEN HARVEST

IT'S



MONTH

NEW!

AND HIS GREAT SINGLE

BAREFOOT SANTA CLAUS

c/w

MY CHRISTMAS DREAM

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GOV. PAT BROWN of California studies videotape "replay" of speech by the State's governor-elect, Republican Ronald Reagan, on Ampex's portable videotape recording system. Both candidates employed the new unit in the bitterly contested gubernatorial race.

Photo Dealer Shares Some Tape Recorder Sales Tips

PHOENIX, Ariz. — Jim Aboud, owner of Guild Cameras, largest photographic dealership here, says he has developed an unbeatable combination for tape recorder profits.

Aboud's program calls for a spacious, comfortable, open area for tape recorder demonstrations of only top, nationally advertised brands in better price brackets. Each is backed by an authorized service facility in the city. Aboud also utilizes "outside selling" beamed at schools and educational markets.

During the past six years Aboud has had plenty of experience with every bracket of tape recorder promotion. He has moved some of his departments to a mezzanine balcony above the first floor, in order to provide the all-important space for recorder display. His top lines are shown on a single wall, at the right side of the store, facing a 20x20-foot open space occupied only by a comfortable leather couch. To the wall are affixed heavy-duty adjustable shelves, each 40 inches long, which slide up and down to accommodate tape recorders of various sizes at any desired level. Each of the eight to 10 tape recorders shown against the bright yellow, hardwood-stripped wall is ready to operate with a stereo music tape installed for quick demonstration.

Prestige

Aboud, whose "prestige" camera shop attained its size and importance in the Phoenix market on the basis of conservative "can do" merchandising, chose each recorder line on the basis of service. No matter how well advertised or attractive a recorder might be, it did not find its way into Guild Cameras' inventory until Aboud had satisfied himself that service promises could be met consistently. The result was adoption of such lines as Sony, Uher, Wollensak, etc.

Flanking the recorder display is a single hardwood rack in which the entire library of music tapes is shown. It is about 10 steps away from the display, where it will not detract from the prospect's interest while the demonstration is being carried on. Standard operating procedure is to seat the customer on the leather couch (the only piece of furniture on the floor) and "talk the subject over." One recorder after another is demonstrated by Aboud or a salesman, with the type of music the customer wants. Only after the prospect's interest has been narrowed to a specific set is he invited to operate the controls himself. Normally this is the "clincher" Aboud has found.

Over the years, Aboud has kept his prices competitive, but has never featured a loss leader, close-out or any off-brand recorder. Rather than suffer over the fact that Phoenix is a hotbed of discount department stores, Aboud simply "sells above the competition," presenting the same sort of atmosphere as a fine, exclusive jeweler would in offering diamonds. "I have never had reason to regret this thinking," he says.

Aboud has been extremely successful in selling monaural tape recorders for educational use to schools, often writing an order for from 25 to 50 units for a single school district. The sales ammunition with Aboud uses in this instance are good, reliable lines, unconditional across-the-board guarantees, dependable service, plus his own, individual know-how. Although he is a busy dealer, Aboud has found time to dissect and rebuild almost every model of tape recorder which he carries in stock, so that he can speak with unchallenged authority on mechanical advantages of this model or that, and convey his own enthusiasm efficiently to a school purchasing agent who is by nature highly allergic toward wasting one cent of the school funds.

"Under today's progressive education, as built into brand-new schools, tape recorders are

(Continued on page 77)

Booking Pace Makes Music Show No. 1 Mart—Gard

CHICAGO—National Association of Music Merchants executive Vice-President William R. Gard has released optimistic figures on exhibitor bookings for the 1967 Music Show here June 25-29 and has described certain claims of the Electronic Industries Association (sponsor of a conflicting show June 25-28) as "exaggerated and distorted."

One of every five firms has requested more display space for the 1967 show, Gard said, and exhibitor signings passed the 100 mark two weeks after the mailing of the show prospectus.

He said that 10 per cent of the firms that have signed were not in last year's event at the Conrad Hilton Hotel here, the site again in 1967.

Meanwhile, at its fall conference in San Francisco, EIA was reporting that 110,000 square feet of a total of "150,000 available for the Consumer Electronic Show had been allocated and that it was expected the remainder would be assigned by the deadline of Nov. 15."

No. 1

Declared Gard, "Despite exaggerated, distorted claims, the facts are that the 135,000 square feet in one location available at the Music Show just for home electronics is bigger than either of the divided areas in two hotels which a competing New York show is describing as 'double the space' available at the Music Show."

Gard said that at the rate exhibitors are signing for the 1967 Music Show, and interest shown since the mailing of the exhibit plans book, "we anticipate that the Music Show will again demonstrate beyond dispute that it is the No. 1 market place of the music instrument and home entertainment industry."

The big trend in the music industry indicated by the show

(Continued on page 77)

COLLEGE KIDS 'TAPING' HOME

CHICAGO — The National Association of Music Merchants, observing spurting sales of reel-to-reel and CARtridge tape recorders following last summer's Music Show and continuing through the fall school buying push, suggests that perhaps part of the reason for increasing sales of recorders to young people is increasing parental concern over children getting the most out of their college education. NAMM also suggests that perhaps some retailers will find recorders fighting a close battle with typewriters for sales leadership, speculating that students who never write home will take the time to tape messages to their parents.

MORE FOR $ THAN SEVEN YEARS AGO

HOLLYWOOD, Fla. — Competition and manufacturing efficiencies have wrought the improbable reality in which a customer is getting more for his dollar on any comparable basis than he did seven years ago, according to Armin E. Allen, vice-president of Philco-Ford. Allen said that a black-and-white television set that cost $100 in the 1957-1959 period costs, at retail, only $82.20 today. "The appliance and consumer electronics industry is doing more than any other segment of the economy to fight inflation," he said.

New G. E. Service Plans

UTICA, N. Y.—A new over-the-counter exchange plan for defective radios and an "initial failure" exchange for other home electronics products have been inaugurated by General Electric.

"The new service programs are designed to meet the growing consumer desire for satisfaction with the products they buy, and to allow the retailer to provide this kind of consumer satisfaction with a minimum of cost and complication," said C. W. Kepler, manager of marketing for the G.E. radio receiver department, in announcing the new plans.

In the over-the-counter exchange program, the dealer may exchange a new radio from his stock for one that a customer returns within 30 days of purchase, provided the radio is defective under the terms of the warranty. G.E. radio distributors are authorized to supply dealers new radios for the defective models returned under the plan. The radios must be returned in the original carton, or a carton from the replacement radio, properly tagged with a special tag.

Tagged

Covered by the new "initial failure" plan are such products as monaural and stereo tape recorders up to 7 watts per channel, transceivers, portable intercoms, Show 'N Tell phonoviewers and youth phonographs.

Under this plan the dealer can replace a product for a customer if the product failed to operate when it was first turned on. Sets must be returned in original cartons or the carton from the replacement model, appropriately tagged. To qualify, the set must be on the current G.E. radio receiver department dealer price list.

"The program should leave no doubt in anyone's mind that we stand fully behind our products to make sure that our customers are satisfied," Kepler said.

Dealers began accepting products for exchange under the new programs on Oct. 17.

Scanning The News

PERSONNEL MOVES: At Olympic Radio, **Bob Whitelaw** moves from Buffalo branch manager to the same post at Chicago and **John Martin** takes over the Buffalo post. And **Charles M. Christensen** has been named Olympic's regional manager for 11 Western States. . . . Symphonic Electronic Corp, has named **D. E. Mattson** an account executive. . . . At Motorola, **John J. Perry Jr.** has been appointed regional sales manager in New Jersey and Eastern Pennsylvania for the consumer products division, taking over from **George F. O'Brien.** . . . An expansion move at Zenith sees **John Novak Jr.** assuming the new post of resident engineer at the company's wholly owned Wincharger Corp. subsidiary. . . . Ampex Corp. has brought in **Marc H. Plitt** as consumer and educational products division district manager, Eastern division, **Richard H. Vilfroy** for the same job in the Central region, and **Keith Lloyd LaMotte, John S. Nunn** and **Larry L. Wyrick** as district managers in the Southwestern region for the same division. Also at Ampex, group vice-presidents **John P. Buchan** and **Arthur H. Hausman** have been elected to the board of directors. . . . **John E. Sullivan** has been named manager, market research, special products, Sylvania Electric Products, Inc. . . . Texas Instruments president and director, **Patrick E. Haggerty,** has been selected 1967 recipient of the Electronic Industries Association's Medal of Honor. He was honored for "outstanding contribution to the advancement of the electronics industry." . . . Admiral Corp. has withdrawn its proposed public offering of 300,000 shares of common stock because expansion projects and increased volume of business can be handled by the current cash flow "which is at a higher than anticipated level." Admiral has also announced that they and their advertising agency, Campbell-Mithun, will part company April 1. . . . Three new models—previewed at the Music Show last summer—have started to roll off the production lines at Olympic. They are models SS210, SS211 and SS212, all 100 per cent solid state, AM/FM/FMS Stereoplex, 100 watts peak power. . . . And Emerson is increasing its production of wood cabinets for its own and DuMont home entertainment products. **RAY BRACK**

NEW DEALER DISPLAY designed by George Balos of Mercury Record Corp. is this browser box eye-catcher for the 4 Seasons, with multi-dimensional "4." Back of display carries sales message, as well, should back of browser rack be accessible to customers.

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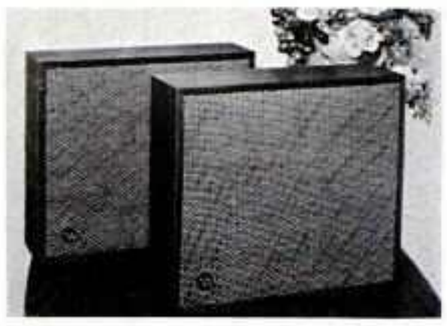
New Products

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.



Viking Speakers

SELF-ENERGIZED stereo speaker system, Model 4400, by Viking of Minneapolis. Contains 60 watt solid state stereo power amplifier in one of the two walnut enclosures of bookshelf size. The amplifier feeds both speakers and comes with on/off volume control, bass boost switch and stereo headphone jack. It works equally well with any tape deck and retails for $119.

Sonotone Mike

SONOTONE CORP. cardioid microphone. Designated Model CDM80, it has a frequency range of 80 to 10,000 Hz which offers uniform rejection that reduces squealing and allows louder sound levels. It picks up sound only where it is pointed and rejects unwanted background noise. Made of die-cast metal and finished in brushed chrome, with a retail price of $48.75.

Booking Pace

• Continued from page 76

last year, Gard said, "Was the wedding of electronics to music making with the introduction of a number of new products which combine the newest electronic marvels with musical instruments —and the trend is expected to continue this year not only in such fields as electronic organs and electric guitars, but also in several other areas."

Photo Dealer

• Continued from page 76

an essential," Aboud said. "All we have done is to capitalize on the fact with repeated calls, plenty of demonstration, and the same solidity of lines and service which we offer in stereo tape recorders for music lovers."

THE BIG TOWN BOYS give new Custom M-20 Maganatone amplifier the big test amid paper wad missiles at the recent Toronto Sound Go-Go show in the Canadian city. Other bands included the Tripp, the Last Words, the Paupers, Luke and the Apostles, the Secrets, the Big Town Boys, the Associates, the Imperials, the Spassticks, the Rising Sons, the Ugly Ducklings and the Stitch In Time.

PART OF THE CROWD at recent 14-hour rock show in Toronto, where 14 bands ran from 10 a.m. Saturday until midnight, testing Magnatone amplifiers supplied by Hough & Kohler, Ltd., Toronto, Maganatone's Canadian distributor.

More will LIVE the more you GIVE

HEART FUND

CLASSIFIED MART

DISTRIBUTING SERVICES

RECORD RIOT 45'S, BRAND NEW, some late hits. $6.80 per hundred; $65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212; 343-5881.

RECORD RIOT — 45 RPM RECORDS, brand new, factory fresh, $6 per hundred; $50 per thousand. Major labels, popular hits, top artists. Freight prepaid with check-in-advance orders. Apex Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

EMPLOYMENT SECTION

HELP WANTED

CREDIT MANAGER, EXPERIENCED. Wanted: Man with strong record company credit background at national level for major West Coast record company. Excellent opportunity. Send complete resume. Box 286, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

FIELD REPRESENTATIVE WANTED to cover East and Midwest for catalogue record line. Write: Box 285, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

PROMOTION-PUBLICITY MAN FOR major personal management office. Responsibility will include securing publicity materials for concerts, working with advertising agencies and local promotional personnel, establishing advertising campaigns, trade and consumer publicity on major artists. Send resume with salary requirements to Box 287, Billboard, 188 W. Randolph St., Chicago, Illinois 60601.

PROMOTIONAL SERVICES

National Record Promotion
(You Record It—We'll Plug It)
Music Makers Promotion Network
★ New York City ★
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.
★ DISTRIBUTION ARRANGED
★ MAJOR RECORD LABEL CONTACTS
★ NATIONAL RADIO & T.V. COVERAGE
★ BOOKING AGENT CONTACTS
★ NASHVILLE NEWSPAPER PUBLICITY
★ RECORD PRESSING
General Office:
801 17th Ave. S., Nashville, Tenn.
Mailing Address:
14881 Overlook Dr., Newbury, Ohio
Send ALL Records for Review to:
Brite-Star, 14881 Overlook, Newbury, Ohio
CALL: Cleveland (216) JO 4-2211

NATIONAL RECORD LABEL CONTACTS
Send your demos or major tapes to a small but growing production, record and music publishing company. We have more time to listen to a song and have national record label contacts. We will release the right material on a top royalty basis. Send tapes and demos to:
3-D PRODUCTIONS
P. O. Box 5351, Cleveland, Ohio
For return include 25¢ for postage and handling. No lead sheets alone or poems, please!

MISCELLANEOUS

G.M.C. CUSTOMIZED DIESEL BUS. Recent complete overhaul. Seats 10 plus 4 bunks, lockers, air cond., refrigerator, etc., $5,500. Contact: (212) CO 5-5587.

MCAA REPRESENTS PUBLISHERS FOR collection or overseas mechanical royalties. If you are a publisher and desire to have foreign royalties protected, write: MCAA, Box 34, Princeton, Fla.

zip code helps keep postal costs down

BUT ONLY IF YOU USE IT.

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

PRESSING, PLATING

PRESSING
No job too small
CONSULTATION
All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.
NATIONAL RECORD PROMOTION & PUBLICITY
National disc jockey coverage . . .
Trade paper publicity . . . etc.
DISTRIBUTION ARRANGED
MORTY WAX PROMOTIONS
1650 Broadway
N.Y., N.Y. 10019
CI 7-2159

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all-new 14-track album, mono/stereo, $6.15 airmailed on release day. 300-page new LP/EP catalog, $1 surface, $2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

BEATLES NEW ALBUM! STONES' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo: $6. airmailed. Stones' "Poison Ivy" E.P.: $2.20. Pop catalogue airmailed: $2. Record Centre, Ltd., Nuneaton, Eng.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums $6 each, additional albums only $5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

SURPLUS STOCK OF 50,000 LP's! MAJOR LABEL, ORIGINAL ARTIST RECORDINGS ONE DOLLAR EACH!

The Rolling Stones—1st Album
The Rolling Stones—No. 2
Aftermath—The Rolling Stones
Out of Our Heads—Rolling Stones
The Folk Hits—Mike Leander Orch.
The Magnificent Moody Blues
1st Album—Unit Four Plus Two
Come My Way—Marianne Faithfull
Maggie May—Original London cast
Hello, Dolly!—Drury Lane Cast & Mary Martin
Make Someone Happy—Kathy Kirby
1-2-3—Len Barry
Everything I've Got—Honor Blackman
Divorce Me Darling!—Original London Cast
The Andrew Oldham Orchestra Play Maggie May
14 Great Artists—The Stones, Bachelors, Them, Zombies, etc.
Bumper Bundle—Small Faces, Tom Jones, Bachelors, Lulu, etc.
Wonderin'—Royd Rivers and Cliff Aungier
Eve of Destruction—Barry McGuire
Cindy-ella—Original London Cast with Cleo Laine
The Applejacks
The Jack Jones Christmas Album
Showstoppers—Max Bygraves' Best
Something to Shout About—Lulu
State Funeral of Sir Winston Churchill—Two-Record Album for 1 Dollar
Them Again!
All Systems Go!—The Honeycombs
Take Me for What I'm Worth—The Searchers
Take a Heart—The Sorrows

SOUNDS LIKE THE SEARCHERS

Where possible STEREO recordings will be supplied at no extra cost. Several more titles available—write for lists.

7" SINGLES: 1965/66 releases—over 2,000 titles—over 700,000 in stock—Rolling Stones, Bachelors, Searchers, Lulu, Marianne Faithfull, Kathy Kirby, Unit 4 + 2, Sandie Shaw, Honeycombs, Petula Clark, Jonathan King, Ivy League, Small Faces, Kinks, etc.

ALL AT SEVEN CENTS EACH.

LARGE QUANTITY BUYERS ONLY.

FOR FURTHER DETAILS WRITE:

RECORD DISPOSALS, LTD.
15, HOLDEN FOLD LANE
ROYTON, LANCASHIRE, ENGLAND
TELEPHONE: MAIN 1149, ANYTIME

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 25c a word. Minimum: $5. First line set all caps.

DISPLAY CLASSIFIED AD: 1 inch, $20. Each additional inch in same ad, $15. Box rule around all ads.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 25c per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES

International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: $1 per line. Minimum: 4 lines per insertion.

DISPLAY CLASSIFIED AD: $14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

Classified Advertising Department
BILLBOARD MAGAZINE
188 West Randolph Street
Chicago, Illinois 60601

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

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

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

AUTHORIZED BY _____ AMOUNT ENCLOSED _____

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

HEADING DESIRED: _____

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Koritz Blasts NVA Board; Calls Unit a Clique Afraid of Outsiders

By EARL PAIGE

ST. LOUIS—"The NVA is a closed corporation," declared veteran bulk vendor Jason Koritz, here last week. "I know I seldom miss a vending meeting," said Koritz, "but I'm fed up with NVA. I've been a member of the bulk vendors association for 10 years and they've never seen fit to make me a director."

"Why should I spend money to go to Chicago and just be a spectator," asked Koritz, who stayed away from the recent Windy City meeting. "I've been at meetings and have been told I couldn't even get up and talk because I'm not a director. I think it's a shame that the only way someone can become a director is when one of the present members dies or leaves the business," he said.

Koritz said he recommended the NVA rotate its membership. "Directors should be elected for one, two and three-year terms and then be retired so that other members can voice their thoughts in the association. The trouble is," said Koritz, "they don't want outsiders. It's a closed corporation."

NVA Afraid

Koritz, one of the industry's more outspoken and dynamic figures, said he was once rewarded with a prize for bringing in the most new association memberships in a year. Asked specifically why he was never invited to be a director, Koritz said, "They're afraid to get someone in there who will stand up and say his piece. I don't care for myself," he said, "because who needs it. It's just that there are capable and interested association members around the country who should be on the board."

In its new constitution, just ratified by the board of directors, no mention is made regarding the director's term in office. Article six, section one of the bylaws states the composition of the board, noting that 36 of the 41 directors shall be elected by the membership; the remainder to be composed of officers and ex-presidents. Because length of service is omitted, it is presumed that no change from the old constitution has been made regarding this point. Board members are elected for life. In the event of a vacancy, the board has the power to fill the position for the unexpired term. Then an election is held.

Koritz, a veteran St. Louis vendor who operates routes here and in other parts of the country, is currently involved in a marathon $535,000 lawsuit with the Ford Gum & Machine Co. of Akron, N. Y. The case, set for jury trial on three occasions and last slated for courtroom action in U. S. District Court here Oct. 3, was again delayed until Feb. 27, 1967.

The suit was initiated in early March of 1965 and thus will be two years old when finally it reaches the jury in U. S. District Judge James H. Meredith's court. Officials here indicated that an unusually long case immediately preceding the Koritz-Ford suit ran over into the following week and made the bulk trial miss its calendar cycle. Meredith holds court in Cape Girardeau, Mo., in November and the next calendar opening will be in February, officials said.

NORTHWESTERN
Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

BIRMINGHAM VENDING COMPANY
520 Second Ave., North
Birmingham, Alabama
Phone: FAirfax 4-7526

Kan. Operator at Head of Class in School Vending

WITCHITA — I. J. Rau, owner of A-I Vending Service here, has found that vending school supplies in educational institutions can be a profitable diversification for the vendor who is patient.

"I lost $20,000 the first three years I was in this type of merchandising," said Rau, "Then I realized I was in so deep I had to go on." Rau's company is a full-line operation here.

"Nobody will get rich vending school supplies," Rau cautioned, "because it's only a seven-month-a-year business."

Rau explained that in addition to the schools closing for three months in the summer, his school supply operation suffers substantially during September when the regular outlets supply the bulk of the student's needs.

Using a machine manufactured by the Mattscory Corp. in Denver, Colo., Rau vends pens at 25 cents, pencils at a nickel and paper in pre-packaged quantities of 10 sheets for 25 cents.

He explained that this end of his business is now grossing $50,000 annually and that he feels the big schools will come his way in time. He is continually calling on schools when time permits lining up new accounts, he said.

Floyd Price Elected Pres. & G.M. of Graff

DALLAS—The board of directors of Graff Vending Company announced the election of Floyd Price as president and general manager. Retaining their key management position will be Dalton Wick, Tom Emms, Joe Schneider and Woody Wright.

Price brings with him many years of management experience. He was previously with a wholesale distribution company.

YOU COUNT MORE WITH OAK

THE OAK PEN VENDOR
The Oak pen vendor has all the popular cabinet features, including anodized aluminum corner posts, simplified coin removal and the exclusive Oak-patented trouble-free, fail safe mechanism. It holds 300 ball point pens and, with easy coin conversion, will vend 1c, 5c, 10c or 25c items. Designed to vend other cylindrical items as well as pens, it requires no special loading. Simply bulk load as you would other machines. It fits either the standard Oak Tree or the Futura stand and can be ordered with either durable baked epoxy enamel or handsome simulated wood-on-metal finishes.
$23.95 F.O.B. LOS ANGELES

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

BILLBOARD AD DEADLINE MOVES UP 1 DAY FOR THE DECEMBER 3 ISSUE

Due to the Thanksgiving holiday, deadline for the issue of December 3 will be on Tuesday, November 22.

DEADLINE FOR DECEMBER 3 ISSUE: TUES., NOVEMBER 22

when answering ads . . . **Say You Saw It in Billboard**

New Products

Note: The description of new bulk vending products listed here is based upon the item as viewed by Billboard. Any delivery date or availability mentioned has been supplied by the manufacturer. Please notify Billboard's Bulk Vending editor in New York if there is any discrepancy between the availability or promised date indicated and that as told to you by the manufacturer.—Ed.

NORTHWESTERN

BIG CASE. Displayed at the Northwestern booth at both the recent MOA and NAMA shows for the first time was its Big Case globe, The container, which is adaptable for use on the company's Model 60, holds a full case of 100-count ball gum. Also, it can be used for 5, 10 and 25-cent capsule vending.

BETCO

BALL GUM COUNTER GAMES. A newcomer to vending machine manufacturing, Betco displayed two units at the MOA convention. Model 7000, the larger of the two, holds 7,000 pieces of 210-count ball gum. When a penny is inserted, one piece of gum is ejected through the chute located in the front side of the unit and the balls on the counter game are automatically returned to plunger. The mechanical machine is strictly for amusement. The player tries to get the steel balls in the holes on the machine's surface. Different game boards are available. According to a spokesman for the company, the games are keyed toward educational subjects. For example, the game board called "50 States" has hole representing each State. Other boards feature presidents, birds, circus figures, etc. Suitable for use in supermarkets, arcades, restaurants and drugstores, Model 7000 is about 22 inches long, 22 inches high and 14 inches wide. Model 4000 holds more than 4,000 pieces of ball gum.

MacMAN

COMIC MACHINE PACK. The MacMan Co. has released several 1 and 5-cent charm mixes. The 1-cent Comic Machine Pack contains 500 charms per bag. Featured are 50 charms each of Marvel Super heroes, Dick Tracey and his friends, the Flintstones and Mister Magoo. Rounding off the package are 300 plated charms.

Another 1-cent series from MacMan is called "Fiendish Friends." The weird faced figures has a name printed under each and can be used as a tie pin, charm, or lapel pin. Fiendish Friends come in three colors. Other new products from the company include the 5-cent birthstone, a 5-cent capsule mix and 10-cent Mod Rings. The birthstone series consists of 12 different plastic stones with matching bases packed 250 per bag. The Mod Rings are made of hand-rubbed wood in 14 different colors (seven are wood grain finishes). MacMan will be aiming at both sexes with this product.

GUGGENHEIM

FOUR 5-CENT MIXES. Charms included in Guggenheim's mixes are apes with folding legs, toy wrist watches with

(Continued on page 79)

SCHOENBACH CO.
Manufacturers Representative
Acorn - Amco Distributor

MACHINES

AMCO
Sanitary Vendor
Model 21-F

•

OAK
Sanitary Vendor
Complete supplies available

HOT - HOT
10c VEND ITEMS
(all 250 per bag)
Mini-Books (3 per capsule) $9.50
Crack-Ups 8.00
Finger Puppets 8.00
Asst. Charms 8.00

HOT 5c VEND ITEMS
(all 250 per bag)
Army Patches $5.00
Green Hornet 5.00
Jokes & Tricks 5.00
Bugs & Reptiles 5.00
Rings 5.00
Assortments ..... $4.25 to $5.00

1c VEND ITEMS
Per M ..... $3.50 to $13.00

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

HEADQUARTERS FOR . . . NEW ITEMS HIGH QUALITY LOW PRICES

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.

The Penny King Company
2538 MISSION STREET • PITTSBURGH, PA. 15203
World's Largest Selection of Capsules and Charms From Factories in Hong Kong & U.S.A.

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NORTHWESTERN

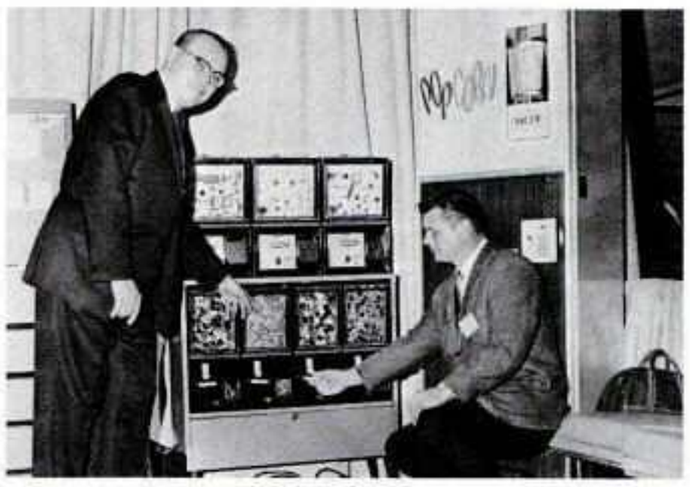
Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

WRITE, WIRE OR PHONE

PARKWAY MACHINE CORP.

715 Ensor St. Baltimore 2, Md.



BULK VENDING MANUFACTURERS IN CHICAGO. Those charm and ball gum companies such as Penny King, lower right, and Cramer Gum, upper left, held informal exhibits in their hotel rooms while most of the machine manufacturers, Scribe, upper right; Victor Vending (through Logan Distributors), center left; Vendor Manufacturing, center right, and Northwestern, lower left, exhibited at either MOA or NAMA.

NEW VICTOR 77

GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE $39.00 each with chrome front

WRITE, WIRE OR PHONE

GRAFF VENDING SUPPLY CO., INC.

2956 Iron Ridge Road
Dallas 47, Texas

NEW VICTOR 77

GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE $39.00 each with chrome front

WRITE, WIRE OR PHONE

BITTERMAN & SON

4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900

"It's 30 in KCMO"

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 1¢ Tab Gum Mach.	18.00
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	$ .87
Pistachio Nuts, Jumbo Queen, White	.82
Afgan Crown Red Lip Pistachio Nuts	.58
Afgan Prince Red Lip Pistachio Nuts	.52
Indian Nuts, 5 lb. bag, per lb.	1.25
Cashew, Whole	.91
Cashew, Butts	.79
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.60
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Munchies, 16-lb. carton, per lb.	.39
Hershey-ets	.47
Rain-Blo Gum, 72 ct.	$ .32
Malt-ette, 100 ct., per 100	.35
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.	.32
Rain-Blo Ball Gum, 100 ct.	.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.	
Adams Gum, all flavors, 100 ct.	.45
Wrigley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30

Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

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

Say You Saw It in Billboard

New Products

• *Continued from page 78*

flicker action, puzzles and two former 10-cent items (trolls and Mr. Sayso). The company has made up an assortment of displaced in the mixes at random. Threfore, each bag of the same mix should contain differently colored fronts. Guggenheim has also released six more 10-cent mixes and two penny assortments.

EPPY

LUNA BIRDS. This capsule set for 10-cent vending comprises six different styles of birds from the moon. Assembled in three parts, more than 15 different color combinations are available. Also from Eppy comes five different charm assortments. Packed in bags of 1,000, mixes vary in price from the "Low Value Mix" through the "Millionaire Mix." Others in the group (listed in ascending price classification) are "Gravy Mix," "Hot Shot Mix" and "Get Rich Mixes."

KNIGHT

BABY SCISSORS. Could be a strong seller. This collapsible scissor for 10-cent vending actually cuts paper. Blades are stainless steel. Other items introduced by Knight include the 10-cent "Heppy Doll" capsule mix, crystal poppit beads and a two-piece crystal perfume bottle. The Heppy Doll, packaged 20 per 1,000 is a flexible chenille figure. The costumed dolls come with a blister pack display front. The crystal poppit beads (penny vending) can be put together to form necklaces, bracelets and belts.

PENNY KING

MILITARY EMBLEM RING. Twenty-eight different two-color rings depicting insignias of the Army, Navy, Marines and Air Force make up the complete set. Rings are packed 250 per bag with a free display. Each foam front contains the 28 rings.

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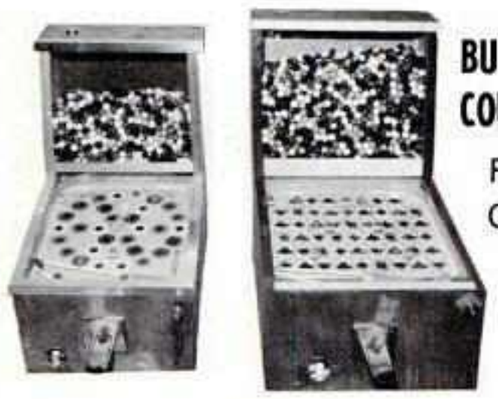

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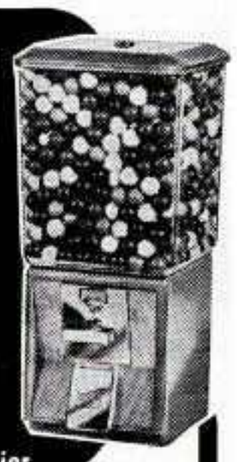

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MOA Wants, Will Woo, More 1-Stops

THIS IS MINUTE-MUSIC, a tape cartridge jukebox development of Kirk Electronics, Orlando, Fla. Arrangements are being made for installation of the unit in national drugstore chains. Shown are the master hideaway unit and wall boxes. (See story below.)

Seek Vast Location Network For Tape Cartridge Jukebox

ORLANDO, Fla. — Developers of the first tape cartridge jukebox hope to launch it on a grand scale by lining up national drug store and snack shop chains as locations.

John A. Kirkpatrick, president of Kirk Electronics Mfg. Co. here, said negotiations are now going on with Liggett Rexall and Walgreen Drug officials for a national installation network of the company's Minute Music unit in the soda fountain sections of their stores.

Several nation - wide, franchised drive-in and snack shop chains are also being approached as possible locations, Kirkpatrick said.

As reported here Oct. 8, Kirk Electronics is in production with the first coin-operated music unit utilizing the newly revitalized tape cartridge concept. Kirk is ready to deliver Minute Music (see photo above), a 4-track tape cartridge hideaway unit with wall or counter boxes. It is set for nickel play, offering, non-selectively, three minutes of ten top tunes. The music on the cartridge may be varied according to type of location—pop or easy-listening.

Kirk is developing a 10-selection counter model tape cartridge jukebox and a 10-selection hideaway unit.

Kirkpatrick, a former operator, said the tape cartridge jukebox is definitely being offered to operators. Its advantages, he said, are a low initial investment (less than half the cost of a 100-selection jukebox) and its appeal to locations not now utilizing coin-controlled music.

$1 Per Hour

He said the unit also increases the income potential per location, explaining that each counter box is capable of $1 per hour each multiplied by the number of boxes in the location. For example, he said, a 10-box location with Minute Music could gross $10 per hour—$60 per day—compared to $2.50 per hour (without overplay) for a conventional phonograph.

Kirk has just completed construction of a new 8,000 square foot plant here and is producing 200 units per week.

"Our new plant is already inadequate," Kirkpatrick said. "Our first order was for 464 units."

Top Execs Boost New 'Bama Assn.

BIRMINGHAM, Ala.—Local trade figures will have the assistance of nationally known industry personalities in organizing an Alabama trade association.

According to Johnny Rowell, Rowe distributor and newly elected Music Operators of America director, who is taking the initiative here, MOA president James Tolisano, MOA executive vice-president Fred Granger, South Carolina Coin Machine Operators Association, president H. C. Keels and North Carolina industry leader C. C. Bishop will journey here to help

(Continued on page 90)

Topic at Next Board Meet

CHICAGO—Top Music Operators of America officials polled last w ek in the wake of their national convention called for concerted association effort to recruit one-stops.

MOA Executive Vice-President Fred Granger said that the one-stop topic will be high on the agenda of the board of directors meeting in Washington early in February 1967. "There will be exhaustive discussion of ways and means of bringing more one-stops into the association," he said.

MOA has about 12 one-stop members. Few turned out at the recent convention, a situation which creates, according to one MOA director, "a great gulf between us operators and the record manufacturers."

One-stop membership in the MOA has been welcomed. However, because of divergent interests and lack of agreement how one-stops would affiliate and what service MOA would perform, there has been no wholesale enrollment.

Some time ago there was talk of the Record-One Stop Association (ROSA) affiliating as a separate entity with MOA under joint business management, but MOA, then rebuilding, was cool toward the idea.

MOA leadership now favors wholesale enlistment of one-stops as regular MOA members in a mutually beneficial alliance. All spokesmen contacted agreed that in order for one-stops to be interested, MOA will have to provide specific, concrete services for the record merchants.

Here are the opinions of MOA officers:

"The idea of active one-stop enlistment has very good possibilities," said Bill Cannon, new MOA secretary and chairman of the association's standing committee on record company communication and programming. "It will make a good topic at the next board meeting."

Cannon said that his special committee work has revealed that part of the solution to the problem of communication be-

(Continued on page 93)

Bally Closes Flipper Gap

CHICAGO—The revolutionary new flipper game predicted by author Tom Buckley in August Esquire set the recent trade show here abuzz and is now in

(Continued on page 88)

VA., FLA., ALA.

It's Tolisano A-Go-Go

CLEARWATER, Fla.—Newly elected Music Operators of America president James Tolisano intends to be a working president. During the month of November he's scheduled to make appearances before the Virginia and Florida operator associations, and he has accepted an invitation to address an organizational meeting of Alabama operators in Birmingham the first weekend in December (see story elsewhere, this issue).

Tolisano is one of the featured speakers at the annual convention of the Music Operators of Virginia at Richmond, Nov. 17-19 On Nov. 20 he is due back in Florida for a meeting of the Florida Amusement and Music Association, which he has been instrumental in revitalizing during recent months.

Tolisano announced shortly after his election at the recent Chicago convention of the MOA that he is greatly interested in promoting the development of coin machine mechanic schools around the country. He is also planning the reorganization of several MOA committees, and is urging strong support of the MOA life insurance and pension plans. And, like his predecessor, John Wallace, he is working for a closer relationship between the MOA, one-stops and record companies.

"Of course," he declared, "MOA will stay on top of the copyright royalty problem as it has been doing all along."

"I am looking forward to working with Tim Tolisano this year," commented Fred Granger, MOA executive vice-president, in Chicago. "MOA will continue building on the progress already made. Jim Tolisano is a hard worker and I see another fine year ahead for MOA."

"I want to do the same fine job this year that Red Wallace did last year," Tolisano said.

JAMES TOLISANO, busy new MOA president, found time during recent MOA show to pose with Jane Morgan at Epic's booth.

Bringing the MOA Exhibit Into Focus

By RAY BRACK

CHICAGO—Music and game operators, long experienced in evaluation of trade show exhibits, found much that was significant in the offerings of old and new companies at the Music Operators of America show.

The major topic was picture machines, shown officially by four companies. (Another major manufacturer reportedly previewed a unit to its distributors at show time with extraordinarily favorable response.)

Operators have seen picture machines before. Various concepts and applications—including coin-operated television—have been popping up at coin machine trade shows since the early 1930's. Thoughtful operators assess the new video wave using the following logic: (1) The video manufacturers' intent to utilize traditional distributors and operators means they now must be taken seriously.

(Continued on page 88)

The NAMA Exhibit and Music-Game Operators

By EARL PAIGE

CHICAGO—Many of the new products at the National Automatic Merchandising Association exhibit last week were from companies whose trade-mark has become familiar to music-game operators.

Operators contemplating adding coffee to their expansion plans saw two new entries from National Vendors. The machines, a 72-inch addition to the Crown Seventy Two series and a 64-inch moduline unit, incorporate the Brew-San System, which permits the routeman to sanitize the entire system by pressing a button while he goes about his normal refill and service duties. (Most music operators are becoming familiar with National candy and cigaret machines.)

(Two additional features are a solid-state brew sensor which automatically compensates for varying mineral content and other variable qualities in water and the "Tru Brew" system which allows hot water to flow naturally through grounds which are then dried out by a low 7-pound-per-square-inch air pressure.

Another familiar manufacturer, Seeburg, exhibited its Jet compact coffee vendor, designed for lower-volume locations but with 400-cup capacity for less frequent servicing. Standing 68 inches high, it is 30 inches deep and 28½ inches wide, weighing approximately 385 pounds.

Additional features include encased no-exposure wiring, stainless steel floor and base, dry grounds brew system with disposable

(Continued on page 88)

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AFTER PSYCHOLOGICAL STUDY

Rally Unwraps Revolutionary New Flipper Game

By MIKE HENNESSEY

PARIS—A revolutionary new pinball machine which is expected to have a big impact on the French market has been introduced by Rally of Nice.

Rally unveiled their Flip-Tronic machine during an evening cruise on the River Seine in Paris to which more than 200 coin trade men were invited.

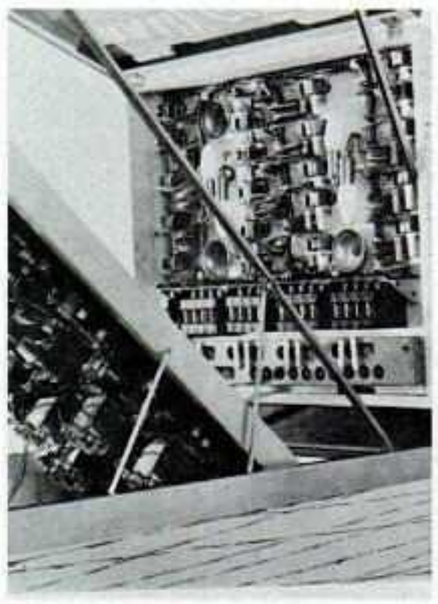
The Rally Girl machines on view incorporated many new features, including:

- Four miniaturized counters with electronic tubes.
- Fold-away legs for easy transportation.
- A completely redesigned table.
- Automatic ball feed which eliminates the need to push up the next ball.
- Facility of access to the mechanism. The glass can be propped up and the table can be raised.
- An outside coin box located on the front of the machine which has a separate key.

Study

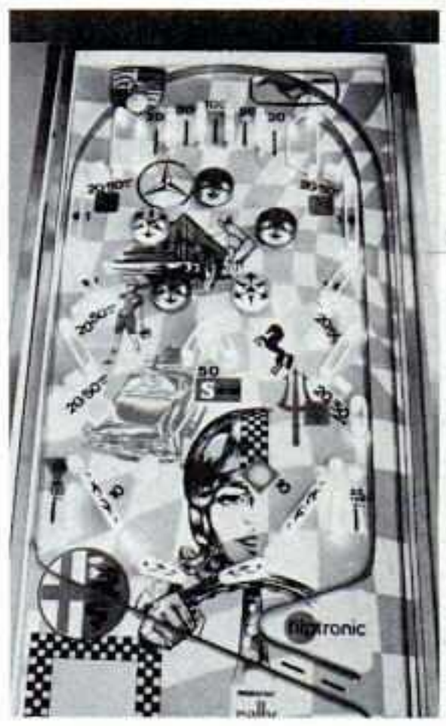
Introducing the new machine, R. Bizouard, director general of Rally, said he thought it would revolutionize the "flipper" business in France.

It was the product, he said, of thousands of hours of work in the Rally laboratories, of thousands of miles of travel in Europe and the U. S. A., a minute study of the market and an intensive psychological study of coin game players.



PROP-UP playfield on Rally's new pin game is said to permit easy servicing.

RALLY GIRL, the new Flip-Tronic four-player flipper game introduced by Rally of Nice.



CLOSE-UP of the playfield on Rally Girl, showing what makers call "an entirely new playing concept."

Less Coin Involvement In French Cafe Exhibit

PARIS — The French Hotel and Cafe Equipment Exhibition is getting larger every year, but the participation of the coin machine industry is getting smaller.

The recent 13th Salon Technique International de l'Equipement Hotelier, du Materiel de Cafeterie et des Industries Connexes, to give it its full majestic French name, occupied more than 25,000 square yards at the Porte de Versailles Exhibition Park this year—but the coin machine section attracted exhibits from only eight firms.

Last year the automatique hall was completely occupied. This year yawning spaces told the dismal story—a story of discouragement and disinterest no doubt aggravated by the poor support given to the Coin Machine Fair last May.

No Pinballs

The hotel exhibition contained not a single pinball game, not a single bowling machine. On show were jukeboxes, vending machines and football games. And by some baffling irony the rules of the exhibition forbade the playing of the jukeboxes—even at whisper level—so the atmosphere of sepulchral gloom was complete.

SOCODIMEX, distributors in France of Seeburg equipment, displayed the 160-selection Electra jukebox and the latest model, the Showcase.

Marchant, France's longest established jukebox company, presented their Emaphones — the 112-selection Embassy and the 140-selection Monte Carlo.

Also on view was their range of disk and postcard venders—Emadis—and the Twinn-Shoot game.

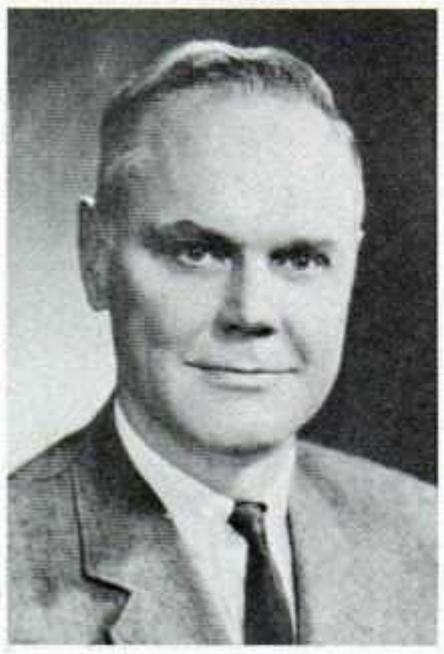
Baby Foot

SECEMAU showed their Stella baby-foot game, and Mepadi of Metz had on view four of their Rock-Ola jukebox models —the 100-selection Starlet, the 100-selection Coronado, the G.P. Imperial and the G.P. Rock-Ola 160-67—both giving 160 selection.

Georges Clerge exhibited his Le Soccer football machines and the Electro Kicker jukebox firm had their latest Concorde model on display and a prototype of a transistor model jukebox. Also on display was the Jupiter wallbox—the only wallbox so far produced by a French manufacturer.

Electronique et Macanique, French agents for AMI, exhibited their Tropicana and Diplomat jukeboxes plus the latest Music Merchant which will shortly be available in a form adapted to function with a screen showing moving pictures of the disk artists.

The Comptoir Europeen de l'Automatique showed three Festival model jukeboxes, and Sodista displayed their range of vending machines.



WALTER W. KOVALICK has been named president of Seeburg's newly established Chicago division. A native of Akron, Ohio, he was with Vendo for six years until his recent resignation from the post of vice-president, operations, with the Kansas City, Mo., firm.

Saskatchewan Study Pingame Court Decision

By BRUCE PEACOCK

REGINA, Sask. — Attorney-General Darrel Heald of Saskatchewan says his department does not plan to change its attitude toward pinball machines as a result of a decision this summer by the Supreme Court of Canada.

Late in August, police in Saskatoon, Sask., announced they considered pinball machines illegal and, in light of the high court decision, all such devices would have to be removed from the city.

Regina police said they would wait for a decision by the attorney-general's department before considering any action.

Room for Doubt

Heald said his department has now considered the Supreme Court decision and feels it does not change the situation to any great extent.

The Supreme Court clarified an earlier decision and established that pinball machines are classified as slot machines and are therefore illegal.

Heald said he feels there is considerable room for doubt as to whether pinball machines can be classed as gambling devices. The department feels they are a form of entertainment, and not gambling in a true sense, he said.

"We have received no complaints about pinball machines so far, but we will continue to keep an eye on the situation to assure there are no abuses," he said.

Not Prosecuted

A section of the Criminal Code states owners of a building housing pinball machines can be charged with operating a common gaming house. The code defines a pinball machine as one used for any purpose other than vending of merchandise or services, which gives different results under similar circumstances or discharges any slug or token after operation.

After Heald's decision, Saskatoon city police said owners of pinball machines in that city will not be prosecuted if they remove the chance for winning a free game.

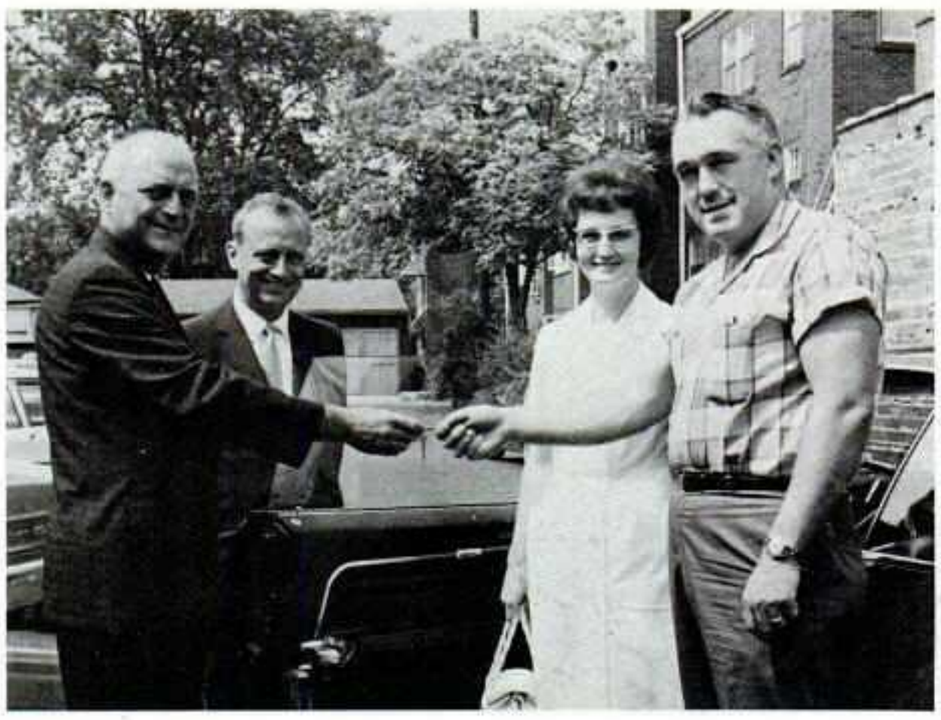
ELMER J. CUMMINGS, Brookings, S. D., has been named exclusive regional distributor for Patterson International Corp. A past presidetn and active member of the South Dakota Music and Vending Association, Cummings worked in Brookings as an independent operator until forming Cummings Enterprises, Inc., in 1959. He's seen twisting the handles on Patterson's Foosball Match. Flip Match and Drag Strip are also in the Patterson exclusive import line.

Merrimac Enters Little LP Market

CHICAGO—Merrimac Music Industries, Ltd., is now releasing Little LP's. George Durgin, international sales promotion manager, announces the company's move at the Music Operators of America trade show here where the company exhibited.

The company has released 30 7-inch albums with three tunes per side priced at $1 each. The selection includes such artists as Carol Lawrence, Ink Spots, Charlie Barnet ork, Andre Previn, Billy Daniels, Ray Eberle and Mel Torme performing standards. Additionally, Merrimac is making available 16⅔ r.p.m. records with a two-inch center for use with Seeburg's background music system.

Merrimac also exhibited its background music system at the MOA show.



OHIO OPERATOR Buck Calindine and his wife receiving keys to new Oldsmobile "Toronado," in presentation by Ed Shaffer, president of Shaffer Music Co., Rowe-AC distributor in Columbus. Jack Schmidt, Columbus Oldsmobile dealer, watches approvingly. Car award was part of Shaffer's first anniversary celebration as Rowe-AC distributors.

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MODERN DESIGN,
DATING ALL EARLIER TYPES,
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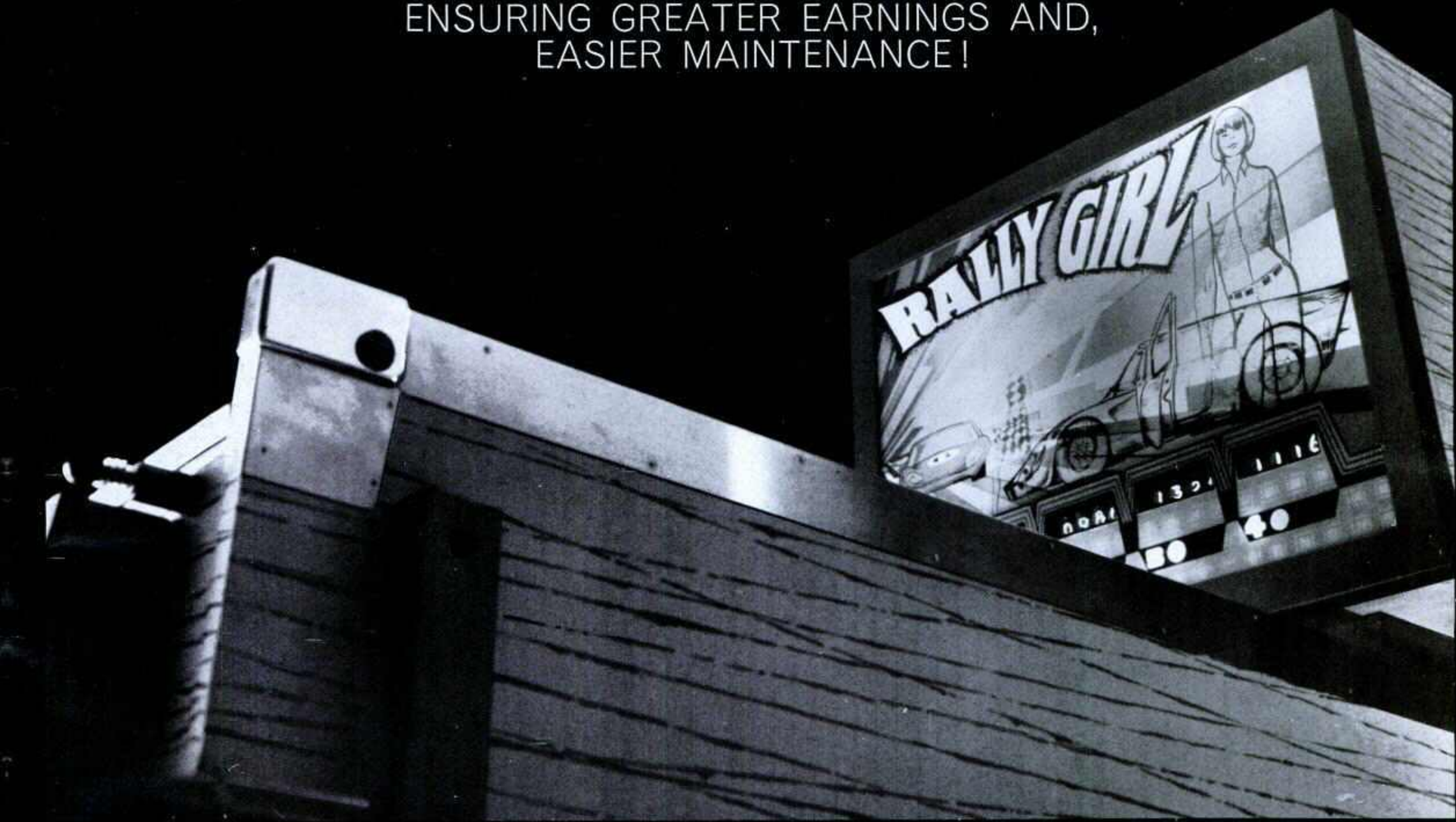

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Record Source International unveiled its new hit sampling service for jukebox operators.

This view greeted operators entering the Color-Sonics display room. Company's new combination unit is in background.

DuKane Industries "Tag-It" and "Grand Prix" units were shown off by Joe Lynn, Floyd Smithberg and Harry Schenberg.

Chicago Coin's Flair Bowler was the conversation topic here between CC's Ross Scheer, left, and Bert Betti of Betson Enterprises of New Jersey.

AMF's American Speedway was examined by Glenn Charney of Lieberman Music, Minneapolis, after bright-eyed attendant pinned a red, white and blue carnation to his lapel.

MOA SHOW PHOTOS

Family fun with new Foosball Match from Patterson International Corp. at the MOA show.

Mrs. Irving Bied, Associated Coin Amusement, Los Angeles, gave American Shuffleboard's new Shuffle 88 a try.

At receiving end of Midway's new Premier Shuffle are, from left, Dan Brown, Midway's Hank Ross, Rewin Margold and Val Roman.

Wurlitzer's A. D. Palmer shows new Americana to Mrs. Ann Guth, Flower City Distributing Co., Rochester and Mrs. John Bilotta, Newark, at the elaborate company exhibit.

Frank Schroeder of Fischer Manufacturing Co. is seen at company exhibit with his wife, left, Mrs. Bernice M. Young, Collinsville, Ill. operator and her daughter, Ruth Ann.

Scopitone booth was a photographer's paradise. Posing here, from left, are film star Princess Leilani, chairman A. A. Steiger, actress Donna Theodore, Mickey Anderson (Mickey Anderson Amusements, Erie, Pa.) and Scopitone bombshell Joi Lansing.

Northwestern's new Punt Return and Booz Barometer games were tried by Mrs. Bob Nims, left, of New Orleans.

Billboard photographer found Neatia and Art Daddis, right and Jack Barmander at the United Billiards booth.

The Rock-Ola full line was admired by Hymie Zorinsky, left, and Mary Gillette under guidance of company's music sales manager Les Rieck.

Automatic Products new Pastryshop is shown by company's Art Brier to Carol Baltman, B. K. Vending, Inc., Minneapolis, Minn.

National Shuffleboard's Sol Mollengarden and Mel Blatt watch as lady MOA delegate trys out new Select-O-Ball table.

New rides for children were shown by Ray Pudzimis, left, and Buddy Wolf at Kiddie Railways exhibit.

Billiards expert Dan Tozer attracted crowds to the Valley Manufacturing Co. exhibit.

MGM's Sol Handwerger, left, stopped by the Seeburg booth to chat with Frank Luppino and admire the Stereo Showcase.

Two hot new ones from Williams were shown off by Bill DeSelm, pictured, and the crew from California Avenue.

U. S. Billiards new copier created a stir. Shown are, from left, Al D'Inzillo, Len Schneller and Al Simon, president.

John Bilotta, left, sales consultant for Brad, Inc. with company president Howard Reinhart, center, and sales manager Joseph Grillo.

All-Tech general manager Robert Leger, left, with Aaron Goldsmith, show company's new Bat Car ride for children.

Rowe sales manager Joe Barton, left, marketing vice-president Fred Pollak and St. Paul distributor Kenny Glenn at the show.

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as BIG AS
ALL OUTDOORS
is being accompanied
by the
constant clink
of coins.
It's making wonderful
music to the ears of
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New ROWE AMI Music Merchant WITH THE EXCLUSIVE CHANGE-A-SCENE

NOW...a phonograph you update right on location! Change-A-Scene is a Rowe AMI "first"...the *exclusive* feature that gives you a choice of *interchangeable* front panels. Breaks the monotony...helps the phonograph *stay* appealing to the location longer. Just change the scene...and it's almost a new phonograph! They're economical and easy to change...you can do it in minutes, right at the location. These play-inviting scenes are in exciting, super dimenso-vision color. Natural light, rather than black light, maintains the location's atmosphere. Bright, back-lit colors pop out from these panels... giving the Music Merchant an eye-catching, money-drawing appeal that location owners simply can't resist.

NEW DOLLAR BILL ACCEPTOR

Another Rowe AMI "first"...the super merchandising feature that really sells music in quantity! Customers are wild about it! *Rejects all paper currency except dollar bills.* Money-makin'est, money-takin'est feature ever!... completely test-proven, absolutely reliable. Brought to you by the company that spent almost 10 years pioneering and perfecting the *original* Dollar Bill Changer.

"PLAY-ME" TALKING RECORDS

They've increased location play by over 40%! You get a phonograph that "talks" to your customers...invites 'em up to play. They're *original* recordings featuring Rowe "personalities" *and* the country's top jukebox stars talk directly to the location's customers...first class entertainment. Phonograph has special timer—pre-set to play after a dead-time interval you choose.

R-11

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Boots Randolph, Monument Records, is becoming a talent tradition at MOA conventions.

Epic's Enzo Stuarti was featured at the annual MOA banquet.

Harriette Blake of Monument impressed operators at their annual banquet.

Columbia's Ralph Ebler, right, reports on operator reaction to Billboard's Ray Brack.

MGM's Lainie Kazan. Need we say more?

Eddie Fisher made the trip to Chicago complete for operators' wives.

MOA SHOW PHOTOS

Chicago Sun-Times columnist Irv Kupcinet, left, Mercury's Marty Allen (Allen and Rossi) and Empire Coin president Gil Kitt got together during the show.

RCA Victor's Marilyn Maye brightened the galaxy of stars at the MOA show.

Germany's A. W. Adickes and Mrs. Adickes chat with MGM's Sol Handwerger.

Ron, left, and Sandy Gold of Cleveland Coin were caught by Billboard cameraman in convention corridor.

Meet the new MOA president, James Tolisano, Clearwater, Fla.

John Trucano, hard working program committee member and former Marine officer, was elected MOA sergeant at arms.

Is Your Jukebox Ill? These "nurses" assited with seminar therapy.

Chicago operators Vince Angelieri, left, and Charles Sacco greet Capitol's Mauri Lathower, center.

Lainie Kazan sat in at the MGM booth for a while to sign autographs.

Jack Bess of Virginia engineered the most successful membership drive in MOA history, netting 307 new affiliates.

Eddy Arnold raises glass in celebration of his MOA award as best jukebox artist of 1966.

MGM's Stoneman Family was a sleeper act at the MOA show; got excellent reception from operators.

Monument's Charlie McCoy and the Real McCoys entertain at annual MOA banquet.

Outgoing MOA treasurer William Cannon, right, turns the books over to his successor, Howard Ellis of Omaha.

Mr. and Mrs. Russ Townsend of Milwaukee spun the MGM disc for a free album.

The Monument booth was a busy place.

It's hospitality suite time for the Fred Skors, left, and Harold Schwartzes of World Wide, Chicago.

John Wallace presents award to RCA Victor's Joseph D'Imperio, vice-president, recorded products. Company was voted most consistent supplier of good jukebox records.

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BILOTTA ENTERPRISES, INC.
Albany & Newark, New York

The NAMA Exhibit and Music-Game Operators

• Continued from page 80

filter paper, paper gauge which shows how many vends remain, gravity-fed water system, and "sold out"—"coffee now brewing" lights.

A cold drink vender with "wall boxes"? This is the way some operators viewed an innovation from K-Way Dispensing Equipment Co. which introduced its two-part post-mix venders.

The machines incorporate a base section containing the refrigeration unit and a top section which has a cup mechanism, multi-flavor faucet, flake ice maker and coin changer.

Where multiple installations are required, such as different floors of a building, the base section functions as a "feeder" for each of the top sections which are mounted on pedestals or counters and fed by a 2½-inch conduit from the master base station.

Operators familiar with solid-state in jukebox amplifiers were introduced to its application in vending when Steelmade, Inc. exhibited its new line incorporating a Solid State Interrogator. The new system, installed in each of four models of cold drink machines, eliminates the relays, solenoids and switches in electromechanical systems.

Developed and tested in association with Televiso Electronics of Chicago, the new solid-state circuitry is said to ensure against cheating and to withstand temperature extremes, humidity, shock and vibration better than other systems.

Still another new concept in cold drink vending was on exhibit from Ditchburn Vending Machines, Inc., which displayed its new Magicold compact machine featuring "instant ice." Only 56 inches tall, 27 inches wide and 22 inches deep, the new compactness was made possible by elimination of the bulky, conventional ice serving and storage units.

New ideas for old locations were offered by many exhibitors such as Mar-Vend of Marietta, Ga. This company suggests that many music and game operators can make profitable additions to their routes by installing its new snack machines in bars. The machines feature a new swing-out column and have a 140 four-selection capacity and will handle 5 and 5½-inch snack bars, potato chips, and other packaged snack items.

Gold Medal Products exhibited two new popcorn venders, one a modular design 79 inches tall, 23 inches deep and 24 inches wide with a 175 sale capacity and a compact floor model requiring 17 square inches floor space with 120 10-cent bag capacity. Company impressed operators with the 73 per cent gross-profit potential in popcorn vending. Another natural for bars.

Hamilton Scale Corp., displaying its coin-operated scales, coin and bill changers and postage vending machines, also showed a ticket vender. Suggested for use in playgrounds, parks, theaters, arenas and schools, units can be mounted side by side and will vend tickets up to $1.50 in value.

A new product slated for airport lobbies, motels, bowling alleys, golf clubs, department stores, shopping centers, amusement parks and any high traffic location was displayed by Electronic Shrine Boy of Denver. Employing a neutral wax developed by Turtle Wax Co., the customer uses a chrome handled spray which yields a high luster without brushing or polishing. Unit is set for a quarter and will shine a shoe in 60 seconds.

Background music is apparently being restudied by some operators as another location service and natural diversification. Rowe displayed its Customusic system centered around a 38-pound unit measuring 11 1/16 inches high, 3 5/8 inches wide and 13 3/4 inches deep utilizing six tape CARtridges with a maximum of 60 hours playing time.

The Rowe unit also allows for special timing of programs and can be set to run for five minutes and be off for five minutes, or various combinations of alternating sequences. Company offers three varieties of programming: Commercial—offices, lobbies, stores; Production—factories; Atmosphere—cocktail lounges, clubs, exclusive shops.

(Continued on page 91)

Fischer's **new, truly balanced, smaller, precision weight**

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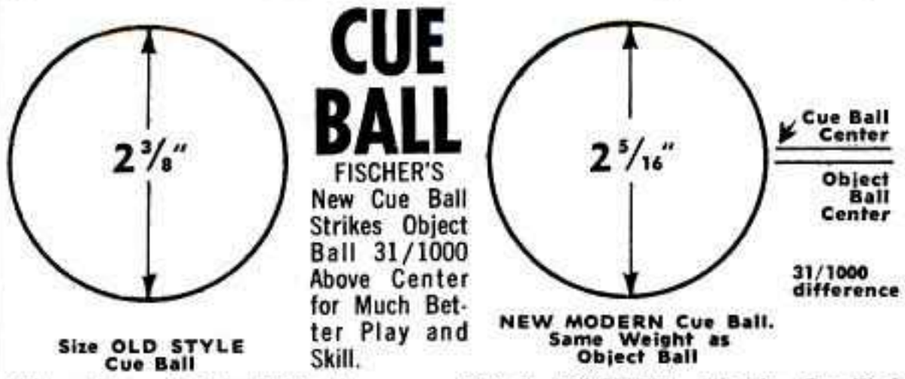

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Bally Flipper

• Continued from page 80

distribution by Bally Manufacturing Co.

The new game is "Bazaar." Its startling new feature actually closes the customary flipper gap when the player strikes the "lucky U" bumper. The two flippers nose together, keeping the ball out of the sewer but permitting continued flipper play until one of two "L" bumpers is struck. The skilled player can close the flipper gap again and again.

"This is the most exciting, play-provoking innovation in the flipper field in 15 years," said Bally president Bill O'Donnell. Bally recently introduced a flipper game with another major innovation. Called "Loop the Loop," the game directs the ball into play diagonally to the upper left rather than up the right-hand side. (See full description of Bazaar under New Equipment, this issue.)

New Equipment

D. Gottlieb & Co. is in delivery of a new four-player Flipper game called Dancing Lady, which the company is billing as having nine "big-action features." (1) Ballerina light-box animation, (2) New Carousel roto-unit which scores up to 500 points on numbered targets with "shoot again" feature on star target, (3) Top-to-bottom playboard action, (4) Four bottom rollovers to score carousel values, (5) New decagon score-indicating unit for more efficient performance, (6) New automatic electric ball-lift, (7) New, illuminated, score-card holder, (8) New, all stainless-steel front molding and (9) New, triple coin-chute combination.

Bringing the MOA Exhibit into Focus

• Continued from page 80

(2) The video manufacturers' modest estimates of location potential are realistic. (3) The reduced costs of film and machines—with increased film supply—brings the equipment into the operator's investment range. (4) Entry of one major jukebox manufacturer (Rowe) and the probable entry of others gives the concept a stamp of permanence. (5) Film-jukebox combinations (from Rowe, Color-Sonics, Cinejukebox) and wall boxes (Scopitone) greatly improve the potential of the concept.

Right now many major coin machine distributors are waiting for moves by other major coin machine manufacturers, while operators are beginning to experiment piecemeal. There are really very few machines out. Scopitone has about 2,000. Color-Sonics, Cinejukebox and Rowe are just starting.

Farsighted operators say coin-op video will succeed commensurate with the talent involved in every aspect of the medium—from machine design through artist selection through film production and direction.

And others see coin-operated video tape units just around the corner. "This would solve the hit tunes dilemma," one operator observed.

Dollar Bills, Etc.

The dollar bill accepter (or acceptor, as you will) which appeared on three jukeboxes at the show and is expected to soon appear on a fourth, represents to many operators a matter of large significance. "These dollar bill acceptors mean attention by manufacturers to the grass roots issue of music merchandising through imaginative machine design and features," we were told. "We were delighted to see fewer gimmicks for the sake of gimmicks. Every design and mechanical feature is beginning to mean something on jukeboxes."

There is no question that the dollar bill acceptor has created public interest. We have received more clippings from the daily press around the country showing photos of the new dollar bill jukeboxes than with any new jukebox models in many years.

Games Galore

The new games at the MOA show left many veteran operators agog. As many saw it, three important things happened in the game field at the show:

1. A low-cost counter game was exhibited (Northwestern). It reminded many old-timers of the counter games from which the entire industry, in a real sense, got its start. Many operators have a gnawing dissatisfaction with increasingly more elaborate and costly equipment. A simple, inexpensive machine gives them a good feeling.

2. Old-line manufacturers came to the show with new ideas. Firms such as Bally, Chicago Coin, Williams and Midway demonstrated at the show that their engineering departments are not stagnating. Excellent examples of creativity were Chicago Coin's Super-Scope gun with the illusion of depth and Bally's Bazaar, which closes the flipper gap.

3. A giant company entered the game field for the first time. The entry of American Machine and Foundry Co. with two models of slot racers tickled the typical operator. It affords him another model choice, and he is certain that the AMF entry will stimulate the existing industry giants to stepped-up product development. Many expressed the hope that AMF will introduce other types of games, for the slot-car fad may have peaked out.

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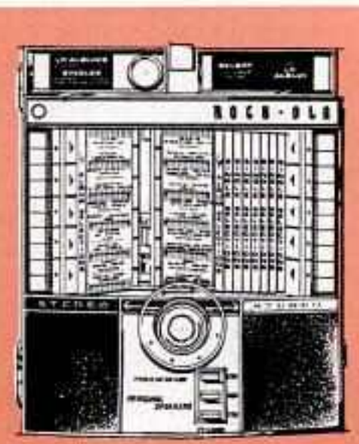

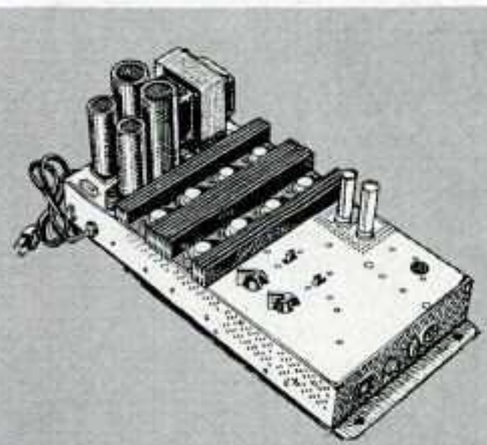

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SHOW NEWS

CHICAGO—Additional coverage of the recent MOA and NAMA shows which drew record attendances this year will appear in next week's issue.

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
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AMI WQ 120 & 200 Wall Box	35.00
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11,000 at NAMA Show

By EARL PAIGE

CHICAGO—National Automatic Merchandising Association officials reported last week that the national convention here drew 11,000 registrants.

NAMA president W. J. Manning Jr., meanwhile, announced the appointment of Gerald L. Roseland, president of Watkins Cigarette Service, Inc., Phoenix, and also president of the recently organized Arizona Automatic Merchandising Council, as Western NAMA Conference and Exhibit chairman. That event is to be held Dec. 2-4 in Los Angeles.

Manning also announced that a change in the registration fee arrangement has been made whereby non-members of NAMA will be required to pay a $10 registration fee. No additional fee is required for wives of non-members, Manning said.

Manning also named the following Western NAMA show chairmen: promotion and arrangements—Marlone W. Foote, Vendo Co., Los Angeles.; Ladies' Hospitality—Mrs. Ted R. Nicolay, San Bernardino; Program—Barney C. Thomson, Kitsap Vending, Inc., Bremerton, Washington.

Western show general conference chairman Roseland announced that Susan Barrett, noted night club and TV personality, will headline the Dec. 4 banquet at the Ambassador's famous Cocoanut Grove where the Dick Stabile orchestra will play during the dinner and accompany Miss Barrett in the show.

The Western Conference affair will be similar to the National affair here in that business management sessions will be held and NAMA State Councils of various Western States will hold meetings prior to the closing Dec. 4 banquet.

Manning Remarks

In his opening address before NAMA members here during the recent convention, Manning also touched on the Western office and the changes in NAMA since 1960 when he remarked, "the year 1960 transformed our industry again, and many of NAMA's most loyal members entered into holy matrimony with each other. You merged. The vending industry hasn't been the same since. Understandably," Manning went on, "the last five years brought more changes into your association than any period before. A Western office and an Eastern office were organized," Manning said.

In recounting more changes as the association celebrated its 30th anniversary with the theme, "Managing for Change," Manning mentioned such industry association achievements as the Price Waterhouse Report, establishment of public health and sanitation programs, group insurance for NAMA members, testing programs for vending routemen, State Councils to reach grass roots membership, Operation Alert to protect cigaret vending and a tougher anti-slug law among many other association-backed programs.

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BESS TO HELM 2 VA. GROUPS

ROANOKE, Va. — Jack G. Bess has announced his retirement from Roanoke Vending Exchange here to assume a full-time dual role with State organizations. He will be a paid executive vice-president of the Music Operators of Virginia and executive director of the Automatic Merchandising Association of Virginia.

JACK BESS, left, new executive director of the Virginia vending association and executive vice-president of the State's music operators' association, is congratulated by outgoing National Automatic Merchandising Association president, Jack Manning.

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New Equipment

Bally Manufacturing Co. is shipping standard and add-a-ball models of a game in which, said Esquire magazine, "the technique of Flipper play is radically altered." Called Bazaar, the new one-player sports flippers which close together when a certain "U" bumper is struck, preventing the ball from escaping the playfield but permitting the player to continue to "flip" until he strikes one of two "L" bumpers, returning the flippers to normal positions. Another new feature on the games is a ball-to-ball carry-over, "Super Bonus." It advances every time "L-U-C-K" is lighted and scores replay. Still another play feature is the Red Arrow action, with constantly shifting score-values of bumpers. There are "big difference" top rollovers which shift from 10 to as high as 200 on a rebound. And there is an easy-open free-ball gate which opens when the lighted top rollover is crossed or when the "K" bumper is struck when the Red Arrow is lighted.

Bally—Deluxe Fun Cruise

Bally Manufacturing Co. has begun delivery of its new Deluxe Fun Cruise, an improved version of the original Fun Cruise on which production was stopped some months ago. The game, a flipperless unit, features entirely new cabinet, playfield and glass. Additionally, the mystery spotting, which proved such a popular feature in the original game, has been improved. This is accomplished with a mystery spotting bumper near the top of the playfield. There is a mystery spotting kick-out hole at the bottom, too. Another improvement is the snap-out score counter unit. The simple basic 'lights out" scoring system and flash flipperless three-ball play characteristics of the original model are retained in the new game.

Top Execs Boost New 'Bama Assn.

• Continued from page 80

get the association off the ground.

The organizational meeting is scheduled tentatively for the first week in December, Rowell said. At the meeting, officers will be elected and a constitution will be adopted. There are 100 or so operators in Alabama, Rowell said, and, "estimating conservatively," 50 of them are membership material.

"We also hope to encourage the fledling Mississippi association," Rowell said. That State organized a coin machine operators association last year. Members of that group will be invited to the initial Alabama meeting, Rowell said.

"We have some big problems in this State," the distributor said. "For example, we can operate no flipper games. And if we don't watch out, the State could hit us some place else. It's time we got organized."

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THE BLUEBOOK

Mean Valuation of Used & Reconditioned Coin Machines Nov. 19, 1966

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. For purposes of actual pricing, the following generalizations—except in rare, accidental instances—are unfit for application to any specific buyer-seller situation.

ARCADE EQUIPMENT

Auto Photo

Model 9	550
Model 11	900
Model 12 Studio	No Avg.
Model 14	No Avg.

BALLY

Ball Park (1/63)	160
Batting Practice (8/59)	110
Del. Skill Parade (4/59)	No Avg.
Derby Gun (2/60)	115
Fun Cruise (2/66)	No Avg.
Fun Phone (3/63)	65
Sun Spot (11/62)	No Avg.
Gunsmoke (59)	125
Heavy Hitter (4/59)	110
Marksman (61)	100
Moon Raider (7/59)	120
Sharpshooter (2/61)	95
Skill Derby (10/60)	145
Spinner Novelty (2/63)	80
Spook Gun (9/58)	110
Table Hockey (2/63)	50
Undersea Raider	75

T. H. Bergman

Arizona Gun	150

Chicago Coin

All-Star Baseball (1/63)	200
All-Star Hockey	115
Baseball Champ	85
Batter Up (4/58)	100
Big Hit (10/62)	85
Big League (5/65)	310
Bull's Eye Baseball	75
Champion Rifle Range	235
4-Player Derby	60
Goalee	75
Long Range Rifle Gallery (1/62)	200
Midget Skee Super Model	No Avg.
Par Golf (9/65)	120
Play Ball Baseball (5/65)	350
Playland Rifle Gallery (8/59)	130
Pony Express (4/60)	220
Pop Up (10/64)	260
Pro Basketball (6/61)	210
Pro Hockey	195
Ray Gun (10/60)	160
Rifle Range (64)	360
Riot Gun (6/63)	275
Shoot the Clown	110
Texas Ranger Gatling Gun (11/65)	No Avg.
TV Baseball (3/66)	320
Twin Hockey (5/56)	105
Wild West (5/61)	200
World's Fair Rifle (63)	265

DuKane Corp.

Ski 'N Score (64)	995
Grand Prix (65)	No Avg.

Midway

	Average
Bazooka (10/60)	120
Carnival Target Gallery	125
Captain Kid Gun (9/66)	No Avg.
Deluxe Shooting Gallery (61)	135
Flying Turns (10/64)	190
Home Run Baseball (4/65)	330
Little League (2/66)	345
Monster Gun (9/65)	310
Mystery Score (7/65)	250
Play Ball (4/65)	295
Raceway (10/63)	160
Red Ball (5/59)	95
Rifle Champ (1/65)	345
Rifle Gallery (61)	140
Rifle Range (6/63)	275
Shooting Gallery (2/60)	120
Slugger Baseball (3/63)	175
Target Gallery (7/62)	150
Top Hit Baseball (3/64)	300
Trophy Gun (6/64)	300

Munves

Air Football	145
Air Hockey	145
Bike Race	345
Satellite Tracker (5/59)	145

Mutoscope

	Average
Ace Bomber	85
Atomic Bomber	85
Bang-O-Rama (4/57)	110
Drive Yourself	210
Drive Mobile	115
Flying Saucers	115
K.O. Champ	110
Lord's Prayer	100
Photo (Deluxe)	700
Silver Gloves	105
Sky Fighter	105

Southland Engineering

Fast Draw (63)	125
Little Pro (3/64)	145
Speedway (6/63)	185
Time Trials (9/63)	185

Standard Harvard

Metal Typer	160

United Mfg.

Bonus Baseball (3/62)	135
Jungle Gun	120
Yankee Baseball (3/59)	105

Williams

Crusader (6/59)	145
Deluxe Batting Champ (5/61)	175
Double Play (4/65)	325
Extra Inning (5/62)	225
Grand Slam (4/64)	285
Hercules (2/59)	145
Hollywood Driving Range (4/65)	250
Jolly Joker	75
Major League (3/63)	245
Major Leaguer	No Avg.
Mini Golf (10/64)	250
Official Baseball (4/60)	145
Peppy the Clown	80
Pitch & Bat 2/P (4/66)	375
Pinchhitter (4/59)	145
Road Racer (5/62)	125
Sidewalk Engineer	75
Space Glider	100
Titan (8/59)	160
Ten Pins	80
Ten Strike	85
Voice-O-Graph (62)	1,000
World Series (5/62)	195

NOTE: All quotes for national averaging are based on operative equipment, both "as-is" and "reconditioned." The value of both "as-is" and "reconditioned" equipment varies—sometimes drastically—from market to market due to strictly local conditions. Important variables include transportation costs, labor and parts costs and demand for a particular piece or type of equipment. Therefore, local value will regularly deviate from the national averages published here. Such deviation should be considered the rule rather than the exception.

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C.C. Texas Ranger ... 495
C.C. World's Fair Rifle 350
Dale Desert Hunter .. 175
Frantz U.S. Marshall . 125
Genco Sky Gunner .. 175
Keeney Sportsman ... 165
Keeney Two-Gun Fun 195
Mid. Shooting Gallery 175
Seeburg Bear Gun ... 185
Seeburg Coon Gun .. 185
Un. Sky Raider 175
Wms. Crusader 175
Wms. Space Glider .. 225
Wms. Vanguard 175

KIDDIE RIDES
All Tech Chuck Wagon $345
All Tech Fire Engine . 345
All Tech Hi-Way Patrol 325
All Tech Indian Scout 450
All Tech Satellite ... 375
All Tech Whirleybird . 375
Ex. Pony Express 325
Bally Motorcycle 325
Bally Speed Boat 275
Bally Toonerville Trolley 245
Bally Western Express 345
Bert Lane Merry-Go-Round 245
Bert Lane Miss America Boat.....

KIDDIE RIDES (contd.)
King's Choo-Choo Train $245
Old Smokey Train ... 245
Sandy Horse 325
Scientific Boat 275
Stone Age 395
Tusko Elephant 425

WANTED
Bank-A-Ball, Bowling Queen, Buckaroo, King & Queen, North Star, Rack-A-Ball, Sky Line, World's Fair, Auto Photo #12, Bowl-A-Ramas and Parts. ALL TYPES OF ADD-A-BALLS; A.M.I. Models H, I, J & K, 200 selections; SEEBURG KD & VL 200, NATIONAL 222 CIGARETTE MACHINES.

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Corsair 20, 20 col. ... $125
Nat'l 9M, 9 col. 95
Nat'l 11ML, low 110
Nat'l 11ML, 11 col. .. 150
Nat'l 113, 13 col. 215
Nat'l 222, 22 col. 325
Rowe 20-700E, 20 col. . 175

CANDY VENDERS
Stoner 8 Col., 160 cap. $150
U-Select-It J-74 cap. . 65
U-Select-It, 188 cap., 2 col. 125
Westinghouse Candimat, 8 col. 230
Westinghouse Candimat, 9 col. 245
Automatic Candyshop, 700 cap., new. Write for special prices and circulars.

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Bally 661D, single cup brew $595
Bally 661DS, 450 cup. 695
Bally 662CH, compact 495
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Vendo 900E Batch ... 325
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All Phones Tower 1 6715

New Equipment

Seeburg—Automatic Stereo Music Center

This non-coin-operated foreground music system plays more than 35 hours of continuous music by using 50 12-inch records. Designed for plush locations, the unit allows the location to program to the exact tastes of its clientele. The music system's remote control program selector features a choice of three programs or individual sides. At any time, the location may cancel the album playing in favor of a customer's request. Seeburg's music center vertically stores and stacks and intermixes 33 and 16-r.p.m. records. Housed in a modern set-up with separate speaker cabinets, the unit includes two 30-watt solid-state amplifiers which pull out for easy serviceability. Also available with unit as an optional feature is an automatic timer which will play pre-selected programs at the time location desires.

The NAMA Exhibit and Music-Game Operators

• *Continued from page 88*

Seeburg introduced its Automatic Stereo Music Centre, featuring 50 12-inch long-play albums in 16⅔ and 33⅓ intermixed speed selectivity. Unit features a special remote control selector allowing location to select regular commercial records or specially produced albums. Optional with unit is a automatic timer which allows for pre-set programming.

Music operators, already introduced to dollar bill acceptors on phonographs this year, were seen as possibly being more receptive to its use in vending and evidenced much interest at the Vendo exhibit where several models were shown with dollar bill changers.

Vendo's 650 Batch Brew coffee maker, 650 single cup coffee vender, single cup post-mix carbonated beverage and batch carbonator machines were each equipped with a dollar bill changer developed by its subsidiary Micro-Magnetics. Billed as an interchanger, the unit returns 90 cents (on a 10-vend vend).

A NEW IDEA!
CHICAGO COIN'S 6 PLAYER *Flair*
The Game that Can Command More than a Dime!

5c-10c-25c Individual Coin Chutes
15c Play—2 for 25c
(Also Adjustable to 10c Play)
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• 6 WAYS TO PLAY

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STANLEY GREEN, Color-Sonics president, posing proudly beside imposing Combo-152, a self-contained combination jukebox and film theater.

Color-Sonics Doubles Number of Distributors

NEW YORK — Color-Sonics' president Stanley Green told Billboard this week that the company has doubled its distribution area as a result of its exhibit at the Music Operators of America trade show in Chicago.

"Of course there wasn't sufficient time at MOA to really button up the many deals and contacts we made with distribbutors in various parts of the country," Green said, "but I can say that at this point we have doubled our distribution pattern. Now," added Green, "it's merely a matter of going around the country and closing up the commitments we received at the show."

Green also emphasized how operators and distributors are very important in the future programming plans at Color-Sonics. "They're close to the pecularities and demands of their individual markets," he said. "They have an understanding of what viewers want."

Leyser Views

The importance of operator and distributor awareness of the new audio-visual entertainment media was echoed by Henry Leyser of Associated Coin Amusement, who was instrumental in developing Color-Sonics' new combination theater-jukebox known as the "Combo-152," which debuted at the MOA show.

"This is the way it has to go," said Leyser. "It has to be a combination of jukebox and visual unit. It cannot evolve from the visual to the jukebox," he said, "it has to start with what the public universally accepts now, that is, the jukebox concepts."

Combo-152, which gets its name form the fact that it features a combination of 128 records and 24 film features adding up to a total of 152 selections, is this type of instrument, Leyser noted.

Color-Sonics vice-president for sales and marketing Sonny Knazick said, "We've got a product engineered and manufactured with the operator in mind. The 352 square inch screen and

(Continued on page 94)

FOR SALE—MAKE US AN OFFER

GUNS
One (1) Chicago Coin Rifle Gallery
One (1) Texas Ranger Gun
One (1) Rifle Gallery

VENDING
One (1) 5-Col. Stoner Pastry Vender
One (1) Stoner D13 Cafe Coffee Vender
Five (5) 30 Continental Corsairs Cigarette Venders (buttons below top of vender)
Three (3) 500 Stoner Coffee Venders, Model D1
One (1) Smokeshop Cigarette Vender
One (1) Seeburg Bally Coffee Vender, Model 772 (like brand new)
One (1) Stoner 8-Col. Candy Vender, Model 180Mo58
One (1) 9-Col. National Candy Vender
One (1) DuGrenier 20-Col. Cigarette Vender
Two (2) 22-Col. National Cigarette Venders
25-10¢ Coan U-Select-It Candy Venders, with bases
Three (3) 5¢ Coan U-Select-It Candy Venders, with bases
Two (2) 22-Col. Eastern Electric Cigarette Venders
One (1) DuGrenier 10-Col. Candy Venders

KIDDIE RIDES
One (1) Fire Engine
One (1) Thunderbolt Horse Ride
One (1) Stone Age Car

ARCADE
One (1) Mercury Athletic Scale, floor model

POOL TABLES
Four (4) Irving Kaye, 7½' x 4' wide
One (1) Al Tech, 7½' x 4' wide

BOWLERS
One (1) United Cypress
One (1) United Tornado
One (1) United Duchess

PINBALLS
Five (5) Bally FunWays
One (1) Gottlieb Kewpie Doll
One (1) Gottlieb World's Fair
One (1) Gottlieb Big Casino
One (1) Gottlieb North Star
One (1) Gottlieb Queen of Diamonds
One (1) Gottlieb Gi Gi
One (1) Gottlieb Sea Shore
One (1) Gottlieb Bowling Queen

PORTSMOUTH VENDING COMPANY
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PORTSMOUTH, OHIO 45662
TELEPHONE (614) 353-7406

when answering ads . . . Say You Saw It in the Billboard

DOLLAR BILL ACCEPTOR on Rowe-AC's new Music Merchant being demonstrated to Richard Mellen (center) of Union Sales, Green Bay, Wis., a newcomer to the business, and Donald Stowe, Wis-Coin, Inc., Oshkosh, Wis. Showing how easy it is, Pioneer sales and service executive Joel Kleiman, Pioneer Sales, Milwaukee.

ANTHONY ZORE and his wife from Sheboygan, Wis., seem obviously pleased at sight of the Rowe-AC Music Merchant's innards as veteran Pioneer sales and service staffer Jerry Groll at left tells all during recent showing.

TONY HIRT, Sheboygan, Wis., operator, exchanging remarks with Rowe-AC's Paul A. Huebsch and Hank Hoevanaar during recent premiere showing of the Music Merchant at Pioneer Sales in Milwaukee.

JOEL KLEIMAN, Pioneer Sales, reacts ecstatically while tasting drink from bank of Rowe-AC venders during showing of Music Merchant. Amused at reactions of others is Mrs. Fred Braun of Suburban Vending.

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'It Was a Rewarding Year': John Wallace

By EARL PAIGE

CHICAGO—John A. Wallace traveled an estimated 14,000 miles during the past year as Music Operators of America president and invested over 30 total days of his time in MOA activities. For a man who already has ample business obligations as head of Wallace & Wallace Music Co. in Oak Hill, W. Va., Wallace's devotion to MOA represents a substantial sacrifice and commitment.

"It was very rewarding," said Wallace. "I met a lot of people during the year and made a lot of new friends. It was a lot of work but I am proud MOA selected me as its president and hope I've done a good enough job."

That Wallace did a good job might be indicated in the endorsement tendered MOA by operators all over the country who worked to boost the 1966 MOA membership drive past its goal. This in itself would seem to constitute a measure of confidence in the Wallace-led association.

Wallace said the largest part of MOA's task this year was also the most frustrating.

Royalty

Wallace, who made trips to State association meetings, to Chicago and many other areas, beat a steady path to Washington during the year as he and the legislative committee came to grips with the question of jukebox royalties.

The rugged West Virginian paid special tribute to its chairman Lou Casola, and the other members consisting of counsel Nicholas E. Allen, secretary James F. Tolisano, treasurer William B. Cannon and MOA vice-presidents Clinton S. Pierce, J. Harry Snodgrass, George A. Miller, Henry J. Leyser and MOA executive vice-president Fred M. Granger.

"We really put in a lot of work on the first proposal," said Wallace, "and thought we had a bill operators could live with that wouldn't hurt them economy-wise or be too much work bookkeeping-wise. It wasn't accepted," the 32-year veteran of the coin machine business said, "but this we didn't know at the time we were drafting it."

The hundreds of hours spent in Washington by the legislative committee before the drafting of its own proposal and afterward were far from over when Copyright Bill H.R. 4347 and amended Section 116 passed out of House Judiciary (Billboard, Oct. 8). "We went back again," said Wallace, "to voice our opposition to this completely unworkable legislation."

Although dominated somewhat by the royalty question, the Wallace MOA administration had other significant accomplishments in a year that saw much progress in the coin-operated industry.

Wallace mentioned MOA's In-Hospital insurance plan worked out with Continental Casualty Co. of Chicago. "This is an excellent supplementary plan for members," he said, "and requires that they only verify their stay in the hospital. A check is automatically sent directly to the operator with no questions asked," said Wallace of the plan worked out in three premium levels.

Service Schools

Wallace also touched on the moves made to offset the shortage of trained technical men in the industry. "These service training schools are something we're very happy over," he said, "and I'm sorry that MOA can't do as much as we would have liked on this, but the red tape of undertaking a nationwide training plan is just too much. We have to lend our support to the more localized efforts," he said.

Progress in the coin-operated industry itself during the past year did not go unnoticed by the MOA president as he mentioned the development of visual entertainment. "This is progress and the visual part of this business is here to stay," he commented. "Personally, I would hope for a tie-in between visual and records, and I think we'll be seeing this, too."

Some Criticism

The outgoing president of MOA was not without criticism and caution in his advice to operators when he mentioned his thinking on diversification, another growing factor of importance during his tenure.

"Operators have been diversifying for several years now and they must look toward other means of revenue," Wallace said, "but this has to be done in a business-like fashion. We've

(Continued on page 94)

MOA Wants More One-Stops

• Continued from page 80

tween record companies and one-stops would be involvement of one-stops in MOA and its annual conventions.

"However," he said, "at this point the interests of the one-stops are not exactly the same as ours." Cannon suggested that first MOA expand services and recruit one-stops, develop common areas of interests, second, and then, third, set up channels of communication with record companies through one-stops.

Cannon insisted, as did other MOA officials, that operators do not seek one-stop liaison for purposes of record price discussion. "Pricing has nothing to do with the services of a one-stop," Cannon said, "and it is in the area of service that we want to set up a dialog. I'll pay a higher price for better service. After all, it makes no fiscal sense to run from one-stop to one-stop, record shop to record shop, looking for a single request. The search alone can cost $5."

Said MOA Treasurer Howard Ellis: "We should actively invite one-stops into the association, as they are the only real contact we have with record companies outside our annual convention.

"After all, one-stops are an integral part of the total business of operating."

"The absence of one-stops in our association and at our national convention," said MOA Vice-President Les Montooth, "leaves a heck of a gap in our line of communication with record companies. When you called, I was about to call my one-stop and ask him if he wouldn't be interested in a drive to bring more of his colleagues into the MOA."

MOA Vice-President Frank Fabiano said: "We should start a real push for one-stops. It is mostly a matter of inviting them in. They want to be formally invited."

Said newly elected board member Johnny Rowell: "I'm all for one-stops getting into the MOA in an active and extensive way, particularly those that take a serious attitude toward our industry. I've been talking to one-stop executives in this area, and they express interest in some type of affiliation with the MOA."

NEXT WEEK: What the one-stops think about MOA membership.

when answering ads . . .
Say You Saw It in Billboard

BILLBOARD AD DEADLINE MOVES UP 1 DAY FOR THE DECEMBER 3 ISSUE

Due to the Thanksgiving holiday, deadline for the issue of December 3 will be on Tuesday, November 22.

DEADLINE FOR DECEMBER 3 ISSUE: TUES., NOVEMBER 22

Gottlieb's 4-Player

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.

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Coinmen In The News

DENVER

Although summer volume was down somewhat, operators in Denver and vicinity were optimistic as to fall prospects, many of them diversifying with new equipment. Typical was **Bill Naeb,** Fort Collins operator, who took over the extensive routes formerly operated by **Wilbur Beyer.** Beyer, incidentally has remained with Naeb as operations manager, because of his extensive knowledge of the mountain area including Poudre Canyon, Red Feather Lakes, Estes Park, Grand Lake, etc. . . . **Joanne Vann** has joined the staff of Draco Sales Co., Denver Wurlitzer distributors. **Mike Savio,** prexy at Draco Sales, left August 30 to visit his daughter **Kathy,** a budding actress playing in summer stock in Scranton, Pa. A visitor during late August at Draco was **Gary Sinclair** of the Wurlitzer home office. . . . **Chuck Morrison,** who holds the title of the industry's "highest operator" in holding down his routes at Leadville, Colo., was in Denver during August, buying games and phonographs. More out-of-town operators beefing up their routes for fall were **Stan Bennett** of Sterling, Colo., **Charlie Harris** of Cheyenne, Wyo., and **Don Parsley,** of Acme Cigarette Service, Colorado Springs.

BOB LATIMER

LOS ANGELES

Barbara Early, who filled in during summer vacations at Laymon, returns to Whittier College and her studies. . . . Laymon will display the new "Loop the Loop" game. **BRUCE WEBER**

Color-Sonics

• *Continued from page 92*

the six stereo speaker system is an easily serviced mechanism that affords the operator and location the best that the industry can offer in the way of sight and sound."

Delivery Next Spring

Executive vice-president and chief designer Henry Schwartz said that the electro-mechanical record changer, the only component of Combo-152 not made in this country, features parts that are available here. Delivery of the Combo-152 is expected early next spring with an operator price estimated to be substantially under $3,500.

Louis C. Lerner, president and chairman of the board at Official Films, the Color-Sonics film wing, and also Color-Sonics' board chairman said, "At present some 30 new productions are scheduled and in progress at Paramount Studios in Hollywood and at independent studios. These will be added to the extensive present inventory we have. Right now," he added, "we are producing about six productions a month."

The continuous loop cartridges, which Color-Sonics stresses are as easy to replace as records, are available on a monthly rental system. The operator receives four each month and can use his own judgment as to which four to return each 30 days or may use the optional film popularity counter.

Model 2600

The company also exhibited three versions of its model 2600 single unit coin operated theaters at MOA. These machines utilize 26 three-minute films on a 300 square inch screen with high fidelity sound. The full color machines also employ the continuous loop cartridges which has been test-rated as having a 2.000 play-life duration.

'Rewarding Year'

• *Continued from page 93*

seen several operators in our own area try cigarets and candy and then pull in their horns. They didn't approach it right. There's a separation between music and vending that I don't think operators realize often enough."

Wallace was also critical in speaking of what he thinks is one of MOA's most important goals, that of developing strong State associations. "My own personal opinion is that a State association has two things to go after, legislation and public relations," Wallace offered. "There's plenty of work in just these two things. When they try to do too much beyond this they get into trouble."

Wallace, who believes the success of MOA depends vitally on its grassroots strength in State associations, said, "To go at this association thing as a I-won't-bump-you-and-you-won't-bump-me business is completely wrong. They should approach legislation, city county and State license problems and taxes and this sort of thing. And they should approach public relations. This is where a State association is important, especially," Wallace pointed out, "when new associations are being set up."

Now Bally brings you all the fabulous FUN CRUISE features plus new Mystery Spotting Thumper Bumper in addition to Spotting Saucer plus total new look of oriental splendor in Backglass, Playfield and Cabinet plus old favorite LIGHTS OUT scoring WITHOUT FLIPPERS plus super speedy play for highest hourly earning power. Beef up your big money "cruise class" operation by getting your share of the limited production of *Bally* **DE LUXE FUN CRUISE** now.

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ALUMINUM DE-GREASED DISCS
FOR STANDARD AND HARVARD METAL TYPERS
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Should a routeman have to double as an accountant? Seeburg doesn't think so.

Only Seeburg sets him free.

Your routeman *never* has to count coins, make up rolls, and all that jazz when he services a Seeburg Stereo Showcase. This remarkable phonograph has a *print-out* income totalizer. Your routeman inserts a multi-copy paper form in it, and it registers the total of all coins and bills deposited in the phonograph since the last servicing.

Then your man gives a copy to the location owner, empties the cashbox into a bag along with another copy and delivers the money to you. You send the location a check for its share. It's that simple. And it cuts your collection costs up to 30% while allowing your Tom, Dick and Harry to spend more time on jobs you'd rather have them do.

Isn't it time to emancipate Tom, Dick and Harry?

SEEBURG —Growth through continuous innovation

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International Headquarters Chicago 60622

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ALBUM REVIEWS

FRANCIS C LAUDA 11
TUDOR LANE B61012
SANDS POINT 32KF
PT WASHINGTON LI NY 11050

SPOTLIGHT PICK

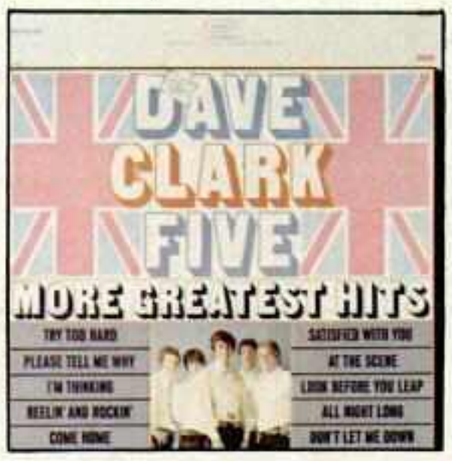
Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

MORE GREATEST HITS

Dave Clark Five. Epic LN 24221 (M); BN 26221 (S)

Following in the footsteps of their successful "Greatest Hits" album, the quintet have an equally hot sales item in this new package. Included are their more recent hits stimulating top sales.



POP SPOTLIGHT

GAMES THAT LOVERS PLAY

Eddie Fisher. RCA Victor LPM 3726 (M); LSP 3726 (S)

Here's Fisher at his best and enhanced further by the superb arrangements of Nelson Riddle. Material is an exceptional array of current pop tunes adding to the programming and sales potential. Should bring Fisher back to the LP chart with impact.

POP SPOTLIGHT

MUSIC OF HAWAII

Henry Mancini. RCA Victor LPM 3713 (M); LSP 3713 (S)

Mancini can be relied upon to come up with LP sales winners and this new offering is no exception. Leading off with the main theme of the film "Hawaii," Mancini's orchestra and chorus lend their easygoing style to a dozen songs associated with the Islands.

POP SPOTLIGHT

GREATEST HITS

Manfred Mann. United Artists UAL 3551 (M); UAS 6551 (S)

All the big ones are here—from "Do Wah Diddy Diddy" to the raucous "My Little Red Book." Some of the selections have been big singles by other artists, but the Manfred Mann group gives them a first-rate workout. The strong rock beat keeps the package moving and the wide array of hits should insure top sales.

POP SPOTLIGHT

BLUE AUTUMN

Bobby Goldsboro. United Artists UAL 3552 (M); UAS 6552 (S)

Goldsboro penned all the selections in this top package, which leads off with his current single "Blue Autumn." His touch is especially evident in "Pledge of Love" and recent hit singles "It Hurts Me" and "I Know You Better Than That." Album cover is a visual treat, and adds to the sales potential.

POP SPOTLIGHT

WINCHESTER CATHEDRAL

Lawrence Welk. Dot DLP 3774 (M); DLP 25774 (S)

The Welk group comes up with another sales winner featuring their own special treatments of current pop hits. The sales power of Welk, combined with the well-planned program, equals a big chart entry. The title tune, "Born Free" and "Summer Samba" are standouts.

POP SPOTLIGHT

THE TWO SIDES OF MARY WELLS

Atco 33-199 (M); 33-199 SD (S)

The pop vocalist is given ample opportunity to display her versatility in this diversified program. The songs are all of recent vintage, with "Satisfaction" and "Good Lovin'" highlighting the rock side, and a smooth "Shadow of Your Smile" standing out in the ballad half. Outstanding performance and arrangements will make this a top album.

POP SPOTLIGHT

ALL ABOUT MIRIAM

Miriam Makeba. Mercury MG 21095 (M); SR 61095 (S)

The engaging Miriam Makeba lends her charm and style to an interesting collection of African and American songs. Not only does she excell in an almost-patented "Click Song," but also in songs like "Mas Que Nada" and a heart-warming "Mommy, Mommy, What Is Heaven Like?"

POP SPOTLIGHT

THE SIDEKICKS FEATURING "FIFI THE FLEA"

RCA Victor LPM 3712 (M); LSP 3712 (S)

The new group's current single titles their debut album, which also includes their recent hit "Suspicions." Well-blended voices and a solid dance beat make their rendition of "More" a standout. Package should be a big chart item, not limited to teen buyers.

POP SPOTLIGHT

CONTRASTS

Toots Thielemans. Command RS 906 SC (S)

Toots Thielemans' artistry on guitar and harmonica is showcased in an album of standards and original compositions by the artist. The best of the latter is "Yesterday and Today," a delightful guitar treatment of baroque and folk-rock. "Sweet Georgia Brown" has a big band setting, while "Bluesette" makes you want to waltz. The sound has the Command touch.

POP SPOTLIGHT

A TIME TO LOVE

Leslie Uggams. Atlantic SD 8128 (S); 8128 (M)

In addition to a smooth delivery of the album's title song, Leslie Uggams delights in dinstinctive treatments of virtually everything from "We Can Work It Out" and "A Lover's Concerto" to "Beethoven the Devil and the Deep Blue Sea" and "Inka Dinka Doo."

CHRISTMAS SPOTLIGHT

THE 4 SEASONS' CHRISTMAS ALBUM

Philips PHM 200-223 (M); PHS 600-223 (S)

Frankie Valli and the Seasons have a hot holiday package with this release. Their Christmas hit of a few seasons back, "Santa Clause Is Comin' to Town," is included along with an exciting "Little Drummer Boy." Outstanding Bob Crewe production will merit much air play and sales.

COUNTRY SPOTLIGHT

YOURS SINCERELY

Jim Reeves. RCA Victor LPM 3709 (M); LSP 3709(e) (S)

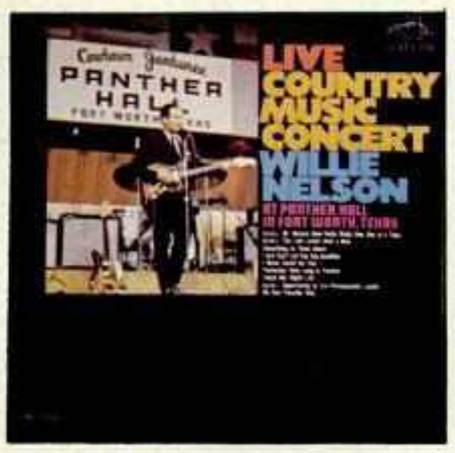
Country fans all over the world will really appreciate this collector's item of Jim Reeves narrating his life. The package of songs—"Blue Yodel No. 5," "Mexican Joe," "Yonder Comes a Sucker"—all represent musical landmarks. A historic album due to have historic sales.

COUNTRY SPOTLIGHT

NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS

RCA Victor LPM 3664 (M); LSP 3664 (S)

A constant chart performer, Norma Jean pays tribute to Kitty Wells with a selection of the songs Kitty made standards—"Making Believe," "It Wasn't God Who Made Honky Tonk Angels," "Amigos Guitar." But the LP is more than just a tribute; she has done them all excellently and with her own style. Should chalk big sales.



COUNTRY SPOTLIGHT

LIVE COUNTRY MUSIC CONCERT

Willie Nelson. RCA Victor LPM 3659 (M); LSP 3659 (S)

What a great album, recorded live at Panther Hall in Fort Worth, the voice of Willie Nelson presents his "I Just Can't Let You Say Goodbye" and "One Day at a Time" hits, in addition to fantastic performances of "Yesterday" and "I Never Cared for You."

COUNTRY SPOTLIGHT

TALE OF TWO CITIES

Frank Ifield. Hickory LPM 136 (M)

Now coming into his own on Hickory, Frank Ifield's single "Call Her Your Sweetheart," which is on this LP, is getting heavy air play and sales. Ifield turns in outstanding performances of "Roses From a Stranger" and "Take Good Care of Her." This album is a winner from the start.

CLASSICAL SPOTLIGHT

HANDEL: MESSIAH (3 LP's)

Various Artists/London Symphony (Davis). Philips PHM 3-592 (M); PHS 3-992 (S)

Colin Davis conducts a truly-baroque "Messiah" by using original score plus embellishments of Handel's period. The London Symphony Orchestra and Chorus are fine, as are the quartet of soloists. John Shirley-Quirk's "The Trumpet Shall Sound" and Heather Harper's "I Know That My Redeemer Liveth" are high spots.

CLASSICAL SPOTLIGHT

ORMANDY PHILADELPHIA ORCHESTRA'S GREATEST HITS

Columbia ML 6334 (M); MS 6934 (S)

This should be a blockbuster. Ormandy and the Philadelphia perform the popular classics—Offenbach's "Can Can," Strauss' "Blue Danube," Debussy's "Claire de Lune"—with the musicianship, precision and inspiration worthy of that great orchestra. It should be high on the pop album charts as well.

CLASSICAL SPOTLIGHT

RAVEL: BOLERO / MUSSORGSKY-RAVEL: PICTURES AT AN EXHIBITION

Berlin Philharmonic (Karajan). Deutsche Grammophon LPM 39 010 (M); SLPM 139 010 (S)

Karajan's broad vision takes a good hold here to make this warhorse fresh and colorful. Although the "Bolero" is not particularly done differently [illegible] th[illegible] [illegible]e tasteful

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