

# Billboard

FEBRUARY 11, 1967 • SEVENTY-THIRD YEAR • 75 CENTS

The International Music-Record Newsweekly

## Decca Beating Out New Path—In Drum Field

NEW YORK—Decca Records will expand its activity in the musical instrument field with a line of popular priced drums and tambourines, to be marketed under its own trade name. A formal announcement will be made next week.

Decca's expansion move was motivated by the success the company has enjoyed with its full line of Decca guitars, am-

*(Continued on page 14)*

## Wm. Morris' Total Music Move; Disk Drive in High

By MIKE GROSS

NEW YORK — The growing importance of records as a kicking off point to a broad career in show business now has the talent agencies closing in on the disk scene. The William Morris Agency, for example, has set up a special disk division to handle the deals with the record companies after years of operating on a diversified basis.

And, in an allied area, the disk division also is involved in

arranging publishing contracts for songs and scores with the record companies which have subsidiary publishing firms or with independent publishers. "We are now involved in the totality of the music business," said a Morris executive.

The Morris strategy now is to give its clients total service in the record and music fields through co-ordinated efforts. This involves singers, groups, comedians, Broadway and off-Broadway shows, master sales and publishing deals. It has gotten so that Morris clients, who, heretofore, had their managers or lawyers negotiate deals with the record companies are now asking the agency to represent them in this area, as well.

The Morris office's disk department is headed in New York by Scott Shukatt, on the West Coast by Jim Rissmiller. Film scores are handled on the Coast by Irv Schecter. The departments report to Harry Kalcheim for records, and to Howard Hausman for music.

The disk division has been given a wide area in which to

operate. Deals are being made with the record companies that range from financial advances of consequence to payments just for scale. The important thing in the Morris office's view is to get the record deal.

As a selling point, the Morris office offers the record companies a co-ordinated effort in the promotion of their artists. This making arrangements that talent

*(Continued on page 14)*

## MIDEM Fair: A Vital Link For Exchange

By MIKE HENNESSEY

CANNES—At the windup of the MIDEM meet here last week it was evident by the enthusiasm and brisk business that the event—the first of its kind anywhere in the world—is here to stay.

*(Continued on page 12)*

## Country Rights Hot in U. K.

By PAUL ACKERMAN

NEW YORK — American country music copyrights may be entering a period of lucrative activity in England. This is the opinion of several highly placed recording and publishing executives whose conclusions are based on the fantastic sale of Tom Jones' "Green, Green Grass of Home." According to Sir

Edward Lewis, chairman of the board of British Decca, "Green, Green Grass" is the first single by a solo artist to have sold more than 1 million in the United Kingdom. How tremendous this is can only be realized when one considers that the British Isles' population is approximately 52 million.

*(Continued on page 60)*

## Burke & Heusen Rights Deal

By FRED KIRBY

NEW YORK — Music Sales Corp. has strengthened its position as a major music publisher with the acquisition of a half interest in copyrights in the Burke & Van Heusen, Inc. catalog. The interest acquired from the Johnny Burke Estate includes such copyrights as "But Beautiful," "Going My Way," "Personality," "Swinging on a Star," "Sunday, Monday, or Al-

ways," "Like Someone in Love." Purchase price was not disclosed.

Within the past two years, Music Sales has acquired copyrights and renewal interests of Frankie Carle, including "Sunrise Serenade" and "Falling Leaves"; Sunny Skylar, including "Your Breaking My Heart," "Gotta Be This or That," "It's All Over Now" and "Just a Little Bit South of North Carolina"; Raymond Scott, including

*(Continued on page 14)*



With Valentine's Day just around the corner, a lot of lovers will say, "What Makes It Happen?" They'll get clues from Tony Bennett's latest Columbia single of the same title now at the top of the Easy Listening charts. The new Seeburg Stereo Showcase phonograph also makes for mighty easy listening in more and more locations, too. (Advertisement)

## Adult Italy Tune San Remo Winner

By GERMANO RUSCITTO

SAN REMO—Despite strong international influences, this year's San Remo Song Festival picked a characteristically Italian song, "Non Pensare a Me," written by Testa-Sciorilli and published by Edizioni Musicali Mascotte. The winning singers were Claudio Villa of Fonit-Cetra and Iva Zanicchi of Rifi Records. In second was a song of more contemporary style, "Quando Dico Che Ti Amo." This was originally to have been performed at the Festival by the New Vaudeville Band. The group couldn't appear so the song was performed by Les Surfs of Festival-CGD and by Annarita Spinaci of Interrecord. Its publisher is RCA-Italiana and written by Testa-Renis. The third song was also in the contemporary vein, "Proposta," composed by Albula-Martelli and published by Cicogna. Its two performers were I Giganti of Rifi and the Bachelors of Ricordi.

According to reliable sources, the second selection came only several points away from edging out "Non Pensare A Me" from its top position. The Festival

*(Continued on page 48)*



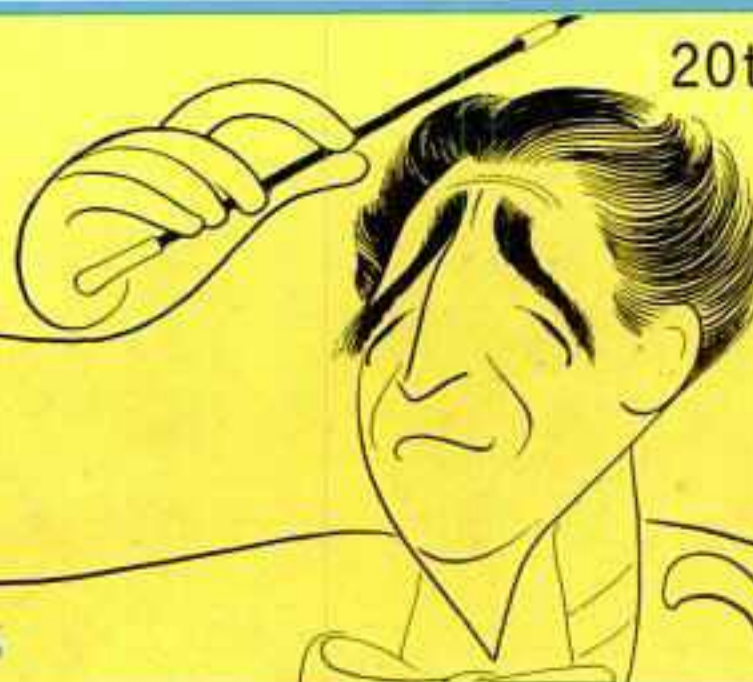
The Four Tops, long-time English favorites, have just returned from a successful two-week tour of Britain where their latest Top 10 single, "Standing in the Shadows of Love" (Motown 1102), is heading for No. 1 in Britain. "Four Tops Live" (Motown M-654), their latest album, is well on the way to the top of the LP chart in the U. S. (Advertisement)

## Mantovani Special Inside

(Advertisement)

THE INCOMPARABLE

# Mantovani



20th Anniversary with

LONDON RECORDS

See Mantovani section inside



**AL (He's the King) HIRT**

**"BOY WATCHERS' THEME"**

c/w "YO-YO (Puppet Song)" - 9106

On the air and on the charts, Al's new single is gonna make it! Watch "Boys" chase "Girls" right to the top!

If it's happening...it's here!

**RCA VICTOR**

The most trusted name in sound



# Decca's January Take Takes Off By 51% as All 3 Labels Score

NEW YORK—Decca Records is following the biggest sales year in its history with a fast sales take-off in the new year. Sydney Goldberg, Decca's national sales chief, estimates that the January take was 51 per cent ahead of the similar period last year.

Goldberg attributes the company's hot sales action to the fact that it is now moving in the pop, country and rhythm and blues fields with the Decca, Coral and Brunswick lines. Another contributing factor is the spillover of country records and r&b records into the pop charts. Jack Green's "There Goes My Everything" is an example of a country disk that has cracked into the pop field, and the

Young-Holt Trio's "Wack Wack" on Brunswick is a r&b side that is beginning to break in the pop market. Other Decca artists scoring in the pop field are Bert Kaempfert and Brenda Lee. Also scoring in the r&b field are the Artistics and Jackie Wilson, both on Brunswick.

## 15 Listings

Decca is solidly entrenched in the country field. In Billboard's Best Selling Country Singles this week the company has 15 listings and paces the chart with the top two positions. Artists leading Decca's country parade are Loretta Lynn, Jack Green, Wilburn Brothers, Claude Gray, Wilma Burgess, Bill Anderson, the Osborne Brothers, Webb Pierce, Jimmy Newman,

Bill Philips, Johnny Wright, Warner Mack, Burl Ives and Jack Webb.

"Decca's business is catalog," said Goldberg, "and when we get a breakout of hits, we're riding the gravy train." Goldberg also pointed out that Decca's big album action is still to come. He's referring to the soundtracks of "Thoroughly Modern Millie" and "The Countess from Hong Kong," which are scheduled for release in March. Both albums will be kicked off with a hefty advertising and promotion campaign.

Now Decca is pushing for a peak February take with a string of new album releases. Featured under the Decca banner are LP's by Earl Grant; Herbert Rehbein, musical arranger for Bert Kaempfert; Loretta Lynn, Webb Pierce, Freddy Martin, the Irish Rovers, and Johnny Zamot and his Latinos. Decca also is featuring "Playback '66," a historical roundup of the past year's top events. Topping the Coral release is an LP by Pete Fountain. Other Carol albums are by Larry Cunningham and the Mighty Avons, and the Guinness Choir of Dublin.

From Decca's Gold Label classical division will be albums by Frederic Waldman conducting the Musica Aeterna Orchestra and the Princeton Chamber Orchestra under the direction of Nicholas Harsanyi,

# Monkees the Top Banana Globally

NEW YORK—The Monkees are swinging to the top on a global scale. Their Colgems releases, which are distributed by RCA Victor, are following the phenomenal sales pattern set in the U. S. in such foreign countries as England, Holland, Sweden, Belgium, Norway, Germany, Canada, Japan, Australia and the Philippines.

In the U. S., the Monkees' two album releases, "More of the Monkees" and "The Monkees," which are the one and two spots in Billboard's Best Selling Popular LP's chart this week, have sold in excess of 6 million copies. Their two single releases, "Last Train to Clarksville" and "I'm A Believer," have sold more than 5 million copies.

In England, "I'm A Believer,"

has passed the 600,000 sales mark, and their first LP, "Monkees," is selling at a fast sales clip. The first single release, "Last Train to Clarksville," which failed to stimulate much interest in its initial round, is now beginning to perk up in sales.

"I'm A Believer" is No. 1 in Holland and Sweden; in the Top 10 in Belgium and Norway; a runaway-seller in Canada; in the Top 10 in Japan and Australia, and starting to move up in Germany and the Philippines.

Victor also reports that the Stereo-8 version of the "Monkees" LP is a fast-moving item, and that "More of the Monkees" is scheduled for Stereo-8 release later this month.

## Bill Williams Is Appointed Billboard's Southern Editor

NASHVILLE — Bill Williams, WSM newsman, will leave his radio berth March 1 to become Southern Editor for Billboard. Williams, who will report to Bob Kendall, Billboard's Nashville general manager, replaces Herb Wood who is transferring to Billboard's sales division here.

In addition to the Billboard assignment, Williams will be

heading a News Bureau that will service the Billboard Publishing Co.'s other books throughout the South.

Williams has been with WSM radio and TV for the past 16 years, and recently had been named news editor of the radio station. He also has been the station's promotion director.

He recently returned from a tour of Vietnam where he distributed country music records to soldiers, and taped interviews with GI's from this area for local airing.

## ATCA Holds Exec Confabs

NEW YORK—The American Tape Cartridge Association has scheduled a new series of executive sessions this week to coincide with the National Auto Accessories Convention here this week. The sessions had been originally scheduled for last week in Chicago but the meetings were delayed because of the heavy midwest storms.

In addition to plans for its upcoming convention location and dates, the ATCA's administration will be setting policy for exchanges of information and direction in the areas of cartridge standards, marketing, development, merchandising, research, sales promotion, and trade-consumer publicity.

## Pub Firm Agrees Not to Use Name

LOS ANGELES — A company calling itself Billboard Music Publishing, which has been running local ads offering assistance in starting in the record business, has agreed to cease and desist from using this name which is owned by The Billboard Publishing Co., owner of Billboard magazine.

Attorney Al Schlesinger obtained the cease and desist agreement from Ken Koppel and John Nagel, who were doing business at 8833 Sunset Boulevard. Under terms of the agreement, Koppel and Nagel are no longer using any derivative of the Billboard name. They have taken their Billboard logo off their door and disconnected the phone number associated with this organization.

## CARtridge Show at NAA Parley

NEW YORK—A group of national recording artists are scheduled to appear Monday through Wednesday (6-8) at the National Auto Accessories Convention in the Coliseum to help promote tape CARtridge and playback units.

Among the firms scheduled to exhibit product are Automatic Radio of Boston, International Tape Cartridge Corp., MGM Records, Associated Record Corp. of Trenton, Capitol Rec-

ords, Wally's Stereo Tape City, SJB (Martel Electronics) and Muntz Stereo-Pak.

Among the record artists scheduled to appear at the 90-foot display of Automatic Radio to autograph ITCC cartridges are Lionel Hampton, who'll also perform during a two-hour show Tuesday 3-5 p.m., Enoch Light, Monday, and Tommy James and the Shondells, Wednesday. Also appearing will be Keith, Goldie and the Gingerbreads and the Young Rascals.

Arrangements for the artists were handled by David Nager, sales manager of Automatic Radio, and Larry Finley, ITCC president. Finley said that artists from more than 20 of the 76 record labels appearing on ITCC cartridges will make appearances at the display.

The auto show offers a great opportunity to the cartridge trade, Finley felt. "We're selling cartridges in over 10,000 outlets that never before handled music—through the auto dealers and allied outlets.

## Randolph Month Promotion Rolls

NASHVILLE — Monument President Fred Foster has scheduled several big promotions for its "Boots Randolph Month" campaign, including network appearances by the artists on the Jackie Gleason TV show, Saturday (11), and the Ed Sullivan show next Sunday (19).

The Randolph promotion will really get off the ground via American Airlines, with Randolph as the featured artist on the airline's Astro-Stereo program for the month, which also includes other Monument disk product.

Complementing the salute to Randolph will be a heavy schedule of media advertising, including consumer magazines, and a feature tie-in with Color-Sonics.

Coincidental with the promotion, Monument and RIAA will present Randolph with a gold LP for sales in excess of a \$1 million for his "Yakety Sax" album.

## London Promo Artillery on Monty

NEW YORK—London Records is kicking off its 16th annual "March Is Mantovani Month (MMM)" with the release of "Mantovani Golden Hits." The campaign is part of the 20th anniversary observance of Mantovani with the label, which also is 20 years old this year.

Mantovani is the only member of London's initial roster who is still active with the firm. His first single, "La Mer" was in the company's first release in 1947. The new album is Mantovani's 45th for London. He has received six Record Industry Association of America gold records.

Included in the new album are "Charmaine," "Greensleeves," "Diane" and other top sellers. The campaign is part of London's over-all SP-67 program, which was announced at the recent convention in England.

Herb Goldfarb, national sales and distribution manager, said all SP-67 prices and terms apply to all Mantovani LP purchases.

A special full-color, six-page Mantovani catalog is being included in the entire first run of the new "Golden Hits" LP. A special section in this week's Billboard also is heralding Mantovani's 20th London year. Easel display jackets have been prepared for dealers and a co-op advertising plan, including special ad mats, is being set. Mantovani's 12th annual tour of the United States and Canada is slated to begin in late September.

### Promo Disks

The SP-67 campaign includes promotional disks for radio stations, stereo LP's for stereo stations and in-store demonstration in audio and hi-fi departments. These materials also

are part of the Mantovani promotion. Another SP-67 feature is a special sampler promoting all seven new Phase 4 releases. The sampler includes an explanatory narration of Tony D'Amato, a&r producer for Phase 4 product.

Other campaign features are custom kits with easels and jackets for all 21 album covers, special order forms, and stereo catalogs for dealer give-away use. An advertising allowance agreement covers four basic ad mats covering such lead items as the "Faust" and "Das Lied von der Erde" packages, new Phase 4 releases and the "Golden Hits" album.

London's full promotional and district manager staff plus the home office force will concentrate on maximum exposure on all levels, including stations, critics and reviewers, and key dealer accounts.

## 3 MORE FIRMS ADDED TO RIAA

NEW YORK—Three record companies have been added to membership in the Record Industry Association of America, raising RIAA's membership to 44. The new members are A&M Records of Hollywood, Abnak Records of Dallas, and Project 3 of New York City.

# 'Senators' in Cameo Caper for C/P

NEW YORK—Cameo/Parkways Records' success with "Wild Thing," by Senator Bobby — 650,000 in sales, according to sales director Neil Bogart—has prompted a new single to capitalize on the recording success of another Senator on another label.

The new single will team Senator Bobby and Sen. Everett McKinley on "Mellow Yellow." As in the "Wild Thing" hit, which produced an album "Boston Soul," there'll be no doubt of McKinley's "image." The label has already taped a Hollywood Palace TV show debuting the new single in which Senator Bobby and Senator McKinley vie for top billing.

The successful comedy records — and comedy hit singles are few and far between—are a big indication of the vitality shown by Cameo/Parkway during the past year. Since Al Rosenthal took over as president, the firm has had its first No. 1 record on the Hot 100 chart in three years — "96 Tears," by

? (Question Mark) and the Mysticians. This was a master Bogart purchased from Pagogo Records by flying to McAllen, Tex., and making a deal with producer Joseph Gonzalez.

## Windy C Pacts

Also part of the revitalizing was the signing of distributing deals with Windy C Records, produced by Curtis Mayfield, Lucky Eleven Records, and Sentare Records.

"What we've tried to do," Bogart said, "is come up with seven or eight artists who will sell a certain amount of records every time one is issued — like Knight and the Pack, who'll sell 100,000 copies; or Eddie Holman, who'll sell 60,000. Then we try to make them 'happen' all over the nation rather than in just their normal sales areas. I feel that if a group can do well, like the Rationals who always sell 15,000 in Detroit on every record, in a given area, there's a chance of their hitting it big nationwide. The Fabulous Flippers sold 28,000 on their

last record in Kansas City and Minneapolis.

"If we take a group like this and keep pushing them and building them we can break them to other markets and have a big group," Bogart said. "A good example is Terry Knight. It took the fourth record before we were able to break him to other markets than Detroit," he said.

## NARM to See UA's 'How to Succeed . . .'

HOLLYWOOD—United Artists Records will conduct a special screening of the forthcoming film "How to Succeed in Business Without Really Trying" for members attending the National Association of Record Manufacturers Convention. The screening is slated for March 7 at the Directors Guild of America here. A cocktail party will precede the showing. The film stars Robert Morse, Rudy Vallee and Michele Lee of the Frank Loesser show's original Broadway cast. UA will release the soundtrack album.

## One-Der-Ful Disk Gets Champ's OK

CHICAGO — One-Der-Ful Records here has obtained the endorsement of heavyweight champ Mohammad Ali for its new Alvin Cash release of "Doin' the Ali Shuffle."

One-Der-Ful's George Leaner announced last week that the champ, who defends his title this month in Houston against Ernie Terrell, will ask Cash to appear in press conferences and on NBC-TV's "Tonight Show" prior to the fight.

Leaner has been rushing the single "into the streets" to gain full benefit of the pre-fight publicity. Cash cut the single, written by One-Der-Ful's Eddie Silvers, as a tribute to the champ.

## Vinton Contest Won By Pittsburgh Girl

NEW YORK—Pamela Hammer, 19, of Pittsburgh, Pa., has been named grand prize winner of Epic Records' Bobby Vinton Cover Girl Contest. The prize includes a four-day New York City visit, which started Feb. 25. During the visit she will be photographed with Vinton for the cover of his next Epic album and will have a dinner date with the artist at the Copacabana. Miss Hammer also will receive a complete wardrobe, hair-styling, theater, press interviews and photographing sessions.

The winner was selected from among 500,000 entries. Among the 500 other prizes awarded was a \$2,000 scholarship for second place. Entry blanks were available in record stores throughout the United States.

## Futura Formed

NEW YORK—Futura Records has been set up by Ben Perlman and Al Santiago, formerly of Alegre Records. The new label's offices are at 852 Westchester Ave., Bronx, N. Y. Kako and the All Stars will be featured in "Playing It Straight," Futura's first LP, which will be out within two weeks.

## DiVenus Master

NEW YORK—DiVenus Records has purchased the master of Marty's single of "Dear Mom and Dad" and "Since You're Mine" from St. Vincent Productions.

# Warner/Reprise Presidential Party to Open NARM Parley

LOS ANGELES — Warner Brothers-Reprise Records will host the presidential welcoming cocktail party, which will kick off the ninth annual convention of the National Association of Record Merchandisers, Inc. on March 5 at the Century Plaza Hotel. The event will honor John Billinis, NARM president.

After the presidential welcoming party, A & M Records will conduct a dinner party for the entire convention, which will feature a Mexican menu and a show by A & M artists on Mexican themes. On March 6, Disneyland Records will host a cocktail party, which will be followed by an RCA Victor-sponsored dinner party at which Henry Mancini and his orchestra will play.

On March 8, MGM Records will hold a cocktail party, to be followed by a dinner hosted by Dot Records. Featured will be Lawrence Welk and his orchestra, Barbara Eden and other Dot artists. Columbia Records will handle the NARM Awards reception, which will precede the awards banquet. Dick Clark will be banquet banquet emcee with Les Brown and his orchestra playing for the show, which will include top recording artists.

Two sightseeing trips are planned for wives of regular and associate members. On March 6, Decca Records will host a trip to Universal International Studios with luncheon in the studio commissary. International Tape Cartridge Corp. will host a sightseeing tour to the Farmers Market and through the Beverly Hills area on March 7. The trip will feature a luncheon at the Beverly Hills Hotel's Rodeo Room with a program by Lily Dache.

The first NARM Scholarship Awards Luncheon, which will be hosted by Pickwick International, will follow the March 8 business session. The business session will be the first in NARM's history to which wives will be invited. A Continental breakfast will be served before the session.

Ballots for the 1967 NARM awards have been sent to the association's membership. The ballot was prepared by a committee of 20 record merchandisers. Write-ins are included in the comedy, classical and jazz categories. Additional categories adopted this year on recommendation of NARM members are original Broadway cast albums, male and female r&b

## DIAMOND DISK \$ TO FAMILIES OF SPACEMEN

NEW YORK—Diamond Records will donate its profits from the single release of "March of the Astronauts" to the families of the three spacemen who died in a fire at Cape Kennedy last week. Joe Kolsky, head of Diamond, is re-servicing disk jockeys and distributors around the country with the record, which was cut by the Great Society Band, along with a note of the company's intentions to donate the profits to the families of Lt. Col. Virgil I. Grissom, Lt. Comdr. Roger B. Chafee and Lt. Col. Edward H. White.

The song was written by Michael Colicchio and is published by Soliloquy Music (ASCAP).

singers, best-selling classical artist or album, and best selling jazz artist or album, an increase of five categories for a total of 23.

# Billboard

Published Weekly by

The Billboard Publishing Company  
2160 Patterson St., Cincinnati, O. 45214  
Tel.: Area Code 513, 381-6450

## Publisher

Hal B. Cook New York Office

## Editorial Office

165 W. 46th St., New York, N. Y. 10036  
Area Code 212, PL 7-2800  
Cable: BILLBOARD NEWYORK

Editor in Chief Lee Zhitto

Executive Editors

Paul Ackerman, Ray Brack,  
Aaron Sternfield

Department Editors, New York

Music Editor . . . . . Paul Ackerman  
Associate Music Editor . . . . . Mike Gross  
Chief Copy Editor . . . . . Robert Sobel  
Radio-TV Programming . . . . . Claude R. Hall  
Classical Editor . . . . . Fred Kirby  
Bulk Vending Editor . . . . . Hank Fox  
Special Issues Editor . . . . . Aaron Sternfield

## Department Editors

Audio, Coin Machines Editor . . . . .  
. . . . . Ray Brack, Chicago

## U. S. Editorial Offices

Cincinnati, Exec. News Editor . . . . . Wm. J. Sachs  
Chicago, Midwest Editor . . . . . Ray Brack  
Washington Bureau Chief . . . . . Mildred Hall  
Hollywood, W. Coast News . . . . . Eliot Tiegel  
Nashville News Editor . . . . . Herb Wood

## Special Projects Division

General Manager . . . . . Andrew J. Csida  
Director, Reviews and Charts . . . . . Don Owens  
Manager, Record Market  
Research . . . . . Andy Tomko  
Manager, Charts . . . . . Laurie Schenker  
Supervisor, Print Services . . . . . Bill Courtney

Production Department, New York  
Production Manager . . . . . Bob Phillips  
Art Director . . . . . Virgil Arnett

## General Advertising Office, N. Y.

Director of Sales . . . . . Denis Hyland  
Advertising Manager . . . . . Ron Carpenter  
Promotion Director . . . . . Geraldine Platt  
Midwest Music Sales . . . . . Richard Wilson  
West Coast Gen. Mgr. . . . . Peter Heine  
Nashville Gen. Mgr. . . . . Robt. L. Kendall

Coin Machine Adv., Chicago

Coin Machine Ad. Mgr. . . . . Richard Wilson

## Classified Ads, Chicago

Classified Ad Mgr. . . . . John O'Neill

## Circulation Sales, New York

Circulation Manager . . . . . Milton Gorbulew

## Subscription Fulfillment

Send Form 3579 to  
2160 Patterson St., Cincinnati, O. 45214  
Fulfillment Manager . . . . . Joseph Pace

## U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph

Area Code 312, CE 6-9818

Los Angeles, Calif. 90069,

9000 Sunset Blvd.

Area Code 213, 273-1555

Nashville, Tenn. 37219, 226 Capital Blvd

Area Code 615, 244-1836

Washington, D. C. 20005,

733 15th St., N.W.

Woodward Bldg., Rm. 533

Area Code 202, 393-2580

## International Office

European Office . . . . . Andre de Vekey, Dir

European Editor . . . . . Don Wedge

7 Welbeck St., London W.1

Tel.: 486-5971

Cable: Billboard London

## SALES INTERNATIONAL

Canada  
Kit Morgan, 22 Titchester Rd., Apt. 107,  
Toronto 10

Italy  
Germano Ruscitto, Via Padova 154  
Milano, Italy  
Phone: 282-23-80  
Director

France  
Mike Hennessey, 16 bis Rue Fontaine,  
Paris 9 me, France

Japan  
Kanji Suzuki/Japan, Trade Service, Ltd.,  
2-1-408, 3 Chome Otsuka, Bunkyo-ku,  
Tokyo

Subscription rates payable in advance.  
One year, \$20 in U. S. A. (except Alaska,  
Hawaii and Puerto Rico) and Canada, or  
\$45 by airmail. Rates in other foreign  
countries on request. Subscribers when  
requesting change of address should give  
old as well as new address. Published  
weekly. Second-class postage paid at  
New York, N. Y., and at additional mailing  
offices. Copyright 1967 by The  
Billboard Publishing Company. The company  
also publishes Record Retaller,  
Vend. Amusement Business, High Fidelity,  
American Artist, Modern Photography,  
Merchandising Week. Postmaster,  
please send Form 3579 to Billboard,  
2160 Patterson St., Cincinnati, Ohio 45214.



Vol. 79 No. 6

# Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming Coin Machine Operating  
Tape CARtridge Audio Retailing

## CONTENTS

**AUDIO RETAILING . . . . . 66**  
WAGE-HOUR COVERAGE now extends to thousands more music dealers for the first time. Are you among them?

**CLASSICAL . . . . . 37**  
DGG WALKUERE, Deutsche Grammophon plans to speed release of "Die Walkuere" being recorded under conductor Herbert von Karajan. Columbia Records features two Leonard Bernstein packages in its latest "Sound of Genius" promotion record.

**COIN MACHINE . . . . . 69**  
CONTRACT CURBS for Blue Sky activities. A non-customary use for the location contract.

**COUNTRY MUSIC . . . . . 60**  
"GREEN GREEN Grass of Home" smooths way overseas for country music—page 1.

**INTERNATIONAL . . . . . 48**  
RCA EXPANSION. English company heightens activities in publishing, local recording and promotion.

**RADIO-TV PROGRAMMING . . . . . 26**  
MORE FM STEREO radio stations join in plea for stereo versions of hit singles.

**TALENT . . . . . 34**  
SMOKEY ROBINSON. Under the Motown system, he works as an executive and an artist.

**TAPE CARtridge . . . . . 18**  
PHILIPS CASSETTE. French record companies preparing to establish musicassettes as a complement to disks.

---

**FEATURES**  
Mantovani Special . . . . . Center Sec.  
Stock Market Quotations . . . . . 10  
Vox Jox . . . . . 29

**CHARTS**  
Best-Selling Classical LP's . . . . . 38  
Best-Selling R&B Records . . . . . 32  
Breakout Albums . . . . . 45  
Breakout Singles . . . . . 41

Hits of the World . . . . . 58  
Hot Country Albums . . . . . 62  
Hot Country Singles . . . . . 62  
Hot 100 . . . . . 24  
New Album Releases . . . . . 41  
Top 40 Easy Listening . . . . . 22  
Top LP's . . . . . 42

**RECORD REVIEWS**  
Album Reviews . . . . . 45 & Back Cover  
Singles Reviews . . . . . 16

# A rare gas.



A glowing follow-up to the initial Cyrkle smash.



CL 2544/CS 9344

This One



G2PR-97G-HS4K

Where the current action is.  
On COLUMBIA RECORDS

©COLUMBIA MARCAS REG. PRINTED IN U.S.A.

Copyrighted material

# NEW ALBUMS ON RCA VICTOR



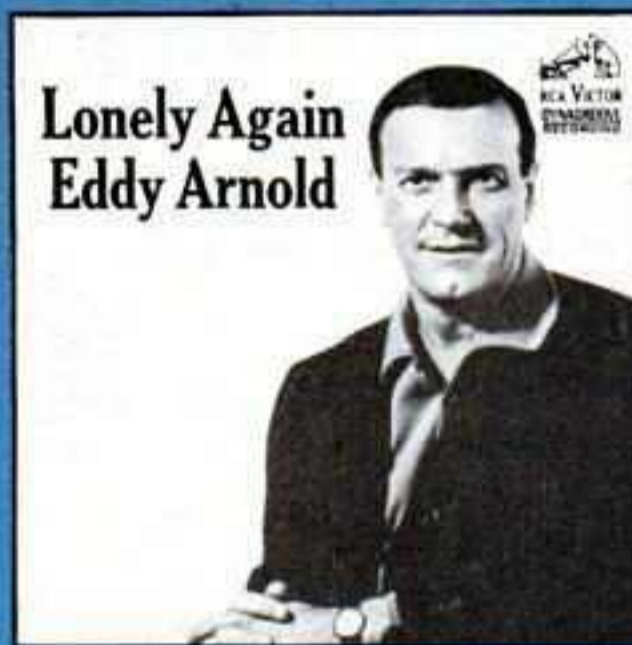
The most trusted name in sound



## EXCITING NEW POP RELEASES



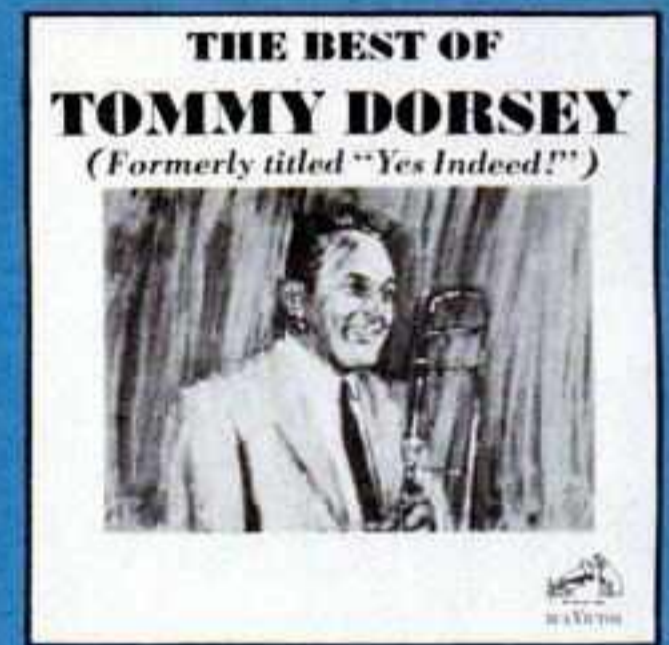
Great love ballads. Ed sings "My Cup Runneth Over," "True Love," "In the Arms of Love," "Melinda," "Au Revoir," "Don't Blame Me," 5 more. LPM/LSP-3774\*



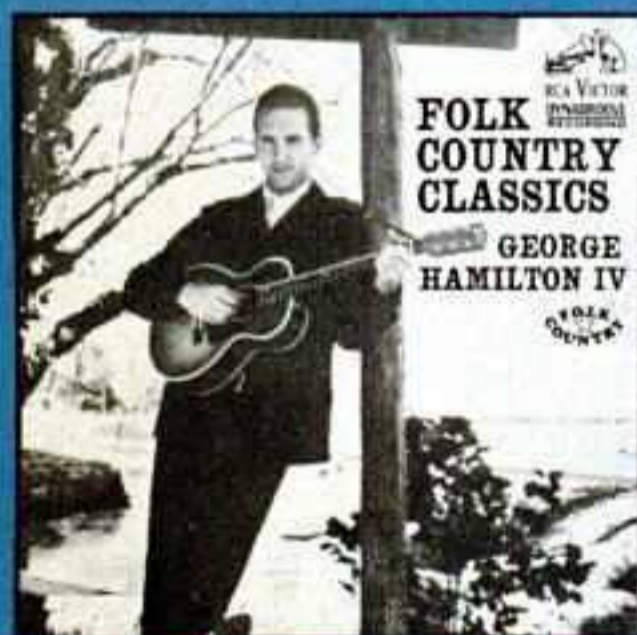
Eddy sings 12 ballads of loneliness. "Lonely Again," "Did It Rain," "That's All I Want from You," "Baby," "Mary Who," "He's Got You." LPM/LSP-3753\*



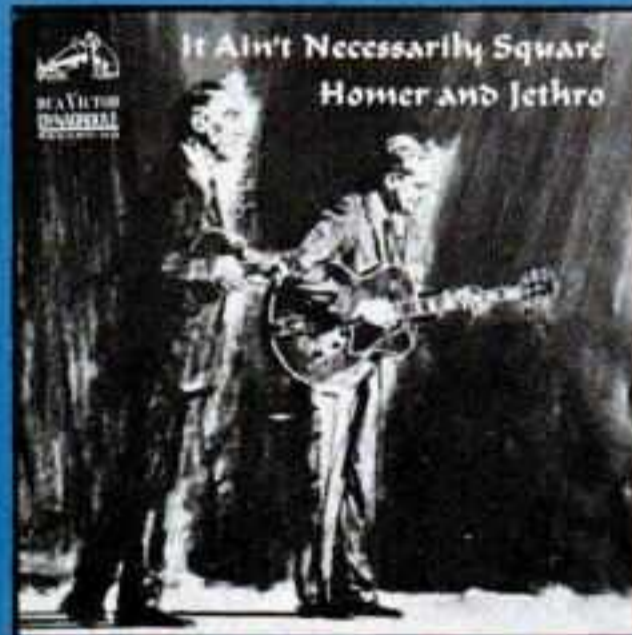
A sensational new album the teens should flock to. "In the Midnight Hour," "Laugh, Laugh," "Let's Go Get Stoned," "Travelin' Man," "In My Car." LPM/LSP-3733\*



Great Dorsey hits from the 1935-1944 period. "Marie," "Little White Lies," "Yes Indeed," "Boogie Woogie," "Opus One," "Song of India." LPM/LSP-3674(e)



Folk-country at its best. "I Get the Fever," "If I Were a Carpenter," "Four Strong Winds," "Long Time Gone," "Anita, You're Dreaming." LPM/LSP-3752\*



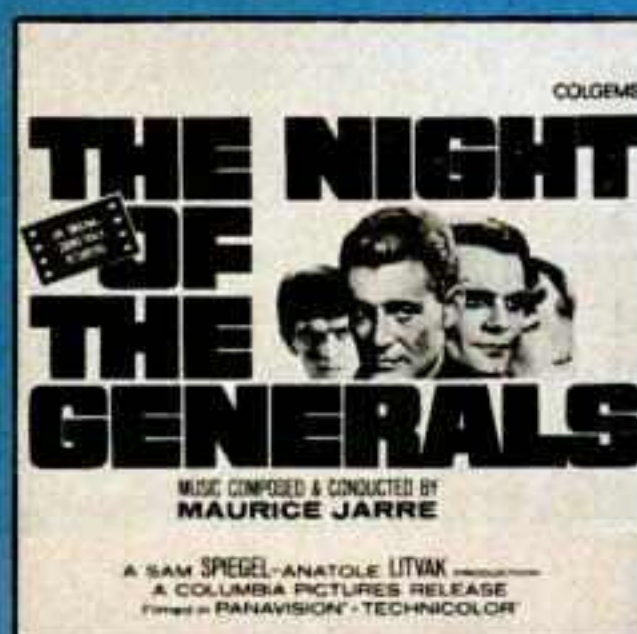
They do straight treatments of great songs like "Call Me," "Cute," "More," "Satin Doll," "Take the 'A' Train," "The Sweetest Sounds," 5 more. LPM/LSP-3701\*



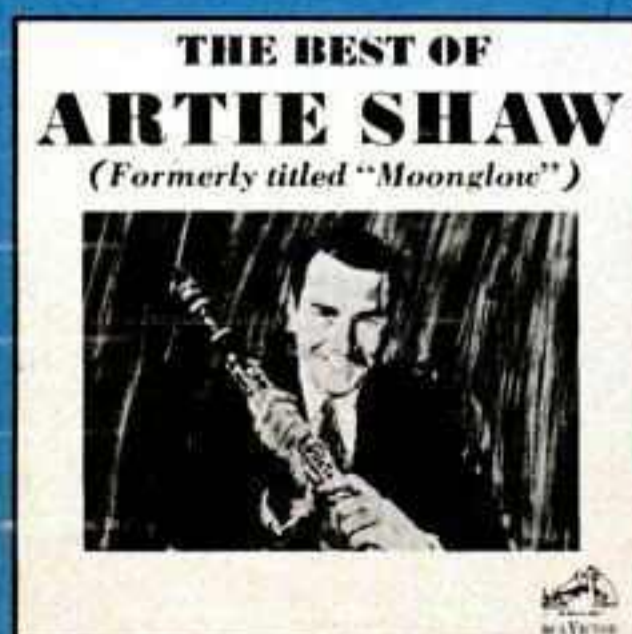
All the music from the powerful new motion picture. This Original Soundtrack album should be a fast seller due to the interest in the movie. LOC/LSO-1133



West coast group with that driving folk-rock sound plays. "She Has Funny Cars," "Embryonic Journey," "Plastic Fantastic Lover." LPM/LSP-3766



Original soundtrack will surely be a hot item on record racks everywhere. Scored by Maurice Jarre of "The Professionals" fame. Great! COMO/COSO-5002†



An anthology of his best sellers. "Frenesi," "Star Dust," "Oh, Lady Be Good," "Temptation," "Dancing in the Dark," "Nightmare." LPM/LSP-3675(e)



12 pop-country songs. "Downtown," "Ride, Ride, Ride," "Born a Woman," "Everybody Loves Somebody," "The Night Has a Thousand Eyes," "It'll Be Easy." LPM/LSP-3725\*



Gospel songs and audience-requested favorites. "Give Me Light," "That Silver Haired Daddy of Mine," "Brighten the Corner Where You Are." LPM/LSP-3703\*

\*Manufactured and Distributed by RCA.

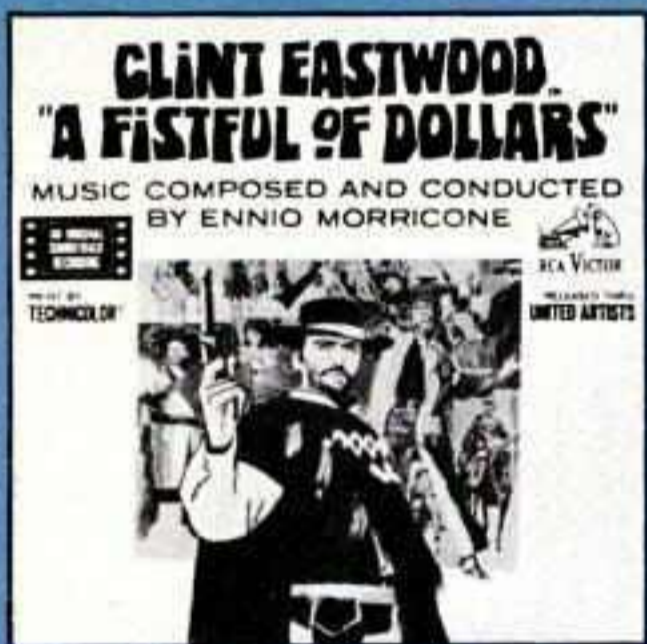
# FOR FEBRUARY



## OUTSTANDING NEW RED SEAL ALBUMS



Performances never before released. Lanza's voice on recordings made at the height of its power. Specially processed for stereo. LM/LSC-2932(e)



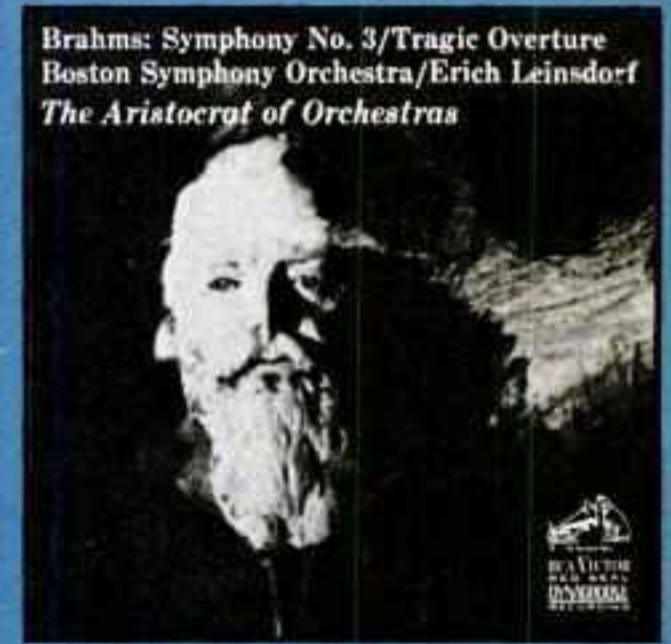
Original soundtrack recording could fill your fist with dollars. Bright, lively score will appeal to record buyers, as well as movie-goers, everywhere. LOC/LSO-1135



Bobby Bare, Norma Jean and Liz Anderson sing "Bye Bye, Love," "The Game of Triangles," "Fairytale," "Don't Let That Door-knob Hit You," 7 more. LPM/LSP-3764\*



"The world's greatest pianist" (Time Magazine) and Leinsdorf in the third album of their recordings of Beethoven's piano concertos. LM/LSC-2947\*



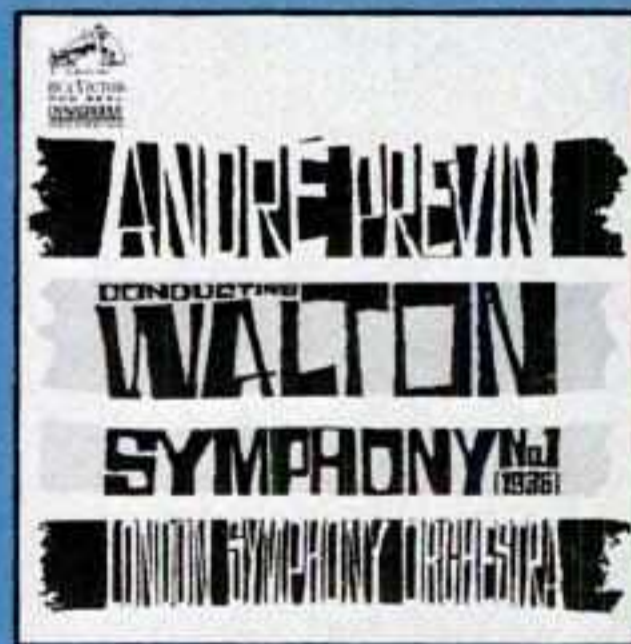
Leinsdorf, in the third album of his distinguished series of recordings of Brahms' symphonies. Splendid performance and excellent sound. LM/LSC-2936\*



A great album that features an exciting fresh musical approach. "The Cat," "Stolen Sweets," "Cherokee," "Satin Doll," "Turtles," "Conquest." LPM/LSP-3694\*



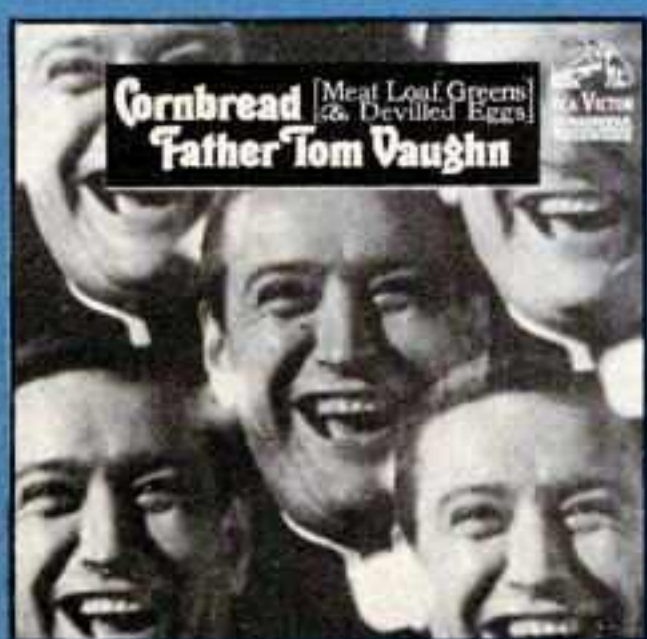
Sings the good time songs. "Oh How I Miss You Tonight," "Maybe," "That Old Gang of Mine," "Who's Sorry Now," "Are You Lonesome Tonight." LPM/LSP-3705\*



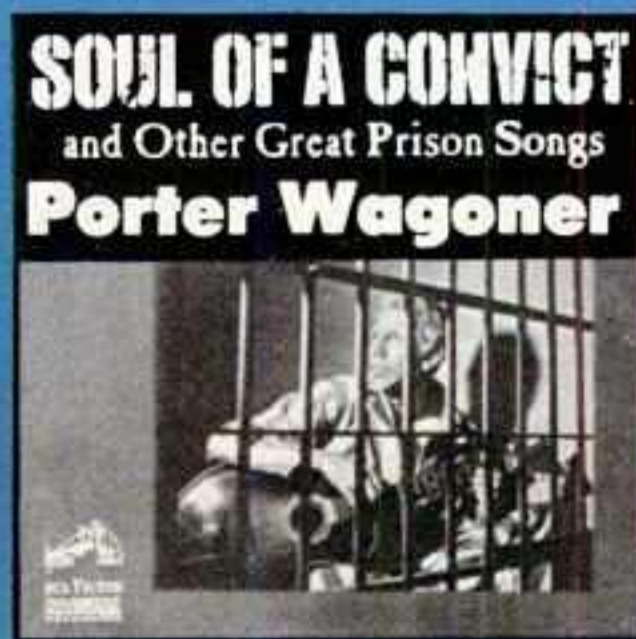
Sensitive performance plus superb sound reproduction moved composer William Walton to write, "...am absolutely delighted with it." LM/LSC-2927\*



Recording debut of Benny Goodman with the Chicago Symphony. Includes an electrifying performance of Nielsen's Symphony No. 2. LM/LSC-2920\*



More of those swingin' pop-jazz arrangements. "Cornbread, Meat Loaf, Greens and Devilled Eggs," "Cute," "That's All," "Wanda." LPM/LSP-3708\*



12 prison songs include "Boston Jail," "The Convict and the Rose," "Folsom Prison," "Soul of a Convict," "They're All Going Home But One." LPM/LSP-3683\*



Some of Schubert's most popular works conducted by Vaughan, including an aria by soprano Lucia Popp, soon to debut at the Met. LM/LSC-2937



Trampler, one of the greatest viola players, ideally partnered by Horszowski, performs two staples of the chamber music literature. LM/LSC-2933\*

\*Recorded in brilliant Dynagroove sound.

# Berns to Broaden Bang & Shout

NEW YORK—Bert Berns is blueprinting an expansion program for his Bang and Shout labels. In the works are plans to add artists to both labels, the acquisition of its own recording studios and the purchase of a pressing plant.

Berns' expansion program is a direct offshoot of the hot sales activity in both the Bang and Shout disk divisions. Currently

the Shout action is paced by Freddy Scott, who's been signed to an exclusive deal with the label. Scott's "Are You Lonely for Me" is No. 1 this week on Billboard's Best Selling Rhythm and Blues singles chart, and is also represented on the Hot 100 chart in the 45th position. Shout is coming out this week with a Scott LP titled after the hit single. The label also has its next

single ready for release but is waiting for the sales action on "Are You Lonely for Me" to let up.

## Another Move

Also moving for Shout is Donald Height whose current single "365 Days" is beginning to move in both the r&b and pop areas. Now, Shout is plotting a push on Bobby Harris, whose single is due for release soon. Effie Smith handles national promotion for Shout.

On the Bang Records end, label is currently riding high with Neil Diamond's "You Got to Me." Bang is now readying a push on Gayle Harris, whose release is due shortly, as well as on upcoming product from the Strangeloves. And in line with the roster expansion, Berns has signed Van Morrison to the Bang label. Morrison was formerly lead singer with Them, a British group.

Bill Darnel, Bang's national promotion head, and Joan Berg, manager in charge of distributors, are now co-ordinating their efforts for the Bang build-up.

# Kapp Sets Compass Course — Bows 2 Disks This Week

NEW YORK—Michael Kapp, president of the recently formed Compass Records, has set up the nucleus of his distribution network and promotion staff and will roll into the market this week with the label's first release. Compass will make its debut with two singles, "Hey Woman" backed with "Ain't No Soul," by Kenny Bernard, and "Grey Eyes Watching" backed with "Nobody's Child," by Stephen Sargent and the Pride.

Kapp said that the many calls he received from distributors asking to represent the company since announcing its formation have been most encouraging and that he is grateful to all the distributors who have accepted the new label without having first heard any of the product.

The distributors already lined up for Compass are: Music Suppliers, Boston; M. S. Distributing, Chicago; Mainline, Cleveland; Action Record Distributing, Denver; Arc Distributing, Detroit; Associated Record Distributors, East Hartford, Conn.; Jay Kay Record Distributing, Dallas; Record Merchandising, Los Angeles; Mainline Record Service, Miami; Harold N. Lieberman, Minneapolis; All-State New Jersey, Newark; London Record Distributing, New York; David Rosen, Philadelphia; Fenway Record, Pittsburgh; Robert Record Distributing, St. Louis; Fidelity Electric Co., Seattle; Eric-Mainland, San Francisco, and Schwartz Bros., Washington.

On the promotion end, Tony Richland will cover the West Coast; Pete Wright, who headquarters in Chicago, will handle the Midwest, and Steve Sandler of Boston will cover the East Coast. To further augment

the promotion push, Kapp will leave shortly on an extended road trip to work on the new product.

The label already has its next singles recorded and scheduled for release and several album projects are in the works.

On the foreign end, a number of companies have expressed their interest in Compass to Kapp and he expects to wrap up a complete foreign distribution set-up shortly.

## Executive Turntable

Lee Mendell has been promoted to the newly created post of special assistant to Al Bennett, Liberty Records' corporate



MENDELL

president. He has been general manager of the firm's Stereo-Tape division since March, 1966. Mendell's job will cover corporate administration and sales. He joined Liberty in 1962 as Coast division sales manager after a year as Mercury's Western regional sales manager. In

between his sales and tape titles, Mendell was the label's marketing director. . . . Mike Elliot has been elevated to general manager of Liberty's Stereo-Tape division, replacing Lee Mendell, Elliot was formerly the division's national sales chief, starting in April, 1966. In 1962 he formed Consolidated International Record Company of America, leaving to join Liberty.



ELLIOT

\*\*\*

Freddie DeMann has been named national promotion and merchandising director for Dot Records and will report for duty in Hollywood Feb. 13. He was national promotion manager of Amy-Mala-Bell Records for the past three-and-a-half years. Prior to that he was associated with Jubilee Records and MGM Records. . . . Otis Smith has been promoted to director of national sales and promotion at Orpheum Productions, Inc. (Riverside Records). Before joining Orpheum, Smith was associated with MGM Records four years and left to be controller for Orpheum. . . . Moe Preskell has joined ABC Records to work in national promotion with Mickey Wallach. Preskell was head of the Bob Merrill Music Companies after running his own publishing firm. He also was an executive with Walt Disney Productions, and activated Walt Disney and Wonderland Music Companies. He then became national sales director for Disneyland and Vista Records, and negotiated the agreement for Disney to become national distributor for Golden Records. Preskell later joined Kapp Records as director of national promotion.



DeMANN

\*\*\*

Eddie Levine has been named national director of singles promotion for United Artists Records. Levine will report to Michael Lipton, vice-president and director of marketing for the label. Levine was national promotion director for Kama Sutra for two years before joining UA. He will shortly leave on a national promotion tour. . . . Ralph H. Cohen has been promoted to director of advertising, direct mail and sales promotion for Record Club of America, New York. Barbara Kumble has been named advertising manager. . . . Rory Bourke has been appointed national promotion manager for Smash Records. Bourke has been promotion manager for Merrec Distributors in Cleveland.



LEVINE

\*\*\*

Jack Hart has been named general manager for Stereo Unlimited, Inc., Portland, Ore. Prior to joining Stereo Unlimited, Hart was associated with Taiko Corp., Van Nuys, Calif., importers of automobile stereo tape players and distributors of ITCC music. Stereo Unlimited is a distributor for Muntz Stereo-Pak, ITCC tape line and Taiko Corp. . . . Bruce Becker promoted



LOUIS DREYFUS (wearing hat), head of Chappell Publishing, meets with Jack Stapp, third left, president of Tree Music, during Tree's visit to Europe to revise foreign licensing. With them are, left to right, Lee Zhitto, Billboard editor in chief; Paul Ackerman, Billboard music editor; Lee Eastman, music business attorney, and Don Wedge, Billboard European editor.

## CLUB REVIEW

# Bennett Poised, Polished, Powerful Act—as Always

NEW YORK — Just as one knows he's eventually going to whip off his tie and unbutton his collar, one knows Tony Bennett is going to do something good. He did everything good at his Copacabana opening on Thursday (2).

He likes big band music; he stayed with them most of the night except for three or four slow tunes, used in his repertoire, as much for pacing as for quality. For example, he delivered "Georgia Rose," a slow tune, then went from that into a rippling "Moment of Truth" before shifting gears to "Coun-

try Girl," supported only by harp.

Bennett was never in finer form, polished and poised; he turn it on full steam, full tide, full Bennett. "Always" was presented with careful, deliberate phrasing; "The Shadow of Your Smile" had the same delicate vocal control.

But his closer, "The Trolley Song," was a hard, carousing ride all the way and left the audience asking for more.

CLAUDE HALL

# WP's Bock Off To India & Japan

LOS ANGELES—Dick Bock, World Pacific's general manager, left last week on his first talent-seeking trip to India and Japan. Bock hopes to uncover new artists and material for WP's Asian catalog, led by Ravi Shankar.

Bock will spend two of his three weeks in India, huddling with Shankar and several other Indian musicians who have already made their American debut on WP. This being the time of musical festivals in Bombay and Madras, Bock plans hearing the cream of India's performers who appear at these events. Prior to leaving, Bock said he was not sure whether he would do any on-location recording in India. "It depends on what I hear," he said.

While in Tokyo, Bock will meet with Nippon Columbia officials and scout Japanese musicians. Upon his return Feb. 20, Bock tackles two big-band projects: Buddy Rich's second band album live at the Chez Club and a studio session with the Gerald Wilson band.

# Dot Calls Teen Label Acta; 1st Disk in 2 Wks.

LOS ANGELES—Dot's new teen-age label has been named Acta, and Kenny Myers will have the first release out within two weeks. Myers joined the company recently to develop new product areas.

Acta will be distributed through Dot's own World Wide Record Distributors, which has begun servicing a new label owned by Billy Vaughn. The new company is Parade, whose first two releases are "Party Girl," by the Class Reunion and "Broken Cookies," by Gene Merrill. Vaughn is doing his own a&r-ing.

When Acta becomes active, it will join Parade and Viva as labels handled by Dot, which hopes to land other outside companies for its distribution operation. The company is reportedly set for a key financial build-up, stimulated by the corporate ownership of Gulf & Western.

to the newly created post of operations vice-president for Capitol Records Distributing Corp. He joined the company in April, 1965, as national inventory manager after four years with General Foods. His new responsibilities include inventory management, distribution and product programming and control-co-ordination of finished goods.

\*\*\*

Kelly Gordon joins Capitol's a&r staff after four years with Four Star TV Music, BMP Music and Valiant Records. . . . Rex Devereaux has formed Entertainment Corp. of America to cover disks, radio-TV projects and artist management. Named executive vice-president is Harry May, with Tom D'Angelo Eastern operations chief; Bruce Devereaux, Southern operations chief, and Dick Lorst, producer/arranger.

# Bledsoe on the Go for Liberty

LOS ANGELES — With the naming recently of Irv Kessler as Liberty's director of manufacturing to head disk and tape production, Ron Bledsoe, executive assistant to corporate President Al Bennett, is expanding into new areas. Kessler will now maintain liaison with Liberty's Omaha tape CARtridge duplicating plant, a job Bledsoe has been overseeing.

Bledsoe will free-float through the corporation, offering suggestions and tightening up procedures. The appointment of Lee Mendell as special assistant to Bennett for administration and sales in no way affects Bledsoe's own role.

Free of the details in the construction of the firm's new Omaha tape facility, Bledsoe will next become familiar with the company's publishing firms to increase placement for catalog titles. He will retain his role as custom tape sales chief and assist Kessler with matters of a technical nature.



# new from



HAWAII AND OTHER EXOTIC MOVIE THEMES - KOKEE BAND Stereo SS 18010 Mono SM17010



BEST OF BROADWAY - WILL BRONSON'S SINGERS Stereo SS 18011 Mono SM17011

# Solid State\*



PERCUSSIVE MARIACHI Stereo SS 18012 Mono SM17012



NELSON RIDDLE - MUSIC FOR WIVES & LOVERS Stereo SS 18013 Mono SM17013

# to add to the hit roster

The dynamic new concept in recorded sound from

# Solid State

\* A Division of United Artists Records, Inc. \*Trademark ©1966 United Artists Records, Inc.



Copyrighted material

# Coast Decca to Renovate Look

LOS ANGELES—An entirely new look to Decca's West Coast operation is being blueprinted by Gil Rodin, the label's new administrative artists and repertoire director.

First step is to move from the Universal Pictures lot in the San Fernando Valley into offices at 1717 N. Vine Street, across from Capitol Records. (The building also houses the Epic/Okeh operation and sundry publishing firms.) Rodin hopes to be operating in Hollywood within three weeks. Remaining on the lot will be veteran producer Bud Dant, to coordinate activities with the motion picture and TV series wings.

Rodin's first project is getting Decca squarely into the contemporary teen scene, an area, he says, in which there has been a void in the company's over-all product structure.

Rodin says he has been given autonomy to create a new image for Decca's Coast operation. This means developing and hiring experienced and promising acts. It also means hiring staff a&r men, working out independent master deals; scouting the teen night clubs; and hiring outside publicity-promotion people to work on teen acts in conjunction with the Decca Branch's own promotion staff.

## 'Harm,' 'Lovin' Masters to C/P

NEW YORK—Cameo/Parkway Records has acquired two masters—"Ain't Gonna Do You No Harm" by the Unlud'd and "When I Stop Lovin' You" by George Jackson.

"Harm" is beginning to move in Cleveland, according to Neil manager. The agreement to switch the disk to C/P was made with its producer, Paul Mineo of M. T. Productions. "Lovin' You," originally on Otis Pollard's Double R label, is set for immediate release by Cameo.

## STONES OK FOR 5TH GOLD DISK

NEW YORK — The Rolling Stones have qualified for their fifth RIAA-certified gold record award for their album, "Got Love If You Want It." The LP was released by London last November.

The Stones are currently riding high with their new single "Ruby Tuesday" b-w "Let's Spend the Night Together." The latter number has been banned by several stations across the nation, but has been promoted in some areas by time buys.

## 'Jones Month' Is Set by Musicor

NEW YORK—Musicor Records has set March as "George Jones Month," and the label plans a strong exploitation effort on the artist's entire country catalog.

The drive will be launched with Jones' latest album "Walk Through This World With Me." His newest Gospel LP "Cup of Loneliness" will also be included in the drive.

The Jones Month drive, which will deal with trade and consumer advertising, dealer display, a heavy radio-promotion effort, also involves a discount program on the entire Jones catalog of Musicor albums.

Rodin is also looking to hire a staff engineer ("they've become such an important factor in the business") and has made overtures to United Recording to rent a room there and have use of a studio. Warner-Reprise already has such an arrangement with United.

In his drive to "get a little more current," Rodin has hired 22-year-old Terry Brown to act as liaison with artists and producers. Miss Brown, formerly with Jack Rael, knows the pop scene, explains Rodin.

Another aspect of Rodin's plan is to work in Decca artists in Universal Pictures and TV projects in "spotlighting" roles. This

could mean performing in a sequence or singing a title song, or both.

Rodin's first goal is finding a "strong male vocalist." He has been listening to several masters and hopes to have some artist-production pacts shortly, which will then launch the new Decca product. As a means of maintaining closer internal liaison with the film people, Rodin is working with Harry Garfield, newly named supervisor of Universal's music department. Garfield assigns scores to composers and Rodin intends to see that commercially minded people are used and that this material can be applied to Decca.

## Aznavour Riding on Two Labels: Reprise, Monument

LOS ANGELES — Charles Aznavour is leading a double disk life. The Gallic singer was initially released domestically on Reprise, but for the past several months has been riding the promotional wagons of Monument, which continues to put out LP's recorded on the Continent.

Two new Monument titles are "Le Grand Charles! Aznavour" in French and "Cante En Espanol" in Spanish. Aznavour is also in the Reprise February release program with the LP "His Kind of Love Songs." Vocalist has been with Reprise have five LP's in the Burbank firm's catalog with the addition of the new product.

Interesting aspect of the Aznavour coverage between Reprise and Monument is that both labels heavily promote the artist's live appearances. When Aznavour was in Las Vegas recently, Mike Shepherd, Monument's regional promotion manager, flew there to set up pro-

motion visits. During the performer's current San Juan stand at the Caribe Hilton, Monument has set up a Spanish promotion for his new Latin LP, which was launched there first. Aznavour's Monument LP's are all updated versions of initial recordings. The label has "The Very Best Of..." and "In the Aznavour Mood" by his pianist Henry Byrs. Plans are for Aznavour to cut another LP in France in March for Monument release.

## Joe Meek Slain In Shooting

LONDON — Joe Meek, composer and producer of the Tornados' 3 million-selling single, "Telstar," was fatally shot in his London studios Friday (3). He was 36 years old.

Meek, one of Britain's pioneer independent producers, also produced hits by the Honeycombs, Billy Fury, Heinz and other British artists.

His company, RGM Sound, was one of the first independent production outfits in Britain and paved the way for the scores of successful producers who have since set up in London. Meek discovered Tom Jones and produced his early recordings with Alan Freeman. Meek recorded Michael Cox' U. K. hit single "Angelea Jones" for one of Britain's first independent labels, Triumph.

## Ella Cuts Sacred LP for Capitol

LOS ANGELES—Ella Fitzgerald has recorded her first album of religious songs for Capitol as her first recording for the Hollywood company.

The album was done as an independent project, but producer Dave Dexter hopes for future alliances with the renowned pop and jazz vocalist, Miss Fitzgerald's pact with Verve ran out recently and was not extended.

The LP is titled "Brighten the Corner."

## South Camp Set Up By Ivy and Greene

NEW YORK — South Camp Records has been set up by Quin Ivy and Marlin Greene. The new r&b label will be distributed by Atco Records. June Edwards is the first artist signed by South Camp. Her initial single will be out within two weeks. Ivy and Greene have produced Percy Sledge's single and LP hits for Atlantic at their Norala Recording Studio in Sheffield, Ala.

# 5,000 Vee Jay Masters on Auction Block on Feb. 24

CHICAGO—Some 5,000 masters, vestiges of Vee-Jay Records, will be auctioned before U. S. District Court referee Elmer P. Schaeffer here Feb. 24 at 11 a.m.

Vee-Jay was declared bankrupt in August of 1966, following several months' proceedings under Chapter 11 in an attempt to reorganize the company on a sound financial basis.

The company reportedly carried nearly \$2 million in debts and some \$1.5 million in back taxes.

Vee-Jay had possessed 65 masters by the 4 Seasons, awarded to the firm in a settlement when the pop group left Vee-Jay to join Philips. These masters reverted to Philips when Vee-Jay entered bankruptcy and

thus no 4 Seasons product will be on the block at the February auction.

Up for sale in open bidding will be product by Little Richard, Jerry Butler, Jimmy Reed, Betty Everett, John Lee Hooker, the Dells, Joe Paige, Russ Morgan, Harry (Sweets) Edison, Fred Hughes, Joe Simon, Orville Couch and others.

Formed in Chicago, Vee-Jay hit pay dirt with the Beatles, moved to the West Coast in 1964, and the same year lost the Beatles to Capitol. President James Bracken moved the company headquarters back to Chicago during 1966.

The auction will be held in the Federal Building at 219 South Dearborn Street here.

## Kingston Trio to Break Up Act; Decca Waxings Go On

LOS ANGELES—The Kingston Trio will break up their act after June 1. They will continue, however, to record for Decca under their five-year pact which has four more years to go.

Nick Reynolds, Bob Shane and John Stewart said they will disband "not because of dissension, but because the public won't let us sing anything but 'Tom Dooley' and other standard folk tunes."

"We felt that folk music was moving in a new direction and we tried to change with the

times," said Reynolds, "but we found audiences resented our trying something new."

Frank Werber, their manager, said the trio could earn more than \$750,000 a year together. The trio originally consisted of Dave Guard, Reynolds and Shane. Guard left the group in 1961 and was replaced by Stewart.

Werber, who gave the trio their start in 1957, said the Kingston Trio made \$6.8 million in the first eight years of business.

# Market Quotations

(As of Noon Thursday, Feb. 2, 1967)

NAME	65-66		Week's Vol. in 100's	Week's High		Week's Low	Week's Close	Net Change
	High	Low						
American Broadcasting	93½	62	647	82¼	77¼	77½	-4½	
Admiral	55½	28½	1480	34½	31½	32½	+1	
Ampex	31½	17	3378	31½	28½	29½	+½	
Automatic Radio	7¾	2½	60	4¼	3¾	4	-¼	
Automatic Retailer Assoc.	58½	42½	341	58½	57	57	-¾	
Cameo Parkway	4¾	1¾	54	3¾	2¾	3	+¾	
Canteen Corp.	36¾	18¼	188	26¾	25¾	26	-¾	
CBS	68	42	431	65	61¾	62	-2¾	
Columbia Pic.	39¾	22¾	312	38	34	35¾	+2½	
Walt Disney	94½	40¾	303	90½	84	85¼	-3½	
EMI	5¾	3¾	295	3¾	3½	3½	-½	
General Electric	120	80	1261	90¾	87¾	89¼	+½	
Handleman	24½	13¾	28	23¾	23	23½	-¼	
MCA	61¾	28½	457	45¾	40½	45½	+4¾	
Metromedia	55¾	25	393	47½	42	46	+2¾	
MGM	39¾	24¾	633	36¾	33¾	35¾	+1¾	
Motorola	233½	90	3030	128	114½	121¾	+5¾	
RCA	62¼	36¾	2418	49½	45¾	49½	+3¾	
Seeburg	32¾	17¾	203	17¾	16½	16¾	-¼	
Tel-A-Sign	5¾	1¾	210	2½	2	2¾	+¾	
3M	86¾	61	655	85¼	82¾	84¾	+1¾	
20th Century	40¾	25¾	1501	40¾	37¾	39½	+1¾	
U-A	33¼	21¼	1217	33¼	32¾	32¾	-¾	
WB	19½	11¾	1244	19½	17¼	19	+1¾	
Wurlitzer	24½	15½	104	23	20¾	21¼	-1¾	
Zenith	87¾	46¾	1943	59½	55¾	58¾	-½	

### OVER THE COUNTER\*

(As of Noon Thursday, Feb. 2, 1967)

NAME	Week's High		Week's Low	Week's Close
	High	Low		
Dextra Corp.	2	1¾	2	
GAC	5½	4½	5½	
Jubilee Ind.	5¾	4¾	5½	
Lear Jet	21¼	20¼	20¾	
Mills Music	25	24¼	24½	
Pickwick Inter.	10½	7¾	10	
Telepro Ind.	4¼	3¾	3¾	

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

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

# YOU GOT TWO MORE

B-540

Produced by Jeff Barry & Ellie Greenwich  
Recording Engineer Brooks Arthur

*...and it's getting to everybody*

# NEIL DIAMOND



1540 BROADWAY, NEW YORK, N. Y. 10014 '63 ST. 1-1747

Copyrighted material

# MIDEM Seen Vital Link For All-Trade Exchange

• Continued from page 1

Cannes already celebrated as a market for films and TV programs has now added a third string to its gilded bow as the world music business center. Never before has it been possible for so many music business people from so many countries to meet and exchange product and ideas and to discuss mutual problems. Above all, it has been a tremendous opportunity for small publishing companies and independent record producers to present their product to some of the world's major companies.

Warren A. Wiseman, president of Solid Gold Records of New York said, "I have saved my company at least \$5,000 in traveling expenses by being able to meet with so many people in one place at one time."

Another important factor is the participation of eastern European countries. MIDEM is clearly forging a vital link for the increasing exchange of product between east and west. Most people agreed that there was a definite need for such an event as MIDEM, and the general opinion was that it would eventually take its place as the most important business manifestation in the disk industry.

## Cites Importance

Sid Luciene Morisse, president of radio station Europe No. 1 and AZ Records, said, "In one week at MIDEM you can make contacts which would

## IMPULSE 78%, SAYS PICKWICK

NEW YORK—About 78 percent of the dollar volume of all record purchases are impulse sales, according to a four-month survey by Pickwick International, Inc. Cy Leslie, president of the economy record corporation, explained that the survey covered about 1,000 retailers in 15 key cities.

Leslie explained, "These results confirm that the use of point-of-purchase material is a crucial factor to a successful record retailing operation." The data came from the second part of the survey. The first part, which dealt with window displays, showed that a store window has only 11 seconds in which to capture attention.

normally take you a year. I am convinced that it will grow in importance and will attract an even bigger participation next year, now that people have seen how valuable it is."

British and American publishers and record men were probably the most skeptical section of the industry when MIDEM was proposed, were all highly enthusiastic. The evening galas staged by the record companies were used both for prestige and as a means of introducing upcoming artists to an international audience of press and industry.

For the final gala on Saturday, awards were due to be presented to the top-selling record stars, internationally and nationally, between July 1, 1965, and June 30, 1966.

Awards due to be presented were: World Trophy—Beatles; International Trophy for Continental Europe—Petula Clark; International Trophy for North and South America—Herb Alpert; International Trophy for

the United Kingdom and the rest of the world—Beatles.

National trophies — Austria, Udo Jurgens; France, Adamo; Belgium, Adamo; Brazil, Roberto Carlos; Germany, Freddy Quinn; Spain, Los Brincos; Denmark, Caesar; Finland, Katri Hellena; Hungary, Joseph Nemeth; Poland, Hanna German; Israel, the Trio Hagashash Hahiver; Italy, Gianni Morandi; Norway, Kristi Sparboe; Holland, Gert Timmerfan; Portugal, Amalia Rodriguez; Sweden, Sven Ingmars Group; Czechoslovakia, Karel Gott; Great Britain, Rolling Stones; U. S. A., the Beach Boys, Frank Sinatra, Barbra Streisand, the Supremes and Andy Williams (all five received equal awards).

All these artists, with the exception of the Beatles, Rolling Stones, Freddy Quinn, and the U. S. stars, were expected at the final gala to receive their MIDEM awards from film actress Elga Andersen.

(Additional MIDEM coverage on Page 48.)

## Copyright Revision in Senate Hands—Again

WASHINGTON—Sen. John L. McClellan (D., Ark.) last week introduced the Copyright Revision bill again in the Senate, but commented that the bill reported out of the House Judiciary Committee last session "does not necessarily represent my personal views on the many important issues involved in this legislation."

The newly numbered Senate revision bill (S. 597) is the same text as the House bill, and will be used to "provide the basis" for hearings to be held at an early date, by the Senate Subcommittee on Patents, Trademarks and Copyrights, of which McClellan is chairman.

The Senate Copyrights Subcommittee was able to hold only a few days of hearings in 1965 on the revision of copyright, while the House counterpart under Rep. Robert W. Kastenmeier (D., Wis.) held extensive hearings on H.R. 4347, which was reported out of the full House Judiciary Committee in the fall of 1966, after many executive sessions.

## Leans to Writers

During the brief Senate Subcommittee hearings in August

1965, McClellan said he felt songwriters were entitled to some royalty on jukebox performance of copyrighted music. He also seemed to lean toward the educators' plea for freer use of copyrighted materials for performance and copying than the amended copyright bill proposes. In 1966, acting for McClellan, Sen. Quentin Burdick (D., N. D.) chaired a week of hearings by the subcommittee on special provisos dealing with copyright liability of Community Antenna Television (CATV) systems.

The most controversial issues to be threshed out in the Senate hearings included the proposed raise in mechanical royalties for record manufacturers, the jukebox exemption, the CATV liability and the educators' expected fight for retention of the 1908 sweeping exemption for nonprofit performances. Senator McClellan has already given warning in his manner of introducing the bill that he does not agree with all of the compromises reached by the House side on these complex and explosive issues between users and creators in copyright. His own highly individualistic approach invariably adds color and drama to his chairmanship of hearings.

## Pickwick Sales Top \$4 Million in 6 Mos.

LONG ISLAND CITY, N.Y.—Pickwick International, Inc., reported its sales for a six-month period ending Oct. 31, 1966 topped \$4 million for the first time in its history. The figure was incorrectly reported last week as representing earnings. During the period, sales were \$4,037,917; pre-tax income, \$459,644; and net income, \$243,251.

## Dove Album

NEW YORK — Diamond Records' album "The Best of Ronnie Dove" is numbered 5005 for mono and S 5005 for stereo, not 5002 and S 5002 as previously reported.



AUTOGRAPHING COPIES of his latest Mercury LP "Psychedelic Lollipop" at the Minuteman Radio Store, Harvard Square, Cambridge, Mass., recently are the Blues Magoos. The group touched down in Boston for a day on their promotion plane that brought them on a 22-city tour.

## RECORD REVIEW

### Powell's 'Keep Faith, Baby'; Publicity Hard Act to Follow

NEW YORK — Jubilee Records has parlayed its Adam Clayton Powell album, "Keep the Faith, Baby" (JGM 2062) into a top publicity item which should help it meet the extravagant sales claims with which it went into market. The newspaper, magazine and radio-TV spotlight of the album in the coverage of the Congressman's problems with his colleagues in Washington and his debts in Harlem created an unusual amount of interest in the LP and sales will undoubtedly perk because of it.

The album, however, falls short of the hooplah which heralded it. It gives Powell a platform for his varied controversial sentiments and he voices them in a pulpit rhetoric that has some winning points. Powell partisans will find it all quite stimulating while others may find their curiosity waning quickly.

Roulette Records is also trying to cash in on the Powell headlines with a reissue of its six-year-old LP, "The Gospel in Words and Music." There's more of Powell's pulpitering here with some spiritual help from vocals by Joe Williams and the Stamps Baxter Quartet. It's the Jubilee congregation, though, that gets the pertinent message. **MIKE GROSS**

## ATCO GETS 2 SOUNDTRACKS

NEW YORK—Atco Records has acquired two soundtracks: "The Game Is Over" starring Jane Fonda and Peter McEnery, and "The Trap" with Rita Tushingham and Oliver Reed. "The Game is Over" with music by Jean-Pierre Bourtyre and Jean Bouchety will be out in early February.

Atco plans special promotional emphasis with point of sale merchandise being made up for dealers and distributors. Heavy trade and consumer advertising also is being prepared. "The Trap," which will open in the United States late this month, has a score by Ron Goodwin.

## Col. Buys 'That Girl' Disk by New Lime

NEW YORK—Columbia Records has bought a single, "That Girl," by the New Lime. The recording was initially released on the Counterpart label.

Columbia's acquisition of the record is an example of the label's efforts to encourage independent producers to submit masters for consideration. The single was acquired by Columbia a&r man Gene Weiss from Shad O'Shea of Counterpart after the disk broke out in Ohio. Ray Allen produced the record.

KNACK,  
KNACK.

WHO ARE  
THERE?

The Knack are here! And it'll take a Knacked of Congress to keep 'em off the charts!



# THE KNACK

I'M AWARE b/w Time Waits For No One. 5774

You have just been successfully made aware of **KNACK** and you'll never forget it!!!



# Wm. Morris' Total Music Move; Disk Drive in High

• Continued from page 1

buyers for night clubs, TV, films and Broadway as well as college bookers get to see the act and become acquainted with the performers through such materials as newspaper and magazine stories, reviews, press kits, and, of course, the records. They also enlist the help of their agency men in the field when the artists go on tour.

## Recent Deals

Among the recent deals set by Shukatt in New York were for the Youngbloods with RCA Victor, the Gurus with United Artists Records, the Blues Project with Verve/Folkways, Rosemary Clooney with United Artists Records, Aliza Kashi with Jubilee, Monique Leyrac with CBS International, and he renegotiated Sergio Franchi's contract with RCA Victor. He also sold the master of the Harry Simeone Chorale's "Anyone Can Move a Mountain" to Columbia Records. And in a deal just concluded with Verve, Shukatt arranged for an album

release of tapes from the late Fred Allen's radio broadcasts to be called "Allen's Alley."

In the Broadway area, Shukatt arranged the deal for the original cast album of the "Hand Is on the Gate" with MGM, and on the off-Broadway level he set William Mooney's one-man show, "Half Horse, Half Alligator" with RCA Victor.

## Handles Comics

Morris' disk department is now especially active in delivering disk deals to the comedians on its roster. The Morris office, for example, arranged for the Jamie label to handle "The Great Society Affair" with its clients Kenny Solms and Gail Parent, and then switched them to Epic Records for their current comedy LP release, "I Were a High School Graduate." In the case of Rodney Dangerfield, the Morris office arranged for Al Kasha to produce an album with the comedian at work at the Duplex in Greenwich Village and then brought the master to Decca who took it over

for release. And recently deals have been set for Jackie Vernon to record for United Artists Records and for Stiller & Meara to record for Columbia.

Once the artists get on records, then the other divisions of the Morris agency come into play to assist in the upward swing in all the other areas of show business.

## Chickenman Getting Promotional Stuffing

NEW YORK — An extensive promotion including bumper stickers is being conducted by Atco Records for "The Best of Chickenman." Radio and newspaper advertising and saturation mailings of Chickenman LP's and EP's are part of the campaign. Bumper stickers being supplied to distributors say, "Chickenman — Keeps Peace/Fights Crime." Len Sachs, head of Atco Album sales, has set up a national promotion tour in which Chickenman will visit radio stations throughout the East in costume.

# Music Sales Acquires 1/2 of Burke & Heusen Copyrights

• Continued from page 1

"The Toy Trumpet"; Artie Shaw, including "Back Bay Shuffle," and Al Hoffman, including "Mairzy Doats," "It Takes Two to Tango" and "I'm Gonna Live Till I Die."

Music Sales this month is also entering the field of electronic equipment manufacture with a transistorized metronome to be the first item. The metronome was designed by George Nelson, a leading industrial designer. The next equipment will be amplifiers.

## Bought Music Sales

Amsco Music Publishing, a large publisher of educational materials, and its affiliated companies purchased Music Sales Corp. from Warner Bros. in 1945 and have since used Music Sales as the parent firm. Formerly a major wholesale distributor of music from other catalogs, Music Sales dropped this end of the business in 1946, when it began to concentrate on the buying and creating of its own catalogs. It also owns soundtracks, the latest being "Cul de Sal."

Among the catalogs pur-

chased were Consolidated Music Publishers, Inc., from Jack Robbins in 1956, and Embassy Music Corp. and Dorsey Brothers Music, Inc., from the Tommy Dorsey Estate. Among the copyrights acquired from the Dorsey Estate were "Baby Baby All the Time," "I Should Care," "Will You Still Be Mine," "There Are Such Things," "Oh Look at Me Now," "It Started All Over Again," "Yes Indeed" and "Let's Get Away From It All."

Music Sales also operates leased music departments in such stores as Macy's, New York, Rich's of Atlanta, Lazarus Co. of Columbus, Ohio, and Joseph Horne of Pittsburgh. The firm serves as a music rack jobber for such outlets as Alexander's, Klein's and Macy's branches. Music Sales is a major exporter of printed music of all publishers, but no longer is a domestic wholesaler of such material.

## Classical Music

The company also distributes classical music of Weintraub Publishing Co., such as Kurka's opera, "The Good Soldier Schweik," which is being presented this year by the New York City Opera Co. Publishing of educational material including public domain selections, contains a major element of Music Sales' business. The firm also distributes music books of publishers such as Simon & Schuster, Watson-Guptill, St. Martin's Press and Grosset & Dunlap.

Also acquired by Music Sales are paperback rights to several music books. The firm's editions have won several awards for cover art. The operations are headed by Paul Gewirtz, president; Herbert Wise and Robert Wise, managers, and Ivan Mogull, who heads the professional department.

# English Rock Artists Not Being Rocked in UK: Philips' Glover

NEW YORK—"The popularity of the English rock artist in his native land has not diminished," said Darcy Glover, marketing manager for Philips Records in England, during a visit here recently.

"However, one cannot say this without also mentioning the rise in popularity of the American rock and folk artists in England," Darcy pointed out. Philips, according to Darcy, dominates 20 per cent of the English charts, carrying popular, jazz and folk recordings.

Darcy also said that rack-jobbing is almost non-existent in Britain. "In England, the records go from manufacturer, to distributor, to retailer to consumer." "There are very few rack-jobbers involved in the operation," he added. Darcy said he was impressed with the American record industry and its fast-paced operations. "There are so many parties involved

in record distribution in the United States," he said.

Darcy wound up a six-week vacation-business tour which took him around the globe. This city was the last leg of the journey, during which he visited several Philips and Mercury facilities in the U. S. Mercury represents some 50 labels which includes Philips, Fontana, Caedmon, Riverside, Page 1, Planet and Limelight.

## Dover to Handle Shadden Record

MEW ORLEANS — Dover Records has acquired distribution rights to "Come Back When You Grow Up," by Shadden and the King Lears on Arbet Records. The record was produced by John Arnold of Memphis; Bob Robin, vice-president of Dover, handled the negotiations. Tune was written by Martha Sharp, who wrote "Single Girl" and "Born a Woman."

## Merc.'s '17' Track

NEW YORK—Mercury Records will release the soundtrack album for the Danish film, "17." The soundtrack was acquired for the label by a&r producer Hal Mooney. Ole Hoyer composed and conducted the music.

when answering ads . . .  
Say You Saw It in  
Billboard

# Decca Beats Out New Path Into Drums & Tambourines

• Continued from page 1

plifiers and accessories which were introduced a year ago. This marked Decca's entry into the musical instrument field and since that time the company has become a major force in the musical instrument industry among both dealers and consumers and has been continually urged to diversify its line with the addition of other instruments. The company now feels that the time is ripe.

The introductory Decca drum line will consist of a completely assembled four-piece set with 14 de luxe accessories at a suggested list price of \$259.95. It's priced under competitive merchandise offering the same feature of this new Decca drum. At the same time, Decca will introduce a complete snare drum kit with seven de luxe accessories at a suggested retail list of \$49.95.

## Rare Features

It's understood that both new Decca drum units will come equipped with features seldom found in merchandise in this price range. Of note is the fact that all the drums are full dimension and will be shipped fully assembled to the dealer.

In conjunction with the introduction of the drums, Decca will also unveil a basic line of six tambourines, with one or two rows of jingles, with a sug-

gested list of \$4.50 to \$12, which is expected to fill all existing market demands. These tambourines are of American manufacture with imported Mexican goat skin heads. The heads have been glued into the grooves on the rim to eliminate completely the use of nails. Most competitive models employ nails in the head which in use pull through the skin of the instrument causing tears.

In accordance with Decca policy, all the new instruments will be handled through their own sales branches.

## Record Attendance At Bookers' Parley

COLUMBIA, S. C. — The fifth annual Block Booking Conference drew a record attendance at Wade Hamilton Hotel here last week (Feb. 1 through 4). More than 270 registrants from 25 agencies and college representatives throughout the country were on hand.

## Form Gem Records

FLOSSMOOR, Ill. — Gem Records has been formed by Radio Promotions with Lee Abrams as chief. The first release, slated for early next month, will be by the Dimensions of Tyme.

Keep pace  
in the music industry  
with  
**BILLBOARD!**  
SUBSCRIBE NOW!

Just mail request order today

BILLBOARD 2160 Patterson Street, Cincinnati, Ohio 45214 806

Please enter my subscription to BILLBOARD for

1 YEAR \$20     3 YEARS \$45     New     Renew

Payment enclosed     2 EXTRA issues for cash     Bill me later

Above subscription rates for Continental U. S. & Canada.  
Overseas rates on request.

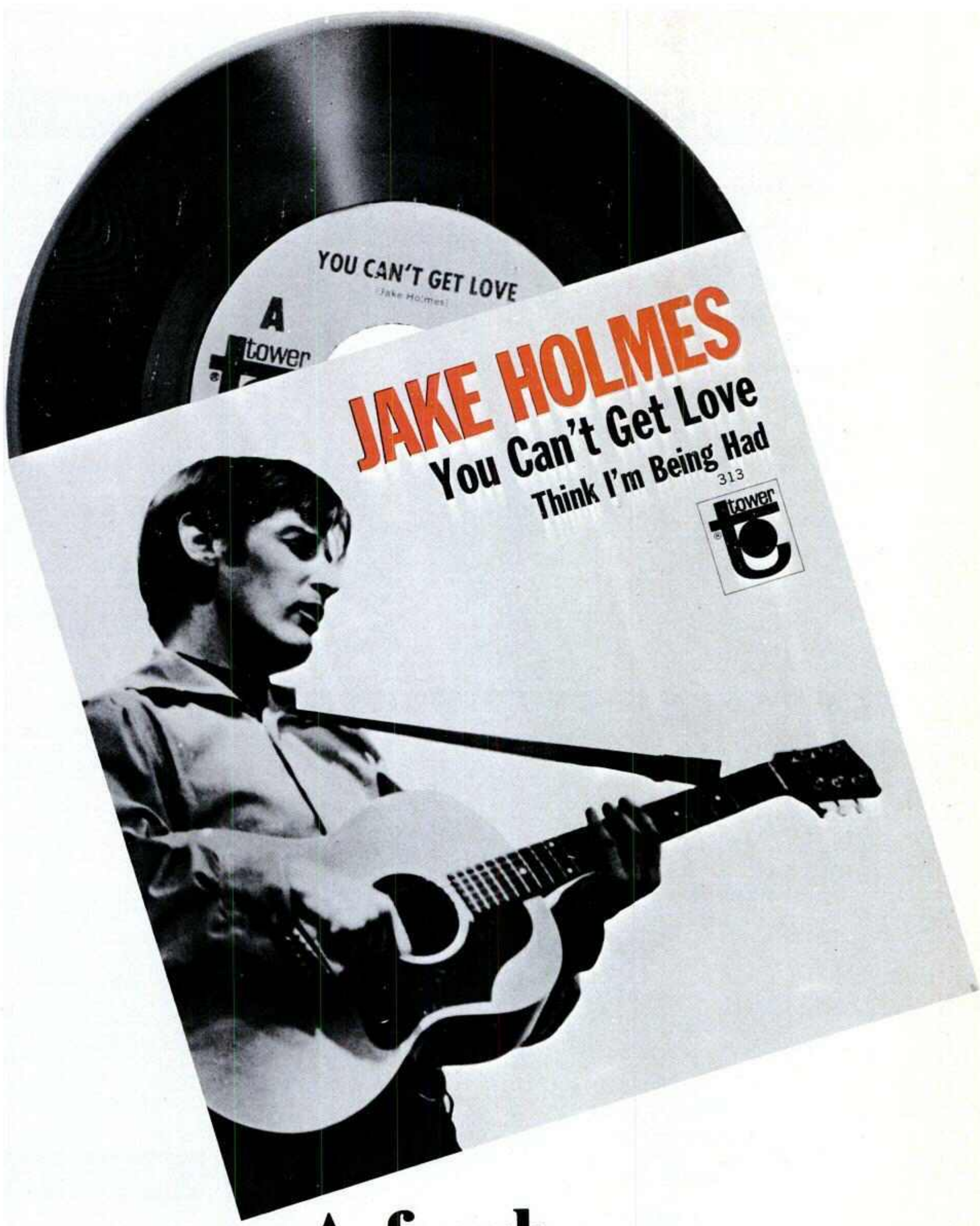
Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_



# A fresh, new talent

Jake Holmes—a great song writer...  
an exciting personality...  
a future star... a great first record.





# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 160—Last Week, 116

\*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

**PAUL REVERE & THE RAIDERS—UPS AND DOWNS** (Prod. by Terry Melcher) (Writers: Lindsay-Melcher) (**Daywin, BMI**)—Hot on the heels of their "Good Thing" hit comes this solid rock entry with a good teen lyric. Should ride to the top of the Hot 100 in short order. Flip: "Leslie" (Boom, BMI). **Columbia 44018**

**THE DOORS—BREAK ON THROUGH (To the Other Side)** (Prod. by Paul A. Rothchild) (Writers: The Doors) (**Nipper, ASCAP**)—Powerful debut for a topnotch new group is this excitement filled rocker which should hit the charts with impact and soar straight to the top. Flip: "End of the Night" (Nipper, ASCAP). **Elektra 45611**

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

**BRIAN HYLAND—HUNG UP IN YOUR EYES** (Prod. by Snuff Garrett) (Writers: Curtis-Hardin) (**Viva, BMI**)—Smooth rhythm ballad entry should bring Hyland back onto the charts with a bang. Solid dance beat right in the teen groove in this top Snuff Garrett production. Flip: "Why Mine" (Viva/Whitewood, BMI). **Philips 40424**

**THE CHICAGO LOOP—RICHARD COREY** (Prod. by Bob Crewe & Al Kasha) (Writer: Simon) (**Electric, BMI**)—Group who scored on the charts with "She Comes to Me" have a hot chart contender in this intriguing Paul Simon number. Exceptional production work by Bob Crewe and Al Kasha. Flip: "Cloudy" (Saturday, BMI). **Dynovoice 230**

**PERCY SLEDGE—BABY, HELP ME** (Prod. by Quin Ivy & Marlin Greene) (Writer: Wommack) (**Pronto/Quinvy, BMI**)—Sledge will be riding the Hot 100 once again with this Travis Wammock rocker, given his usual exciting treatment. Moves from start to finish. Flip: "You've Got That Something Wonderful" (Pronto/Quinvy, BMI). **Atlantic 2383**

**\*IAN & SYLVIA—LOVIN' SOUND** (Prod. by John Court) (Writer: Tyson) (**Witmark, ASCAP**)—An impressive MGM debut for the folk duo with a highly commercial sound. Infectious folk rocker given an exciting performance should establish them as top singles seller. Flip: "Pilgrimage to Paradise" (Pennywhistle, BMI). **MGM 13686**

**THE OUTSIDERS—I'LL GIVE YOU TIME TO THINK IT OVER** (Prod. by Tom King) (Writers: Kelly-King-Turek) (**Beechwood, BMI**)—Hot follow up to their "Help Me, Girl" is this groovy rock number performed in raucous style. Should surpass their previous hit on the charts. Flip: "I'm Not Trying to Hurt You" (Beechwood, BMI). **Capitol 5843**

**THE IMPRESSIONS—YOU ALWAYS HURT ME** (Prod. by Johnny Pate) (Writer: Mayfield) (**Chi-Sound, BMI**)—Curtis Mayfield rocker gets a solid workout by group making it a top contender for the Hot 100. Johnny Pate production is exceptional. Flip: "Little Girl" (Chi-Sound, BMI). **ABC 10900**

**SMOKEY ROBINSON & THE MIRACLES—THE LOVE I SAW IN YOU WAS JUST A MIRAGE** (Prod. by Wm. Robinson-W. Moore) (Writers: Robinson-Tarplin) (**Jobete, BMI**)—Easy rocker given a powerful vocal workout by the group is destined to be a hot chart item. The excitement builds to the end. Flip: "Come Spy With Me" (Jobete, BMI). **Tamla 54145**

**THE WOOLIES—WHO DO YOU LOVE** (Prod. by Jill Gibson & Don Altfield) (Writer: McDaniels) (**Arc, BMI**)—New group could make it the first time around with this top dance item that moves to the end. The right exposure could bring it onto the charts. Flip: "Hey Girl" (Trousedale, BMI). **Dunhill 4052**

**THE PLATTERS—WITH THIS RING** (Prod. by Luther Dixon) (Writers: Wylie-Dixon-Hester) (**Vee Vee, BMI**)—Top vocal workout of a good rock ballad could be the one to bring the Platters back to the Hot 100 in fine style. Outstanding Luther Dixon production has all the earmarks of a hit. Flip: "If I Had a Love" (Gon-Jo/Sweet River, BMI). **Muscor 1229**

**THE CASUALEERS—DANCE, DANCE, DANCE** (Prod. by Rod McBrien & John Giametta) (Writers: McBrien-Giametta) (**Barracks 9/Frost, BMI**)—Solid dance beat and a groovy vocal workout should bring the good new group on the charts in short order. Top item for the teen market. Flip: "There's Something About This Girl" (Barracks 9/Frost) **Roulette 4722**

**MARIANNE FAITHFULL—IS THIS WHAT I GET FOR LOVING YOU?** (Prod. by Andrew Loog Oldham) (Writers: Goffin-King-Spector) (**Screen Gems-Columbia, BMI**)—Up tempo change of pace ballad, penned by Goffin, King and Spector, should have Faithfull riding the Hot 100 chart once again. Strong Andrew Loog Oldham production featuring an unusual Dixie Break. Flip: "Tomorrow's Calling" (Immediate, BMI). **London 20020**

**DRAFI—I WANNA TAKE YOU HOME** (Prod. by Hansa Schallplatten) (Writer: Tubbs) (**Burlington, ASCAP**)—Top German production and strong material handled well by Drafis has all the ingredients for a Hot 100 item. Flip: "Trouble" (Tri-Part/Pambar, BMI). **London 105**

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

**JERRY VALE—Signs** (Mills, ASCAP)—Have You Seen the One I Love Go By (Gil, BMI). **COLUMBIA 44027**  
**CLAUDINE LONGET—Here, There and Everywhere** (Maclen, BMI). **A&M 832**  
**THE NASHVILLE TEENS—Words** (Derek Lawrence, England). **MGM 13678**  
**GAIL MARTIN—Theme from "The Sand Pebbles"** (And We Were Lovers) (Hastings, BMI). **REPRISE 0556**  
**BROOK BENTON—Keep the Faith, Baby** (Kiley/Anne-Rachel, ASCAP). **RCA VICTOR 9105**  
**GENE MCDANIELS—The Touch of Your Lips** (Anne-Rachel, ASCAP). **COLUMBIA 44010**  
**JOHNNY TILLOTSON—Tommy Jones** (Camilla, BMI). **MGM 13684**  
**JIM LOWE—Gambler's Guitar** (Frederick, ASCAP). **UNITED ARTISTS 50124**  
**JIM AMECHE—John Fitzgerald Kennedy** (Music, Music, Music, ASCAP). **RCA VICTOR 9103**  
**THE MAGPIES—Maisy** (Pamco, BMI). **ABC 10893**  
**TONY MOTTOLA—The Gang That Sang Heart of My Heart** (Robbins, ASCAP). **PROJECT 3 1303**  
**JULIE ANDREWS—Don't Go in the Lion's Cage Tonight** (Vogel, ASCAP). **COLUMBIA 44029**  
**THE IMPROPER BOSTONIANS—Set You Free This Time** (Tickson, BMI). **MINUTEMAN 208**  
**DON GRADY—Impressions with Syvonne** (Let it Happen, BMI). **CANTERBURY 507**  
**THE GUESS WHO?—His Girl** (Five Sisters, BMI). **AMY 976**  
**TEDDY RANDAZZO & HIS ORK—Per un Pugno Di Dollari** (South Mountain, BMI). **MGM 13682**  
**MONGO SANTAMARIA—Mango's Boogaloo** (Mongo, BI). **COLUMBIA 43962**  
**DIANMANN CARROLL—Good-Bye Young Dreams** (Songfest, ASCAP). **COLUMBIA 44016**  
**THE HOWARD STREET STATION—Sweet Potato Pie** (Tattersall, BMI). **KAPP 807**  
**FLIP CARTRIDGE—Loserville** (H&L, BMI). **PARROT 317**  
**ERNIE K-DOE—Dancin' Man** (Don, BMI). **DUKE 411**  
**SHORTY LONG—Chantilly Lace** (Glad, BMI). **SOUL 35031**  
**THE STRINGS OF FORTUNE—I'll Hear Music** (Sands, BMI). **RCA VICTOR 9102**  
**CREAM—I Feel Free** (Dratleaf, BMI). **ATCO 6462**  
**AL HIRT—Boy Watchers' Theme** (Five Sisters, BMI). **RCA VICTOR 9106**  
**JOHN RHYS & THE LIVELY SET—Boy Watchers' Theme** (Gomba, BMI). **IMPACT 1024**  
**STEVE ROSSI—In My Lonely Room** (Catalogue, BMI). **MUSICOR 1234**  
**RAY BARRETTO—Hawaii** (United Artists, ASCAP). **UNITED ARTISTS 50130**  
**EARL GRANT—I Love You, Yes, I Do** (Louis, BMI). **DECCA 32093**

**THE BACK PORCH MAJORITY—Southtown U. S. A.** (Gallico, BMI). **EPIC 10129**  
**WENDI—The Right Boy** (Berboris, BMI). **CHAMP 3401**  
**DANA VALERY—You Don't Know Where Your Interests Lie** (Charing Cross, BMI). **COLUMBIA 44004**  
**HOLIDAYS—Love's Creeping Up on Me** (Groovesville, BMI). **REVILLOT 205**  
**THE YELLOW BALLOON—Yellow Balloon** (Teeny Bopper, ASCAP). **CANTERBURY 508**  
**HERMIONE GINGOLD—Does Your Chewing Gum Lose Its Flavor on the Bedpost Over Night?** (Mills, ASCAP). **CAMEO 462**  
**THE BRAVE NEW WORLD—It's Tomorrow** (Burdette, BMI). **EPIC 10123**  
**THE FANTASTIC ZOO—Light Show** (Hot Shot, BMI). **DOUBLE SHOT 109**  
**THE GREAT PRETENDER—What's the World Comin' To** (Smooth/Noma, BMI). **REPRISE 0555**  
**HUGH MASEKELA—Chisa** (Cherio, BMI). **CHISA 003**  
**BRENDAN HANLON—Angelique** (Screen Gems-Columbia, BMI). **COLUMBIA 44012**  
**HERSCHEL THOMAS—Come Back Where You Belong** (Stu-Rossi, BMI). **LEO-TODD 1**  
**THINGS TO COME—Sweetgina** (Fairchild, BMI). **STARFIRE 103**  
**SETH LONDON—Miss You** (Anne-Rachel, ASCAP). **MGM 13680**  
**LEE EVANS—Theme from "Grand Prix"** (Feist, ASCAP). **MGM 13679**  
**MICKY DOLENZ—Don't Do It** (4 StarPopcorn/Cord, BMI). **CHALLENGE 59353**  
**THE HESITATIONS—Soul Kind of Love** (Millbridge/Daedalian, BMI). **KAPP 810**  
**LYNN CASTLE—The Lady Barber** (Madcap/Northern, ASCAP). **LHI 17003**  
**THE RICOCHETTES—Find Another Boy** (Destination, BMI). **DESTINATION 629**  
**SAM & THE IRIDESCENTS—Without My Sugar** (Trousedale, BMI). **CAPITOL 5834**  
**MICHAEL A. PRITCHETT—Monkeyshine** (Teardrop, ASCAP). **MIKAL 2403**  
**JAY ROBINSON & THE DYNAMICS—I Can't Live Without You** (Papa Don, BMI). **MALA 551**  
**MIKE EVANS—Gruesome** (Jepalana, BMI). **A&M 837**  
**RUSTY ADAMS—Gonna Hang John Sutton** (Cedarwood, BMI). **JED 10,006**  
**KENNY BERNARD—Hey Woman** (Mills, ASCAP). **COMPASS 7002**  
**CAROLE WALLER—Stop and Get a Hold of Myself** (Blackwood, BMI). **U. S. A. 863**  
**THE VISIONS—Black and White Rainbow** (Camarillo, BMI). **WARNER BROS. 5898**  
**THE INVITATIONS—Watch Out Little Girl** (Rabbits Foot, BMI). **MGM 13666**  
**DIANNE BROOKS—In My Heart** (Wild indigo, BMI). **VERVE FOLKWAYS 5036**  
**(ye olde) INN CROWD—Keep Your Hands Off My Baby** (Colgers, BMI). **MONTEL-MICHELLE 986**

## COUNTRY SPOTLIGHTS

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

**SONNY JAMES — NEED YOU** (Prod. by Marvin Hughes) (Writers: Blackburn-Mitchell-Porter) (**Bibo ASCAP**)—James is sure to keep his chain of top 10 hits unbroken with his warm reading of a beautiful ballad. He's in great form in this Marvin Hughes production. Flip: "On and On" (Marson, BMI). **Capitol 5833**

**JAN HOWARD—ANY OLD WAY YOU DO** (Writer: Howard) (**Wilderness, BMI**)—Howard will be back at the top of the country charts with this outstanding rhythm entry, penned by her husband Harlan. Her usual top performance can bring her onto the pop charts with this one. Flip: "Your Ole Handy Man" (Combine, BMI). **Decca 32096**

**BOBBY BARE—CHARLESTON RAILROAD TAV-ERN** (Prod. by Chet Atkins) (Writer: Smith) (**Southtown, BMI**)—Mark this up as another winner for Bare. Exceptional delivery of first rate material in this top Chet Atkins production. Flip: "Vincennes" (Morris, ASCAP). **RCA Victor 9098**

**BEN COLDER—GREAT MEN REPEAT THEMSELVES** (Prod. by Jack Clement) (Writers: Hartford-Starcher-Holcomb) (**Glaser, BMI**)—**THERE GOES MY EVERYTHING No. 2** (Prod. by Jack Clement) (Writer: Frazier) (**Blue Crest/Husky, BMI**)—Two hilarious parodies by the master. Top side is a clever take off on Buddy Starcher's "History Repeats Itself," while the flip answers Jack Greene's No. 1 hit. Destined to be big in pop markets also. **MGM 13668**

**WILLIE NELSON—THE PARTY'S OVER** (Prod. by Chet Atkins) (Writer: Nelson) (**Pamper, BMI**)—Nelson penned this plaintive ballad and performs it to perfection. Should bring him right back to the top ten. Flip: "Make Way for a Better Man" (Delmore, ASCAP). **RCA Victor 9100**

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

**LARRY WILLIAMS & JOHNNY WATSON—Mercy, Mercy, Mercy** (Zawinul, BMI). **OKEH 7274**  
**ARTHUR CONLEY—Sweet Soul Music** (Redwal, BMI). **ATCO 6463**  
**THE THREE SOUNDS—The Frown** (Blue Horizon, BMI). **BLUE NOTE 1928**  
**KING COLEMAN—The Boo Boo Song** (Dynatone, BMI). **KING 6085**  
**GENE CHANDLER—Girl Don't Care** (Jalynne/Cachand/BRC, BMI). **BRUNSWICK 55312**  
**WILLIE HUTCH—How Come Baby, You Don't Love Me** (Rivers, BMI). **SOUL CITY 754**  
**CLARENCE GREEN & THE RHYTHMAIRES—I'm Wondering** (Don, BMI). **DUKE 410**  
**SHIRLEY WAHLS—That's How Long (I'm Gonna Love You)** (Jalynne, BMI). **KING 6083**  
**WASHINGTON SMITH—Fat Cat** (Home-Made, ASCAP). **OKEH 7275**  
**LARRY CAPPEL—River of Soul** (Unbelievable, BMI). **RCA VICTOR 9088**  
**THE CAESARS—Get Yourself Together** (Flomar, BMI). **LANIE 2001**  
**LITTLE CHARLES & THE SIDEWINDERS—Talkin' About You, Babe** (New Ideas, BMI). **DECCA 32095**  
**JUNE SIMS—Tell the Whole World** (Dynatone, BMI). **KING 6070**  
**SOUNDBREAKERS—Trying to Get Back to You** (Sagittarius, BMI). **SYMBOL 220**  
**MILL EVANS—Right Now** (Frontiac, BMI). **KING 6084**  
**DEBONAIRE—I'm in Love Again** (Groovesville, BMI). **SOLID HIT 104**

## R&B SPOTLIGHTS

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


**JEANETTE WILLIAMS — THE SOFT TOUCH** (Writer: Malone) (**Don, BMI**)—Soulful performance by Williams of topnotch material will be a hot chart item, that can do equally well in pop markets. Flip: "All of a Sudden" (Don, BMI). **Back Beat 568**

**WILLIE WEST—GREATEST LOVE** (Prod. by Marshall E. Sehorn & Allen Toussaint) (Writer: Toussaint) (**Marsaint, BMI**)—Slow wailing blues, number given a powerful vocal workout by West is a highly potent item. Can expect much chart action with the right exposure. Flip: "Hello Mama" (Marsaint, BMI). **Deesu 306**

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

**DEL REEVES—Blame It on My Do Wrong** (Blue Crest, BMI). **UNITED ARTISTS 50128**  
**JOHNNY CASH & JUNE CARTER — Jackson** (Bexhill/Quartet, ASCAP). **COLUMBIA 44011**  
**BILLY LARGE—My \$3.98 Plastic Mail Order Guitar** (Acclaim, BMI). **COLUMBIA 44002**  
**HANK MILLS—A Stitch in the Hand** (Buckhorn, BMI). **DECCA 32097**  
**KENNY HART—Happy Rain** (Bullet, ASCAP). **BULLET 11006**  
**ARLEEN HARDEN—You and Only You** (Southtown, BMI). **COLUMBIA 44001**  
**GENE DAVIS—An Open Letter to Country Music DJ's** (Blue Crest, BMI). **COLUMBIA 43994**  
**MARTY MARTEL—Party Going Guy** (Tree, BMI). **DIAL 4053**





**Supremes #1:**  
**LOVE IS HERE AND  
NOW YOU'RE GONE**

MOTOWN 1103

**MOTOWN  
RECORD CORP.**

*The Sound of Young America*

ADVERTISEMENT  
**TAPE  
CARTRIDGE  
TIPS**

by *Larry Finley*

Although this column is being written four days prior to the Automotive Accessories Manufacturers Association Show at the New York Coliseum, information has been received that AUTOMATIC RADIO MANUFACTURING COMPANY of Boston, Massachusetts, has contracted for the largest exhibit space. Their 90-foot display will feature the AUTOMATIC line of automobile radios, "Vornado" air conditioners (manufactured by Automatic), and their line of automotive and home stereo tape cartridge players.

AUTOMATIC RADIO, which is recognized as one of the largest manufacturers of automobile radios and air conditioners, has become a major factor in the stereo tape cartridge business during the past 18 months. In addition to manufacturing eight-track players at their factory in Boston, they have placed one of the largest import orders in the industry with Japan.

The AUTOMATIC exhibit will also feature personal appearances by many recording stars. These personalities are being provided by the various record labels which are licensed to ITCC.

David Nager, vice-president of the firm, told us that the emphasis at their exhibit will be on their new eight track stereo tape player which can be used in automobiles as well as in the home. A major portion of their display is also being devoted to the complete ITCC line of eight and four track stereo tape cartridges which they distribute nationally to the automotive and electronic industry.

The interest and acceptance of stereo tape players and cartridges by the automotive industry has made AUTOMATIC RADIO a major factor in the field. Their sales program has now placed music, in cartridge form, in over 10,000 outlets that have never before handled music. According to Nager, the movement of cartridges off of the dealers' shelves has increased ten-fold during the past six months.

# TAPE CARtridge

## ARS TO HANDLE MERCS. 'FAMILY'

CHICAGO — Mercury Records has contracted with Automatic Radio Sales, Inc., of Melrose, Mass., to distribute the Mercury family of 4 and 8-track tape CARtridges. The pact was signed last Wednesday (1) by Irwin H. Steinberg, executive vice-president of Mercury, and Dave Nager, vice-president of Automatic Radio. The agreement calls for the cartridge catalogs of Philips, Smash, Fontana and Limelight to be made available to 6,000 automotive outlets. The catalog currently contains 89 4-track and 137 8-track cartridges.

## Philips Competitors' Dilemma: When to Begin Local Production

By **MIKE HENNESSEY**

PARIS — Record companies using the Philips cassette system are preparing for the second phase of the operation to establish musicassettes as an important complement to the disk market. But the problem facing European manufacturers of competing systems is to determine when to go into local production.

The market is far too small at present to make production in France of players and cartridges feasible. On his recent

visit to France to sound out the interest in 4 and 8-track cartridges, Ron Gordon, the international division director of Muntz Stereo-Pak said, "I found firms ready to manufacture our product but until the demand reaches a sufficient volume it would not be a practical proposition."

Nevertheless, Gordon added, that if the cartridge system were really to take hold in France it would have to be as a strong, true reproduction system for pre-recorded music. Meanwhile, Gordon has found several companies ready to import the Muntz players and cartridges and he estimates that the car player would sell for between \$50 and \$60 in France and the cartridges for \$6 (4-track) and \$7 (8-track). He thought a home system could be sold for under \$100.

### Provisional Accord

Gordon reached provisional agreements with Barclay and Vogue to make use of their catalogs and the company's French program might be initiated by duplicating cartridges in the U. S. to begin with.

"We are not interested," said Gordon, "in appointing someone to distribute and sell our products. If we are going to take a major portion of the French market, we have to have a major company pushing our machines. We would be ready to introduce a differently packaged machine under a record company's label."

Meanwhile, 8 and 4-track systems on the French market are limited to a trickle of imported material. French RCA, which has a stock of American material in cartridge form, is selling in very small quantities to owners of imported machines. There will be no attempt to introduce a French catalog until the 8-track playback equipment in France—perhaps through an agreement with one or more automobile manufacturer.

RCA demonstrated its machines at the Paris Boat Show this week where they received considerable interest.

### Imported Model

Grundig-Telefunken's player—similar to but not compatible with the Philips musicassette system—is also available in France. Again these are imported models and no French catalog is available.

One company which will shortly be importing 4-track

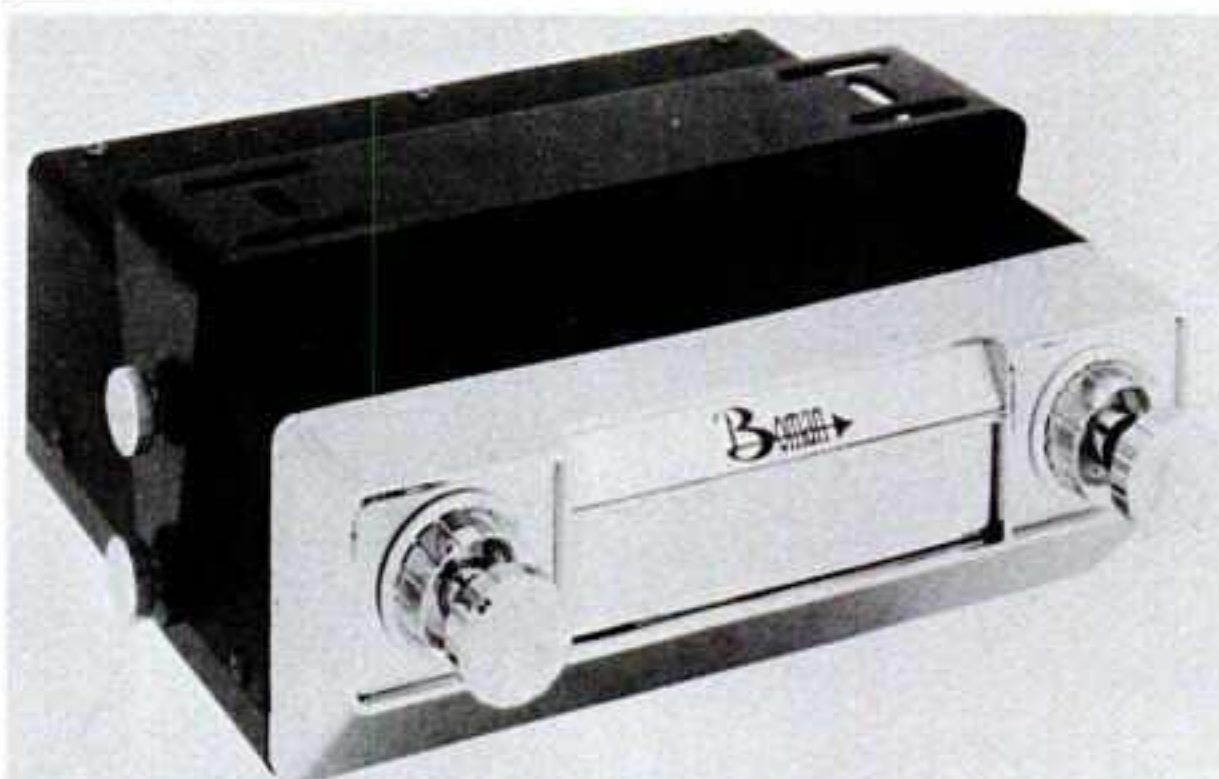
machines is Jaubert. This company has already had some success with the Japanese Taiko 8-track player which sells in France for \$102.

Michel Jaubert said, "We have already sold 100 of these players. We received a further commitment of 50 last month and another 1,000 at the beginning of this month."

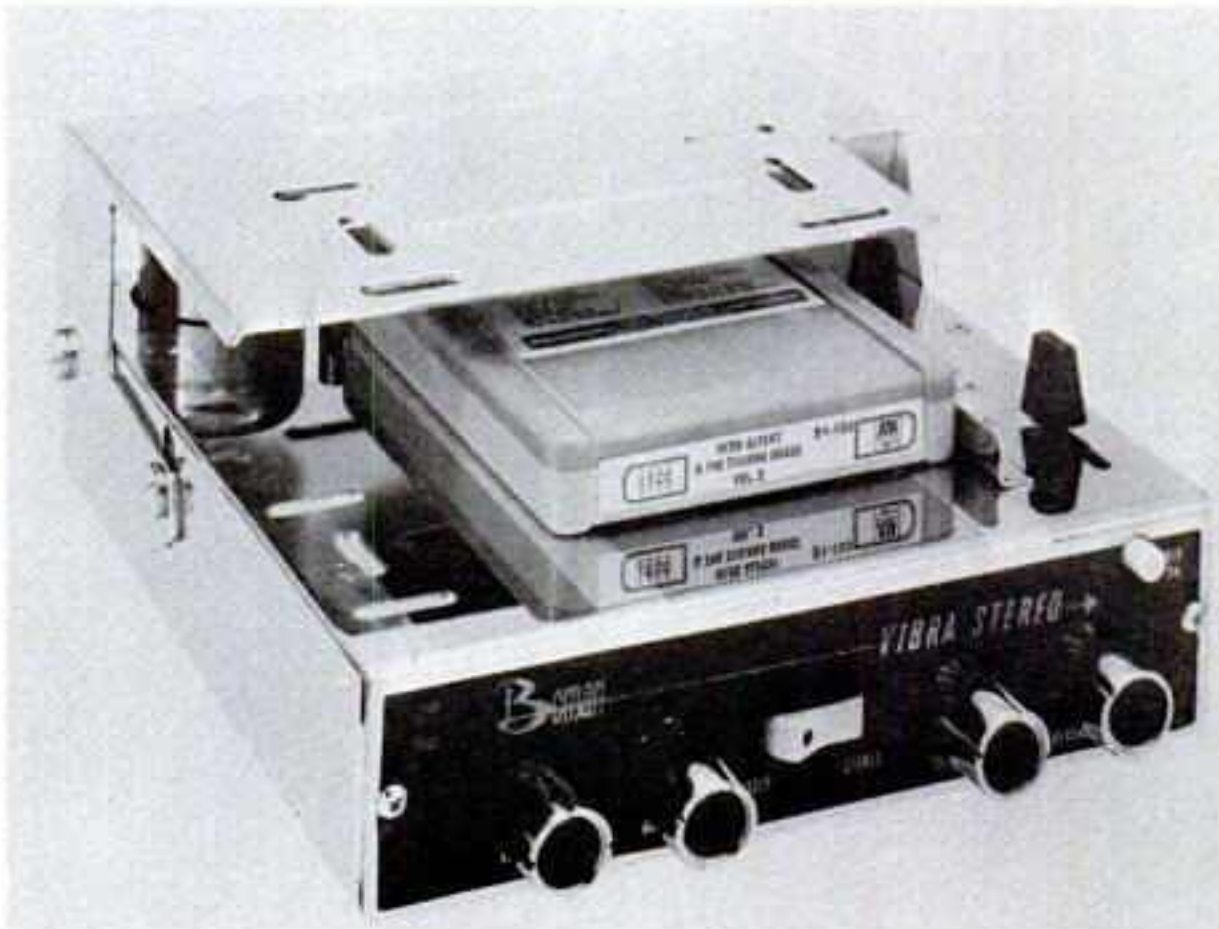
Jaubert also demonstrated its machines at the Boat Show where they were installed in Chris-Craft and other boats. They also displayed the 6-hour mood music cartridges.

Jaubert intends to solve the repertoire problem by supplying his clients with comprehensive catalogs of music available in the States in cartridge form and inviting them to order their cartridges direct from America. In this way, as the cartridges will not be for resale, duty will be lighter.

Jaubert estimates that an 8-track cartridge should cost approximately \$4.50. Jaubert is already supplying the Taiko player to General Motors, Chrysler and Mercedes in France and he is to have talks with the oil companies BP and Esso-Standard to see if they will agree to sell or rent cartridges to motorists at their filling stations.



CALIFORNIA AUTO RADIO recently unveiled its 1967 line of car stereos. At left is the Bowman 8-track De Luxe, with automatic changer and which can be changed manually by depressing the volume control knob. Suggested list is \$109. At right is the Boman Vibra Stereo, a 4-track unit with a switch on the front panel that enables the listener to play the auto radio through the reverberation amplifier. Suggested list is \$99.95.



## Merc.'s New Releases Will Double CARtridge Catalog

CHICAGO—Releases soon of its own and licensed musicassettes will more than double the existing Mercury Record Corp. catalog of much-needed music for the Philips tape cartridge system.

According to Mercury's tape CARtridge product manager, Tom Bonnetti, 18 new Mercury titles are now going out to distributors and 36 items licensed to Mercury from other catalogs will be released this month. Added to the existing 49-title musicassette catalog, the new releases will bring the domestic title total to 103. During 1967, 24 new musicassette titles will be released monthly, Bonnetti said.

Meanwhile, Mercury is continuing negotiation with other U. S. record companies for

access to catalogs for cassette duplication and distribution.

"Spokesmen for every major record company have expressed great interest in the cassette," Bonnetti said. "We are near agreement with several companies for use of the catalogs for the system."

The new musicassette merchandise just now entering distribution includes albums by the 4 Seasons, Dusty Springfield, Roger Miller, Johnny Mathis, Louis Armstrong, Horst Jankowski, Erroll Garner, Sarah Vaughan, the Three Smothers, Quincy Jones, and the Smothers Brothers.

In the wake of licensing agreements late in 1966 with Music Tapes, Inc., Roulette and Audio Fidelity-Fantasy Records, Mercury is releasing this month 36 titles from these catalogs.

**NOW YOU CAN  
HAVE  
YOUR OWN  
PRIVATE  
LABEL  
CAR  
STEREO**

**IN SMALL QUANTITIES**

(9 Models to Choose From)  
3 different 8-Tracks  
4 different 4-Tracks  
1 4-Track with Reverb  
1 4 & 8 Compatible  
(All Fully Guaranteed)  
(Best Prices in the Country)

**CALIFORNIA  
AUTO RADIO, INC.**

12229 So. Woodruff Ave.  
Downey, Calif. 90241  
Tel.: 213-923-9847  
Cable: Calarad

**PAYING THRU THE NOSE for  
SHORT-RUN TAPE DUPLICATING?  
NOW! CHANNEL MARKETING OFFERS  
SHORT RUN CARTRIDGE & REEL  
DUPLICATING AT PRODUCTION PRICES!**

Find out how you can save on short run quality-control duplicating on Ampex Hi-speed eqpt. No minimum . . . no expensive "set-up" charges. 2, 4 or 8 track stereo or mono. Quick delivery.

Let us quote on your requirements:

**CHANNEL MARKETING**  
342 MADISON AVENUE NEW YORK, N. Y. 10017

*February  
Is  
"Boots Randolph Month"*

**CURRENT CHART LP**

"Boots With Strings"  
(Monument M8066 / S18066)

**CURRENT CHART SINGLE**

"The Shadow Of Your Smile"  
(Monument 976)

**NETWORK TELEVISION**

February 11—"The Jackie Gleason Show"  
February 19—"The Ed Sullivan Show"

**PLAYBOY CLUB...  
PRIVATE RECEPTIONS**

February 7—Los Angeles  
February 15—New York City  
February 22—Chicago

**ASTRO STEREO**

Featured in February  
On American Airlines' Astro Stereo

**NATIONAL RADIO SALUTE**

Coast-to-Coast Radio Salute

**COLOR-SONICS**

Featured Artist

**NATIONAL ADVERTISING**

Major Trade & Consumer Publications

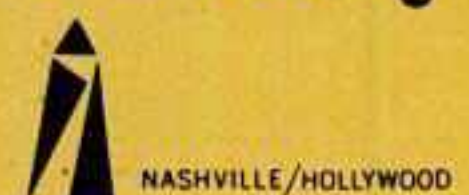


*Just Certified...*

RIAA—1 Million  
Dollars In Sales!

"Yakety Sax"  
(Monument 8002)

*Very important*  
**Boots Randolph is another reason why monument is artistry**

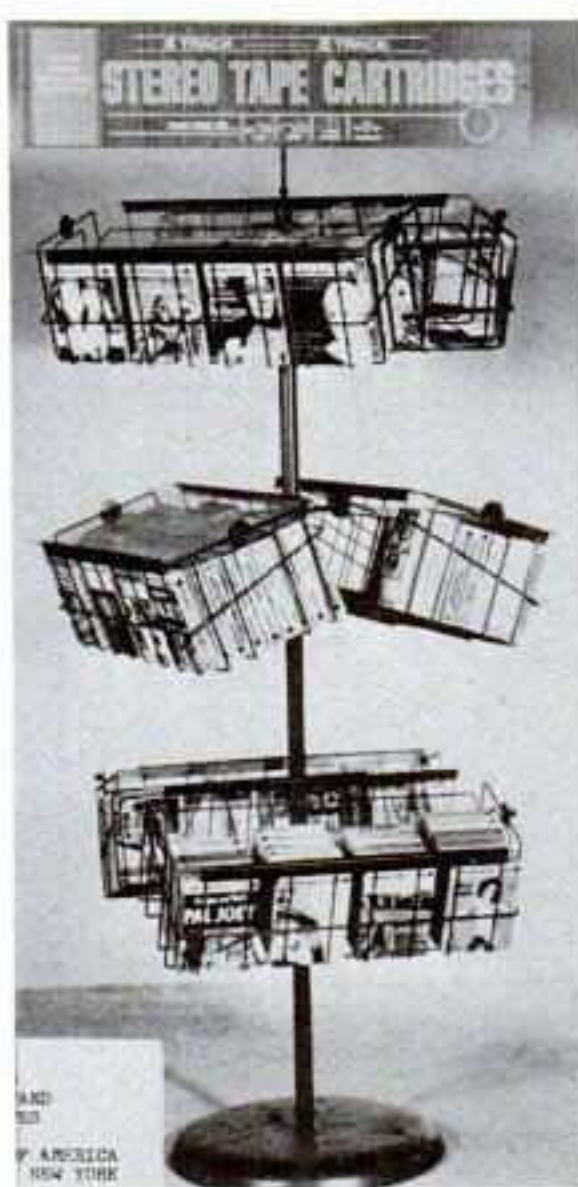


# UA Introduces Playtape '2' With Release of 48 Titles

NEW YORK—United Artists Records is issuing an initial Playtape "2" tape CARtridge release of 48 titles. The EP's will carry a suggested list of \$1.49. The release includes tapes of Ferrante & Teicher,

Bobby Goldsboro, Jay and the Americans, Shirley Bassey, Anthony and the Imperials, Del Reeves, Jimmy Roselli, Lena Horne, Ray Barretto, Tito Rodriguez and Count Basie. Other tapes contain highlights from the original soundtracks of "Dr. No," "Goldfinger," "A Man and a Woman," "Hawaii," "Never on Sunday," "A Funny Thing Happened on the Way to the Forum," and "Phaedra." UA plans an extensive advertising and publicity campaign, including in-store displays and racks, on the new program.

UA is issuing the extensive catalog because of trade and consumer response to the Playtape "2" machine, which has only been available to retailers for a few months, according to Michael Lipton, the company's vice-president and director of marketing. The tapes, available this week, make UA the second record company to market Playtapes. MGM also is producing the product.



ONE OF THE LATEST editions to the Wiremaster rack line is the revolving floor stand model which merchandises 240 tapes.

**NEW TAPE-LOADED CARTRIDGES**  
4 AND 8 TRACK  
**PRE-TESTED**  
NEWLY DEVELOPED  
**ELECTRONIC WINDING EQUIPMENT**  
Also Empty Cartridges and Bulk Tape. No Minimum Order  
Best Prices  
**AUDIO ELECTRONICS**  
A DIVISION OF HOWARD INDUSTRIES  
7305 Van Nuys Blvd.  
Van Nuys, California  
(213) 785-8891

*running on all tracks!*

**4 AND 8 TRACK DUPLICATING**

**DUBBINGS ELECTRONICS INC.**  
1305 S. Strong Ave., Copiague, N. Y., 893-1000

**When Answering Ads . . .  
Say You Saw It in Billboard**

## ABC's Berger Going On a World Tour

NEW YORK—David Berger, vice-president of ABC Records' international department, left last Wednesday (25) on a two-month world tour that includes 13 countries, Hong Kong and Hawaii. Berger began his trip by attending the San Remo Festival. Other stops include Hamburg, London, Amsterdam, Paris, Madrid, Rome, Tel Aviv, Athens, Johannesburg, Sydney, Manila and Tokyo.

He will meet licensees of all ABC labels and present releases announced at the recent ABC convention in Florida. A highlight will be the introduction of the BluesWay label. Berger plans to return to the United States in April.

# Merc.'s New Console To Be Industry First

CHICAGO—The industry's first musicassette console will be introduced by the home entertainment products division of Mercury Record Corp. at the June shows here and in New York.

Division manager Perry Winokur said that the console, one of four new cassette players to be shown, will "depart radically from the 'coffin-console' look." The unit, incorporating stereo cassette player-recorder, AM-FM receiver and record changer, will retail at \$229.95. Of square configuration, it lays emphasis on vertical rather than the customary horizontal lines.

The console and three other new models, dropping down in price to \$69.95, will, said Winokur, "be ready for delivery 10 days after the shows. The EIA consumer electronics show and the coinciding NAIM Music Show both commence June 25.

Mercury is a wholly-owned subsidiary of Philips of Holland. Winokur declined to say whether Norelco, the American arm of Philips, has a similar product in the works. "We're completely independent of Norelco," he said.

### Hang-On Unit

On the eve of the shows, Mercury will introduce an automobile hang-on musicassette player. It will play back in stereo; it will not record in stereo but will likely record in mono and be promoted as an in-transit stenographic aid. Retail price will be \$99.95. Delivery will begin in early June.

Mercury's musicassette recorder line currently includes model TR8700 at \$159.95 and model TR8000 at \$79.95. The former is a stereo recorder-player portable (AC-battery). The latter is a portable, monaural unit (AC-battery).

Winokur said that the new models will likely include digital counters for precise music selection. Selectivity, made possible by fast-forward fast-reverse, is being promoted by marketers of Philips-type players as the system's major advantage over endless-loop systems. The much-talked-about "beep" system is impractical, Winokur said, because the tape must not touch the recording head during fast-forward or fast-reverse.

Not likely to appear at the summer shows—but definitely to show up in second generation cassette recorders—will be automatic, musicassette changers, Winokur said.

He predicted that one million cassette units of all types and from all 45 present sources will be sold in the U. S. during 1967.

## 11 of 13 Cap. Titles Are Twin-Packs

LOS ANGELES—Of Capitol's 13 new releases for February, 11 of the 8-track CARtridges are twin-packs. The two LP pairings are by Stan Kenton, the Beach Boys, Kingston Trio, Nancy Wilson, Jackie Gleason, Glen Gray and the Casa Loma Orchestra, Virgil Fox and a country music wrap-up with various artists. Single packs are by Dean Martin and Jonah Jones-Glen Gray.

## LaPell's Label

NEW YORK—Dick La Pell, Sunday evening rock 'n' roll air personality on WHBI-FM in Newark, has launched a label called Action-Ville Records. Dota La Pell is vice-president.

First release is Alvin Christy with "Lover." Address is 509 Fifth Ave., New York.

# NEW! NEW! NEW! FROM MUNTZ STEREO-PAK!

## MUNTZ PRE-PAK

**Below Budget  
Blockbuster**

Muntz Pre-Pak guarantees fast traffic and big sales. Pre-Pak #1 and Pre-Pak #2 are available now from Muntz and contain 100 assorted full-album 4-track cartridges shrink-packed and fully-packaged. An exciting new sales dimension in cartridge entertainment.

### FOUR-TRACK ALBUMS

QTY.				
---	10A-498	THE VERY BEST OF RAY PETERSON	MGM	5.98
---	12A-232	CHANSON D'AMOUR—Art & Dotty Todd	Dot	5.98
---	14B-476	WONDERFUL AS EVER—Background Moods	Namdam	4.98
---	14B-519	HI-FI ROAD TO ROMANCE—Mark Hunter	Crescendo	4.98
---	14A-525	MUSIC FROM NEW SHIPSTADS & JOHNSON ICE FOLLIES—Pete King	Dot	5.98
---	14C-527	HENRY MANCINI FAVORITES—Rudolph Statler Orch. & Cho.	Wyncote	3.98
---	14A-533	DIRTY DOG—Kai Winding	Verve	5.98
---	21C-429	HULLABALOO—Original Stars	Wyncote	3.98
---	21C-431	DISCOTHEQUE WITH THE DOVELLS	Wyncote	3.98
---	26A-388	CONFLICT—Jimmy Woods Sextet with Elvin Jones and Andrew Hill	Contemporary	5.98
---	26A-410	SONNY ROLLINS AND THE CONTEMPORARY LEADERS	Contemporary	5.98
---	26G-411	SHELLY MANNE AND HIS MEN LIVE AT THE MANNE-HOLE	Contemporary	9.98
---	4WA 1635	THE DAYS OF WILFRED OWEN—Original Soundtrack, Narrated by Richard Burton	Warner Bros.	5.98
---	4WA 1663	KALEIDOSCOPE—Original Soundtrack (46A-150)	Warner Bros.	5.98
---	60B-125	POLISH SING ALONG NO. 2—Li'l Wally and the Harmony Boys	JayJay	4.98
---	60B-126	POLISH WEDDING ALBUM—Li'l Wally and the Harmony Boys	JayJay	4.98
---	60A-132	CANCAO DO MAR & OTHER PORTUGUESE SONGS—Valentina Felix	Monitor	5.98
---	66A-219	OCTETO DE CESAR CAMARGO MARIANO—Recorded in Brazil	Fermata	5.98
---	66A-220	QUARTETO BOSSAMBA—Recorded in Brazil	Fermata	5.98
---	66A-223	SPANISH SPECTACULAR—Charles Magnante and His Orch.	Grand Award	5.98

### MINI-PAK SINGLES

QTY.				
---	4RK 0507	DON HO—Tiny Bubbles/Born Free	Reprise	1.19
---	4RK 0532	THE ELECTRIC PRUNES—I Had Too Much to Dream Last Night/Lovin'	Reprise	1.19
---	4RK 0538	DEAN MARTIN—Let the Good Times In/I'm Not the Marrying Kind	Reprise	1.19
---	4RK 0539	THE MOJO MEN—Sit Down, I Think I Love You/Don't Leave Me Crying Like Before	Reprise	1.19
---	4RK 0540	THE KINKS—Deadend Street/Big Black Smoke	Reprise	1.19
---	45K-121	JUDY COLLINS—Hard Lovin' Loser/I Think It's Going to Rain Today	Elektra	1.19
---	45K-122	THE FOUR SEASONS—Tell It to the Rain/Show Girl	Philips	1.19
---	45K-123	BOBBY HEBB—Love Me/Babe I'm Crazy (Crazy Baby)	Philips	1.19
---	45K-125	JIMMY CASTOR—Hey, Leroy, Your Mama's Callin' You/Ham Hocks Espanol	Smash	1.19
---	45K-126	THE DOORS—Break On Thru/Crystal Ship	Elektra	1.19
---	45K-127	KEITH—98.6/The Teeny Bopper Song	Mercury	1.19
---	45K-128	BLUES MAGOOS—(We Ain't Got) Nothin' Yet/Gotta Get Away	Mercury	1.19
---	45K-129	THE LEFT BANKE—Pretty Ballerina/Lazy Day	Smash	1.19
---	45K-130	SMOKESTACK LIGHTNIN'—Madine/Crossroads Blues	White Whale	1.19
---	45K-131	THE ASSOCIATION—No Fair at All/Looking Glass	Valiant	1.19
---	45K-132	THE SEEDS—Mr. Farmer/Pictures & Designs	Crescendo	1.19
---	45K-133	WILD THING—Senator Bobby/Senator Everett McKinley	Parkway	1.19

**MUNTZ STEREO PAK, INC. 7715 DENSMORE, VAN NUYS, CALIF. (213) 989-5000**

NOT AFFILIATED WITH MUNTZ-TV

# RCA Stereo 8... First in 8-Track Cartridge Tape

New RCA, Colgems, Kapp and Prestige Cartridge Tapes for February  
More Than 450 Tapes Now Available

**NOW!**  
Their second great hit



P8CG-1002

**RCA Stereo 8 Variety Packs**  
Multi-artist tapes specially programmed for listening pleasure



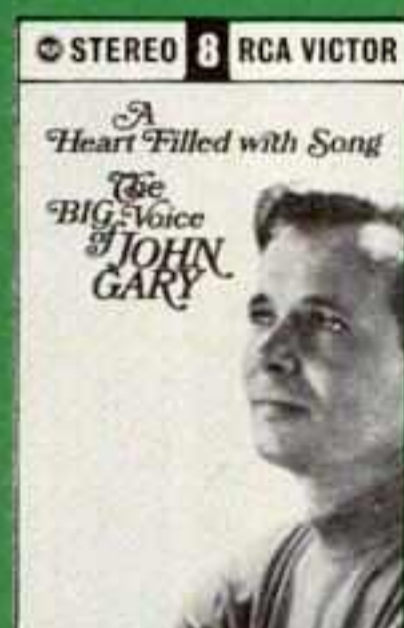
P8S-1198



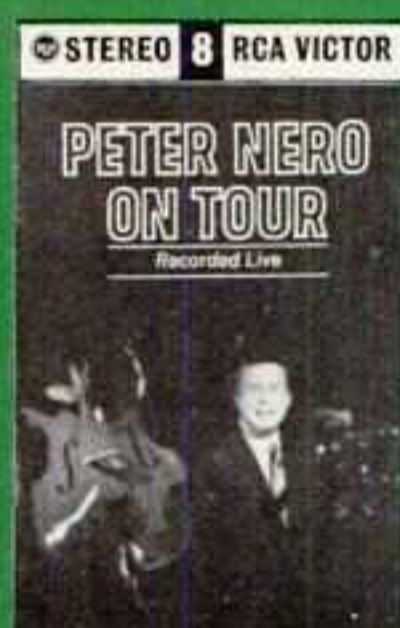
P8S-5047



R8S-1075



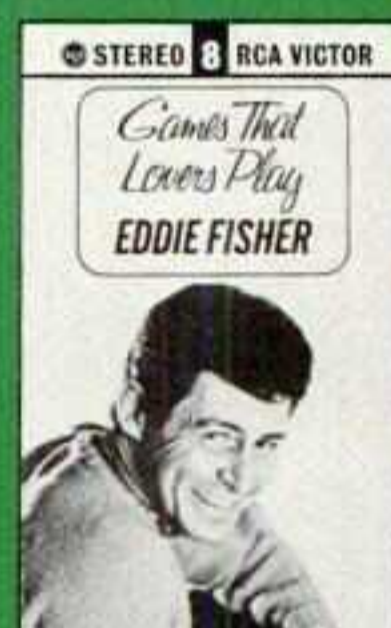
P8S-1190



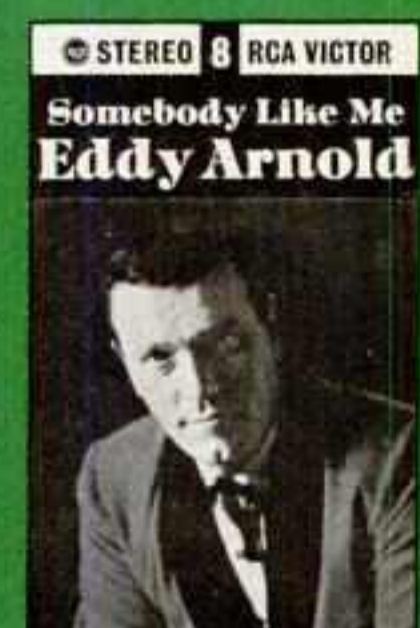
P8S-1191



P8S-1199



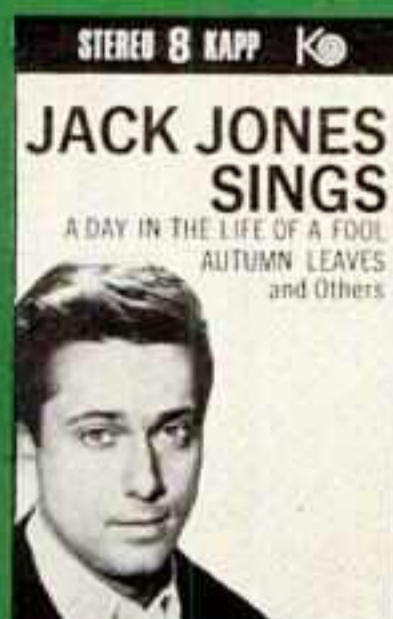
P8S-1200



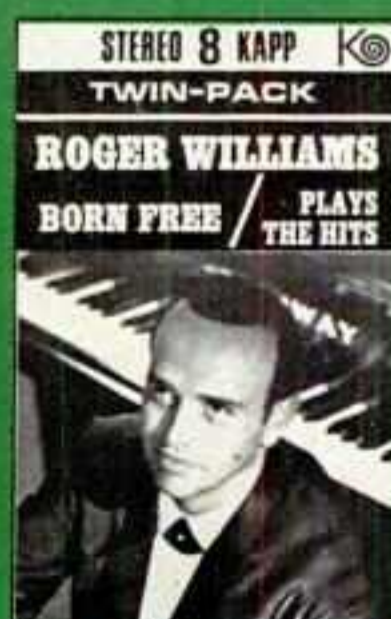
P8S-1206



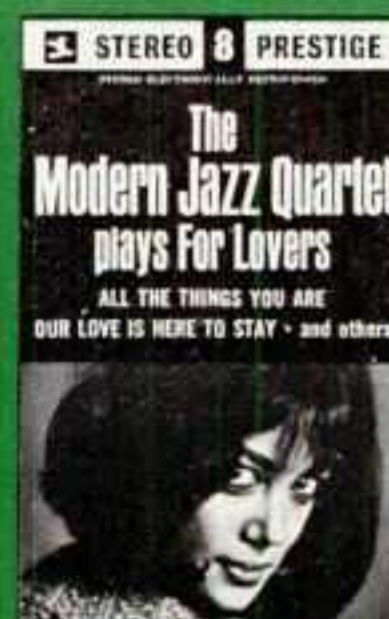
P8S-1208



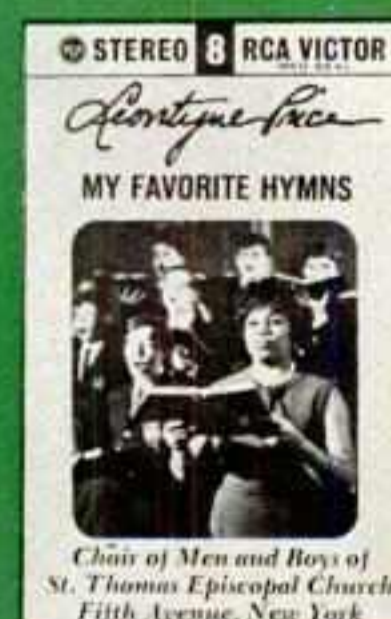
P8KA-1021



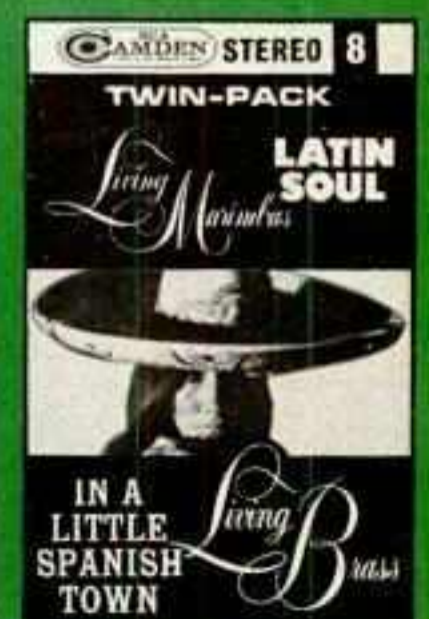
P8KA-5006



P8PR-1006



R8S-1073



C8S-5034

**RCA STEREO**  
**CARTRIDGE TAPES**

The most trusted name in sound

8-track cartridge tape developed and introduced by RCA Victor



Sincere Congratulations  
 Herzliche Glückwünsche  
 Tanti Auguri  
 Meilleurs Voeux

to *Mantovani*

Musikvertrieb AG, Zurich  
 Exclusive Decca Distributor Switzerland

**PRESTIGE IS HOT**

"Groove" Holmes has  
 a two sided hit

**"NEVER ON SUNDAY"**  
 Good Music & Top 40

**"BOO-D-DOO"**  
 Jazz and R&B  
 #431

**"PUCHO"**

**"AYE MA MA"**  
 #436

**TWO GREAT  
 NEW ALBUM ARTISTS**



LP 7491



LP 7511

Still Selling Big  
 "Groove" Holmes Albums  
 MISTY 7485  
 Soul Message 7435  
 Living Soul 7468

**PRESTIGE  
 RECORDS INC.**  
 203 So. Washington Ave.  
 Bergenfield, New Jersey

**Your  
 Heart  
 Fund  
 Fights**

HEART ATTACK  
 STROKE  
 HIGH BLOOD  
 PRESSURE  
 INBORN HEART  
 DEFECTS



**Billboard TOP 40**

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	3	8	11	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	11
2	4	9	7	MUSIC TO WATCH GIRLS BY	Bob Crewe Generation, Dyno Voice 229 (SCP, ASCAP)	7
3	2	2	12	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	12
4	17	21	5	LADY	Jack Jones, Kapp 800 (Roosevelt, BMI)	5
5	13	19	10	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	10
6	12	20	30	SWEET MARIA	Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI)	6
7	9	25	3	GEORGY GIRL	Seekers, Capitol 5756 (Chappell, ASCAP)	3
8	17	23	34	I'LL TAKE GOOD CARE OF YOUR CARES	Frankie Laine, ABC 10891 (Remick, ASCAP)	5
9	18	24	39	SUNRISE, SUNSET	Roger Williams, Kapp 801 (Sunbeam, BMI)	4
10	11	14	18	WHAT MAKES IT HAPPEN	Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)	6
11	19	32	3	DADDY'S LITTLE GIRL	Al Martino, Capitol 5925 (Cherio, BMI)	3
12	13	26	3	GREEN, GREEN GRASS OF HOME	Tom Jones, Parrot 40009 (Tree, BMI)	3
13	10	12	14	IF YOU GO AWAY	Damita Jo, Epic 10061 (Marks, BMI)	11
14	16	16	17	TINY BUBBLES	Don Ho, Reprise 0570 (Granite, ASCAP)	11
15	3	1	1	SUGAR TOWN	Nancy Sinatra, Reprise 0527 (Criterion, ASCAP)	11
16	27	33	3	PEOPLE LIKE YOU	Eddie Fisher, RCA Victor 9070 (Feist, ASCAP)	3
17	29	39	3	GONNA GET ALONG WITH-OUT YA' NOW	Trini Lopez, Reprise 0547 (Reliance, ASCAP)	3
18	25	30	35	OUR WINTER LOVE	Lettermen, Capitol 3813 (Cramart, BMI)	5
19	20	15	16	ANYONE CAN MOVE A MOUNTAIN	Harry Simeone Chorale, Columbia 43926 (St. Nicholas & Videocraft, Ltd., ASCAP)	9
20	14	8	5	MAME	Herb Alpert & the Tijuana Brass A&M 823 (Morris, ASCAP)	12
21	7	5	3	THAT'S LIFE	Frank Sinatra, Reprise 0531 (Four Star, BMI)	13
22	22	11	12	CONSTANT RAIN	Sergio Mendes & Brasil '66, A&M 823 (Peer International, BMI)	8
23	24	27	31	LIFE IS GROOVY	United States Double Quartet (Tokens-Kirby Stone Four), B. T. Puppy 524 (April, BMI)	4
24	28	40	3	DIS-ADVANTAGES OF YOU	Brass Ring, Dunhill 4065 (Scott, ASCAP)	3
25	38	—	2	SHERRY!	Marilyn Maye, RCA Victor 9076 (Chappell, ASCAP)	2
26	8	6	4	GALLANT MEN	Senator Everett McKinley Dirksen, Capitol 5805 (Chappell, ASCAP)	9
27	34	—	2	THE HONEYMOON IS OVER	Steve Lawrence & Eydie Gorme, Columbia 43930 (Chappell, ASCAP)	2
28	36	—	2	LOVIN' YOU	Bobby Darin, Atlantic 2376 (Faithful Virtue, BMI)	2
29	32	35	38	KISS TOMORROW GOODBYE	Lainie Kazan, MGM 13657 (Camilla, BMI)	7
30	31	34	36	KISS TOMORROW GOODBYE	Jane Morgan, Epic 10113 (Camilla, BMI)	7
31	33	36	40	MUSIC TO WATCH GIRLS BY	Al Hirt, RCA Victor 9060 (SCP, ASCAP)	4
32	37	—	2	SOFTLY, AS I LEAVE YOU	Eydie Gorme, Columbia 43971 (Miller, ASCAP)	2
33	—	—	1	THEME FROM "THE SAND PEBBLES"	Tony Martin, Dunhill 4073 (Hastings, ASCAP)	1
34	—	—	1	IT HURTS TO SAY GOODBYE	Vera Lynn, United Artists 50119 (United Artists, ASCAP)	1
35	35	—	2	WACK WACK	Young Holt Trio, Brunswick 55305 (Yo Ho, BMI)	2
36	—	—	1	THE LADY SMILES	Mat Monro, Capitol 5823 (Roosevelt, BMI)	1
37	—	—	1	STOOD UP	Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	1
38	—	—	1	NOW I KNOW THE FEELING	Vikki Carr, Liberty 55937 (Duchess, BMI)	1
39	—	—	1	ALL I NEED IS YOU	Brothers 4, Columbia 43984 (Shoenfan, ASCAP)	1
40	—	—	1	CABARET	Ray Conniff, Columbia 43975 (Sunbeam, BMI)	1

**'IT'S A MONSTER'**

**G  
R  
E  
A  
T  
E  
S  
T  
L  
O  
V  
E**

**Z. Z.  
HILL  
KENT 460**

ULTRA HIGH FIDELITY  
**KENT  
RECORDS**

5810 S. NORMANDIE  
 LOS ANGELES, 90044

**JUST OUT...  
AND SELLING  
LIKE MOD!**

**JOHNNY TILLOTSON**

charts a winning course with

**TOMMY JONES**

A Tandridge Production **K-13684** Produced by Paul Tannen



MGM Records is a division of Metro-Goldwyn-Mayer Inc.

HOT 100

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



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

Table with columns: THIS WEEK, 1. Wk. Ago, 2. Wk. Ago, 3. Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Contains top 32 songs.

Table with columns: 33-64, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Contains songs 33 through 64.

Table with columns: 65-100, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Contains songs 65 through 100.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large table listing songs alphabetically from All (Marks, BMI) to You Got to Me (Neil Diamond) and Bubbling Under the Hot 100 from Dark End of the Street to Hold On, I'm Coming.



# Sunday. January 22 8:51 p.m.

22 million people  
watching The Ed Sullivan Show  
saw The Lovin' Spoonful sing  
*both* of their big new hits!

## Nashville Cats

KA-219  
(check your charts this week)  
and

## Darling Be Home Soon

(check your charts next week!) KA-220

# The Lovin' Spoonful

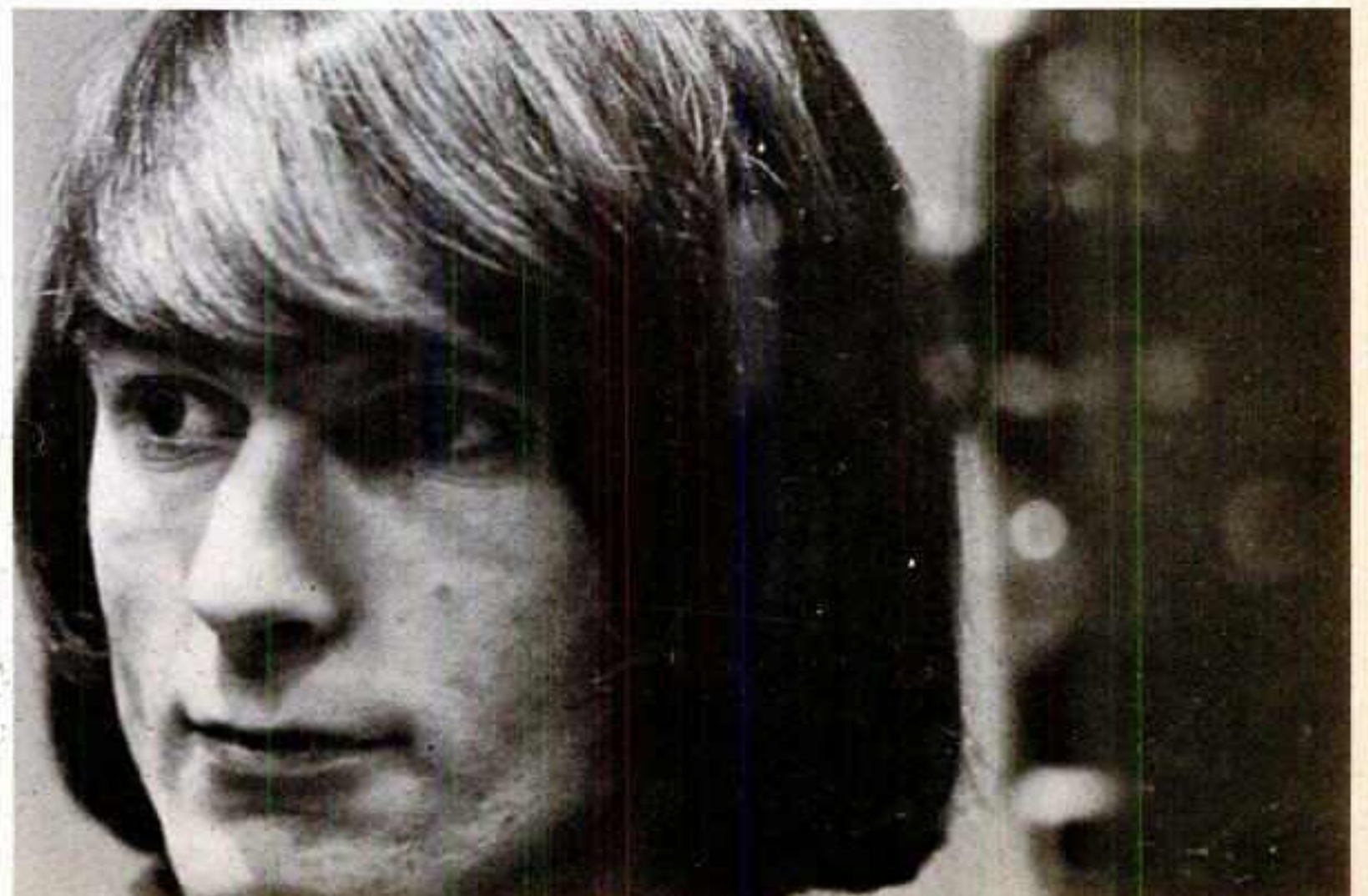
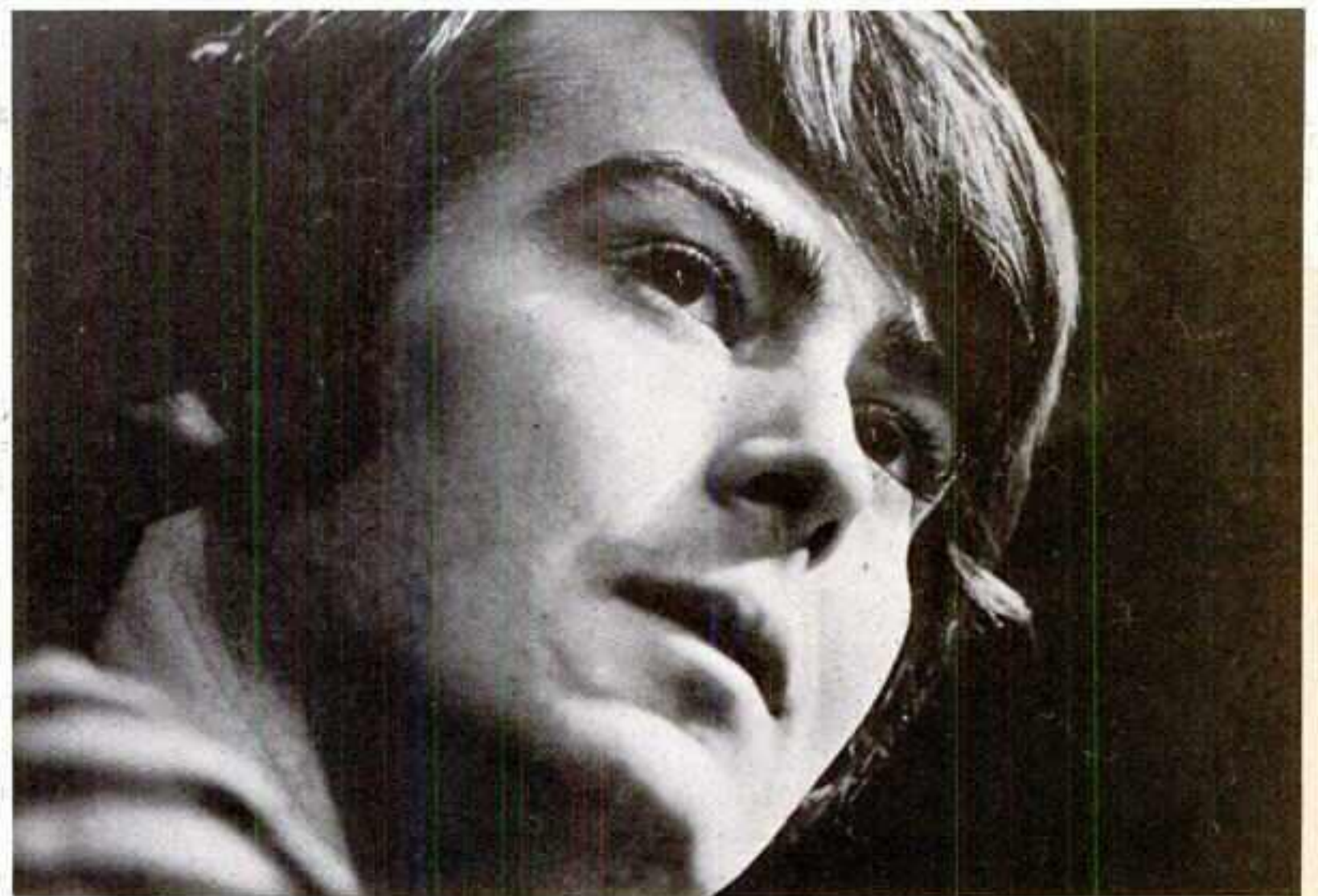
From their new  
Original Sound Track album!  
KLP/KLPS-8058 ST Also Available On Ampex Tape



### Kama Sutra RECORDS

EXCLUSIVELY DISTRIBUTED BY  
**MGM RECORDS.**  
MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Produced by: Erik Jacobsen  
A Product of Koppelman-Rubin Associates, Inc.  
For Kama Sutra Records, Inc.  
Written by: John B. Sebastian  
Faithful Virtue Music Co.



# RADIO-TV programming

## 'Steradio Single' Version Drive Picking Up Power

By CLAUDE HALL

NEW YORK—The possibility of record companies issuing stereo versions for radio airplay of singles records grows closer as various FM stereo radio stations continue their campaign. Led by Charlie Whitaker, program director of WPIX-FM, more than 40 stations—and the number is growing—scattered throughout the nation are banding together to impress on record companies the importance of their stations on stereo record sales.

The major complaint of the stations is that by the time the album appears, giving them a stereo version of a hit record for programming, the "glow" has died from the record. Most of the stations are interested in being current with their pro-

gramming, claiming that they're competing against AM stations more and more for the audience in their market.

KPEN-FM's program director Terry Smith said that a stereo version of a current hit would get three times as much airplay on his San Francisco station as a record which had already dropped off the chart. As an example, he pointed to Kapp Records' "Lady" hit by Jack Jones, saying he'd been provided a stereo dub of the record. Kapp Records also provided him with a stereo single of "Sunrise Sunset," by Roger Williams.

Project 3 Records, according to Smith, is planning to furnish stereo singles for radio station airplay.

To illustrate how vital most stereo FM stations consider it to

play the hits, Wendell L. Williams, program director of KQV-FM in Pittsburgh, says that he has to play the hits in mono.

"We feel that we can not sacrifice our total music sound just because the record industry is lagging in stereo singles production. The stereo buffs may be displeased with this policy, but until the mass acquires this critical ear, this mass medium will try to satisfy as many as possible as often as possible.

"We program singles and albums in a three-to-one ratio in favor of singles. Whenever there is a hit single available in a stereo album, we will program that version. For instance, in our singles playlist last week out of 51 records, 14 were available in stereo. You can see that KQV-FM also agrees that the record companies should provide stereo singles. Again, I stress the fact that even though we are not using the full potential of the FM band, we can not provide the proper music image by programming only stereo selections. In spite of this fact, however, KQV-FM airs more stereo music than any other FM station in the market."

### Plans to Separate

Peter V. Taylor, station manager of WXHR and WXHR-FM in Cambridge, Mass., is planning to separate his FM programming in March and go stereo with the call letter WFOG-FM. He was program and operations manager at KFOG-FM in San Francisco, one of the most successful stereo stations in the nation, from its inception in March 1963 through last November. He credits a lot of the station's popularity with listeners on "our concern over getting the singles—the good ones—as quickly as the AM stations. I think the time has arrived for the record companies to acknowledge the fact that FM stations do sell records, both singles and albums."

KFOG-FM played about two singles per hour. "We even experimented with rechanneling some of the singles by adjusting the turntable preamps so the highs came out on one channel and the lows on the other!

"Frankly, the record companies are not totally at fault; there has hardly been an excess of aggressive stereo stations. The FCC non-duplicating ruling won't change it a whole lot since most of the 'new' FM stations are either only separate part of the time, or are being automated until some other time."

He said that Atlantic Records began providing KFOG-FM with a few stereo versions of singles that it was trying to push... it was the only record company to do it consistently. "Now, with 1967 under way, it's good to see some of the New York outlets finally exerting some pressure for stereo versions of singles. Maybe this will be the year."

Steve Philips, program director of KSRE-FM, San Jose, Calif., also joins those who'd like to see stereo versions of hit singles. "If people want monaural records, they can listen to AM. Those who appreciate listening to music at its best, purchase FM, and more and

(Continued on page 30)



MERCURY'S BLUES MAGOOS, purveyors of psychedelic sound, toured Dallas recently in Stetson garb. They were shown about by, kneeling, left to right, Charles Martin, James K. Wilson Co.; Bob Rayel, Merrec, Dallas; Jimmy Rabbit of KLIF, and Jack Freeze, Merrec.

## Unroutine Program Pkg.: 600 Routines

By ELIOT TIEGEL

LOS ANGELES—Do comedy routines and bits complement top 40 programming? Apparently so, report a number of leading tight format stations who have begun using a new programming service, "Superfun," created by Mel Blanc Associates. An equal number of non-rock 'n' roll stations also report good reaction of the new programming package, states Harry O'Connor, vice-president with the humor factory.

Some 28 stations, the majority in major markets, are the first clients for the comedy service, the first radio programming ever devised by Blanc in the six years he has headed his own commercial firm.

"Superfun" consists of 600 humorous bits, called "capsules" by Blanc, running from 5 seconds to 1 minute 30 seconds. Each station leases the 600 bits on a 13-week contract, with the price varying depending on market size. The cost for exclusive utilization in one market runs from a weekly \$20 for a small city to \$450 for New York and \$300 for Los Angeles.

### 7-Inch Reels

The initial package consists

of 15 7-inch reels of tape, but the firm is switching to 12-inch disks, which will provide a cost saving and allow the package to be offered to small market stations.

Based on early public reaction as reported to Blanc, the packagers are revising their thoughts for the second grouping of 600 routines. "We are developing material directly from what we've learned from stations which have had "Superfun" on the air for three months," O'Connor said. A pattern is evolving, O'Connor added, "which indicates that the rockers are primarily using one-liners (husky voice: 'This is Anna Marie Alberghetti. I wanna thank you for playin' my rex.') while the middle of the roaders are using longer routines." One episode which appears a favorite with stations is the "Story Lady." The synopsis of one routine goes: a curse is put on a handsome prince who is turned into a frog. Only a princess's kiss can return him to his normal form. A princess spots a frog, gives it a kiss, and "instantly gets a whole bunch of warts on her lips."

### 23 Writers

Twenty-three Hollywood com-

(Continued on page 29)

### EDITORIAL

## The Whitaker Drive

Virtually by himself, Charlie Whitaker set out recently to correct what he considered a serious deficiency in the record industry—the lack of stereo versions of Easy Listening hit records. Usually these stereo tunes were not available until the album was issued and this was long after the "bloom" was off the hit. Whitaker, program director of WPIX-FM, has been carving a fairly large niche in New York with his Easy Listening stereo programming; more important, he aims to do better and feels he could accomplish this with stereo versions of new singles records. All FM stereo stations—both those using Hot 100 and Easy Listening formats—who'd like to join his campaign to encourage record companies to issue stereo versions of hit singles should write: Charlie Whitaker, WPIX-FM Radio Station, 220 East 42d Street, New York, N. Y. 10017.

## 'Spotlight System' Brings WAVI Dayton LP Crown

DAYTON, Ohio—By paying special attention to certain albums—with programming features designed to showcase them—WAVI has taken a commanding lead here as the major influence on album sales, indicating not only a large audience of adults and young adults, but an ability to persuade them to buy product.

The station received 71 per cent of the votes of record company executives, local record dealers, and distributors.

Among the methods WAVI uses to highlight certain albums are two Sunday shows, one featuring Broadway show tunes and another featuring two albums played in full. Chuck Breece, program director of the station, deejays the latter show.

In addition, new albums selected by the station for airplay receive special attention. The station spotlights given albums

and they receive extra airplay the first two or three weeks, Breece said.

Deejays at the station work from a master library and a package of LP's chosen for each show; they have the privilege of selecting the cuts to be played as well as pacing their own show.

Almost all of the records played are from albums, with the exception of singles like Frank Sinatra's "That's Life," "Born Free" by Roger Williams, and various Nancy Sinatra hits.

Bernie Wullkotte was the station's major deejay influence on album sales, but since the survey was made he has left the station. Ron Tindall, new man on the staff is holding down midday and evening slots, Jack Stack in the morning, Chuck Breece in the afternoon.

## Hope to MC Sarnoff Fete

NEW YORK—Bob Hope, a one-time recipient of the International Radio and TV Society's Gold Medal Award, will emcee the dinner tribute to Robert W. Sarnoff, RCA president, on March 9 at the Waldorf-Astoria.

Sarnoff will receive the award "for his distinguished record of public services through broadcasting."

Outstanding stars such as Harry Belafonte and his group, Metropolitan Opera singer Anna Moffo, pianist Roger Williams, and the Young Americans will perform.



ELVIS PRESLEY'S GUITAR is being presented by RCA Victor Records to the U. S. Pavilion of Expo '67 at a Montreal party hosted by Dave Boxer, CFCF deejay. From left: Boxer; Jack Masey, chief designer of the pavilion; George Harrison, vice-president and general manager of RCA Victor Co., Ltd., of Canada; and Lorraine Viau, Air-Canada hostess.

# It's a hit singles world at ABC...



"I'll Take Care of Your Cares" **FRANKIE LAINE**  
ABC-10891

"Movin' Man" **DION & THE BELMONTS**  
ABC-10896

"It's Now Winter's Day" **TOMMY ROE**  
ABC-10888

"I've Been Hurt" **THE TAMS**  
ABC-10741

"You Always Hurt Me" **THE IMPRESSIONS**  
ABC-10900

"Everything" **THE ORLONS**  
ABC-10894

"Your Love is Important To Me" **BETTY EVERETT**  
ABC-10861



A SUBSIDIARY OF ABC RECORDS, INC.

"Words of Love" **THE MAMAS & THE PAPAS**  
DUNHILL-4057

"Dis-Advantages of You" **THE BRASS RING**  
DUNHILL-4065

Theme from The Sand Pebbles –  
("And We Were Lovers") **TONY MARTIN**  
DUNHILL-4073

"Who Do You Love" **THE WOOLIES**  
DUNHILL-4052



A PRODUCT OF ABC RECORDS, INC.

"Spellbinder" **GABOR SZABO**  
IMPULSE-254



ABC RECORDS, INC.  
BEVERLY HILLS / NEW YORK

A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.

DISTRIBUTED IN CANADA BY SPARTON OF CANADA, LTD.

www.americanrecords.com

In the hush of night,  
like a bittersweet refrain, comes  
**A CERTAIN SMILE**

VK-10480

to haunt your charts again!

**ASTRUD GILBERTO** and  
**WALTER WANDERLEY**

The girl from Ipanema meets the  
"Summer Samba" man...  
a certain hit!

From their exciting new album



V/V6-8673



Also available on Ampex Tape  
Verve Records is a division of  
Metro-Goldwyn-Mayer, Inc.



## WMC Goes Stereo and Pop

MEMPHIS, Tenn.—Scripps-Howard's local FM outlet, WMC, went stereo and contemporary effective Feb. 1, and is billing itself "America's most powerful FM contemporary music station."

It is the first area FM station

### FM Study Plan

WASHINGTON — The National Association of Broadcasters' FM Committee has approved research aimed at determining what types of programming FM stations are offering under the Federal Communications Commission's AM-FM separation rule. A questionnaire is now being sent to FM stations.

to go pop, according to station manager, Dean Osmundson. WMC is utilizing a new 400,000-watt stereo transmitter.

Programming from national and local charts, Osmundson is presenting, as he puts it, "all kinds of popular recording personalities, from the Monkees to Frank Sinatra and from rock 'n' roll to rhythm and blues and soul."

WMC is a 24-hour operation. Pop programming will fill the 6 p.m. to midnight period.

"We decided to introduce the contemporary sound on FM to perform a new broadcast service for the area," Osmundson said. "The station's over-all format will be toward more music and less talk."

# 'Steradio Single' Version Drive Picking Up Power

• Continued from page 26

more are purchasing FM multiplex stereo units."

In Lodi, Calif., manager Steve Snell of WCVR-FM, said: "We would certainly welcome and play the new releases if they were available in stereo." Only a campaign, he felt, could make the record companies realize "we have a potent force for exposing new releases."

### Singles Plea

Joe Young of KCJC-FM in Merriam, Kan., said his station "could use a great many single

records if they were issued in stereo. Since we are Kansas City's only full-time FM stereo station, I feel that our listeners are missing a great deal of the current good music by having to wait until a stereo album is issued."

David Steere, manager of WKMI and WSEO-FM in Kalamazoo, Mich., said he would "welcome with wide open arms any stereo single record service."

Because of the faith of management in FM stereo, WKOX in Framingham, Mass., is upping its ERP to 50 k.w. and pro-

gram director Bernard C. Silva said: "As to the sale of stereo albums, we know we have a very definite influence in this area. We have been contacted by record stores for information on a new album played on this station and requested by the listener. Many customers mention hearing stereo albums on WKOX-FM and buy them as a result of hearing them. In addition, we receive on the average about 20-30 calls per week requesting information on records we've played."

### A Printed Form

Also, it has got to a point where we now have a printed form to answer requests for information received in the mail. All of this points up, quite well, I think, the fact that FM stereo radio does sell stereo albums. I think the record distributors are beginning to realize this fact. When WKOX-FM first started stereocasting, we had to buy all of our records. Now, I'm happy to say, we receive excellent co-operation from the record companies. The only problem we now have is that we have to wait until an artist has cut an album which includes his or her hit song before we can play it." He said he would like to see a stereo sampler album put out by record companies.

Many other FM stereo stations have joined in the campaign to date, including: Frank Potter, program director of KLFM-FM, Long Beach, Calif.; Burt Burdeen, operations manager of WSDM-FM, Chicago; Ralph Winman of WBOS-FM, Boston; Ron Della Chiesa, operations manager of WBCN-FM, Boston; Stephen A. DeWalt, president and general manager of a new stereo operation slated to go on the air about September in Corpus Christi, Tex.; John A. King, FM operations manager of WPTV-FM, Cadillac, Mich., and Mrs. B. F. Navratil, FM co-ordinator of WJBO-FM, Baton Rouge, La.

Also: Joe Ryan, music director of WALL-FM, Middletown, N. Y.; Julian Price II, president of WQMG-FM, Greensboro, N. C.; Wayne N. Jenkins, director of FM for WTHI-FM, Terre Haute, Ind.; John A. Engelbrecht of WIKY-FM, Evansville, Ind., and WEZK-FM, Knoxville; Betty Macdill of WMAI-FM, Panama City, Fla., and Richard J. Sklar, program manager of WABC in New York, which does the show heard on KGO-FM, San Francisco.

## STATIONS BY FORMAT

• Continued from page 29

Special equipment: 2 mobile units, 5-min. news at 55 past the hr., headlines at 25 past the hr., extended news (morning traffic). New records selected for air-play by prog. dir. Station publishes play list weekly. Approximately 5 new singles programmed weekly. Record promotion people are seen M-F. Gen'l

mgr., Sam Yacovazzi. Prog. dir., Jerry "Shadoe" Jackson. Send 8 copies of 45's to Mr. Jackson, 11 South Wilkenson, Dayton, Ohio. Phone: (513) 224-1501.

WONE-FM: ERP 14,500 watts. On the air 24 hrs. Simulcast with WONE. All other information as above.

WVUD-FM: ERP 27,000 watts. On the

air 24 hrs. (77 hrs. wk.). Market "1" affiliate. University of Dayton, Stereo 9:00 a.m.-11:15 p.m., Sat. Music format: Classical (25%)—Standard (23%)—Pop Standard (20%)—Conservative 20%—Contemporary (5%)—Jazz (5%)—Religious (2%). Editorializes occasionally. Special programming: "Viewpoint," with Casper Citron, conversation syndication. "Georgetown Forum," commentary. Special interviews with campus, city visitors, etc. J. B. Burns is director of 2-man news dept. 5-min. news on the hr., headlines on the hr.,

extended news twice daily. Cuts from Comedy LP's featured regularly on "Medley." Folk Music featured regularly on all shows. Jazz featured regularly on all shows. New records selected for air-play by prog. dir., announcers. Approximately 4 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., J. B. Burns. Prog. dir., J. B. Burns. Send 1 copy of 45's and 1 copy of Mono, 2 of Stereo LP's to Mr. Burns, 300 College Park Ave., Dayton, Ohio 45409. Phone: (513) 228-4312, 461-5500 (Ext. 349).

# Vox Jox

• Continued from page 29

veteran with WBBQ has been appointed program director of WBBQ-FM. Mike Randall, music director of WBBQ, will also take over the chores of program director of the outlet.

★ ★ ★

Out in San Francisco, general manager Warren Earl has left KFRC to become general manager of KHJ, sister station in Los Angeles; Paul Stoddard, former sales manager of KFRC, has been upped to general manager. . . . Luther R. Strittmatter has been named acting general manager of WSAI in Cincinnati, replacing Charles K. Murdock Jr., who has resigned to become general manager of WLW, Cincinnati. (Con-

grats, Charlie.) Strittmatter will also handle his regular duties as general manager until a new general manager is appointed. . . . Tom Parnell has joined WEAM in Washington as an air personality; he was formerly with WINN, Louisville.

★ ★ ★

Wayne Brown has been named music director at WNNT in Warsaw, Va.; other new staffers include Skip White and George Bickers. . . . Don Wilson, formerly an air personality at WNNT, has joined WFMD, Frederick, Md., as late evening personality; the station is now programming rock music in the evening and Wilson could use some records.

★ ★ ★

Bill Calder is the new morning

personality at WEMP, Milwaukee; he replaces Tom Collins, who has been named WEMP sports director; Calder comes from KXYZ, Houston, which recently went to a background music format. . . . Hal Jackson of WNJR, Newark, has been appointed director of entertainment at Palisades Amusement Park, N. J., for the 1967 season. He'll produce the Saturday and Sunday afternoon recording artist shows and other events at the park.

★ ★ ★

WMTL in Leithchfield, Ky., needs Hot 100 and Easy Listening singles; send to Miss Patsy Howard at the station. . . . Bob Elliot, is a new DJ at KBLA, Burbank. . . . Reb Foster has returned to KRLA after a two-year hiatus; he'd been with KFVB, in Los Angeles. . . . Harvey Miller, formerly of KBLA

has moved over to KHJ, Los Angeles.

★ ★ ★

Hal Durham has been promoted to assistant program manager of WSM, Nashville; he'll continue his radio show and his work as one of the "Grand Ole Opry" announcers. . . . Alan Rothman has been appointed commercial manager of KMYO and KMYO-FM Stereo in Little Rock, Ark.

★ ★ ★

Talk about a radio buy—E. I. Du Pont de Nemours has bought the entire NBC network radio "Monitor" show for June 10-11, a full 16 hours. . . . Bill Brink, formerly program director of WSIG, Mount Jackson, Va., has shifted over to country music station KARI, a 5,000-watt operation in Bellingham, Wash.

## 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 February 10, 1962

1. Peppermint Twist, Joey Dee and the Starliners, Roulette
2. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
3. The Twist, Chubby Checker, Parkway
4. Can't Help Falling in Love, Elvis Presley, RCA Victor
5. I Know, Barbara George, AFO
6. Norman, Sue Thompson, Hickory
7. The Wanderer, Dion, Laurie
8. Break It to Me Gently, Brenda Lee, Decca
9. A Little Bitty Tear, Burl Ives, Decca
10. Dear Lady Twist, Gary (U. S.) Bonds, LeGrand

### POP SINGLES—10 Years Ago February 2, 1957

1. Singing the Blues, Guy Mitchell, Columbia
2. Young Love, Sonny James, Capitol
3. Young Love, Tab Hunter, Dot
4. Don't Forbid Me/Anastasia, Pat Boone, Dot
5. Too Much/Playing for Keeps, Elvis Presley, RCA Victor
6. Banana Boat Song (Day-O), Harry Belafonte, RCA Victor
7. Banana Boat Song, Tarriers, Glory
8. Moonlight Gambler, Frankie Laine, Columbia
9. Blue Monday/What's the Reason (I'm Not Pleasing You)? Fats Domino, Imperial
10. Blueberry Hill, Fats Domino, Imperial

### R&B SINGLES—5 Years Ago February 10, 1962

1. I Know, Barbara George, AFO
2. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
3. Lost Someone, James Brown & the Famous Flames, King
4. Turn on Your Love Light, Bobby Bland, Duke
5. The Twist, Chubby Checker, Parkway
6. Baby It's You, Shirelles, Scepter
7. Letter Full of Tears, Gladys Knight & the Pips, Fury
8. Just Got to Know, Jimmy McCracklin, Art-Tone
9. Poor Fool, Ike & Tina Turner, Sue
10. Dear Lady Twist, Gary (U. S.) Bonds, LeGrand

### POP LP's—5 Years Ago February 10, 1962

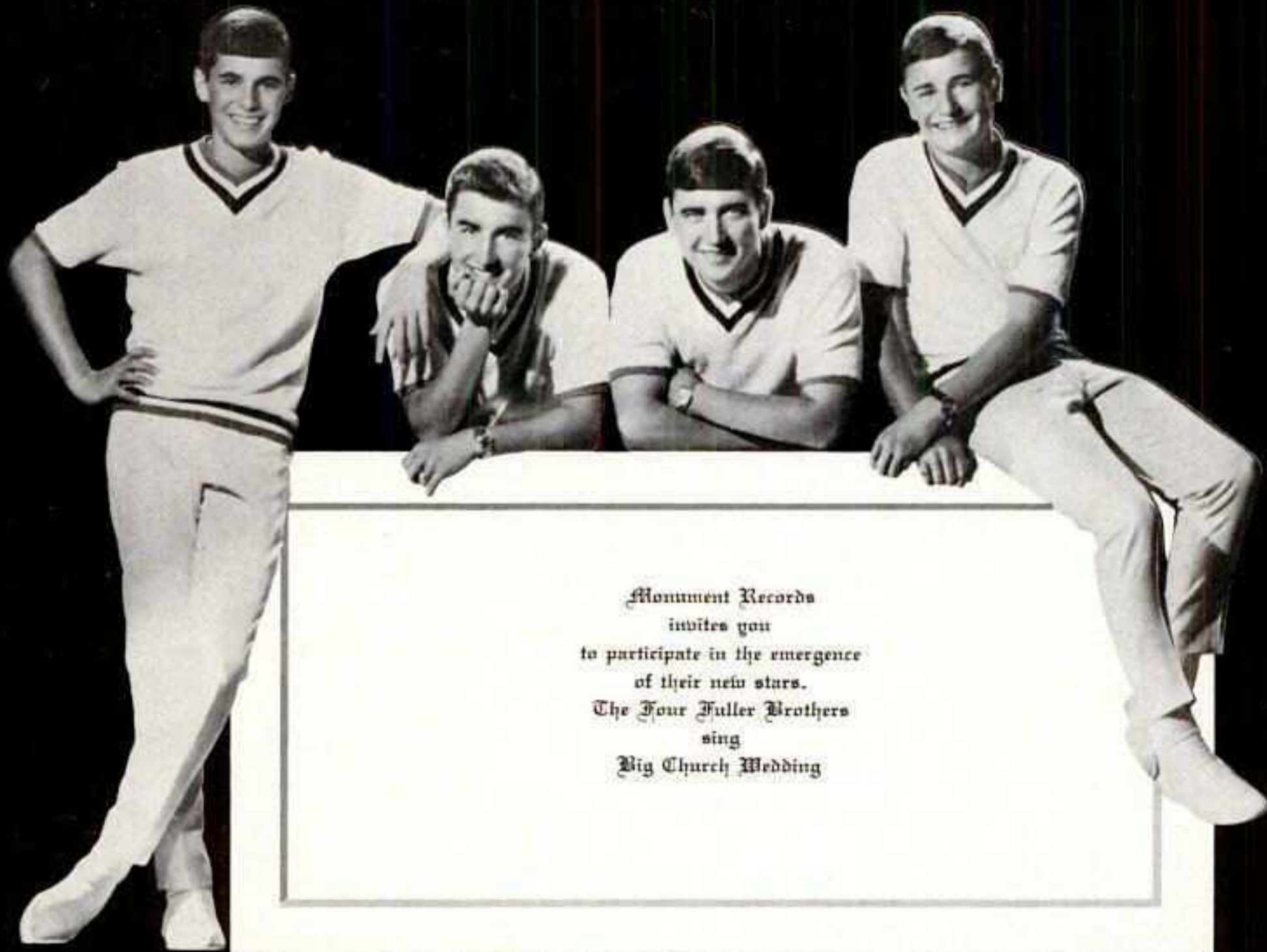
1. Blue Hawaii, Elvis Presley, Blue Victor
2. Doin' the Twist at the Peppermint Lounge, Joey Dee & His Starliners, Roulette
3. Your Twist Party, Chubby Checker, Parkway
4. Breakfast at Tiffany's, Henry Mancini, RCA Victor
5. Holiday Sing Along With Mitch, Mitch Miller, Columbia
6. The Twist, Chubby Checker, Parkway
7. The Sound of Music, Original Cast, Columbia
8. Chubby Checker/Bobby Rydell, Cameo
9. For Twisters Only, Chubby Checker, Parkway
10. Camelot, Original Cast, Columbia

Rubin Mitchell is an opus-monger

(The Rubin Mitchell Era Begins Feb. 13)



RENEWING AN OLD FRIENDSHIP are country singer Marty Robbins and George Sanders, general manager of KWJJ, Portland, Ore.



Monument Records  
invites you  
to participate in the emergence  
of their new stars.  
The Four Fuller Brothers  
sing  
Big Church Wedding

Direction:



PERSONAL MGT.  
PENTHOUSE  
1808 WEST END BUILDING  
NASHVILLE, TENNESSEE  
dub allbritten

# Morrow Will Emcee New ABC-TV Show

**NEW YORK**—WABC-TV is launching a new hour music variety show in color with (Cousin) Bruce Morrow, air personality of Hot 100 format radio station WABC, as emcee. Station executives claim the

wild Cousin Brucie of radio will probably be tamer for TV. The show, already slated for 13 weeks, will debut Saturday (11) at 6:30 p.m. It will not be a discotheque or bandstand type of show, instead Morrow will be "a mod Ed Sullivan," introducing record acts. Performers will be drawn from those currently on the top of the Hot 100 charts, "whether or not they're rock acts."

## Douglas Show to Make Color Debut

**NEW YORK** — The Mike Douglas Show will make its color debut with a week of shows originating from Cypress Gardens, Fla., this month. The shows will be videotaped outdoors Feb. 20-24 and the shows will be made available starting March 6 in both color and black and white to the 125 stations using the syndicated show.

Slated for the first show will be Keith, Lou Christie, the Temptations, comedian Jerry Shane, and Hermione Gingold. The Trude Heller Dancers will be regulars on the show and a permanent group, as yet unnamed, will also appear.

The show will be live-on-tape. Executive producer is David Fine; Morton Morris will produce and direct. Though lip-sync will be used, it was understood that it will be avoided where possible. Other radio personalities of WABC will do guest stints.

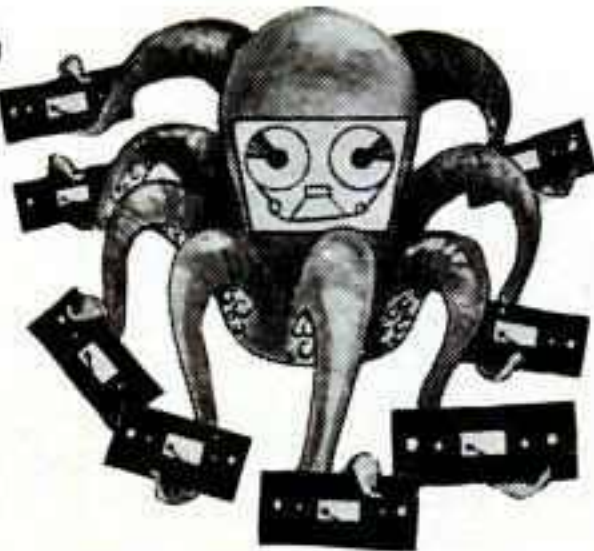
when answering ads . . .  
Say You Saw It in  
Billboard

Robin Mitchell is full of Rubato

(The Rubin Mitchell Era Begins Feb. 13)



THE  
"BIG UL"  
HAS A NEW PET  
AN  
OCTASYNC\*



*Ultra-Sonic* RECORDING STUDIOS, INC., is the home of the first Scully 284-8, eight track, studio recorder, \*complete with selective-sync on all eight channels, plus a custom-built eight track console, affording the producer the ULTIMATE in flexibility.

For further studio information and free color brochure, please call or write.

516-485-5066

149 N. FRANKLIN STREET

HEMPSTEAD, L. I., N. Y. 11550

## TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
	4	<b>ARE YOU LONELY FOR ME.</b> Freddy Scott, Shout 207 (Web IV, BMI)	9	26	28	<b>AT THE PARTY</b> Hector Rivera, Barry 1011 (Twin, BMI)	7
2	1	<b>TELL IT LIKE IT IS.</b> Aaron Neville, Parlo 101 (Olap, BMI)	11	27	18	<b>PAPA WAS TWO</b> Joe Tex, Dial 4051 (Tree, BMI)	8
3	3	<b>STAND BY ME</b> Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	8	28	50	<b>10 COMMANDMENTS</b> Prince Buster, Philips 40427 (Carab, BMI)	2
4	5	<b>MERCY, MERCY, MERCY</b> "Cannonball" Adderley, Capitol 5798 (Zawinul, BMI)	6	29	35	<b>MAN OR MOUSE</b> Junior Parker, Duke 413 (Don, BMI)	8
5	2	<b>STANDING IN THE SHADOWS OF LOVE</b> Four Tops, Motown 1102 (Jobete, BMI)	8	30	41	<b>THE DARK END OF THE STREET</b> James Carr, Goldwax 317 (Press, BMI)	2
6	8	<b>TRAMP</b> Lowell Fulson, Kent 456 (Modern, BMI)	6	31	40	<b>LET'S FALL IN LOVE</b> Peaches & Herb, Date 1523 (Bourne, ASCAP)	4
7	7	<b>(I Know) I'M LOSING YOU</b> Temptations, Gordy 7057 (Jobete, BMI)	12	32	33	<b>I CAN'T PLEASE YOU</b> Jimmy Robins, Jerhart 207 (Ramhorn, BMI)	5
8	9	<b>BRING IT UP</b> James Brown, King 6071 (Dynatone, BMI)	4	33	34	<b>SOMETHING GOOD</b> Carla Thomas, Stax 207 (East, BMI)	4
9	22	<b>FEEL SO BAD</b> Little Milton, Checker 1162 (Travis, BMI)	4	34	32	<b>I'M GONNA MISS YOU</b> Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	12
10	6	<b>TRY A LITTLE TENDERNESS</b> Otis Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	10	35	46	<b>DANGER! SHE'S A STRANGER</b> 5 Steps, Windy C 604 (Camad, BMI)	3
11	31	<b>IT TAKES TWO</b> Marvin Gaye & Kim Weston, Tamla 54141 (Jobete, BMI)	4	36	43	<b>I DIG YOU BABY</b> Jerry Butler, Mercury 72648 (Morpine, BMI)	3
12	11	<b>MUSTANG SALLY</b> Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BMI)	11	37	16	<b>I FOOLED YOU THIS TIME</b> Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	14
13	13	<b>LOOK AT GRANNY RUN RUN</b> Howard Tate, Verve 10464 (Ragmar-Rumbalero, BMI)	7	38	37	<b>TELL DADDY</b> Clarence Carter, Fame 1010 (Fame, BMI)	6
14	30	<b>SKATE NOW</b> Lou Courtney, Riverside 4588 (3 Track, BMI)	6	39		<b>GRITS 'N' CORN BREAD</b> Soul Runners, MoSoul 101 (Pure Soul/Keymen, BMI)	1
15	15	<b>I'M GONNA MAKE YOU LOVE ME</b> Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	9	40		<b>WHY NOT TONIGHT</b> Jimmy Hughes, Fame 1011 (Fame, BMI)	1
16	12	<b>WACK WACK</b> Young-Holt Trio, Brunswick 55305 (Yo Ho, BMI)	8	41	39	<b>CROSS CUT SAW</b> Albert King, Stax 201 (Beckie, BMI)	6
17	20	<b>OOH BABY</b> Bo Diddley, Checker 1158 (Arc, BMI)	4	42	48	<b>KEEP A LIGHT IN THE WINDOW</b> Solomon Burke, Atlantic 2378 (Kags, BMI)	2
18	10	<b>I'VE PASSED THIS WAY BEFORE</b> Jimmy Ruffin, Soul 35027 (Jobete, BMI)	8	43		<b>FUNKY BROADWAY</b> Dyke & the Blazers, Original Sound 64 (Drive-In/Routeen, BMI)	1
19	19	<b>I DIG GIRLS</b> J. J. Jackson, Calla 125 (Meager, BMI)	5	44	44	<b>I PREFER YOU</b> Etta James, Cadet 5552 (Arc, BMI)	3
20	45	<b>HUNTER GETS CAPTURED BY THE GAME</b> Marvellettes, Tamla 54143 (Jobete, BMI)	2	45	21	<b>A PLACE IN THE SUN</b> Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	13
21	14	<b>YOU GOT ME HUMMIN'</b> Sam & Dave, Stax 204 (Pronto/East, BMI)	10	46		<b>LOVE IS HERE AND NOW YOU'RE GONE</b> Supremes, Motown 1103 (Jobete, BMI)	1
22	17	<b>HEY, LEROY, YOUR MAMA'S CALLING</b> Jimmy Castor, Smash 2069 (Bogart, BMI)	7	47	47	<b>IT MAY BE WINTER OUTSIDE</b> Felice Taylor, Mustang 3024 (Maraville, BMI)	3
23	23	<b>96 TEARS</b> Big Maybelle, Rojac 112 (Arguello, BMI)	5	48		<b>WISH YOU DIDN'T HAVE TO GO</b> James & Bobby Purify, Bell 660 (Fame, BMI)	1
24	27	<b>MY SPECIAL PRAYER</b> Joe Simon, Sound Stage 7 2577 (Cape Ann, BMI)	5	49		<b>TIP TOE</b> Robert Parker, Nola 729 (Bonatemp, BMI)	1
25	29	<b>GIRLS ARE OUT TO GET YOU</b> Fascinations, Mayfield 7714 (Camad, BMI)	5	50		<b>HOLD ON (To This Old Fool)</b> Buddy Ace, Duke 414 (Don, BMI)	1

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
	2	<b>THE TEMPTATIONS GREATEST HITS</b> Gordy 919 (M); 919 (S)	9	14	13	<b>THE OTIS REDDING DICTIONARY OF SOUL</b> Volt 415 (M); S 415 (S)	13
2	1	<b>FOUR TOPS LIVE!</b> Motown M 654 (M); S 654 (S)	9	15	15	<b>WHISPERS</b> Jackie Wilson, Brunswick DL 54122 (M); DL 754122 (S)	7
3	4	<b>LOU RAWLS SOULIN'</b> Capitol T 2566 (M); ST 2566 (S)	24	16	14	<b>WATCH OUT</b> Martha & the Vandellas, Gordy 920 (M), 920 (S)	5
4	9	<b>CARRYIN' ON!</b> Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	3	17	16	<b>THE EXCITING WILSON PICKETT</b> Atlantic B129 (M); SD 8129 (S)	13
5	3	<b>AWAY WE A GO GO</b> Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	9	18	25	<b>ART AND SOUL</b> Arthur Prysock, Verve V-5009 (M); V6-5009 (S)	2
6	6	<b>LOU RAWLS LIVE</b> Capitol T 2459 (M); ST 2459 (S)	42	19	21	<b>SPELLBINDER</b> Gabor Szabo, Impulse A 9123 (M); AS 9123 (S)	7
7	5	<b>SUPREMES A' GO-GO</b> Motown MLP 649 (M); SLP 649 (S)	21	20	20	<b>HE'LL BE BACK</b> Players, Minit LP 40006 (M); LP 24006 (S)	13
8	8	<b>DOWN TO EARTH</b> Stevie Wonder, Tamla 272 (M); S 272 (S)	4	21	19	<b>WARM AND TENDER SOUL</b> Percy Sledge, Atlantic B132 (M); SD B132 (S)	13
9	10	<b>WICKED PICKETT</b> Wilson Pickett, Atlantic B138 (M); SD B138 (S)	5	22	18	<b>RAY'S MOODS</b> Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABCS 550 (S)	20
10	7	<b>DOUBLE DYNAMITE</b> Sam & Dave, Stax 712 (M); 712 (S)	6	23		<b>SOUL ARTISTRY</b> Jerry Butler, Mercury MG 21105 (M) SR 61105 (S)	1
11	12	<b>WACK WACK</b> Young Holt Trio, Brunswick BL 54121 (M), BL 754121 (S)	5	24	24	<b>JJ</b> J. J. Jackson, Calla C 1101 (M); CS 1101 (S)	2
12	11	<b>TEQUILA</b> Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	25	25		<b>CARLA</b> Carla Thomas, Stax 709 (M) (No Stereo)	12
13	23	<b>NANCY—NATURALLY</b> Nancy Wilson, Capitol T 2634 (M); ST 2634 (S)	2				



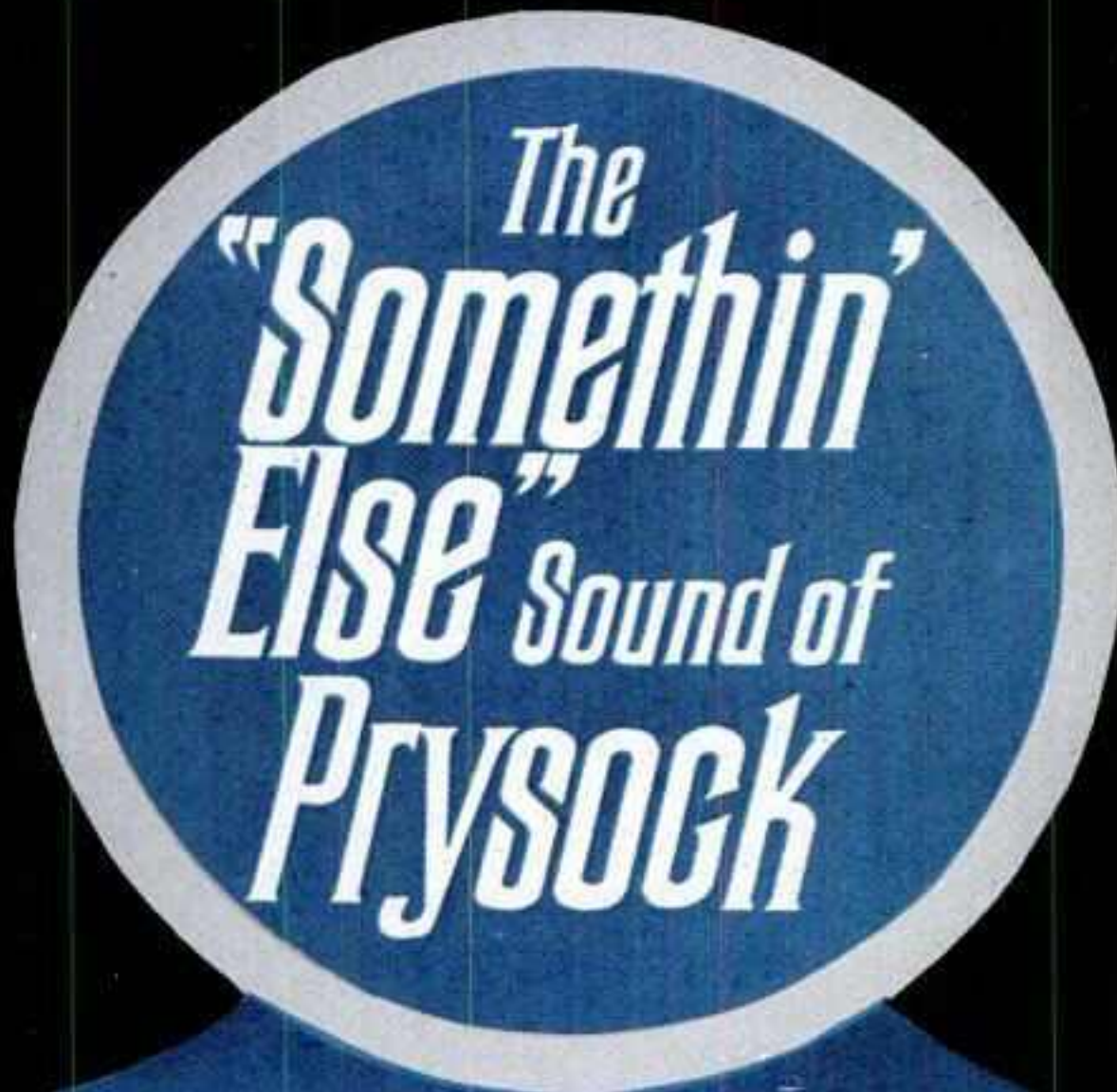
# This is the month that record-buyers will MEET ARTHUR PRYSOCK!

He's got a lot going for him.

He sings straight from the soul with a big, rich sound. His fans are legion, and he's the favorite of many of the top DJs.

He has a whole string of recent hits, including a new pop single that's on the charts right now!

St. Louis, Memphis, Birmingham, Mobile, Miami, Dallas, Los Angeles and San Diego will all meet Arthur Prysock in person on his cross-country tour during the next 4 weeks!



And he has three (count 'em) three new albums on VERVE.

When your customers see this Arthur Prysock display, they may demand to meet him. On the spot. Be ready to meet that demand.

Set up the display, stock up on product, and go with Prysock!

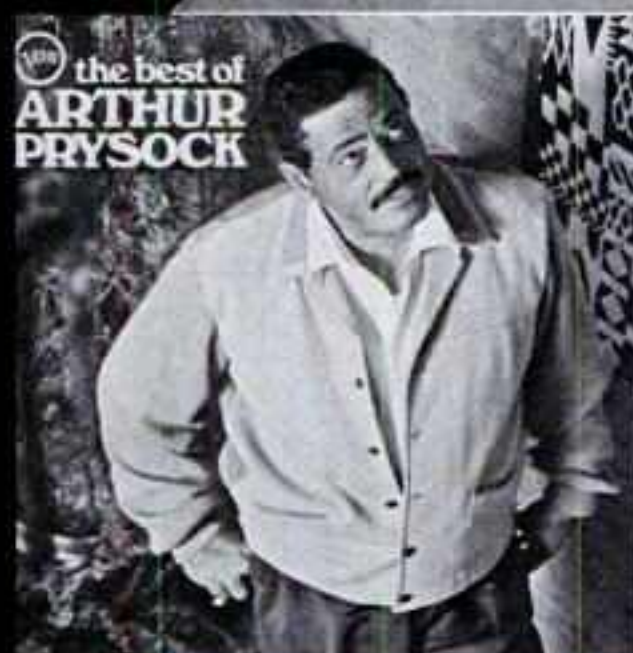
CURRENT CHART SINGLE:  
YOU DON'T HAVE TO SAY  
YOU LOVE ME

VK-10470

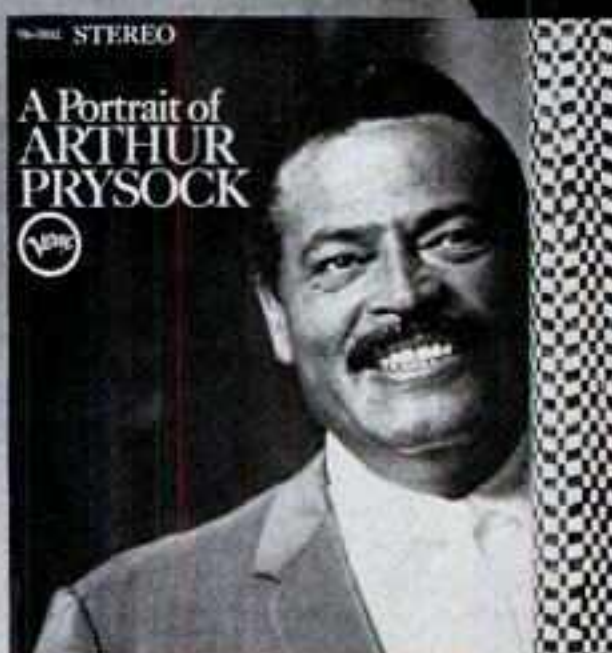
Produced by Hy Weiss



V/V6-5009



V/V6-5011



V/V6-5012



From MGM...  
the First Family of Recorded Music

Verve Records is a division of Metro-Goldwyn-Mayer Inc.

# TALENT

## Room at Exec Suite For Motown Artists

LOS ANGELES — At Motown Records one can be an executive and an artist at the same time. Smokey Robinson and his three associates who work as the Miracles outside the environments of Motown's Detroit headquarters, are three such executive-artists.

Robinson is a producer and vice-president with the company. Bobby Rodgers and Pete More work in quality control, checking sound quality, and Ronny White spends his "white collar" time with Jobette Music, auditioning tunes and distributing songs among the firm's own talent.

The Miracles have been with Motown since its inception. Because they are salaried employees with important posts, the quartet limits itself to three-week personal appearance junkets. The major change in the Miracles act is that Robinson's wife Claudette doesn't travel with the group anymore.

Robinson classifies the company as a "family affair" in which many people work on projects. While he has a&r'ed

sessions by a number of the label's top acts, he says it's not unusual for several producers to work on an album project.

On the first Saturday of each month, Motown holds open auditions. A number of producers are assigned to attend the sessions and select the top representatives.

At Motown, Robinson contends, everyone listens to everyone. Martha of Martha and the Vandellas was a former company secretary, given to opportunity to perform. The company maintains its own artists' development school where state presence and presentation are taught. For two years Lon Fontaine ran the operation; now Harvey Fugua and Johnny Bristol handle the "kick, turn, smile" school.

## Gersh Affiliates Open in U. K., Can.

NEW YORK — Affiliate offices for the public relations firm of Richard Gersh Associates, New York, have been created in England and Canada to represent the firm's entertainment, industrial and financial clients.

P.A.L. Skinner Consultants is the firm's London affiliate. P.A.L. also maintains offices in Madrid and Beirut. In Toronto, Canada, Chris Yanoff, Ltd., is the Gersh affiliate.

B. Kofler has been named office manager for Gersh's New York office, and M. Chiappa, comptroller.

## Club Men Seek Easing on Close

LOS ANGELES—A move is under way to urge Gov. Ronald Reagan to submit legislation extending the closing time for clubs serving alcohol from 2 a.m. to 3 a.m. California Association of Night Club Owners is backing the move, which could extend the time performers work in front of audiences.

The club owners are also adamant against higher ASCAP rates for live music, which have been in effect since 1965. The licensing society has already filed suit against one club, the Losers, for allegedly playing songs without license to do so.

## Byron & Howard 'Fiddle' and Sing

LOS ANGELES—Byron and Howard, a comedy act resembling the Smothers Brothers, opened at the Ice House, Pasadena last Thursday (26) after a successful booking at San Francisco's Purple Onion.

The two sometimes-serious comedians play electric guitar and bass fiddle and are capable of smoothly putting over a ballad-type "Sweetheart Tree" as well as a rousing "The Joker Is Me." Blond-haired Howard Albertsen uses funny faces as a means of getting audience attention while he and partner Byron Walls sing together.

The duo works directly with audience and has no trouble keeping them laughing with their well-written comedy material and such songs as their take off on the Nancy Sinatra hit, "How Does That Grab You, 'Darling?'" **CHRIS LOREY**



PAMELA HAMMER, seated left, Pittsburgh girl who won the "Bobby Vinton Cover Girl Contest," was given a victory celebration at New York's Copacabana. With Miss Hammer, seated left to right, are Bobby Vinton, Epic Record singer; Clark Race, Pittsburgh disk jockey; and Mrs. Nick Albrano. Standing left to right are Nick Albrano, Epic's national sales manager, and Pete Bennett, representing Allen Klein, Vinton's manager.

## Cuba Drums Out Solid Beat —Mann in Middle-East Kick

NEW YORK—A boy who played pots and pans on a Harlem street corner 12 years ago, Joe Cuba, made things happen at the Basin St. East on Tuesday (31).

Cuba and his sextet did their Tico hits "Bang Bang," "Oh Yeah," "El Pito" (The Whistle Song) and "Push, Push." Cuba encourages audience participation by throwing "El Pito" whistles into the audience. Cuba's drummer, Jimmy Sabater, is a fine composer as well as showman. On a number, "Arrinnana," Cuba and Sabater do some Latin dance steps and a drum battle. The selection was written by Cuba and Sabater, as are most of the group's numbers.

Sharing the Basin St. East bill with Cuba is jazz flutist Herbie Mann and his group. Mann, who claims the aggregation is the jazz counterpart to the United Nations, is moving away from Afro-Jazz and into Middle-East jazz. A new mem-

ber has joined the group for the Middle-East mood. Charles (Chic) Janimian, who has appeared at the Roundtable and the Cafe Feenjon, injected solid work into Mann compositions entitled "Yavooz," a Turkish number, and "Turkish Coffee."

These numbers will be contained in a new Atlantic album for Mann "Impressions of the Middle East," to be released this month.

Also appearing at the club is Tamaiko Jones, who is currently riding with a new Atlantic single, "A Man and a Woman," the theme from the French film of the same name. She is backed up by Mann at both the Basin St. and on the record.

**CHARLES BARRETT**

## Who & Hendrix An Upbeat Team In Saville Date

LONDON — Brian Epstein's attempt to establish his Saville Theater into a pop showcase is having its ups and downs. But his teaming of the Who and the Jimi Hendrix act last Sunday (29) was definitely upbeat.

The loudest screams of the evening went to the Hendrix group. Unknown to British fans weeks ago, Hendrix has built up a huge following in the London clubs, since being brought here from New York by ex-Animal Caas Chandler. The audience shouted for more after his wild "Wild Thing" when he discarded a microphone and, leaning against the amplifier, played guitar with his foot.

The Who deserved their place at the top of the bill, however. One of Britain's most creative groups, it has had many international hits, among them "My Generation" and "I'm a Boy." In its 35-minute act, the group included these and packed in 14 others. Its current high-flier, "Happy Jack," came over particularly well.

**MIKE STAFFORD**

## Criteria Waxing

MIAMI — Criteria Recording Studio will record the May 4-6 Intercollegiate Jazz Festival at the Miami Beach Auditorium for ABC Records. The festival will include stage bands, combos and vocalists who win six regional festivals, the first of which is slated for Philadelphia next month.

## Ted Neeley Five in Harmon —Castor Jells in Latin Bag

LOS ANGELES — Chicago's snowstorms kept the Young-Holt Trio from making their Whisky A Go Go opening here Friday (27). Consequently, the Teddy Neeley Five played the bill with Jimmy Castor and His Sextet.

Neeley and associates displayed an excellent array of vocal and instrumental sounds. The group is an outstanding example of good harmonizing, based on forceful, soulful singing in both solo and choral molds. They run against the stream of shaggy long-haired groups, performing instead with a collegiate look in turtle-neck sweaters and neat haircuts and a style displacing a rock 'n' roll beat. This group could use a disk platform for its distinct harmonies and well-disciplined guitar sounds, abetted by the leader's minimal trumpet fills and melody statements. They are funky on "It's All Right" "Sugarpie Honey Bun" and harmonies on "Paperback Writer."

Having had the audience warmed by the Neeley group, Jimmy Castor cooled it off with his first two numbers, which were straight rock tunes. When he got into a Latin groove with "Bang Bang," things began to jell. Castor is a singer with a screaming James Brown imitation. He is better cast as a saxman or timbalist, two roles he uses in his Latin interpretations of "Old Man River" and "Hey, Leroy Your Mama's Calling

You," his first disk click. The audience brightened up to Castor's instrumental offerings, remained indifferent to his vocals. He is better in the Latin bag than as a rocker.

**ELIOT TIEGEL**

## Alpert and Brass Crossed 170G in Seven Concerts

CHICAGO—The McCormick Place fire notwithstanding, Herb Alpert and the Tijuana Brass set a record for split week performances in their recent concert series here. Alpert and group grossed \$170,000 in seven concerts, three of which were shifted abruptly to the Opera House when the exhibition hall fire damaged Arie Crown Theater beyond occupancy.

According to Franklyn Fried, series sponsor, had the McCormick Place series been completed, Alpert would have grossed \$200,000 of a potential \$210,000 based on full houses for all seven shows.

Fried's Triangle Productions also presented Alpert in Detroit following the Chicago dates. There Alpert and the Brass grossed \$70,000 in a Cobo Hall one-nighter. The appearance broke an attendance record for the 11,000-seat auditorium.

Only 120 seats went unsold.

The Alpert showing helped Triangle to one of its best months during January. During the month the firm presented Herman's Hermits, Sir John Gielgud and the 4 Seasons as well. Additional concerts in the traditional Triangle Spring Series are being rescheduled into such halls as Medinah Temple, the International Amphitheater and the Opera House. McCormick Place officials have told Fried that Arie Crown Theater will be repaired in time to accommodate his annual Summer of Stars concert series.

Fried will soon announce sites for concerts by the Animals (March 11), Trini Lopez-Sergio Mendez (April 28), the Blues Bag with Nina Simone, Cannonball Adderley and the Butterfield Blues Band (May 5), Theodore Bikel (May 6) and Paul Revere and the Raiders (May 26, 27, 28).

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**

7½¢ EACH IN 8x10

1000 LOTS \$10.98 per 100

Post Cards \$48 per 1000

1000 8x10 COLOR \$165.00

3,000 Postcards \$120.00

Special Color Process

**COPYART** Photographers

A Division of JAMES J. KRIEGSMANN

165 W. 46th St., N. Y. 36. PL 7-0233

"WE PLACE MASTERS"

UNITED PRODUCERS GROUP

**UPG**

1650 BROADWAY • NEW YORK, N. Y. 10019

TELEPHONE (212) 765-3090

# BIG NEWS FOR FEBRUARY!

an exciting new album release from **DECCA CORAL**

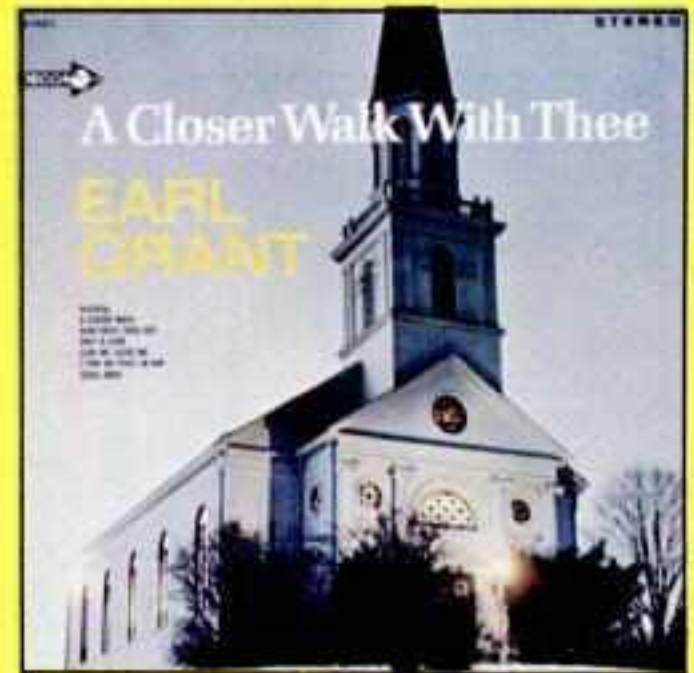
DECCA RECORDS a division of MCA, Inc.  
CORAL RECORDS a subsidiary of MCA, Inc.



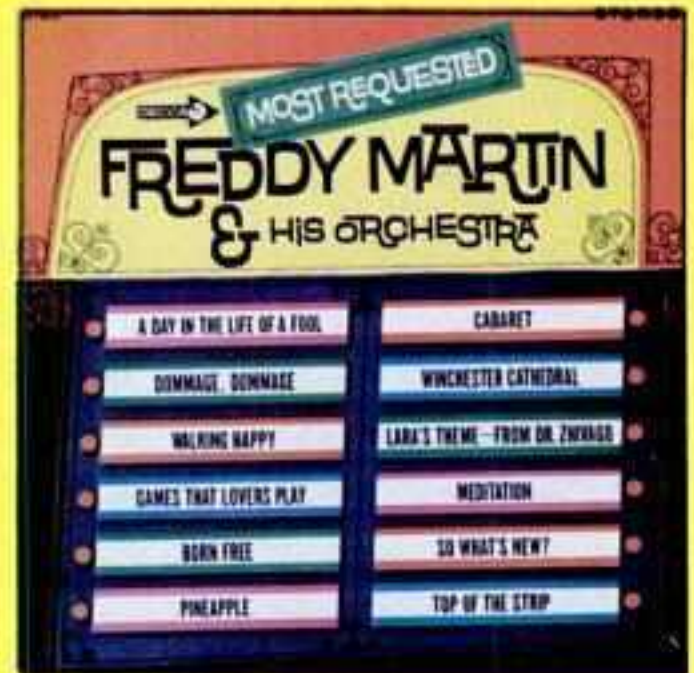
I'VE GOT YOU UNDER MY SKIN—PETE FOUNTAIN  
CRL 57488 (M) • 757488 (S)



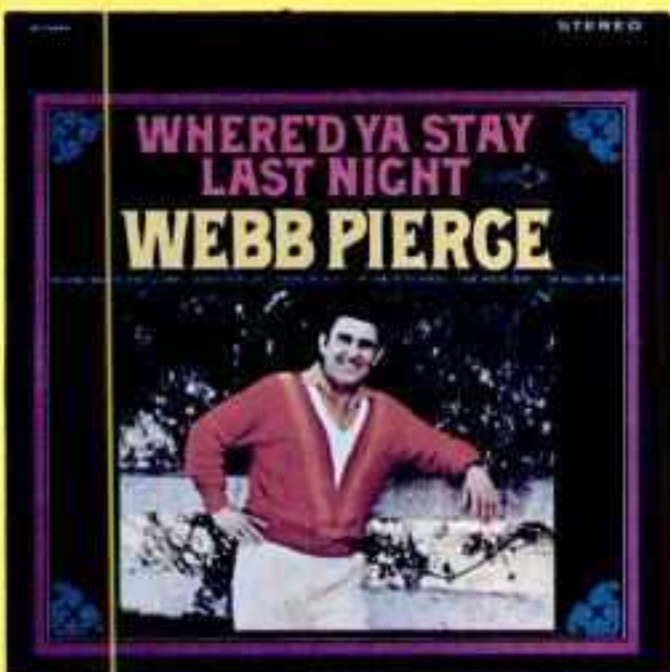
DON'T COME HOME A DRINKIN'—LORETTA LYNN  
DL 4842 (M) • 74842 (S)



A CLOSER WALK WITH THEE—EARL GRANT  
DL 4811 (M) • 74811 (S)



MOST REQUESTED—FREDDY MARTIN  
DL 4839 (M) • 74839 (S)



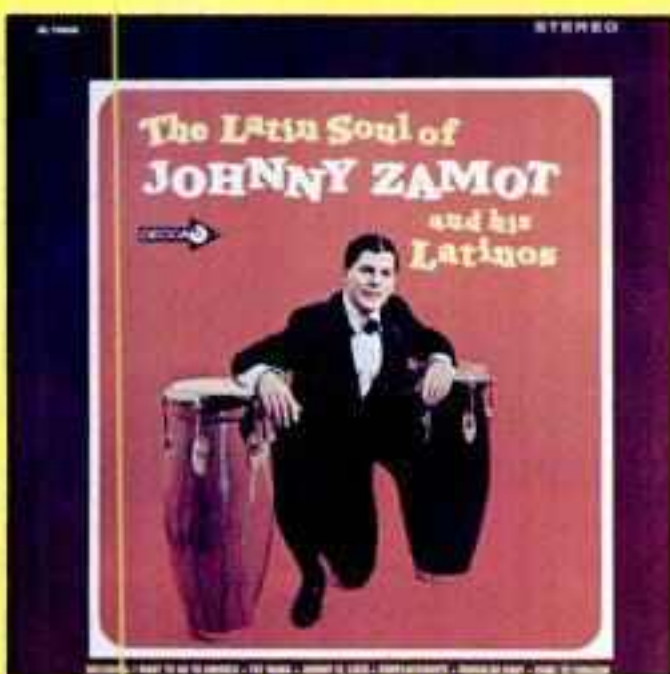
WHERE'D YA STAY LAST NIGHT — WEBB PIERCE  
DL 4844 (M) • 74844 (S)



PLAYBACK '66 DL 9157 (M) • 79157 (S)



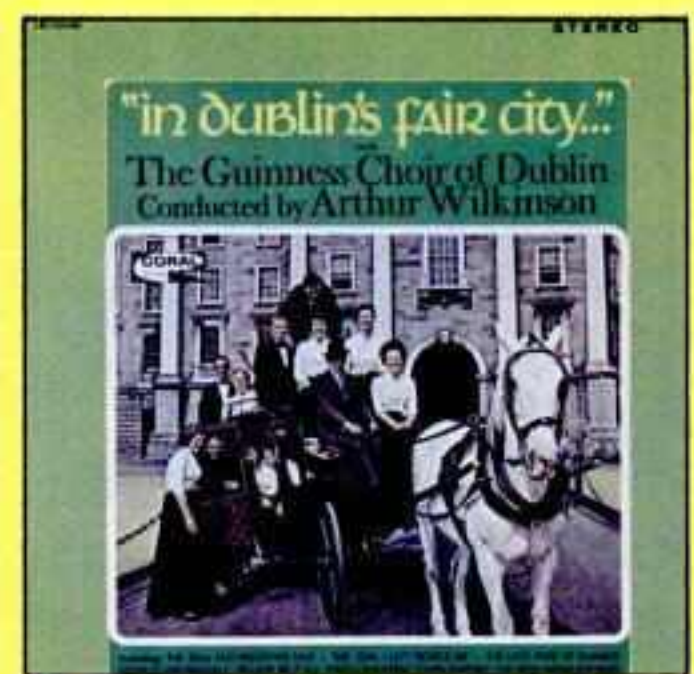
LOVE AFTER MIDNIGHT—HERBERT REHBEIN  
DL 4847 (M) • 74847 (S)



THE LATIN SOUL OF JOHNNY ZAMOT  
DL 4838 (M) • 74838 (S)



TWO SIDES OF LARRY CUNNINGHAM  
CRL 57491 (M) • 757491 (S)



IN DUBLIN'S FAIR CITY—THE GUINNESS CHOIR  
CRL 57490 (M) • 757490 (S)



THE FIRST OF THE IRISH ROVERS  
DL 4835 (M) • 74835 (S)  
(M) Monaural (S) Stereo



DVORAK—MUSICA AETERNA  
DL 10137 (M) • 710137 (S)



BRITTEN—DELLO JOIO—PRINCETON CHAMBER ORCHESTRA  
DL 10138 (M) • 710138 (S)

# JIMMY ROSELLI REALLY SELLS!



MONAURAL UAL3564 STEREO UAS6564

# BRAND NEW & GOING STRONG ON



Copyrighted material

# CLASSICAL MUSIC



DENNIS KALFAS, center, of San Francisco, accepts a plaque from Richard Hayman, arranger for the Boston Pops Orchestra, signifying Kalfas' receipt of the first one-year full-tuition scholarship under the Arthur J. Bitker Memorial Scholarship program, sponsored by the Muzak Corp. Looking on during luncheon ceremonies at New York's Waldorf-Astoria Hotel are U. V. Muscio, left, Muzak president; Dr. Merle Montgomery, vice-president of the northeastern region of the National Federation of Music Clubs, the administering group, and Clifford I. Bitker of Milwaukee, award donor.

## 'Walkuere' in 'Pre-Premiere'

HAMBURG—Deutsche Grammophon has sped release in the U. S. and Canada of Herbert von Karajan's complete recording of "Die Walkuere" to coincide with its introduction at the 1967 Salzburg Easter Festival (March 19-27).

The Wagner opera is Karajan's first complete studio recording of a Wagner opera. The recording will have what Grammophon calls its "pre-premiere" at Salzburg.

Originally, it has been intended to begin distribution in Europe and the U. S. and Canada after the Salzburg Easter Festival. The distribution schedule has now been advanced, however, to make available simultaneous distribution with the Salzburg festival.

DGG's administration has ordered a speedup of production in its Hanover pressing plants to have sufficient albums ready for the market at the Salzburg opening.

Karajan's recording is getting an enthusiastic press in Europe even in advance of the recording's market debut. Leading European theater and music critics, who attended the last recording

sessions of "Die Walkuere" in the Jesus Christus-Kirche in West Berlin, came away with praise.

For example, Jan Hamon, writing in the Paris daily "Combat," rhapsodized, "Even now one can predict that this recording, when released, will be an international discographic event of the first rank. . . . Karajan's 'Walkuere' will be as great an event as was Furtwangler's recording of 'Tristan and Isolde'."

Writing in the London Financial Times, John Higgins predicted, "This recording will be a vital part of the greatest operatic venture of all times." Higgins referred to Karajan's "total artistic concept," in which "Die Walkuere" is being first recorded, then produced at Salzburg on the opera stage, and subsequently filmed for television, all being the same basic production adapted to the three media.

The package is the first of the complete "Ring des Nibelungen," which Karajan plans to record for DGG. Featured in "Die Walkuere" are Regine Crespin as Bruenhilde, Jon Vickers as Siegmund, Gundla Janowitz as Sieglinde, Thomas Stewart as Wotan and Martti Talvela as Hundig.

## Col. 'Genius' Features 23 Album Selections

NEW YORK — The latest edition of Columbia's "The Sound of Genius" features two Leonard Bernstein packages on the front cover, the "Mahler Symphony No. 8" with the London Symphony and Verdi's Philharmonic. The "Winter, 1967" album, which features selections from 28 current releases, is supplied to dealers to give to consumers as a sampler. Paul Myers serves as narrator.

In addition to the two cover titles, other releases spotlighted include album by Walter Casals and the Marlboro Festival Orchestra, the Budapest String Quartet, Rudolf Serkin, Bernstein and the New York Philharmonic, Eugene Ormandy and the Philadelphia Orchestra, George Szell and the Cleveland Orchestra, Glenn Gould, Gary Graffman, Philippe Entremont, Thomas Schippers and the New York Philharmonic, the Philadelphia Brass Ensemble, Igor Stravinsky and the Columbia Symphony, the Gregg Smith Singers, Vladimir Horowitz, Robert Craft and Rafael Druian. Selections from the new budget Odyssey line also are featured.

The February Columbia Masterworks release include organist E. Power Biggs playing Buxtehude, John Williams in virtuoso guitar music, Gould in three Beethoven sonatas, the Mormon Tabernacle Choir in a

collection of their hit performances, and a Bach sonata pressing, with oboist Harold Gomberg and violinist Isaac Stern with Bernstein and the New York Philharmonic, and Stern conducting the London Symphony Orchestra in Bach concertos. Rounding out the February list are Mahler's "Das Lied von der Erde" with Ormandy and the Philadelphia, and two pressings with Bernstein and the New York Philharmonic.

## Bastianini Dies at 43

SIRMIONE, Italy—Baritone Ettore Bastianini died at a clinic here Jan. 25. He was 43. Bastianini, who recorded extensively, had been suffering from cancer of the vocal cords and epiglottis for four years. His records appeared on London, Deutsche Grammophon and RCA Victor. His most recent United States release was "Ettore Bastianini Sings Songs of Italy," which was released by London in December.

At the Metropolitan Opera, he sang leading roles in "Traviata," "Ballo in Maschera," "Don Carlo" and "Il Trovatore," which he recorded for DGG, and "Andrea Chenier," "La Forza Del Destino," and "Boheme," which he waxed for London. Among his other Met roles were baritone leads in "Tosca," "Carmen" and "Aida." (Continued on page 38)

## Classical Notes

Guitarist Andres Segovia showed his usual sensitive phrasing before an appreciative full house at Carnegie Hall last Sunday (29). . . . Geza Anda will be soloist in Bartok's "Piano Concerto No. 3" with George Szell and the Cleveland Orchestra at Carnegie Hall next Thursday (16). Thomas Vasary will be piano soloist with the orchestra next Sunday (19). . . . The New York Chamber Soloists perform at Queens College on Feb. 25. . . . Pianist Artur Schnabel will play at the gala pension concert with Eugene Ormandy and the Philadelphia Orchestra on Thursday (9).

## L.A. Unit for U.S. Dept. Trip

LOS ANGELES—The Los Angeles Philharmonic has been tapped by the State Department for a European-Asian tour commencing Sept. 1. The junket will be the orchestra's first outside North America since 1956, when it played the Orient.

First stop will be Bombay, India, birthplace of Zubin Mehta, the orchestra's music director. From Sept. 1 through Oct. 6 the orchestra will perform 24 concerts in 16 countries. Dates are also planned for the Soviet Union starting Oct. 9.

Touring as featured soloist will be pianist Andre Watts, who appeared last year in the Hollywood Bowl. (Continued on page 38)

Tenor Giovanni Martinelli returned to the operatic stage at 81 last Tuesday (31) to sing the Emperor in Puccini's "Turandot" with the Seattle Opera. . . . Pianist Gina Bachauer appears with Erich Leinsdorf and the Boston Symphony on Friday (10) and Saturday (11). Colin Davis conducts the orchestra on Tuesday (7) and Thursday (9). . . . Tenor Rico Serbo of the Western Opera Theater received the Kirsten Flagstad Memorial Award of \$1,000. . . . Mrs. Richard J. Bernard and Alice Tully have been elected to the board of directors of the New York Philharmonic.

George Szell conducted the Cleveland in Beethoven's "Missa Solemnis" last Thursday (2) and Saturday (4). Soloists were Saramae Endich, Florence Kopleff, Ernst Haefliger and Ezio Flagello. The performance will be repeated at Carnegie Hall on Monday (6). . . . Marilyn Zschau of the Metropolitan Opera. (Continued on page 38)

## Met to Give Philly Shows

PHILADELPHIA — The Metropolitan Opera will give seven performances in the Civic Center here beginning May 29 at popular prices as part of the Philadelphia Arts Festival. The series will begin with Puccini's "Turandot" conducted by Zubin Mehta. The performance will star Birgit Nilsson, Anna Moffo, Franco Corelli and Bonaldo Giaiotti.

Thomas Schippers will conduct the following night's presentation of Verdi's "Un Ballo in Maschera" featuring Leontyne Price, Bruno Prevedi, Sherrill Milnes, Nell Rankin, John Macurdy and Louis Sgarro. Other productions are Wagner's "Lohengrin" conducted by Joseph Rosenstock, Verdi's "Otello," Verdi's "La Traviata" conducted by Lamberto Gardelli, Johann Strauss' "Fledermaus" conducted by Franz Allers, and Ponchielli's "La Gioconda" conducted by Fausto Cleva.

Among the other stars of the week are Renata Tebaldi, Leonie Rysanek, Gabriella Tucci, Phyllis Curtin, Kitty Carlisle, Irene Dalis, Rosalind Elias, Sandor Konya, Barry Morrell, James McCracken, Tito Gobi, Cornell MacNeil, Walter Cassel, John Reardon, Arturo Sergi, Mario Sereni, Donald Gramm, Raymond Michalski, and Jack Gilford.

## Offer Handel Organ Works On Archive

NEW YORK — A specially-priced Deutsche Grammophon Archive album being released this month contains Handel's Organ works. The five-record set will list for the price of three disks. Featured are organist Eduard Mueller with Schola Cantorum Brasiliensis conducted by August Wenzinger, Mueller used a custom-built organ for the set.

A three-LP DGG package contains Beethoven's complete works for piano and cello. The artists are pianist Wilhelm Kempff and cellist Pierre Fournier. Kempff also plays two Schubert sonatas on another pressing. Kempff is scheduled to return to the United States for a Chicago recital on April 9 and two appearances with the New Orleans Philharmonic later this month.

Eugen Jochum and the Berlin Philharmonic continue their Bruckner series with the "Symphony No. 4" with the first recording of five motets on the fourth side of a two-disk set. Another LP has a continuation of the Amadeus Quartet's cycle of Mozart string quartets.



MONTSEERAT CABALLE arrives in New York after completing an album of little known Verdi arias for RCA Victor in Rome. With the Spanish soprano is her husband, tenor Bernabe Marti, with whom she appeared in Puccini's "Tosca" at the Philadelphia Lyric Opera.

## Hamburg Sets Unusual Fare

NEW YORK—The Hamburg State Opera will present four local premieres during its 10-performance visit to Lincoln Center Festival '67 this summer. Included will be two performances of Gunther Schuller's new "The Visitation," which will be conducted by the composer.

The stand will open June 23 with one of two scheduled performances of Hindemith's "Mathis der Mahler" with Hans Schmidt-Isserstedt conducting. Highlights from opera are available on Deutsche Grammophon. Berg's "Lulu" will be offered the next night with Leopold Ludwig as conductor. Columbia has

the complete opera in a mono package. The fourth new work to New York will be Giseler Klebes' "Jacobovsky and the Colonel," which has not yet been recorded. Matthias Kuntzsch will conduct the piece's only performance.

Also listed are a new production of Stravinsky's "The Rake's Progress" with Charles Mackerras conducting and Janacek's "Jenufa" conducted by Ludwig. The six operas will be presented at the Metropolitan Opera House. In addition, the company will give a concert version of Weber's "Der Freischutz" at Philharmonic Hall on June 25 as part of the festival.



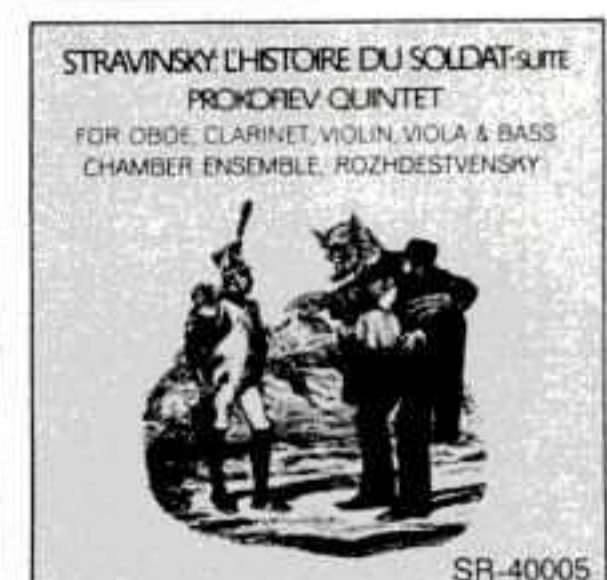
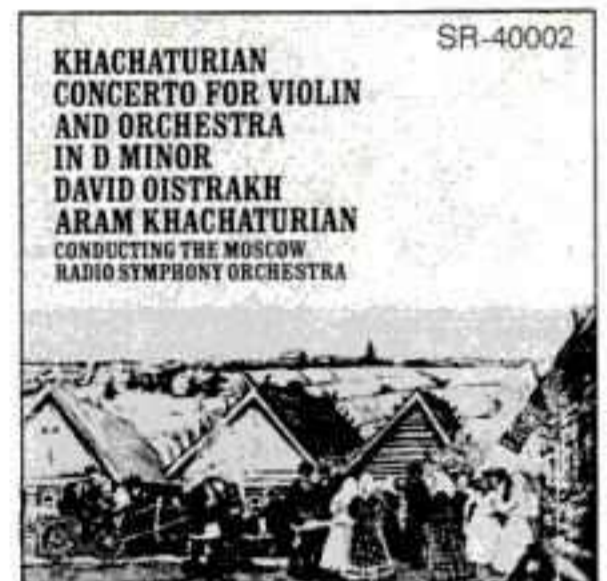
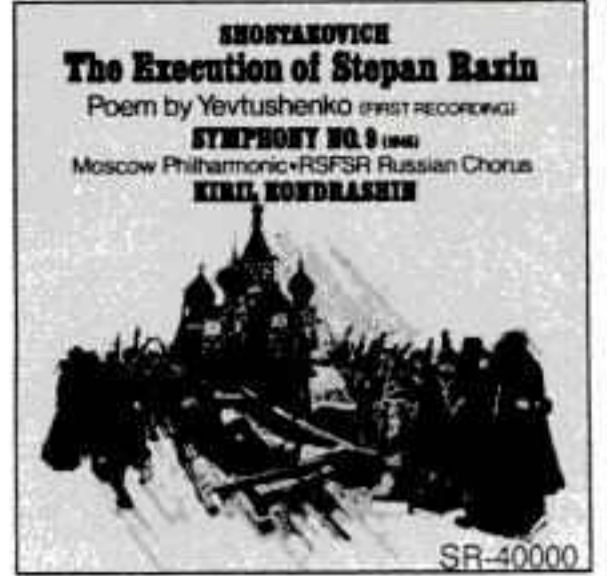
CROSSROADS DISPLAY for record counters includes a free disk with excerpts from 10 Crossroads albums and an updated illustrated catalog of Epic's budget line.

**BEST SELLING CLASSICAL LP's**



This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	25
2	2	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	20
3	3	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	13
4	5	VERDI: FALSTAFF (3-12" LP's) Fisher-Dieskau & Various Artists/Vienna Philharmonic (Bernstein), Columbia M3L/350 (M); M3S 750 (S)	5
5	6	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	18
6	8	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); 36333 (S)	25
7	4	HANDEL: MESSIAH (2-12" LP's) Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	8
8	7	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	44
9	9	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	24
10	10	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	16
11	14	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	18
12	12	MAHLER: SYMPHONY NO. 7 (2-12" LP's) New York Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	18
13	11	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	45
14	15	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	22
15	13	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	25
16	19	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	16
17	17	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	32
18	20	TCHAIKOVSKY: NUTCRACKER SUITE Philadelphia Orch. (Ormandy), Columbia ML 6207 (M); MS 6807 (S)	6
19	16	ART OF SERGE Koussevitzky (3-12" LP's) Boston Symphony Orch., RCA Victor VCM 6174 (M); (No Stereo)	7
20	21	ORFF: CARMINA BURANA Sarsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	21

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	24	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 60054 (M); SR 90054 (S)	31
22	23	HANDEL: MESSIAH (3-12" LP's) Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	5
23	22	BACH: LUTE SUITES NOS. 1 & 2 Bream RCA Victor LM 2896 (M); LSC 2896 (S)	23
24	26	SMETANA: MA VLAST (2-12" LP's) Czech Philharmonic Orch. (Ancerl), Crossroads 22260001 (M); 22260002 (S)	12
25	25	BEETHOVEN: "LES ADIEUX" SONATA MOZART: SONATA IN C Van Cliburn, RCA Victor LM 2931 (M); LSC 2931 (S)	3
26	18	REVERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	22
27	29	MOZART: DON GIOVANNI (4-12" LP's) Ghiaurov/Gedda/Ludwig & Various Artists, Philharmonic Orch. (Klemperer), Angel DL 3700 (M); SDL 3700 (S)	2
28	27	VERDI: ARIAS Dietrich Fischer-Dieskau, Seraphim 60014 (M); S 60014 (S)	4
29	32	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	12
30	28	BACH ON THE PEDAL HARPSICORD E. P. Biggs, Columbia ML 6204 (M); MS 6804 (S)	30
31	33	ROSSINI: SEMIRAMIDE (3-12" LP's) Sutherland/Horne/Various Artists, London Symphony (Boynge), London A 4383 (M); OSA 1383 (S)	2
32	—	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony Orch. (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	1
33	35	IVES: SYMPHONY NO. 4 American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	35
34	36	BRAHMS: LIEBESLIEDER WALTZES Robert Shaw Chorale, RCA Victor LM 2864 (M); LSC 2864 (S)	6
35	31	RODGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	22
36	30	HANDEL: WATER MUSIC Concertgebouw Orch. of Amsterdam (Eduard Van Beinum); Philips World Series PHC 9016 (M); PHC 9016 (S)	9
37	37	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN Columbia M2L 328 (M); M2S 728 (S)	39
38	34	BEETHOVEN: SYMPHONY NO. 9 (2-12" LP's) Pittsburgh Symphony Orch. (Steinburg), Command CC 11019 (M); CC 11019 SD (S)	5
39	40	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE N. Y. Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	3
40	39	GREAT ARIAS FROM FRENCH OPERA Maria Callas, Orch. Natl. Radio France, Angel 35831 (M); 35831 (S)	4



**Classical Notes**

Continued from page 37

tan Opera National Company will sing the leading soprano role in Korngold's "Die tote Stadt," which will open the Vienna Festival on May 25. . . . Soprano **Alpha Brawner** was outstanding in the Choral Symphony Society performance of Handel's "Judas Maccabaeus" at Town Hall last Sunday (29).

Pianist **Claudio Arrau** will donate part of the proceeds of his Beethoven sonata program at Carnegie Hall on Wednesday (8) to aid Italian flood relief. . . . San Francisco's Spring Opera season opens on June 2 with "La Traviata." Other operas will be "The Pearl Fishers," "Cavalleria Rusticana" and "Pagliacci," and "The Tales of Hoffman." . . . **Peter Nero** appeared with **Lloyd Geisler** and the **Washington National Symphony** on Saturday (4). . . . Pianist **Clifford Curzon** performs with the **Indianapolis Symphony** on Saturday (11) and Sunday (12).

**Eugene Ormandy** and the **Philadelphia Orchestra** will present the United States premiere of Alberto Ginastera's "Concerto per Corde"

on Friday (10). The program will be repeated on Saturday (11) and in Philharmonic Hall next Tuesday (14). Violinist **Isaac Stern** will perform two works with the orchestra. . . . **Robert Kingsbury** of Southern Illinois University joins the **Robert Shaw Chorale** for its concert tour March 20-May 15. . . . **Lucia Popp** debuts with the Metropolitan Opera next Sunday (19) in a new production of Mozart's "Die Zauberflöte." Other stars will be **Pilar Lorengar**, **Nicolai Gedda**, **Hermann Prey** and **Jerome Hines**. **Josef Krips** debuts with the company as conductor.

Pianist **Micha Dichter** will give a recital at Chicago's Orchestra Hall on Feb. 22. The concert, Dichter's only Midwest appearance this season, is sponsored by Chicago's South Side Hebrew Congregation. . . . Baritone **Raimund Herincx** used his full, rich voice with artistry as the central figure in Delius' "Mass of Life" performed with **Thomas Scherman** and the **Little Orchestra Society** last Tuesday (31) at Philharmonic Hall. . . . The **Bach Aria Group** gives

its final Town Hall concert of the season next Wednesday (15).

**E. Power Biggs** will be featured in the first of three organ concerts with members of the **Boston Symphony** next Sunday (19). . . . The American premiere of Nabokov's "Concerto Corale" and the New York premiere of Honegger's "Le Dit Jeux du Monde" are slated for Friday (10) by **Thomas Dunn** and the **Festival Orchestra** of New York at Philharmonic Hall. . . . Violinist **Henryk Szeryng** gave a recital at Hunter College Saturday (4). . . . "Danube Neighbors" will be the motto of the 1967 Festival of Vienna, which begins May 20.

Violinist **Zino Francescatti** appears with the Chicago Symphony next Thursday (16) and Friday (17). . . . New York Mayor **John Lindsay** will narrate Copland's "Lincoln Portrait," with **Andre Kostelanetz** and the **New York Philharmonic** on Saturday (11). . . . Dello Joio's "Antiphonal Fantasy for Organ, Brass and Strings" will be performed by the **Detroit Symphony** on March 19 with **Marilyn Mason** as soloist and by **William Steinberg** and the **Pittsburgh Symphony** on April 25 with **Richard Ellsasser** as soloist. . . . **Geraint Evans** sings his first Metropolitan Opera Beckmesser in "Meistersinger" next Thursday (17).

FRED KIRBY

**U. S. Dept. Trip**

Continued from page 37

wood Bowl. Watts records for Columbia.

During its seven-week goodwill tour, the Philharmonic will play for audiences in New Delhi, Tehran, Cairo, Athens, Sofia, Bucharest, Stresa, Paris, Rotterdam, Hamburg, Vienna, Munich, Stuttgart, Berlin, Milan, Moscow and other as yet unannounced Russian cities.

Over 120 persons will make the trip, subsidized jointly by the Government's cultural exchange program and the Southern California Symphony-Hollywood Bowl Association.

**Bastianini Dies**

Continued from page 37

He also recorded "La Favorita," and "Gioconda" for London, and "Cavalleria Rusticana" for Victor and appears on London's gala "Fledermaus" package. Tenors **Franco Corelli** and **Carlo Bergonzi** sang at his funeral in his native Siena Jan. 26.

As you may already know, Capitol Records, Inc., the United States manufacturer of Angel Records, has entered into a recording agreement with MEZHDUNARODNAJA KNIGA (MK), official state recording agency of the Soviet Union. Under this agreement, Angel will master, press, and package the finest recordings from MK's "Melodiya" label in a new series, to be known as "Melodiya/Angel."

These are magnificent recordings which we believe will create immediate excitement and demand.

Yet the reason for these recordings goes beyond listening enjoyment. An essential communication is already taking place between our two peoples on many levels — political, scientific, and cultural.

This communication must continue. It must grow.

The fundamental purpose of the "Melodiya /Angel" series is to further this growth.

It is the first systematic documentation of contemporary Soviet music.



*From Alan W. Livingston, President, Capitol Records, Inc.*

**Why Angel is  
introducing an historic  
new series  
of stereo recordings  
from Russia.**



**\* THANKS FOR YOUR  
ACCEPTANCE OF  
ROJAC AND  
'BIG' MAYBELLE**

**'BIG' MAYBELLE**  
(America's Queen Mother of Soul)  
Rojac 122



\*\*\*\*\*

**Watch for ROJAC's New Line of Stars!**

**CURTIS LEE**

"EVERYBODY'S GOING WILD" b/w

"IN MY BAG" Rojac 114

**WESLEY PAIGE**

"BETTER DAYS ARE COMING" b/w

"I HAVE TO FIND OUT FOR MYSELF" Rojac 113

\*\*\*\*\*

\*From  
Jack Taylor, President  
Claude Sterrett, Vice-President  
Dave Braithwaite, Nat'l Sales & Promotion  
Bob Gallo, Production  
Ken Luttmann, Independent Promotion  
Jerry McGee, Midwest Promotion

Contact: Claude Sterrett

**ROJAC RECORDS, INC.**

1274 5th Avenue, New York, N. Y. A/C (212) 348-0665



**I'M NEVER GONNA CRY AGAIN ★  
b/w WHAT'S THE USE ★**

**M. A. P. Records, Inc.**  
259 SO. BEVERLY DR., SUITE 205  
BEVERLY HILLS, CALIF.

FEBRUARY 11, 1967 **BILLBOARD**



THE INCOMPARABLE

Mantovani





Columbia Artists Management  
salutes

**MANTOVANI**

C.A.M.I.

Personal Direction: Wright and Schlang

165 West 57th Street, New York 10019

## Good Taste Becomes an International Institution

BY FRED KIRBY

With a popularity spanning the continents and spanning all age groups, Mantovani has parlayed talent, training, musicianship, personality, judgment and good taste into an international institution—Mantovani and His Orchestra.

Annunzio Paolo Mantovani was born in Venice in 1905, but arrived in England when he was but four years old. His father, Benedetto Mantovani, was a violinist in Milan, Naples and Rome. Among the conductors the elder Mantovani played under were Hans Richter, Arturo Toscanini, Pietro Mascagni, Sir Thomas Beecham, Camille Saint-Saens and, later, Annunzio Mantovani.

Benedetto Mantovani wanted his son to follow another line, such as drafting with music for his own entertainment, but Annunzio turned to music as a profession. He received his early musical training on the piano and studied harmony and counterpoint. His first teacher was his experienced father and he later studied under Chiti and Professor Pecsikai. He began playing the violin at 14 and has been essentially a string musician ever since.

Mantovani played in his first restaurant band at 16 in Birmingham, England, and in two years had his own band. His band made the first English band broadcast from a restaurant in 1925, while they were at the Midland's in Manchester. But, it was at the Hotel Metropole near Charing Cross in London, that he soared to fame.

He started at the Metropole as a member of Emile Colombo's orchestra. When Colombo moved to another spot, Mantovani remained as conductor and founded his Tipica Orchestra. He broadcast weekly during three of his six years at the Metropole. Thibaud and Ysaye both heard him play at the Metropole and were impressed. Thibaud commented on Mantovani's "splendid tone and technical facility."

In 1930, Mantovani gave a concert at Aeolian Hall. On Jan. 21, 1932, he gave a memorable concert at Queens Hall to glowing notices. His program included Saint-Saens "Concerto for Violin in B Minor," a piece his father had played years before. In the audience was Beecham, who sent back a note saying, "Bravo. Well done." The note is one of Mantovani's most-treasured possessions. Also, while at the Metropole, he became a naturalized English citizen in 1928.

Shortly after the Queens Hall concert, the orchestra was engaged at Monseigneur's as a cabaret attraction. The orchestra subsequently was booked for dinner and finally for luncheon as well. He explained in November, 1933, "The secret of the success of my Tipica Orchestra lies in the colossal amount of rehearsal we do before playing anything on the bandstand."

In the Tipica Orchestra, Mantovani played lead violin, an old Testori. There were two other violinists in the orchestra, one of whom played bongos in rumbas. One of the two cellists played drums in dance numbers, while the second played guitar, accordion and mandolin and also arranged. The first violinist also doubled on mandolin. Members of orchestra included Benedetto Mantovani, Reginald Kilby and the late George Melachrino. Another member was composer-arranger Ronald Binge, who helped originate the "Mantovani sound." His sister, Remila, was one of the vocalists, billed as Stella Nelson.

An early recording on Homophone paired "For Love Time," a waltz, and "Si, Si," a tango. "If you like sweet music, this a record you must try," said one critic. Another critic said of "Sereneta" on Sterno, "a waltz played as only it could be played by Mantovani and his Tipica Orchestra, whose popularity increases every day."

A big year for Mantovani was 1934. In April, he received an award from Rhythm presented by Cab Calloway. A newspaper report of the event said, "The quiet reserve of Mantovani's orchestra in no way prevented them from being heard in the wild enthusiasm of the crowd. He (Mantovani) thrilled them (the crowd) to silence with his delightful music."

On Aug. 4, he married Miss Winifred Moss, the daughter of W. J. Moss, a London city director. Emilio Colombo was his best man. In the fall, Monseigneur's closed. He then toured playing variety dates. That year, also, a critic for World's Fair wrote, "I have always held the opinion that Mantovani is the best leader when tango music is played."

The next year, Mantovani began recording for Regal-Zonophone. He also conducted a version of Noel Coward's "Bitter Sweet" and appeared at the Hollywood Restaurant and San Marco's. That year, his son, Kenneth, was born. Another highlight was the first radio "play-off" against George Scott-Wood, whose combo features brasses. The first contest was ruled a draw. Late in 1935, he began appearing on Regal-Zonophone's parent Columbia lists, a label he remained with for about six years before beginning his long successful tenure with British Decca.

In 1936, Record Review noted one of the trademarks of Mantovani's style: "Mantovani relies in melody at all times." An earlier evaluation elsewhere called the maestro "a musician to his finger-tips, a composer and arranger as well as a player and conductor." Among the major items of publicity receiving wide play that year was that he played a 200-year-old violin, which previously belonged to a Russian princess and that his hands were insured for \$10,000. This second item re-



ceived much newspaper play with the amount broken down as \$5,000 hand and \$1,000 a finger. He also left San Marco's in 1936. The violin story was that the instrument had been given to his father. "My father would give it to me if I learned to play without mistake the Paganini concerto."

Mantovani told a newspaper early the next year that more than 500 women had asked to marry him to then. Also in 1937, he performed with Gracie Fields at the Bath Tub. The same year, George Barclay was succeeded by Ken Crossley as the orchestra's male vocalist. The next year, Dave Toff took over as personal manager replacing Felix Mendelssohn. Then came a recording of the "Donkev Serenade," which still is in the active Mantovani repertoire.

In 1940, Mantovani added horns to the characteristic strings, a three-piece brass section. His first two Decca singles in February, 1940 were "We'll Meet Again" backed by "Somewhere in France With You" and a pairing of "Who's Taking You Home Tonight" and "Knees Up, Mother Brown." That year, the orchestra also appeared in a Pathe film, "Pathetone Parade of 1940." Personally, the big 1940 event was the birth of his daughter, Paula.

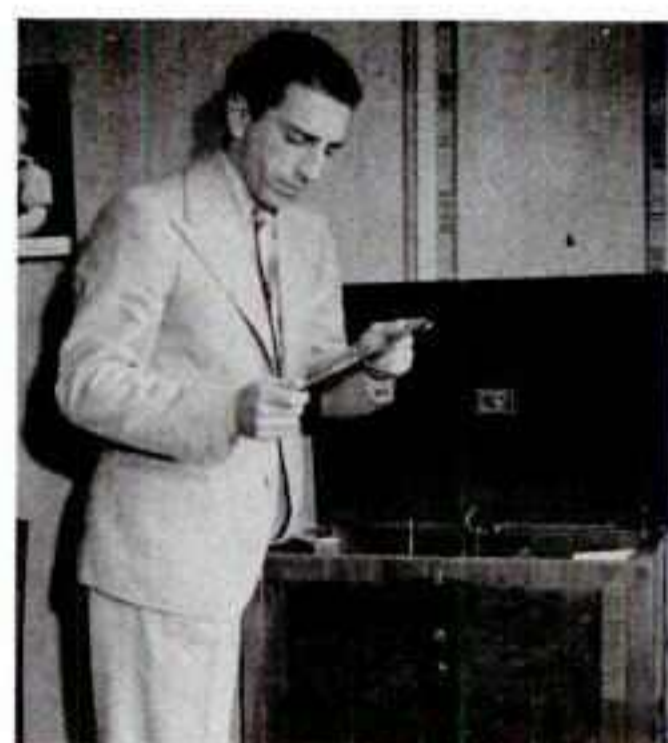
In coming up with the Mantovani sound, Binge explained, "I always had the idea that Mantovani could get more out of strings than most people . . . I felt that what he wanted was some recognizable sound—an identifiable label. Something which would make people say as soon as they heard it, 'that's Mantovani.'" Mantovani and Binge succeeded with 28 string players in an orchestra of 40.

When London Records was formed in 1947, Mantovani was among the first artists. A good seller from the beginning, he really struck paydirt in 1951 with a simple piece called "Charmaine." The recording had worldwide success and has become the orchestra's theme. In 1952 came "Greensleeves" as a single and in an album with such numbers as "Mexicali Rose," "It Happened in Monterey" and "Lovely Lady." Another 1952 album, "Strauss Waltzes" contained music of one of his favorite composers. His first big tango album in 1953 included "Jealousy," "Besame Mucho" and his own "Tango de Luna" one of several tangos he composed under pseudonyms.

He frequently has turned to the theater and films for material to record. He has recorded one complete Broadway show, *Kismet*, his only London Phase 4 LP. The cast included Robert Merrill, Regina Resnik and Kenneth McKellar. The only other available Mantovani disk featuring a vocalist is "The World's Great Love Songs," which utilizes the voice of Mario Del Monaco. Several pressings spotlight classical themes.

Last fall, Mantovani made his 10th successful annual American tour. There are more than a dozen cities where he has appeared annually for the decade. An estimate on his concert audiences is that he has played to about 2 million people in his 10 American tours. His London Records' sales in America have topped 16 million LP's with better than a 50 million sales mark. Six of his LP's have sold more than 250,000 each. These are "Exodus," "Strauss Waltzes," "Christmas Carols," "Theatreland," "Film Encores Vol. 1" and "Gems Forever."

Mantovani now lives in a pleasant apartment in St. John's Wood, London, and in Bournemouth in a ranch style country house. He has a collection of cars and also is an amateur photographer. Another favorite is the family poodle. His son, who became an electronics engineer, is married and Mantovani recently became a grandfather. Mantovani's decision to pursue music as a career may have deprived the world of a good draftsman, but it gave the world instead a towering figure who has left an indelible mark on pop music with strings, melody and taste.



(Top left) A budding genius strikes a pensive mood. And a few shots from the 1930's. (Top center) Preparing for a concert. (Top right) Playing one of his records. (Bottom left) Mantovani relaxes on the glider and catches up with the news. (Bottom right) Admiring his new radio.



# Mantovani Month: A London Tradition

Possibly the longest continuing promotion is the annual spring Mantovani campaign run by London Records. Begun in 1952 as "May Is Mantovani Month," the program was switched to March in 1962. "March Is Mantovani Month" has continued ever since. During the years, about one-third of the artist's total annual album sales has been registered in these campaigns.

Since the inception of the merchandising program, London has issued two Mantovani albums a year, one to be featured in the campaign and the other to coincide with the conductor's annual fall American tour. The program is drawn up by Marty Wargo, London's administrative manager, and fulfilled by the sales staff under Herb Goldfarb, national sales manager.

While drives spotlight the latest release, Mantovani's entire catalog is promoted. Several innovations have been introduced during these campaigns, including corrugated floor display racks in 1962. Among the highlights of the annual promotions was a consumer contest that same year. Every copy of "American Waltzes," the album spotlighted that year, contained an entry blank. Contestants had to pick the title and all 12 tunes for Mantovani's next album. All entries were checked by London officials and Mantovani.

Angelo Ruggiero of Milford, N. J., was the winner with "Latin Rendezvous," which was released in 1963. First prize included a trip for two (Mrs. Ruggiero accompanied her husband) to England, where they attended a recording session for the album. The 12 selections suggested by Ruggiero, all of which were used, were "Granada," "Malaguena," "Cielito Lindo," "Be Mine Tonight," "La Paloma," "Siboney," "Andalucia," "Maria Elena," "Perfidia," "Estrellita," "Amapola" and "España."

A dealer contest in 1964 had eight winners of all-expense-paid trips to England for two. Other prizes were color TV sets, portable television, and clock radios. Last year, the campaign included a special catalog of all 517 selections available by Mantovani, including the album title and number where the pieces could be found. Sampler LP's at about one-half regular price were sold in 1956 (mono only) and 1959 (stereo and

mono). Dealer window display contests have been run several times. This special Billboard supplement is the major feature of this year's promotion.

Features of the promotions have been special dealer discounts, delayed payments, larger contributions toward newspaper advertising, dealer bonuses, and exchange privileges. London officials feel the annual campaigns constitute the largest continuous promotion for one artist in the United States.



## Lack of Quality Melodies Cited

Mantovani finds a dearth of strong melodies in today's pop music and also faults the movies for not encouraging melodic music. Noting that he used to draw upon the Broadway stage, he notes a lack of quality melodies on the stage today. According to Mantovani, Leonard Bernstein in "West Side Story" was the last composer to bring something new to the musical theater. "The melodies had more color. The rhythms were different. He (Bernstein) had his own melodic style."

Films, however, really draw Mantovani's displeasure. He feels the medium has not been used adequately as a showcase for new music. Recognizing the large audiences that attend films compared to the stage, Mantovani regrets what he considers a serious failure on the part of that industry in the field of music.

Mantovani says rhythms are more important than melody today, making most contemporary music unsuitable for his orchestra. Even in the classical field, he sees a lack of the sweeping symphony. "Great performances by great conductors are needed to ensure a public even for such leading contemporary composers as Barber, Britten and Copland."

The reduction in the number of big bands, he finds, has eliminated a breeding ground for fine musicians.

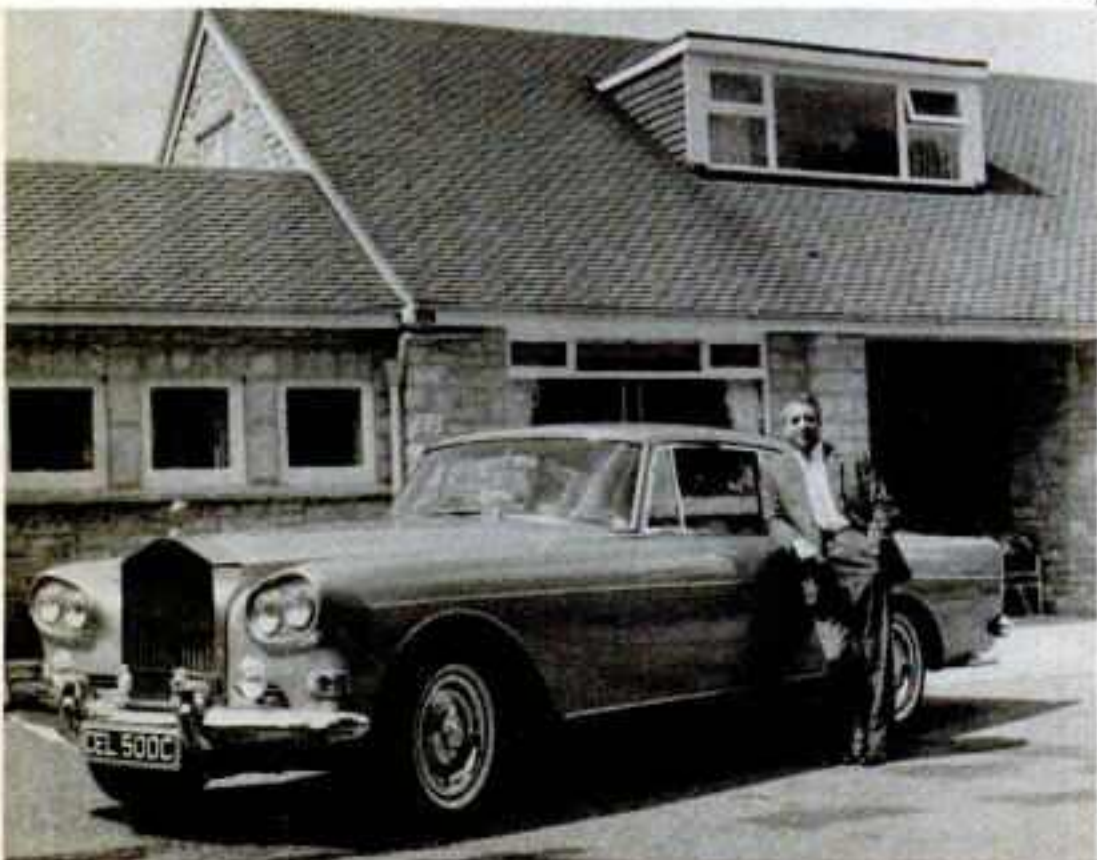
The maestro feels television can "break you as quickly as make you." He explains that one sub-par performance of even a sub-par guest can destroy an otherwise fine show.

Mantovani used to draw heavily on the latest hits in his recordings and tours, but discovers this is more difficult to do. Today's hits, he believes, are "invariably raucous . . . loud for kids . . . to excite them." Even so, the orchestra included "Spanish Flea" and the Beatles' "Yesterday" on their latest album and tour program.

Rhythms are mainly responsible, he feels, for the increased popularity of Latin-American music. In folk and country music, the lyrics and story are paramount, rather than melodies. Mantovani sees a lack of really great composers today, composers who can write lasting melodies that can stand on their own.

Recalling the many Broadway shows that were rich in fine melodies, he notes that today one catchy song can make a show a hit. One of his favorite Broadway composers is Richard Rodgers, whose music frequently turns up in Mantovani's LP's and live performances.

On his future, Mantovani is undecided, but thinks he might devote more time to composing "if I find I have a touch for it." But, it's doubtful that his millions of fans throughout the world will let Mantovani cut down on his recording and touring, even at the expense of another "Cara Mia."



Mantovani's automotive tastes run to Rolls-Royces and Jaguars, but he also relaxes with some horseback riding near his Bournemouth home.



The two big weddings in Mantovani's life were his own, of course, and that of his son. Members of his orchestra formed the guard of honor at Monty's wedding. He's shown kissing the bride at his son's wedding.

Congratulations  
and  
Continued Success  
from  
DECCA RECORDS

THE DECCA CUSTOM DIVISION  
*"All your Record Production Needs Under One Roof."*

DECCA DISTRIBUTING CORP.  
Distributors of London Records in  
Buffalo • Cleveland • Cincinnati • Atlanta • New Orleans • Memphis



A. P. MANTOVANI

"GREENSLEEVES", BURTON RD,  
BRANKSOME PARK, DORSET

Feb. 1967

To my friends at London Records:  
Words cannot express my sincere thanks for the  
many years of happy association we have  
enjoyed together.

Gratefully,

A handwritten signature in cursive script, appearing to read "A. P. Mantovani", with a long horizontal flourish underneath.

A. P. MANTOVANI

"GREENSLEEVES", BURTON RD,  
BRANKSOME PARK, DORSET

Feb. 1967

My personal thanks -

I would like to extend my sincere appreciation to the many people who have contributed to my success. There are so many individuals that I couldn't start to thank you all by name... London Records' distributors, dealers, rack jobbers, disc jockeys, radio programmers, publishers, the press and of course - Columbia Artists Management Inc. who have done so much on my behalf.

Gratefully,

*Mantovani*

*My special thanks  
to George Elrick  
who is more than a manager  
a friend*

*Mantovani*



Monty and his friends. (Above left) Clowning with Bob Merrill at the "Kismet" recording session. (Above right) In Montreal with actresses of the Comedie Francaise. (Bottom left) Rehearsing with Maria Svetlova and Claudio Arrau. (Bottom right) At a special luncheon in his honor in Los Angeles. Beginning with Mantovani, counter clockwise: Dr. Miklos Rozsa, Andre Previn, Jeff Alexander, Hy Kanter, Chuck Worcot, Eddie McHare, Georgie Stall, Bronislaw Kaper, George Elrick (Mantovani's manager) and Johnny Green.



## MECHANICS OF THE MANTOVANI MAGIC

### Arranger and Orchestrator

Mantovani's ability as an arranger and orchestrator has largely contributed to the success of the Mantovani sound. Even today, he arranges about 65 per cent of the orchestra's selections. His background as a musician stands him in good stead, whether arranging a "Carmen Fantasy" or "The Streets of Laredo."

In these, which were included in his last American tour, the London artist carefully retains the melody, which always has been uppermost to him. He scores for his large string section, which is shown off in "Carmen Fantasy," but uses brasses, woodwinds, guitar and accordion to offset the strings and provide variety.

He also plays some of his own compositions, which often were written to fill a "hole" in the program. "Cara Mia" is the most famous of his works, but several of his tangos are considered standards in English pop music, such as "Spider of the Night," "Tango de la Luna" and "Red Petticoats."

In 1957, "Toy Shop Ballet," a pert, whimsical piece, earned him the Ivor Novello Award. He also was the composer of "A Poem to the Moon," "To My Love" and "Dance of the Eighth Veil," a brilliant orchestral piece. He also uses material by his regular arranger, Cecil Milner, whose "Gala Night" was the program opener on the last tour.

But, in compositions as well as orchestrations, Mantovani thinks first of the music's suitability for his orchestra with its lush, cascading strings, its coloristic effects. As a violinist, he knows how far the strings can go and avoids orchestration that will provide special difficulties. He is not interested in pyrotechnics, but in over-all full sound.

Composing may take up more of his time later, but today, the active conductor recognizes it's the Mantovani sound his public wants and this sound is largely the product of his ability at orchestration and his skill as a musician, although he no longer performs himself. These orchestrations are, in large measure, responsible for Mantovani being "Mr. Music" to millions of people throughout the world.

### George Elrick: Planner, Strategist

In the last decade, some 2,000,000 Americans, a million Europeans and another million Asians have attended Mantovani concerts. These concert goers form the nucleus of the millions of Mantovani album buyers, and the tours are arranged with as much care and precision as would accompany the visit of L.B.J. to Moscow.

Prime mover behind the Mantovani tours is George Elrick, Monty's personal manager, tour director, trouble shooter—and friend.

Elrick was a name musician in his own right before he became a personal manager. In the 1930's

and 1940's he was a drummer, vocalist, and later a band leader, playing as the featured act in the London Palladium. Elrick's records consistently hit the British charts.

In the early 1950's, Elrick decided there was more of a future in personal management than in performing, and he opened his own management firm.

One of his first clients was Mantovani, an old friend from his days as a musician.

Mantovani's career as a major concert artist was launched at London's Albert Hall in 1954. Monty had played some concert dates before that, but nothing in a house that size.

Professional opinion at the time was that a Mantovani concert in Albert Hall would be a fiasco. Elrick didn't go along with the savants, and gambled that the performance would be a financial success. He promoted the concert himself, and when the show went on, all 7,000 seats were sold out. Mantovani's career as a concert performer had been launched.

The groundwork for Mantovani's annual three-month American tours was laid the following year when Elrick and the maestro arranged with Nicolai Koudriatzer, Montreal impresario, for an abbreviated Canadian tour. Mantovani played Montreal, Toronto, Ottawa and Quebec to critical acclaim and financial rewards.

At Toronto, conducting the 45-piece Toronto Symphony Orchestra, 11,500 persons crowded into a hall with a seating capacity of 10,000.

The Canadian tour was the basis for the U. S. tours which started the following year. In 1955, Elrick began negotiations with Columbia Artists Management, which has handled the U. S. bookings for the last decade. Fred Schang and Leverett Wright are the CAMI men who have worked out the itinerary with Elrick, and while no relationship works without a hitch through 10 years, the Mantovani-CAMI set-up has been remarkably free of trouble.

Each year, Mantovani plays nearly 60 U. S. cities, with eight dates remaining constant from year to year, and about 50 changing. Concerts in New York, Chicago, Detroit, Cleveland, Washington, Richmond, Philadelphia and Troy, N. Y. (Rensselaer Polytechnic Institute) are played each year.

Five people from the British orchestra (lead bass, accordion, lead trumpet, percussion and concertmaster) are taken to the U. S. The remainder of the 48-piece orchestra is composed of U. S. musicians.

U. S. personnel also include Johnny Giattino, personnel manager; John McCue, stage manager, and Harold Levine, fiddle player who also doubles as driver for Mantovani and Elrick.

How difficult is it to mold a group of musicians into an orchestra which will play the Mantovani style? If they're competent musicians, it will depend on the conductor. On the U. S. tours, the sound and caliber of music is on a par with the product which is recorded in England.

Equipment needs are fairly simple. A Mantovani

concert requires one microphone. There's no amplification. None is needed.

Dates are lined up a year in advance.

How avid are Mantovani concert-goers? A few years ago, a concert in Minneapolis had to be canceled, and patrons were offered either a refund or an exchange ticket for next year's concert. Not one person asked for a refund.

### The Faithful Five

Although the familiar Mantovani sound has been produced often in recordings and concerts by the English conductor, there actually is no full-time Mantovani orchestra. Recordings are made with London freelance musicians, who also tour with him in Britain. However, most of the same musicians have been with Mantovani for many years.

On his American tours, he only takes five members of his English ensemble, including David McCallum, concert master. McCallum, an accomplished violinist, has played with the Royal Philharmonic under Sir Thomas Beecham. He also is the father of the TV and recording star of the same name. At a recent concert, Mantovani confided in the audience, "I can afford the father, but not the son."

Another of the regulars is Wally Ashwith, bass player, who's been with Mantovani for about 20 years. As with McCallum, who's a veteran of more than 22 years with the orchestra, Ashwith's association has been "on and off." The bassist also is the orchestral manager.

Charles Botherill, percussionist, has 22 years with the maestro to his credit. His skill is an example of

(Continued on page M-29)





# Artistry in Sound Award<sup>®</sup>



COLLAGE CREATED BY FELIPE FABREGAT

*presented to Mantovani*  
*by*

**AMPEX**

**STEREO TAPES**

# Artistry in Sound Award<sup>®</sup>

presented by  
**AMPEX** Stereo Tapes in recognition  
of outstanding contributions  
to the field of recorded sound.



Recipient of the first Artistry In Sound Award is Mantovani, a true artist in sound, who this year celebrates his 25th anniversary with London Records. We congratulate this talented maestro on his brilliant and memorable achievements.

These Mantovani albums are currently available on **AMPEX** Stereo Tape:

	B-TRACK	4-TRACK	OPEN REEL
Gems Forever			M 70001
Strauss Waltzes			M 70002
Film Encores, Vol. 1 & 2 (Double-Play)	J 72003		K 70003
All-American Showcase (Double-Play)			K 70004
The American Scene			M 70018
Continental Encores/ Waltz Encores (Double-Play)			K 70024
Music from Films/ Concert Encores (Double-Play)			K 70025
Songs to Remember			M 70034
Christmas Carols		M 17036	M 70036
Operetta Memories			M 70041
Music from Exodus, Other Great Film Themes	M 72042		M 70042
Song Hits from Theatreland			M 70044
Italia Mia	M 72045		M 70045
Carnival Theme, Other Great Broadway Hits			M 70047
Songs of Praise			M 70048
American Waltzes			M 70051
Gems Forever/Songs To Remember (Double-Play)			K 70053
Song Hits of Theatreland/ Great Broadway Hits (Double-Play)			K 70054



**AMPEX**



	B-TRACK	4-TRACK	OPEN REEL
Moon River, Other Great Film Themes			M 70055
Oliver/Stop the World			M 70058
World's Great Love Songs (with Mario Del Monaco)			M 70062
American Waltzes/ Strauss Waltzes (Double-Play)	J 72063		K 70063
Classical Encores	M 72064		M 70064
Latin Rendezvous	M 72065		M 70065
Manhattan			M 70071
Christmas Greetings from Mantovani			M 70076
Folk Songs Around the World			M 70082
Incomparable Mantovani	M 72088	M 17088	M 70088
The Mantovani Sound; Hits from Broadway	M 72093	M 17093	M 70093
Merry Christmas with Mantovani (Double-Play)	J 72100		J 70100
Mantovani Ole!			M 70101
Mantovani Magic	M 72107	M 17107	M 70107
Film Hits for Everyone (Three-Play)			D 70113
Broadway Hits for Everyone (Three-Play)			D 70115
Mr. Music...Mantovani	M 72118	M 17118	M 70118
Mantovani's Golden Hits	M 72125	M 17125	L 70125
Kismet (with Resnik, Merrill)			L 74043

# MANTOVANI: A MIRROR OF HIS TIME

Music is a reflection of our times and there is no better mirror to picture history through melody than Mantovani. His music captures the spirit of the moment and it is done with such artistry that while being timely, it is also timeless.

Through the years London Records has had a continual release schedule of Mantovani albums, and these albums have become a veritable treasure trove of musical memories and historical happenings. His vast LP repertoire, therefore, is of particular importance and value to musicologists as well as historians, and, of course, to the consumer and disk jockey who just dig music.

Herewith, then, is an almanac that puts Mantovani's albums in their proper historical perspective.

1947

George C. Marshall, U. S. Secretary, introduced the Marshall Plan under which the U. S. would extend financial aid to European countries and Mantovani's single record release was "Beyond The Sea," the Charles Trenet tune known in French as "La Mer." In the world of show business, the Pulitzer found no play worthy of an award; "Gentlemen's Agreement" won the Academy Award; Ronald Colman was "best actor" for "A Double Life;" Loretta Young, "best actress" for "The Farmer's Daughter." In sports, the Yankees beat the Dodgers in the World Series; the Philadelphia Eagles beat the Chicago Cardinals in the professional football playoff; Joe Louis was still heavyweight boxing champ; Jet Pilot won the Kentucky Derby; the U. S. beat Australia for tennis' Davis Cup.

1948

The "Cold War" was launched and Mantovani played "Warsaw Concerto" in his first 78-r.p.m. album titled "Music From The Films." In the world of show business, Tennessee Williams' "A Streetcar Named Desire" won the Pulitzer Prize; "Hamlet" won the Academy Award; Laurence Olivier was "best actor" for the same film; Jane Wyman, "best actress" for "Johnny Belinda." In sports, the Indians beat the Braves in the World Series; The Philadelphia Eagles beat the Chicago Cardinals in the professional football playoff; Joe Louis continues to hold the heavyweight boxing crown; Citation won the Kentucky Derby; the U. S. again beat Australia for tennis' Davis Cup.

1949

Dior's "new look" lowered ladies' hemlines and Mantovani was in a dancing mood titling his 78-r.p.m. album "Mantovani Tangos." In the world of show business, Arthur Miller's "Death of a Salesman" won the Pulitzer Prize; "All The King's Men" won the Academy Award; Broderick Crawford was "best actor" for the same film, Olivia de Havilland, "best actress" for "The Heiress." In sports, the Yankees beat the Dodgers in the World Series; the Philadelphia Eagles beat the Los Angeles Rams in the professional football playoff; Joe Louis abandoned his heavyweight boxing title; Ponder won the Kentucky Derby; U. S. beat Australia for tennis' Davis Cup.

1950

Brink's express office in Boston was robbed of more than \$2 million by masked bandits and Mantovani played "Somewhere A Voice Is Calling" in "Mantovani Program," his first 10-inch LP. In the world of show business, Rodgers & Hammerstein's "South Pacific" won the Pulitzer Prize; "All About Eve" won the

Academy Award; Jose Ferrer was "best actor" for "Cyrano de Bergerac"; Judy Holliday, "best actress" for "Born Yesterday." In sports, the Yankees beat the Phillies in the World Series; the Cleveland Browns beat the Los Angeles Rams in the professional football playoff; Ezzard Charles was now heavyweight boxing champ; Middleground won the Kentucky Derby; Australia won tennis' Davis Cup from the U. S.

1951

George Gershwin's "An American In Paris" was the top movie of the year and Mantovani played "Charmaine" in "Musical Moments," his last 10-inch LP. In the world of show business, no play was found worthy of Pulitzer Prize; "An American In Paris" won the Academy Award; Humphrey was "best actor" for "The African Queen," Vivian Leigh, "best actress" for "A Streetcar Named Desire." In sports, the Yankees beat the Phillies in the World Series; the Cleveland Browns topped the Los Angeles Rams in the professional football playoff; Ezzard Charles held on to the heavyweight boxing crown; Count Turf won the Kentucky Derby; Australia beat the U. S. for tennis' Davis Cup.

1952

Dwight David Eisenhower was elected President of the U. S. and the country's hope was for quiet and comfort. Mantovani's album releases that year, "Strauss Waltzes" and "Greensleeves," were in keeping with that mood. Disrupting the mood, though, was the explosion of the first hydrogen device on Nov. 1. Appropriately enough, "Was It A Dream?" and "Dancing With Tears In My Eyes" are tracks in the "Greensleeves" LP. In the world of show business, Joseph Kramm's "The Shrike" won the Pulitzer Prize; Cecil B. DeMille's "Greatest Show On Earth" won the Academy Award; Gary Cooper was "best actor" for "High Noon" and Shirley Booth, "best actress" for "Come Back, Little Sheba." In sports, this was the year that the Yankees won the pennant and beat the Dodgers in the World Series; the Detroit Lions was the top professional football team, beating the Cleveland Browns; Rocky Marciano took the heavyweight boxing title

away from Jersey Joe Walcott; Hill Gail won the Kentucky Derby, and Australia took tennis' Davis Cup from the U. S. Mantovani stayed on top of the current events with a track from "Strauss Waltzes" titled "Morning Papers."



1953

Edmund P. Hillary conquered Mount Everest and "Blue Sky" was one of the highlight tracks from the Mantovani album, "Mantovani Plays Tangos," which was released this year along with "Some Enchanted Evening" and "Mantovani Christmas Carols." This was also the year that Soviet Russia announced the explosion of the H-bomb and from the "Some Enchanted Evening" LP we have the track titled "Faith" to express our reaction to that news. In the world of show business, William Inge's "Picnic" won the Pulitzer Prize; "From Here To Eternity" won the Academy Award, William Holden was "best actor" for "Stalag 17," and Audrey Hepburn, "best actress" for "Roman Holiday." In sports, this also was the year the Yankees won the pennant and beat the Dodgers in the World Series; once again the Detroit Lions was the top professional football team beating the Cleveland Browns; Rocky Marciano continued to hold the heavyweight boxing crown; Dark Star won the Kentucky Derby, and Australia held on to tennis' Davis Cup by again beating the U. S. Mantovani's mood for the year is represented in the track from his "Some Enchanted Evening" LP, "When The Lilacs Bloom Again."



(Continued on page M-14)



ALICE BLUE GOWN • AN AFFAIR TO REMEMBER • APRIL LOVE • BE MY LOVE  
• BEN-HUR THEME • THEME FROM THE BIBLE • CARA MIA • A CERTAIN  
SMILE • CHARMAINE • DIANE • DREAM, DREAM, DREAM • EBB TIDE •  
FOUR HORSEMEN OF THE APOCALYPSE • FRIENDLY PERSUASION • GREEN  
LEAVES OF SUMMER • GAMES THAT LOVERS PLAY • GOODNIGHT SWEETHEART  
• HIGH NOON • HI-LILI, HI-LO • IT HAPPENED IN MONTEREY • JUNE  
NIGHT • LAURA • LOVE IS A MANY-SPLENDORED THING • LOVE MAKES  
THE WORLD GO ROUND • LOVELY LADY • MANHATTAN SERENADE •  
MOONLIGHT SERENADE • OVER THE RAINBOW • RAMONA • RETURN TO  
PEYTON PLACE • SHADOW OF YOUR SMILE • SIBONEY • SOFTLY, AS I  
LEAVE YOU • SOMEWHERE, MY LOVE • TAKE MY LOVE • TENEMENT  
SYMPHONY • THREE COINS IN THE FOUNTAIN • THREE O'CLOCK IN THE  
MORNING • WALTZ YOU SAVED FOR ME • WHEN I GROW TOO OLD TO DREAM •  
WHEN THE MOON COMES OVER THE MOUNTAIN • WHERE ARE YOU • WHIFFENPOOF  
SONG • YOU STEPPED OUT OF A DREAM.

*Thanks  
Monty!*



ROBBINS MUSIC CORPORATION  
LEO FEIST, INC.  
MILLER MUSIC CORPORATION  
and subsidiaries

**Our warmest wishes to one of the true giants  
of the record industry.**

*Jimmy Martin  
Ronnie Bernstein*

**J. H. MARTIN, INC.**  
2419 S. Michigan, Chicago, Illinois



Chairman of Decca, Sir Edward Lewis, just before presenting a gold baton to Mantovani at London's Royal Festival Hall—Centre figure of group is George Elrick

British **DECCA** is proud to associate itself with Billboard's salute to

**MANTOVANI**

who has been an exclusive **DECCA** recording artist for 25 golden years

# 1954

Senator Joseph R. McCarthy's play for power came to an end with a Congressional censure and the Mantovani LP release for the year, "Romantic Melodies," included the appropriate "Beautiful Dreamer." In the world of show business, John Patrick's "Teahouse of the August Moon" won the Pulitzer Prize; "On the Waterfront" won the Academy Award; Marlon Brando was "best actor" for the same film, Grace Kelly, "best actress" for "The Country Girl." In sports, the Giants won the pennant and then the World Series over Cleveland; and this time the Cleveland Browns came to the fore in professional football beating the Detroit Lions; Rocky Marciano was still heavyweight boxing champion; Determine won the Kentucky Derby, and the U. S. took tennis' Davis Cup from Australia. And Mantovani kept pace with the time by including "Suddenly" in his album.



# 1956

Egypt seized the Suez Canal and Israel invaded Egypt and hopes for peace darkened but Mantovani brought in a bright ray with an LP titled "Candlelight." His other album release that year was called "Music From The Films." In the world of show business, Frances Goodrich and Albert Hackett's "Diary of Anne Frank" won the Pulitzer Prize; "Around The World In 80 Days" won the Academy Award; Yul Brynner was "best actor" for "The King And I;" Ingrid Bergman, "best actress" for "Anastasia." In sports, the Yankees again won the pennant and beat the Dodgers in the World Series; the N. Y. Giants came to front of professional football beating the Chicago Bears; Rocky Marciano abandoned his heavyweight boxing title; "Needles" won the Kentucky Derby; Australia again beat the U. S. for tennis' Davis Cup. America re-elected President Eisenhower and the event was saluted in the "Candlelight" with "You Stepped Out Of A Dream."



David Niven was "best actor" for "Separate Tables"; Susan Hayward, "best actress" for "I Want to Live." In sports, the Yankees were back again beating the Braves in the World Series; the New York Giants emerged in professional football beating the Baltimore Colts; Floyd Patterson held onto his heavyweight boxing crown; Tim Tam won the Kentucky Derby; and it was the U. S. this time over Australia for tennis' Davis Cup. One of the year's most exciting events was the launching of the first U. S. satellite to go into orbit and from "Continental Encores" came "Beyond the Sea."



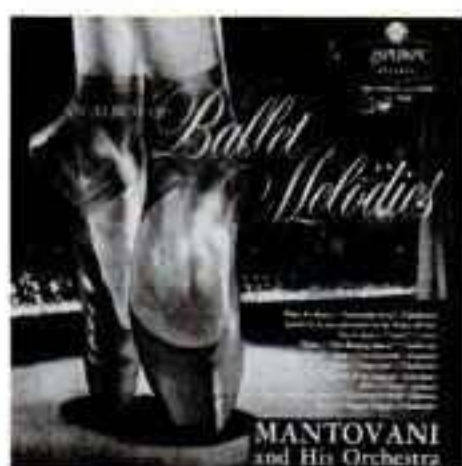
# 1955

Sir Winston Churchill retired but Mantovani was more active than ever releasing five LP's: "Charmaine," "Operatic Arias," "Song Hits From Theatreland," "Lonely Ballerina" and George Gershwin's "Rhapsody in Blue" and "Concerto in F." This was also the year that saw a merger of America's two large labor organizations, the AFL and the CIO, and Mantovani saluted them with "Hello Young Lovers" from his "Song Hits From Theatreland" LP. In the world of show business, Tennessee Williams' "Cat on a Hot Tin Roof" won the Pulitzer Prize; "Marty" won the Academy Award; Ernest Borgnine was "best actor" for the same film; Anna Magnani, "best actress" for "The Rose Tattoo." In sports, this was again the year the Yankees won the pennant, but this time they lost the World Series to the Dodgers; the Cleveland Browns beat the Los Angeles Rams and remained professional football's top team; Rocky Marciano still had the heavyweight boxing crown; Swaps won the Kentucky Derby, and Australia recaptured tennis' Davis Cup from the U. S. Mantovani commemorated the Coronation with "Queen Elizabeth Waltz" in his "Charmaine" album.



# 1957

Sputnik, the first man-made satellite was launched by Soviet scientists and "Over The Rainbow" was one of the key songs in "Mantovani Film Encores—Vol. 1," an album released this year along with "Music From The Ballet," "Concert Encores" and "The World's Favorite Love Songs" LP's. In the world of show business, Eugene O'Neill's "Long Day's Journey Into Night" won the Pulitzer Prize; "The Bridge On The River Kwai" won the Academy Award; Alec Guinness was "best actor" for the same film; Joanne Woodward, "best actress" for "The Three Faces Of Eve." In sports, the Braves beat the Yankees in the World Series; the Cleveland Browns came back to the top of professional football beating the Detroit Lions; Floyd Patterson took over the heavyweight boxing crown; Iron Liege won the Kentucky Derby; Australia again beat the U. S. for tennis' Davis Cup. And on the lighter side of the news, Senator Strom Thurmond's record-breaking filibuster of 24 hours and 18 minutes was saluted with "Unchained Melody" in the "Film Encores" album.



# 1959

Fidel Castro assumed power in Cuba and Mantovani played "Que Sera, Sera" (Whatever Will Be, Will Be) in "Mantovani Film Encores—Vol. 2" album. Also released this year were "The Music of Irving Berlin and Rudolf Friml" and "The Music of Victor Herbert and Sigmund Romberg." In the world of show business, Archibald MacLeish's "J. B." won the Pulitzer Prize; "Ben Hur" won the Academy Award; Charlton Heston was "best actor" for the same film; Simone Signoret, "best actress" for "Room at the Top." In sports, the Dodgers took over by beating the White Sox in the World Series; the New York Giants beat the Baltimore Colts again for professional football honors; Ingemar Johansson took the heavyweight title away from Floyd Patterson; Tomy Lee won the Kentucky Derby; Australia came back to win tennis' Davis Cup from the U. S. The country laughed when Soviet Premier Krushchev was refused entrance to Disneyland, and Mantovani added to the fun with the track from his "Film Encores" album, "When You Wish Upon a Star," a song from Walt Disney's "Pinocchio."



# 1958

Charles de Gaulle became Premier of France, and Mantovani played "You Keep Coming Back Like a Song" in his "Gems Forever" album which was released this year along with "Continental Encores" and "Mantovani Waltz Encores." In the world of show business, Ketti Frings's "Look Homeward Angel" won the Pulitzer Prize; "Gigi" won the Academy Award;

(Continued on page M-18)

**On behalf of your  
millions of Canadian  
admirers — congratulations  
and best wishes for  
many more years  
of unequalled  
success.**

**LONDON RECORDS OF CANADA, LTD.  
190 Graveline Rd., St. Laurent, P. Q.**

# MANTOVANI...

## long may you wave

Jerry Massler

A. I. Massler

**BESTWAY PRODUCTS, INC.**

1105 Globe Avenue, Mountainside, New Jersey

*Congratulations  
&  
Best Wishes  
for  
Continued Success!*

MANTOVANI  
&  
LONDON RECORDS

Joseph M. Zamoiski Co.

---

MANTOVANI

---

*incomparable  
in every  
way*

---

HAROLD  
LIEBERMAN CO.

257 PLYMOUTH AVENUE, NORTH  
MINNEAPOLIS, MINN. 55411

---





world of show business, Tad Mosel's "All the Way Home" won the Pulitzer Prize; "West Side Story" won the Academy Award; Maximilian Schell was "best actor" for "Judgment at Nuremberg"; Sophia Loren, "best actress" for "Two Women." In sports, the Yankees topped the Cincinnati Reds in the World Series; the N. Y. Giants beat the Green Bay Packers in the professional football playoff; Floyd Patterson continued to hold the heavyweight boxing title; Carry Back won the Kentucky Derby; Australia beat Italy again for tennis' Davis Cup. In mid-year the U. S. sent Commander Alan B. Shepard Jr. 116.5 miles above the earth in a Mercury capsule and Mantovani saluted him in his "Italia Mia" LP with "Come Back to Sorrento."

Yankees in the World Series; the Giants won the professional football playoff from the Chicago Bears; Sonny Liston held onto the heavyweight boxing crown; Chateaugay won the Kentucky Derby; U. S. took tennis' Davis Cup from Australia. On the light side of the news was the robbery of more than \$7 million from a mail train near Cheddington, England, and Mantovani appropriately played "Take the A Train" in his "Manhattan" album.

## 1960

John F. Kennedy was elected President of the U. S. and Mantovani's salute was "Mr. Wonderful" from his "Great Theme Music" album which was released this year along with "The Music of Stephen Foster," "Songs to Remember" and "Operetta Memories." In the world of show business, the musical, "Fiorello," with a score by Sheldon Harnick and Jerry Bock won the Pulitzer Prize; "The Apartment" won the Academy Award; Burt Lancaster was "best actor" for "Elmer Gantry"; Elizabeth Taylor, "best actress" for "Butterfield 8." In sports, the Pirates beat the Yankees in the World Series; the Philadelphia Eagles won the professional football playoff from the Green Bay Packers; Floyd Patterson became heavyweight boxing champion again; Venetian Way won the Kentucky Derby; Australia topped Italy for tennis' Davis Cup. This also was the year that a U-2 reconnaissance plane of the U. S. was shot down in Soviet territory and Mantovani heralded it with "Turkey in the Straw" in the "Stephen Foster" album.



## 1962

Lt. Col. John H. Glenn Jr. became the first American in orbit when he circled the earth three times and Mantovani saluted him with "Let Me Call You Sweetheart" in his "American Waltzes" album, released this year along with "Moon River and Other Great Film Themes" and "Music From 'Stop the World I Want to Get Off' and 'Oliver!'" In the world of show business, the Frank Loesser-Abe Burrows musical "How to Succeed in Business Without Really Trying" won the Pulitzer Prize; "Lawrence of Arabia" won the Academy Award; Gregory Peck was "best actor" for "To Kill a Mockingbird"; Anne Bancroft, "best actress" for "The Miracle Worker." In sports, the Yankees beat the Giants in the World Series; the New York Giants again beat the Green Bay Packers in the professional football playoff; Sonny Liston took the heavyweight boxing title from Floyd Patterson; Decidedly won the Kentucky Derby; Australia topped Mexico for tennis' Davis Cup. On the lighter side of the news, the largest cash robbery in U. S. history to date occurred when a U. S. mail truck near Plymouth, Mass., was held up for \$1,551,177. So Mantovani played "Pick a Pocket or Two" from "Oliver" and "I Wanna Be Rich," from "Stop the World I Want to Get Off."



## 1964

Lyndon B. Johnson was elected President of the U. S. and the appropriate Mantovani theme for the man from Texas was "Streets of Laredo" in the "Folk Songs Around the World" album. Other LP's released this year were "Kismet" and "The Incomparable Mantovani." In the world of show business, the Pulitzer Prize found no play worthy of a citation; "My Fair Lady" won the Academy Award; Rex Harrison was "best actor" for the same film; Julie Andrews, "best actress" for "Mary Poppins." In sports, the Cardinals beat the Yankees in the World Series; the Cleveland Browns took the professional football championship title by beating the Baltimore Colts; Cassius Clay kayoed Sonny Liston for the heavyweight boxing crown; Northern Dancer won the Kentucky Derby; Australia held onto tennis' Davis Cup beating the U. S. Also in the news was Nikita Khrushchev who was ousted as Soviet Premier, and an appropriate theme was "Catch a Falling Star" from the album "The Incomparable Mantovani."



## 1963

President Kennedy was assassinated in Dallas and the tragic mood was expressed in Mantovani's album, "Classical Encores," with "None But the Lonely Heart," which is set to Goethe's lyrics beginning: "None but the lonely heart can know my sadness." The other albums released this year were "Latin Rendezvous," "Manhattan," "The World's Great Love Songs" and "Christmas Greetings From Mantovani." In the world of show business, the Pulitzer Prize committee found no play worthy of an award; "Tom Jones" won the Academy Award; Sidney Poitier was "best actor" for "Lilies of the Field"; Patricia Neal, "best actress" for "Hud." In sports, the Dodgers beat the

## 1965

Lt. Col. Aleski A. Leonov stepped out of a Soviet spaceship to become the first man to walk in space, and Mantovani played "Who Can I Turn To" in his "The Mantovani Sound" album which was released this year along with "Mantovani Ole." In the world of show business, Frank Gilroy's "The Subject Was Roses" won the Pulitzer Prize; "The Sound of Music" won the

## 1961

Major Yuri Gagarin of the Soviet Union became the first human space traveler and Mantovani played "If Ever I Would Leave You" in his "Themes From Broadway" album and "Return to Me" in the LP titled "Italia Mia," which were released this year along with the inspirational album, "Songs of Praise." In the

(Continued on page M-29)

*In Appreciation*  
*to a*  
**GREAT ARTIST**

ALL-STATE NEW JERSEY, Inc.

WHOLESALE DISTRIBUTORS

*Phonograph Records*

321 SHERMAN AVENUE  
TELEPHONE

NEWARK, NEW JERSEY 07114  
BIGELOW 2-6900

**Continued success to  
Mantovani, one of the true  
super-artists of our time.**

**MONARCH RECORD MFG. CO.**

4852 Jefferson Boulevard, Los Angeles, Calif. 90016

Sincerest best wishes to a  
great artist, a wonderful  
human being and a friend.  
Gene Friedman



**Thank you Mantovani  
for twenty wonderful  
years together and for  
your unprecedented  
44 consecutive chart LP's.  
And thank you for your  
newest, "Golden Hits,"  
destined to be your  
biggest seller ever.**

**LONDON**  
RECORDS<sup>®</sup>

STEREO PS 483

LONDON

# mantovani's golden hits



- CHARMAINE
- GREENSLEEVES
- EXODUS
- MOULIN ROUGE
- DIANE
- AROUND THE WORLD
- SOME ENCHANTED EVENING
- GAMES THAT LOVERS PLAY
- SUMMERTIME IN VENICE
- MOON RIVER
- SWEDISH RHAPSODY
- LA VIE EN ROSE

Stereo PS 483

Mono LL 3483



*Here's to your  
next 20,  
Monty*

**IMPERIAL PAPER BOX CORPORATION**

252 NEWPORT STREET, BROOKLYN, NEW YORK 11212 • 212-346-6100

**BRANCHES:**

Imperial Packaging Company, Inc.  
733 West Henry Street, Indianapolis, Indiana

Imperial Pacific Packaging Corporation  
1919 East 51 Street, Los Angeles, California

Academy Award; Lee Marvin was "best actor" for "Cat Ballou"; Julie Christie, "best actress" for "Darling." In sports, the Dodgers took the World Series from the Twins; the professional football championship title went to the Cleveland Browns over the Green Bay Packers; Cassius Clay held onto the heavyweight boxing title; Lucky Debonair won the Kentucky Derby; Australia beat Spain for tennis' Davis Cup. On the unusual side of the news was the power failure that blacked out most of Northeastern U. S., so Mantovani played "Adios" in his "Mantovani Ole" album.



Two dogs, Breezie and Blackie, were sent into orbit around the earth by the Soviet Union, and Mantovani was on top of the news with "From Russia With Love" in his "Mr. Music . . . Mantovani" album released this year along with "Mantovani Magic." In the world of show business, the Pulitzer Prize and Academy Award citations are being held under wraps until announcement in early 1967. In sports, the Orioles took the World Series from the Dodgers; Cassius Clay continued to whip all contenders for the heavyweight boxing title; Kauai King won the Kentucky Derby. Also during the year, France pulled her forces out of NATO and Mantovani gave the news a musical setting with "Softly As I Leave You" in his "Mr. Music" album. And so as the world spins, Mantovani plays on. He's not only "Mr. Music," he's "Mr. History."



### The Faithful Five

(Continued from page M-8)

the virtuosity Mantovani requires in a musician. Bothered, during the course of a concert, often is called upon to play virtually every standard percussive instrument and some not so standard. Included are the tympany, snare drum, cymbals, xylophone, chimes, tambourine and blocks.

Another of the five is accordionist Emil Charlier with more than a dozen years with the orchestra. Mantovani, realizing the difficulty of finding an accordionist who fits in with his orchestra as well as being a soloist, feels he has the right musician in Charlier. Rounding out the regulars is trumpeter Robert Montgomery.

The 48-man orchestra consists of three violin sections of eight members each (A, B and C), six violas, four celli, two bases (sometimes three), two trumpets, two trombones, one French horn, one accordion, one percussion, one electric guitar, and one each of the woodwinds, flute, oboe, clarinet and bassoon.

The electric guitar is the only instrument change Mantovani has made in his personnel recently, finding the "new" sound fit well with his orchestral effect. The electric guitarist also is called upon to play regular guitar. Another instrumentalist who doubles up is the flutist, who, in some numbers, plays piccolo.

Mantovani regards all his musicians as soloists and often has different musicians play solo passages, especially brasses, winds and electric guitar. These provide contrast for the famous strings. McCallum also has solos, such as "Softly, When I Leave You."

### The Incomparable Annunzio

Annunzio Paulo Mantovani long ago decided to use only his last name professionally, possibly because of the limited space on marquees. But this name frequently is misspelled with the letter "o" replacing one or both "a's." One source of these inaccuracies probably is the conductor's nickname, "Monty." Noel Coward, however, seemed to have an answer for this problem. Anyway, he refers to Mantovani as "Manti."

# MANTOVANI, WE HAVE BEEN PRIVILEGED...

to press your  
magnificent records over  
the years. Our goal has  
been to exercise as much  
control in their production  
as you spent in their  
creation.

Congratulations and  
continued success.



## ALLENTOWN RECORDS

10th & Walnut Streets  
Allentown, Pennsylvania

Independent Custom Pressing for the Record Industry

# Bill Randle 'Discovered' Mantovani

By BILL RANDLE

One of the nicest things that has ever happened to me (in a long and sometimes hectic career in the radio business) was to pick up The New York Times one morning and find myself credited with the "discovery" of Mantovani. John Wilson, the sometime entertainment writer for the Times, had interviewed Mantovani and, in the course of a long and informative piece, quoted Monty as to the reasons for his success. As I read the section where Mantovani credited me with finding his "Charmaine" in an album and forcing its release as a single on the American market, I got a tremendous inner glow, a feeling of great satisfaction, and, I must admit a kind of vicarious bang out of being associated (finally, and in print) with the \$50,000,000 English "good music" success symbol.

Actually, of course, my association with Monty dated to 1951 and, as a result of the success of "Charmaine" and a number of other enterprises (concerts, etc.), we had become good friends. Yet, throughout the years, nothing had ever been written about the beginnings of the Mantovani story in America that included my role as an innovator and "discoverer." In retrospect, it never really bothered me a great deal. I had a long list of such successes (a good "track record" as they say in the trade) and I could look back on reams of ego inflating copy from trade and mass media that gave me full credit for stars like Johnnie Ray, the Crewcuts, the Four Aces, Bill Haley and the Comets and Pat Boone, and songs like "Skokiaan," "Sh Boom," "Shifting, Whispering Sands," "Battle Hymn of the Republic," and more.

I had had an exciting and full career as a disk jockey in Cleveland from 1949-1960, had semi-retired and was working in New York at WCBS and teaching at Columbia when the Mantovani article appeared. Oddly enough I had just become associated with Columbia Records and had picked up a master for them that was leaping up the charts ("Washington Square" by the Village Stompers), so I was becoming more active in the music business at the time the article appeared.

I can remember walking into Dave Kapralik's office and having him ask me why I had never been mentioned in conjunction with Mantovani before. Someone on the top CBS executive level had seen the article and it had come down to Dave as a result. (Interestingly

enough, and as a sad commentary on such practices, Kapralik never ever got credit for the "Washington Square" purchase, although he was directly responsible for it. I brought the master to him, he dug it immediately, bought it, assigned it to Epic, and it helped get Len Levy a vice-presidency in the Columbia hierarchy. No references to Dave's role in that matter have ever been in print before to my knowledge.)

At any rate, I went over in my own mind the Mantovani matter and spent a lot of time during the next few weeks making notes and trying to recall exactly what had happened. How much was I really responsible for Monty's success? What really had happened? I think I finally collected as objective a set of facts as possible and the following, give or take a certain amount of unconscious slanting, is as near as I can come to the real story. First of all, the original audition of "Charmaine" was by my mother who lives in Detroit. Both my mother and father worked for me (at slave wages and hours, I might add) monitoring radio stations from New York to Chicago. It was in this way I was able to know, within a day or so, what was being played by every major station and disk jockey in a large part of the country. This monitoring had been absolutely responsible for the success I was having in Cleveland on WERE. I was able, by making my own quick study of the play sheets, to know what was really happening all over. No hypes. No phony "Ed McKenzie's playing it three times a day." I really knew what was going on the air. I had, for all practical purposes, the maximum data to predict what was going to happen with records.

In addition to the play lists (and this was long before the station "sheets") my mother used to add marginal notes and comments. Songs she liked. Things she thought might make it. And she had a pretty good ear. Let's face it. Anybody listening to a half-dozen radio stations eight hours a day, attentively and with a broad frame of reference is going to become highly skilled at it.

One of the program sheets my mother sent me included a notation of "Charmaine" by Mantovani. She had heard it on a Canadian station (probably CKLW, although we couldn't verify it later) and liked the song very much. She had actually first heard the song in 1926 in a movie theater where it was a featured background to the movie "What Price Glory." A week or so later, she wrote me again, really pushing the song.

She thought the song could be a big hit again because of the unusual string sound. I have the original play sheet and note where she described the sound as "cascading" and "singing" strings, both terms I used heavily on the air to describe the Mantovani sound. Within a day or so later I had been "hyped" by my mother, Nate Kulkin brought in a copy of the Mantovani LP, a 10-inch waltz album, as part of a batch of new records.

Nate was the manager of a record distributor that handled London at the time. More importantly, he was closely related to Leo Mintz, the owner-operator of the Record Rendezvous stores, a huge retailer and very important person in the retail record industry on a national level. When Leo "went" on a record, retailers all over heard about it. He, too, had a great "track record."

I grabbed the LP from Nate; listened to it for the first time, and we both liked it very much. The sound was so different that you had to listen, especially the first 16 bars. I opened the show with it that afternoon (at 2 p.m.) and used the opening bars as a "teaser" about six times an hour for the rest of the day, playing the record once an hour. At that particular time I had a five-hour-a-day-show (2-7) with an average audience share of 51 per cent, an unheard of power in radio on a local level. (Come to think of, on a national level as well. The only person ever to come near those figures in daytime radio was Arthur Godfrey with about 27 per cent shares in major cities.) With this kind of audience, a record played the way I plugged "Charmaine" was heard by almost everyone in the city within a week. And they loved it. All the stories about the switchboards lighting up, and the stores being flooded with calls, the cards and letters requesting the song . . . all true in this case. I think the pressure was intensified because the record was not available as a single and singles dominated at the time. LP's, while popular, were not by any means universal. Most people couldn't play LP's. They wanted a single.

Leo Mintz, within a day or two after we started playing the record, made one of his "decisions." He asked London, through Nate Kulkin, to release "Charmaine" as a single and ordered 10,000 records, an order that jumped a few days later to 25,000.

As a result of Leo's interest, his friends in Pitts-

(Continued on page M-32)



Sir Edward Lewis, chairman of the board of British Decca, London Records' parent company, presents Mantovani with a gold baton in recognition of 25 years of recording.



Monty began surfing in the English Channel before anyone ever heard of the Beach Boys.



Mantovani's String Quintette was one of the pioneers of British broadcasting. The group was aired from London's Hotel Metropole. The violinist seated in front of the piano (above) is George Melachrino, who later became quite an orchestra leader in his own right.



Mantovani's favorite photograph was taken by D. H. Toller-Bond, London Records' president and somewhat of an amateur photographer.



**To our friend Monty—**

***It has been our pleasure being  
associated with you these  
twenty years.***

***Sincerely,***

***Lee and George  
Hartstone***

**MANTOVANI**

**• Mr. Stereo**

**• Mr. Music**

***Congratulations***

**STANLEY DISTRIBUTORS**

**1000 FIRST AVENUE S.**

**SEATTLE, WASHINGTON**

## BILL RANDLE 'DISCOVERED' MANTOVANI

(Continued from page M-30)

burgh, the huge National Record Marts, also "went" on the record and got Art Pallan to feature it. (In those days, record stores had "featured" records, bought time on radio, plugged "specials" and generally influenced the music business on their own.) Pittsburgh was high on anything Cleveland did at the time because of the fantastic success of Johnnie Ray.

With Leo and Pittsburgh buying the record by the thousands, the amoeba that is the record business was stimulated all over. By the way, one of the prime movers on the song was the brother of one of the writers, Bernie Pollack (with Mills). Bernie's brother, Lew, had written the song with Erno Rapee and Bernie's friends got on the song by the score. The publisher was influenced by the record calls and again, a Cleveland sheet music distributor (Al Diamond) started the ball rolling by ordering 5,000 copies of sheet music, a fantastic single order, that made the trade buzz.

I later learned that the key decision in the release of "Charmaine" as a single had been made by Sir Edward Lewis, head of British Decca. Sir Edward, when I met him a few years later, told me the story. He had been directly responsible for the signing of Mantovani and the waltz album as a part of the "standard" repertoire for the company. He had been

impressed by the unique sound and decided to try the American market with it, hoping to crack through a standard artist with long term sales potential. When Walt Maguire and the New York London people reported the sensational demands for a single from the album, he originally thought it was an exploitation single and authorized release on that basis; in effect, to plug and sell the album. Of course, the single not only did that (and it was as an album artist that Monty racked up millions of dollars in sales) but the single itself made Mantovani a household word in America and firmly established the lush string concept as a major force in American popular music.

The development of Mantovani-type music, at a time when rock 'n' roll and country music was beginning to fragment the seemingly permanent structure of the industry, meant a broad base for "good music" radio stations, the developing FM operations, and a separate type of album LP business that was to withstand the rock 'n' roll era and flourish at a time when standard pop singers and acts were being wiped out by the score.

The string trend had actually started before Mantovani, of course. Andre Kostalanetz and Percy Faith had been very popular and were much played on radio; not primarily as pop music artists in competition with the current stars, however. Leroy Anderson's "Sleigh Ride," "Syncopated Clock" and "Blue Tango" had had a great success as had instrumentals by other artists on songs like "La Vie en Rose" (Victor Young), "Petite Waltz" (Lombardo and others), "No Other

Love" (Paul Weston), "Jet," and "Under Paris Skies." Yet it was Mantovani whose sensational sales and acceptance on all levels started a landslide of such recordings, filling the catalogs with hundreds of albums and thousands of selections, more than enough to furnish the musical and economic basis for new and competitive trends in music programming on radio stations in most major markets, the "good music" stations that became increasingly important as established formats fell by the wayside.

My format at the time of Mantovani's first success was to play anything that the public wanted to hear, as often and as long as they wanted it. I had been (prior to 1949) a jazz disk jockey in Detroit and my whole association with popular music started in 1949 when I went to WERE in Cleveland. I picked up my first format from Ed McKenzie (Jack the Bellboy) and it consisted of simply playing records that were popular, picking new records and riding them unmercifully until they caught on in the market.

With the pre-testing set up I had with my parents listening to stations all over, I was in the enviable position of really knowing what was "happening" and capitalize on the advance and reliable information. With such a format, I had been able in just a short time to carve out a huge audience and create a lot of excitement in the industry. The incredible success of Johnnie Ray had catapulted Cleveland into national attention as a hit-making city and I had been fortunate in being the center of that tremendous new action. (Although Phil McLean and Jerry Crocker were actually more responsible for Johnnie Ray's early success than I was, the industry continued to give me considerable credit for it and I ran with the tide.) Mantovani came along just at the peak of the Johnnie Ray fever. Disk jockeys all over the country who might never have played a Mantovani "waltz" really couldn't afford not to get on the bandwagon. They had been slow in picking up on Johnnie Ray (Pittsburgh, Buffalo, and Detroit were the only cities other than Cleveland to play Ray's first record of "Whiskey and Gin" and "Tell the Lady I Said Goodbye") and at a time when Johnnie was getting \$5,000 a week in Cleveland and Pittsburgh clubs, he couldn't get five hundred in New York or Chicago.

When he opened at the Copa, of course, it was the biggest night in the club's history and the legend was on the way; not only Johnnie Ray's but mine and Cleveland's as well. And there were a lot of followups. So other cities were under great pressure to get "on" the newer things that were exploding out of the Midwest. Mantovani was one of those things . . . and within a few weeks the major stations and performers were featuring "Charmaine." It became a big hit for Monty and the legend was born.

As I look back I am well aware that without Nate Kulkin, Leo Mintz, Walt Maguire, Bernie Pollack, Al Diamond, Sir Edward Lewis and many others unnamed in this chronicle, there never would have been a Mantovani as we know him today. The primary credit, of course, goes to the real innovator, Monty himself, with a fresh and unique sound that probably would have been successful in any case, perhaps at a different time with a different song.

Sir Edward's genius at presentation and promotion and a hustling London outfit that was really looking for winners was the second most important factor. They really got behind the record and the London success with Mantovani through the years proves the point. And I guess, since Monty gives us the credit for the first great days, I'll take the bows for Cleveland audiences (which have always been really turned on to find new artists and songs) and share it with Leo, Nate, Al Diamond and the others who were responsible for the mechanics of the whole thing.

They were great days. I don't really think they can come back again. It's a new music business, with different values, a different set of techniques and methods of operation, and (sadly, I'm afraid) a lot less enthusiasm and kicks than it used to be. But it's a joy to know that most of the really big names (like Mantovani) still sell records by the millions, pack the concert halls, and maintain their own artistic and economic integrity in a frenetic and often panic ridden industry.



**THIS WAS THE START OF SOMETHING BIG.** The year 1955, and the place was the Montreal Forum. It was Mantovani's first North American concert date and the forerunner of more than a decade of U. S. tours. There wasn't an empty seat in the Forum, and there hasn't been one since on his return engagements.

## 'Humility in the Face of Very Great Success'

"I like him and everybody else likes him," explained D. H. Toller-Bond in discussing Mantovani. The personal regard for the English artist permeates London's official family. "Mantovani to all of us at London seems a part of London Records, not just a visiting artist," Toller-Bond explained. "There is very strong rapport with him."

Toller-Bond's sentiments were well expressed in a personal tribute on the cover of "The Incomparable Mantovani," an LP released in the fall of 1964: "We at London Records feel extremely proud and honored to have Mantovani on our roster of artists. After listening to this, his latest record, we felt we must pay tribute to this man, a man who has given so much pleasure to so many millions of people throughout the world. The finest way to do this, we feel, is to dedicate this album to the "Incomparable Mantovani" himself.

"As a musician, through the medium of recordings and his annual concert tours, he is known and loved. To his fellow musicians and friends, both in and out of the recording industry, he holds their highest regard as a man. We hope you feel the same way as we do."

Mantovani also has meant album sales for London. As Toller-Bond notes, "Since he (Mantovani) started to become a big seller, every time we put out an album, we know it will do well and be a big seller, for which we are very grateful. His popularity in concert and on records is not restricted by age. From eight to 80, they like Mantovani."

Toller-Bond recalled he first met Mantovani in 1948 at the old office of British Decca on Brixton County Road in London. The official also remembered vividly first hearing Mantovani as a violinist on a BBC broadcast. The first time Toller-Bond saw the orchestra perform was at a Canadian concert several years ago. He's attended at least one concert in every American tour by Mantovani ever since.

Other associations with Mantovani were recalled, such as the presentation by Franklin D. Roosevelt Jr. of five gold records to Mantovani. An indelible recollection was of an incident at the company's distributor meeting in London in January, 1965. A large number of London's impressive artist roster was seated behind

a lecturn at a reception for distributors and officials. Mantovani was called to speak first. As he strode to the lecturn, the entire audience in a body and all the artists on stage rose to give him a moving ovation.

A strong endorsement of Mantovani's music was Toller-Bond's comment, "Every record Mantovani puts out, I take home myself and play many times." An avid photographer, Toller-Bond has taken several photos of the maestro, two of which appeared in last fall's American tour program.

An endorsement of the man: "Mantovani is a man who has remained of very nice character and retained humility in the face of very great success. It happens all too seldom today."

## Darling of the Conservative Programmers

Mantovani, of course, has been, is, and will continue to be played on radio stations around the world as long as there is radio. But some radio stations in America consider his records an extremely valuable part of their staple programming diet. These are the conservative music stations like WPAT, New York; KABL, San Francisco, and KXYZ, Houston. They go the route without air personalities and must depend on strong entities in the form of artists and musical compositions to gain and maintain their audiences.

David McKinsey, program director of KABL, San Francisco, said that Mantovani in his music "evokes memories and a feeling of security—one of the psychological impressions we try to achieve with our programming." He said that KABL could program just about everything that Mantovani has recorded.

"His music, to me, is very stirring in that he reflects realism in a music world that today seems to be directed toward escapism. Besides that, he's a great musician; he plays different kinds of music, as well as different tempos. The selections we like the most

for programming are his full orchestral works. Occasionally, we will open a show with him." The show is hinged on the pattern: Big band, vocal, small group, medium size group, etc.

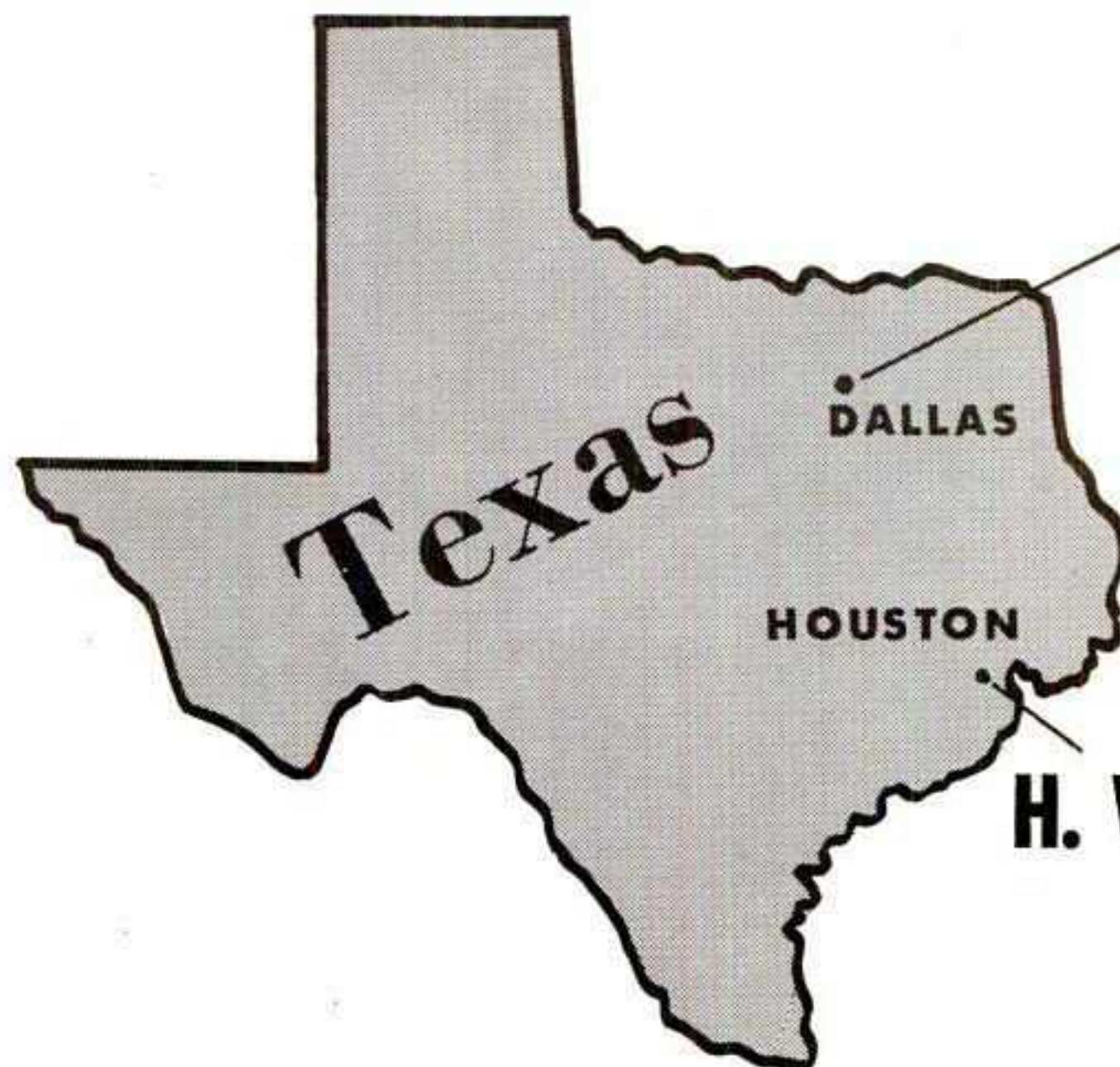
Larry Fogel, program director of KXZY, Houston, felt that "Mantovani has changed considerably over the years in his work . . . he's gone into Broadway show tunes and the brighter sounds. We'll play these over his older works, especially his full orchestral selections. He's one of the few people, along with Percy Faith and Andre Kostelanetz, who can provide what we're looking for in our efforts to achieve FM sound on AM radio."

Fogel said that the enormous popularity of Mantovani is always evident; "whenever we put on a good selection, fans telephone asking what it was so they can buy it at the record stores."

WPAT, the conservative music station in Newark, N. J., that serves New York, plays "just about everything" of Mantovani's, said music director Jacob Stern. "He's mostly recording the material we're interested in—exciting music, music primarily concerned with melodies which we need for programming."

*Best wishes for  
continued success*

*from*



**BIG STATE  
DISTRIBUTORS**

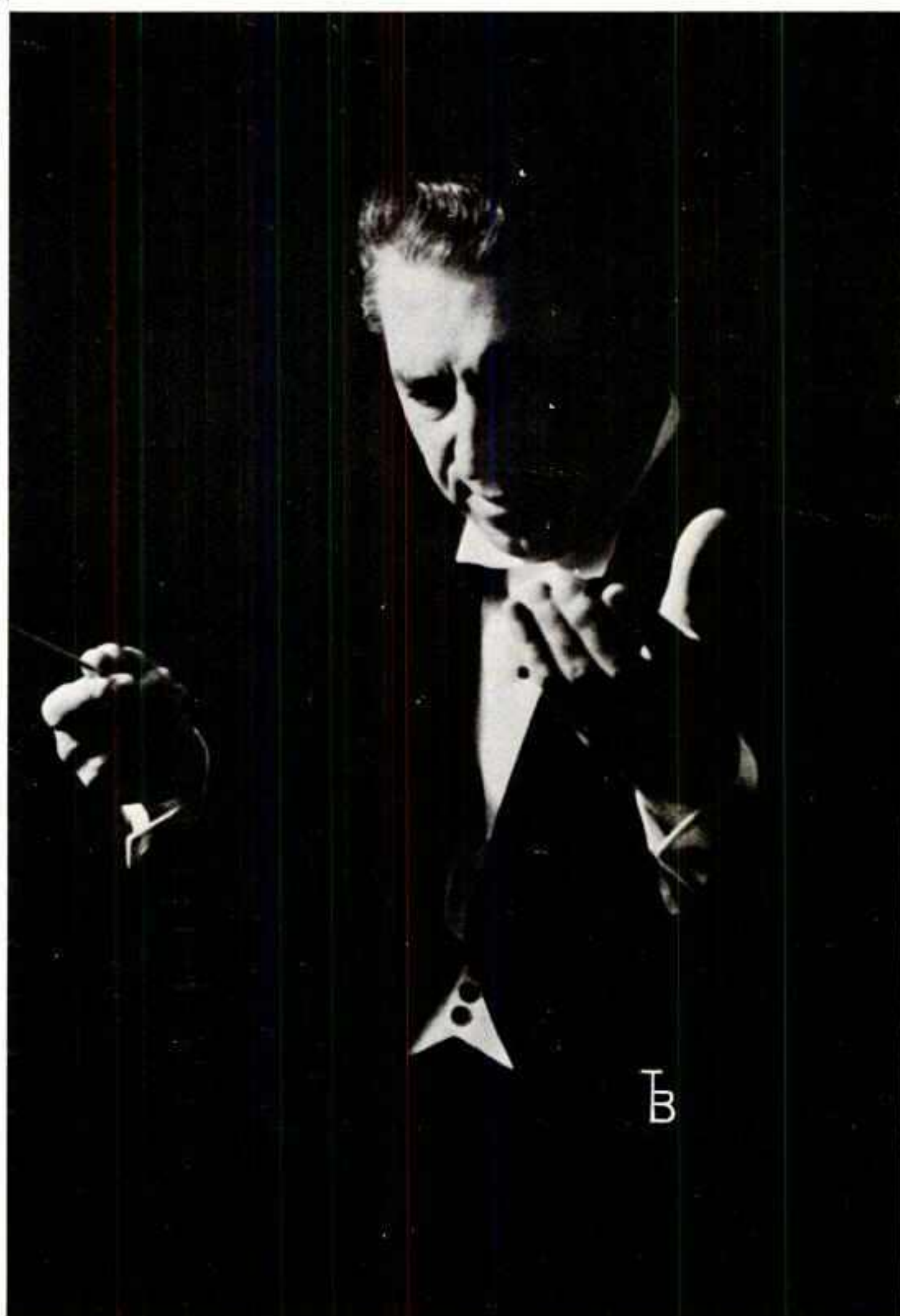
**H. W. DAILY, INC.**

# Maestro Mantovani

*A toast to you  
on your 20th*

- Burlington Music Co., Ltd.
- Palace Music Co., Ltd.
- The Burlington-Palace International Music Group

- Burlington Music Corp. of the U. S. A.
- Burlington Music of Canada, Ltd.



# The Squire of Bournemouth - Monty at Home

By **DICK TATHAM**

The man with the sweet sound of success was born Annunzio Paolo Mantovani 58 years ago in Venice, Italy. He is of medium height. His dress is always immaculate. His hair is wavy and iron-grey. His eyes are very dark brown. His fingers are long and slender. His manner is normally modest, genial and minor-keyed. But get him on a topic he feels deeply about and the Latin in him comes whamming to the surface as if he has suddenly been plugged into an electric point.

Monty (as his friends call him) lives with his pretty wife Winifred in a ritzy, ranch-styled house in a calm, upper-crust suburb of Bournemouth—select, soothing resort on Britain's south coast. He is 104 miles from the pace and pressure of London's show business. He likes it that way. If he has to go to the capital, he gets the Silver Cloud Rolls out of the garage and wafts himself to his London embassy—an elegant apartment overlooking Regent's Park.

I went recently to his Bournemouth home: to have lunch and to interview him. As we sat over pre-lunch sherry, he was at first serious: saying how complimented he was by Billboard's decision to give him special coverage. Then he pondered a bit and he started to chuckle.

"A few days ago," he explained, "I finished writing a piece for pizzicato strings. I hope to play it on my next American tour. I've only just thought of the title: 'Pizza Pie!'"

"You have the tune," I said. "You have the title. Now you have to dream up the musical embroidery people expect from you."

He reacted instantly and earnestly to this. He said, "Musical embroidery is important. But you must know its limits. I often have to fight the temptation to give a melody—or a phrase—too much embellishment. The hardest thing to achieve in music is beautiful simplicity yet so often that is supremely what you need to achieve your effects."

"Simplicity is the natural foil to embroidery. They set each other off. Give a bit of music too much embroidery and it ends up like an over-dressed woman."

Then he added with zeal, "I sometimes steep myself in a simplicity that is one of the Seven Joys of Life: by going to my piano and playing unaccompanied Bach."

"Turning to your 'tumbling strings' sound," I said, "is there any secret to it? In other words, has there been anything to stop other orchestras copying it?"

"They have copied it! At least, some have tried from time to time and on occasions got close to it."

"So how much of your sound is due to your own personal impact? What would happen, for example, if you couldn't get to a concert and your orchestra just sat and played what was written?"

"They would probably give a competent performance. But a conductor's role must always be decisive—

technically and emotionally. If you like, a conductor exerts his will on an orchestra.

"I remember that for years I had thought Brahms's Second Symphony to have no great merit or excitement. Then I went to hear it done by Toscanini and the London Philharmonic. Toscanini was then 84. He walked slowly to the podium—a little, old man. He got onto the podium with difficulty. The moment he was on the podium and facing the musicians, he became young. I heard the Brahms Second that day as I had never heard it before. He electrified the whole thing."

"To put it another way: you can play disks by the same orchestra under different conductors and you might never know from the music that it was the same orchestra."

It is well known that Mantovani's father was a skilled musician: lead violin at La Scala, Milan, and professor at the Italian conservatoires in Milan and Venice. I asked Mantovani for more of his family background—and why it was his father emigrated to Britain.

"My father's father was a land and property magnate! I believe he owned practically a whole village. It was by the River Po. I don't know if it is still there but I think it was called Contarina. My mother's father was a railway station master."

"I was brought to Britain by my parents when I was four. My father came for a Covent Garden season. That would have been in 1912. Then he was offered an orchestra leader's job at a big London hotel—the Cecil, I think. He kept working steadily. Then the war came. After the war, he figured he might find himself forgotten if he went back to Italy. So we stayed on: father, mother, my two sisters and I."

"And do you speak Italian?"

At this, Mantovani laughed delightedly. He gestured with Latin élan as he explained, "I hope I speak it reasonably well. But the funny thing is that my Italian didn't really start to improve until long after I had left home. Father, you see, spoke Italian with a heavy Venetian accent. He spoke English with it, too—even after he had been living here half a lifetime. It was only when I grew up and began taking holidays in Italy that my Italian accent started righting itself."

He speaks warmly of his musical debt to his father: "He wanted me to become an engineer—purely because he thought a musician's lot so precarious. When he realized I was in love with music, he started—when I was 14—to teach me violin. He was my main teacher. But he sent me to others. 'Each master will give you something,' he would say."

"It seems," I suggested, "you have never been up against it. Your father was successful. You became an orchestra leader at 18—and were in turn successful."

"Not as simple as that," said Mantovani. "I think my father's father left a fair amount—but it was di-



vided among seven children. My own father—alas—had no head for business. He also suffered badly with asthma. Things were never smooth for him.

"As for me, I agree things went well up to 1934—the year Win and I got married. I seemed to be building a strong following at the Monseigneur—a very fashionable wining and dining spot in the West End. Came the summer break—Win and I waltzed off to Venice for a long, carefree honeymoon. When we got back we found the Monseigneur had been sold. I was out of a job and I had spent all my money! Many anxious weeks went by before I was back in business."

During lunch, Mantovani and his wife spoke of their love for Venice. Said she: "We go as often as we can. We never fail to be fascinated by its arts and its buildings and its waterways. We also delight in going to Torcello—half-an-hour across the bay by motorboat. Torcello is even older than Venice. It has a church built in 500 A.D."

He added: "We stay at the Venice Lido. It has superb wines and food, faultless service and rooms of magnificent comfort. You have your own cabana on a private, silver-sanded beach. You may swim and sunbathe without—as so often happens on beaches today—taking part in a sort of mass all-in wrestling contest. The Venice Lido is typical of the grand manner of living during an age that is almost gone. I look on it as the last outpost of capitalism in Europe."

We all had a good laugh about that.

So—over coffee and brandy—to "Charmaine" . . .

"I remember," said Mantovani, "arranger Ron Binge coming to me and saying there was something he would like to try on the scoring of 'Charmaine.' I remember, too, having misgivings when I first looked at the score and saw its discords. But those misgivings vanished when we started to play it at the Decca studios in Hampstead."

"True: I didn't see it as a world hit. But I was vastly excited by it. So was the orchestra. So was Decca. But when first released as a single, it flopped. I was so disappointed. I remember taking it to my disk jockey friend, Jack Jackson. He said, 'Sorry, I don't play waltzes.' I have pulled his leg about that several times since."

"Monty," I said, "you have sold millions of disks. Can you recall the first you ever made?"

"It was Schubert's 'Serenade.' In the mid-thirties. On the old Imperial label. I have a copy about somewhere. I doubt if it would still play. That is just as well. I remember I made it at the same studios at which I do my disks for Decca. When I heard the results I was appalled by my fiddle playing. Hopelessly out of tune. The big joke is that I had refused to let Imperial use my name on the label. I was so full of myself, I thought they weren't worthy of it!"

"How do you see your future?"

"My whole outlook," he said emphatically, "is geared to the proposition that you can't stand still. What has helped me stay alive in the disk world is that I listen religiously to the latest trends. I adapt to them wherever possible. So twanging guitars come into things. Whether you like them or not is beside the point. You have to decide whether you can usefully blend guitars into your own sound."

His emphasis grew as he added, "It is all very well for critics to dismiss my music airy-fairly as, say, sugary. But far more effort and thought and know-how go into it than any critic would dream."

"Suppose I decide to add a number of my repertoire. First I have to sit down and just think about it. Usually, a lot of thought is needed. I have to decide its basic treatment: how simple or complex it will be—its length—its key and so on. Then—without writing a note—I must plan its arrangement: whether I shall come in with oboe or strings or something else—where I shall change color—which soloists will be featured. Then I get to work—here at Bournemouth—on the complete written orchestration."

"I didn't realize," I said, "you do your own orchestrations." He replied quietly, "Since Ron Binge left in 1951, I have done as many as time allows. Probably 60 to 70 per cent of them. After the orchestrating come, of course, the most exacting rehearsals."

"A last word about critics who call my music sugary. . . . If I choose a melody that is sentimental—sugary, if you like—then if you make it acid you kill it stone dead. But whatever the mood of one of our numbers, I assure you my musicians never play with a sugary technique—using affected vibratos and so on."



Dick Tatham and Mantovani debate a musical point.



Monty waves good-bye to his wife as he departs for a London recording session.



The maestro at work looking over a score.



Mr. and Mrs. Mantovani and their poodle, Bijou.

They are fine, skilled performers. My soloists are of highest quality."

"How widely do you listen, for example, to pop disks?"

"It depends. If they are ones which mainly depend on banging out a loud beat, I probably don't bother. But if a pop disk has musical ideas, I listen with interest."

"You mean someone like the Beach Boys?"

"Exactly!"

"And what of jazz? It's far from your field. But may I ask what you think of it?"

"I am certainly not anti-jazz. I respect all music that has artistry. But I think jazz limits an artist's ability to express himself because of its inherent limits—the need to adhere to a basic rhythm and so on. I realize Ellington has made fine efforts to progress beyond those limits and has to an extent succeeded. I admire Basie for his vitality and for the skill and precision of his performance. But to me the most exciting thing in jazz was the early Kenton. He, fairly exploded onto the scene. There has been nothing like it since."

Despite his world triumphs, Mantovani chooses as the peak moment of his life the time in 1930 when—as a "serious" violinist—he played the Saint-Saëns "B Minor Concerto" to a packed audience at Queen's Hall, London.

I asked what he would like to have been—had he not been in music. He said, "I have no idea. Music has always been so much of my life, I have never imagined myself occupied with anything else. But I think that if I had taken up something else, I would have succeeded. I have always believed in putting a full, honest effort into whatever you undertake. In being able to earn a living doing what I love, I have been very lucky."

Mantovani's hobbies? He goes to the local movies. He and his wife occasionally nip quickly to London for a theatre show—and nip quickly back. He is a keen photographer (Hasselblad, Leicaflex). He reads a lot: "I choose books from any sphere—whodunnits included. I let a good book linger on my mind like brandy on my tongue. If it is specially exciting, I ration myself to small amounts each day—dragging out the pleasure as long as possible."

He insists he is not a "showbiz" type. "We rarely go to show business parties," he says. "We hold them even more rarely. We don't go rushing to film premieres or theatre first nights. We don't go to the right restaurants to be seen. Most of our friends are local people and have nothing to do with the business."

Mantovani lost his father in 1945. His mother is still alive. She is 86. She goes each year to the concert he gives at London's Festival Hall.

Years ago, one of his sisters used to sing with him—as Stella Roberta. She gave up when she married.

A few months ago—watching a TV flash-back program—Mantovani was suddenly confronted by himself in his Tipica Orchestra days—with his sister at the microphone.

Mantovani has a son—Kenneth (31)—who is an electronics engineer. His daughter Paula is in her mid-twenties. She is a ground hostess at London Airport.

The Mantovani home is called "Greensleeves." Why not "Charmaine"? He points out that "Greensleeves" is more apt to the house and its setting—and he gags that in any case "Greensleeves" sold more than "Charmaine."

Since their son is now married and lives in Kent—and since their daughter lives in London—the Mantovanis have but one dependent. He is a black poodle called Bijou. They have had him ten years. At the wave of a sugar cube, Bijou will stand on his hind legs and waltz or cha-cha-cha. For a time, there was also an Alsatian named Russ. His trick was trying to tear people's feet off at the ankle. He was passed to the police. "He is doing fine," says Mantovani. "He made his fifty-third arrest last week."

Mantovani was saying how ideal for his work is the atmosphere of "Greensleeves" when his wife came with more coffee. She said, "It's so peaceful here, we get squirrels at the kitchen window. One morning I even tried leaving the window open. I had to leave the kitchen for about thirty seconds. When I got back there was a hole in one of the curtains about two feet across."

## Kreisler Was Early Idol

The famed sound of the Mantovani strings is a direct outgrowth of his earlier days as a violinist. He realized he couldn't compete with the top American bands of the 30's and 40's, which featured brasses, saxes and clarinets. Through the help of arranger Ronald Binge, Mantovani hit upon the use of strings.

The conductor explains, "Strings are only good if used en masse. A lot of strings have a fullness about them. They're very expansive." His first orchestra using the now-familiar sound contained 45 musicians, 38 of whom were string players. His present 48-man ensemble uses 36 or 37 strings.

Going for "depth rather than volume," the orchestra uses only five brasses and four woodwinds. The use of full complement of strings, violins, violas, celli, and basses allows overtones to ring through, an important element of the sound. Important contributions to the sound are made by an accordion, percussion and an electric guitar. The last is the most recent addition to the ensemble.

Benedetto Bismarck Mantovani, the father of Annunzio Paolo Mantovani, who only uses his last name professionally, was a violin teacher. "I never stopped being classical," the conductor explains. He frequently thinks first of a piece as a violin selection then sees if it can be orchestrated for his group.

An early idol was Fritz Kreisler because the great

violinist, in his encores, showed what could be done with the simplest melodies. And melodies are most important to Mantovani. Whether it's "The Blue Danube," "The Streets of Laredo" or the Beatles' "Yesterday," it's the melody that plays the major part in whether a number can be orchestrated for proper effect.

The classical composers he draws upon most are Von Suppe, whose "Light Cavalry Overture" was included in last fall's American tour, and Strauss, because he feels their melodies most suitable. He uses the "feel of the original" as a guide to deciding whether material comes off when arranged for his orchestra. His last tour used one piece, "Carmen Fantasy," which stemmed from his violinist days. It was not uncommon to play operatic melodies on the violin. In fact, great composers of earlier days, such as Liszt, transcribed operatic melodies for solo instruments. What Mantovani did with "Carmen Fantasy" was to take operatic melodies formerly transcribed for violin and arrange them for full orchestra.

Following Kreisler, Mantovani often uses light music that many people ignore. "He (Kreisler) opened my eyes to what can be done" with such melodies as "Girl With the Flaxen Hair" and "Songs My Mother Taught Me." "They sounded like jewels." An example of the Mantovani magic with a familiar melody is his memorable treatment of "Greensleeves."

Fidelity to the melody is a keynote of the Mantovani style. "Three o'Clock in the Morning" is meant to be slow, so Mantovani plays it slow. "The Spanish Flea" is spirited and so's the orchestra. He carefully selects his material, actually turning down about half of the repertoire suggestions he receives from London. But, before doing so, he determines the suitability of the work. One piece almost turned down was "Spanish Flea," but the idea amused him; he saw how it could be orchestrated and recorded it. The popular song was a hit in the last American tour.

While he now utilizes the electric guitar, echo chambers are avoided. Mantovani thinks such devices can be "dangerous," but concedes they might be used "at the right moment" in a particular piece. Definitely out is the use of special effects for stereo. If the effect that can be accented by stereo is in the music to begin with, such a run from highest to lowest strings, the veteran conductor will use to its fullest in recording, but only if the effect was there to begin with.

The conductor arranges about 65 per cent of his material, but also utilizes the services of Cecil Milner. Occasionally, when the conductor feels the need of some new material, he'll compose something like the "Toy Shop Ballet" or ask Milner, who's been with him since 1954, to write something. Milner's "Gala Night" was part of the last tour.



THE MANTOVANIS AT HOME. (Top left) The newly married Mantovanis stand on the stoop of their first home. (Top right) On the patio of their Bournemouth home, the Mantovanis toast each other with a soft drink. (Bottom left) A neighbor pours the champagne.

# Our best to Mantovani

## The Engineer's Viewpoint

By DICK TATHAM

Arthur Lilley is sound engineer on Mantovani recording sessions. He has done the job since the maestro's early days with Decca. He worked on the 167 seconds of world-spanning sound that was "Charmaine." Mr. Lilley is a friendly, undemonstrative man who has been in sound for 30 of his 50 years.

Mantovani disks are recorded in a 100 feet by 50 studio in Decca's sound headquarters in West Hampstead, London. Lilley sits at a control board with enough knobs and switches to launch a moon rocket. Glass screens him from the rest of the studio.

Lilley arrives three hours before the off. He says, "There may have been a rock session the night before. If so, I have to rejig everything. Rock needs felt carpets to get a tight sound. Mantovani needs the opposite: a reverberating sound which gives a degree of echo and helps the strings. So up come the carpets."

"I then 'set up' the studio almost as I would for a symphony orchestra. Mantovani uses 24 violins, six violas, six celli, three basses, four brass, four woodwinds, one percussionist, one accordion and one guitar. I have to site these musicians in what I think will be the most effective positions in the studio.

"I usually put nine mikes on the strings and seven on the other instruments.

"After setting up, I check my controls so as to be ready for when Mantovani comes in—which is generally half an hour early."

Lilley "balances" his sound while Mantovani is rehearsing the orchestra. He can, for example, vary the prominence of different instruments or sections—or modify tone colors—or change the degree of echo on any instrument. About 200 knobs are there to be twiddled.

Often during a session Mantovani will come into the control room to hear a playback of what has just been taped. Says Lilley, "He will tell me what he wants: more echo, less woodwind, more guitar and so on. But he doesn't bother with sound technicalities. He leaves those to me. Things nearly always go sweetly and smoothly. He is a great man to work for."

I suggested to Lilley: "The coming of stereo must have been a wonderful thing for Mantovani—and, of course, his listeners."

He replied: "Most definitely. Most of what he records is stereo. He thinks stereo."

One day soon after recording has finished, Lilley and Tony D'Amato go into a preliminary huddle with the tapes. They allow half a day to check over all takes of the 12 numbers for the album. They throw out anything that is clearly no good.

Later, Mantovani arrives for a final editing.

I asked Lilley the most memorable Mantovani recording stint from a backroom viewpoint. He said at once: "About four years ago it had been decided to do a spectacular 'Kismet' album. Assembled at London's Kingsway Hall were a star cast headed by Adele Leigh, Robert Merrill and Kenneth McKellar plus a vast Mantovani orchestra plus a massed choir. The expense was colossal.

"Then the big snag: a conductor's score of 'Kismet' just wasn't available anywhere. Mantovani was magnificent. All he had was a piano-vocal copy of the 'Kismet' music. Armed just with this, he had to control orchestra, lead singers and chorus. He had to get everything right artistically and he had to work quickly because of the huge cost per hour of the project.

"He did the job in three days. 'Kismet' was a marvelous album—and Mantovani's superb musical instinct played a decisive part in its success."

## D'Amato and Monty: The Latin Link

By DICK TATHAM

There is a Latin link between Mantovani and his disk producer, Tony D'Amato. D'Amato is American-born—but his parents came from Salerno, Italy.

D'Amato, 35, has been an American in London for six years. He became Mantovani's producer some four years ago—when Frank Lee gave up the post through ill-health. "I was greatly excited when the chance came," says D'Amato. "I had been a Mantovani fan for years. I think he is comparable with Sinatra in the vast number of quality records he has sold and in the lasting popularity he enjoys."

The drill for a new London album by Mantovani is this . . . The decision that it is time to prepare for one is made at the London Records office on West 25th Street. D'Amato will then fly to New York. The London sales arm will then suggest a theme for the album—say new film melodies, Broadway hits, songs about moonlight and so on. They will have a list of maybe 20 to 30 titles proper to the theme.

"Then," says D'Amato, "I may pick up the phone and call Mantovani in Bournemouth to check that the theme is OK with him. Or I may wait till I get back to Britain. If the theme is OK, I generally do an advance whittling down of the title list by about a third—knowing something of Mantovani's tastes.

"He and I will then meet at Bournemouth or West Hampstead. He will probably add a few titles to the list. We will then mull over the whole list—with Mantovani running over most of the melodies at the piano—

before deciding what is to be recorded. We have to weigh up both the intrinsic quality of a number and its current popularity.

"I have a great respect for his 'feel' for what music is popular, or likely to become so. He loves his Frank Loesser, his Kern and Gershwin. But he will always listen carefully to new material."

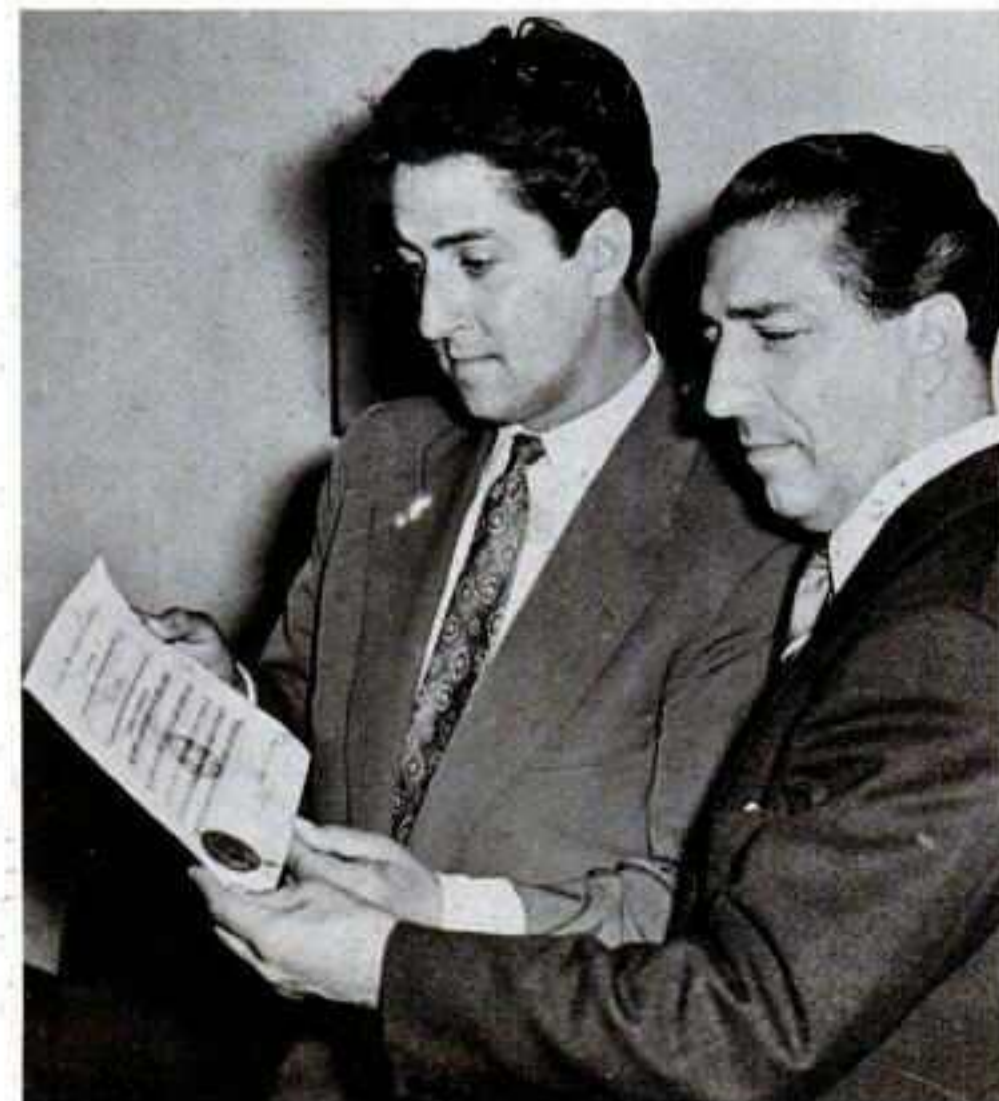
"What," I asked, "is the secret of his success?"

Said D'Amato: "For one thing, he is wonderfully flexible and young in his approach. Then I would say he is the complete music director in every sense. He knows what he wants and will go to endless trouble and thought to achieve it. That we are able to record so many Mantovani tracks in one or two takes is due to the fact that he will take up to 40 minutes and maybe more telling the orchestra the interpretation he wants. This briefing is a vital part of things—since more than any other music director I have known, he understands the material he is to record.

"But he is refreshingly open-minded. You might think Mantovani and the Beatles are poles apart. But when the Lennon-McCartney 'Yesterday' was played to him, he listened carefully—said what a beautiful tune it was—and agreed to include it on an album."

Some artists come to a recording session in casual gear. Not Mantovani. He is, according to D'Amato, always faultlessly dressed—and unbends only to the extent of taking his jacket off. At sessions, he drinks coffee, milk or water. He doesn't smoke. He never smokes.

"The intriguing contrast about Mantovani," says  
(Continued on page M-38)



Vico Torriani, German recording artist, inspects Mantovani's citation from the Academy of Musical Recorded Arts and Sciences.



A hard taskmaster, Mantovani shows little mercy at rehearsals. His goal is perfection.



SINCE 1887

INTERNATIONAL FREIGHT FORWARDERS  
CUSTOMS BROKERS

**BARNETT  
INTERNATIONAL**

*Forwarders Inc.*

543 WEST 43<sup>RD</sup> STREET  
NEW YORK, N.Y. 10036

CONGRATULATIONS

TO MANTOVANI  
ON HIS 25th ANNIVERSARY

Fabrica de Discos Columbia S.A.  
Calle Libertad 24  
Madrid 4, Spain

CONGRATULATIONS  
MR.  
MUSIC

harry farmlett design studio



**Congratulations,  
Mantovani**

**BELL SOUND  
STUDIOS, INC.**  
237 West 54 St.  
New York, N. Y.



Monty,  
we  
love  
you . . .

G. P. C.

You can tell a man  
by the Records he's made!

Here are  
some of ours \_\_\_\_\_

MALAGUENA  
MORE  
ANDALUCIA  
I WONDER WHO'S  
KISSING HER NOW  
AMAPOLA  
FRASQUITA SERENADE  
TANGO DELLE ROSE  
JUST FOR A WHILE

*Mantovani*  
Thank You  
and *LONDON*  
RECORDS



**EDWARD B. MARKS MUSIC CORPORATION**  
136 West 52nd Street New York, N. Y. 10019

D'Amato, "is that normally he is a gentle, disarming man. He doesn't act the big maestro. Over dinner or lunch he is relaxing company—full of first-rate anecdotes. But the moment he is on that podium, he changes character completely. He becomes a dynamic, incisive, larger-than-life person. He will let loose his deepest feelings on the orchestra till he gets what he want. He has a love-hate relationship with the musicians.

"It is right to talk of Mantovani's cascading strings as a big element in his success. But that is far from the whole of it. Though he uses this scoring technique most of the time, he doesn't do so all the time. What I think is more vital than the notational mechanics is the emotional drive and inspiration he brings to his music. Through this, people know a number has the Mantovani stamp—even though the cascading strings effect may not have been used on it. In short: I think Mantovani's genius is his ability to make an orchestra sing."

## Sir Edward Appraises Monty

By DICK TATHAM

In his London office—with its panoramic view of the River Thames—Decca chief Sir Edward Lewis said last week: "Mantovani has what you might almost call a mystique. There are millions of people of the more mature type who enjoy music which is of the finest quality and taste—and which is also easy and relaxing to the listener. Mantovani has a superlative gift for making contact with them.

"He shows this not only on his records but in his concert performances. I have been in his audiences. He delights listeners with his music. But I feel he does even more: he comes across as a personal friend to the people in the hall."

Sir Edward recalls Mantovani came to Decca in 1940—"about the time Flanagan and Allen arrived and had a big hit with 'Franklin D. Roosevelt Jones'." It was, in fact, in January of that year—as was learned when Decca director W. W. Townsley came in to show Sir Edward and myself a contemporary catalogue.

There listed was Mantovani's first for Decca: "Dreaming" (SFT) backed with "Moonlight Avenue" (FT). (The abbreviations mean "show foxtrot" and foxtrot").

Sir Edward pointed out that in 1947 (before "Charmaine") Mantovani had had a minor hit in the States with "La Mer." "I believe," he said, "it sold about 100,000."

It was in 1947 (many years before the Beatles!) that the then E. R. Lewis started a strong drive to promote British artists in America. It was in 1950 that he pressed resolutely ahead with albums—at a time when the British disk industry as a whole was hesitant about them. In the early years of both projects, Mantovani was to become a powerful force.

"I remember," says Sir Edward, "how 'Charmaine' was first issued as a single without causing much attention—how an American disk jockey named Randall played it after it had been on an LP released in the States—how he kept playing it till it broke on a national scale."

"It must have been an exciting time," I suggested. "The disk business," he said, "is always exciting." I asked the Decca chief to give his view of Mantovani as a person. He said, "For a start, he works terribly hard—whether making records or doing those long, exacting tours of America. These may last for ten weeks—and he has no sooner done a concert in one town than he is off by coach or even air to the next.

My experience of Mantovani is that he is always on the ball—yet he is never ruffled. Musicians respect him for his knowledge, his flair and professional approach. People in general respect him for his sincerity, his personal integrity and the fact that he is quite unspoiled by his tremendous success.

"I can also vouch for his wonderful sense of humor.

"Let us not forget, by the way, that Mantovani is a gifted composer. Among his writing successes was 'Cara Mia'—a million seller for David Whitfield in the fifties." Sir Edward has been 35 years in the record business. One of his top moments in that time must have been his presentation to Mantovani of a Gold Baton to mark the maestro's quarter-century with Decca.

## First Press Notice

Mantovani received first critical notice in the London Daily Mirror of Aug. 5, 1932, while he was a member of the City String Players. Here's how it went:

"One would have preferred to have judged M. Mantovani, a young violinist of considerable achievement and greater promise, in some work other than Saint-Saens B. Minor Concerto, the cloying sickliness of which is not for all. However, M. Mantovani chose it for reasons chiefly sentimental—his father played in under Saint-Saens himself—and charmed his hearers with his easy, graceful technique."

## WE SALUTE THE MAESTRO

# MANTOVANI

- BRADBURY WOOD LTD.
- BREGMAN, VOCCO & CONN LTD.
- COMPASS MUSIC LTD.
- EDWIN H. MORRIS & CO. LTD.
- FAMOUS CHAPPELL LTD.
- FRANK MUSIC CO. LTD.
- IRVING BERLIN LTD.
- LA VIEW MUSIC LTD.
- NEW WORLD MUSIC LTD.
- VALANDO MUSIC LTD.
- WALT DISNEY MUSIC CO. LTD.
- WILLIAMSON MUSIC LTD.

**Chappell & Co. Ltd.**

50, New Bond Street  
London W.1, ENGLAND

**Chappell & Co. Inc.**

609 5th Avenue  
New York, 17



**Warmest  
wishes  
for  
continued  
SUCCESS**

**RAYMOND  
ROSEN & CO. INC.**  
Philadelphia, Pa.

**Congratulations  
to one of the  
world's greatest  
artists**

  
**ROBERTS**  
Record Distributors Co.  
1900 Washington Ave.  
St. Louis, Missouri



**Sincerest  
Best  
Wishes**

BILL DAVIS  
DAVIS SALES CO.  
3825 Newport  
Denver, Colorado

•  
•  
•  
*The best of  
luck to a  
great artist*  
•  
•  
•  
•  
•  
•  
•  
•  
•

*Mangold Distributing Co.*  
2212 West Morehead St.  
Charlotte, N. C.  
Herb Weisman

**C  
O  
N  
G  
R  
A  
T  
U  
L  
A  
T  
I  
O  
N  
S**

**MANTOVANI**

**RADIO DISTRIBUTING CO.**  
15470 Shaefer Highway  
Detroit, Michigan

# THE MANTOVANI DISCOGRAPHY

## Complete LP Listing

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Mono LP		Stereo LP
LL 3448	MANTOVANI MAGIC	PS 448
LL 3422	MANTOVANI OLÉ	PS 422
LL 3419	THE MANTOVANI SOUND	PS 419
LL 3392	THE INCOMPARABLE MANTOVANI	PS 392
LL 3360	FOLK SONGS AROUND THE WORLD	PS 360
LL 3338	CHRISTMAS GREETINGS	PS 338
LL 3328	MANHATTAN	PS 328
LL 3295	LATIN RENDEZVOUS	PS 295
LL 3280	WORLD'S GREAT LOVE SONGS—with del Monaco	PS 280
LL 3270	STOP THE WORLD—I WANT TO GET OFF & OLIVER!	PS 270
LL 3269	CLASSICAL ENCORES	PS 269
LL 3261	MOON RIVER and other great film themes	PS 249
LL 3260	AMERICAN WALTZES	PS 248
LL 3251	SONGS OF PRAISE	PS 245
LL 3250	THEMES FROM BROADWAY	PS 242
LL 3239	ITALIA MIA	PS 232
LL 3231	MUSIC FROM EXODUS AND OTHER GREAT THEMES	PS 224
LL 3181	OPERETTA MEMORIES	PS 202
LL 3149	SONGS TO REMEMBER	PS 193
LL 3136	THE MUSIC OF STEPHEN FOSTER	PS 182
LL 3123	THE MUSIC OF BERLIN AND FRIML	PS 166
LL 3122	THE MUSIC OF HERBERT AND ROMBERG	PS 165
LL 3117	FILM ENCORES—Vol. 2	PS 164
LL 3095	CONTINENTAL ENCORES	PS 147
LL 3032	GEMS FOREVER	PS 106
LL 3004	CONCERT ENCORES	PS 133
LL 1748	THE WORLD'S FAVORITE LOVE SONGS	
LL 1700	FILM ENCORES—Vol. 1	PS 124
	WALTZ ENCORES	PS 119
LL 1525	MANTOVANI PLAYS MUSIC FROM THE BALLET	
LL 1513	MUSIC FROM THE FILMS	PS 112
LL 1502	CANDLELIGHT	
LL 1331	OPERATIC ARIAS	
LL 1262	Gershwin: RHAPSODY IN BLUE; CONCERTO IN F	
LL 1259	LONELY BALLERINA	
LL 1219	SONG HITS FROM THEATRELAND	PS 125
LL 1094	CHARMAINE	
LL 979	ROMANTIC MELODIES	
LL 913	MANTOVANI CHRISTMAS CAROLS	PS 142
LL 768	AN ALBUM OF FAVORITE TANGOS	
LL 766	SOME ENCHANTED EVENING	
LL 685	STRAUSS WALTZES	PS 118
LL 570	GREENSLEEVES	
LL 3474	MR. MUSIC	PS 474
LL 3483	MANTOVANI'S GOLDEN HITS	PS 483

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Babette	Charmaine	LL1094
Barabas	Moon River & Other Film Themes	LL3261/PS249
Barcarolle (Tales Of Hoffmann)	Classical Encores	LL3269/PS269
Be My Love	Film Encores Vol. 2	LL3117/PS164
Beautiful Dreamer	Romantic Melodies	LL1259
Beautiful Dreamer	The Music Of Stephen Foster	LL3136/PS182
Beautiful Isle Of Somewhere	Songs Of Praise	LL3251/PS245
Beautiful Ohio	American Waltzes	LL3260/PS248
Begin The Beguine	Lonely Ballerina	LL1259
Belle Of New York	Manhattan	LL3328/PS328
Belle Of The Ball	Some Enchanted Evening	LL766
Be Mine Tonight	Latin Rendezvous	LL3295/PS295
Be My Love	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Bersaglieri, E	Italia Mia	LL3239/PS232
Besame Mucho	Tangos	LL768
Bewitched	Song Hits From Theatreland	LL1219/PS125
Beyond The Sea	Continental Encores	LL3095/PS147
Big Country, The	Moon River & Other Film Themes	LL3261/PS249
Blue Danube	Strauss Waltzes	LL685/PS118
Blue Fantasy	Candlelight	LL1502
Blue Sky	Tangos	LL768
Blue Star	Songs To Remember	LL3149/PS193
Blue-Tail Fly, The	Folk Songs Around The World	LL3360/PS360
Boutique Fantasque, La	Concert Encores	LL3004/PS133
Bowery, The	Manhattan	LL3328/PS328
Brass Buttons	Candlelight	LL1502
Brindisi	Operatic Arias	LL1331

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Drink To Me Only With Thine Eyes	The World's Favorite Love Songs	LL1748
Du Du Liegst Mir In Herzen	Folk Songs Around The World	LL3360/PS360
Dusk	Lonely Ballerina	LL1259

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
E lucevan le stelle	Operatic Arias	LL1331
Early One Morning	Folk Songs Around The World	LL3360/PS360
Edelma	Lonely Ballerina	LL1259
El Relicario	Mantovani Olé	LL3422/PS422
Emperor Waltz	Strauss Waltzes	LL685/PS118
Espana	Latin Rendezvous	LL3295/PS295
Estrellita	Latin Rendezvous	LL3295/PS295
Eternal Father, Strong To Save	Songs Of Praise	LL3251/PS245
Etude (Chopin)	Classical Encores	LL3269/PS269
Eugene Onegin Waltz	Ballet Melodies	LL1525

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Faith	Some Enchanted Evening	LL766
Fanny	Moon River & Other Film Themes	LL3261/PS249
Far Away Places	Songs To Remember	LL3149/PS193
Fascination	Film Encores Vol. 2	LL3117/PS164
Faust Waltz	Ballet Melodies	LL1525
Fiddler On The Roof	The Mantovani Sound	LL3419/PS419
First Noel, The	Christmas Carols	LL913/PS142
Fledermaus Overture, Die	Operetta Memories	LL3181/PS202
Fly Me To The Moon	The Incomparable Mantovani	LL3392/PS392
For The First Time	Continental Encores	LL3095/PS147
For The Very First Time	Music Of Berlin & Friml	LL3123/PS166
For You	Charmaine	LL1094
For You Alone	The World's Favorite Love Songs	LL1748
Four Horsemen Of The Apocalypse, The	Moon River & Other Film Themes	LL3261/PS249
Frere Jacques	Folk Songs Around The World	LL3360/PS360
Friendly Persuasion	Film Encores Vol. 2	LL3117/PS164

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Gigi	Songs To Remember	LL3149/PS193
Girl That I Marry, The	Music Of Berlin & Friml	LL3123/PS166
Girls Were Made To Love And Kiss	World's Great Love Songs with Mario del Monaco	LL3280/PS280

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Give My Regards To Broadway	Manhattan	LL3328/PS328
God Rest Ye Merry, Gentlemen	Christmas Carols	LL913/PS142
Gold And Silver Waltz	Candlelight	LL1502
Gonna Build A Mountain	"Stop The World—I Want To Get Off" and "Oliver"	LL3270/PS270

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Goodbye Again	Moon River & Other Film Themes	LL3261/PS249
Good King Wenceslas	Christmas Carols	LL913/PS142
Goodnight, Irene	The Music Of Stephen Foster	LL3136/PS182
Goodnight Sweetheart	Mantovani Magic	LL3448/PS448
Granada	Latin Rendezvous	LL3295/PS295
Grandfather's Clock	The Music Of Stephen Foster	LL3136/PS182
Green Cackatoo, The	Mantovani Olé	LL3422/PS422
Green Leaves Of Summer, The	Great Theme Music	LL3231/PS224
Greensleeves	Waltz Encores	PS119
Greensleeves	Greensleeves	LL570
Gypsy Airs	Concert Encores	LL3004/PS133
Gypsy Legend	Romantic Melodies	LL979
Gypsy Love Waltz	Operetta Memories	LL3181/PS202
Gypsy Love Waltz	Some Enchanted Evening	LL766
Gypsy Princess Waltz, The	Operetta Memories	LL3181/PS202

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Habaneera	Operatic Arias	LL1331
Hark, The Herald Angels Sing	Christmas Carols	LL913/PS142
Harlem Nocturne	Manhattan	LL3328/PS328
Hava Nagila	Folk Songs Around The World	LL3360/PS360
Hear My Song Violetta	The World's Favorite Love Songs	LL1748
Heart Of Paris	Candlelight	LL1502
Hello Dolly	The Mantovani Sound	LL3419/PS419
Hello Young Lovers	Song Hits From Theatreland	LL1219/PS125
Holly And The Ivy, The	Christmas Greetings	LL3338/PS338
Hey There	Gems Forever	LL3032/PS106
High And The Mighty, The	Film Encores Vol. 2	LL3117/PS164
High Noon	Film Encores Vol. 1	LL1700/PS124
Hi-Lili, Hi-Lo	Film Encores Vol. 1	LL1700/PS124
Holy City, The	Songs Of Praise	LL3251/PS245
Home On The Range	The Music Of Stephen Foster	LL3136/PS182
Hungarian Dance No. 5 (Brahms)	Classical Encores	LL3269/PS269

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
I Could Have Danced All Night	Gems Forever	LL3032/PS106
I Dream Of Jeanie	The Music Of Stephen Foster	LL3136/PS182
I Feel Pretty	Carnival	LL3250/PS242
I Give My Heart	The World's Favorite Love Songs	LL1748
I Know About Love	Carnival	LL3250/PS242
I Have Dreamed	The Mantovani Sound	LL3419/PS419
I Left My Heart In San Francisco	The Incomparable Mantovani	LL3392/PS392
I Live For You	Waltz Encores	PS119
I Live For You	Charmaine	LL1094
I Love Paris	Great Theme Music	LL3231/PS224
I Love You Truly	Greensleeves	LL570
I'm Falling In Love With Someone	Music Of Herbert & Romberg	LL3122/PS165
I Only Know I Love You	Continental Encores	LL3095/PS147
I Saw Three Ships	Christmas Greetings	LL3338/PS338
I Talk To The Trees	Song Hits From Theatreland	LL1219/PS125
I Wanna Be Rich	"Stop The World—I Want To Get Off" and "Oliver"	LL3270/PS270
I Wish You Love	Mantovani Magic	LL3448/PS448
I Wonder Who's Kissing Her Now	The Incomparable Mantovani	LL3392/PS392
Ich Liebe Dich	The World's Favorite Love Songs	LL1748
I'd Do Anything	"Stop The World—I Want To Get Off" and "Oliver"	LL3270/PS270
If Ever I Would Leave You	Carnival	LL3250/PS242
If I Loved You	Song Hits From Theatreland	LL1219/PS125



## Complete Alphabetical Listing

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
A Media Luz	Tangos	LL768
Abide With Me	Songs Of Praise	LL3251/PS245
Accelerations	Strauss Waltzes	LL685/PS118
Ach, du Lieber Augustine	Folk Songs Around The World	LL3360/PS360
Addio A Napoli	Folk Songs Around The World	LL3360/PS360
Adeste Fideles	Christmas Carols	LL913/PS142
Adios	Mantovani Olé	LL3422/PS422
Adios Muchachos	Tangos	LL768
Advise And Consent	Moon River & Other Film Themes	LL3261/PS249
Affair To Remember	Gems Forever	LL3032/PS106
Agnes Waltz, The	Some Enchanted Evening	LL766
Ah! Sweet Mystery Of Life	Music Of Herbert & Romberg	LL3122/PS165
Air On The G String (Bach)	Classical Encores	LL3269/PS269
All Through The Night	Folk Songs Around The World	LL3360/PS360
Alice Blue Gown	American Waltzes	LL3260/PS248
All The Things You Are	Gems Forever	LL3032/PS106
Almost Like Being In Love	Song Hits From Theatreland	LL1219/PS125
Always	Music Of Berlin & Friml	LL3123/PS166
Amapola	Latin Rendezvous	LL3295/PS295
And This Is My Beloved	The World's Favorite Love Songs	LL1748
Andalucia (The Breeze And I)	Latin Rendezvous	LL3295/PS295
Anema E Core	Continental Encores	LL3095/PS147
Annie Laurie	Folk Songs Around The World	LL3360/PS360
Answer Me	Continental Encores	LL3095/PS147
Apartment, The	Moon River & Other Film Themes	LL3261/PS249
April In Portugal	Continental Encores	LL3095/PS147
April Love	Film Encores Vol. 2	LL3117/PS164
Arana De La Noche	Tangos	LL768
Around The World	Film Encores Vol. 2	LL3117/PS164
Arrivederci Roma	Continental Encores	LL3095/PS147
Ascot Gavotte	Carnival	LL3250/PS242
As Long As He Needs Me	"Stop The World—I Want To Get Off" and "Oliver"	LL3270/PS270
As Long As He Needs Me	The Mantovani Sound	LL3419/PS419
As Time Goes By	The Incomparable Mantovani	LL3392/PS392
At Dawning	The World's Favorite Love Songs	LL1748
At Dawning	Greensleeves	LL570
Au Claire de la Lune	Folk Songs Around The World	LL3360/PS360
Auf Wiederseh'n Sweetheart	Mantovani Magic	LL3448/PS448
Aura Lee	Folk Songs Around The World	LL3360/PS360
Autumn	Concert Encores	LL3004/PS133
Autumn In New York	Manhattan	LL3328/PS328
Autumn Leaves	Continental Encores	LL3095/PS147
Ava Maria (Bach-Gounod)	Classical Encores	LL3269/PS269
Ay, Ay, Ay	Mantovani Olé	LL3422/PS422

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Camptown Races	The Music Of Stephen Foster	LL3136/PS182
Candlelight	Candlelight	LL1502
Can't Help Lovin' Dat Man	The World's Favorite Love Songs	LL1748
Cara Mia	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Cara Mia	Mantovani Magic	LL3448/PS448
Carmen Fantasy	Mantovani Olé	LL3422/PS422
Caro Nome	Operatic Arias	LL1331
Carousel Waltz, The	Great Theme Music	LL3231/PS224
Catari, Catari	Italia Mia	LL3239/PS232
Catch A Falling Star	The Incomparable Mantovani	LL3392/PS392
Celeste Aida	Operatic Arias	LL1331
Certain Smile, A	Film Encores Vol. 2	LL3117/PS164
C'est Magnifique	Song Hits From Theatreland	LL1219/PS125
Chanson De Marin	Concert Encores	LL3004/PS133
Charade	The Mantovani Sound	LL3419/PS419
Charmaine	Waltz Encores	PS119
Charmaine	Charmaine	LL1094
Chim Chim Cheree	Mantovani Magic	LL3448/PS448
Chiquita Mia	Tangos	LL768
Choclo, El	Tangos	LL768
Christmas Bells	Christmas Greetings	LL3338/PS338
Cielito Lindo	Latin Rendezvous	LL3295/PS295
Claire De Lune	Concert Encores	LL3004/PS133
Clementine	American Waltzes	LL3260/PS248
Climb Ev'ry Mountain	The Mantovani Sound	LL3419/PS419
Come Back To Sorrento	Italia Mia	LL3239/PS232
Concerto In F (Gershwin)	Rhapsody In Blue	LL1262
Consider Yourself	"Stop The World—I Want To Get Off" and "Oliver"	LL3270/PS270
Core 'Ngrato	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Cornish Rhapsody	Music From The Films	LL1513/PS112
Count Of Luxembourg		
Waltz, The	Operetta Memories	LL3181/PS202
Cradle Song (Brahms)	Classical Encores	LL3269/PS269
Cumparsita, La	Tangos	LL768
Czardas	Some Enchanted Evening	LL766

SELECTION	LP TITLE	CATALOG NO. MONO • STEREO
Dance Of The Comedians	Ballet Melodies	LL1525
Dance Of The Hours	Ballet Melodies	LL1525
Dancing With Tears In My Eyes	Greensleeves	LL570
Dear Heart	The Mantovani Sound	LL3419/PS419
Dear Love, My Love	Waltz Encores	PS119
Dear Love, My Love	Greensleeves	LL570
Deck The Halls	Christmas Greetings	LL3338/PS338
Desert Song, The	Music Of Herbert & Romberg	LL3122/PS165
Deserted Ballroom, The	Lonely Ballerina	LL1259
Diane	Charmaine	LL1094
Do Re Mi	Carnival	LL3250/PS242
Donkey Serenade, The	Music Of Berlin & Friml	LL3123/PS166
Dream, Dream, Dream	Waltz Encores	PS119
Dream, Dream, Dream	Lonely Ballerina	LL1259
Dream Of Olwen, The	Music From The Films	LL1513/PS112

**LATEST RELEASES**

MR. MUSIC	MANTOVANI	CATALOG NO. MONO—STEREO
Strangers in the Night	From Russia With Love	LL 3474/PS 474
The Shadow of Your Smile	Love and Marriage	
Yesterday	Softly as I Leave You	
Ebb Tide	Theme From "The Oscar"	

**Sincere  
Best  
Wishes  
to  
Maestro  
Mantovani**

**J. S. WALD & CO., INC.**  
BONDED TRUCKMEN  
575 WASHINGTON STREET  
NEW YORK CITY

*Music Sales of Florida, Inc.*

*is proud to be part of*

*"The Mantovani Story"*



*continued success in future chapters*

**DON SMITH • BOB MAURER**

2450 N.W. 77th TERRACE ♪ MIAMI, FLORIDA 33147

**A salute to an  
international  
artist from an  
international  
photo studio**



**THREE LIONS  
STUDIO**  
545 5th Ave.  
New York, N. Y.

**S.R.O.**

**CONGRATULATIONS  
MANTOVANI**

ROCHESTER CIVIC MUSIC ASSOC.  
EASTMAN THEATER  
ROCHESTER, N. Y.

*Our  
Congratulations*

**LONDON / MANTOVANI**

*...and continued  
successes thru  
the coming years*



**SALES PROMOTION SPECIALISTS**

braun associates

—•—  
linear products, inc.



# THE MANTOVANI DISCOGRAPHY

(Continued)

SELECTION	LP TITLE	CATALOG NO. MONO - STEREO
I'll Be Seeing You	The Incomparable Mantovani	LL3392/PS392
I'll Get By	The Incomparable Mantovani	LL3392/PS392
Indian Love Call	Music of Berlin & Friml	LL3123/PS166
Indian Summer	Music of Herbert & Romberg	LL3122/PS165
Intermezzo	Film Encores Vol. 1	LL1700/PS124
Intermezzo	Lonely Ballerina	LL1259
Intermezzo	Operatic Arias	LL1331
Irma La Douce	Great Theme Music	LL3231/PS224
It Came Upon The Midnight Clear	Christmas Greetings	LL3338/PS338
It Happened In Monterey	Greensleeves	LL570
Italia Mia	Italia Mia	LL3239/PS232
Italian Fantasia Medley	Italia Mia	LL3239/PS232
Includes: Tarantella, O Sole Mio, A Frangosa, Santa Lucia Maria, Mari, Funiculi Funicula.		
It's Wonderful	Song Hits From Theatreland	LL1219/PS125
I've Grown Accustomed To Her Face	The Mantovani Sound	LL3419/PS419
I've Never Been In Love Before	Song Hits From Theatreland	LL1219/PS125
Jamaica Farewell	Songs To Remember	LL3149/PS193
Jamaican Rumba	Romantic Melodies	LL979
Jealousy	Mantovani Olé	LL3422/PS422
Jealousy	Tangos	LL768
Jesu, Joy Of Man's Desiring	Songs Of Praise	LL3251/PS245
Jesu, Lover Of My Soul	Songs Of Praise	LL3251/PS245
Jingle Bells	Christmas Greetings	LL3338/PS338
Joy To The World	Christmas Carols	LL913 /PS142
Judgment At Nuremberg	Moon River & Other Film Themes	LL3261/PS249
June Night	Lonely Ballerina	LL1259
Just A Wearyin' For You	The Music Of Stephen Foster	LL3136/PS182
Just For A While	Charmaine	LL1094
Karen	Great Theme Music	LL3231/PS224
Kiss In The Dark, A	Music of Herbert & Romberg	LL3122/PS165
Kiss In Your Eyes, The	Waltz Encores	PS119
Kiss Me Again	Music of Herbert & Romberg	LL3122/PS165
Kisses In The Dark	Charmaine	LL1094
La Paloma	Latin Rendezvous	LL3295/PS295
Largo (Handel)	Classical Encores	LL3269/PS269
Laura	Film Encores Vol. 1	LL1700/PS124
Lazy Gondolier	Lonely Ballerina	LL1259
Legend Of The Glass Mountain, The	Music From The Films	LL1513/PS112
Let Me Call You Sweetheart	American Waltzes	LL3260/PS248
Little Brown Church In The Vale, The	Songs Of Praise	LL3251/PS245
Little Swiss Waltz	Charmaine	LL1094
Lolita	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Lonely Ballerina	Lonely Ballerina	LL1259
Lonely Ballerina	Waltz Encores	PS119
Long Ago And Far Away	The Incomparable Mantovani	LL3392/PS392
Longing	Candlelight	LL1502
Lord Is My Shepherd, The	Songs Of Praise	LL3251/PS245
Love's Dream After The Ball	Some Enchanted Evening	LL766
Love Everlasting	Music of Berlin & Friml	LL3123/PS166
Love, Here Is My Heart	Greensleeves	LL570
Love, Here Is My Heart	Waltz Encores	PS119
Love Is A Many Splendored Thing	Film Encores Vol. 1	LL1700/PS124
Love Letters	Gems Forever	LL3032/PS106
Love Makes The World Go Round	Greensleeves	LL570
Love Makes The World Go Round	Waltz Encores	PS119
Love Me With All Of Your Heart	Mantovani Magic	LL3448/PS448
Lover	Mantovani Magic	LL3448/PS448
Lover Come Back To Me	Music of Herbert & Romberg	LL3122/PS165
Lovely Lady	Greensleeves	LL570
Lovely Lady	Waltz Encores	PS119
Lumbered	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Luxembourg Polka	Romantic Melodies	LL979
Ma Chere Amie	Lonely Ballerina	LL1259
Malaguena	Latin Rendezvous	LL3295/PS295
M' Appari	Operatic Arias	LL1331
Marie	Music of Berlin & Romberg	LL3123/PS166
Main Theme From Exodus	Great Theme Music	LL3231/PS224
Manhattan Lullaby	Manhattan	LL3328/PS328
Manhattan Serenade	Manhattan	LL3328/PS328
Marcheta	American Waltzes	LL3260/PS248
Maria	Manhattan	LL3328/PS328
Maria Elena	Latin Rendezvous	LL3295/PS295
Mary's Boy Child	Christmas Greetings	LL3338/PS338
Mattinata	Italia Mia	LL3239/PS232
Meditations	Concert Encores	LL3004/PS133
Meilinki Meilchick	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Melba Waltz, The	Charmaine	LL1094
Merry Go Round	Candlelight	LL1502
Merry Widow Waltz, The	Operetta Memories	LL3181/PS202
Meet Me In St. Louis, Louis	American Waltzes	LL3260/PS248
Mexicali Rose	Greensleeves	LL570
Mexican Hat Dance	Mantovani Olé	LL3422/PS422
Midnight Waltz	Christmas Carols	LL913 /PS142
Mighty Fortress Is Our God, A	Songs Of Praise	LL3251/PS245
Mine Alone	Operetta Memories	LL3181/PS202

SELECTION	LP TITLE	CATALOG NO. MONO - STEREO
Minstrel Boy, The	Folk Songs Around The World	LL3360/PS360
Missouri Waltz	American Waltzes	LL3260/PS248
Misty	Mantovani Magic	LL3448/PS448
Mona Lisa	Mantovani Magic	LL3448/PS448
Moonlight Serenade	Romantic Melodies	LL979
Moon On The Ruined Castle	Folk Songs Around The World	LL3360/PS360
Moon River	Moon River & Other Film Themes	LL3261/PS249
More	The Incomparable Mantovani	LL3392/PS392
Morning Papers	Strauss Waltzes	LL685 /PS118
Most Beautiful Girl In The World, The	Mantovani Magic	LL3448/PS448
Moulin Rouge Theme, The	Romantic Melodies	LL979
Moulin Rouge Theme, The	Waltz Encores	PS119
Mr. Wonderful	Great Theme Music	LL3231/PS224
Musetta's Waltz Song	Operatic Arias	LL1331
Musica Proibita	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Music Box Tango	Romantic Melodies	LL979
My Foolish Heart	Film Encores Vol. 1	LL1700/PS124
My Heart Is So Full Of You	Carnival	LL3250/PS242
My Hero	Operetta Memories	LL3181/PS202
My Love Is Like A Red Red Rose	The World's Favorite Love Songs	LL1748
My Old Dutch	The World's Favorite Love Songs	LL1748
My Old Kentucky Home	The Music Of Stephen Foster	LL3136/PS182

Naila	Lonely Ballerina	LL1259
Nazareth	Christmas Carols	LL913 /PS142
Nearer, My God, To Thee	Songs Of Praise	LL3251/PS245
Nearness Of You, The	Gems Forever	LL3032/PS106
Nessus Dorma	Italia Mia	LL3239/PS232
Never On Sunday	Moon River & Other Film Themes	LL3261/PS249
Night And Day	The World's Favorite Love Songs	LL1748
None But The Lonely Heart (Tchaikovsky)	Classical Encores	LL3269/PS269
No Other Love	Songs To Remember	LL3149/PS193
O Holy Night	Christmas Carols	LL913 /PS142
O Little Town Of Bethlehem	Christmas Carols	LL913 /PS142
O Mein Papa	Continental Encores	LL3095/PS147

SELECTION	LP TITLE	CATALOG NO. MONO - STEREO
O My Beloved Daddy	Operatic Arias	LL1331
O Tannenbaum	Christmas Carols	LL913 /PS142
O Thou That Teltest Good Tidings	Christmas Greetings	LL3338/PS338
Oh Maiden, My Maiden	Operetta Memories	LL3181/PS202
Oh Star Of Eve	Operatic Arias	LL1331
Oh! Susanna	Folk Songs Around The World	LL3360/PS360
Old Folks At Home	The Music Of Stephen Foster	LL3136/PS182
Oliver	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Once In A Lifetime	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Once In Royal David's City	Christmas Greetings	LL3338/PS338
One Fine Day	Operatic Arias	LL1331
Only A Rose	Music of Berlin & Friml	LL3123/PS166
Onward, Christian Soldiers	Songs Of Praise	LL3251/PS245
On Wings Of Song (Mendelssohn)	Classical Encores	LL3269/PS269
Oom-Pah-Pah	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Our Dream Waltz	Charmaine	LL1094
Out Of My Dreams	Song Hits From Theatreland	LL1219/PS125
Over The Rainbow	Film Encores Vol. 1	LL1700/PS124

Parlami D'Amore Mariu	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Parlez-Moi D'Amour	The World's Favorite Love Songs	LL1748
Pas De Deux	Ballet Melodies	LL1525
People	The Mantovani Sound	LL3419/PS419
Perfidia	Latin Rendezvous	LL3295/PS295
Perhaps, Perhaps, Perhaps	Mantovani Olé	LL3422/PS422
Perpetuum Mobile	Concert Encores	LL3004/PS133
Piccolo Bolero	Mantovani Olé	LL3422/PS422
Pick A Pocket Or Two	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Play Gypsies, Dance Gypsies	Operetta Memories	LL3181/PS202
Poeme	Greensleeves	LL570
Poppa Piccolino	Continental Encores	LL3095/PS147
Que Sera Sera	Film Encores Vol. 2	LL3117/PS164
Queen Elizabeth Waltz	Charmaine	LL1094

Ramona	Romantic Melodies	LL979
Red Petticoats	Tangos	LL768
Red River Valley	Folk Songs Around The World	LL3360/PS360
Red Roses For A Blue Lady	Mantovani Magic	LL3448/PS448
(You Forgot To) Remember	Music of Berlin & Friml	LL3123/PS166
Return To Me	Italia Mia	LL3239/PS232
Return To Peyton Place	Moon River & Other Film Themes	LL3261/PS249
Reviens	Lonely Ballerina	LL1259
Reviewing The Situation	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Rhapsody In Blue	Rhapsody In Blue	LL1262
Ring De Banjo	The Music Of Stephen Foster	LL3136/PS182
Rocco And His Brothers (Nadia's Theme)	Moon River & Other Film Themes	LL3261/PS249
Rock Of Ages	Songs Of Praise	LL3251/PS245
Rosa	Folk Songs Around The World	LL3360/PS360
Rose Marie	Music of Berlin & Friml	LL3123/PS166
Roses From The South	Strauss Waltzes	LL685 /PS118
Royal Blue Waltz	Romantic Melodies	LL979

Schön Rosmarin	Concert Encores	LL3004/PS133
Schönbrunner Waltz, Die	Some Enchanted Evening	LL766
Secret Love	Film Encores Vol. 2	LL3117/PS164
Separate Tables	Film Encores Vol. 2	LL3117/PS164
September Song	Film Encores Vol. 1	LL1700/PS124
September In The Rain	The Incomparable Mantovani	LL3392/PS392
Serenade	Music of Herbert & Romberg	LL3122/PS165
Serenade	Operetta Memories	LL3181/PS202
Serenade From "The Student Prince"	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Serenata D'Amore	Music From The Films	LL1513/PS112
Seventy-Six Trombones	Great Theme Music	LL3231/PS224
Shadow Waltz	Romantic Melodies	LL979
Shall We Dance	Carnival	LL3250/PS242
Shenandoah	Folk Songs Around The World	LL3360/PS360
Siboney	Latin Rendezvous	LL3295/PS295
Sidewalks Of New York, The	American Waltzes	LL3260/PS248
Silent Night, Holy Night	Christmas Carols	LL913 /PS142
Slavonic Dance In E Minor (Dvořák)	Classical Encores	LL3269/PS269
Sleeping Beauty Waltz	Ballet Melodies	LL1525
So In Love	Carnival	LL3250/PS242
So Madly In Love	Some Enchanted Evening	LL766
Softly, As In A Morning Sunrise	Music of Herbert & Romberg	LL3122/PS165
Softly Awakes My Heart	Operatic Arias	LL1331
Solveig's Song From "Peer Gynt" (Grieg)	Classical Encores	LL3269/PS269
Some Enchanted Evening	Song Hits From Theatreland	LL1219/PS125
Some Enchanted Evening	Some Enchanted Evening	LL766

SELECTION	LP TITLE	CATALOG NO. MONO - STEREO
Someone Nice Like You	"Stop The World — I Want To Get Off" and "Oliver"	LL3270/PS270
Skaters Waltz	Christmas Carols	LL913 /PS142
Skip To My Lou	Folk Songs Around The World	LL3360/PS360
Slaughter On Tenth Avenue	Manhattan	LL3328/PS328
Something To Remember	Gems Forever	LL3032/PS106
You By Somewhere	Manhattan	LL3328/PS328
Song Of India	Concert Encores	LL3004/PS133
Song Of Sorrento	Candlelight	LL1502
Song Without End	Great Theme Music	LL3231/PS224
Sound Of Music, The	Great Theme Music	LL3231/PS224
Spanish Dance	Concert Encores	LL3004/PS133
Spanish Gypsy Dance	Mantovani Olé	LL3422/PS422
Speakeasy	Some Enchanted Evening	LL766
Spectre De La Rose	Ballet Melodies	LL1525
Spring In Montmartre	Candlelight	LL1502
Star Dust	Mantovani Magic	LL3448/PS448
Story Of Tina, The	The World's Favorite Love Songs	LL1748
Story Of Three Loves	Music From The Films	LL1513/PS112
Stradivarius	Candlelight	LL1502
Stranger In Paradise	Song Hits From Theatreland	LL1219/PS125
Streets Of Laredo, The	Folk Songs Around The World	LL3360/PS360
Suddenly	Romantic Melodies	LL979
Summertime	Gems Forever	LL3032/PS106
Summertime In Venice	Film Encores Vol. 1	LL1700/PS124
Swan Lake Waltz	Ballet Melodies	LL1525
Swan, The (Le Cygne)	Ballet Melodies	LL1525
Swedish Rhapsody	Romantic Melodies	LL979
Sweetest Sounds, The	The Mantovani Sound	LL3419/PS419
Sweetheart Of Sigma Chi	American Waltzes	LL3260/PS248
Sweethearts	Music of Herbert & Romberg	LL3122/PS165
Sympathy	Music of Berlin & Friml	LL3123/PS166
Symphony	Some Enchanted Evening	LL766

Tales From The Vienna Woods	Strauss Waltzes	LL685 /PS118
Take My Love	Candlelight	LL1502
Take The 'A' Train	Manhattan	LL3328/PS328
Tammy	Film Encores Vol. 2	LL3117/PS164
Tango De La Luna	Tangos	LL768
Tango Delle Rose	Tangos	LL768
Tango In D (Albeniz)	Classical Encores	LL3269/PS269
Tell Me That You Love Me Tonight	Some Enchanted Evening	LL766
Tenderly	Songs To Remember	LL3149/PS193
Tenement Symphony	Manhattan	LL3328/PS328
Theme From A Summer Place	Great Theme Music	LL3231/PS224
Theme From Capriccio Italian	Italia Mia	LL3239/PS232
Theme From Carnival	Carnival	LL3250/PS242
Theme From "Limelight"	Film Encores Vol. 1	LL1700/PS124
Theme From The Sundowners	Great Theme Music	LL3231/PS224
This Nearly Was Mine	Gems Forever	LL3032/PS106
Thousand And One Nights, A	Strauss Waltzes	LL685 /PS118
Three Coins In The Fountain	Film Encores Vol. 1	LL1700/PS124
Tico-Tico	Mantovani Olé	LL3422/PS422
Till There Was You	Carnival	LL3250/PS242
Till Tomorrow	Carnival	LL3250/PS242
Ti Voglio Tanto Bene	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Tonight	Songs To Remember	LL3149/PS193
Tonight From "West Side Story"	World's Great Love Songs with Mario del Monaco	LL3280/PS280
Toy Waltz	Christmas Greetings	LL3338/PS338
Treasure Waltz	Strauss Waltzes	LL685 /PS118
True Love	Gems Forever	LL3032/PS106
Turkey In The Straw	The Music Of Stephen Foster	LL3136/PS182
Twelve Days Of Christmas, The	Christmas Greetings	LL3338/PS338
Two Different Worlds	Songs To Remember	LL3149/PS193
Two Guitars	Folk Songs Around The World	LL3360/PS360

Unchained Melody	Film Encores Vol. 1	LL1700/PS124
Under The Roofs Of Paris	Charmaine	LL1094
Under Paris Skies	Continental Encores	LL3095/PS147
Valencia	Mantovani Olé	LL3422/PS422
Vaise Des Fleurs	Ballet Melodies	LL1525
Variations On Carnival Of Venice	Italia Mia	LL3239/PS232
Vaya Con Dios	Songs To Remember	LL3149/PS193
Very Precious Love, A	Songs To Remember	LL3149/PS193
Vie En Rose, La	Continental Encores	LL3095/PS147
Village Swallows	Strauss Waltzes	LL685 /PS118
Vissi D'Arte	Italia Mia	LL3239/PS232
Voia Colomba	Romantic Melodies	LL979
Voices Of Spring	Strauss Waltzes	LL685 /PS118

Waltz You Saved For Me, The	American Waltzes	LL3260/PS248
Warsaw Concerto	Music From The Films	LL1513/PS112

# FOR RECORD COMPANIES AND MUSIC PUBLISHERS THROUGHOUT THE WORLD



A Division of Billboard

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

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

## DECEMBER SELECTIONS

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

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

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

### CHARTER MEMBER ORDER FORM

#### RSI ITALIANO

165 West 46th Street  
New York, New York, U.S.A., 10036

PLEASE ENTER MY CHARTER SUBSCRIPTION FOR THE RSI ITALIANO MONTHLY AIR SERVICE.

My check (or International Money Order) in the amount

of \$ \_\_\_\_\_ is enclosed.

#### ANNUAL SUBSCRIPTION RATE

FOR: 12 monthly air shipments of ten single records per month, a confidential newsletter and lyric translations in English.

**\$200. PER YEAR**

SHIPPED AIR TO ANY PART OF THE WORLD

PAYMENT MUST ACCOMPANY ORDER  
Unused portion of your subscription payment will be refunded upon request if you are not completely satisfied.

SHIP TO:

Company \_\_\_\_\_

Attention of: \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_

State/Province \_\_\_\_\_

U.S. Zip Code \_\_\_\_\_ Country \_\_\_\_\_

Nature of Business \_\_\_\_\_

*To Mantovani  
on his twentieth  
anniversary . . . "From  
one man, so much  
musical enjoyment  
has been given to  
so many."*

**QUEENS LITHO**

52-35 Barnett Avenue, Long Island City, N. Y. 11104

# New Album Releases

- ANGEL**  
MAHLER: DAS LIED VON DER ERDE—Philharmonia & New Philharmonia Orch. (Klemperer); B 3704, SB 3704
- CAMBRIDGE**  
VARIOUS ARTISTS—Dedicated to Dolphy; CRM 820, CRS 1820
- CANAAN**  
DIXIE ECHOES & HAL KENNEDY—Coming On Strong; CA 4623, CAS 9623  
The Country Gospel Style of JOEL & LAMBREESKA; CA 4634, CAS 9634
- CAPITOL**  
THE CANNONBALL ADDERLEY QUINTET—Mercy, Mercy, Mercy; T 2663, ST 2663  
ALDO CICCOLINI—The Dream—Piano; T 8651, ST 8651  
IRISH NATIONAL ORCH. & CHOIR—The Best of Ireland's Music; T 10444, ST 10444  
THE MAGNIFICENT MEN; T 2678, ST 2678  
RUBY MURRAY—Endearing Young Charms; T 10459, DT 10459  
RUBY MURRAY — The Voice of Ireland; T 10010, DT 10010  
FRED NEIL; T 2665, ST 2665  
Ireland's JESSE OWENS & ANNE BYRNE Sing Favorite Folk Ballads; T 10469, DT 10469  
RONNIE OWENS & THE STRANGERS—All of Me Belongs to You; T 2660, ST 2660  
LEONARD PENNARIO/HOLLYWOOD BOWL (Slatkin)—Gershwin in Paris—Rhapsody in Blue—An American in Paris; P 8343, SP 8343  
THE STONE PONEYS; T 2666, ST 2666  
ANDY RUSSELL—More Amor!; T 2659, ST 2659  
LEOPOLD STOKOWSKI—Stokowski & Strings; P 8650, SP 8650  
The Best of HANK THOMPSON Vol. 2; T 2661, DT 2661  
The Best of FRED WARING & THE PENNSYLVANIANS; T 2625, ST 2625
- CAPITOL IMPORTS (GERMANY)**  
REGER: VARIATIONS AND FUGUE ON A MERRY THEME OF JOANN ADAM HILLER OP 100—Leipzig Gewandhaus Orch. (Konwitschny); SM 91334  
WALTER R. SCHUSTER—The Great Passau Cathedral Organ; SM 80895
- CAPITOL IMPORTS (ENGLAND)**  
BRAHMS: VARIATIONS AND FUGUE ON A THEME BY HANDEL OP 24—Agustin Anievas, Piano; HQS 1028  
CHOIR OF GUILDFORD CATHEDRAL — The Treasury of English Church Music Vol. 3; CSD 3549
- COLUMBIA**  
JOHNNY HORTON on Stage; CL 2566, CS 9366  
TRIO LOS PANCHOS—El Diluvio; EX 5184
- COMMAND**  
CHARLES MAGNANTE & HIS ORCH.—Carnival in Far Away Places; RS 907, RS 907SD  
TONY MOTTOLA—Guitar U.S.A.; RS 908, RS 908SD  
DOC SEVERINSEN & "FRIENDS" Swinging and Singing; RS 909, RS 909SD
- DIAMOND**  
RONNIE DOVE—Cry; D 5007, SD 5007
- LONDON**  
MANTOVANI'S Golden Hits; LL 3483, PS 483
- MARDI GRAS**  
THE LA PLAYA SEXTET Vol. 1; LP 5001
- MASON**  
STEVE MASON Sings Popular Classics; MLP 1001  
STEVE MASON Sings Crosby & Colombo; MLP 1002
- MONTEL**  
THE BOOGIE KINGS—Blue Eyed Soul; LP 109
- PHILIPS**  
TELEMANN: ST. MATTHEW PASSION—Swiss Festival Orch. (Radel); PHM 2-594, PHS 2-994  
WALTER WANDERLEY—Brazilian Blend; PHM 200-227, PHS 600-227
- PRESTIGE**  
GENE AMMONS—Boss Soull; PR 7445, PRST 7445

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

**EPISTLE TO DIPPY**  
Donovan, Epic 10127 (Peer Int'l, BMI)

## ★ REGIONAL BREAKOUTS

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

**DARK END OF THE STREET . . .**  
James Carr, Goldwax 317 (Press, BMI) (New York & Memphis)

**SHE'S LOOKING GOOD . . .**  
Roger Collins, Galaxy 750 (Mittsfah, BMI) (Los Angeles)

**IF I WERE A RICH MAN . . .**  
Herschel Bernardi, Columbia 43970 (Sunbeam, BMI) (Boston)

**MARRYIN' KIND OF LOVE . . .**  
Crittters, Kapp 850 (Kama Sutra/Rumbalero, BMI) (New York)

**THE DISADVANTAGES OF YOU . . .**  
Answer, Columbia 43992 (Scott, ASCAP) (Cleveland)

**IF YOU'RE THINKIN' WHAT I'M THINKIN' . . .**  
Dino, Desi & Billy, Reprise 0544 (Screen Gems-Columbia, BMI) (Milwaukee)

**WALK TALL . . .**  
Two of Clubs, Fraternity 975 (Miller, ASCAP) (Albany, N. Y.)

**GONNA BE MY GIRL . . .**  
Neal Ford & the Fanatics, Hickory 1433 (Acuff-Rose, BMI) (Houston)

**LOVE YOU SO MUCH . . .**  
New Colony Six, Sentar 1205 (New Colony, BMI) (Milwaukee)

**DO IT RIGHT NOW . . .**  
Roscoe Robinson, Wand 1143 (Flomar-Scoe, BMI) (New Orleans)

**BLUES'S THEME . . .**  
Arrows, Tower 295 (Dijon, BMI) (Dallas-Fort Worth)

**BITTERSWEET . . .**  
Robbs, Mercury 72641 (Trousdale, BMI) (Milwaukee)

BYRDIE GREEN—The Golden Thrush Strikes; PR 7503, PRST 7503

**PROBE**  
Homosexuality in the American Male; T 2652, ST 2652

**RCA VICTOR**  
JEFFERSON AIRPLANE—Surrealistic Pillow; LPM 3766, LSP 3766  
ED AMES—My Cup Runneth Over; LPM 3774, LSP 3774  
EDDY ARNOLD—Lonely Again; LPM 3753, LSP 3753

THE ASTRONAUTS—Travlin' Man; LPM 3733, LSP 3733  
The Best of TOMMY DORSEY; LPM 3674, LSP 3674  
GEORGE HAMILTON IV—Folk Country Classics; LPM 3752, LSP 3752

HOMER & JETHRO — It Ain't Necessarily Square; LPM 3701, LSP 3701

HENRY MANCINI & HIS ORCH.—Mancini '67; LPM 3694, LSP 3694

LOU MONTE Sings Good Time Songs; LPM 3705, LSP 3705

ORIGINAL CAST — By Jupiter; LOC 1137, LSO 1137

ORIGINAL SOUNDTRACK—A Fistful of Dollars; LOC 1135, LSO 1135

ORIGINAL SOUNDTRACK — Hurry Sundown; LOC 1133, LSO 1133

SOUNDTRACK—The Night of the Generals; COMO 5002, COSO 5002

The Best of ARTIE SHAW; LPM 3675, LSP 3675

CONNIE SMITH—Downtown Country; LPM 3725, LSP 3725

STATESMEN QUARTET—In Gospel Country; LPM 3703, LSP 3703

VARIOUS ARTISTS—The Game of Triangles; LPM 3764, LSP 3764

FATHER TOM VAUGHN—Cornbread (Meat Loaf, Greens and Deviled Eggs); LPM 3708, LSP 3708

PORTER WAGONER—Soul of a Convict & Other Great Prison Songs; LPM 3683, LSP 3683

**ROULETTE**  
RAY ALLEN—Canzone D'Amore; R 25349, SR 25349

**SERAPHIM**  
STEPHEN BISHOP—A Beethoven Recital; 60035, S 60035

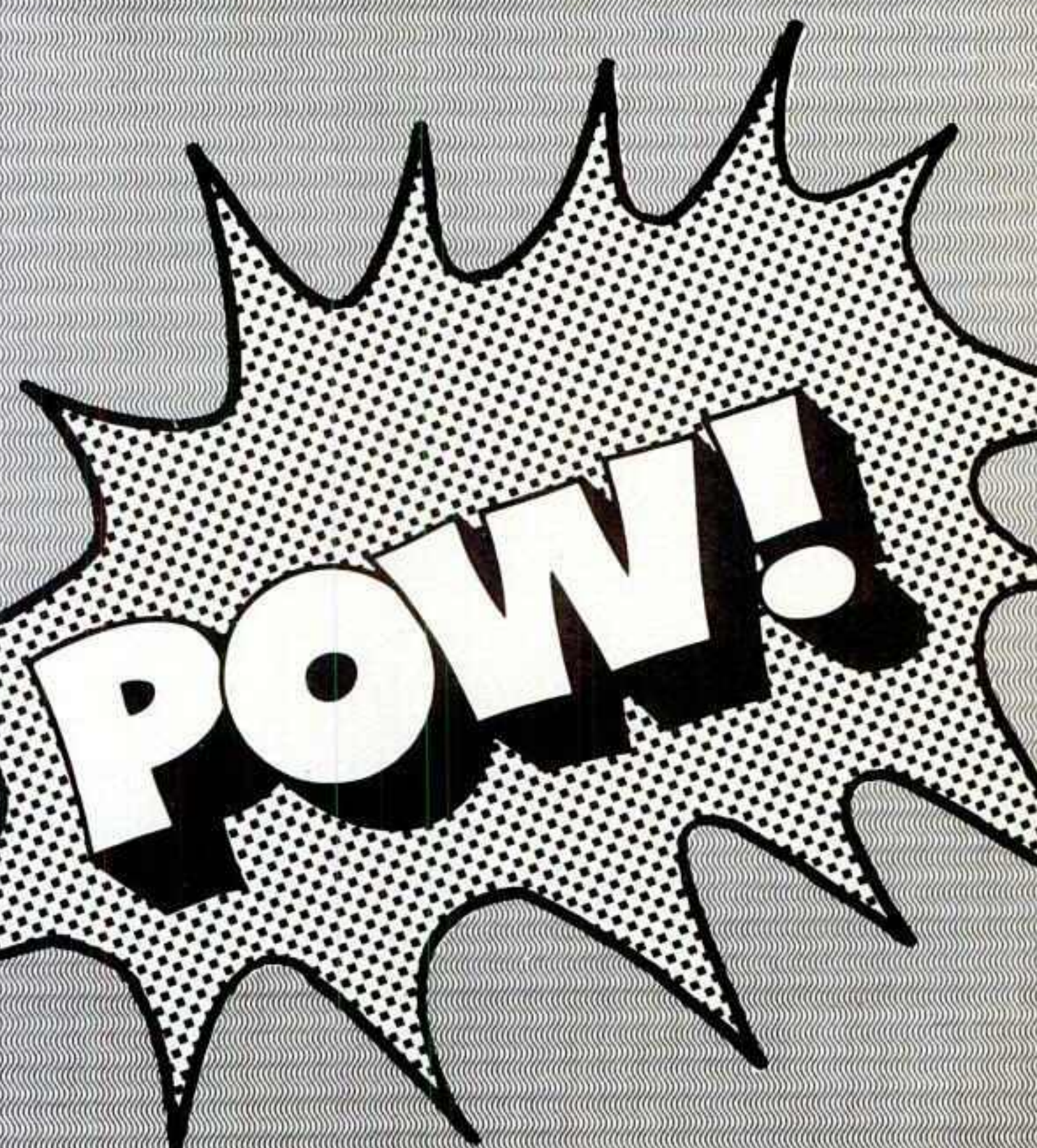
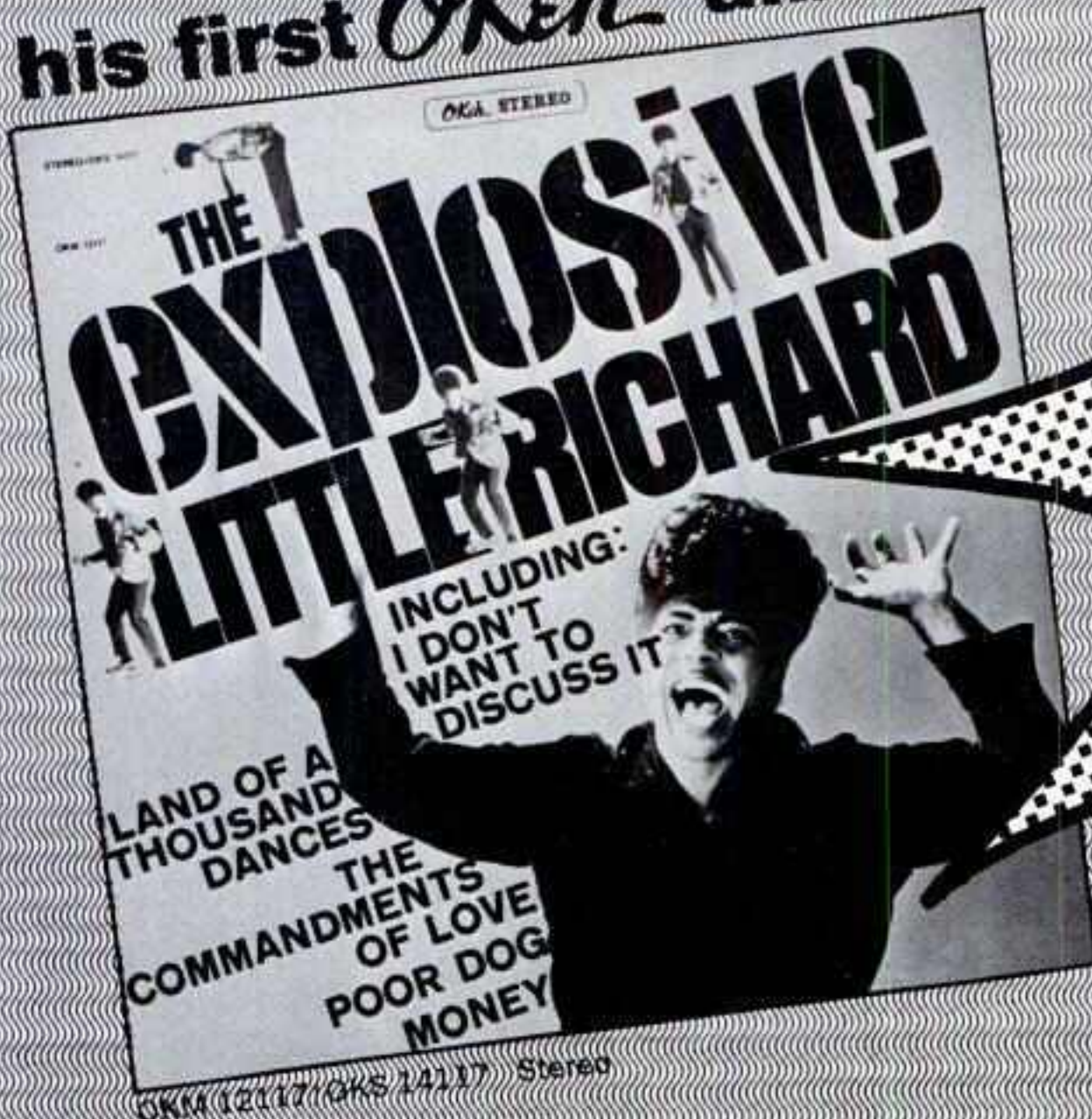
GRIEG: PIANO CONCERTO IN A MINOR—Royal Philharmonic (Weldon); 60032, S 60032

TCHAIKOVSKY: SYMPHONY NO. 6—Philharmonia Orch. (Giulini); 60031, S 60031

(Continued on page 58)

Little Richard's latest single:  
**'Hurry Sundown'**  
(From the Otto Preminger Picture "Hurry Sundown")

his first *Okeh* album



TOP 100's

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

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

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like 'MORE OF THE MONKEES', 'THE MONKEES', 'S.R.O.', 'DR. ZHIVAGO', 'THE TEMPTATIONS GREATEST HITS', 'THE SOUND OF MUSIC', 'THAT'S LIFE', 'WINCHESTER CATHEDRAL', 'SPIRIT OF '67', 'GOT LIVE IF YOU WANT IT', 'WHIPPED CREAM & OTHER DELIGHTS', 'BORN FREE', 'WONDERFULNESS', 'THE MAMAS AND THE PAPAS', 'GOING PLACES', 'WINCHESTER CATHEDRAL', 'HUMS OF THE LOVIN' SPOONFUL', 'GALLANT MEN', 'THE WILD ANGELS', 'BEST OF HERMAN'S HERMITS—VOL. 2', 'SUPREMES A' GO GO', 'WHAT NOW MY LOVE', 'PARSLEY, SAGE, ROSEMARY AND THYME', 'WHY IS THERE AIR?', 'SOMEWHERE MY LOVE', 'FOUR TOPS LIVE!', 'REVOLVER', 'SERGIO MENDES & BRASIL '66', 'LOU RAWLS LIVE!', 'STRANGERS IN THE NIGHT', 'A MAN AND A WOMAN', 'SPINOUT', 'LOU RAWLS SOULIN'', 'BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?', 'GOLDEN GREATS', 'CHANGES', 'RHAPSODIES FOR YOUNG LOVERS', 'BEST OF THE ANIMALS', 'JE M'APPELLE BARBRA', 'AND THEN... ALONG COMES THE ASSOCIATION', 'SECOND GOLD VAULT OF HITS', 'PSYCHEDELIC LOLLIPOP', 'MAN OF LA MANCHA', 'I STARTED OUT AS A CHILD', 'AWAY WE A' GO GO', 'DEAN MARTIN'S T.V. SHOW', 'FIDDLER ON THE ROOF', 'BREAKOUT', 'RENAISSANCE', 'AFTERMATH'.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like 'SOMEBODY LIKE ME', 'IF YOU CAN BELIEVE YOUR EYES AND EARS', 'MAME', 'BEST OF THE BEACH BOYS—VOL. 1', 'SOUTH OF THE BORDER', 'WADE IN THE WATER', 'GUANTANAMERA', 'THE LONELY BULL', 'TINY BUBBLES', 'COLLECTIONS', 'BIG HITS (High Tide and Green Grass)', 'THE BEST OF HERMAN'S HERMITS', 'SINATRA AT THE SANDS', 'ANIMALISM', 'BERT KAEMPFFERT'S GREATEST HITS', 'SUNSHINE SUPERMAN', 'THE BEST OF THE LETTERMEN', 'HERE WHERE THERE IS LOVE', 'CARRYIN' ON', 'WATCH OUT', 'EAST-WEST', 'THE KINKS GREATEST HITS', 'THE OTIS REDDING DICTIONARY OF SOUL', 'THE IMPOSSIBLE DREAM', 'PROJECTIONS', 'WICKET PICKETT', 'THE NEW FIRST FAMILY, 1968', 'THE PETER, PAUL AND MARY ALBUM', 'THE SHADOW OF YOUR SMILE', 'IN THE ARMS OF LOVE', 'NANCY—NATURALLY', 'BORN FREE', 'JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART', 'THE TIME OF MY LIFE', 'TEQUILA', 'BOOTS WITH STRINGS', 'MIDNIGHT RIVER', 'THE EXCITING WILSON PICKETT', '96 TEARS', 'CABARET', 'IN MY LIFE', 'THE YOUNG RASCALS', 'DOWN TO EARTH', 'GETTIN' READY', 'MR. MUSIC', 'JOHNNY RIVERS' GOLDEN HITS', 'THE 4 SEASONS GOLD VAULT OF HITS', 'SWINGIN' NEW BIG BAND', 'OPENING NIGHTS AT THE MET', 'OUR HERO... PAT COOPER'.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like 'SIDE BY SIDE', 'FIFTH DIMENSION', 'THE HIT SOUND OF DEAN MARTIN', 'RAIN FOREST', 'THE DAVE CLARK FIVE'S GREATEST HITS', 'COMING ON STRONG', 'ANIMALIZATION', 'GREATEST HITS OF ALL TIMES', 'I'LL REMEMBER YOU', 'SNOOPY VS. THE RED BARON', 'THE BEST OF DEAN MARTIN', 'SPAGHETTI SAUCE', 'WARM', 'WHISPERS', 'PET SOUNDS', 'THE APPLE TREE', 'TIME AFTER TIME', 'ALFIE', 'WILD THINGS!', 'I DO! I DO!', 'I CAN MAKE IT WITH YOU', '(Turn On) THE MUSIC MACHINE', 'LADY GODIVA', 'A COLLECTION OF 16 BIG HITS, VOL. 5', 'HAWAII', 'SPANISH EYES', 'WORDS AND MUSIC', '(You Don't Have To) PAINT ME A PICTURE', 'WATCH OUT', 'THE SHADOW OF YOUR SMILE', 'DOUBLE DYNAMITE', 'WACK WACK', 'JOHN GARY SINGS ESPECIALLY FOR YOU', 'TERRY KNIGHT AND THE PACK', 'HAWAII', 'LOVE/DA CAPO', 'LOOKIN' BACK', 'BANG! BANG! PUSH, PUSH, PUSH', 'BREAK OUT (2-12" LP's)', 'FACE TO FACE', 'BLONDE ON BLONDE', 'SPELLBINDER', 'YOU ASKED FOR IT!', 'A SYMPHONY FOR SUSAN', 'THE ENDLESS SUMMER', 'THE SEEDS', 'IT'S ONLY THE GOOD TIMES', 'JACK JONES SINGS', 'MINE EYES HAVE SEEN THE GLORY', 'IF I WERE A CARPENTER'.



INTRODUCING

# INI

## THE DAILY FLASH AND "THE FRENCH GIRL"

NO. 55001

"Three silver things - on slim hands waiting.  
 Last night in the candlelight - thru Sunday's  
 early morn'g. We found a room that rains  
 roads and let my hand through winding  
 wine. In her warm hideaway she smiled  
 and combed her hair. We talked of  
 vows - we talked  
 of loving. She  
 left with pro-  
 mises to me.  
 She told me  
 whole. Ah, she  
 laughed each  
 time I asked  
 her name. Made  
 promises to meet  
 again. But her  
 friends down at  
 the French cafe  
 had no English  
 words for me."  
 Copyright 1966 M.  
 Witmark and  
 Sons ©

A YORK-PALA PRODUCTION

PRODUCED BY CHARLES GREENE & BRIAN STONE



# Mancini-man on the go



# Album-new and ready to grow



LPM/LSP-3694

# Sound-strictly '67...take a look below



Here's a powerhouse profit package that features the swingin' orchestra of Henry Mancini in 12 great numbers played with the vibrant sound and tempo of today. Color advertising in top national magazines...concentrated point-of-sale materials...Mancini's huge following—are all sure to make this new and exciting album really go!

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



**POP SPOTLIGHT**  
**THE RETURN OF THE SEVEN**  
 Al Caiola. United Artists UAL 3560 (M); UAS 6560 (S)

The driving force of Al Caiola's music will push this LP to the fore. His work on the title songs "The Sand Pebbles" and other film and TV themes will whip up lots of interest and spinning attention.

**POP SPOTLIGHT**  
**THE DOORS**  
 Elektra EKL 4007 (M); EKS 74007 (S)

A hit LP from the first note. It has everything the teens are digging these days—blues-rock, hard rock, and psychedelic music. All this, plus a potential hit single in "Break on Through (to the Other Side)," a hard-driving tune that really hits home. "The End" is a long mover.

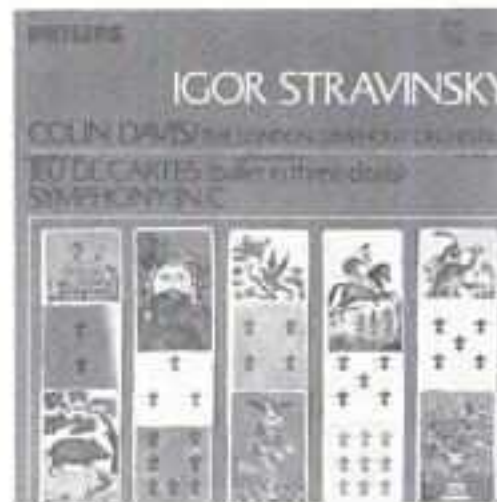


**POP SPOTLIGHT**  
**BLACK LACE**  
 Bill Black's Combo. Hi HL 12033 (M); SHL 32033 (S)

The Bill Black beat is vigorous and completely winning. Standards like "Begin the Beguine," "Moonlight Serenade," and "Beer Barrel Polka" roll out with an ingratiating bounce and give the package a top sales potential.

**LOW PRICE SPOTLIGHT**  
**OUR COUNTRY 'TIS OF THEE**  
 Arthur Godfrey. RCA Camden CAL 1082 (M); CAS 1082 (S)

There's a patriotic ring to this story of the building of America, written by Ruth Roberts and Bill Katz, that gives it wide appeal. Arthur Godfrey's singing and narration give it strong entertainment values. He gets an able assist from Richard Wolfe's Children's Chorus.



**POP SPOTLIGHT**  
**INTO MY LIFE**  
 Chet Baker & the Carmel Strings. World Pacific WP 1858 (M); WPS 21858 (S)

This album is a programmer's delight. Featuring exciting treatments of recent and vintage tunes including "A Man and a Woman," "All" and Leroy Anderson's "Serenade," it's sure to enjoy healthy sales. Baker's solos are enhanced by the lush Carmel Strings, with "Guantanamera" a highlight.

**CLASSICAL SPOTLIGHT**  
**STRAVINSKY: JEU DE CARTES/SYMPHONY IN C**  
 London Symph. Orch. (Davis). Philips PHM 500-113 (M); PHS 900-113 (S)

Colin Davis is emerging as one of the finest young conductors around and this disk should enhance his growing reputation. Released in conjunction with Davis' successful Metropolitan Opera debut, this LP offers excellent performances by the London Symphony in both Stravinsky works.



**POP SPOTLIGHT**  
**SOLID GOLD SOUL, VOL. 2**  
 Various Artists. Atlantic 8137 (M); SD 8137 (S)

No worry about this one. It'll sell like wildfire. Hits packaged here include Wilson Pickett's "634-5789," Percy Sledge's "When a Man Loves a Woman," with Joe Tex's "You Got What It Takes," among others by Ray Charles, Solomon Burke and Chris Kenner.

**CLASSICAL SPOTLIGHT**  
**VIVALDI: DIVERSE CONCERTOS**  
 Baroque Ensemble of Paris. Epic LC 3944 (M); BC 1344 (S)

Five major instrumentalists combine here in making this a record of rhythmic balance and textural quality befitting these six simple works. Performances are precise, dynamic and exciting. An artistic triumph for all.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

#### SNOOPY VS. THE RED BARON

Royal Guardsmen, Laurie LLP 2038 (M); SLP 2038 (S) (620-02038-3; 620-02038-5)

### ★ 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.

#### MUSIC TO WATCH GIRLS BY . . .

Bob Crewe Generation, DynoVoice LP 9003 (M); SLP 9003 (S) (450-09003-3; 450-09003-5)

#### MUSIC TO WATCH GIRLS BY . . .

Al Hirt, RCA Victor LPM 3773 (M); LSP 3773 (S) (775-03773-3; 775-03773-5)

#### A MAN AND A WOMAN . . .

Ferrante & Teicher, United Artists UAL 3572 (M); UAS 6572 (S) (875-03572-3; 875-06572-5)

#### THE YOUNGBLOODS . . .

RCA Victor LPM 3724 (M); LSP 3724 (S) (775-03724-3; 775-03724-5)

#### GUITAR FREAKOUT . . .

Ventures, Dolton BLP 2050 (M); BST 8050 (S) (425-02050-3; 425-08050-5)

#### OPEN UP YOUR HEART . . .

Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S) (300-02640-3; 300-02640-5)

#### PETER AND THE WOLF . . .

Jimmy Smith, Verve V 8652 (M); V6 8652 (S) (895-08652-3; 895-68652-5)

#### BETWEEN THE BUTTONS . . .

Rolling Stones, London LL 3499 (M); PS 499 (S) (640-03499-3; 640-00499-5)

#### COLOR MY WORLD/WHO AM I . . .

Petula Clark, Warner Bros. W 1673 (M); WS 1673 (S) (925-01673-3; 925-01673-5)

#### RAY CONNIFF'S WORLD OF HITS . . .

Columbia CL 2500 (M); CS 9300 (S) (350-02500-3; 350-09300-5)

#### ART & SOUL . . .

Arthur Prysock, Verve V 5009 (M); V6-5009 (S) (895-05009-3; 895-65009-5)

#### BUFFALO SPRINGFIELD . . .

Atco LP 33-200 (M); SL 33-200 (S) (175-33200-3; 175-33200-5)

#### SOFTLY AS I LEAVE YOU . . .

Eydie Gorme, Columbia CL 2594 (M); CS 9394 (S) (350-02594-3; 350-09394-5)

#### TAKE TWO . . .

Marvin Gaye & Kim Weston, Tamla 270 (M); 270 (S) (855-00270-3; 855-00270-5)

#### HIGH PRIESTESS OF SOUL . . .

Nina Simone, Philips PHM 200-219 (M); PHS 600-219 (S) (740-20219-3; 740-60219-5)

#### THE EGGPLANT THAT ATE CHICAGO . . .

Dr. West's Medicine Show and Junk Band, Go Go 22170001 (M); 22170002 (S) (571-22171-3; 571-22172-5)

#### HI HO EVERYBODY . . .

Rudy Vallee, Viva V 6005 (M); VS 6005 (S) (91-06005-3; 901-06005-5)

#### ADVENTURES OF COLORED MAN . . .

Various Artists, Capitol T 2597 (M); ST 2597 (S) (300-02597-3; 300-02597-5)

#### BIG BOSS BONES! . . .

Trombones Unlimited, Liberty LRP 3494 (M); LST 7494 (S) (630-03494-3; 630-07494-5)

#### KEEP THE FAITH, BABY . . .

Adam Clayton Powell, Jubilee JGM 2060 (M); (No Stereo) (595-02060-3)

#### THE HOLLES-TORI IT'S STOP! . . .

Imperial LP 9339 (M); LP 12339 (S) (570-09339-3; 570-12339-5)



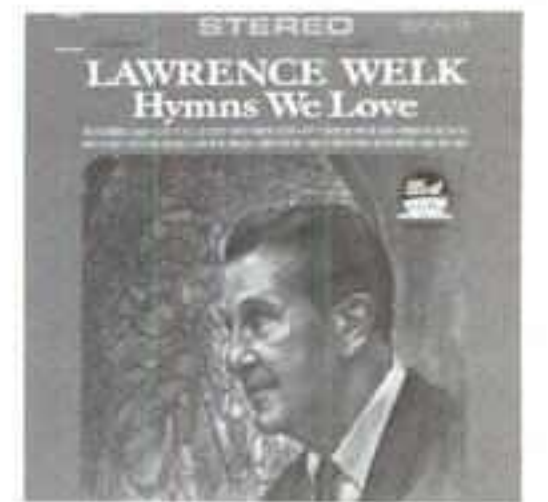
**R&B SPOTLIGHT**  
**THE EXPLOSIVE LITTLE RICHARD**  
 Okeh OKM 12117 (M); OKS 14117 (S)

"Explosive" is the right description of this veteran artist in his initial pressing for Okeh Records. Always a good bet to sell in the R&B market, Little Richard here wails "Don't Deceive Me" and "The Commandments of Love" in fine style. Most of the 10 numbers are in his familiar driving bag, with top treatments in "Money" and "Well." "Never Gonna Let You Go" is a good attempt to combine both styles.



**R&B SPOTLIGHT**  
**THE GOLDEN THRUSH STRIKES!**  
 Byrdie Green. Prestige PR 7503 (M); PRST 7503 (S)

A soul singer with a lot to say and who says it well with a touch of the blues, jazz and gospel. She's supported by Johnny Hammond Smith on organ on such tunes as "Goin' Out of My Head," "The Shadow of Your Smile" and "Hurt So Bad."



**RELIGIOUS SPOTLIGHT**  
**HYMNS WE LOVE**  
 Lawrence Welk. Dot DLP 3779 (M); DLP 25779 (S)

Lawrence Welk sets up a reverent religious note here and the results are highly pleasing. The repertoire will be familiar to those who savor the religious songs but they will enjoy hearing them again in the Welk manner.

### 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.



**JAZZ SPOTLIGHT**  
**MR. BLUES**  
 Hank Crawford. Atlantic 1470 (M); SD 1470 (S)

Another sterling, stirring effort in the effortless style of Hank Crawford. He presents here "Mr. Blues," playing piano, then switches to alto sax for a jazz version of "On a Clear Day (You Can See Forever)." Much talent. Prediction: Big jazz sales.



**RELIGIOUS SPOTLIGHT**  
**THE BILLY GRAHAM CRUSADE CHOIR**  
 RCA Victor LPM 3698 (M); LSP 3698 (S)

The power and the glory—and the beauty of stirring conviction—in such songs as "He's Got the Whole World in His Hands" (solo by George Beverly Shea) and "Give to Our God Immortal Praise" (entire congregation) will make this one of the best sellers in the field.

SEE ALBUM REVIEWS  
 ON BACK COVER

Continued

# Thank you, Mr. Barry

We, too, believe that if you have something good and sound to sell, people will find you . . . if you talk about it in the right place.

**And this must be the place!**

DESIGNERS

MANUFACTURERS

**WIREMASTER CORPORATION OF AMERICA**  
*Engineered Wire Forms*

10 KEES PLACE, MERRICK, N. Y. MAYFAIR 3-3629

January 18, 1967

Billboard  
165 West 46th Street  
New York, New York 10036

ATTENTION: Mr. Ronald E. Willman

Dear Mr. Willman:

Many thanks for your interest and assistance in the preparation of our first advertisement which appeared in Billboard on Nov. 5, 1966.

Since this was our first ad with you, we were amazed at the responses we received on our Pilfer-Proof Tape Cartridge Display Rack line.

We received dozens of long distance calls and over a hundred mail inquiries ranging in locations from the borders of our continent to England, France and Italy.

Our sales department is certain that these inquiries will result in orders and we can no longer question the value of an ad in Billboard.

Accordingly, we are enclosing, herewith, our order for an ad to appear in your January 28, 1967 issue.

Very truly yours,

*Guy Barry*  
WIREMASTER CORPORATION OF AMERICA  
Guy Barry, Sales Director

GB:ah  
Encl.

CONSUMER WIRE SPECIALTIES  
MERCHANDISING COUNTER. FLOOR DISPLAYS.  
MANUFACTURED TO YOUR SPECIFICATIONS

**Billboard**

24,271 paid weekly circulation  
(ABC Audited)

# ALBUM REVIEWS (continued)



## SPECIAL MERIT PICKS

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

Continued from page 45

### ORIGINAL CAST SPECIAL MERIT

#### MAN WITH A LOAD OF MISCHIEF

Original Cast. Kapp KRL 4508 (M); KRS 5508 (S)

The surprise off-Broadway hit sparkles on record as it does in performance. Reid Shelton's singing, especially in "Come to the Masquerade," is a high spot. The song has definite pop possibilities as does "Little Rag Doll," affectingly sung by Alice Cannon. Writers John Clifton and Ben Tarver have come up with a brightly, witty charmer.

### POP SPECIAL MERIT

#### LOVE ME, PLEASE LOVE ME

Jimmie Rodgers. Dot DLP 3780 (M); DLP 25780 (S)

Built around his current single, "Love Me, Please Love Me," Rodgers has a fine program featuring many of his big hits. His well-handled voice adds new lustre to "Bimbombey," "Oh-Oh, I'm Falling in Love Again" and "Are You Really Mine," and Joe Reisman's new arrangements sparkle. His rendition of "Waltzing Matilda" is a standout.

### POP SPECIAL MERIT

#### CARNIVAL IN FAR AWAY PLACES

Charles Magnante & His Ork. Command RS 907 (M); RS 907 SD (S)

The color and excitement of a world tour are captured by Magnante and his accordion in this beautiful album. With a program ranging from Greece's "Never on Sunday" to Brazil's "Carnival," he is at his very best. Album is a complete delight that should please the many Magnante fans.

### POP SPECIAL MERIT

#### MON AMOUR

Gilbert Beaud. Liberty LRP 3495 (M); LST 7495 (S)

Beaud performing his own beautiful songs in English is a delight and a treat. From his classic "What Now My Love" to "Sand and Sea" and "The Girls of Summer," his interpretations are alive with emotion and generate a fervor and excitement. Beaud's American fans (and they are steadily increasing) will welcome this album by France's leading male vocalist.

### POP SPECIAL MERIT

#### HIGH PRIESTESS OF SOUL

Nina Simone. Philips PHM 200-219 (M); PHS 600-219 (S)

There is some fine singing and some fine songs included in this album. Nina Simone does her usual fine job but this time adds a soul mood that really sticks. She gets her points across on every number, but "Brown-Eyed Handsome Man" and "Work Song" are standouts.

### POP SPECIAL MERIT

#### GUITAR U.S.A.

Tony Mottola. Command RS 908 (M); RS 908 SD (S)

The Mottola guitar is showcased in a program of tunes native to the U. S., from the folk-oriented "Lemon Tree" to Broadway hit "Mame" and Hollywood's "Shadow of Your Smile." His exceptional performances warrant much attention, and the album will be much in demand by stereo fans.

### POP SPECIAL MERIT

#### HEY LOOK ME OVER

Julius La Rosa. MGM E 4437 (M); SE 4437 (S)

La Rosa is in top form as he eases through a well planned program, with an occasional swinger. "What Did I Have That Don't Have," "Cabaret" and "Who Am I" are enhanced by the fine support of the Don Costa orchestra, and the vocalist could have a big one here.

### POP SPECIAL MERIT

#### NICE GIRLS DON'T STAY FOR BREAKFAST

Julie London. Liberty LRP 3493 (M); LST 7493 (S)

Julie London's style continues to be soft, sentimental and gripping. Working with stand-out arrangements by Don Bagley, Miss London takes hold of a top-notch repertoire and implants her personal touch in a memorable manner.

### POP SPECIAL MERIT

#### A LATIN HAPPENING

Tony Hatch. Warner Bros. W 1671 (M); WS 1671 (S)

Hatch gets into the Latin bag here with some driving, exciting sounds perfect for dancing or just listening. There's solid up-tempo beats in "Sunny" and "Call Me," and "Guantanamera," and "Quiet Nights of Stars" pulsates with rhythm. The composer-arranger was never better.

### POP SPECIAL MERIT

#### FILM MUSIC—ITALIAN STYLE

The Sunset Strings. Liberty LRP 3491 (M); LST 7491 (S)

Lush and romantic strings, arranged and conducted by Mort Garson, create a variety of moods as they interpret themes from Italian films. "Anna," "More" from "Mondo Cane," and the "Love Theme From La Strada" come alive in this commercial entry by the Strings.

### POP SPECIAL MERIT

#### THOSE WONDERFUL GIRLS OF STAGE, SCREEN & RADIO (2 LP's)

Various Artists. Epic SN 6059 (M); BSN 159 (S)

Those wonderful girls are sure to bring back many memories with their classic performances from the past. Who can forget Ruth Etting's "Exactly Like You," Irene Dunne's "Lovely to Look At" or Helen Morgan's "Can't Help Lovin' That Man." Others represented in this glorious collection are Alice Faye, Jane Froman, Ethel Waters, Frances Langford and the Boswell Sisters. The 20 selections were recorded from 1930 to 1939, making this a gem for the collector.

### POP SPECIAL MERIT

#### ROY CLARK LIVE!

Tower T 5055 (M); ST 5055 (S)

This star of "Swinging Country" on NBC-TV, after LP's featuring his guitar-playing (which is fantastic) and his singing, dips into humor along with his music in this recorded-line performance. His country fans will love this, but the biggest sales will be in pop.

### CLASSICAL SPECIAL MERIT

#### PARIS 1917-1938

London Symph. Orch. (Dorati). Mercury MG 50435 (M); SR 90435 (S)

A fascinating pressing of far-out, yet listenable music. The two dominating modern French works presented are Milhaud's bright "Le Boeuf sue le Toit" and Satie's "Parade." The former, which Milhaud hoped would accompany a Chaplin film, contains tangos, sambas, fados and other popular melodies. The latter includes such sound effects as a typewriter, pistol and siren. Works by Francaix and Auric complete the disk.

### CLASSICAL SPECIAL MERIT

#### 18TH CENTURY FRENCH FLUTE CONCERTOS

Jean-Pierre Rampal/"Antiqua Musica" Chamber Orch. (Roussel). Mercury MG 50458 (M); SR 90458 (M)

Rampal shows his virtuosity here in these two highly stylistic concertos. He plunges into both works with zest. His playing in the opening movement of the A Minor is brilliant. Louis de Fromont and orchestra contribute a great deal to a fine record.

### CLASSICAL SPECIAL MERIT

#### PRESTI & LAGOYA PLAY BAROQUE MUSIC FOR TWO GUITARS

Mercury MG 50457 (M); SR 90457 (S)

This stellar two-guitar team plays seven transcriptions by Lagoya in an appealing disk for guitar fanciers. Three of the selections are by Handel, including a sensitive performance of the "Chacone in G." Albinoni's "Adagio" and Pasquini's "Canzone in E Minor" are other sparklers.

### CLASSICAL SPECIAL MERIT

#### MALDERE: 4 SYMPHONIES

Les Solistes De Liege (Jakus). Archive ARC 73279 (S)

High quality, as ever, marks this company's recordings. And, here, it presents a little known composer, from the Pre-Romantic period, with a big talent. The performance is a sparkling one, as Les Solistes de Liege, conducted by Jean Jakus inspire each other. Highly pleasurable listening.

### LOW PRICE CLASSICAL SPECIAL MERIT

#### RACHMANINOFF: 24 PRELUDES FOR PIANO (COMPLETE)

Constance Keene. Philips World Series PHC 2-006 (M/S)

Miss Keene exhibits a fine technique and vitality that gives these 24 preludes enormous color. She develops each prelude with the grace and subtlety of an excellent performer. A two-record set tastefully packaged.

### LOW PRICE CLASSICAL SPECIAL MERIT

#### C. P. E. BACH: FLUTE CONCERTOS IN A MINOR & G MAJOR

Jean-Pierre Rampal. Philips World Series PHC 9033 (M/S)

Rampal's flute flows simply and accurately in these three concertos. There are elegant sweeps, tasteful shading and a quality of tone that make this a fine record. Chamber orchestra and Jacques Roussel supply the rest.

### LOW PRICE CLASSICAL SPECIAL MERIT

#### HONEGGER: SYMPHONY NO. 5/PASTORALE D'ETE/CHANT DE LA JOIE/PACIFICE 231

Czech Philharmonic (Baudo). Crossroads 22 16 0077 (M); 22 16 0078 (S)

Another excellent Honegger pressing led by Serge Baudo on Crossroads. This LP is a worthy follow-up to the first, which garnered a Grand Prix du Disque. Here the "Symphony No. 5" with its mature dissonances is played to perfection by the Czech Philharmonic. The three shorter pieces on the second side also are top-notch Honegger interpretations.

### LOW PRICE CLASSICAL SPECIAL MERIT

#### BRAHMS: CLARINET QUINTET IN B MINOR/MOZART: DUO IN G MINOR

Smetana Quartet. Crossroads 22 16 0079 (M); 22 16 0080 (S)

The Smetana Quartet shows once again that it's one of the finest small units around. This time Vladimir Riha is added and performs the Brahms work with freshness and imagination. The Mozart work features violinist Novak, and on viola, Milan Shampa, in a witty and sure reading.

### R&B SPECIAL MERIT

#### THE IKE & TINA TURNER SHOW, VOL. 2

Loma L 5904 (M)

Proved successes, Ike and Tina Turner whip up a live show package of tunes here that could be a chart winner. Songs include "It's All Over," "A Fool for You," and "Shake a Tail Feather." Real soul.

SEE ALBUM REVIEWS ON BACK COVER

### JAZZ SPECIAL MERIT

#### FRACTIOUS FINGERING

Fats Waller. RCA Victor LPV 537 (M); (No Stereo)

This third album in a series of Waller reissues puts the spotlights on 13 cuts made in 1936 and three from 1929. Waller's unique vocal style and rhythm arrangements still hold up well, and collectors will grab this one up in a hurry. A previously unissued performance of "Gladys" is included, adding to its sales potential.

### COMEDY SPECIAL MERIT

#### THE BEST OF BOB NEWHART

Warner Bros. W 1672 (M)

Eight of Newhart's funniest monologs, including oldies "Abe Lincoln Vs. Madison Avenue" and "Driving Instructor," have been assembled here. Should bring in added sales for dealers.

### SPOKEN WORD SPECIAL MERIT

#### NORMAN DACEY TELLS YOU HOW TO AVOID PROBATE

Philips PHM 200-229 (M); PHS 600-229 (S)

Norman Dacey has turned his best-selling book into an entertaining and informative LP. It's strictly for those concerned with the problems of probate, but there seems to be many around so the album should have an okay sale.

### LOW PRICE SPOKEN WORD SPECIAL MERIT

#### THE LORD IS MY SHEPHERD

Sir Laurence Olivier. Philips World Series PHC 9047 (M/S)

An eloquent pressing by the distinguished actor. Sir Laurence delivers 22 Psalms vividly, whether mournful like No. 137 "By the Rivers of Babylon" or exultant like No. 100, "Make a joyful noise unto the Lord," and Nos. 148 and 150 both beginning "Praise ye the Lord." The Zemel Choir provides music, mostly traditional Hebrew themes, between selections. Douglas Fairbanks Jr. introduces the disk on the liner notes.

★★★★

**FOUR-STAR ALBUMS**

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

### SOUNDTRACK

THE SAND PEBBLES Soundtrack. 20th Century-Fox 4189 (M); S 4189 (S)

ARRIVERDERCI, BABY! Soundtrack. RCA Victor LOC 1132 (M); LSO 1132 (S)

### POPULAR

LOS VIOLINES DEL AMOR Leroy Holmes & His Ork. United Artists UAL 3568 (M); UAS 6568 (S)

IN THE MOOD The Mariachi Brass & Chet Baker. World Pacific WP 1859 (M); WPS 21859 (S)

OPERATION LOVEBIRDS Bent Fabric. Atco 33-202 (M); SD 33-202 (S)

RAY NOBLE RCA Victor LPV 536 (M); (No Stereo)

IN THE 20th CENTURY BAG The 18th Century Concepts. Sidewalk T 5900 (M); ST 5900 (S)

THE BEST OF FRED WARING AND THE PENNSYLVANIANS Capitol T 2625 (M); ST 2625 (S)

BRAZIL NOW Trombones. GNP Crescendo GNP 2036 (M); GNPS 2036 (S)

BIG BOSS BONES! Trombones Unlimited. Liberty LRP 3494 (M); LST 7494 (S)

IT AIN'T NECESSARILY SQUARE Homer & Jethro. RCA Victor LPM 3701 (M); LSP 3701 (S)

THE BEST OF TOMMY DORSEY RCA Victor LPM 3674 (M); LSP 3674 (e) (S)

LEE HAZLEWOODISM—ITS CAUSE AND CURE Lee Hazlewood. MGM E 4403 (M); SE 4403 (S)

THE PIANO OF EDDIE HIGGINS Atlantic 8136 (M); SD 8136 (S)

FREAKOUT U. S. A. Various Artists. Sidewalk T 5901 (M); ST 5901 (S)

HITS WITH A HAWAIIAN TOUCH The Coral Reef. Epic LN 24234 (M); BN 26234 (S)

COLORS Ken Nordine. Philips PHM 200-224 (M); PHS 600-224 (S)

BLUES BREAKERS John Mayall with Eric Clapton. London LL 3492 (M); PS 492 (S)

GRRR Hugh Masekela. Mercury MG 21109 (M); SR 61109 (S)

WHAT'S HAPPENING! The Mindexpanders. Dot DLP 3773 (M); DLP 25773 (S)

THIS IS ERNIE ANDREWS Dot DLP 3778 (M); DLP 25778 (S)

### LOW PRICE POPULAR

COCKTAIL TIME WITH FRANKIE CARLE RCA Camden CAL 2118 (M); CAS 2118 (e) (S)

MUSIC IN THE MORGAN MANNER Russ Morgan & His Ork. Vocalion VL 3792 (M); VL 73792 (S)

PSYCHEDELIC VISIONS The Underground. Wing WC 16337 (M/S)

CARMEN CAVALLARO—THE POET OF THE PIANO Vocalion VL 3794 (M); VL 73794 (S)

THE BAND I HEARD IN TIJUANA Los Norte Americanos. Somerset Stereo Fidelity SF 27300 (S)

COCKTAIL TIME IN THE KEN GRIFFIN STYLE Ashley Tappen. Somerset Stereo Fidelity SF 27500 (S)

### COUNTRY

THE BEST OF HANK THOMPSON VOL. 2 Capitol T 2661 (M); DT 2661 (S)

WHITE LIGHTNING Stoneman Family. Starday SLP 393 (M); SLP 393 (S)

### CLASSICAL

HENRY PURCELL: SONGS Maureen Forrester/Alexander Young/Vienna Radio Orch. (Priestman). Westminster XWN 19113 (M); WST 17113 (S)

STRAUSS WALTZES & POLKAS Vienna Symphony (Sawallisch). Philips PHM 500-119 (M); PHS 900-119 (S)

SCHUBERT: WANDERER FANTASY MOMENTS MUSICAUX Paul Badura-Skoda. Westminster XWN 19110 (M); WST 17110 (S)

TARTINI: VIOLIN CONCERTOS/NARDINI: VIOLIN CONCERTO IN E FLAT Eduard Milkus/Capella Academica, Vienna (Wenzinger). Archive ARC 73270 (S)

SCHUBERT: MOTETS FOR DOUBLE CHOIR Dresdner Kreuzchor (Mauersberger). Archive ARC 73269 (S)

### LOW PRICE CLASSICAL

DYORAK: STRING QUARTET IN F-FLAT/THE CYPRESSES Dvorak Quartet. Crossroads 22 16 0081 (M); 22 16 0082 (S)

SCHUBERT: SYMPHONY NO. 9 Minneapolis Symp. Orch. (Skrowaczewski). Philips World Series PHC 9044 (M/S)

LOCATELLI: CONCERTI GROSSI I Musici. Philips World Series PHC 9032 (M/S)

### JAZZ

HAPPENINGS Bobby Hutcherson. Blue Note BLP 4231 (M)

VIBRATIONS The 3 Sounds. Blue Note BLP 4248 (M); BLP 84248 (S)

DON'T STOP! Billy Larkin & the Delegates. World Pacific WP 1863 (M); WPS 21863 (S)

BOSS SOUL! Gene Ammons. Prestige PR 7445 (M); PRST 7445 (S)

CORNBREAD Lee Morgan. Blue Note BLP 4222 (M); BST 84222 (S)

TAKIN' CARE OF BUSINESS Gene Russell Trio. Dot DLP 3775 (M); DLP 25775 (S)

CONTOURS Sam Rivers. Blue Note BLP 4206 (M); BST 84206 (S)

LATINO CON SOUL Joe Torres. World Pacific WP 1857 (M); WPS 21857 (S)

CHOPIN NEW TIME Guy Boyer. Epic LN 24226 (M); BN 26226 (S)

(Continued on page 58)

## U.K. RCA Stepping Up Action in Publishing, Promotion, Platters

By GRAEME ANDREWS

LONDON—Spearheaded by the spectacular success of the Monkees, 1967 has already seen a strong expansion of RCA's activities in the U. K. record market, with still more being planned. Publishing, local recording, publicity and field promotion are all involved.

There's been a steady build-up of RCA's (Great Britain) staff in the last few months, with a number of American personnel joining the company, which handles RCA's other British activities besides records. In January the label appointed its first record product co-ordinator in the U. K.—Jack Heath, publishing veteran and former general manager of the independent Palette and Strike label.

### Plans Office Move

The operation has become so big that RCA is now planning to move to a larger office in London's Curzon Street. This expansion, which has included the commissioning of an outside publicity organization to help promote RCA product both in the press and on pirate radios, has resulted in a major upsurge in RCA's chart activity here. This currently has put two Rita Pavone singles in the charts, in addition to both Monkees' singles. At the end of January it released a new Presley single and a new Jim Reeves

disk to follow the 600,000-selling "Distant Drums."

While leaving established artists like the latter two to the Decca publicity men, RCA's own team has concentrated on giving additional publicity to new or previously unsuccessful acts like the Monkees and Miss Pavone here.

Recently both Dario Soria, RCA's divisional vice-president in charge of international liaison, and E. J. Dailey, vice-president in charge of subsidiary companies, came in for talks about the label's increasing role in Britain with RCA (Great Britain's) deputy managing director Bernard Ness and other executives. The expansion has also taken in recording activities headed by Peter Roddis, manager of all a&r activities, involving U. K. product. A number of new British acts have

been recorded by Roddis together with such artists as Dick Francis, Brian Withers and Frugal Sound. Additionally the label has signed a new singer, Judith Powell, whose grooming and promotion are the theme of a forthcoming TV show. And Ness revealed that RCA is planning to launch its own publishing operation in Britain to supplement its record activities.

## TRAGEDY, BLISS MARK CONTEST

SAN REMO — This year's San Remo Festival was marked by sharp contrast. It embraced everything from a wedding (Gene Pitney married his school-days sweetheart, here, during the final day of the festival) to a suicide by a losing participant (Luigi Tenco).



CROWDS FILL THE FOYER of the Palais Des Festivals, Cannes, France, to register for opening day of MIDEM, last Monday (30).



FEATURED RECORDING STARS in the Pathe-Marconi gala during MIDEM week at Cannes are, left to right, Terenza, Florent, Liz Brady, Jean-Claude Annoux, Jennifer and Georges Chelon.

MIDEM EDITORIAL

## Path to Prosperity

The remarkable success of MIDEM, the first International Record and Song Publishing Market, establishes without question both that the world's music industry really needed an international market place and that it is also a great tribute to the vision and efficiency of organizer Bernard Chevy and his staff. The market has won universal acclaim for its excellent organization and there is evidence that an impressive volume of business was transacted during its six-day run. It has also provided a unique opportunity for the establishment of new contracts and for the exchange of ideas and information among representatives of the music industries of nearly 300 countries. MIDEM has already proved itself as a means of bringing increasing prosperity to the world of music.

## MIDEM Jottings

By MIKE HENNESSEY

Tremendous interest was shown in the Cinematic Company filmed songs. The firm has a repertoire of 400 black and white and 150 color films. . . . CBS President Goddard Lieberson flew in to Cannes to cover the CBS gala with singer Joe Dassin. . . . EST Records showed avant garde films of the Fugs and the Godz. . . . Vergara of Spain dealt with Italian TV for shows featuring Tete Montoliu and Elia Fleta. . . . British producer Les Reed signed a pact with French singer Guy Mardel for record distribution in Britain. . . . Frank Pourcel and Andre Salvat composed "Meet at the MIDEM" song for the CBS gala. . . . France Gall signed a contract with Teldec for German distribution of her disks. . . . Palette Records sold entire catalog to Venezuela. . . . Thirty per cent of MIDEM participants have already booked stands for 1968. . . . Bagatelle concluded pact for new joint publishing company, Music 18, with singer Joe Dassin. . . . Bagatelle demonstrated its songs in old Tin Pan Alley style with strawhatted pianist on an upright piano. . . . Philips France President George Meyerstein, reporting several new contracts, said MIDEM was as important to big companies as to small independents.

## CBS Italiana Roster Drive

MILAN — Caterina Valente headlines a drive by CBS Italiana to enlarge its artist roster with international stars and talent. The singer has signed a two-year pact with the label. Her first single will be "Dall'Altra Parte del Mondo," co-published by RCA Italiana and Sugar Music, and "La Notte e' Quella Cosa," published by Sugar.

An intensive promotion campaign is planned for her this month. She is signed to Decca in other key European markets.

Others signed by CBS-Italiana are the Quartetto Cetra, Tony Dallara, Henry Wright, the Kessler Sisters and newcomers Riki Maiocchi, Rolls '63 and I profeti.

## 'Pure' Italian Tune Wins S. R.

• Continued from page 1

does not reveal the number of votes cast for each song.

The San Remo traditionalists were pleased with the choice of "Non Pensare a Me," contending that this kept the Festival true to the purpose for which it was originally founded 17 years ago, that of exposing pure Italian music. Others, however, claimed that this year's choice did not reflect the current Italian market's trend. By ignoring teen-age tastes, some music industry veterans predicted the Italian record market will show a sales decline during 1967.

Many felt that the reason why an adult type song was picked may be found in the Festival's jury system of balloting. Fifteen juries, each composed of 15 persons from 15 different towns in Italy, cast their votes after watching the contest on TV. They select the songs during the two nights of semi-finals, then pick the winner at the finals. Different juries are used each night. Members of the juries were obviously overstaffed with adults. Although the Festival's rules require that two thirds of a jury's members consist of persons under 25 years of age, critics pointed out that many youngsters are not permitted to be out of their homes at the time the juries convene.

Another equally vocal faction claimed that the all-important teen-age sound lost its impact due to poor TV audio transmission. Thus, the juries did not have the full benefit of

recording studio sound, they claimed.

However, all factions agreed on the benefit the 14 songs enjoyed in TV exposure during the Festival's three successive nights. In addition to the Italian radio-TV audience, the songs were also seen and heard in France, Spain, West and East Germany, Benelux, Greece, Switzerland, Yugoslavia. Also,

segments of the Festival were filmed for telecasting and taped for rebroadcast in such countries as Russia, Japan, Brazil, Argentina, Peru, Venezuela, among others. This wide exposure is expected to benefit all the song finalists.

### Other Finalists

In addition to the top three, other finalists included: "Io, Tu" (Continued on page 52)



CLAUDIO VILLA AND IVA ZANICCHI, winners of the 17th San Remo Festival.

# At SAN REMO FESTIVAL



Cyril Shane of Shapiro-Bernstein, London; Vera Lynn, Harry Lewis, Ardmore & Beechwood, London; Ben Nisbet of Feldman & Co., London.



Domenico Modugno



Johnny Porta, CBS-Italiana, Goddard Lieberman, Giuseppe Giannini, CBS-Italiana, Harvey Schein.



Nesuhi Ertegun of Atlantic, Mrs. Ertegun and Walter Gurtler of SAAR, Italy.



Mr. & Mrs. Han Dunk, Holland Music, Amsterdam.



Dionne Warwick



Osmo Ruuskanen (Finnlevy) Finland; Dag Haeggqvist of Sonet, Sweden; Mario Corsi of Phonogram, Italy; Heinz Voigt of Polydor, Germany; Paul Lebbink, Phonogram, Italy; Les Gould, Philips, London; Wolfgang Kretschmak, Philips of Germany; Eddie Lundquist of Philips Sonora, Sweden, and Gunnar Bergstrom, Sonet, Sweden.



Alvin Bennet and Ronald Kass of Liberty; in the middle is John Lee of Italian EMI.



Connie Francis at rehearsal.



Joaquin Alfonso and Francisco Figueras of Belter, Spain; in the middle Manuel Salinger of Southern Music, Spain.



Claude Pascal of Editions Tutti, France; Marialuisa Pisan, Festival of Roses' organizer; Giuseppe Velona of Rifi, Italy; Bob Lumbroso of Edizioni Alfieri-Eseda, Italy.



Gene Pitney



Gerard Hammerling of Nero Musikverlag, Germany, Guus Jansen and Ferry Wiennene of Editions Basart, Holland.



David Berger of ABC Records and Pete De Angelis.



Eros Sciorilli, publisher of the winning song, shaking hands with San Remo Major.

## From The Music Capitals of the World

### HAMBURG

German Vogue, Cologne, has reorganized its executive staff following the departure of Lawrence Yaskiel. The lineup now is Jean-Jacques Finsterwald (managing director and chief producer) Roger Lilla (deputy director), Heinz Juergens (sales director), and Hans Juergen Mueller and Ekkehard Ploetz (sales). . . . Elite is issuing 10 albums in its "Masterworks of Music" series, featuring Teresa Stich-Randall, Jean-Bernard Prommier and Hans Schmidt-Isserstedt and the Bavarian Radio Symphony Orchestra. . . . Teldec has released two subscription LP's and one limited edition album. The latter commemorates the centenary of Toscanini's birth and is also available in cassette form at \$12. The subscription issues are Gounod's opera "Margarite" (Faust) with Joan Sutherland, Franco Corelli and Nicolai Ghiaurov at \$18 and Monteverdi's complete "Marien Vesper" at \$9.

The second TV channel will feature a "jazz studio" program in which disk jockey Fred Metzler and American Oscar Brown will present new releases. . . . Hansa is releasing newly acquired Hollies singles "On a Carousel." Hansa has scored in Germany with the Troggs and Italian Nini Rosso. . . . Composer Heinz Gietz and producer Guenther Igner have launched a new label, Cornett. The initial release will be five singles and the emphasis will be on newcomers, with Willy Hagara the only star at present. Cornett will also feature well-known light music on LP's. Rudolf Engleder has been named as sales director. . . . Teldec has

recorded German language singles by Jette Ziegler (Denmark), Joe Sentieri (Italy), Edna Bejarano (Israel), and Ricky Shane and Peggy March (U. S.). . . . Electrola has issued "Lifelong," by South African Howard Carpendale.

WOLFGANG SPAHR

### LAS VEGAS

Dr. Ron Dante, the "Jet Set Hypnotist" now in the midst of a long run at the Tropicana Hotel is enjoying a local resurgence in the sale of his record on weight control through hypnosis. Dante made the LP several years ago on the Genie label. . . . Comedian Henry Youngman, cut a live album for Capitol at the Thunderbird Hotel Jan. 12. . . . The Novelites did a highly successful double subbing as stars of the Desert Inn Hello America show when comedian Dave Barry couldn't make it back from LA because of bad weather conditions. . . . Many new faces will grace the Sahara Hotel's stage for the first time in 1967. They include such stars as Robert Goulet, Rowan and Martin, Liza Minnelli, Jane Morgan, Shani Wallis, Allan Sherman and Ray Conniff. . . . Singer Tony Martin filled in recently for Debbie Reynolds at the Riviera Hotel so Debbie could go to Beverly Hills for the Day. Martin opened there for five weeks on Jan. 31. . . . Vic Damone, at the Riviera, will probably cut a live album in the lounge. Last year, in his lounge debut he did tremendous business for the hotel. . . . Mort Sahl, who closed at Caesar's Palace recently, will have a record on the

Mercury label titled, "Anyway Onward," to be released soon. It is the first album he's cut in five years. . . . A private concert was staged for disk jockeys at the Dunes Hotel last week by Rovaun, projected as the generation's next big singing star. DON DIGILIO

### LONDON

A conference of all EMI's European publishing companies has been set for the Amigo Hotel, Brussels, March 2 and 3. British executives attending the Belgian conference will include Norrie Parmor, recently appointed EMI's international publishing chief, Harry Lewis, chief of EMI's Ardmore and Beechwood publishing Co., and Len Wood of EMI group records director. . . . Capitol's new international chief Dick Rising came in for talks with Pickwick U. K. head Monty Lewis, who flies to New York Monday (6) for Pickwick's half-yearly board meeting, to acquire new repertoire for the U. K. and discuss expansion plans. Pickwick's major development plans for the European market will be announced when Lewis returns Monday (13). . . . Norman Newell will write the lyrics for the English version of Claudio Villa's winning song at San Remo, "Non Pensare a Me," which Chappell will publish here.

Hit producer Denny Cordell is setting up a management office which will handle three acts he records, Denny Laine, Beverley, and the Pyramid, all assigned to Deram. Brian Epstein will be Laine's agent. . . . Belgian jazz organist Andre Brasseur' single "Holiday" has been issued in Britain by CBS. The disk was produced by Roland Kluger of Palette Records, Brussels. CBS is also issuing an album "Tisty," by Brasseur in its new "superstereo" range. . . . EMI has acquired the Fascinations' "Girls Are Out to Get You" from Curtis Mayfield's label and issued it on the Stateside Soul

Supply series. . . . Radio London claims to have been the first station in the world to play the Beatles' new "Strawberry Fields Forever" single. . . . Jubilee artist Lee Meza came in for cabaret work at London's Society and Pigalle nightclubs and to promote her EMI single, "If It Happens."

Manchester record dealer James Dobbs has discovered a 1948 Jim Reeves recording coupling "Chick-enchanted" and "I've Never Been So Blue." . . . Britain radio has obtained exclusive rights to a cut-price \$1.40 album featuring covers of 10 current hits, including "I'm a Believer." The offshore station is promoting the mail-order LP every half hour. . . . Dorothy Calvert, Radio City head, is the third owner of a Thames fort-based radio station to be prosecuted for illegal broadcasting. She is due to appear in court Wednesday (8) for allegedly transmitting from Shivering Sands in the Thames. Mrs. Calvert took over Radio City last year after her husband was killed. . . . Decca's profits for the half year to Sept. 30, 1966, dropped from \$2,870,000 in the same period of 1965 to \$2,276,000. Sir Edward Lewis reports that the dip was more than accounted for by compensation and other non-recurring costs of Decca's midyear decision to cut out wholesalers and sell record solely through Decca's own distribution division. The company's record sales were down during the six months, but a recovery has since taken place. Decca's turnover and profits are always higher in October to March than in the first six months of the financial year. . . . Mervyn Conn is bringing over Nina Simone and Dick Gregory for a tour taking in the Royal Festival Hall April 14-23. Conn has placed a cover version of the British Hit "Hey Joe," by Kenny Bernard with Mickey Kapp's new Compass label and has set his act, the Peddlers, to appear at Miami's Eden Roc in June, followed by the Flamingo in Las Vegas.

Band leader Jack Dorsey and songwriter Mark Wirtz have joined EMI as a&r men in the first stage of a planned expansion and upgrading of the company's domestic product division under its new head S. A. Beecher-Stevens. . . . A new hit "Drink Up the Cider," by Adge Cutler and the Wurzels was a rare British regional breakout selling 30,000 copies in the Somerset Cider-drinking region before it made the national charts. . . . This week's release of Capitol's Probe album "The Controversy" here coincides with a massive revival here of discussion of the Kennedy assassination. William Manchester's book is currently being serialized in a Sunday newspaper and the BBC's second channel devoted the whole of its Sunday (29) air-time to an investigation of the shooting. . . . EMI has reissued two former top decks by the Velvettes, "He Was Really Sayin' Something" and "Needle in a Haystack," on one single. . . . Brian Epstein is negotiating to bring Ray Charles and the Raelets to Britain later this year, for a week at his Saville Theater. . . . CBS has scored a major British group success with the Tremloes' "Here Come My Baby," which Cat Stevens wrote. The group has split, with vocalist Brian Poole following its success.

GRAEME ANDREWS

### LOS ANGELES

Pianist Rubin Mitchell debuts at the Century Plaza March 1, along with percussionist Joe Belardino and bassist Eddie Kahn. Mitchell will shortly get a major buildup from Capitol. His debut LP is forthcoming. . . . A 10 per cent tax on tickets for the Music Center has been approved by the County Board of Supervisors as part of a three-pronged plan to raise additional revenue for the cultural complex. The county has also approved an increase in rental rates

(Continued on page 54)

## WINNER OF THE 17th SAN REMO FESTIVAL OF ITALIAN SONG

# "NON PENSARE A ME"

(by Testa-Sciorilli)

performed by

CLAUDIO VILLA (CETRA) AND IVA ZANICCHI (RIFI)

published by

# EDIZIONI MUSICALI MASCOTTE

Galleria del Corso 2-MILANO



**“Mairzy Doats”**

KA-222

**izzere again**

**en kidsel eada dup!**

**Yes sitza hitta sek kentime**

**buya groopa guyzoo**

**column selvzy Innocence.**

**Dee jayzan deela zno**

**The Innocence**

**have souldup a storm with**

**“Theirz Goddabee a Word.”**

**Shooden tew be**

**stocky nup today?**

In other words:

“Mairzy Doats is here again  
and kids will eat it up.”

You can take it from there.

And you can take it from us  
that The Innocence have

a blissful new hit on their hands.



A Kama Sutra Production  
Produced by Ripp-Anders-Poncica

noella recordings'

**N  
E  
W**

**POWER**

LA'SHELL  
and the SHELLETTs

**RELEASE**

MY SOLDIER BOY OVER THERE

LA'SHELL and the SHELLETTs

b/w

must be something I'm doing wrong

**MY  
SOLDIER  
BOY  
OVER  
THERE**

LA'SHELL and the SHELLETTs

noella recording artists

on the **POWER** label.

U.S.A. OFFICES:  
PENTHOUSE SUITE 17-4,  
7 PARK AVE., N.Y.C. 10016, N.Y.

noella recordings limited  
STUDIOS 22-23  
1262 DON MILLS RD., TORONTO, ONT.

## Cassette Repertoire Explosion In U.K.; 1st Key Issues by U.S.

LONDON — A major explosion of the repertoire available on tape cassettes in Britain has been set for the next two months with the first releases from two more of Britain's major record companies and the first classical material in cassette form. In addition, this month sees the first major release of U. S. material on cassette, with more American recordings scheduled to appear in this form next month.

With the first cassette from an independent British label, immediate, these mushrooming releases will bring the total cassette catalog in Britain to 150 recordings — treble December's total, and an impressive build-up since musicassettes first went on sale in October.

### Philips Backing

This three-fold increase in repertoire is being backed by the leading manufacturer — Philips—with a new marketing drive, taking in for the first time, non-recorded outlets. Philips, whose system is the only one used by the major record companies in Britain at present, is planning intensive promotion to boost sales of musicassettes in the spring and summer, when the company reckons outdoor use of the portable players will see a steady upsurge in demand. Philips Records sales manager Geoff Hannington and musicasset marketing manager Walter Woyda will run the summer selling campaign with Hannington heading a new sales force to put cassettes in electrical shops, car showrooms and other outlets, in addition to the existing records sales force who will continue to put cassettes into disk retailers' stores.

It sees the additional sales force as a logical way to get cassettes off the ground in Britain, and reckons that sales of cassette players will also increase if electrical stores display the colorfully packaged cassettes alongside. Now the new market is getting a big boost with the release of the first cassettes from the Pye and Polydor groups. Philips will distribute the Pye cassettes.

Pye's initial mid-February release comprises 20 cassettes featuring domestic stars such as Petula Clark and Donovan, and including the first major invasion of the British cassette market by U. S. artists, with Frank Sinatra, Dionne Warwick and Herb Alpert included in the repertoire drawn from a host of U. S. labels including Warner Bros.-Reprise, Chess, A&M and Kama Sutra. Hitherto the only American material available on musicassettes marketed in Britain has been restricted to a handful of Philips-Mercury releases. Polydor's entry into the new recording market—also set for mid-month—will feature 10 recordings by Bert Kaempfert, Roberto Delgado and other European orchestra leaders.

The second booster for Amer-

ican representation in the U. K. cassette market will come in March with Polydor's release of the first 10 cassettes on the Atlantic label. The range of the market has been further extended with the first British release of classical cassettes from Philips. These will retail for 70 cents more than the regular \$6 British price of cassettes. EMI has slated six more cassettes for March, joining only domestic acts. No EMI cassettes have been drawn from Capitol or EMI's U. S. licensors such as Liberty and Bell. This policy of restricting EMI cassettes to British repertoire, because of high royalties and another added cost on U. S. catalog, underlines the relative weakness of American product in the British cassette market.

## INTL. STARS FADE OUT BUT ADD SPARKLE TO FESTIVAL

SAN REMO—This year's Festival drew a heavy contingent of international names. While this brought lustre to the event, it failed to bring victory to the stars. Of the 17 international artists who entered the tune-tournament, five survived to the final night. These were Gene Pitney, the Bachelors, Les Surfs, Les Compagnons de la Chanson and Antoine.

The other international personalities who added glamor included Italy's own Domenico Modugno and Bobby Solo; America's Sonny and Cher, Dionne Warwick, Connie Francis, Bobby Goldsboro, the Happenings; U. K.'s Marianne Faithfull and the Hollies; Spain's Los Bravos; Poland's Anna German, and France's Dalida.

## Polish Export Gains Posted

WARSAW—Polish disk and sheet music and exports increased considerably during 1966, according to the state-owned Ars Polona import-export company.

New markets were reached in Japan, Greece, Austria, Italy and South America, according to Ars Polona's director Stephen Ludkiewicz. Japanese Columbia and Ricordi in Italy were the main leasees of Polish repertoire, followed by Deutsche Grammophon (West Germany) and Philips (Holland and France).

Existing markets in Russia, U. S., Canada, East Germany and Britain were maintained, and sheet music exports increased as a result of exhibitions in West Germany, Denmark and Uruguay.

Ars Polona concluded a deal with the Austrian Edition Universal for common publishing of the works of Karol Szymanowski. This year, the firm will record material especially for export by Polish artists.

## Dutch Foundat'n & AVRO Merge

AMSTERDAM — The RTN Radio and TV Broadcasting Foundation has merged its activities with those of AVRO. The combined bodies are now the biggest programmers in Holland, with more than 1 million members.

Dutch broadcasting is non-commercial, apart from a small

## 'Pure' Italian Tune Wins San Remo

• Continued from page 48

E Le Rose" published by Nazionale and performed by Orietta Berti of Phonogram and Les Compagnons De La Chanson of CBS-Italiana; "La Musica E' Finita" (Ariston) by Ornella Vanoni and Mario Guarnera (both Ariston); "La Rivoluzione" (Sugarmusic) by Gene Pitney (Musicor-CGD) and Gianni Pettenati (Cetra-Fonit); "L'Immensita" (Clan) by Don Backy (Clan) and Johnny Dorelli (CGD); "Per Vedere Quanto E' Grande Il Mondo" (Ricordi) by Wilma Goich (Ricordi) and the Bachelors (Ricordi); "Io Per Amore" (Curci) by Pino Donaggio (Italian-EMI) and Carmen Villani (Fonit-Cetra); "Pietre" (Sciascia) by Gian Pieretti (Vedette) and Antoine (Vogue-Saar); "Dove Credi Di Andare" (Usignolo) by Sergio Endrigo (Fonit-Cetra) and Memo Remigi (Curci-Carosello); "Cuore Matto" (Durium) by Little Tony and Mario Zelinotti (both Durium); "Bisogna Saper Perdere" (RCA-Italiana) by Lucio Dalla and the Rokes (both RCA-Italiana); and "E Allora Dai" (Settebello) by Giorgio Gaber (Rifi) and Remo Germani (MGM).

amount of daily TV advertising. Programs are transmitted by six foundations, each receiving a percentage of the receiving licensing fees according to the strength of their membership.

Most of the foundations represent political or religious sections of the public.

**17° FESTIVAL DI SANREMO**

SONNY & CHER  
IL CAMMINO DI OGNI SPERANZA \*

CHRISTOPHE  
SOPRA I TETTI AZZURRI DEL MIO PAZZO AMORE \*

ANTOINE  
PIETRE \*

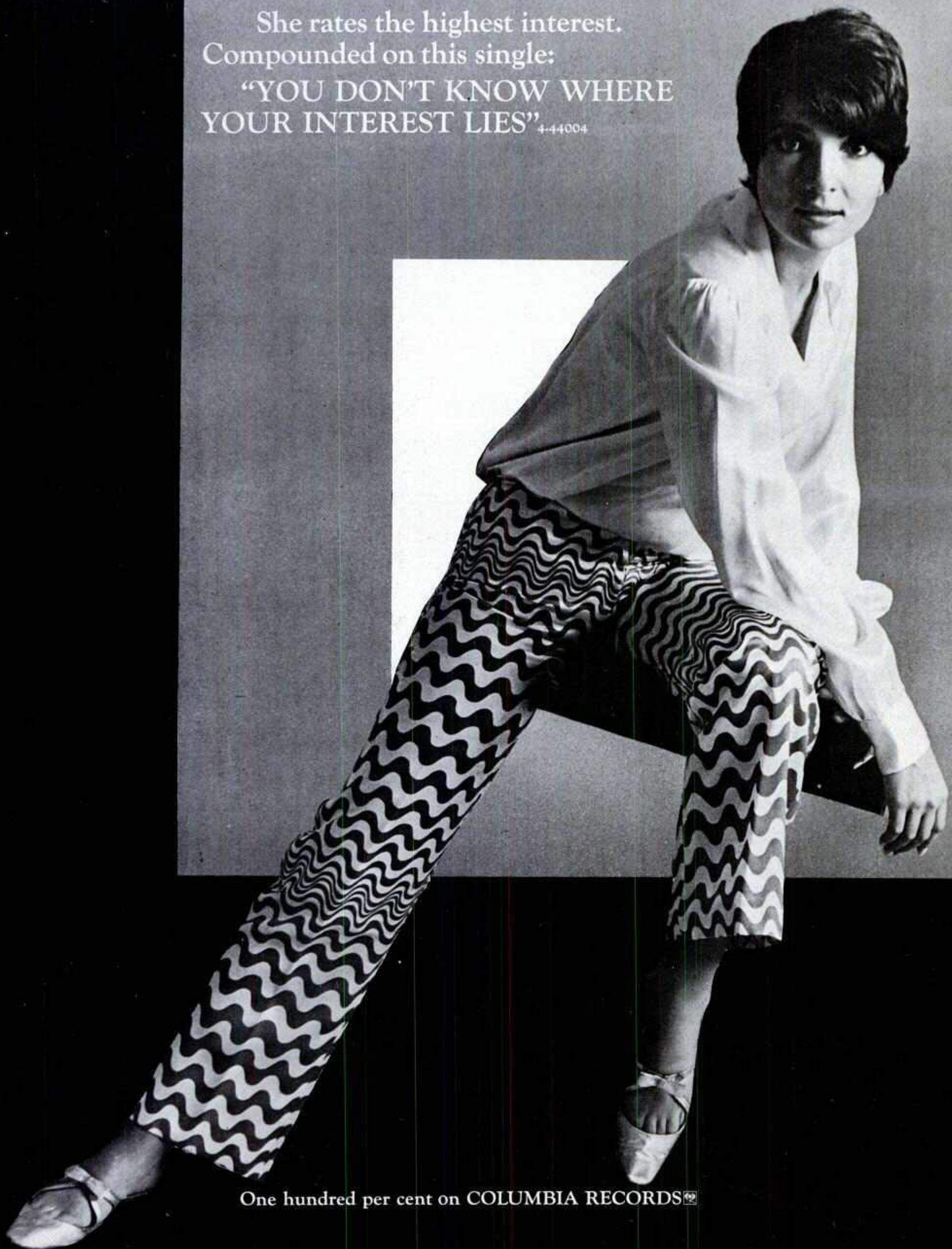
NICOLA DI BARI  
GUARDATI ALLE SPALLE \*

SAAR - Milano (Italy)

Labels: ATLANTIC, DISQUES VOGUE, jolly

This is Dana Valery.

She rates the highest interest.  
Compounded on this single:  
"YOU DON'T KNOW WHERE  
YOUR INTEREST LIES" +44004



One hundred per cent on COLUMBIA RECORDS 

# Canadian Firms Hike Disk Prices After Govt. Raises Sales Tax 1%

By KIT MORGAN

TORONTO — A flurry of price increases in the record industry has followed the Finance Minister's December "mini-budget" which increased the federal sales tax on most products of Canadian manufacture from 11 per cent to 12 per cent at the manufacturing level, effective Jan. 1.

Record companies were faced with deciding whether to absorb the cost of the additional tax, to pass it along to distributors and dealers, or to raise suggested consumer prices.

Columbia Records of Canada was the first company to introduce new prices, effective Jan. 16. Columbia raised the dealer cost price on singles from 62 cents to 63 cents, but did not suggest any increase in its suggested list price of 98 cents. On LP's, however, Columbia raised its suggested list price for mono pop albums to \$4.29 from \$4.20, increasing the dealer's price from \$2.40 to \$2.43; increased the suggested list for stereo pop albums to \$5.29 from \$5.20, raising the dealer cost price from \$2.97 to \$3. Similar increases are in effect throughout the price structure, with the exception of budget line prices, which were not changed.

"Actually, with Columbia's unique stabilized year-round wide-profit-margin policy, a dealer's gross profit will increase under the new prices, if he sells at suggested list," said general sales manager Jack Robertson. "Our new prices afford the dealer a year-round profit margin of more than 43 per cent.

## London of Canada

Next to up its prices was London Records of Canada, which chose to hold the line on suggested list prices and increase dealer cost prices, effective Jan. 26. Thus, 45's have gone up from 62 cents to 64 cents (suggested list, 99 cents), and dealer cost on LP's with a suggested list of \$4.20 has gone up from \$2.60 to \$2.69; from \$3.22 to \$3.33 on LP's with a suggested list of \$5.20. However, London offers a year-round discount of 8 per cent on orders of more than \$50, and with the new price structure will introduce more special offers on its various lines that will give dealers an additional 5 or 10 per cent discount.

Quality Records Ltd. introduced new prices effective Feb. 1, with the exception of its lowest-price product, budget lines, and its highest priced

line, DGG. In the pop album field, its dealer price for mono is up from \$2.60 to \$2.66, with the suggested list up to \$4.29 from \$4.20, and stereo LP's are up from \$3.22 to \$3.28 to dealers, with an increased list price of \$5.29 from \$5.20. Quality's singles price is up from 62 cents to 63 cents, with no change in the suggested list of 99 cents.

Other companies are expected to announce price increases shortly. Economists have warned the public to expect a 2 per cent increase in the prices of many manufactured goods as a result of the tax increase, and this affords the record industry an opportunity to raise prices, warranted not only by the tax increase but also by generally rising costs of labor, equipment and materials, etc.

## Examining Cost

Capitol Records (Canada) Ltd. and RCA Victor are currently examining their cost and price structures and had made no decision on increases at date of writing, but admitted they seem probable. Phonodisc Ltd. expects to raise its prices sometime during February. The Compo Co., however, says it has no

immediate plans for price changes.

It is expected that record dealers who normally sell at suggested list price will pass the increase along to the consumer. But both record companies and dealers are curious to see what will happen in Toronto, center of the most active discounting. At present, singles are being sold at 66 cents in the biggest, most competitive stores, with prices ranging from 66 cents through 77 cents, 79 cents, 83 cents up to list of 98 and 99 cents throughout the city. LP's from the charts with a suggested list of \$4.20, have been selling in discount-oriented outlets for as little as \$2.69. Everyone is watching to see whether these prices will go up, if so, by how much, and at which dealer's first.

Rack jobbers are complaining that a move, such as that by London, to raise cost price without increasing the suggested list, forces them to either reduce their discount on suggested retail to their customers, or to narrow their profit margin drastically, and they suggest such a price structure is designed to curtail the growth of rack jobbing.

## Mandala Debut Disk Gets Record-Breaking Promosh

TORONTO—The debut disk by Canada's hottest soul group, the Mandala, on Koppelman-Rubin's K.R. label, released late last month, is reaping the biggest promotion campaign ever carried out by a Canadian record company to boost a single. Chess Records is giving the record, "Opportunity," the full treatment in the U. S.

Hal Rose, national sales manager of Phonodisc, Ltd., Chess distributors in Canada, launched the "Mandala are coming" campaign with telegrams to key deejays at the major radio stations in Canada, then followed up in person. Rose visited radio stations, TV and newspapers in eight key Canadian cities in 11 days, with release of the disk staggered to coincide with his visits. He appeared on several radio and TV shows to tout the disk and the group, and his first calls, in Toronto, set the pace for the promotion. CHUM and CKFH Toronto aired "Opportunity" within an hour of Ross' call.

Phonodisc promoted the disk to its branches with a teaser campaign, then supplied each branch with "Mandala are coming" stickers for use on all mail and record shipments. Thou-

sands of photo cards were distributed, with special displays featuring photos of the group supplied to key dealers in Ontario.

The Mandala's success story is typified by two bookings at the Hawk's Nest, a teen-age nightclub in Toronto. Thirteen months ago, as the Rogues, the group played the club for \$125. Last month, the Soul Rusade of the Mandala drew a full house and the group was paid nearly \$1,500 for one night. Recent appearances at Hullabaloo in Los Angeles netted rave reviews; articles are upcoming in several teen magazines. A U. S. tour is being set.

## Negram-Delta in Deal With Bovema

AMSTERDAM — Negram-Delta and Bovema have combined their distribution systems. All products of these two large disk firms will now be dispatched from a central distribution department located on the Bovema premises at Heemstede.

The new arrangement is expected to attract other companies to use its facilities.

## Vienna Symphony Touring Company

HAMBURG — The Vienna Philharmonic is touring Germany this month. The orchestra is appearing in Frankfurt, Karlsruhe, Luxembourg City, Duisburg, Wuppertal, Hamburg and Nuremberg.

Teldec, which distributes the orchestra's recordings, has lined up a heavy sales promotion program for the orchestra's disks to tie in with its appearances. Its recording of Mozart's "Don Giovanni" currently is receiving major promotion by Teldec, is expected to be a major sales beneficiary of the Vienna Philharmonic's tour.



TOM JONES, left, receives a gold disk from Sir Edward Lewis, chairman of British Decca, for a million sales of "Green, Green Grass of Home," during the dinner Sir Edward and Lady Lewis gave in London recently for the London Records' convention.

## From The Music Capitals of the World

• Continued from page 50

for visiting companies and a boost in public parking rates. These steps are planned to raise \$750,000 a year.

The Playboy Club has begun auditioning new talent for possible placement on the Club's 16 location circuit. Sue Jenkins is handling the audition appointments locally. Acts picked after the first audition will be presented Thursday (9) in the Penthouse room for bookers and agents. . . . Borden Stevenson and Olivier Coquelin will open a discotheque, Cheetah, in the Pacific Ocean Park area, patterned after their successful New York operation. The location is the former Aragon Ballroom. . . . The Greek Theatre Association and city are battling over operation and management of the outdoor summer facility. The Greek Assn. allegedly owes the city \$50,000 in rental fees for 1966. The association claims it lost \$125,548 last year. The 36-year-old amphitheater in Griffith Park is the LA "home" for Harry Belafonte and a key talent exposure outlet. The City's Parks Department has recommended that a \$711,000 improvement program be launched this year to modernize the facility.

Don Costa's first motion picture score is "Rough Night in Jericho" for Universal. . . . Tommy Roe headlines Disneyland's third annual Valentine Dance entertainment line-up. . . . Tom Sawyer, independent promotion man, is opening a San Francisco office. He is also forming his own disk company, Sierra Records, with Doug Warren and Ted Wilson first two acts signed. . . . Diane Deangels joins West Coast Record Promotion Co. ELIOT TIEGEL

## NEW YORK

Stanley Mills, general professional manager of E. B. Marks, on the West Coast for two weeks, to meet with artists & repertoire men for firm's new pop and motion picture material.

Okeh Records has purchased the master of "Fat Cat" by Washington Smith from Rainbow Records. The r&b single was produced by Joey Brooks and Barry Kornfield. . . . The McCoys will be making appearances on behalf of the American Heart Association during their current college concert tour. . . . The Four Seasons begin a four-day stand at the Versailles in Cleveland on Thursday (9). . . . John Perry of the Serendipity Singers recorded commercials for Score hair products and the tape division of 3M. . . . Composer Sol Lake signed by producer Kenneth Harper to compose the title song for the English-French co-production "Two Weeks in September." . . . Vincent Youmans Music and Sleepy Hollow Music, publishers of "Taterville Women's Auxiliary Sewing Circle," have assigned publication rights for Australia to Castle Music. . . . Atlantic's Young Rascals set for an appearance on Ed Sullivan's CBS-TV show on next Sunday (12). . . . Gladys Shelley will receive an award from the Jewish War Veterans of New Jersey for her song "Peace and Harmony."

Don Costa, who composed the score for Columbia Pictures' "Bad Day in Jericho," has set Bobby Hart and Tommy Boyce to write lyrics for the title tune. . . . Trude Heller, owner of the Greenwich Village discotheque bearing her name, is opening Trude Heller's Patio in Palm Beach, Fla., on Feb. 9. Joey Dee and the New Starlighters will be playing there for the entire season through May. . . . The Lettermen, Capitol Records group, have lined up 45 college dates throughout the U. S. for the next three months. . . . Capitol Records singer Matt Monro on a four-week tour of South Africa. . . . Tom Rose, Columbia Records artist, at Fred Weintraub's

Bitter End in Greenwich Village for the next three weeks. . . . Alvin Christy cut his first record, "Lover," on Action-Ville Records, a newly formed label. . . . June Valli begins a three-weeker at the Royal Box of the Americana Hotel on Tuesday (7). . . . Lionel Hampton's orchestra do a one-nighter in the Empire Room atop the Steak Pit Restaurant in Paramus, N. J., on Feb. 12. . . . Bones Howe, independent producer, has formed Mr. Bones Productions.

Jesse Kaye, vice-president of MGM Records on the West Coast has been awarded the RIAA gold record for his production of the "Dr. Zhivago" soundtrack album. The LP is nearing the 2 million sales mark. . . . Otis Redding makes his debut as a producer with the Arthur Conley recording of "Sweet Soul Music" on the Atco label. . . . P.M. Record Distributing and Record Promotion Service has been set up by Paul McGrath in the McCrady-Nicklas Building in Pittsburgh. The firm will serve Western Pennsylvania, Eastern Ohio and Northern Virginia. . . . Harold Leventhal will present Jacques Brel in two Carnegie Hall concerts on Friday and Saturday (10-11). . . . MGM's Erroll Garner set for three weeks at the Tropicana Hotel in Las Vegas, beginning March 31. . . . The Four Preps, Capitol Records group, hitting the concert trail in New York, Vermont, Pennsylvania, North Carolina and Michigan during this month. . . . Broadway-producer-industrialist Walter Hyman and Ron Terry, president of Capitol Booking Corp., are completing negotiations for Hyman to assume active partnership in the eight-month-old talent agency. . . . Frank Fontaine currently at the Latin Quarter. . . . The Young Savages Quartet, now at the Coney Island Pub, signed with Klaus Ogerman for recordings. . . . Johnny Tillotson's date at the Copacabana has been moved up to June 15 to take advantage of the prom business. . . . Connie Francis will appear at the Frank Sinatra-Jack Entratter closed circuit TV benefit in St. Louis on Wednesday (8) for the Dismas House and assorted charities. . . . John Fleck is replacing bass guitarist Dave Burke with the Ständells. Burke is going into the U. S. Army. . . . Sheila Robinson, Invincible Records singer, appearing at St. Albans Plaza, St. Albans, N. Y., on Feb. 24. . . . Teddy Wilson and singer-composer Boborough begin a four-weeker at Art D'Lugoff's Top of the Gate on Tuesday (7).

MIKE GROSS

## SAN JUAN

The winter tourist season is in full swing in Puerto Rico and the hotels and nightclubs are featuring top name acts with a preponderance of recording artists. . . . Jack Jones is packing them in at the Club Caribe of the Caribe Hilton Hotel. He'll be followed by Charles Aznavour. . . . At the Caribar is the Jonah Jones Quartet. . . . La Copa Club of the Americana Hotel has Caterina Valente (first visit); before that Vic Damone. Latin stars Los Chavales and dance-singer Chita Rivera are at the San Jeronimo Hilton and Sheraton, respectively. . . . El San Juan Hotel features Victor Borges, and at the Flamboyant are Julius La Rosa and Johnny Puleo and his Harmonica Gang. . . . Other recording stars that have appeared at local hotels recently are Paul Anka, John Gary, Marco Antonio Muniz, Duo Dinamico, Tito Rodriguez and the Highwaymen. The Young Rascals were presented at Bithorn Stadium on a weekday afternoon and drew a large turnout. Other recording stars scheduled for local visits are Brenda Lee (first time), Jerry Vale, Patti Page and Diahann Carroll.

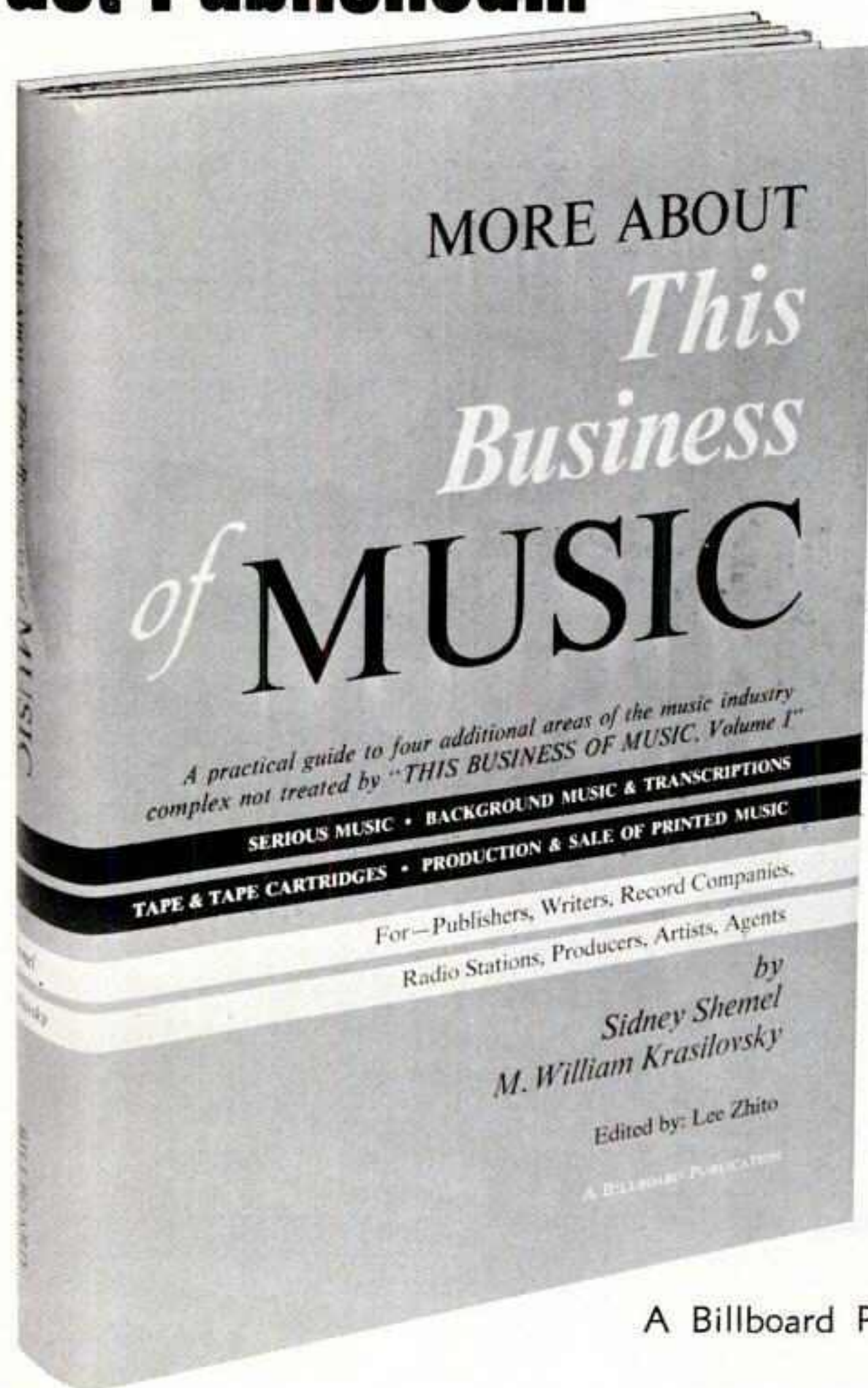
ANTONIO CONTRERAS

## DGG HONORED BY JAPANESE

HAMBURG — Deutsche Grammophon has received awards from the Japanese Ministry of Education for two of its records. The records honored are the complete recording of Beethoven's composition for piano and violincello with Wilhelm Kempff and Pierre Fournier and Richard Strauss' Don Quixote with the Berlin Philharmonic under Herbert von Karajan.

The prizes are awarded annually for recording of Western music especially suited for education purposes.

# Just Published...



A Billboard Publication

## MORE ABOUT THIS BUSINESS OF MUSIC

By Attorneys Sidney Shemel & M. William Krasilovsky • Edited by Lee Zhito

Companion volume to the widely acclaimed "This Business of Music" . . . covering four **MORE** vital areas of the vast music-record-tape complex not treated by the first volume.

- **SERIOUS MUSIC • PRODUCTION AND SALE OF PRINTED MUSIC**
- **BACKGROUND MUSIC AND TRANSCRIPTIONS • TAPE CARTRIDGES**

176 PAGES 6 1/8 x 9 1/4 . CLOTH BOUND . \$6.95  
USE ORDER COUPON BELOW

Mail to **BILLBOARD—Book Division, Box 9003**  
2160 Patterson St., Cincinnati, Ohio 45214

Please send me \_\_\_\_\_ copies of **MORE ABOUT THIS BUSINESS OF MUSIC**

Bill me for \$6.95 per copy (plus any applicable tax\* and a small charge for postage and handling) at the time of shipment.

I prefer to save postage and handling charges by enclosing payment here. (Applicable tax\* has been added).

Name \_\_\_\_\_  
(please print)

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

\*For delivery in the following areas, applicable tax must be added to remittance.

State of Calif.—4% tax	State of Tenn.—4% tax
State of Ohio—3% tax	New York City—5% tax
State of Mass.—2% tax	State of N.Y.—2% tax (outside N.Y.C.)



**AS SEEN IN**  
**The World Journal Tribune**  
**& The New York Times**

**Some Further Information:**

**FORMAT:** 8½ x 11, quality coated stock, 100-120 pages, four-color cover . . . and extensive use of four-color throughout

**AD RATES:** 4-COLOR—same as black & white

**AD DEADLINES:** 4-COLOR—February 10 (FINAL)  
 Black & White—February 24 (FINAL)

**It Can Only Happen At**

Contact your nearest Billboard Office.

**If you've got  
 a message for  
 "The Swinging  
 Generation"**

**We've Got the Book!**

**Target:**

The powerful and growing youth market

**Topic:**

The people, sounds, and equipment in which "The Swinging Generation" invests hundreds of millions of dollars each year

**Time:**

Debut issue on newsstands, April '67

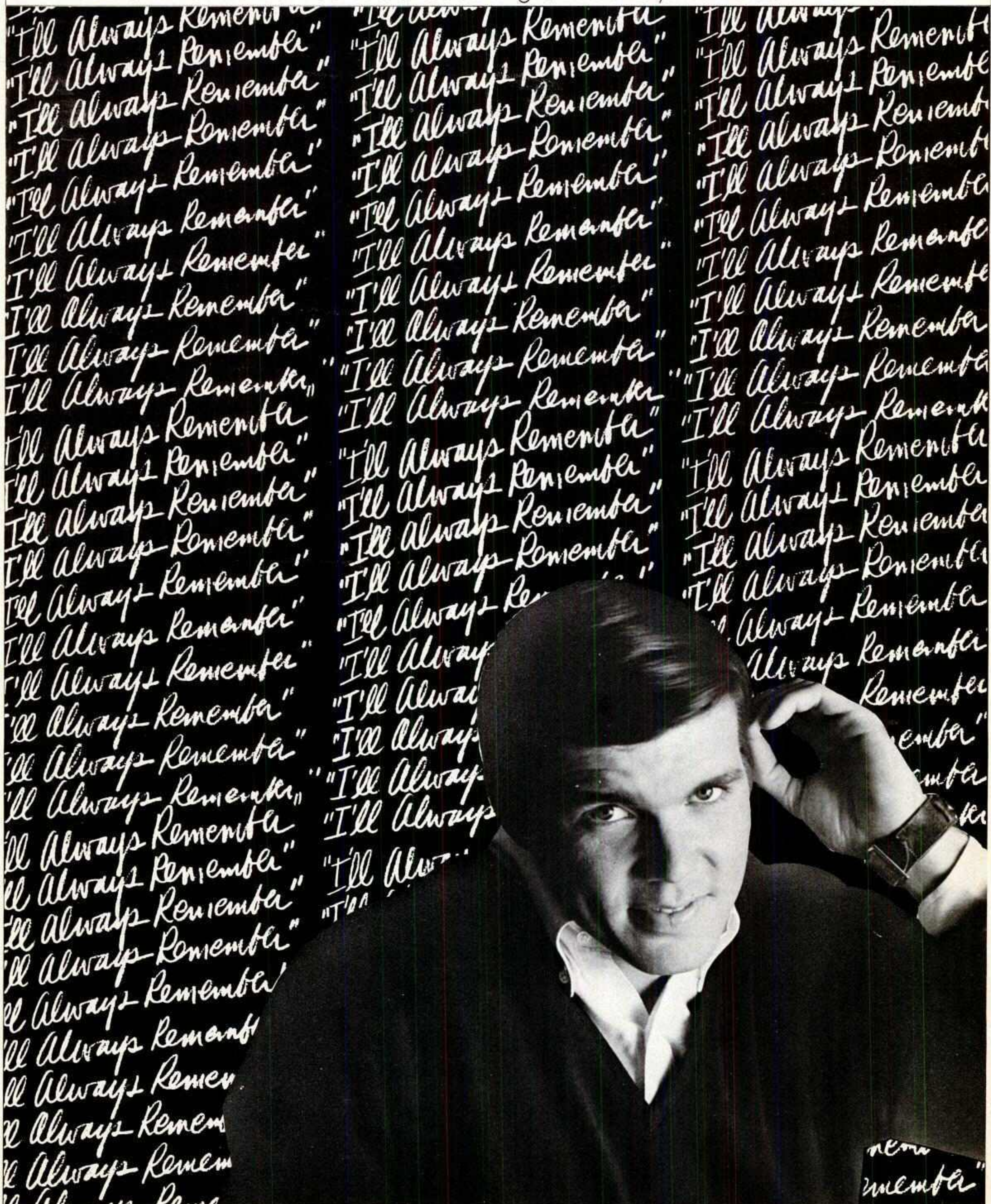
**LAST CALL FOR FOUR-COLOR ADVERTISING**

Phone Today: (212) PLaza 7-2800  
 Ask for Denis Hyland

A Billboard Publication

# JOHN DAVIDSON

Write 100 times in the Billboard  
the name of the new John Davidson single, "I'll Always Remember" 4-44005



Where we chalk up more single hits. On COLUMBIA RECORDS

# Billboard

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FRIDAY ON MY MIND—	*Easybeats (Parlophone)—Alberts
2	2	GOOD VIBRATIONS—Beach Boys (Capitol)—Alberts	
3	3	GREEN, GREEN GRASS—Tom Jones (Decca)—Castle	
4	4	SKYE BOAT SONG—Peter Nelson (HMV)—Palings	
5	5	NO MILK TODAY—Herman's Hermits (Columbia)—Connelly	
6	6	BIG TIME OPERATOR—The Id (Spin)	
7	7	IT'S NOT EASY—*Normie Rowe (Festival)	
8	8	MELLOW YELLOW—Donovan (Epic)—Southern	
9	9	SORRY—*Easybeats (Parlophone)—Alberts	
10	10	VILLAGE TAPESTRY—*Marty Rhone (Spin)	

## BRITAIN

(Courtesy Record Retailer)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER—Monkees (RCA)—Screen Gems	
2	3	MATTHEW AND SON—Cat Stevens (Deram)—Cat	
3	2	NIGHT OF FEAR—*Move (Deram)—Essex	
4	7	LET'S SPEND THE NIGHT TOGETHER/RUBY TUESDAY—*Rolling Stones (Decca)—Mirage/Mirage	
5	4	GREEN GREEN GRASS OF HOME—*Tom Jones (Decca)—Burlington	
6	9	HEY JOE—*Jimi Hendrix (Polydor)—Yamata	
7	17	I'VE BEEN A BAD BOY—*Paul Jones (HMV)—Leeds	
8	6	STANDING IN THE SHADOWS—Four Tops (Tama-Motown)—Carlin	
9	5	HAPPY JACK—*Who (Reaction)—Fabulous	
10	8	MORNINGTOWN RIDE—*Seekers (Columbia)—Compass	
11	15	PAMELA PAMELA—*Wayne Fontana (Fontana)—Hournew	
12	11	I FEEL FREE—*Cream (Reaction)—Dratleas	
13	12	SITTING IN THE PARK—*Georgie Fame (Columbia)—Jewel	
14	22	SUGAR TOWN—Nancy Sinatra (Reprise)—Criterion	
15	19	SINGLE GIRL—Sandy Posey (MGM)—Mecolico	
16	10	IN THE COUNTRY—*Cliff Richard (Columbia)—Shadam	
17	30	SNOOPY VS. THE RED BARON—Royal Guardsmen (Stateside)—Copyright Con.	
18	32	LET ME CRY ON YOUR SHOULDER—*Ken Dodd (Columbia)—Dominion	
19	34	I'M A MAN—*Spencer Davis Group (Fontana)—Island	
20	13	ANYWAY THAT YOU WANT ME—*Troggs Page One (Dick James)	
21	29	YOU ONLY YOU—*Rita Pavone (RCA)—Chappell	
22	16	SAVE ME—*Dave Dee, Etc. (Fontana)—Lynn	
23	39	RELEASE ME—*Englebert Humperdink (Decca)—Burlington	
24	—	I WON'T COME IN WHILE HE'S THERE—Jim Reeves (RCA)—Metric	
25	14	SUNSHINE SUPERMAN—*Donovan (Pye)—Southern	
26	38	LOIMY—Keith (Mercury)—Screen Gems	
27	18	WHAT WOULD I BE—*Val Doonican (Decca)—Marvel	
28	27	HEART—*Rita Pavone (RCA)—Screen Gems	
29	49	IT TAKES TWO—Marvin Gaye and Weston (Tama-Motown)—Carlin	
30	25	CALL HER YOUR SWEETHEART—Frank Ifield (Columbia)—Acuff-Rose	
31	26	NASHVILLE CATS—Lovin' Spoonful (Kama Sutra)—Robbins	
32	47	PEEK-A-BOO—New Vaudeville Band (Fontana)—Meteor	
33	45	LAST TRAIN TO CLARKSVILLE—Monkees (RCA)—Screen Gems	
34	—	HERE COMES MY BABY—*Tremeloes (CBS)—Angusa	
35	21	(I KNOW) I'M LOSING YOU—Temptations (Tama-Motown)—Carlin	
36	23	A PLACE IN THE SUN—Stevie Wonder (Tama-Motown)—Carlin	
37	24	YOU KEEP ME HANGIN' ON—Supremes (Tama-Motown)—Carlin	
38	20	DEAD END STREET—*Kinks (Pye)—Davray	

39	37	TELL IT TO THE RAIN—Four Seasons (Philips)—Ardmore & Beechwood
40	33	DISTANT DRUMS—Jim Reeves (RCA)—Acuff-Rose
41	43	RUN TO THE DOOR—*Clinton Ford (Piccadilly)—Carlin
42	28	WHAT BECOMES OF THE BROKEN HEARTED—Jimmy Ruffin (Tama-Motown)—Belinda
43	—	THIS IS MY SONG—Petula Clark (Pye)—Leeds
44	31	FRIDAY ON MY MIND—*Easybeats (U-A)—United Artists
45	—	DRINK UP THY ZIDER—*Adge Cutler (Columbia)—Lad
46	50	TRY A LITTLE TENDERNESS—Otis Redding (Atlantic)—Campbell-Connelly
47	—	MICHAEL—*Geno Washington (Piccadilly)—Jewel
48	—	BEAT GOES ON—Sonny and Cher (Atlantic)—Carlin
49	—	BABY WHAT I MEAN—Drifters (Atlantic)—United Artists
50	—	KNOCK ON WOOD—Eddie Floyd (Atlantic)—Belinda

## EIRE

(Courtesy New Spotlight, Dublin)

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER—Monkees (RCA Victor)—Screen Gems	
2	2	GREEN, GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington	
3	4	SUNSHINE SUPERMAN—Donovan (Pye)—Southern	
4	5	MORNINGTOWN RIDE—Seekers (Columbia)—Compass	
5	3	IN THE COUNTRY—Cliff Richard (Columbia)—Shadam	
6	8	MUIRSHEN DURKIN—John McEvoy (Pye)—Segway	
7	6	WHAT WOULD I BE?—Val Doonican (Decca)—Marvel	
8	—	HAPPY JACK—The Who (Reaction)—Fabulous	
9	9	SAVE ME—Dave Dee & Co. (Fontana)—Lynn	
10	8	DEAD END STREET—Kinks (Pye)—Davray	

## FRANCE

This Week	Last Week	Title	Artist
1	1	PARIS EN COLERE—Mireille Mathieu (Barclay)—Salabert	
2	3	LES PLAY BOYS—Jacques Dutronc (Vogue)—Alpha	
3	5	J'ATTENDRAI—Claude Francois (Philips)—Meridian	
4	7	VIENS DANS MA RUE—Mireille Mathieu (Barclay)—Prosadis	
5	2	SI J'ETAIS UN CHARPENTIER—Johnny Hallyday (Philips)—France Melodie	
6	4	L'HEURE DE LA SORTIE—Sheila (Philips)—Carrere Breton	
7	15	INCH' ALLAH—Adamo (Voix de son Maitre)—Pathe Marconi	
8	8	KILIMANDJARO—Pascal Danel (A.Z.)—Le rideau Rouge	
9	—	MAMA—Dalida (Barclay)—AMI	
10	9	LA CHANSON DE LARA—John William (Polydor)—France Melodie	

## HOLLAND

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER—The Monkees (RCA)—Int. Muziek Comp.	
2	—	LET'S SPEND THE NIGHT TOGETHER/RUBY TUESDAY—The Rolling Stones (Decca)—Essex Holland/Basart	
3	2	LAND VAN MAAS EN WAAL—*Boudewijn de Groot (Philips)—Altona	
4	6	HOW CAN WE HANG ON TO A DREAM—*Rudy Bennett (Havoc)—Impala-Basart	
5	7	IN THE COUNTRY—Cliff Richard (Columbia)—Belinda	
6	—	JELLE SAL WEL SIEN—*Albert Broens; *Johnny Hoes; *Wim Kan; *Karin Kent (Relax); (Telstar); (Philips); (Decca)—Leeds Holland-Basart	
7	3	HAPPY JACK—Who (Polydor) Essex Holland—Basart	

8	4	GREEN, GREEN GRASS OF HOME—Tom Jones (Decca) Altona
9	8	FRIDAY ON MY MIND—Easy Beats (United Artists)—U.A. Music-Altona
10	5	SAVE ME—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)—Impala-Basart

## ITALY

(Courtesy Musica e Dischi, Milan)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	7	SE PERDO ANCHE TE—*Gianni Morandi (RCA)	
2	1	E' LA PIOGGIA CHE VA—Rokes (Arc)—Ricordi	
3	2	BANG BANG—Dalida (Barclay)—Ariston	
4	4	LARA'S THEME FROM "DR. ZHIVAGO"—Bob Mitchell (Variety)—Curci	
5	5	BANDIERA GIALLA—*Gianni Pettenati (Cetra)—Curci	
6	3	MONDO IN MI 7a—*Adriano Celentano (Clan)—Clan-Curci	
7	6	UN UOMO, UNA DONNA—Soundtrack (UA)—Curci	
8	8	BANG BANG—*Equipe 84 (Ricordi)—Ariston	
9	9	SE MAI—Adamo (VdP)—VdP	
10	14	GRANADA—*Claudio Villa (Cetra)	
11	11	LOVE ME, PLEASE, LOVE ME—Michel Polnareff (Vogue)—Southern	
12	—	GIRA GIRA—*Rita Pavone (RCA)	
13	15	RAGAZZO TRISTE—*Patty Pravo (Arc)	
14	—	BAMBOLINA CHE FA NO, NO, NO—Michel Polnareff (Vogue)—Southern	
15	—	WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)	

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YUME WA YORU HIRAKU—*Sono Mari (Polydor)—JASRAC; Midorikawa Ako (Crown)	
2	2	KONYAWA ODOROU—*Araki Ichiro (Victor)—JASRAC	
3	4	KOBORIBANA—*Ishihara Yuujiro (Teichiku)—JASRAC	
4	3	YUUHIGA NAITEIRU—*The Spiders (Philips)—SHINKO	
5	6	SHINJITE ITAI—*Nishida Sachiko (Polydor)—JASRAC	
6	5	NEONGAWA—*Bob Satake (King)—JASRAC	
7	—	FRECKLE-FACED SOLDIER—Corine Lavett (Dot)—Tone	
8	9	YANAGASE BLUES—*Mikawa Kenichi (Crown)—JASRAC	
9	—	KAERITAKU NAINO—*Sono Mari (Polydor)—JASRAC	
10	—	FUTARI NO GINZA—*Yamauchi/Izumi (Toshiba); Ventures (Liberty)—Toshiba	

## MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	TIME DRAGS BY—Cliff Richard (Columbia)	
2	2	GOOD VIBRATIONS—Beach Boys (Capitol)	
3	3	MY MIND'S EYES—Small Faces (Decca)	
4	5	DISTANT DRUMS—Roy Orbison (London)	
5	—	EAST WEST—Herman's Hermits (Columbia)	
6	8	MORNINGTOWN RIDE—Seekers (Columbia)	
7	—	IN THE COUNTRY—Cliff Richard (Columbia)	
8	—	RAIN ON THE ROAD—Lovin' Spoonful (Pye)	
9	—	YOU KEEP ME HANGING ON—Supremes (Motown)	
10	6	STOP, STOP, STOP—Hollies (Parlophone)	

## MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BATIJUGANDO—*Sonia Lopez (CBS)—Mundo Musical	
2	4	WINCHESTER CATHEDRAL—John Smith (Gamma); The New Vaudeville Band (Philips)—Pending	
3	2	EL BOTONES—*Sonora Santanera (CBS)—Mundo Musical	

4	6	BRASILIA—Tony Mottola (Command)—Pending
5	5	ME ESTAS COTORREANDO—*Frankie (Peerless)—Grever
6	7	EL ULTIMO BESO (The Last Kiss)—*Polo (Peerless)—Pending
7	3	FUISTE A ACAPULCO—*Apson (Peerless)—Brambila
8	8	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pending
9	9	SENZA FINE—The Brass Ring (RCA)—Pending
10	10	QUE NO TE CUENTEN—*Los Panchos (CBS)—Pham

## PHILIPPINES

This Week	Last Week	Title	Artist
1	1	LAND OF 1000 DANCES—Wilson Pickett (Atco)—Mareco, Inc.	
2	3	KEEP ON DANCING—The Gentrys (MGM)—Mareco, Inc.	
3	2	SOMEWHERE MY LOVE—Connie Francis (MGM)—Mareco, Inc.	
4	5	I CALL YOUR NAME—The Mama's and The Papa's (RCA)—Filipinas Record Corp.	
5	4	YOU DON'T HAVE TO SAY YOU LOVE ME—Vic Damone (RCA)—Filipinas Record Corp.	
6	8	SPANISH NIGHTS AND YOU—Connie Francis (MGM)—Mareco, Inc.	
7	7	TOGETHER AGAIN—Buck Owens (Capitol)—Mareco, Inc.	
8	9	HOMEWARD BOUND—Simon and Garfunkel (CBS)—Mareco, Inc.	
9	6	THE IMPOSSIBLE DREAM—Roy Hamilton (RCA)—Filipinas Record Corp.; Jack Jones (Kapp)—Mareco, Inc.	
10	—	I'M A BELIEVER—The Monkees (RCA)—Filipinas Record Corp.	

## RIO DE JANEIRO

(Courtesy O Globo)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	5	GINA—Wayne Fontana (Philips)	
2	—	MASCARA NEGRA (Black Mask); *Dalva de Oliveira (Odeon)	
3	1	SEE YOU IN SEPTEMBER—The Happenings (BT Puppy Mocombo)	
4	2	WINCHESTER CATHEDRAL—New Vaudeville Band (Philips)	
5	7	DISPARADA (Run Away)—*Jair Rodrigues (Philips)	
6	—	I'VE GOT YOU UNDER MY SKIN—Four Seasons (Philips)	
7	3	96 TEARS—The Mystereans (Cameo-Fermata)	
8	8	CHORAO (The Weeper)—*Paulo Diniz (Copacabana)	
9	6	MONDAY, MONDAY—The Mama's and The Papa's (RCA-Dunhill)	
10	—	A MAN AND A WOMAN—Anita Kerr Singers (Philips-WB); Lafayette (CBS)	

## SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	2	BUT SHE'S UNTRUE—Crispian St. Peters (Decca)	
2	1	WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)	
3	5	YOU KEEP ME HANGING ON—Supremes (Motown)	
4	4	TIME AFTER TIME—Chris Montez (A&M)	
5	6	GOOD-DAY SUNSHINE—Beatles (Parlophone)	
6	8	THE RACE IS ON—Jack Jones (Kapp)	
7	7	ALL—James Darren (Warner Bros.)	
8	9	POOR SIDE OF TOWN—Johnny Rivers (Liberty)	
9	—	ANOTHER TEAR FALLS—Walker Bros. (Philips)	
10	3	WALK AWAY RENEE—Left Banke (Philips)	

# New Album Releases

• Continued from page 41

**VARIOUS COMPOSERS**—Royal Philharmonic Orch. (Sargent); IB 6003, SIB 6003  
**STRAUSS: DEATH & TRANSFIGURATION**—Philharmonia Orch. (Rodzinski); 60030, S 60030  
**VRONSKY & BABIN**—Brahms: Liebeslieder Waltzes; 60033, S 60033

## STARLINE

The Best of MERLE TRAVIS; T 2662

## TRUTH

LEE HARVEY OSWALD Speaks; ALM 22-63

## VANGUARD

BACH: CANTATA Nos. 4 & 182—Westphalian Singers & German Bach Soloists (Ehmann); SRV 225, SRV 225SD

BACH: CANTATA Nos. 46 & 65—Various Artists; SRV 226, SRV 226SD

SIR JOHN BARBIROLI Conducts Grieg—Halle Orch.; SRV 222, SRV 222SD

The Newport Folk Festival 1965; VRS 9225, VSD 79225

GREENBRIAR BOYS—Better Late Than Never; VRS 9233, VSD 79233

HANDEL: THE CHANDOS ANTHEMS I-VI Vol. 2; Various Artists—SRV 228, SRV 228SD

HANDEL: THE CHANDOS ANTHEM I-VI Vol. 1—Various Artists; SRV 227, SRV 227SD

PERRY KINGSLEY—The In Sound From Way Out!—Electronic Pop Music of the Future VRS 9222, VSD 79222

Stand Back! Here Comes CHARLEY MUSSELWHITE'S South Side Band; VRS 9232, VSD 79232

THE SIEGEL-SCHWALL BAND; VRS 9235, VSD 79235

HANDEL CHANDOS ANTHEMS I-VI Vol. 3; SRV 229, SRV 229SD

VIENNA STATE OPERA ORCH. (Paulik)—The Merry Widow and Other Music of Lehar and Strauss; SRV 205, SRV 205SD

JUNIOR WELLS—It's My Life, Baby; VRS 9231, VSD 79231

VAUGHAN WILLIAMS; DONNA NODIS/FLOS CAMPI—Utah Symphony Chorus (Abravanel); VRS 1159, VSD 71159

## VISTA

VARIOUS ARTISTS—The Music of Walt Disney; BV 2000

## VOCALION

CARL BELEW—Lonely Street; VL 3791, VL 3791A

CARMEN CAVALLARO—The Poet of the Piano; VL 3794, VL 3794A

Here's BIG TINY LITTLE; VL 3796, VL 3796A

RUSS MORGAN & HIS ORCH.—Music in the Morgan Manner; VL 3792, VL 3792A

## WESTMINSTER

MAUREN FORRESTER—Henry Purcell: Songs; XWN 19113, WST 17113

JOLIVET Conducts Jolivet; XWN 19118, WST 17118

ROUSSEL: SUITE IN F—Orch. de l'Association des Concerts Lamoureux (Munch); XWN 19119, WST 17119

SCHERCHEN: 16 GREAT OVERTURES—Orch. Du Theatre National De L'Opera De Paris (Scherchen); WMS 1021

SCHUBERT: WANDERER FANTASY—Paul Badura-Skoda; XWN 19110, WST 17110

TERESA STICH-RANDALL Sings Arias From Handel's Opera "Rodelinda"—Vienna Radio Orch. (Priestman); XWN 19116, WST 17116

RAMON BHARRA—Magic Guitar; XWN 19117, WST 17117

LISZT: ANNEES DE PELERINAGE — Edith Farnadi; WM 1023, WMS 1023

# ALBUM REVIEWS

• Continued from page 47

## BLUES

FRED McDOWELL VOL. 2  
Arhoolie F 1027 (M)

## INTERNATIONAL

MORE AMOR!  
Andy Russell, Capitol T 2659 (M); ST 2659 (S)

## THREE-STAR ALBUMS

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

## COUNTRY LOW PRICE

I FALL TO PIECES  
Dottie West, Nashville NLP 2041 (M)

TRAVELIN' & TRUCK DRIVER HITS  
The Willis Brothers, Nashville NLP 2040 (M)

SICK, SOBER & SORRY  
Johnny Bond, Nashville NLP 2039 (M)

## LOW PRICE CLASSICAL



# FLASH!

SMASH OF THE CENTURY  
HOT OFF THE WIRE!

**30,000 SOLD FIRST WEEK**

**CLASS OF SERVICE**  
This is a fast message unless its deferred character is indicated by the proper symbol.

**WESTERN UNION**  
W. P. MARSHALL  
CHAIRMAN OF THE BOARD

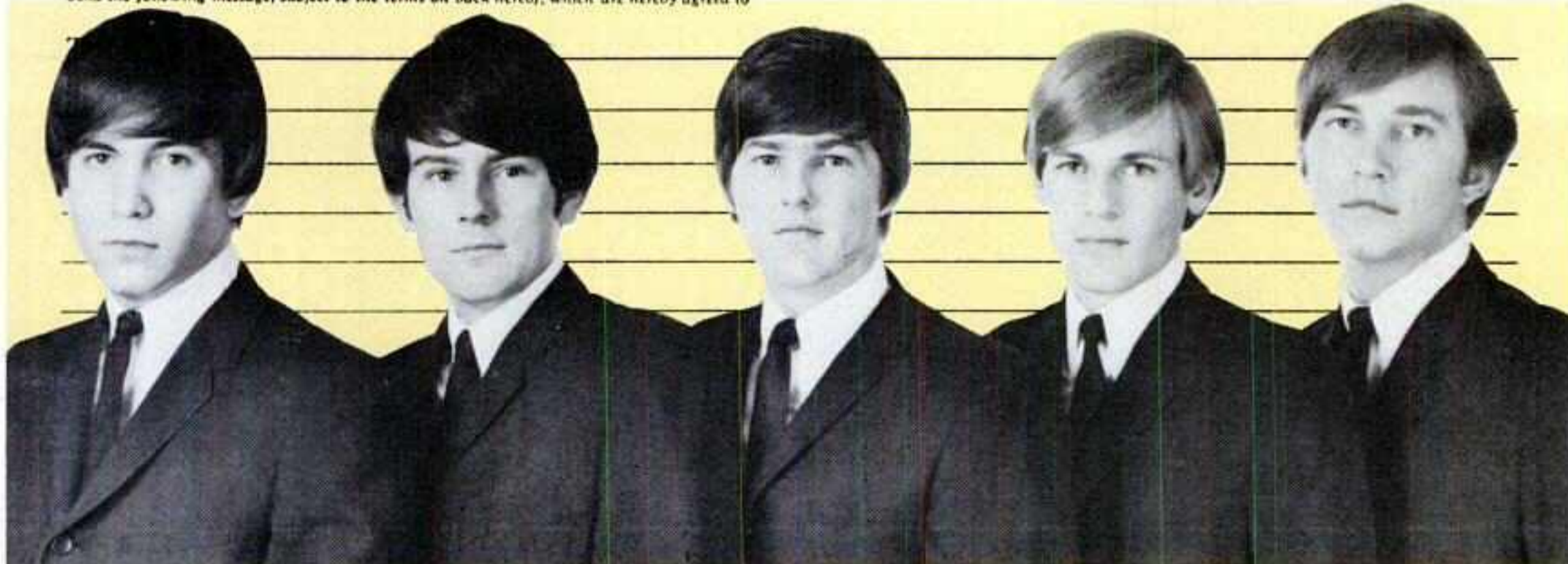
**TELEGRAM**  
R. W. McFALL  
PRESIDENT

**SYMBOLS**  
DL = Day Letter  
NL = Night Letter  
LT = International Letter Telegram

The filing time shown in the date line on domestic telegrams is LOCAL TIME at point of origin. Time of receipt is LOCAL TIME at point of destination

NO. WDS.-CL. OF SVC.	PD. OR COLL.	CASH NO.	CHARGE TO THE ACCOUNT OF	TIME FILED

Send the following message, subject to the terms on back hereof, which are hereby agreed to



# THE FIVE AMERICANS

"WESTERN UNION"

B/W "NOW THAT IT'S OVER" #AB-118

**FOR BOOKINGS CONTACT:**  
**BANKERS MANAGEMENT AND SERVICES, INC.**  
825 OLIVE / RI 2-7040  
DALLAS, TEXAS 75201  
Call Collect

**ABNAK**<sup>®</sup>  
MUSIC ENTERPRISES, INC.

**THE FIVE AMERICANS FAN CLUB**  
c/o ABNAK MUSIC ENTERPRISES, INC.  
825 OLIVE / RI 2-7040  
DALLAS, TEXAS 75201

A PRODUCT OF ABNAK MUSIC ENTERPRISES, INC.

PRODUCED BY DALE HAWKINS

# COUNTRY MUSIC

## Country Copyrights Worth A King's Ransom in U.K.?

• Continued from page 1

Sir Edward noted that in order to rack up such a sale, a record must appeal to all population segments. A teen record simply cannot approach such a figure.

The Jones disk remained at the top of the British charts for a long period. It is picking up in other parts of the world. In the United States, for instance, it is No. 13 on the Hot 100; and it is having strong activity in Holland, Scandinavia, Australia and South Africa.

In analyzing the British market for country material, British experts noted that the type of country song most likely to make it big is the modern Nashville song rather than the traditional type of country song. Dick Rowe, British Decca's head of pop a&r, stated: "There is a definite interest in England for country tunes—but not of the type dealing with infidelity." He added that he expected Tom Jones' follow-up, "Detroit City," to be very big.

### A New Concept

John Nice, general manager of Burlington Music Co., Ltd., which handles the Tree Music copyright in England, stated that "Green, Green Grass" presented a new concept to the British market—a country song updated. "It had," he said, "an

indefinable freshness." Nice also expressed the opinion that the timing was just right inasmuch as the market had a "lean spot between out-and-out rock and the ballad." He added that he felt country music was going to happen in Britain—and the Jones disk proved it could. He also stated that the single was an all-market item, as compared to a teen disk. A big teen disk could sell 300,000 to 400,000 (exclusive of Beatles material), he added. Another country-oriented item, Clinton Ford's "Run to the Door," is showing strong activity, Nice said.

Jack Stapp, head of Tree Music, the Nashville-based publishing firm which owns the song, cast some light on the copyright's sale in Britain in a discussion last week. He stated that Jones was a fan of Jerry Lee Lewis, the American artist who is very conversant with both blues and country material. Jones was impressed with a recorded version of the tune by Lewis and performed it on a TV program in Britain. This had such impact that listeners requested a recorded version.

### Without Exposure

It appears that the Jones disk then took off without the heavy exposure so common in the United States. In fact, many British record executives, among

them Sir Edward Lewis, are of the opinion that excessive exposure can be harmful to a record.

"Green, Green Grass of Home" has also sold some 40,000 copies of sheet music in Britain—considered unusual.

An unusual touch to the story is that the song was written by the professional manager of Tree Music, Curley Putnam.

While "Green, Green Grass" was at its peak in Britain, Jack Stapp arrived in London with attorney Lee Eastman on the first leg of a European tour encompassing Britain, France, Germany, Italy and Denmark. Stapp is setting up wholly owned companies in these countries; at a later date he will go to Japan and Australia on similar business.

### Wright Waxing Four

DALLAS—New talent set for recording sessions at Echo Sound Studios, Dallas, during February are four recent discoveries of agent Charles Wright. They are Jean Kendall, Indianapolis; Buck Bryant, Poteau, Okla.; James Massey, Athens, Tex., and Paula Rose, Dallas. Masters will be personally produced by Wright. All productions have been committed in advance to West Coast and Nashville labels, Wright reports.



COUNTRY MUSIC EXECUTIVES and artists from both the States and Puerto Rico attended a banquet hosted by Peer International, music publisher, at the El Convento Hotel for the Country Music Association. Left to right are P. Fonfrias of Peer, Puerto Rico; Rolf Darwin of BMI; Bill Denny, vice-president of CMA; Paul Cohen, president of CMA; John D. Loudermilk; Bob McClusky of Acuff-Rose; Harland Howard; host Angel I. Fonfrias, head of Peer, Puerto Rico, and Hank Thompson.

## 'Celoso' Hit, Country Style

SANTURCE, Puerto Rico—Country treatment of a 30-year-old South American torch song has produced a hit for the Los Panchos, on CBS Columbia.

The male song counterpart, "Celoso," of the number "Celosa" sung by Mercedes Simone was recorded on RCA Victor Records in Argentina in the 1930's. Since that time, "Celosa" has become a Latin pop standard often revived.

About a year ago, CBS de-

cidated to record a country music album in Spanish and the Los Panchos recorded the disk in Nashville. A shrewd San Juan air personality played off a contest between "Celosa" and "Celoso" ("Jealous Woman" and "Jealous Man") by soliciting phone calls from listeners as to which they preferred. From this point, the sale of the Los Panchos album "Hey, Amigo," and the single "Celoso" have soared high on the Puerto Rican charts.

EVERYBODY'S ORDERING

**"Two of the Usual"**

NO. 1002

THE ORIGINAL HIT VERSION

**Don Adams**

PERSONAL MANAGEMENT/JACK-O'-DIAMONDS RECORDS, INC.

SUITE 1200 / 1808 WEST END BLVD., NASHVILLE, TENN. 37203 / 615-244-4218

GRAMMER GUITAR

→ **THE HOTTEST**  **COUNTRY SINGLES**  
**ARE ON**  **THE HOTTEST LABEL**   
 **IN THE**  
**COUNTRY** 

**HOT COUNTRY SINGLES**

Billboard SPECIAL SURVEY for Week Ending 2/4/67  
 This Week TITLE, Artist, Label, Weeks on Chart  
 Number & Publisher

**Billboard Award**

- |   |  |    |
|---|--|----|
|   | <b>THERE GOES MY EVERYTHING</b>                  | 16 |
|   | Jack Greene, Decca 32023 (Blue Crest-Husky, BMI) |    |
| 2 | <b>DON'T COME HOME A DRINKIN'</b>                | 13 |
|   | Loretta Lynn, Decca 32034 (Sure Fire, BMI)       |    |
| 3 | <b>HURT HER ONCE FOR ME</b>                      | 13 |
|   | Wilburn Brothers, Decca 32038 (Sure Fire, BMI)   |    |

DECCA RECORDS, A Division of MCA Inc., New York, N. Y., U.S.A.

*....and this is only the beginning*

# COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 2/11/67

## HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	2	<b>DON'T COME HOME A DRINKIN'</b> Loretta Lynn, Decca 32034 (Sure Fire, BMI)	14	39	25	<b>STAND BESIDE ME</b> Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	17
2	1	<b>THERE GOES MY EVERYTHING</b> Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	17	40	20	<b>HOW LONG HAS IT BEEN</b> Bobby Lewis, United Artists 50067 (Southtown, BMI)	18
3	7	<b>I'M A LONESOME FUGITIVE</b> Merle Haggard, Capitol 5803 (4 Star, BMI)	9	41	35	<b>DON'T LET THE DOORKNOB HIT YOU</b> Norma Jean, RCA Victor 8989 (Acclaim, BMI)	13
4	5	<b>ONCE</b> Ferlin Husky, Capitol 5775 (Harbot, SESAC)	11	42	62	<b>COLD HARD FACTS OF LIFE</b> Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	3
5	12	<b>WHERE DOES THE GOOD TIMES GO</b> Buck Owens, Capitol 5811 (Bluebook, BMI)	5	43	44	<b>I CAN'T TAKE IT NO LONGER</b> Hank Williams Jr., MGM (Ly-Rann, BMI)	8
6	3	<b>HURT HER ONCE FOR ME</b> Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	14	44	38	<b>WHERE D'YA STAY LAST NIGHT</b> Webb Pierce, Decca 32033 (Pamper, BMI)	4
7	4	<b>BEAR WITH ME A LITTLE LONGER</b> Billy Walker, Monument 980 (Hill & Range, BMI)	14	45	56	<b>DROPPING OUT OF SIGHT</b> Jimmy Newman, Decca 32067 (Newkeys, BMI)	5
8	10	<b>LOSER'S CATHEDRAL</b> David Houston, Epic 10102 (Gallico, BMI)	8	46	37	<b>TOUCH MY HEART</b> Ray Price, Columbia 43795 (Mayhew, BMI)	18
9	11	<b>I NEVER HAD THE ONE I WANTED</b> Claude Gray, Decca 32039 (Vanjo, BMI)	12	47	42	<b>RIDE, RIDE, RIDE</b> Lynn Anderson, Chart 1375 (Yonah, BMI)	16
10	8	<b>THE HURTIN'S ALL OVER</b> Connie Smith, RCA Victor 8964 (Wilderness, BMI)	18	48	58	<b>URGE FOR GOING</b> George Hamilton IV, RCA Victor 9059 (Gandolf, BMI)	4
11	6	<b>MISTY BLUE</b> Wilma Burgess, Decca 32027 (Talmont, BMI)	16	49	53	<b>WORDS I'M GONNA HAVE TO EAT</b> Bill Phillips, Decca 32074 (4 Star, BMI)	4
12	15	<b>JUST BETWEEN YOU AND ME</b> Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	11	50	50	<b>DUMB BLONDE</b> Dolly Parton, Monument 982 (Tree, BMI)	4
13	16	<b>HAPPY TRACKS</b> Kenny Price, Boone 1051 (Pamper, BMI)	8	51	51	<b>FIRST WORD</b> Eddy Arnold, RCA Victor 9027 (Vintage, BMI)	8
14	19	<b>GREEN RIVER</b> Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	9	52	52	<b>MAMA'S LITTLE JEWEL</b> Johnny Wright, Decca 32061 (Moss-Rose, BMI)	7
15	13	<b>A WANDERIN' MAN</b> Jeannie Seely, Monument 987 (Pamper, BMI)	9	53	61	<b>FUEL TO THE FLAME</b> Skeeter Davis, RCA Victor 9058 (Combine, BMI)	3
16	9	<b>SOMEBODY LIKE ME</b> Eddy Arnold, RCA Victor 8965 (Barton, BMI)	18	54	54	<b>DIESEL SMOKE, DANGEROUS CURVES</b> Red Simpson, Capitol 5783 (Johnstone-Monte, BMI)	8
17	21	<b>WHAT'S COME OVER MY BABY</b> Dottie West, RCA Victor 9011 (Tree, BMI)	9	55	45	<b>OFF AND ON</b> Charlie Louvin, Capitol 5791 (Stallion, BMI)	8
18	23	<b>BURNING BRIDGES</b> Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	10	56	64	<b>STAMP OUT LONELINESS</b> Stonewall Jackson, Columbia 43966 (4 Star, BMI)	2
19	27	<b>OH WOMAN</b> Nat Stuckey, Paula 257 (Stuckey, BMI)	6	57	55	<b>DON'T PUT YOUR HANDS ON ME</b> Lorene Mann, RCA Victor 9045 (Navavhaminjo, BMI)	6
20	31	<b>YOU BEAT ALL I EVER SAW</b> Johnny Cash, Columbia 43921 (Southwind, BMI)	8	58	59	<b>GALLANT MEN</b> Senator Everett M. Dirksen, Capitol 5805 (Chappell, ASCAP)	6
21	17	<b>FUNNY, FAMILIAR, FORGOTTEN FEELINGS</b> Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	15	59	73	<b>ALL OF ME BELONGS TO YOU</b> Dick Curless, Tower 306 (Bluebook, BMI)	2
22	49	<b>WALK THROUGH THIS WORLD</b> George Jones, Musicor 1226 (Glad, BMI)	4	60	63	<b>HEART WE DID ALL WE COULD</b> Jean Shepard, Capitol 5822 (Central Songs, BMI)	3
23	28	<b>TEARS WILL BE A CHASER FOR YOUR WINE</b> Wanda Jackson, Capitol 5789 (Tree, BMI)	9	61	57	<b>APOLOGIZE</b> Buddy Cagel, Imperial 66218 (Metric, BMI)	5
24	24	<b>HULA LOVE</b> Hank Snow, RCA Victor 9012 (Nom, BMI)	10	62	75	<b>HE'S GOT A WAY WITH WOMEN</b> Hank Thompson, Warner Bros. 5886 (Texoma, ASCAP)	2
25	48	<b>I WON'T COME IN WHILE HE'S THERE</b> Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	4	63	74	<b>THE TOWN THAT NEVER SLEEPS</b> Charlie Walker, Epic 10118 (Tree, BMI)	3
26	22	<b>Liz Anderson, RCA Victor 8999 (Yonah, BMI)</b>	11	64	60	<b>WALKER'S WOODS</b> Ed Bruce, RCA Victor 9044 (Combine, BMI)	5
27	14	<b>WHERE COULD I GO (But to Her)</b> David Houston, Epic 10102 (Gallico, BMI)	10	65	65	<b>YOU CAN HAVE HER</b> Jim Edward Brown, Columbia 43845 (Harvard-Big Billy, BMI)	2
28	18	<b>IF THE WHOLE WORLD STOPPED LOVIN'</b> Roy Drusky, Mercury 72627 (Fingerlake, BMI)	13	66	66	<b>THE ONLY THING I WANT</b> Cal Smith, Kapp 788 (Sure Fire, BMI)	3
29	39	<b>GET WHILE THE GETTIN'S GOOD</b> Bill Anderson, Decca 32077 (Stallion, BMI)	5	67	71	<b>WALK ME TO THE STATION</b> Stu Phillips, RCA Victor 9066 (Acuff-Rose, BMI)	2
30	41	<b>MABEL</b> Skeets McDonald, Columbia 43946 (Central, BMI)	6	68	70	<b>NO TEARS MILADY</b> Marty Robbins, Columbia 43845 (Mojave/Noma, BMI)	2
31	40	<b>GONE ON THE OTHER HAND</b> Tompall & the Glaser Brothers, MGM 13611 (Jack, BMI)	7	69	69	<b>SHE'S THE WOMAN</b> Barbara Cummings, London 104 (Acclaim, BMI)	8
32	32	<b>COUNTRY BOY'S DREAM</b> Carl Perkins, Dottie 505 (Cedarwood, BMI)	9	70	—	<b>DON'T WIPE THE TEARS THAT YOU CRY FOR HIM</b> Tommy Collins, Columbia 53972 (Seashell, BMI)	1
33	34	<b>THE KIND OF WOMAN I GOT</b> Osborne Brothers, Decca 32052 (Sure-Fire, BMI)	9	71	—	<b>DRIFTING APART</b> Warner Mack, Decca 32082 (Page Boy, SESAC)	1
34	36	<b>SOMEONE TOLD MY STORY</b> Merle Haggard, Capitol 5803 (Bluebook, BMI)	7	72	72	<b>LONESOME 7-7203</b> Burl Ives, Decca 32078 (Cedarwood, BMI)	2
35	26	<b>MR. SHORTY</b> Marty Robbins, Columbia 43770 (Mariposa, BMI)	13	73	—	<b>JUST TO BE WHERE YOU ARE</b> Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	1
36	33	<b>OUR SIDE</b> Van Trevor, Band Box 371 (Summerhouse, ASCAP)	13	74	—	<b>I COME HOME A DRINKIN'</b> Jack Webb, Decca 32087 (Sure Fire, BMI)	1
37	43	<b>THE REAL THING</b> Billy Grammer, Epic 10103 (Newkeys, BMI)	7	75	—	<b>LITTLE THINGS EVERY GIRL SHOULD KNOW</b> Claude King, Columbia 43867 (King, BMI)	1
38	23	<b>MOTEL TIME AGAIN</b> Johnny Paycheck, Little Darlin' 0016 (Central, BMI)	15				

Billboard SPECIAL SURVEY for Week Ending 2/11/67

## HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	4	<b>THERE GOES MY EVERYTHING</b> Jack Greene, Decca DL 4845 (M); DL 74845 (S)	5
2	1	<b>THE BEST OF SONNY JAMES</b> Capitol T 2615 (M); ST 2615 (S)	11
3	2	<b>SOMEBODY LIKE ME</b> Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	8
4	3	<b>SWINGING DOORS</b> Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	16
5	5	<b>ALL'S FAIR IN LOVE 'N' WAR</b> Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	14
6	9	<b>OPEN UP YOUR HEART</b> Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	4
7	6	<b>YOU AIN'T WOMAN ENOUGH</b> Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	19
8	7	<b>WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033"</b> George Jones, Musicor MM 2106 (M); MS 3106 (S)	14
9	8	<b>WHERE IS THE CIRCUS</b> Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	13
10	11	<b>NASHVILLE REBEL</b> Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	6
11	10	<b>YOURS SINCERELY</b> Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	10
12	12	<b>HAPPINESS IS YOU</b> Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	14
13	20	<b>NAT STUCKEY SINGS</b> Paula LP 2192 (M); LPS 2192 (S)	17
14	14	<b>GREAT COUNTRY SONGS</b> Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	9
15	15	<b>BORN TO SING</b> Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	16
16	28	<b>TOUCH MY HEART</b> Ray Price, Columbia CL 2606 (M); CS 9406 (S)	3
17	17	<b>ANOTHER BRIDGE TO BURN</b> Ray Price, Columbia CL 2528 (M); CS 9228 (S)	23
18	16	<b>I'LL TAKE THE DOG</b> Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	11
19	13	<b>BAD SEED</b> Jan Howard, Decca DL 4832 (M); DL 74832 (S)	9
20	36	<b>TWO FOR THE SHOW</b> Wilburn Brothers, Decca DL 4824 (M); DL 74824 (S)	2
21	27	<b>LEAVIN' TOWN</b> Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	15
22	21	<b>BIG BEN STRIKES AGAIN</b> Ben Colder, MGM E 4421 (M); SE 4421 (S)	8
23	40	<b>WITH ALL MY HEART AND SOUL</b> Dottie West, RCA Victor LPM 3693 (M); LSP 3693 (S)	2
24	19	<b>FREE AND EASY</b> Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	11
25	25	<b>OUR KIND OF COUNTRY</b> Browns, RCA Victor LPM 3668 (M); LSP 3668 (S)	5
26	26	<b>LOOK INTO MY TEARDROPS</b> Conway Twitty, Decca DL 4828 (M); DL 74828 (S)	7
27	24	<b>MY HEART'S IN THE COUNTRY</b> Skeeter Davis, RCA Victor LPM 3667 (M); LSP 3667 (S)	4
28	18	<b>IF THE WHOLE WORLD STOPPED LOVIN'</b> Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	11
29	29	<b>FROM NASHVILLE WITH LOVE</b> Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	14
30	30	<b>TEARDROP LANE</b> Ned Miller, Capitol T 2586 (M); ST 2586 (S)	3
31	22	<b>CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS</b> Capitol T 2556 (M); ST 2556 (S)	29
32	31	<b>THE SEELY STYLE</b> Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	18
33	33	<b>FROM THE HEART OF TEXAS</b> Bob Willis and the Texas-Playboys, Kapp KL 1506 (M); KS 3506 (S)	10
34	34	<b>CONFESSIONS OF A BROKEN MAN</b> Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	17
35	—	<b>THIS I BELIEVE</b> Bobby Bare, RCA Victor LPM 3688 (M); LSP 3688 (S)	1
36	38	<b>ALMOST PERSUADED</b> David Houston, Epic LN 24213 (M); BN 26213 (S)	27
37	—	<b>COUNTRY GENTLEMAN</b> Carl Smith, Columbia CL 2610 (M); CS 9410 (S)	1
38	23	<b>COUNTRY CHARLIE PRIDE</b> RCA Victor LPM 3645 (M); LSP 3645 (S)	15
39	35	<b>NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS</b> RCA Victor LPM 3664 (M); LSP 3664 (S)	10
40	39	<b>TALE OF TWO CITIES</b> Frank Ifield, Hickory LPM 136 (M); (No Stereo)	4

# Nashville Scene

A unique "singing" star made its debut on "The Ralph Emery Show" over WSM-TV Monday (30). The startling new discovery was **Tripod**, a black and white mongrel named for its missing right-front leg. Ol' Tripod appeared with country singer **Jerry Green** and accompanied Green with a howlingly funny rendition of "Good-night, Irene." The dog lost its leg as a pup, but the handicap didn't affect its voice as it sang with a soft, pure howl. The dog has made the rounds in Music City with Green, who has penned a tune in Tripod's honor. . . . Jack O'Diamonds Records here has received requests for label artist **Don Adams** to sing his new single, "Two of the Usual" on his "Get Smart" TV series. "Would you believe" that's the wrong Don Adams. . . . **Claude Gray** and band busy fulfilling heavy p.a. sked between now and April. Gray's manager attributes heavy work slate to the singer's success with his "I Never Had the One I Wanted" disk. . . . **Marijohn Wilkin**, competent distaff boss of Buckhorn Music, was back in the studio recently under the pseudonym **Romy Spain**. The result, "Sorry About That," catch-all phrase of secret agent "Maxwell Smart," was released by Dot Records. Marijohn, better known for her songwriting than her singing, has penned "After the Hurt Is Gone," the disk's flip side, as well as the A side. . . . Kapp Records' **Hugh X. Lewis** has a hot single in the can. "Tender-Hearted Me" tells the story of a guy who wouldn't harm a fly, and wonders why he's getting the brush-off. Due for release soon. . . . Several Music City notables took to the slopes Jan. 20 to enjoy the facilities and skiing at the Pine Knob Ski Lodge near Detroit. **Mr. and Mrs. Jack Clement**, **Murv Shiner** and **Dolly Denny**, all of Record Row, made the trip. . . . **Anita Carter** cut a single for RCA Victor Thursday (2), with **Felton Jarvis** directing. . . . **Kay Arnold** enjoying great success from her tune, "Walker's Woods." **Ed Bruce's** version on RCA Victor has the inside track on the singles' charts, and **Billy Walker** has just cut it for Monument. Movie idol **Robert Mitchum** also used Kay's song for a new LP also due on Monument.

Starday's **Red Sovine**, whose "I Didn't Jump the Fence" single has been everybody's "pick," will enter Vanderbilt University Hospital in Nashville for cataract surgery.

**Archie Campbell's** latest Victor LP, "The Cockfight and Other Tall Tales," has created enough furor to compel the label to release it as a single. The cut is Campbell's second disk to come out of the LP, joining "Life Gets Teejus." . . . The **Bill Dennys** expecting a visit

from the stork in mid-February. Bill's label, **Dollie Records**, has just released "That Long Legged Bird" single, by **Dr. Paul Moore**. . . . Monument Records' **Billy Walker**, riding high on the charts with his single, and LP of the same title, "Bear With Me a Little Longer," has his second album for the label slated for release this week or next, titled, "The Walker Way." . . . **David Houston** opens February with a tour of western Canada, playing dates in

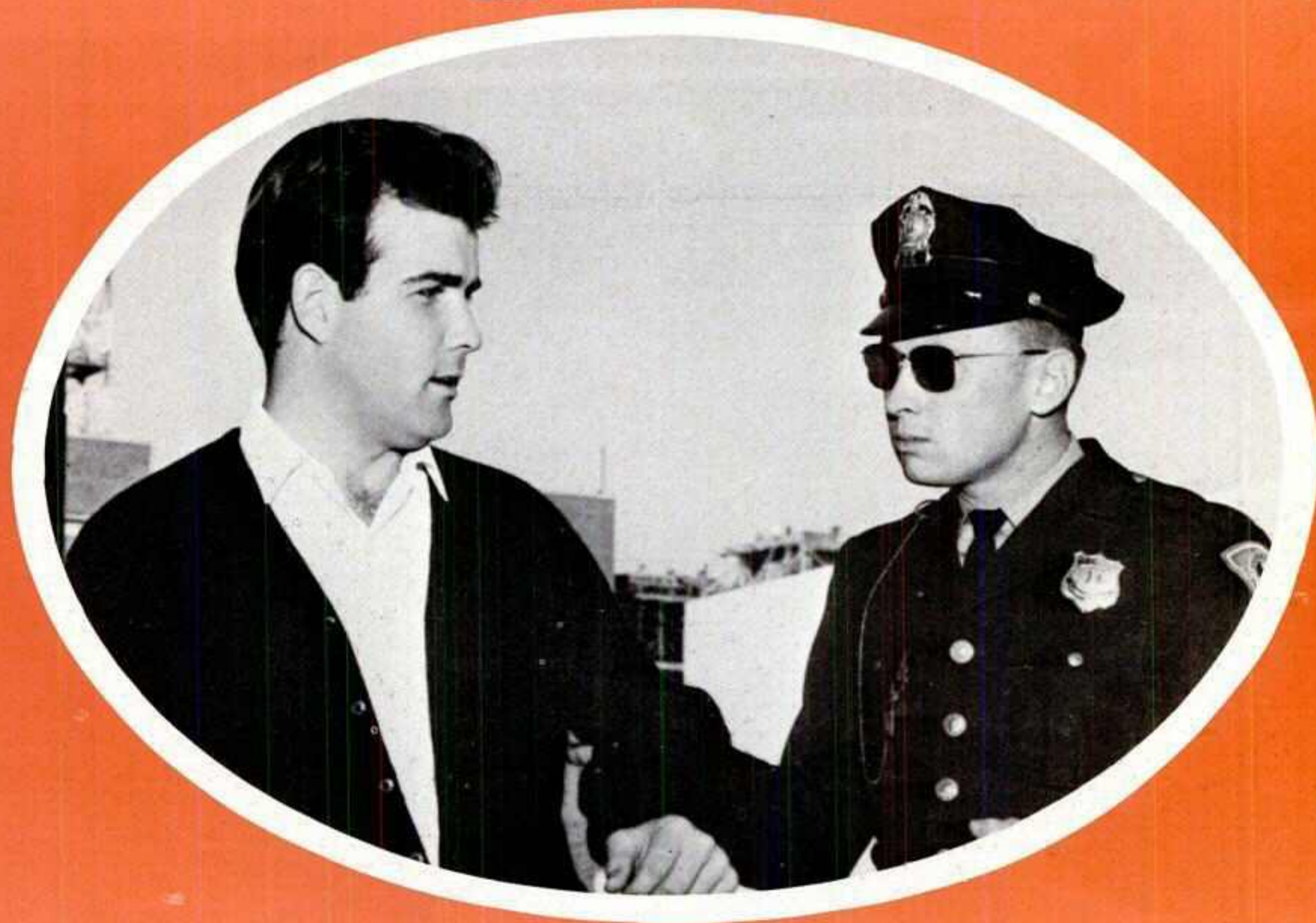
Winnipeg, Man.; Regina, Sask.; Edmonton, Alta.; Vancouver, B. C.; Red Deer and Calgary, Alta. The group with Houston features **Tommy Tomlinson**, **Gene Wyatt** and **Tillman Franks**. The "Losers Cathedral" singer is also arranging a gospel album to be produced by **Billy Sherrill** for Epic. . . . **Eddy Arnold** on the West Coast to tape an appearance on the **Danny Kaye** show to be aired Feb. 15. Arnold, and fellow Victor artist **Chet Atkins**, appeared on

the Perry Como show Wednesday (25). Como, Atkins and **Archie Campbell** then spent the weekend at Como's Port St. Lucie, Fla., resort playing golf. Between holes, Como and Atkins planned Perry's next Nashville recording session. . . . Capitol's **Ken Nelson** in town for confabs with the label's new Nashville a&r chief, **Kelso Hurston**. . . . The **Stonemans** have a week left of a two-week stint at Atlanta's country music showcase "Pla-Room."

*Breaking and Entering the Charts!!*

# "THERE OUGHT TO BE A LAW"

CHART 1415



# BILLY "Crash" CRADDOCK

*Authorities at Billboard, Record World, and Cashbox say that an artist with a record like this is sure to reach the TOP 10 "MOST-WANTED" LIST!!*

WRITTEN BY JO GIBSON

PUBLISHED BY PEACH MUSIC

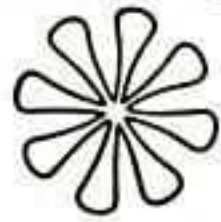


Justin Tubb's newest release on RCA, "But Wait There's More," (RCA Victor 9082) shows promise of being one more step in his illustrious father's footsteps. He's the oldest son of Ernest Tubb and well on the way to equaling his father's fame. Exciting new singles like "But Wait There's More," are one reason for his success. Another is his choice of an instrument that matches his outstanding talent and showmanship—an Epiphone guitar. (Advertisement)

REACHING THE TOP,  
STEP BY STEP

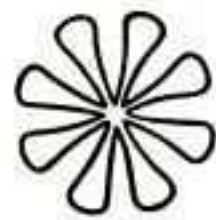
# "Happy Tracks" KENNY PRICE

BOONE 1051



Place orders now for  
Great Kenny Price album

Arranged and Produced by  
BOBO and PENNINGTON



BLPS 1211  
BLP 1211



**BOONE RECORD CO., INC.**  
**DISTRIBUTOR LIST:**

ALL STATE DIST.  
1450 S. Michigan  
Chicago, Ill.  
BETA DIST.  
599 Tenth Ave.  
New York, N. Y.  
C & C STONE DIST.  
233 Utah Ave.  
So. San Francisco, Calif.  
SEATTLE RECORDS  
125 First Ave. N.  
Seattle, Wash.  
WENDY DIST.  
37 Williams St.  
Newark, N. J.  
JATHER DIST. CO.  
730 Lyndale Ave.  
Minneapolis, Minn.  
LIEBERMAN'S  
809 S. 24th  
Omaha, Nebr.  
CHIP'S DIST.  
2750 N. Broad  
Philadelphia, Pa.  
TRINITY DIST.  
477 Park Ave.  
E. Hartford, Conn.  
M. B. KRUPP DIST.  
2519 N. 16th St.  
Phoenix, Ariz.  
MUSICAL SALES  
140 W. Mt. Royal Ave.  
Baltimore, Md.  
ROBERT'S DIST.  
1906 Washington Ave.  
St. Louis, Mo.  
UNITED RECORD DIST.  
1613 St. Emanuel St.  
Houston, Tex.  
BIG STATE DIST.  
1337 Chemical St.  
Dallas, Tex.  
BEST RECORDS  
959 Main St.  
Buffalo, N. Y.  
CHOICE RECORDS  
321 Southwest Blvd.  
Kansas City, Mo.

STAN'S RECORD SHOP  
728 Texas St.  
Shreveport, La.  
DAVIS SALES  
3825 Newport St.  
Denver, Colo.  
M. B. KRUPP DIST.  
W. 311 S. Sante Fe St.  
El Paso, Tex.  
MARTIN & SNYDER  
13200 W. Warren Ave.  
Dearborn, Mich.  
SOUTHERN DIST.  
465 Chestnut St.  
Nashville, Tenn.  
MEMPHIS-DELTA  
596 Lane St.  
Memphis, Tenn.  
MUSIC SALES OF FLA.  
2450 N. W. 77th Terrace  
Miami, Fla.  
PAT'S RECORDS  
First and Canal Streets  
Richmond, Va.  
SOUTHLAND DIST.  
1235 Techwood Dr.  
Atlanta, Ga.  
PEP RECORD SALES  
3009 W. Pico Blvd.  
Los Angeles, Calif.  
SEAWAY DIST.  
3142 Prospect  
Cleveland, Ohio  
BERTOS SALES  
2214 W. Morehead  
Charlotte, N. C.  
BIB DIST.  
Box 1812  
Charlotte, N. C.  
DELTA DIST.  
1023 Baronne St.  
New Orleans, La.  
TELL RECORDS  
1017 Jonathon Drive  
Madison, Wis.  
DISC DIST.  
1136 Columbus Ave.  
Boston, Mass.  
SEAWAY DIST.  
631 Kirkland St.  
Pittsburgh, Pa.  
(Howard O'Donnell)  
MARS RECORDS  
1630 Locust St.  
Des Moines, Iowa  
SUPREME DIST.  
1000 Broadway  
Cincinnati, Ohio  
MUSIC CRAFT of HAWAII  
636 S. Queen St.  
Box 2839  
Honolulu, Hawaii  
MUSIC SERVICE  
324 Sixth St.  
Great Falls, Mont.  
PHIL'S RECORDS  
705 N. W. Fourth St.  
Oklahoma City, Okla.  
SPARTAN OF CANADA  
Box 2125  
London, Ontario, Canada  
Please file this list so that  
in the future there will be  
no doubt where you can  
buy a BOONE RECORD.



Exclusively on

**Boone Records**

U. S. Route 42 Union, Kentucky 41091

Phones: 384-3454 384-3384

## COUNTRY MUSIC

### 'Once,' Harbot Both Hot

NASHVILLE—"Once," Ferlin Husky's hit disk, currently No. 4 on Billboard's Hot Country Singles Chart, has destroyed any superstition connected with the "sophomore jinx," at least in the Nashville publishing circles. Harbot Music, licensed through SESAC, is about to complete its sophomore year in the music publishing business and the firm is enjoying its biggest hit and its fifth successful tune in six attempts, a good percentage for any second-year outfit.

Formed by Ted Harris and Joe Talbot in early 1965 as a sideline venture, Harbot has quickly surpassed the partners' expectations and demands their full attention.

Harris, the firm's chief composer, was working in Jacksonville, Fla., when he met Talbot, an executive with Sound of Nashville, a custom pressing firm, who was in town on business. Talbot convinced Harris to move to Nashville, and conversely, Harris convinced Talbot to

join him in the publishing venture.

It began as a sideline, but after "Crystal Chandelier" (recorded by Carl Belew and Vic Dana), "Write Me a Picture" (by George Hamilton IV) and "Rainbow and Roses" (by Roy Drusky), three hits in rapid succession, Talbot quit his regular job to devote all his time to promoting the budding firm.

Harris and Vance Bulla, a part-time songwriter, have composed all five of the young company's hits, Bulla writing "Chicken Feed" and "Write Me a Picture" and Harris penning the other three.

RCA Victor songstress Bobbi Staff recorded Bulla's "Chicken Feed" and the song was a moderate hit for the young artist, but then came "Once" by Husky and the Harris-penned tune is still climbing the national charts, the hottest copyright yet from the prospering pubbery.

### WENO Cuts Merritt Show

NASHVILLE—Music City's full-time, country-music radio station, WENO, recorded a special five-hour edition of its "Neal Merritt Show" which will be sent to Vietnam for replay in service clubs. The program aired the top country records, the best of the new country releases and many country classics. Ernest Tubb, Sonny James, Loretta Lynn, the Wilburn Brothers, Connie Smith, Hank Cochran, Jeannie Seely, Charlie Louvin, Charlie Walker, Dottie West, Johnny Paycheck and many other recording stars sent their personal greetings to servicemen in Vietnam, as did many listeners. The show was free of station breaks, newscasts, and commercials.

### New Date for Academy Seg

HOLLYWOOD—The Academy of Country & Western Music had changed the date and site of its second annual awards show. According to Tex Williams, president of ACWM, the awards banquet is now slated for March 6 in International Ballroom of the Beverly Hilton Hotel.

Dinner is set for 8 p.m., with the awards presentation ceremonies to follow. Cocktail hour (6:30-8) will be held in the Hilton's Grant Ballroom.

Presentators and talent for the show are being co-ordinated by Biff Collie, the show's producer, Dick Kirk and Bob Burrell.

Tickets for the dinner-show are \$12.50 per person.



COUNTRY MUSIC artists Roy Acuff and Grandpa Jones, center, of the "Grand Ole Opry," chat with air personality Doug Smith, right, of WKMF, Flint, Mich.



Randy King is a promising new addition to the growing Band Box family of fine country artists. His Nashville-cut single, "I Hope My Conscience Doesn't Show," is getting a firm welcome from scores of C&W stations around the nation. For additional copies, write Band Box, 5136 W. 41st Avenue, Denver, Colo. 80212. (Advertisement)

### Price LP Soars

NEW YORK — Ray Price's best selling Columbia album "Ray Price's Greatest Hits" has soared to the 200,000 sales mark according to Harry Komizar, national promotion manager for Columbia. In last week's Bill-

board it was inadvertently stated that the figure was 20,000.

# A BIG COUNTRY HIT BY JOHNNY WRIGHT

# MAMA'S LITTLE JEWEL

32061



DECCA RECORDS, a division of MCA, Inc.

FEBRUARY 11, 1967, BILLBOARD

# TWANG!



CL 2596/CS 9396

# PANG!

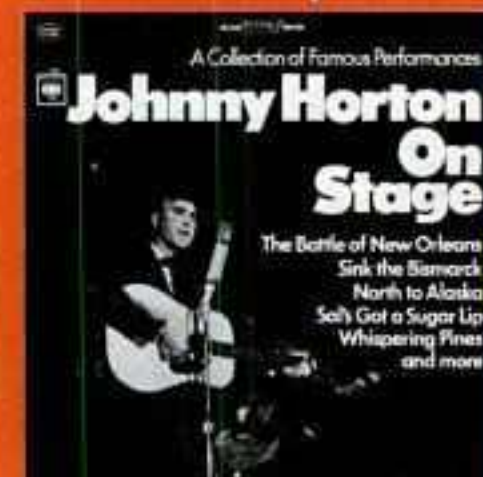


CL 2606/CS 9406



CL 2610/CS 9410

# EMOTION



CL 2566/CS 9366



CL 2597/CS 9397

# De-vo-tion

COUNTRY AND WESTERN RHYMES WITH COLUMBIA RECORDS

© COLUMBIA MARCAS REG. PRINTED IN U.S.A.

## New Wage-Hour Rules In Effect

CHICAGO—Extended wage-hour coverage under amendments to the Fair Labor Standards Act passed by the last Congress became effective last Wednesday, Feb. 1.

The following retailers are affected in these ways:

• Covered for the first time, effective Feb. 1, are stores with annual gross sales of \$500,000 or more. Employees in such stores must now receive a minimum wage of no less than a dollar an hour, rising to \$1.60 per hour according to the following schedule:

Feb. 1, 1967, to Jan. 31, 1968, \$1.00 per hour.

Feb. 1, 1968, to Jan. 31, 1969, \$1.15 per hour.

Feb. 1, 1969, to Jan. 31, 1970, \$1.30 per hour.

Feb. 1, 1970, to Jan. 31, 1971, \$1.45 per hour.

Feb. 1, 1971, and after, \$1.60 per hour.

• Stores doing \$1 million annual gross sales, which have been subject to provision of the wage-hour law since 1961, must now (effective Feb. 1) pay employees a minimum of \$1.40 per hour. On Feb. 1, 1968, these same employees must begin receiving a minimum of \$1.60 per hour.

Still exempted from provisions of wage-hour legislation are stores doing less than \$250,000 in gross sales annually. These stores will be covered by wage-hour legislation beginning Feb. 1, 1969. At that time, employees must receive a minimum hourly wage of \$1.50, rising to \$1.60 by Feb. 1, 1971.

### Overtime

Exempted under the new wage-hour amendments are commissioned sales people if their "regular" rate is over 1½ times the legal minimum applicable to them and more than half their earnings are from commissions.

Overtime pay for employees covered by the 1961 amend-

ments is to be based on 1½ times their "regular" pay rate after 40 hours per week. For employees who first became covered last week, overtime pay is due at 1½ times their "regular" pay rate based on the following schedule:

Feb. 1, 1967, to Jan. 31, 1968, after 44 hours per week.

Feb. 1, 1968, to Jan. 31, 1969, after 42 hours per week.

Feb. 1, 1969, after 40 hours per week.

Overtime pay at 1½ times the "regular" rate after 40 hours per week is due employees who become covered for the first time Feb. 1, 1969.

### Guide

The National Association of Music Merchants has just published—for its members only—a detailed guide to the new wage and hour laws compiled specifically for music stores. The handbook is free to all NAMM member stores with the stipulation that members subscribe to the monthly wage-hour reports and service which will provide answers to specific questions as they arise. One important section of the new handbook tells how to avoid costly penalties for inadvertent violations and expensive back-pay claims. There are 11 sections in the book, with loose-leaf binder space to hold the regular NAMM bulletins.

William R. Gard, NAMM executive vice-president, said, "There is no question that the new extensions of the wage-hour law will have a significant effect on employee-employer relations in most retail music stores. Every music merchant needs literally to be 'armed' with the complete facts about this complicated law in order to do business."

Gard said that though the association had opposed the new provisions, now that they are law it seeks to provide members "with the best guide materials possible in order to comply with its provisions."



PALM BEACH XII by Decca. Model DPS 25. \$19.95 suggested list.



SEAFORD XI by Decca. Model DP 599. \$24.95 suggested list.



MORRISON II by Decca. Model DP 484. \$29.95 suggested list.



THE SUMMIT III by Decca. Model DP 862. \$89.95 suggested list.



MONITOR III by Decca. Model DP 617. \$169.95 suggested list.



GRAMAPHONE SHOP owner Dean Stamatopolous, who stocked his new San Francisco store with 2,000 tape titles, shows off his extensive display. (See story, Billboard, Feb. 4.)

## Six New Phonographs, Guitar Out From Decca

NEW YORK — The Decca Records division of MCA, Inc., introduced its 1967 phonograph and guitar lines at recent branch and division manager meetings here.

Included in this year's line are six new phonographs and a new, popular-priced, solid-body electric guitar.

The phonograph line for 1967 consists of 12 models: four mono portables, one mono automatic portable, four stereo automatic portables, one stereo automatic console, one component system and a combination component system-demonstrator. Prices range from \$16.95 to \$169.95 (slightly higher in the West).

The Decca amplified instrument-guitar line consists of all popular guitar models (in the popular price range), amplifiers and accessories.

The new phonographs: The Palm Beach XII (model DPS 25), a four-speed mono portable, all-transistorized solid-state amplifier, front-firing speakers, at \$19.95 suggested list.

### Attache Case

The Seaford XI (model DP 599), four-speed mono portable, all-transistorized amplifier, speaker mounted in removable lid at \$24.95 suggested list.

The Morrison II (model DP-484) four-speed, solid-state, manual AC or battery (6 standard flashlight), molded attache case styling at \$29.95 suggested list. Monaural.

The Summit III (model DP-862) deluxe stereo component system, automatic phonograph, all-transistorized dual channel amplifier, 10-watt power output, two input jacks for tape or tuner, five controls including a selector switch permitting play of tape cartridge attachments

through amplifier, at \$89.95 suggested list.

The Baxter II (model DP 672), stereo, solid-state automatic phonograph, two removable speakers for wide stereo separation, four controls in medal panel, Garrard changer with extra manual spindle, speaker enclosure hinge to main unit, at \$99.95 suggested list.

### 11-Inch Turntable

The Monitor III (model DP 617), improved component system and demonstrator, stereo, solid-state, automatic, Garrard changer with 11-inch turntable and manual-automatic operation capability, five controls, 10-watt output, two tape and two tuner input jacks, two output jacks for the regular speakers and two additional jacks for auxiliary speakers, two speakers in each enclosure, tape deck input jacks, rigid plastic dust cover, at \$169.95 suggested list.

The new Decca solid-body guitar (model DMI 199) carries a suggested list price of \$29.95. It features six-in-a-line precision tuning keys, oval rosewood fingerboard with bound edges and pearl inlay position markers, super-sensitive pickup with adjustable magnetic poles, volume and tone controls, steel reinforced neck and adjustable metal bridge, natural color with sunburst shading and contrasting neck, beveled upper body edge and gloss chrome hardware.

## New Bayou Shop

MORGAN CITY, La. — A new record store has just been opened here by Mrs. H. W. Bierhorst. Her Bayou Vista Music Center is located at 312 Clark Road here. It is reportedly Mrs. Bierhorst's first venture into record retailing.



BAXTER II by Decca. Model DP 672. \$99.95 suggested list.

**Pfanstiehl's**

**FIRST WITH THE LATEST**

**NEEDLE DESIGNS!**

Cartridge designers set a merry pace for needle makers... it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.

**DIRECT-TO-DEALER**

**Pfanstiehl**

CHEMICAL CORPORATION • BOX 498  
104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS  
Originators of the \$9.95 Diamond Needle

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**





SCOPITONE FILM STAR January Jones joyfully accepts the company's annual "Scopistar" award as best performer on the machines during 1966. Making the presentation, during Miss Jones' engagement at the Empire Room of the Palmer House, Chicago, is A. A. Steiger, chairman, Tel-A-Sign, Inc., parent company of Scopitone, Inc.

## Industry Fights for Rights

By RAY BRACK

CHICAGO — Almost unnoticed, operators in various parts of the country are battling for what they believe to be their rights as businessmen.

Two such struggles came to our attention last week. One is going on in Elizabeth, N. J. Scene of the other is Urbana, Ohio.

An attorney for Dierickx Vending Corp. protested last week before the Elizabeth city council that a proposed ordinance limiting the number of jukebox licenses in the city to 250 was "grossly illegal." The ordinance was tabled.

### Rock Hudson

A week earlier, Mechanicsburg, Ohio, operator, Rock Hudson, obtained a temporary court injunction against the city of Urbana, Ohio, for "unlawful restraint" of his business. Urbana Mayor William M. Johnson, announcing a "crackdown" on coin machines, had sought restriction on licensing and new or ordi-

nance interpretation regarding display of permits.

Hudson is seeking to have all the city's ordinances affecting coin machine operation declared unconstitutional because of their alleged trade restraining nature.

Dierickx attorney, Joseph A. Hayden, told Elizabeth council that his client had been attempting to obtain jukebox operating licenses during a period from May to December of 1966 but was unsuccessful.

"The section of the ordinance limiting the number of machines in the city to 250 is ridiculous," Hayden said, "since there are more than that now in the city."

Elizabeth has a population of about 175,000.

Declared Hayden: "This section of the ordinance will eliminate competition by guaranteeing the security of those jukebox operators already in the city, while preventing any more from being allowed in."

Councilman Thaddeus F. Gora, Democrat, agreed with Hayden.

At that point the council

voted unanimously to table the measure.

"The council should look into the allegations made here in regard to the issuing of jukebox licenses," said Republican councilman Henry J. Daaleman. "They are serious."

### Traffic Ticket

Also protesting the proposed measure was C. J. Bell, who said he had been trying to obtain a jukebox operating license for eight months without success.

"License inspector Frank Puma kept telling me I was being investigated," Bell said, "but I never even got a traffic ticket in this city, so there was nothing to investigate."

Other provisions of the proposed ordinance: It levied a \$200 fee for the first jukebox and \$11 annually for each additional machine; it limited to 200 the number of amusement games in Elizabeth.

Superior Court Judge Milton A. Feller recently ruled that the residency requirement for a coin machine license here is unconstitutional.

## Rock-Ola's Doris Sees Big '67

By EARL PAIGE

CHICAGO—Rock-Ola Manufacturing Corp. expects an increase in business in 1967 of between 15 and 20 per cent.

This is the forecast of Ed Doris, executive vice-president of the company that has just introduced its fourth 1967 model in a full line of jukeboxes.

"I would say that if there could be some reduction of interest rates, this increase would be substantially more," Doris said. "But even with the complaint of tight money I know we'll hit something near a 20 per cent increase."

The reasons? Doris touched on many aspects of today's coin-operated

equipment industry. In the music field he feels Rock-Ola gives its distributors and their operator customers the kind of equipment they can make money with. He stressed the importance of compact phonographs and the increase in the acceptance of wall boxes. But the company is as deeply involved in vending, too, and Doris sees an interesting amalgamation of music and automatic merchandising.

### Dual Trend

"There's a dual trend in this business today," Doris said. "The vending operator is finding that his locations want him to take care of their music, too. But while this is going on," he continued, "the music operator is going more and more into vend-

ing, especially with our new line of canned drink venders."

While not discounting the importance of cigaret and coffee vending, Doris is increasingly enthusiastic about the company's success with canned drink machines. "You have a controlled drink in a can," said Doris, "and operators, especially jukebox men, are finding it as easy to fill a canned drink machine as it is to put new records on a phonograph."

"These machines are also comparative low priced in comparison to cup venders and locations like the convenience of drinks in a can. There is also the fact that there's been no problem vending cans at 15 cents, and this means

(Continued on page 77)



FIRST AIR SHIPMENT of Rock-Ola's new Concerto jukebox is loaded at Chicago's O'Hare International Airport for transport to Europe.

## Are Documentary Disks Poor Programming Risks?

By BRUCE WEBER

LOS ANGELES—Documentary records, patterned after Capitol's "The Controversy," an audio probe of the assassination of President Kennedy and subsequent events concerned with that tragedy, would fail to generate any excitement in jukeboxes.

Despite the recent public uproar and controversy surrounding the Warren Commission Report, David Solish, an executive with Coin-A-Tune, an arm of Coin Machine Service Co., believes that producing singles from "The Controversy" or any documentary album strictly for

(Continued on page 70)

## KNOW YOUR LP WITH NEW LIST

CHICAGO — The revised Billboard listing of Little LP's currently available (the only such listing available anywhere) is still in reprint. Cost is 10 cents per copy. Half price for quantity orders over 50. Write Little LP Reprint, Billboard, 188 West Randolph Street, Chicago, Ill. 60601.

## There Will Be No Atlanta Trade School, Says Moran

CHICAGO — A discouraged Jack Moran returned to Denver from recent talks with Southeastern operators to report that plans for an Atlanta trade school have been shelved, probably permanently.

Moran, accompanied by his new backer, Monroe Marks, entered into talks with Southeastern operators, confident that final barriers to foundation of

the much-needed coin machine mechanic training facility would be routinely hurdled and the school would be operating by spring.

However, Marks and the operating fraternity could not, reportedly, come to agreement on the degree and form of support that the industry would lend the training program. Moran is said

(Continued on page 77)

## How Location Contracts Can Help Check 'Blue Sky'

By S. JOHN INSALATA

Most operators do not realize that the right kind of contract between them and their locations can assist them in combatting unethical and undesirable blue-sky promotions which cost honest operators hundreds of thousands of dollars every year in lost locations.

The tragedy is compounded because, in the overwhelming number of cases, the location gains nothing and actually suffers a loss when he realizes that the profits from owning his own machine are not what he was deceptively led to believe and that he was never told such things as where and how he would get the location-owned devices serviced or stocked, or how high the taxes, licenses, product costs, slug losses, etc., would likely be.

Many operators find themselves desperate for something to help in combatting the sharpie promoters who hit and run in a particular district. Yet, the operator has a weapon right under his eyes: The location contract.

Most operators think of the contract as serving purposes other than restraining blue-sky location-owned sales. The operator thinks of the location contract as a proper legal tool, restraining his competitors from removing his machines and placing their own in his locations.

### Have a Contract

In order to take advantage of this tool, the operator must have a legally binding contract with the location. Many operators, even in this day and age, refrain from using location contracts for various reasons. They feel that location contracts are "too formal" or that the contracts "scare the location away," or that "once you

make one it's too hard for the operator to get out from under the deal if he wants to," etc.

None of these are really valid arguments against an operator's using location contracts. A contract can be written so as to be reasonably informal, non-frightening to the location, and designed so that the operator can extract himself from the deal under certain, specified and fair conditions. These really relate to how the contract should be drafted and not to the question whether to use or not to use contracts.

The next step is implied by the first: The contract should be written. Oral contracts may be binding under some facts and circumstances, but "put it in writing." This is sometimes a difficult point to get across to operators who prefer less formal transactions and to whom a location's word is often all that's necessary.

(Continued on page 75)

# S. D. Assn. Elects Mac Hasvold

HURON, S. D.—Mac Hasvold, progressive owner of Musicvend, Inc., Sioux Falls, was elected president of the South Dakota Music & Vending Association in a meeting here Jan. 29-30.

Hasvold, one of the new breed of businessmen, has been responsible for the introduction of many new business methods at Musicvend. He instituted the use of location contracts, obtained a 60-40 commission arrangement with many locations, and in about a year's time reset his pinball machines at three balls for a dime.

The Sioux Falls operator adds to the list of illustrious coinmen who have headed the 21-year-old association. It has seen men like the late Tony Trucano, of

Deadwood, and his son, John, as presidents. The younger Trucano is now sergeant at arms in the Music Operators of America.

Musicvend was one of the first companies in the region to employ auditing equipment in route trucks and in locations. Hasvold urged development of a device that could be brought into the location for tabulating income from machines. This idea was later introduced to a major manufacturer and the device is now generally available throughout the industry.

Prior to its regular meeting, the members held three round-table forums. Another forum was held Monday.

The new association officers are Hasvold, president; Dean Schroeder, Hub Music & Vending, Aberdeen, vice-president; Earl Porter, Porter Music & Vending, Mitchell, secretary-treasurer; Darlow Maxwell, Maxwell Music, Pierre; Elmer Cumming, Cummings enterprises, Booring; Ronald Manolis, K&M Music, Huron, and Larry Radtke, Rushmore Music Co., Rapid City, directors.

Forums were devoted to background music, jukeboxes and amusement games, and vending.

The association chose Salem as the city in which to hold its next meeting.

A date sometime in May will be announced later.

## Montana Assn. Growth Felt in Other States

GREAT FALLS, Mont. — Over 35 members attended the meeting of the newly revived Montana Music Operators Association here Jan. 28, welcoming eight new members, two from out of State.

Unlike many States, Montana operators must buy all equipment and supplies in neighboring States and the association has been actively soliciting members in surrounding areas. The latest to join from other States were Lew Choate, Seattle Record One-Stop, and California's Pres Struve, through his Seeburg branch in Salt Lake City.

Skip Pennington, a wholesale tobacco distributor, addressed the meeting, which was domi-

nated in discussion by the subject of new legislation being written in Helena. President Elmer Boyce announced that John Doyle, Missoula, and Bob Walker, Helena, were in constant touch with developments.

The subject of electing new directors was postponed while the organization considers Boyce's suggestion that a director be named in certain key areas of the State.

"I would like two directors in Billings," Boyce said, "and one each in Missoula, Flat Head, Great Falls, Bozeman, Butte and Helena."

Boyce expects to see the directors elected at the association's next meeting in Lewiston April 29.

## Are Documentary Disks Poor Programming Risks?

• Continued from page 69

jukebox consumption would be foolish.

He labels documentary records, patriotic tunes, religious and comedy recordings as "poor risks" in jukebox programming. "It is rare when documentary, patriotic recording or even political satire singles score well in jukebox locations," Solish said.

"Although record companies are quick to jump on the bandwagon to publicize records that stir the emotions of listeners," Solish said, "they also realize it would be a mistake to 'wave-the-flag' or produce product of a documentary nature for jukebox listeners."

"People, when they enter a

bar, want to forget the troubles and the controversies of the world and listen to music, not to patriotic recitations or to a probe on the Kennedy assassination," he said. "Patriotic recordings belong on the airwaves and in the homes, but not in jukebox locations."

Although it is rare that a patriotic tune will be accepted by the jukebox listener, Solish feels gimmick or novelty tunes have a better chance to produce action for the operator. "Documentary tunes have no chance to make it," he said, "even with a gimmick attached."

Another drawback, Solish says, is that documentary records are spoken word packages, a definite handicap to the jukebox market. "Location owners want the action from the beat music, not reaction to political questions and probes."

He points to "Day for Decision," a Warner Bros. Records recent single, as an example of poor jukebox product. "A single without singing draws the ire of location owners because they want patrons concentrating on drinking, playing pool or amusement machines," Solish said, "not trying to figure out the mind of Jack Ruby or listening to a recitation on draft-card burning."

Several weeks ago, Capitol's president, Alan Livingston, told Billboard in an exclusive interview that the company was considering going to new distribution patterns with its Probe Series which deals with controversial current news subjects. But there is no sign the label will produce product under the Probe series for the jukebox market.



BLUE MAGOOS, hit recording group, are seen here with Cleveland Coin's Ron Gold (second from right) and Jerry Pearlman, prominent Northeastern Ohio operator and owner of L&W Music Co., division of United Automatic Vending. Scene was at recent showing of Wurlitzer's Americana at the Cleveland distributing company.

## Mass. Coinmen Busy

BOSTON—Both of the operator associations in this State met last week. The Massachusetts Coin Machine Association members met at the Holiday Inn here Jan. 30 and two nights later the Western Massachusetts Music Guild met at the Ron-Roc Cafe in Fairview.

A nominating committee presented a slate of officers for MCMA which will elect its officials at the next meeting.

Nominated were Raymond Barker, president; Arthur Strahan, David Baker, Sol Robinson

and Terry Lipson, vice-presidents; Robert Jones, secretary; Sumner Segall, treasurer; William Schwartz, Albert Coulter, Al Robbins, Ted Grant, Russell Mawdsley and Roland Hebert, directors.

Both associations are in the process of reviewing the more than 8,000 new bills introduced in the Massachusetts Legislature this session. A committee composed of Russell Mawdsley, Al Robbins and Ted Grant reported to the MCMA members on the extent of the legislative studies.

## Valentine Strips Available

NEWARK, N. J. — Sterling Title Strip Co., Inc., is making available St. Valentine's Day title strips, both pre-printed or blank.

The strip centers carry the legend "St. Valentine's Day Special" flanked by the traditional red hearts.

Said Sterling's Tom Hodgson: "We know the music operator must and wants to take advan-

tage of these special occasions because they mean more coins in the box for him."

The special strips are available blank at 1 cent per card of 10 strips, minimum order 200 cards. The cost is 2 cents per card imprinted with song title and artist's name, minimum order 200 cards. Orders are shipped f.o.b. Newark, N. J., the day they are received. St. Valentine's Day is Feb. 14.

## Why Credit Life Insurance?

CHICAGO—When big items of merchandise are purchased on the installment plan, it is important that credit life insurance be secured to protect family and business. So declared Spindel Insurance Agency President Manfred S. Spindel last week. The firm specialized in coin machine industry insurance.

Spindel said that during 1965 some \$280 million in debts were repaid by credit life insurance. During 1966, he said, his firm paid over \$400,000 in death claims to distributors on the lives of coin machine operators.

The insurance official also reported, "a general lack of interest on the part of operators and distributors in insuring equipment on location." Said Spindel: "The rules of good business which dictate that a business insure its machines and equipment against loss are, unfortunately, not followed by the operator."

He said that the increasing losses suffered through theft and vandalism throughout the country make it almost mandatory insurance coverage.



NIGHT ON THE TOWN. The camera caught these happy faces at the Palmer House Empire Room during the recent convention doings in Chicago. From left: Dean Kelly, C&N Sales, Mankato, Minn.; Duane Bakken, Star Music & Vending, Austin, Minn.; Warren Sandler, Sandler Vending Co., Minneapolis, Minn.; Fred Norberg, C&N Sales; Gene Clennon, Star Music & Vending; Jim Stansfield, Stanfield Novelty Co., LaCrosse, Wisc., and Harlow Norberg, C&N Sales.

there is only one way you can be convinced that the NEW GP IMPERIAL Model 433 by ROCK-OLA is a real money maker! buy one!

**Vend**

"The Magazine of Automatic Vending" published TWICE a month

For EVERYONE whose Time, Talent or Money is invested in Vending Business.

VEND, 2160 Patterson Street, Cincinnati, Ohio 45214 800

Please enter my subscription to VEND for

1 YEAR \$7  3 YEARS \$15  New  Renew

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

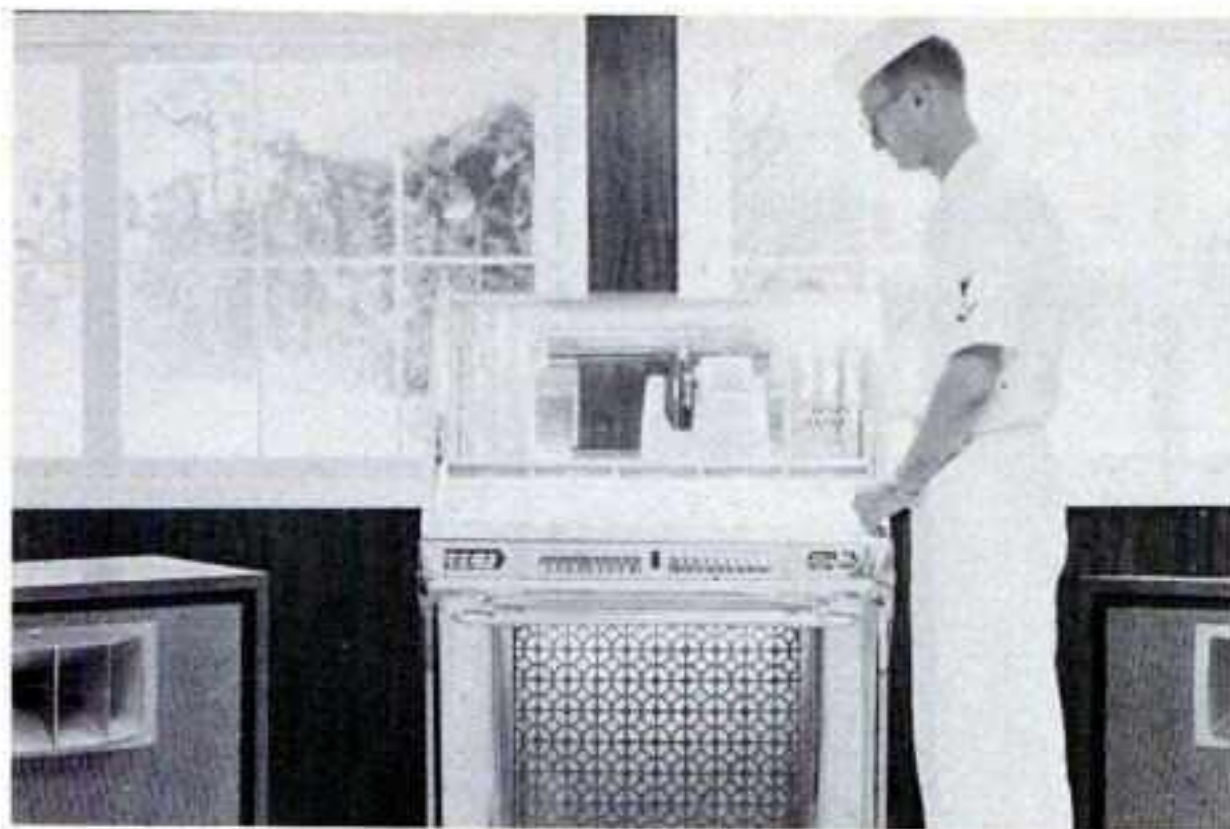
Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_



MUSIC FOR SAILORS is being provided by David J. Baker, Melo-Tone Vending Co., Somerville, Mass., who donated a jukebox and speakers to the crew of the U. S. Aircraft Carrier Essex, a Boston-built ship. The Essex is in Boston after a tour of duty off Vietnam.

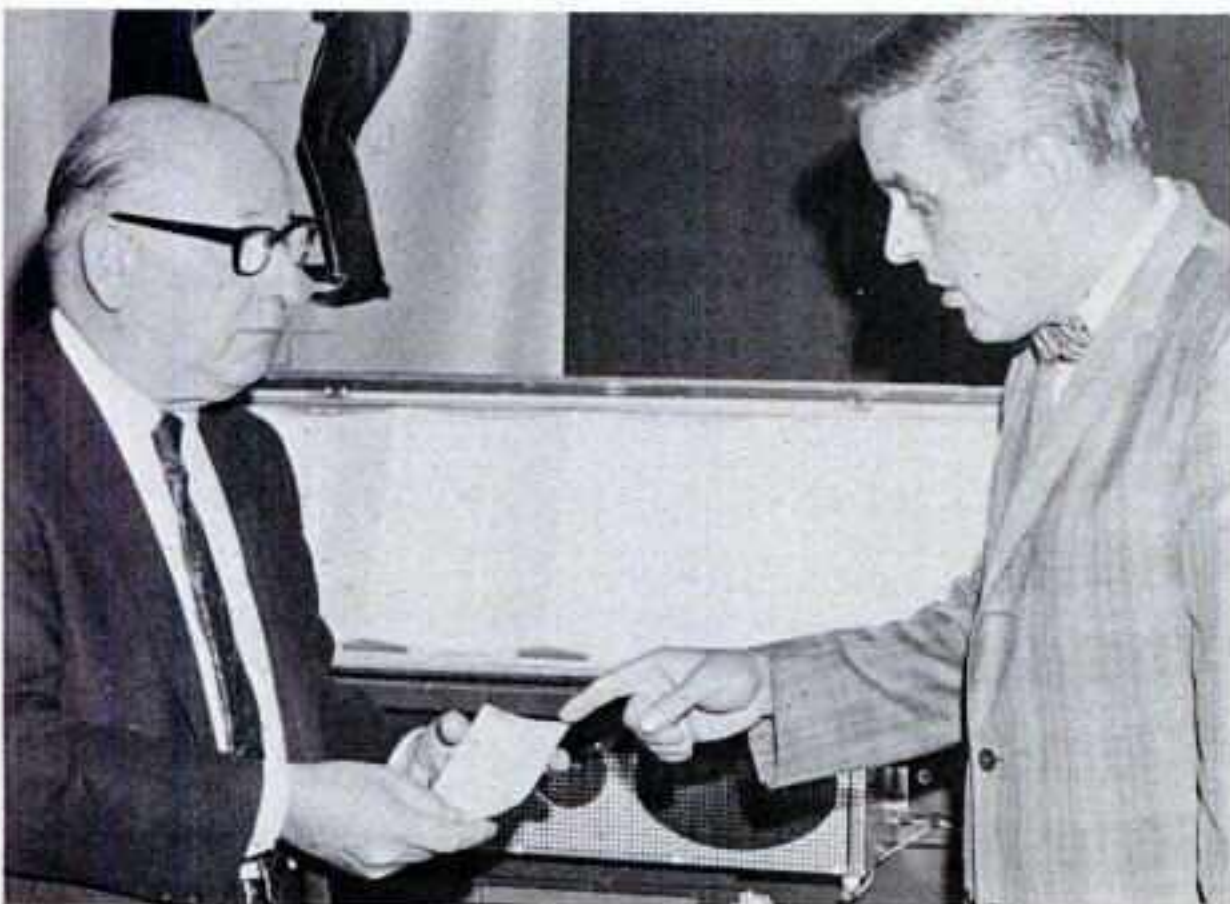
## Coinmen In The News

### CHICAGO

**THE SUPER SNOW!** Like every other business in the area, coin machine operations were hampered by last week's record snowfall. Regular service schedules went up for grabs and hundreds of calls went unanswered. Some locations are still inaccessible by truck. More snow was expected at this writing! . . . **SUPER BOWL CITY,** Green Bay, Wis., is the scene of a super-jukebox-promotion, the brain child of operator **Roger Bockmeier**, owner of Bockmeier Sales Co. At the H. C. Prange Department Store, Bockmeier talked the girls' clothing department manager into allowing placement of a jukebox so the "now" generation might listen to music while shopping. He was permitted. It worked. Then the record department got into the act, placing browser boxes near the jukebox. Disks and duds are moving like crazy. And, says United of Milwaukee's **Russ Townsend**, a lot of location owners have teen-age daughters. . . . **Stanley D. Warren** has been appointed director of manufacturing engineering of the Chicago division of the Seeburg Corp., division president **Walter Kovalick** has announced. Warren will report to **Carl Carlman**, vice-president, manufacturing . . . Seeburg distributor representatives **John A. Neville**, Forest Park, Ill.; **Roy Gioconda**, Chicago; **Glenn Daughtry**, Goldsboro, N. C., and **John Labruzzo**, New Orleans, have been awarded \$25 Savings Bonds by Seeburg advertising and sales promotion manager, **Frank Lupino Jr.**, for having alertly promoted the company's recent "operation identification" program. . . . From **Pfc. Don W. Mayer** in Vietnam came the following appeal last week: "Where can I obtain a 1967 issue of Who's Who in Music and Buyer's Guide, both by Billboard? I need them badly. Please advise as soon as possible, as I may be dead next month. . . ." The issues went out post-haste. . . . **Stanley W. Jarocki**, Seeburg national promotion director, who was "loaned" for six months to the

Chicago Metropolitan Crusade of Mercy under a co-operative program, is back on the job at Seeburg full time. The Crusade went over its goal and officials praised Jarocki for his work. . . . Operators have been calling Singer One Stop's **Fred Sipiora** to congratulate him on his new, classified release sheet, tailored to jukebox programming. If there is nothing suitable in a location classification, Fred doesn't list anything. . . . In leafing through old notes we came upon names of the Amusement Trades Association members who visited Chicago late last year at trade show time. Here goes: **Mr. and Mrs. G. Marks**, Phonographic Equipment, London; **Mr. and Mrs. S. Proops**, Phonographic Equipment; **Mr. and Mrs. W. Ruffler**, Ruffler & Walker, Ltd., London, and daughter, **Miss V. Ruffler**; **Mr. and Mrs. J. Brown**, H. Rundle & Co., London; **Mr. B. Briggs**, Modern Enterprises, Ltd., London; **Mr. F. Manzi**, Regent Automatic Supply, London; **Mr. and Mrs. F. Hutchings**, Games, Ltd., London; **Mr. and Mrs. E. Courtenay**, Wilts Automatic, Ltd.; Wiltshire; **I. Pearce** and **J. Casey**, Hitchin Tobacco Co., Herts; **C. Bishop** and **S. Rose**, Quality Automatics, Kent; **W. Ghigi** and **E. Parker** and **A. Evans**, Majestic Amusements, Yarmouth; **Mr. and Mrs. G. Hawes** and **Mr. and Mrs. L. Ellis**, Paulamatics, Ltd., Norwich; **I. Osmond**, C. I. Osmond & Co., Wiltshire; **A. Perrett**, Perrett Automatics, Wales; **B. Merriman**, Automatic (Pemps) Ltd., Wales; **Mr. and Mrs. F. Booth**, F. Booth & Sons, Ltd., Wales; **G. Perego**, C. Perego & Co., Wales; **Mr. and Mrs. T. Levy**, El Al Israel Airlines, London; **A. Willis**, Amusement Trades Association, London; **Mr. and Mrs. B. Wimbush**, Playtime Enterprises, Birmingham; **S. Hillman** and **R. Wynne**, Midland Phonographic, Birmingham; **Mr. and Mrs. J. Fletcher** and **Mr. and Mrs. J. Shipley**, Fletcher Automatics, Birmingham; **A. Young**, Tyrolean Coffee Bars, Stafford; **Mr. and Mrs. H. Gwilliam**, G. Gwilliam

(Continued on page 77)



OSCAR PARKOFF, Atlantic City Seeburg distributor, shows Frank Alge, Pleasant Music Co., Union City, N. J., how the new Seeburg ITS printout totalizer system works. The time and bookwork saving system yields a printed receipt of collections, saves handling money and speeds checker on his way.

## Foosball Into Southwest; Sutherland Holding Shows

CORPUS CHRISTI, Tex. — Foosball Match, an amusement game imported from Germany by Patterson International Distributors, Cincinnati, is catching on throughout the Southwest, according to Dave and Bill Sutherland, of Sutherland Distributing Co. with five branches throughout the area.

A showing here last week attracted 30 area operators and wives. Another premiere of the unusual game was held in Sutherland's San Antonio headquarters recently and a separate show in Austin was also arranged. Both events found operators very enthusiastic, according to Gene Deutsch, regional representative for Patterson in 16 Western States.

Attention will focus in Sutherland's El Paso branch this week and a showing in the Oklahoma City headquarters will be scheduled early in February. Sutherland's five outlets are located in Kansas City, Oklahoma City, San Antonio, El Paso and here.

Foosball Match is actually miniaturized soccer. The game requires each opponent to insert a dime and can accommodate one or two players on each side. A normal game lasts five minutes. As with shuffleboard and bowler games, tournaments become an important part of operating Foosball Match.

Deutsch, who has been traveling with Sutherland's sales force for actual in-location demonstrations of the game, reports that operators who have made Foosball Match installations are particularly pleased about its trouble-free operation. "They're non-electric," Deutsch remarked, "they actually require no maintenance. This has really impressed many operators."



NATHAN SOLOW, president of Eastern Music Systems and vice-president of Eastern Vending Distributors, Inc., Philadelphia, has left both firms. The 20-year veteran coinman will announce new plans shortly.

## ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARVARD METAL TYPER



• Packed in rolls of 100  
• Available with special imprint  
Call our PARTS & SERVICE Dept. for all your Typer needs

STANDARD HARVARD METAL TYPER, INC.  
1318 N. WESTERN AVE.  
CHICAGO 22, ILL. • EV 4-3120



DAVE SUTHERLAND, president of Sutherland Corp. (center) is seen with Carol Galbraith, secretary at Sutherland Distributing Co. in San Antonio during recent introduction of Foosball Match in the Southwest. At right is Bill Carr.



JACK JONES, Bandera, Tex., operator (second from right), teams with Dave Sutherland in Foosball Match competition during recent San Antonio showings of the new amusement game imported by Patterson International. Sutherland has been named distributor for the game at its five branch headquarters.

game has less appeal in the metropolitan districts.

The introduction of the game in the Southwest points up Patterson's concentration in the less populated areas where the game has found, in many cases, tremendous acceptance, according to Patterson. It has particularly caught on around college campuses.

Patterson's recent appointment of Sutherland as an outlet is part of the company's efforts to set up distribution with other outlets serving out-State areas. He recently approached World Wide Distributors in Chicago.

## REGENT Series by Fischer



Model 101-C 101 x 57  
Model 91-C 91 x 52  
Model 86-C 84 x 48

Compact Companion to the Empress Series

All the fine features you expect from the ultimate in coin-op billiard equipment.

See your Distributor or write  
**FISCHER MFG. CO., INC.**  
TIPTON, MO. 65081

## Billboard Readers

get the news when it's news . . . each and every week of the year.

Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, cigarette and other vending machines, background music equipment, kiddie rides, etc.; plus comprehensive coverage of the record industry.

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 809

Please enter my subscription to BILLBOARD for

1 YEAR \$20  3 YEARS \$45  New  Renew

Payment enclosed  2 EXTRA issues for cash  Bill me later

Above subscription rates for Continental U. S. & Canada. Overseas rates on request.

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State & Zip \_\_\_\_\_

Type of Business \_\_\_\_\_ Title \_\_\_\_\_

# Third Annual Bulk Vending Industry Survey Cont.

Here is part two of Billboard's annual report on the state of the bulk vending industry.

**CHICAGO** — While grossing on the average \$2,000 more income during 1966 than he did in 1965, the typical, full-time bulk vendor was also paying higher commissions.

Our survey for 1965 indicated that 67 per cent of all full-timers were paying to locations 25 per cent higher commissions for machine-placement privileges.

However, 78 per cent of all operators responding to the survey for business year 1966 reported commission payments of 25 per cent and higher.

The big increase, though, was in the commission area between 25 and 30 per cent. During 1965, our survey disclosed, only 5 per cent of full-time vendors paid an average of 27 per cent commission. Vendors in this category jumped to 15 per cent of all responding businessmen for 1966.

The percentage paying an average 30 per cent commission rate during 1966 held at the 1965 figure: 25 per cent. The share paying 33 per cent or more on the average crept from 4 per cent in 1965 to 5 per cent last year.

Here is a side-by-side comparison:

1965		1966	
Vendors—	Commission	Vendors—	Commission
4%	33%	5%	33%
25	30	25	30
5	27	15	27
33	25	33	25
6	22	4	22
22	20	15	20
5	15	3	15

The average commission payment for 1965 was slightly less than 25 per cent. The average was over 27 per cent for 1966.

The low ebb reported in business for 1965 was mid-February, with December, January, February and March described as below—median—income months. The same was reported for 1966. January was reported as the second slowest month for the nation's bulk vending operators. The slack-period breakdown by percentages of operators is as follows:

Per Cent of Operators			
Jan.-Feb.	24	Oct.-Nov.	6
Feb.-March	22	Jan.-March	5
Dec.-Jan.	10	April-May	4
March-April	10	Nov.-Jan.	2
Nov.-Dec.	8	Oct.-Dec.	1
Dec.-Feb.	7	Feb.-April	1

To be continued next week

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c.....\$14.50  
N.W. Deluxe, 1c or 5c Comb. .... 12.00  
N.W. 10-Col. 1c Tab Gum Mach. 18.00  
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00  
Acorn 8 Lb. Globe.....10.50

## MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red .....\$ .87  
Pistachio Nuts, Jumbo Queen, White ..... .82  
Afgan Crown Red Lip Pistachio Nuts ..... .58  
Afgan Prince Red Lip Pistachio Nuts ..... .52  
Indian Nuts, 5 lb. bag, per lb. .... 1.25  
Cashew, Whole ..... .80  
Cashew, Butts ..... .72  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .60  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bride Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gems ..... .32  
M & M, 500 ct. .... .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey-ets ..... .47

Wrapped Gum—Floors, Topps, Bazooka 2 Pal, 4M pcs. ....\$14.00  
Rain-Blo Ball Gum, 1800 per ctn. 6.25  
Rain-Blo Ball Gum, 1800 printed per carton ..... 6.40  
Rain-Blo Ball Gum, 5250 per ctn. 8.35  
Rain-Blo Ball Gum, 4250 per ctn. 8.35  
Rain-Blo Ball Gum, 3500 per ctn. 8.35  
Maltettes, 2400 per carton ..... 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

## NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules. Chrome front optional.

Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN SALES AND SERVICE CO.**  
MOE MANDELL

446 W. 36th St., New York 18, N. Y.  
LONGacre 4-6467

## Will Cigaret Tax Solve California \$ Problems?

**LOS ANGELES** — California legislators are receiving support from local and State organizations and several government agencies to enact a stiff State cigarette tax.

Sen. George Miller, D., Martinez, chairman of the Senate Finance Committee, has suggested raising the State cigarette tax to help offset a deficit budget. Gov. Ronald Reagan, supporting an austerity program, refused to become involved in the State cigarette tax struggle, but hinted he would be in favor of any tax measure "to pull the State out of the red."

Senator Miller, aware that most cities in the State have

cigaret tax ordinances in effect, said he is still in favor of a State tax on cigarettes and tobacco. "I realize the problems it will create for the tobacco industry, and obviously the vending industry, but we need ways of raising money."

### 40 Cents

Although no legislation has been proposed, Senator Miller said he would offer legislation on a State cigarette tax "if and when I see it is necessary to do so."

The senator said he also was aware that a State tax on cigarettes and tobacco might force the vending industry to increase the price of cigarettes in vending machines to the consumer. Several vending companies in the Los Angeles area boosted the price of machine cigarettes to 40 cents following a 2-cent-a-pack increase in the city's tobacco tax in September 1966.

Officials at several vending companies in the Los Angeles area promise to hike the price of cigarettes in the machines if the State Legislature forces the tax levy.

Several legislators have revealed "off-the-record" support for Miller's State cigarette proposal, but didn't want to openly support the new tax levy until it reaches the Senate floor.

### Bonn

A spokesman for one Northern California lawmaker is passing out a United Press International news report concerning a cigarette tax hike in Bonn, West Germany.

The legislator's memo reported the West German parliament increased prices on cigarettes and tobacco to help fill an expected gap in the nation's 1967 budget. The cost per pack of cigarettes was increased about 12 cents, effective March 1. Most popular brands now cost 69 cents a pack.

Dr. Ralph Grawunder, a professor of health education at San Diego State, voiced opposition and concern to the vending industry in another area related to cigarette vending machines.

Dr. Grawunder asked the San Diego city council to enforce a law prohibiting the sale of cigarettes to persons under age 18 at vending machines. He feels the city and the vending industry can do more in policing the machines.

### Children

"Children have easy access to cigarette vending machines, from parents and friends, and from businessmen who do not adhere to regulations. It is time for responsible legal authority to stop



## CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

**Northwestern CORPORATION**  
2722 Armstrong St., Morris, Ill.  
Phone: WHITney 2-1300

## Bulk Banter

**KANSAS CITY Mo.**—Bernard Bitterman, who with his partner son Alan operate Bitterman & Son here, continues to be one of the most enthusiastic boosters and innovators in the bulk vending field. Back from a trip into Iowa and Nebraska and off now to Kansas and Oklahoma, Bernie, secretary-treasurer of the National Bulk Vendors Distributors Association, relates many new ideas.

"Want a new idea?" he asks. "We're doing a very good job with rocks. That's right," he hesitated for it to take effect. "rocks." "I mean the polished stones you get from lapidary shops that tourists are so fond of buying. We're buying them plain, on tie tacs and on ear rings right from a wholesale lapidary company and packaging them ourselves in capsules," he said. "Operators use them both in dime and 25-cent vending."

"Want another new idea?" Bitterman continued. "I was just visiting Ken Mitchell up in Des Moines. He has a stamp and coin business in addition to a

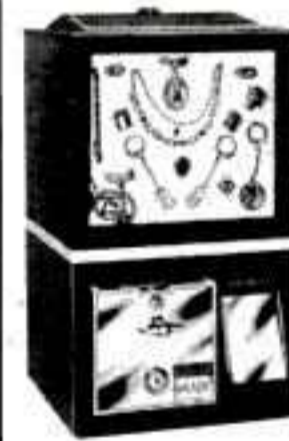
nice-sized route and he's packaging rare stamps and coins in capsules. He's doing a terrific job," Bitterman said.

According to Bitterman, Mitchell is selling Indian Head pennies in 10-cent capsules. "He does a lot of things with series for collectors, too," Bernie added. "For example, he'll take

(Continued on page 73)

## Goods & Services

### 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 1c, 5c, 10c, 25c or 50c coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE  
**GRAFF VENDING SUPPLY CO., INC.**  
2956 Iron Ridge Road  
Dallas 47, Texas

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_  
Fill in coupon, clip and mail to:  
**T. J. KING & COMPANY**  
2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders.

Write: T. J. King & Co. for prices and our new 12-page catalog.

GIVE...  
so more will live  
HEART FUND



# New Equipment



Micro Vend—Food Vender

A Raytheon Radarange brings hot dogs, pizza, hamburgers, sandwiches and casseroles from a refrigerated state to piping hot in 15 seconds in a new food vender brought out by Micro Vend, Inc., Newark, N. J. Cold food products are also available. Each section has its separate coin mechanisms allowing multiple purchases at the same time. An optional change maker accommodates \$28 in nickels and dimes. Pricing is adjustable. The unit stands 72 inches and with cap, measures 79 inches tall. It is 40 inches wide and 31 inches deep. It is available in a wide range of colors and has compatible embellishments for bank installations as well.

## 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

## 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 Banter

• Continued from page 72

three or four stamps, Canadian and various kinds and make up a series for his capsules. It just goes to show you how inventive some bulk people are."

Bernie, who never fails to put under 36,000 miles on a car in a year, said that he also visited with Mrs. Lois Gibson in Des Moines. She took over the route of her late husband, Hiliias, who passed away last fall, and with her son, is managing quite well.

Over in Omaha, Bitterman found Harold Miller doing a good job with bulk pack machines. "He's selling a lot of chiclet gum and doing good with cashews, too. Another vendor who's doing good with nuts is Harold Goppel in Omaha," said Bitterman.

Bitterman also passed along the sad note that Tony and John Raccagno, Heart of America Co., a wholesale tobacco and vending operation here, had recently lost their father, who was known everywhere in the area here as "Pop" Raccagno.

This week the senior Bitterman will be off to visit vendors in the Southwest like the Hale Brothers, at Tulsa Bulk Vendors and Claude Paxton at Archer Nut in Oklahoma City.

Any new trends? Bitterman is enthusiastic about quarter vending. "We are definitely finding it successful," he said. "I know a lot of operators are cold to the idea but you have to realize you're working with a higher cost but also the higher gross of a quarter. The percentage of a quarter is something to consider and it impresses locations," he said. Bitterman is suggesting capsuled jewelry, such as pearls, rings and his specialty item, the lapidary stones. **EARL PAIGE**

## KORITZ-FORD SUIT

# Will St. Louis Case See Jury?

By EARL PAIGE

ST. LOUIS—If the seemingly endless Jason Koritz & Four Jems, Inc. vs. Ford Gum & Machine Co. bulk vending lawsuit goes before jury as scheduled on Feb. 27 the case will be only days short of two years old. Jury action has been postponed on four other occasions. As the case now stands Koritz is seeking \$400,000 in damages and Ford Gum is asking \$95,000 in U. S. District Court here.

There have been several important developments recently. One count on which Koritz sought \$200,000 for alleged defamation has been dismissed but the St. Louis vendor filed another new court seeking \$250,000. Additionally, Ford Gum has increased its second counterclaim from \$85,000 to \$95,000. It is still a \$495,000 lawsuit.

Ford Gum contended that a recent detailed list of alleged damages in a third amended complaint amounted to a new cause of action for per quod libel. Koritz and the corporate Four Jems, however, contended this portion of the suit merely amplified a claim already based on libel per quod.

But U. S. District Judge James H. Meredith dismissed this count.

In the original suit, St. Louis vendor Koritz sued for \$150,000, charging the Akron, New York company with alleged breach of contract and restraint of trade. In the wake of a dispute over jurisdiction Ford Gum filed an \$85,000 counter-claim. Then, in a second amended complaint, Koritz asked \$250,000 on the original charges and the additional \$200,000 on Count II.

### Early Disputes

The case grew out of disputes following the purchase in December 1961 of an existing Ford Gum franchise here. The purchaser was Mark Koritz, son of the well-known vendor. The franchised distributorship included contracts with sponsoring organizations.

Young Koritz announced his withdrawal from the Ford Gum program in 1964 and Four Jems, Inc., a corporation that had existed since Jan. 25, 1962, assumed control of the distributorship.

A third amended complaint by Koritz restated the original charges, alleging that Ford Gum "... acting by and through its agents, servants and employees wilfully and maliciously interfered with the contractual relations with the customers of the plaintiffs and did wilfully and maliciously induce said customers to breach their contract," and further, "... acted in restraint of trade by refusing to sell gum products to plaintiffs ... and did conspire with others to restrain the trade of the plaintiffs."

Count III of the third amended complaint repeated all the allegations in both of the other two counts and charged, "... the acts above referred to were wilful, wanton and malicious." It is on this count in which Koritz seeks \$250,000.

### Kiwanis Members

Koritz also charged that on June 4, 1964, Ford Gum wrote 33 Kiwanis Club presidents and officers stating that "... it appears to be the intention of the new owner and operator of the gum machines to eliminate the Ford Gum and Machine Company from further participation with the sponsoring clubs in your area, and to replace Ford Branded Gum with a cheaper

unbranded substitute. ... As president of your club, we know you are opposed to sponsoring sales of cheap, inferior merchandise ..."

Koritz additionally charged that Ford Gum "... aided and abetted certain Kiwanis Club members ... in removing the plaintiffs' gum machines from certain locations after the plaintiffs had entered into a contractual relationship with ... Kiwanis Clubs ... and used and repeated the allegations contained and set forth in plaintiffs' 'Exhibit A' (a letter) to induce ... Kiwanis Club members to remove said machines and to cause ... Kiwanis Clubs to breach their contracts with the plaintiffs."

While the second count in this third amended complaint spelled out more specific details, including seven categories of alleged sustained damages, the total damage listed amounted to \$5,150 compared to \$100,000 punitive damages sought earlier. The separate \$100,000 judgment asked for earlier remained the same, however.

Judge Meredith, in a 9-page memorandum supporting his dismissal of Count II, referred to the exhibited letter saying, "Even if the words were stronger this Court would be inclined to regard them as manifestations of normal business competition."

### Statute of Limitations

And even more crucial, Meredith ruled that the Missouri statute of limitations barred the amended claim. The judge said, "V.A.M.S 516.140 provides a two-year period of limitations for

libel actions. A libel action based on the letter in question here must have been brought within two years of June 4, 1964. It is therefore, obvious that the Third Amended Complaint, filed July 29, 1966, is barred unless it is considered part of the original action."

But Meredith ruled that the  
(Continued on page 77)

## SCHOENBACH CO.

Manufacturers Representative  
Acorn - Amco Distributor

### MACHINES

#### GREAT MONEY MAKER



#### ACME ELECTRIC MACHINE

Sample ... \$28.50

4 and up ... 23.50

Batteries \$1.00

addl. per mach.

#### 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

## 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

### HEADQUARTERS

FOR ...

**NEW ITEMS  
HIGH QUALITY  
LOW PRICES**

*You need all three to meet competition,  
and you need them NOW!*

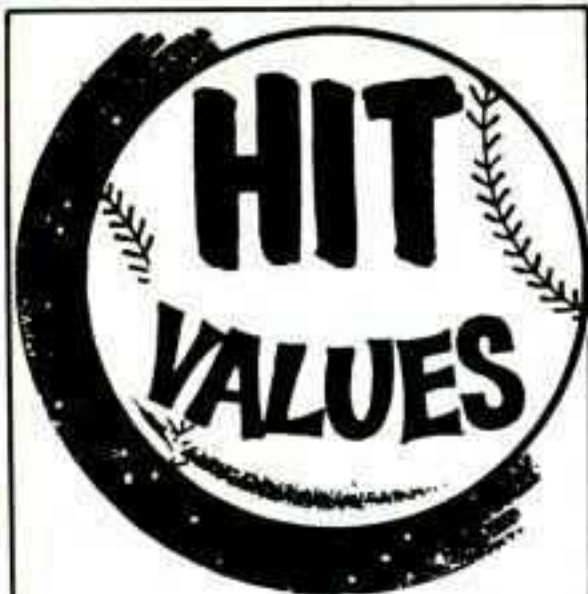
Write for complete price lists and name of our distributor in your territory.



*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.



## BASEBALL GAMES HERE'S THE PITCH! A Scoring Line-Up of Hit Values—Catch These Buys!

**BASEBALLS**

Pinch Hitter .....	\$125.00
Wm. World Series—62 .....	250.00
Official Baseball .....	135.00
Major League Baseball .....	245.00
Deluxe Batting Champ .....	185.00
Wm. Double Play .....	275.00
Midway Play-ball .....	325.00
Midway Little League .....	325.00
Midway Deluxe Baseball .....	150.00
C.C. All Star Baseball .....	225.00
Midway Top Hit .....	250.00
C.C. Big League .....	275.00

★  
**SEND FOR OUR NEW  
COMPLETE MACHINE LIST  
You'll Score in Savings!  
WRITE • WIRE • PHONE**

Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

**DAVID ROSEN inc**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) Center 2-2900

# Vending News Digest

## NAMA Show Moves to Amphitheatre

CHICAGO—The 1967 convention and exhibit of the National Automatic Merchandising Association, displaced by the disastrous fire which swept McCormick Place here recently, will be held on the same Oct. 28-31 dates at Chicago's International Amphitheatre.

NAMA's executive director, Tom Hungerford, announced last week that the intra-city move will necessitate no changing of hotel reservation plans. All business meetings, as in the past, will be held at the Conrad Hilton Hotel.

Hungerford said that McCormick Place officials expect the facility to re-open in 1968.

The 1967 show will be held in the Amphitheatre's Donovan Hall, now being refurbished and air-conditioned. The Amphitheatre, located in the vicinity of Chicago's famous stockyards, is about 30 blocks south and west of the Conrad Hilton Hotel.

NAMA exhibit manager, Sidney Shapiro, said exhibitors will receive their contract information at the usual time.

## Colorado Vending Council Formed

DENVER—Operators and suppliers met here recently to form a Colorado affiliate of the National Automatic Merchandising Association. Elected president of the new group was William Chappel, Canteen Food & Vending Service, division of Canteen Corp., Denver.

Other officers are Joseph R. Baker, Joe's Vending Service, Colorado Springs, vice-president; Jerry Marcove, Automatic Catering, Inc., Denver, secretary, and Marshall R. Pack, Vend-A-Pack, Inc., Denver, treasurer.

## New Jersey Tax Exemption Extended

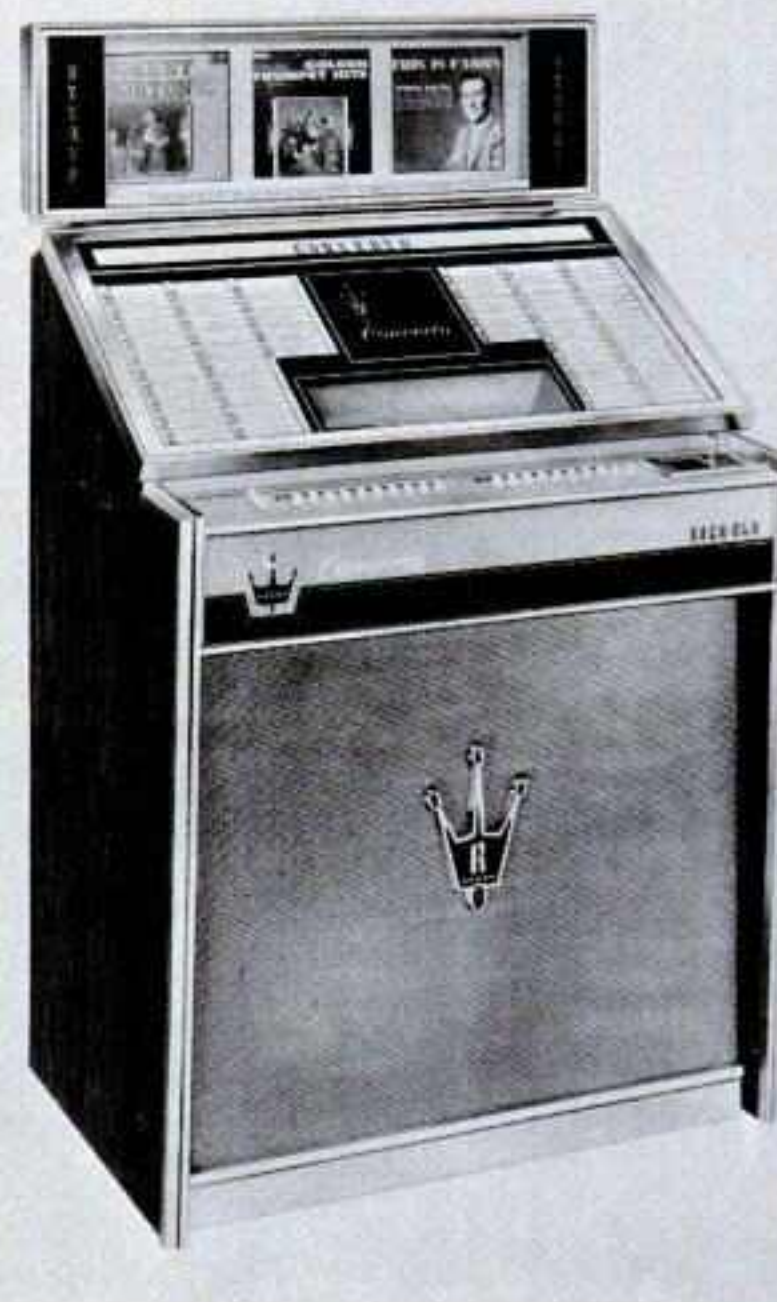
TRENTON, N.J.—New Jersey operators have obtained a six-month extension to a temporary State Tax Department ruling exempting dime vending sales from the New Jersey sales tax. John V. Costello, president of the New Jersey Automatic Merchandising Council, said that the temporary ruling will keep the exemption in effect to June 30, 1967. The tax department will again review the exemption at that time. The exemption applies only to those firms which do more than half their business through vending machine sales.

## Document Serious Theft Problem

CHICAGO—A survey just completed by the National Automatic Merchandising Association establishes beyond doubt the fact that vandalism and theft are quite serious coin machine operating

(Continued on page 76)

# New Equipment



Rock-Ola—Concerto

Rock-Ola Manufacturing Corp. has introduced another model in the economy-priced compact jukebox series began in 1961. The new phonograph is called the Concerto, Model 434. Like its predecessors the phonograph is a 100-selection unit utilizing the Mech-O-Matic intermix record changer accommodating either 45 r.p.m. or 7-inch 33 1/2 r.p.m. recordings. Exterior styling is done in walnut with black trim accented with polished anodized aluminum. Weight of the unit is 245 pounds and it is 30 1/2 inches wide, 23 1/2 inches deep and stands 53 inches in height. Other features include separate volume controls for unit and speakers, constant voltage transformer, location personalization, indicator identifying the record playing, and astatic snap-in stereo cartridge with diamond needle.

## Seeburg Distrib in Big Atlanta Grand Opening

ATLANTA—Seeburg has moved its distributorship here to enlarged, modernized quarters. This past weekend the event was celebrated with a two-day open-house party that attracted a good crowd of operators and factory officials.

The name of the Seeburg distributor branch here has been changed from G. K. Gabrielson & Co., Inc. to South Atlantic Distributing Co. Seeburg took over the outlet during 1966. The distributorship has been moved from 724 Memorial Drive, S.E., to a 20,000-sq.-ft. facility at 763 Trabert Avenue, N.W.

According to Seeburg Corp. vice-president Joe Fitzpatrick, the new distributorship "is what a distributorship should be. It has the most modern parts and service departments in the South." Fitzpatrick has been on the scene here co-ordinating the move.

### Foosball

The open house was to be at-

tended by Seeburg vending division chief Robert Breither, fey and national promotion manager Stanley Jarocki. Distributor executives George Sammons and E. W. "Shug" Inge, vice-president, Southeastern Distributors, Inc., were also expected to attend. Williams' sales manager Bud Lurie was also to be on hand.

The new headquarters was open for operator visits from 1 to 8 p.m. on Friday and Saturday, Feb. 3 and 4.

Hosting with Fitzpatrick were Jack McLaughlin and Ralph Gabrielson.

The distributorship handles the full Seeburg line of music and vending and the Williams game lines. South Atlantic has also picked up the Foosball line imported by Patterson International. Patterson sales executive Gene Deutsch was expected to attend the open house.

The company's new telephone number is 351-2380.



WURLITZER-SPONSORED Junior Achievement Co. members gathered at factory recently. Entertaining here is special Wurlitzer representative Marvin Korinke. Other company personnel in rear from left: Roy F. Waltermade, vice-president and manager, John Zielinski, security officer, junior achievement advisors John Orowski, Ed Baker and Dick O'Connor.

**Valley**  
the "Cadillac" of  
Quality and Craftsmanship



Model No. 1785M—SIZE 78 x 45 x 31

Model No. 1875M—SIZE 87 x 50 x 31

Model No. 1935M—SIZE 93 x 53 x 31

creators of the new magnetic 2 1/4" cue ball.

**Valley** manufacturing & sales company

333 Morton Street • Bay City, Michigan • Area Code 517 892-4536

# Curbing Blue Sky Contractually

• Continued from page 69

Just because a location may have agreed to something orally, in general terms, this does not mean you have necessarily a binding contract, sufficient to keep the location from putting

## Coming Events

Feb. 7—Music Operators of Connecticut, meeting, 242 Trumbell Street, Hartford.

Feb. 7—Missouri Coin Machine Council, meeting, Ramada Inn, Moberly.

Feb. 7—Summit County, Ohio Music Operators Association, meeting, site to be announced.

Feb. 9—Recorded Music Service Association of Chicago, annual election of officers meeting, Water Tower Inn, Chicago.

Feb. 15—Arkansas Music Operators Association, board of directors meeting, Albert Pike Hotel, Little Rock.

Feb. 26-28—Western Convention & Candy Show, yearly meeting, Century Plaza Hotel, Los Angeles.

Mar. 3-4—National Automatic Merchandising Association, spring regional meeting, Ambassador Hotel, Chicago.

Mar. 3-4—California Automatic Vendors Council, annual meeting, Holiday Inn Riviera Hotel, Palm Springs.

Mar. 10-11—National Automatic Merchandising Association, spring regional meeting, Monteleone Hotel, New Orleans.

Mar. 17-18—National Automatic Merchandising Association, spring regional meeting, Terrace Hilton Hotel, Cincinnati.

Mar. 23—Amalgamated Music Operators Association of Miami, regular meeting, site to be announced.

Mar. 31-Apr. 1—National Automatic Merchandising Association, spring regional meeting, Claridge Hotel, Atlantic City.

Apr. 1-2—Coin-Operated Industries of Nebraska, regular meeting, Holiday Inn, Grand Island.

Apr. 5-8—National Vendors Association, annual convention & trade show, Monteleone Hotel, New Orleans.

Apr. 7-8—National Automatic Merchandising Association, spring regional meeting, Charleston Inn, Charleston, S. C.

Apr. 8-12—National Association of Tobacco Distributors, annual trade show and convention, New York City.

Apr. 14-15—National Automatic Merchandising Association, spring regional meeting, Sheraton Plaza Hotel, Boston.

Apr. 21-22—Illinois Automatic Merchandising Council, meeting, Lake Lawn Lodge, Delavan, Wis.

May 5-7—Pennsylvania Automatic Merchandising Council, meeting, Host Farm, Lancaster, Pa.

May 19-21—North Carolina Vending Association-South Carolina Automatic Merchandising Association, annual meeting, Myrtle Beach, South Carolina, site to be announced.

May 20-21—Kansas Tobacco-Candy Distributors & Vendors, yearly convention, Lassen Hotel, Wichita, Kan.

May 27-31—National Confectioners Association, 84th Annual Convention, Chicago.

June 16-18—Minnesota Automatic Merchandising Council, meeting, Izzatys Lodge, Mille Lac Lake, Wis.

July 29-Aug. 1—National Candy Wholesalers Association, national convention and trade show, Washington Hilton Hotel, Washington, D. C.

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

Sept. 22-23—National Automatic Merchandising Association, western management meeting, site to be announced.

Oct. 19-21—Ohio Association of Tobacco Distributors, annual convention and trade show, the Neil House, Columbus, Ohio.

in a blue-sky promoter's cigarette machine, candy machine or jukebox.

The best way to make sure the contract is binding is to be certain that the contract was drawn by and with the advice of your lawyer. Both you and the location must believe that the contract is legally binding.

One lesson to learn early is not to "junk up" the contract by putting in so many odd things or provision so unfairly slanted to your favor that you've invalidated the contract.

### Steal Blue-Sky Thunder

Include in the contract those issues, questions, location fears, location doubts, etc., that the "own your own machine and get rich overnight" promoters use as a wedge. Talk about your commissions or other financial payments to the location, if you absorb or pay the taxes, and any other burden you bear or about which the location may have a question and be duped by the promoter later.

Use the contract if practical, and if your lawyer agrees, to show the location what you are doing for him. If you service the machines regularly or take on other commitments to the

location you may wish to refer to these in the contract. This could have the added advantage of limiting your obligations to the location under certain circumstances so that, after a visit from blue-sky promoter, the location does not start demanding a great deal over what was originally promised him.

But this point is tricky. Be certain to confer with your attorney before any listing or mention of the things you promise to do for the location is made. In some parts of the country local law may temper your actions here.

Be sure to cover those things about which the blue-sky promoter cleverly remains silent: Who shall do the servicing of the machine, stocking of the machine, repairing of the machine and replacement during the period in which the device is off location for repairs.

### Clause Forbidding Location-Owned

Maximum insurance against your locations falling prey to the "own-your-own" sellers can be obtained by including in your location contracts an exclusive clause which expressly sets out that the location cannot replace

your machines with any one else's machines, including machines owned by the locations themselves.

This type of clause is in common use throughout the coin machine industry.

If the location notes the existence of this clause at the time of contract signing and questions its inclusion in the agreement point out:

1. That this is no more than the location would ask, were he in the same position.

2. That it is appropriate in light of the risk and investment that the operator is taking.

3. That such clauses are really customary in many areas.

4. That it is for the location's protection, too, since it does not forbid him to ever own his own machine, but only to refrain from doing so while the contract is in force.

5. That this is about the only guarantee or insurance anywhere in most contracts for the operator.

### What Clause Is Not

An anti-location-owned exclusive clause is not a magic pill which will cure all location-owned problems. It will make many locations think a long time before they break your contract. It will discourage many locations from buying the location-owned boy's song and

dance about incredible profits from owning their own machines.

But, in certain cases, it will either be too late to prevent the breach because the location has already installed its own machine and in other cases the location not live up to the clause, even though it realizes the effect of the clause.

In those cases you may have to go to court. In those instances in which you must go to court to enforce your contract it gives you something definite and specific on the point of whose machine shall be allowed on the premises when and if you go before the judge to enforce your rights.

Here is a sample clause containing an exclusive clause with the provision that the location itself may not operate machines in the establishment while the contract is in effect:

### Coin Machine Exclusive Clause

"Proprietor grants company the exclusive right to operate type of machine upon the premises occupied and controlled by proprietor during the term hereof, and no other person, persons or corporations shall have the right to operate the same during the full term hereof, including the proprietor; nor shall any other type of machines be operated on said premises during said term."



# Gottlieb's KING OF DIAMONDS



- ◆ Colorful DROP-CARDS in lightbox indicate when cards are scored.
- ◆ 8 rollovers 5 bull-eye targets and carousel targets score cards Ace through Deuce.
- ◆ Dropping cards 2 through 9 lights rollover for special.
- ◆ All cards down score special and relight one of 5 bulls-eye targets for special.
- ◆ Electric AUTO-BALL LIFT speeds play.
- ◆ New ultra-efficient "DECAGON" scoring units.
- ◆ New ALL STAINLESS steel front molding.
- ◆ New ILLUMINATED score-card holder contains new ball-in-play and game over indicators.
- ◆ Available with TRIPLE coin chute combinations.
- ◆ 3 or 5 ball play option.

**D. Gottlieb & Co.**

That Extra Touch of Quality and ORIGINALITY

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

## Philadelphia Cinejukebox Studies Told

PHILADELPHIA—Lee Weiner, local operator, who placed the Cinejukebox on test location at Bruno's Beef and Ale House at nearby Cherry Hill, N. J., a high-income area and marked by a variety of better eating places, motels and nightclubs, including a nearby racetrack, reported good results recently.

While the jukebox alone averaged \$30 per week, the first week found the Cinejukebox taking in \$69. The second week was \$68.80 and the third week it went up to \$77.75. Significantly, the jukebox average lost no ground. The added take came entirely from the motion picture play.

Most important, said distributor David Rosen, was the fact that the operator had "front money" of \$50 per week as compared with the usual 50-50 split with the location owner on the jukebox alone. It wasn't until the operator took his \$50 that the 50-50 split came in for additional moneys. This meant that instead of the usual \$15 realized by both operator and location owner for the jukebox alone, the first week saw the operator taking in \$50 plus an additional \$9.50 for a total of \$59.50.

While the location owner's take was cut down to \$9.50, he was completely satisfied since the Cinejukebox brought in more customers for more business in general. In addition to increased traffic, the Cinejukebox also enhanced the room's public image by being among the first to offer this new and exciting entertainment medium.

The "success story" for Cinejukebox at Cherry Hill was typ-

## New Equipment



Whirley Industries—Car Wash

A two-minute car wash unit is now under production at Whirley Industries, Inc., Warren, Pa. Operated at 50 cents, the unit features wax and underspray and employs "around the car" overhead "wand" suspension spray system. Designed to fit into existing gasoline station and car wash bays, the unit utilizes stainless steel and anodized aluminum fabricating materials and stainless steel tanks for wax and water storage.

ical of other tests, said Rosen. Virtually the same figures applied to the report of Automatic Equipment Co. in nearby Chester, Pa., which has a Cinejukebox on test location at the Del-Mar Tavern in Foxcroft, Pa., where the patronage comes largely from industrial plants throughout the area.

Still a third location turning in the same figures is the operation of Samuel Stern, local music operator, who placed Cinejuke-

box on a college campus locally. The machine is at the Living Room, a restaurant on the campus of Temple University in the city itself.

Indicative of the profit structure for the operator is the fact that Rosen's lease-purchase plan begins as low as \$20 per week rental, including films, for a minimum lease of 25 weeks, with all moneys applied to the purchase of the machine if so desired by the operator.

## Vending News Digest

• Continued from page 74

problems. In a 12-month period, for example, 68 vending operators polled in the survey reported a total loss of \$241,610 through theft of cash and products from machines.

Theft from machines and damage to equipment caused by break-ins were ranked as leading problems by all 96 companies replying in the survey. Individual losses in burglaries ranged from \$50 to \$18,000 during the 12 months. Theft by employees cost 46 firms a total of \$64,076. Fifty-five firms reported \$41,321 total damages during 12 months from vandalism.

Among successful remedies suggested for "destructive entry," one of the most frequent robbery modes, were more frequent collection, stricter control of inventory, obtaining the co-operation of location proprietors, padlocks and containment bars on machines and intensified screening procedures in hiring employees.

### Korfhage Named Program Chairman

CHICAGO—Program committee chairman for the 1967 joint annual session of Candy Technologists and the National Confectioners Association will be Dr. Roy F. Korfhage, Ambrosia Chocolate Co. division of W.R. Grace & Co. Co-chairman will be Harold Gordy, American Chicle Co. division of Warner-Lambert Pharmaceutical Co.

The meeting will be held in conjunction with the annual NCA convention Saturday, May 27, in Chicago.

### Supermarket Cigaret Vending

NEW YORK—A survey made of supermarkets here recently revealed that many market managers are interested in preventing cigarette pilferage through vending single packs rather than selling them over the counter. Most managers contacted said they did not believe patrons would object paying the few extra cents involved in buying their single packs from venders.

### A.R.A. Building in Houston

HOUSTON—Construction has commenced on a new 10,000 square-foot building for Automatic Retailers of America, Inc., at the corner of Seamist and Wynnwood here.

The building will house the Houston subsidiary of A.R.A., which currently leases quarters. A.R.A. employs 33 persons here.

### Vending Stock Sale Voided

LOUISVILLE, Ky.—Jefferson Circuit Judge Lyndon R. Schmid has agreed to void the 1964 sale of Wagg Cigaret Vending, Inc., stock valued at \$105,777.80 to the B.&B. Novelty Co. Murrel Klein, a stockholder in Wagg, filed suit in 1965, objecting to the sale of stock, declaring that in accordance with a stockholders' agreement the stock would have been offered to other Wagg stockholders first.

### James Lanagan, 76, Dies

INDIANAPOLIS—Nik-O-Lok Co. and Standard Change-Makers, Inc., board chairman James Bernard Lanagan, 76, died at his home here Dec. 19, 1966. He was a past president of the National Automatic Merchandising Association and was an honorary member of the NAMA board. He is survived by his widow, a son and a brother, all of Indianapolis.

### Stamps Stamp Out Bootlegging?

RICHMOND, Va.—A suggestion that some form of stamp be placed on packages of cigarettes sold in North Carolina to counteract bootlegging to other States having high taxes on cigarettes has been labeled unworkable by William A. O'Flaherty, executive director of the Tobacco Tax Council, Inc., here.

"Who would pay the North Carolina wholesalers for affixing the stamps," O'Flaherty asked. "And who would enforce the law since there is no State cigarette excise tax in North Carolina and it is not their problem? All these questions become insignificant when you consider that the basic problem is that the cigarette tax rate in certain States is simply too high."

### American Tobacco Seeks R.C.

NEW YORK—American Tobacco Co., the nation's second largest cigarette manufacturer, is negotiating to acquire Royal Crown Cola Co. It would reportedly be a \$100 million deal. RC would operate separately under present management.

### Seattle Vending Vet Dies

SEATTLE—Veve A. Nelson, 68, partner in the Nelson and Michael Vending Machine Co. since 1938, died recently. He came to Seattle in 1916. He was also owner of Nelson Amusement Co. He is survived by his widow, a son and two brothers.

### Cigaret Sales at Record Peak

WASHINGTON—For the second straight year since the 1964 United States surgeon general's report on cigarette smoking, sales of cigarettes showed a rise. In 1966, Americans, including servicemen overseas, consumed an estimated 529 billion cigarettes, a new record. Experts anticipate a rise in 1967, too. By comparison, sales of cigars and cigarillos fell 3 per cent; sales of pipe tobacco fell 2½ per cent.

U.S. Agriculture reports reveal that the rise in cigarette consumption was registered in spite of increased retail prices, to say nothing of increased taxes. Cigaret prices as of September, 1966, were about 3.25 per cent above December, 1965 prices and 11.5 per cent over prices in December, 1964.

**Williams** **MAGIC CITY**

SINGLE PLAYER  
ADJUSTABLE 3-5 BALL PLAY

**LITE MAGIC CITY**  
Lite The Letters In Magic City To Make  
The Two Outside Bottom Rollovers  
Score Special

**LITE STAR**  
Lite Star To Make Two Inside  
Bottom Rollovers Score Special  
And Center Jet Bumper Score  
100 Points.

**MATCH FEATURE**  
Coin Mechanism Flexibility  
Optional-Single, Double Or Triple Chutes  
Coin Dividers In Cash Box

- Stainless Steel Moulding and Trim
- Stainless Steel Door & Frame
- Plasticote Finished Playfield
- Automatic Ball Lift

**Williams** **ELECTRONICS, INC.**  
3401 NORTH CALIFORNIA AVENUE • CHICAGO, ILLINOIS 60618  
CABLE ADDRESS WILCOIN CHICAGO  
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR



# Coinmen In The News

• Continued from page 71

& Co., Birmingham; **B. Bullock**, B. Bullock, Ltd., Birmingham; **Mr. and Mrs. H. Wareing**, Coin Automatic Co., Yorkshire; **B. Blackburn**, C. Tempest & Co., Yorkshire; **E. Douglas**, Planet Amusement Trades, Yorkshire; **E. Moss**, Gamatics Machine Co., Yorkshire; **D. Weston**, Electromex Co., Yorkshire; **W. Button**, W. Button & Co., Yorkshire; **Mr. and Mrs. E. Woolhouse**, E. W. Woolhouse & Co., Nottingham; **Mr. and Mrs. W. Coughtrey**, Coughtrey's Automatic, Nottingham; **G. Akins**, G. Pepper, W. Woodward, Akins Automatic Co., Nottingham; **S. Driscoll**, W. Greenwood, S. Mortensen, Lucid Automatics, Ltd., Blackpool; **W. Greaves** and **J. Hillard**, Greaves Amusement Co., Leicester; **Mr. and Mrs. G. Higgs**, D. R. Higgs, Ltd., Hereford; **A. Taddei**, A. Taddei, Ltd., Scotland; **L. Dean**, Tower Amusements, Scotland; **Mr. and Mrs. M. Shefras**, M. Shefras & Sons, Ltd., Surrey; **Mr. and Mrs. E. Robertson**, "The World's Fair," London; **T. Gaston**, D. F. Long & Co., Ltd., London; **D. W. Franklin**, D. W. Franklin (Caterers), Ltd., Poole and **Gloria Zukerman**, "Visit-U.S.A." co-ordinator, El Al Israel Airlines. . . . An exhibition of 24 paintings by **Karl Wirsum** at the Dell Gallery, 620 N. Michigan Avenue, includes what gallery owner **Majorie Dell** calls "pinball machine art." Wirsum achieves the effect by painting directly on the underside of the glass. Wonder where he got that idea? **RAY BRACK**

## INDIANA

Officers of the new group are president, **Richard D. Courtney**, Servomation of Indiana, Muncie;

vice-president, **Charles E. Bertsch**, Bertsch Vending Co., Inc., Warsaw; secretary, **Earl Dixon**, Indiana Vendors, Inc., Indianapolis; treasurer, **Orval J. Fetters**, Automatic Dispensers, Inc., Richmond.

In addition to the above, the following were elected to the board of governors: **Carl Bennett**, Kinney - Bennett - Kinsey, Inc., Ft. Wayne; **Louis Dommer**, Pool Vending Co., Valparaiso; **Joseph Zarick**, Tamer Candy & Tobacco Co., Seymour; **Fred Fowler**, Fowler Automatic, Inc., Cambridge City; **Andrew Russell**, Steel City Vendors, East Chicago; **Charles French**, Vendall Co., Inc., Ft. Branch; **Robert W. Martz**, Hooks Catering, Indianapolis; **Wallace Lee Jr.**, ARA Service of Indiana, Indianapolis; **E. E. Kinnear**, Automatic Vendors, Inc., Logansport; **Julius M. Hobbs**, Jolly Hobbs Coffee Service Co., Indianapolis.

## Rock-Ola's Doris Sees Big 1967

• Continued from page 69

more profit to the operator and location," he added.

"We were one of the first to combine both vending and music with all our distributors," Doris pointed out.

Back to music again, Doris said, "We realized the need for a compact phonograph as far back as 1961 when we introduced the Princess. We later brought out the Princess Royal, the Starlet, the Coronado and now the Concerto. The acceptance of these compact phonographs has been fantastic. We rarely find one that has been traded back in to a distributor."

A large measure of the compact phonograph's popularity in Doris' opinion is the shortage of space in so many locations. "We find this true in the rural areas in the South and Southwest part of the country," he said. "But there are many suburban locations around larger cities where a compact phonograph serves a vital need," he added.

Going from phonographs to wall boxes, Doris said he was currently trying to program more production. "Our wall box business is up 600 per cent at least," he said. "This has all come about since we introduced speakers with them and also because all our current phonographs have exchangeable stepper mechanisms in them for adding on wall boxes."

## KORITZ-FORD SUIT

# Will St. Louis Case See Jury?

• Continued from page 73

third amended complaint could not relate back to the earlier amendments. Referring to the later complaint he said, ". . . Defendant contends this amounts to a change of causes of action, from per se to per quod. That is, it contends that is the first pleading of special damages. However, this contention is unimportant in regard to the relation back of the amendment because there can be no relation back if there was no cause of action stated in the Second Amended Complaint. We have determined that none of the pleadings stated a cause of action in per quod libel. If plaintiffs were trying per quod libel for the first time when they filed their Third Amended Complaint, they were too late . . ."

Meredith's dismissal action was actually in answer to Ford Gum's motion to either strike Koritz's third amended complaint in its entirety or to dismiss the second count. But with Count I and III remaining much is still to be determined.

In Ford Gum's answer to the newly introduced charges the New York company said, ". . . Defendants acts were legally justified for the reason that defendant had prior contractual relations with the customers of plaintiffs and a financial interest therein, and for the further reason that plaintiffs had obtained contracts in violation of fiduciary and contractual duty owed to defendant, by reason of which they can claim no rights

or benefits in said contracts as against defendant."

Yet another aspect of the case concerns Ford Gum's allegations that, ". . . unbranded gum started to appear in the self-service machines, mixed in with defendant's branded gum."

Koritz's earlier reply to this charge was that, ". . . the operator under the contract with the Ford Gum & Machine Co. was Mark Koritz and not Four Jems, Inc. It is possible, however, through inadvertance that unbranded gum became co-mingled with Ford Gum products."

### Movement of Machines

In the third amended complaint under Count II, Koritz stated, ". . . Plaintiffs acquired said machines from their predecessor and plaintiffs entered into contracts with the hereinabove named and other Kiwanis Clubs and plaintiffs did then procure gum products from other manufacturers and undertook to dispense said gum products which 'greatly disturbed' the defendant causing the defendant who lost the plaintiffs' business to wilfully and maliciously . . . publish the hereinabove referred to libel and maliciously and wilfully . . . remove plaintiffs' machines from certain locations as hereinabove alleged."

In its second counter-claim Ford Gum charges it has lost \$10,000 in profits as a result of, ". . . The wrongful acts of plaintiffs in substituting unbranded gum." Ford Gum also charges it has lost \$15,000 in further profits through, "Plaintiffs malicious interference with Defendant's contractual relation-

ships." Another claim for losses and incurred expenses formerly put at \$10,000 is now stated to be \$20,000. Additionally, Ford Gum is asking for punitive damages of \$50,000.

## Moran Says No Atlanta School

• Continued from page 69

to have been willing to settle for an informal pledge from the industry of a certain number of trainees for the first school session. Marks apparently demanded a binding contract. The result was an impasse.

Moran and Marks have since come to a parting of the ways, it is reported.

"I am thoroughly discouraged," Moran said. "I have little hope for either an Atlanta or Chicago school."

Moran has pioneered industry trade schools. He founded the first such facility in Denver two years ago. The former Denver operator was honored as Billboard's newsmaker of the year for his efforts during 1966 to awaken the industry to the possibilities of manpower training.

The industry's own estimate is that 2,000 new coin machine technicians are urgently needed and could be placed at this time.



## ALL MACHINES READY FOR LOCATION

CC Corvette	\$895.00
Bally Champion Horse	345.00
United Capri	295.00
United Savoy	95.00
United 7 Star	225.00
AMI JEL 200 Sel.	295.00
AMI J120	155.00
Rock-Ola 1458	155.00
Rock-Ola 1468	195.00
Seeburg DS 100	495.00
Seeburg Q	325.00
Wurlitzer 2610	395.00
AMI WQ 120 & 200 Wall Box	35.00
Seeburg 3W1 Wall Box, As Is, But Complete	5.00
Seeburg E1 Cigaret Machine	65.00
Seeburg E2 Cigaret Machine	95.00
Eastern, 22 Col.	45.00
Cable: LEWJD Call, Write or Cable.	

**Lew Jones** Distributing Co.

Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: ME1rose 5-1593

## THE ARCADE SEASON IS APPROACHING—PLEASE PLACE YOUR ORDERS NOW TO INSURE PROMPT DELIVERY

ARCADE EQUIPMENT	
Arizona Gun	\$250
Atomic Bomber	125
Bally Fun Fone	95
Bally Golf Champ.	150
Bally Periscope	175
Bally Undersea	175
Raider	175
Capitol Auto Test	475
Capitol Midget	110
Movies	110
C.C. Basketball	125
Champ	125
C.C. Drop Ball	125
C.C. Goalee	145
C.C. Par Golf	495
C.C. Pro Basketball	250
C.C. Pro Hockey	250
Card Vendors, 2 col.	75
Color Comic Peek	125
W/sound	125
Dale Auto Driver	795
Evans Baf-A-Score	175
Ex. Hi-Ball	125
Ex. Space Age	175
Genco Grandma	195
Genco Motorama	165
Genco Quarterback	175
Hi-Fly Baseball	125
Hole-in-One	145
Horseshoe Vendors	125
Ingo Floor Grip	50
Jet Pilot	175
Kay Hockey	165
Kayo Champ Boxer	195
Kiddie Color Cartoon	175
License Bureau	95
Little Pro Golf Game	\$250
Love Meters, Ft. Model	95
MacLevy Foot Vibrator	125
Mercury Floor Grip	125
Metal Typar, Harvard	225
Metal Typar, Standard	225
Midway Carnival	225
Midway Raceway	245
Midway Red Ball	125
Midway Skee Fun	195
Midway Target	195
Midway Winner	245
Mini-Golf, 2 play	295
Muto. Drivemobile	175
Muto. Flip Type	125
Movies	125
Muto. Lord's Prayer	150
Muto. Plastic Vender	95
Muto. Silver Gloves	175
Muto. 3-D Art Parade	145
Muto. Voice-O-Graph	750
Panorams, Capitol	475
Panorams, Mills	575
Pro-Golfer	295
Shoe Shiner	150
Ski & Score	1095
Southland Speedway, 2 Pl.	275
KIDDIE RIDES	
All Tech Chuck Wagon	\$375
All Tech Cow Pony	395
All Tech Fire Engine	395
All Tech Hi-Way Patrol	395
All Tech Indian Scout	450
All Tech Mus. Ferris Wheel	350
All Tech Satellite	\$395
All Tech Whirleybird	395
Auto Test	425
Bally Champion Horse	395
Bally Little Champion	295
Bally Model T Ford	325
Bally Motorcycle	325
Bally Speed Boat	275
Bally Toonerville Trolley	295
Bally Western Express	375
Baf-Man Car, New	795
B. Lane Merry-Go-Round	275
B. Lane Miss America Boat	275
B. Lane Moon Rocket	365
Ex. Big Bronco	295
Ex. Junior Jet	175
Fischer Flipper	595
King's Choo-Choo Train	195
Old Smokey Train	275
GUNS & RIFLES	
C.C. Champion Rifle	\$295
C.C. Long Range Rifle Gallery	350
C.C. Plyland	325
C.C. Pony Express	275
C.C. Riot Gun	365
C.C. Texas Ranger	495
C.C. World's Fair Rifle	350
Genco Gun Club	195
Mid. Shooting Gallery	195
Mid. Monster Gun	495
Mid. Rifle Champ	375

WE NEED  
BUCKAROO, NORTH STAR, RACK-A-BALL, WORLD FAIR, KINGS & QUEENS, BANK-A-BALL, BOWL-A-RAMA, C.C. RAY GUNS, SEEBURG COONGUNS, KEENEY TWO-GUN FUN, A.M.I. models H, I, J & K-200.

## Cleveland Coin International

2029 Prospect Ave., Cleveland, Ohio 44115  
CABLE: CLECOIN (216) 861-6715

## CHICAGO COIN'S NEW 4-PLAYER

FLIPPER TYPE PIN BALL GAME



# Festival

Play Action with Appealing Suspense

## UNIQUE CENTER SPIN-TARGET FEATURE

- 5 ROTATING SCORING TARGETS
- TARGETS SCORE FROM 1 TO 500 POINTS — WITH BUILD-UP POINT FEATURE
- STAR TARGET SCORES EXTRA BALL WHEN LIT
- TARGET VALUES INCREASE BY BALL ROLLING THRU LANES A-B-C-D-E

## BOTTOM SIDE LANES

3 POP BUMPERS

3 INDIVIDUAL COIN CHUTES

5c-10c-25c

GOING STRONG! PARK LANE • SUPER-SCOPE • FLAIR

CHICAGO COIN MACHINE DIV. CHICAGO DYNAMIC INDUSTRIES, INC.

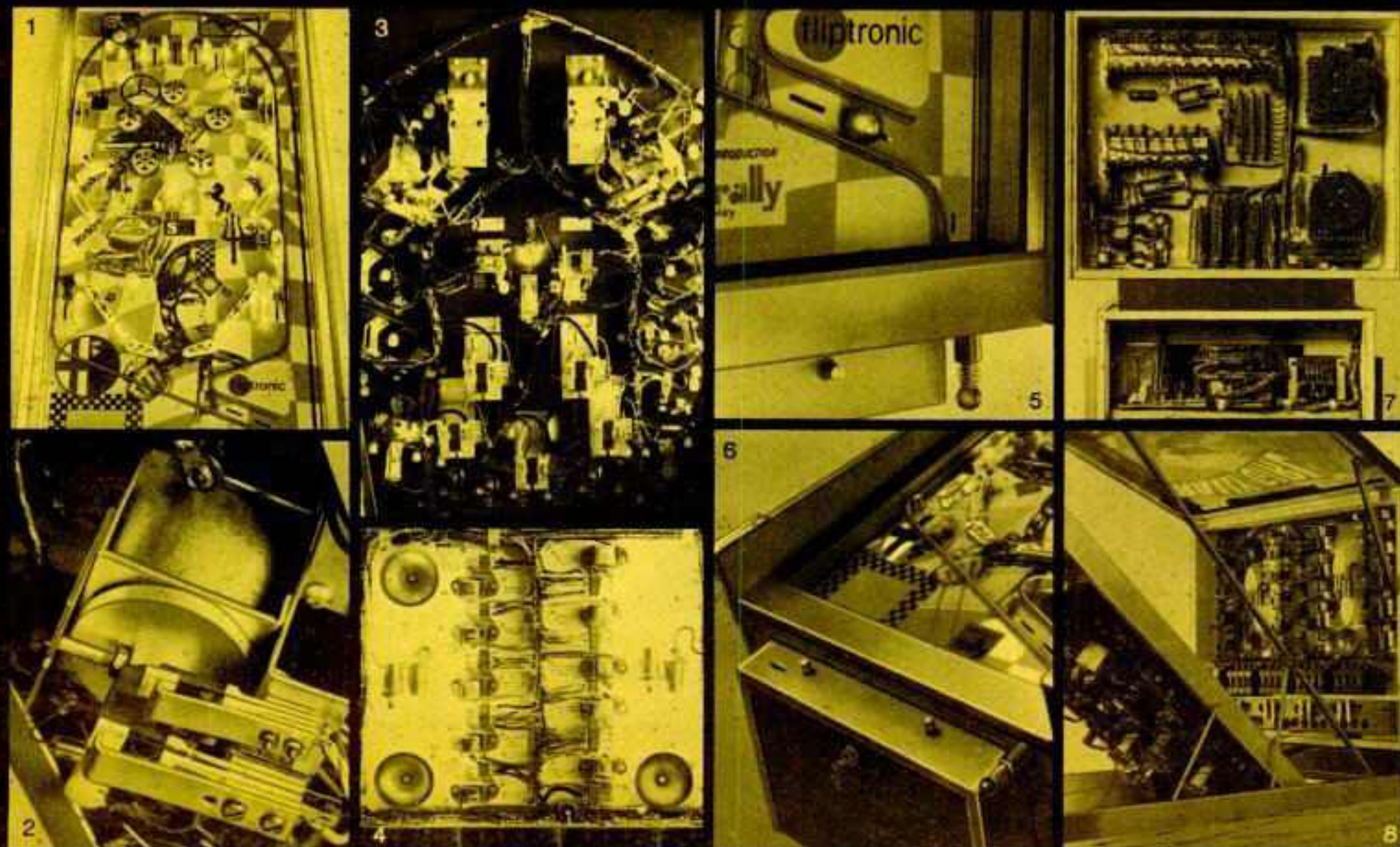
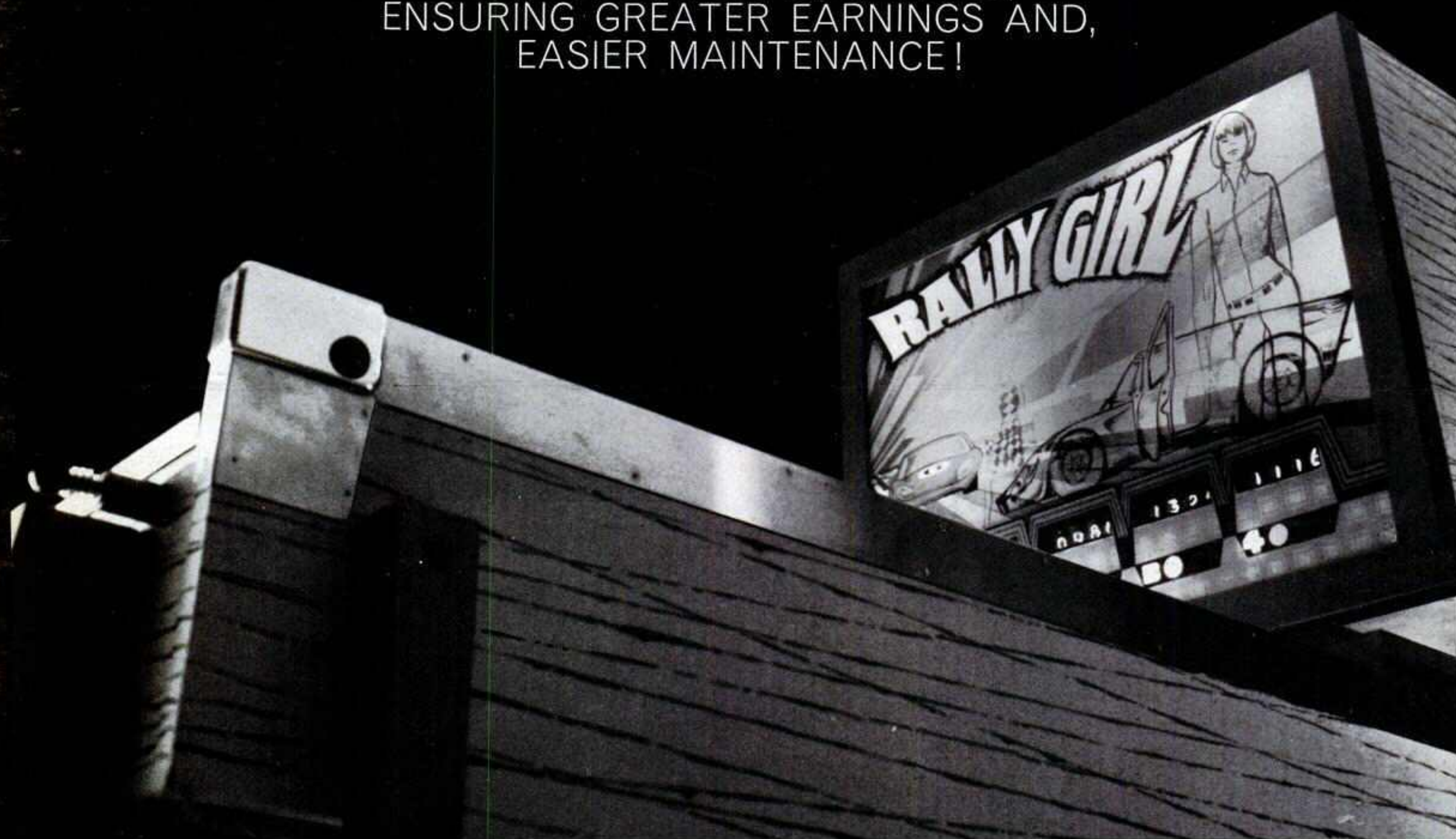
1725 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60614



# FLIPPER REVOLUTION!

## NEW STYLING WITH "FLIP-TRONICS"

BRILLIANT AND LIVELY,  
MODERN DESIGN,  
DATING ALL EARLIER TYPES,  
ENSURING GREATER EARNINGS AND,  
EASIER MAINTENANCE!



## LOOK! THIS IS "FLIP-TRONIC"

**Liveliness:** Exciting designs of bumpers and kickers (1), Monoblok elements - high speed contacts (2-3), improved blackflash lighting (4). No more ball raising: ball-plunger automatically loaded (5). Larger playing field area

**Easy maintenance:** Cash box and coin rejector are independant with separate locks (6). Blackflash opens back and front, flash screen in hinged frame. Playing field glass in hinged frame and supported by movable supports enabling quick access to all mechanisms (7-8). New high speed contacts avoid adjustments (2).

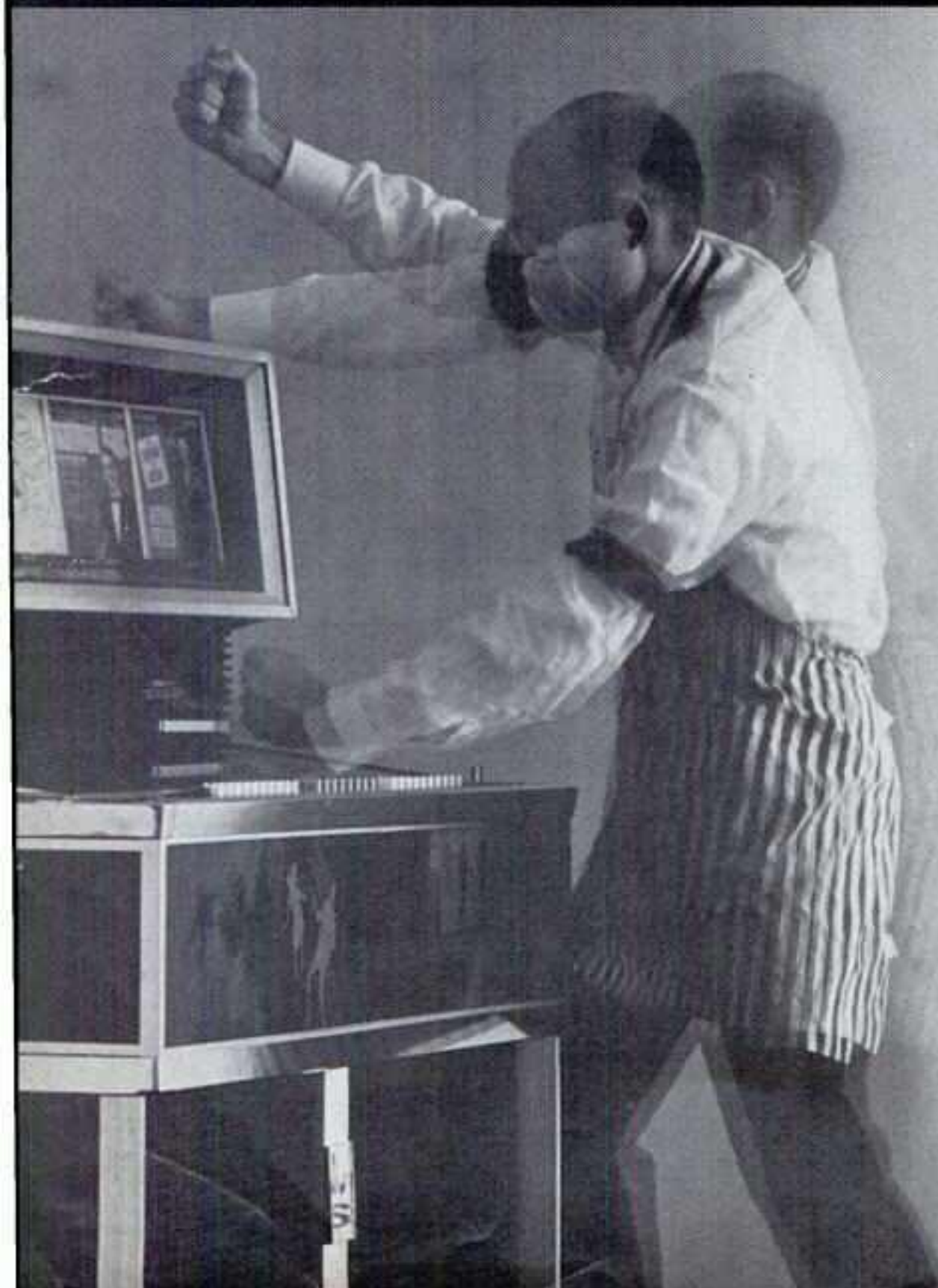
... This is Flipper REVOLUTION. Its means: outstanding features combining the advantages of electronics and electromechanical techniques. Its aim: highest earnings. Its result: higher profits. This is the real meaning of RALLY "FLIP-TRONICS"

**rally** B.P. 171 06 Nice R.P. tél. 80.58.26

Kommanditgesellschaft ERICH SCHNEIDER GMBH & CIE - Lagerstrasse 9 - 2 HAMBURG 6 - R.F.A. - tél: 439.50.51 - 53 • PHILIP SHEFRAS LIMITED - Hollybush Place - Bethnal Green Road - LONDON E.2. - Angleterre - tél: SH0reditch 4563/4 • ROBERTO SPORT - Via Dogliani 6 - TORINO - Italie - tél. 23.25.17 • S.O.M.A.G.A. - B.P. 1107 - LIBREVILLE - République du Gabon - tél: 97-69 - 27.72 • OY GEMCO AB - Wallininkatu 7 - HELSINKI 53 - Finlande - tél: Puh. 71.18.33 • AB ARISTOCRAT - Högbergstigen 9 - LIDINGO 4 - Suède - tél: 775.12.09 - 63.60.75.

DUMESNIL PUBLICITÉ  
Copyrighted material

# How can Seeburg guarantee that this will never happen? never happen? never happen? never happen? never happen?



We do it with a revolutionary new kind of trip-switch nobody else has.

Seeburg's new *magnetic reed switch* trips records with fantastic regularity. It's just one of the little extras that make the Seeburg Stereo Showcase the most advanced coin-phonograph in the world.

With this switch, there is never any "sticking" at the end of a record to annoy location patrons and make the bartender drop everything to cancel it.

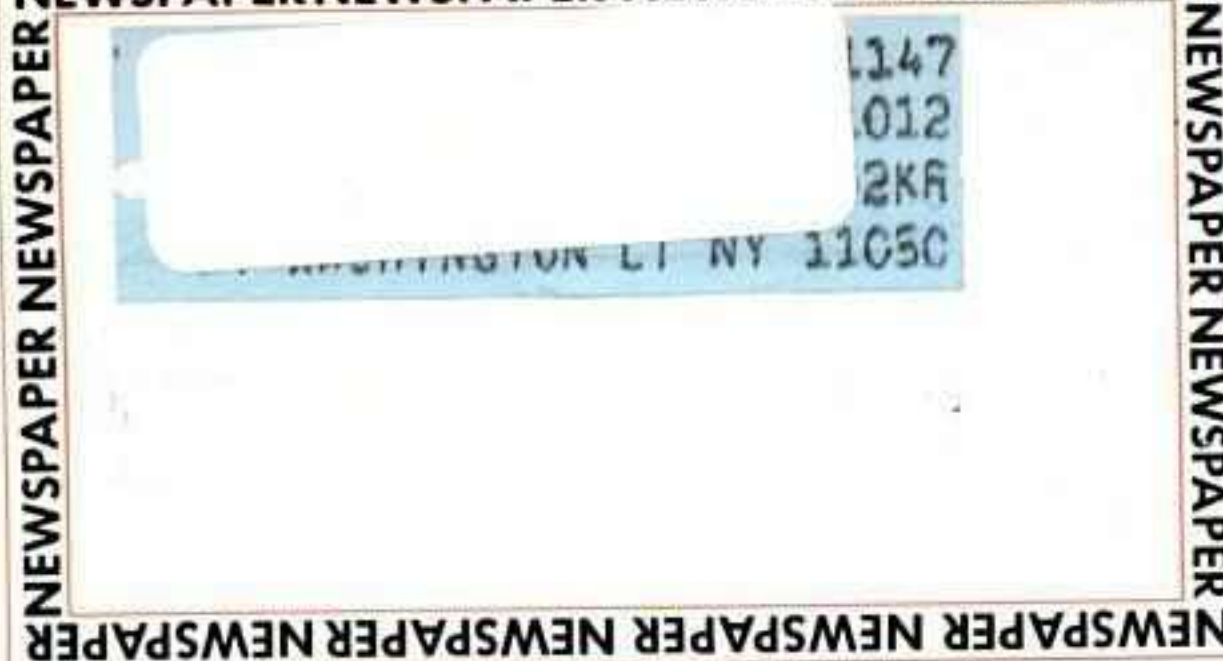
We won't bother you with the technical details. (Ask your distribu-

tor for those.) We will tell you that it works so well we've placed a five-year warranty on it.

Operators and location personnel who have seen this new switch in operation cannot praise it enough, enough, enough, enough, enough . . .

**SEEBURG** Growth through continuous innovation

The Seeburg Sales Corporation  
• International Headquarters  
Chicago 60622



# Reviews

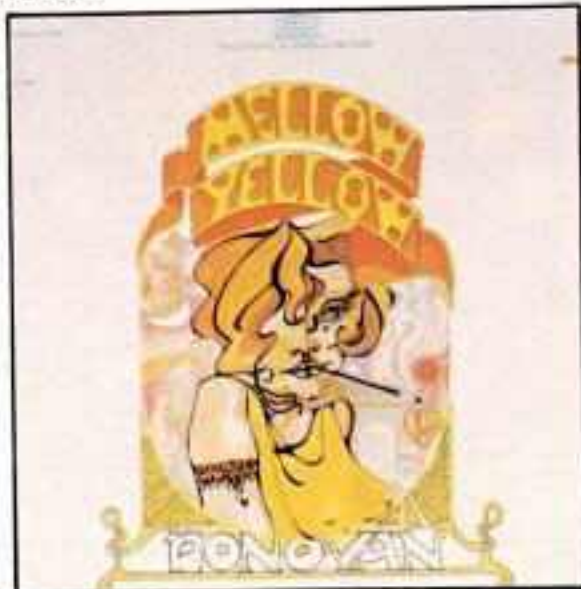


**POP SPOTLIGHT**

**MELLOW YELLOW**

Donovan. Epic LN 24239 (M); BN 26239 (S)

Riding in on the crest of his smash hit single "Mellow Yellow," Donovan has come up with an LP followup that should be equally successful. The 10 selections, penned by the vocalist, are highlighted by "Sand and Foam" and an intriguing "House of Jansch."



**POP SPOTLIGHT**

**MANTOVANI'S GOLDEN HITS**

London LL 3483 (M); PS 483 (S)

From his first hit "Charmaine" to the recent "Games That Lovers Play," the master of the string orchestra has remained at the peak of his field. This outstanding collection of familiar Mantovani classics, including "Around the World," "Summertime in Venice" and "Moon River," is destined to be one of his best sellers.



**POP SPOTLIGHT**

**SWEET MARIA**

Billy Vaughn Singers. Dot DLP 3782 (M); DLP 25782 (S)

With their current single "Sweet Maria" creating a stir, the Billy Vaughn Singers should have a big item with their album followup. The program is assembled from some of the best of today's hits, including "There Goes My Everything," "The Wheel of Hurt" and "Wish Me a Rainbow." Smooth vocal blend and exceptional arrangements.

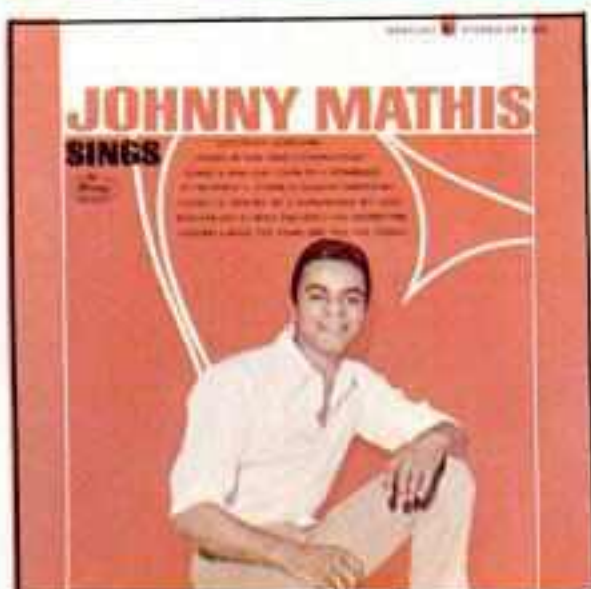


**POP SPOTLIGHT**

**BETWEEN THE BUTTONS**

Rolling Stones. London LL 3499 (M); PS 499 (S)

Every LP by the Stones has been a hot chart item, and this latest collection will be no exception. Their hard-driving beat is evident throughout, and their singles hits "Ruby Tuesday" and "Let's Spend the Night Together" are included adding immediate sales appeal. "Miss Amanda Jones" and "Cool, Calm and Collected" are outstanding in this winning package.



**POP SPOTLIGHT**

**JOHNNY MATHIS SINGS**

Mercury MG 21107 (M); SR 61107 (S)

The dreamy vocal stylings of Mathis is enhanced by lush arrangements in this exceptional program of old and new tunes. His current single "Saturday Sunshine" is included, along with fine performances of "I Wish You Love," and "Somewhere My Love." Especially effective is his interpretation of "The Second Time Around."

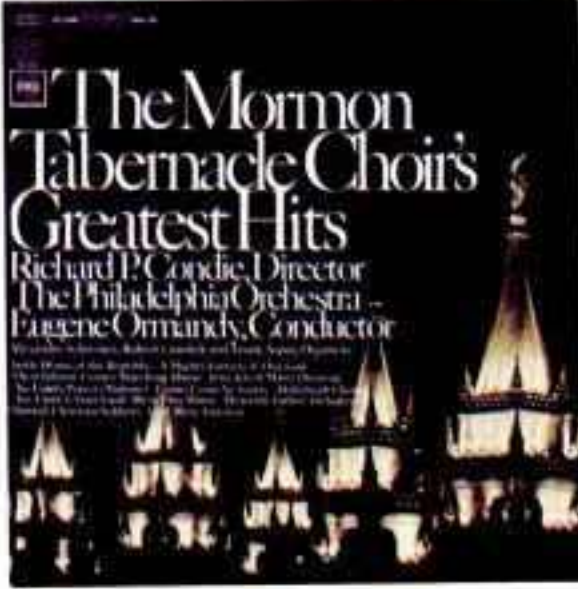


**POP SPOTLIGHT**

**DOC SEVERINSEN & "FRIENDS" SWINGING & SINGING**

Command RS 909 (M); RS 909 SD (S)

Severinsen's swinging trumpet is complimented by the smooth voices of his "friends" as together they romp through a top program of new and vintage tunes. "It's Not Unusual," "Summer Wind" and "So Nice" are but three of the outstanding.



**POP SPOTLIGHT**

**THE MORMON TABERNACLE CHOIR'S GREATEST HITS**

Columbia ML 6351 (M); MS 6951 (S)

The most outstanding performances of the world renowned choir have been assembled in one package, and the result is their most powerful entry to date. Their thunderous reading of "Battle Hymn of the Republic," a joyous "Hallelujah Chorus" from the "Messiah" and a resounding "This Land Is Your Land" are gems.



**POP SPOTLIGHT**

**AND WE WERE LOVERS**

Shirley Bassey. United Artists UAL 3565 (M); UAS 6565 (S)

The unique stylist is at her very best in a program of beautiful pop ballads. Her powerful voice brings a brilliance to "And We Were Lovers" from "The Sand Pebbles," "Dommage, Dommage" and "Walking Happy." "If You Go Away" becomes an experience in the Bassey version, and her "Big Spender" is a delight. A winner—artistically and commercially.



**POP SPOTLIGHT**

**FRANCE**

London Festival Orch. & Chorus/Mormon Choir of England (Black) London SP 44090 (S)

The grandeur and romance of France comes excitingly alive in this beautiful album by the London Festival Orchestra, conducted by Stanley Black. Thrilling stereo adds dimension to lush arrangements of "I Love Paris," "La Mer," and a medley of songs from "Gigi." Should be a top sales item.



**POP SPOTLIGHT**

**GOLDEN HITS FROM THE GANG AT BANG**

Various Artists. Bang LP 215 (M)

Neil Diamond's "Cherry, Cherry" and "Solitary Man," the McCoy's "Fever" and "Hang On, Sloopy," and the Strangeloves' "I Want Candy" and "Cara-Lin" add up to one terrific rock package. The Exciters do a great job on "A Little Bit of Soap." Teens will love this one, and bring it onto the charts with a bang.



**COUNTRY SPOTLIGHT**

**DOWNTOWN COUNTRY**

Connie Smith. RCA Victor LPM 3725 (M); LSP 3725 (S)

The country stylist has a hot package here that should do well in both pop and country markets. Her treatments of "Down Town," "Ride, Ride, Ride" and "My Heart Has a Mind of Its Own" are exceptional, but the highlight is her powerful rendition of Sandy Posey's "Born a Woman" hit. Her own hit single "The Hurtin's All Over" is included.



**CLASSICAL SPOTLIGHT**

**MAHLER: DAS LIED VON DER ERDE (2 LP's)**

Ludwig/Wunderlich/Philharmonia & New Philharmonia Orchestras (Klemperer). Angel B 3704 (M); SB 3704 (S)

Ludwig and the late Fritz Wunderlich, both accomplished lieder singers, are excellent. Klemperer expertly conducts the New Philharmonia with "Der Abschied" a triumph for Ludwig and orchestra.



**CLASSICAL SPOTLIGHT**

**MORE VIRTUOSO MUSIC FOR GUITAR**

John Williams. Columbia ML 6339 (M); MS 6339 (S)

Virtuosity is Williams' forte and this pressing gives this virtuosity full play. In music spanning four centuries, Williams is ever the master guitarist. Torroba's "Aires de la Mancha" and Bach's "Prelude and Fugue" in the Segovia transcription are among the standouts.

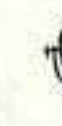
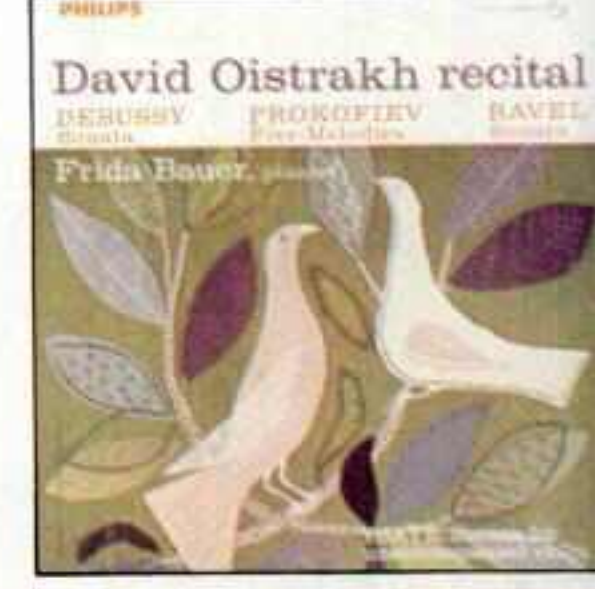


**CLASSICAL SPOTLIGHT**

**DAVID OISTRAKH RECITAL: DEBUSSY/PROKOFIEV/RAVEL**

Philips PHM 500-112 (M); PHS 900-112 (S)

Oistrakh's sweeping violin rises and falls with remarkable precision in these four different selections. His gentle and smooth, open and crisp, as the occasion demands. A winning, delightful record.



**CLASSICAL SPOTLIGHT**

**SCHUMANN: CELLO CONCERTO IN A MINOR/BLOCH: SCHELOMO**

Andre Navarra/Czech Philharmonic Orch. (Ancerl). Epic LC 3937 (M); BC 1337 (S)

Navarra plays one of Schumann's last brilliant works with compassion and technical skill. The Bloch reading is of high caliber. Ancerl's conducting and Czech orchestra fit perfectly.



**JAZZ SPOTLIGHT**

**MERCY, MERCY, MERCY**

The Cannonball Adderley Quintet. Capitol T 2663 (M); ST 2663 (S)

Currently riding high on the singles charts with his "Mercy, Mercy, Mercy," Adderley should find this outstanding album follow up a sales winner. "Hipadelphia" and "Sack o' Woe" are just two gems given the Adderley treatment in this strong David Axelrod production.

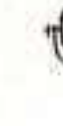


**JAZZ SPOTLIGHT**

**TOBACCO ROAD**

Brother Jack McDuff. Atlantic 1472 (M); SD 1472 (S)

Jazz with soul. The soul will get this album some valuable exposure on r&b radio stations, so this will no doubt be Jack McDuff's biggest seller to date. Tunes wailed include "Tobacco Road," "Blowin' in the Wind" and "Wade in the Water."



**R&B SPOTLIGHT**

**WHERE SOUL LIVES**

Baby Ray. Imperial LP 9335 (M); LP 12335 (S)

The single "There's Something on Your Mind," will pave the way for big sales of this album, but it deserves special consideration anyway. Baby Ray turns in a fantastic job. "The House on Soul Hill," "The Wild Side of Life," "What Am I Living For" make it a great album.



**INTERNATIONAL SPOTLIGHT**

**BAILANDO CON TITO (DANCING WITH TITO)**

Tito Rodriguez. United Artist UAL 3576 (M); UAS 6576 (S)

A winner in the expanding Latin market Rodriguez here delivers a disk of his best. These dance rhythms should have wide appeal, whether rapid as "Nunca" and "Zangandonga" or more romantic as "Vieja Luna." The 12 selections add up to a sparkling Latin-American dance party.