

Billboard

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The International Music-Record Newsweekly

British Going U.S. Marketing Route

By DON WEDGE and GRAEME ANDREWS

LONDON—Britain's evolving record market, waiting anxiously for news of governmental plans for a broadcasting upheaval, is constantly being shaken by a series of moves which take it nearer the American pattern of trading.

This week for instance, S. A. Beecher-Stevens, former marketing manager at Decca, moves across to EMI Records to take a top job in the production and marketing of EMI's own repertoire.

Though not quite a precedent, moves of executives at such level in the British record business are extremely rare. Norrie Paramor, who has become controller of the EMI group's publishing activities and manager of international pop a&r (Billboard, Oct 29), will continue as a general manager of EMI Records until December 31.

The Beecher-Stevens move can be seen as a further strengthening of EMI Records marketing organization as its consolidates its summer switch to direct distribution and at the same time introduces a pilot racking scheme amid an outcry from dealers.

EMI's move marks the first time a major British manufacturer has gone into rack-jobbing. The giant EMI company has started three pilot programs after studying the results of racking in America. The company stresses that the move was resisted by the British majors for years—is only an experiment.

But dealers and rival manufacturers know that if

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Language CARtridges Put Learning in Driver's Seat

By MIKE GROSS

NEW YORK — Foreign language instruction via courses on CARtridge tapes will turn the car into a classroom within the next few months. RCA Victor has concluded an agreement with the Institute of Language Study to provide courses in Spanish, French, German and Italian specifically designed for the Stereo-8 tape cartridge, and Berlitz Publications, an affiliate of Berlitz Schools of Languages of America, will put its own cartridge course on the road.

Victor had been working for the past several months with Robert Livesey, president of the Institute of Language Study, on the development of the cartridge courses specifically for Stereo-8. The course, according to Irwin Tarr, vice-president of tape marketing for the

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ARD, GVL in Accord

BONN—Agreement has been reached by ARD, the West German radio-TV network, and the GVL, the Society of Performing Artists, thus ending the ARD's boycott of disk music radio programming.

At a meeting in Cologne, negotiations for both sides worked out a compromise whereby ARD will increase its disk royalty payments to the GLV four-fold—from 25 cents per program minute to \$1. The artists originally had demanded a hike from 25 cents to \$2.50 per program minute. When the GVL stuck to this demand, the network reduced disk music programming by 90 per cent.

The agreement will become effective when ratified by the directors of ARD and the GVL, respectively. This is expected in a few days.

Music in 'Action' With Filmmaker

NEW YORK—A new project is in the works in which a newly formed independent film company will bring in a top record company at the start of production of a feature film so that full values of a record and music can be achieved by the time of the movie's release. In the past, film producers have set their recording and

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Capitol in 75G Deal

HOLLYWOOD — Automatic Radio of Melrose, Mass., has just concluded a deal with Capitol Records for approximately \$75,000 worth of 8-track CARtridge product. Indications are that Automatic Radio's pro-

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2'P's' Key of Hit Radio

By CLAUDE HALL

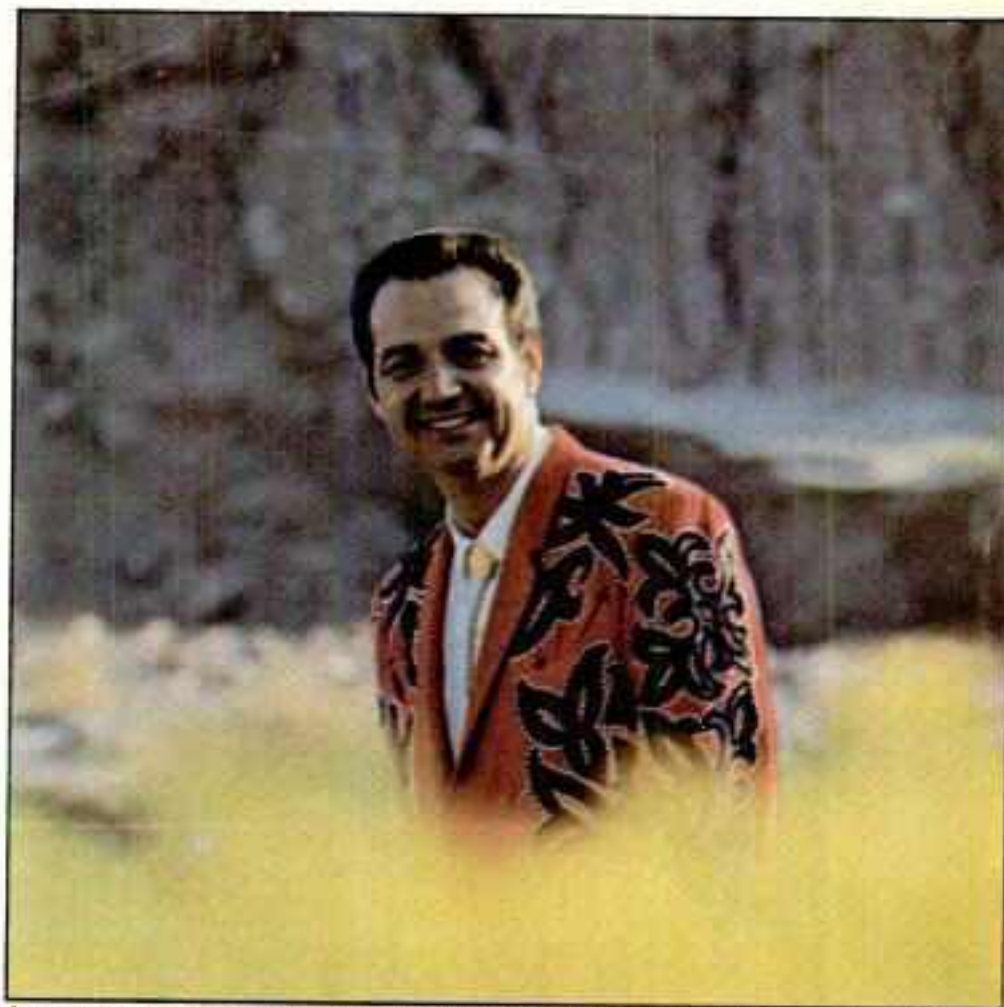
NEW YORK—Product and good programming are the keys to successful radio station operation today, and it's up to management and the sales staff to not only guide, but to capitalize on them. Stephen B. Labunski, president of the radio division of NBC, felt this is why "a large number of the radio station managers who've come up in the past few years have come up through the programming ranks, while in the old days they used to come up through sales."

Labunski, head of the radio division which includes NBC's radio network, its owned radio stations, and the radio spot sales operation, began his radio career in 1951 as a time salesman with KCMO in Kansas City. However, his success has been spearheaded by his program-

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Philips' 4-Tune Case

NEW YORK — Georges Meyerstein, head of the Philips operation in France, revealed here last week that Philips will soon issue cassettes carrying four selections and selling at approximately \$1.25 per recording. This is aimed at the youth market. The price of the projected four-tune cassette is comparable to the continuous-loop Playtape announced earlier by Playtape's Frank Stanton.



Long-time country favorite Hank Thompson joins the growing Warner Bros. Records roster of country artists (including LeRoy Van Dyke and Johnny Sea). Thompson debuts on the label with a new single and album, both entitled "Where Is the Circus." (Advertisement)

(Advertisement)

The GURUS are hear!



SEE PAGE 21

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LPM/LSP-3726



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A Revamping Due for Col.'s A&R on Coast

LOS ANGELES — Columbia's West Coast a&r operation is on the verge of being refashioned. In light of the recent departure of Alan Stanton, executive producer, and Larry Marks, one of his staffmen going to A&M's growing a&r staff, the company is currently evaluating candidates for the vacant positions.

Bill Gallagher, the label's vice-president, who was here two weeks ago interviewing producers and was back again last week, put the situation thusly: "We will determine the direction and future plans for the Coast a&r department within the next few weeks." Who will join the label as Coast a&r topper and how many staff producers would be signed has not yet been determined.

Stanton joined the company to take over a&r assignments formerly held by Irv Townsend, promoted to Columbia's Coast operations vice-president in 1964. At A&M Stanton will relieve Herb Alpert of a&r assignments. The trumpeter is busy with personal appearances with the Tijuana Brass. Marks,

brought to Columbia by Stanton, will be used by A&M in the top 40 field and also as a writer for the firm's publishing interests.

The Hollywood a&r office has had flourishes of chart activity over the past four years. Of all the a&r men who worked for the label here during this time, Terry Melcher, through an independent production deal, is the only one retaining contact. He left to work for Bobby Darin two years ago, then returned under the new agreement, but he's no longer a staff producer.

Other former Coast a&r men have included Jim Harbert, who broke the New Christy Minstrels, now writing shows for Las Vegas and Ed Kleban, who cut Percy Faith, now a member of the company's New York a&r staff.

Bernie Silverman has been the a&r administrator for the past year co-ordinating studio activities but not functioning as a producer. On occasion, Townsend has cleared time from his administrative work to do special record dates.

Kapp in R&B; Pied Piper Deal

NEW YORK—Kapp Records' production deal with Pied Piper Productions, signed this week, marks the entry of the label in the r&b field. The Detroit-based independent production firm is headed by Shelly Haims and Jack Ashford.

Initial r&b artists signed are the Hesitations, Freddy Butler and September Jones. Business manager and publisher of the Pied Piper song material is Gerald Purcell Associates in New York, and the deal was negotiated through Gerry Purcell.

The r&b move marks further

expansion by Kapp into the so-called "specialty" fields. The Nashville operation, headed by Paul Cohen, newly elected Country Music Association president, has become a force in the country field during the last few months.

Kapp plans to move into the r&b field in the same manner it did in the country field. The first release under the Pied Piper deal went to distributors this week. And new r&b product, produced by Kapp, includes releases by several recently signed artists. They are Kenny Sheppard, Sissi Houston, and Patti and the Emblems.

Writers Previn & Mancini Expanding to New Scales

LOS ANGELES—Two West Coast composers have struck out in expansion moves. Movie scorer Andre Previn has been contracted by the Houston Symphony as its head conductor commencing with the 1967-1968 season (see Classical story).

The other move involves Henry Mancini, who has set an unprecedented working arrangement with Leslie Bricusse to crisscross ASCAP-BMI guidelines. The two are teaming on music for "Peter Gunn" for Paramount and "Two for the Road" for 20th-Fox. Mancini is an ASCAP composer; Bricusse

the lyric writer belongs to BMI.

Bricusse will be paid ASCAP performance royalties for his lyrics to the themes for both films, the music of which will be licensed through ASCAP. On subsequent collaborations, individual titles will be alternated between the two societies, with major soundtracks split down the middle. Under this arrangement, Mancini will earn money from both organizations. Mancini maintains four ASCAP publishing firms; Bricusse is tied to two British publishing houses but as yet does not have an American publishing firm.

VFW Record Club Rolling; Moving Out Across Nation

MONTGOMERY, Ala.—The Veterans of Foreign Wars' pilot program of offering records to VFW members and their friends via a mail-order operation known as "House of Records" has been successful, and the operation is now being set up on a national basis, said Judd Phillips, who created the mail-order organization. Each state department of the VFW will receive its share of profits, pledged solely for disabled veterans.

A brochure mailed to VFW members points out that House of Records entails no club fees. No records are sent for inspection.

The purchaser can obtain his favorite album by filling in an order blank contained in the brochure, which is a supplement to the VFW News. A mono album sells for \$3.79, which includes packaging and mailing costs. A single is \$1.

(Continued on page 16)

Dot to Set Up Label Aimed at Releasing Teen, R&B Product

LOS ANGELES—Dot Records will establish a subsidiary label for the release of teen beat and r&b product, acquiring masters from outside production firms and releasing some of the material acquired by Dot at the outset, and eventually producing its own records in these fields.

Randy Wood, Dot president, said staff a&r men would not be hired in the initial stages. Named to head the operation as director of corporate development is Kenny Myers (see executive turntable).

One of Myer's first projects will be to acquire outside lines for Dot's new distribution set-up. The company recently initiated multi-label distribution through its company-owned branches in Boston, Los Angeles, New York, Newark, Miami, Nashville, New Orleans, Dallas and Seattle. As part of this new concept, the companies are now called World Wide Dis-

tributors and according to Chris Hamilton, executive vice-president for sales, the following labels are being offered by World Wide: Original Sound in Dallas and Nashville, Audio Fidelity in all markets; Jay Jay and Drum Boy in Boston, New York, Seattle, LA and San Francisco and Starday in New Orleans.

Wood foresees the possibility of hiring separate sales and promotion staffs to service these lines. Dot's criterion in taking an outside line is limiting itself to labels "which can be exploited and marketed to the highest degree of salability."

Wood says that multi-label distribution by utilizing existing facilities can "double your business overnight."

As part of its 1966 expansion program, Dot set up Viva Records, operated by Snuff Garrett and Ed Silvers through an escalating financial arrangement. Viva's product is sold

through the Dot organization and in the first months of its operation, has released singles by the Shindogs, Sonny Curtis, the In Crowd and Second Helping and LP's by the Midnight Strings Quartet and Juarez Woodwinds.

Myers' appointment gives the label a nine-man executive team, with the following joining the company this year: Ted Rosenberg, national promotion-merchandising vice-president; Morry Goldman, vice-president and director of Midwest operations; George Cooper, national sales vice-president and Charles Grean, Eastern a&r director. They join such label veterans behind Wood as Chris Hamilton, executive vice-president, sales; Tom Mack, international director and LP production vice-president; Robert Vartan, finance vice-president, and Larry Welk, administrative vice-president and Record Club manager.

Cap's Creative Products Creating

LOS ANGELES — Capitol's new creative products department has completed its "ground work" and is now aggressively competing for contracts.

Formed last August with Harry Mynatt as national manager, creative product has:

- Created a reel-to-reel demonstration tape for Admiral which goes out of stores with new tape machines;

- Completed a Christmas album for the Kroger supermarket chain in the Midwest starring Bing Crosby, Dinah Shore, Nat Cole, Tennessee Ernie Ford, Jo Stafford, Al Martino, Hollyridge Strings, Fred Waring, Hollywood Bowl Symphony and the Korean Orphans Choir;

- Completed a Christmas album for the Safeway supermarket chain in the U. S. and

Canada starring Nat Cole with a children's chorus;

- Exhibited at the recent New York premium show where Mynatt claims the department developed some excellent leads;

- And is now working on a half-dozen projects in various stages of development.

Mynatt says he initially had some trepidation about exhibiting at the premium show, but in sharing a booth with Capitol Record Club, Creative Products snared the interest of a score of small and large manufacturers. Next year Capitol's special products department headed by Oris Beucler is scheduled to also exhibit at the premium show.

One of Mynatt's internal projects is "educating" the label's artists to the premium field and

its potential. Unlike the normal royalty rates paid on the sales price of the product, premium royalties are much lower because of the self-liquidating \$1 albums. Volume sales, Mynatt emphasizes, makes up for the price differential. A major company may order from 25,000 to 1 million copies of a premium album.

In order to service smaller companies, Mynatt is developing a catalog of albums for firms which would need a press run of from 500 to 1,000 LP's.

The department will shortly open a Chicago office by shifting someone in the Capitol family to the new operation. A New York office could also be in operation by Jan. 1, with Mynatt currently studying interviewed candidates for that post.

Producers' Snubs Spark Indie Move by the Smaller Publishers

By AARON STERNFIELD

NEW YORK — Small and medium-sized music publishers in increasing numbers are drifting into independent production as a means of getting their properties recorded and eventually building a performance royalty value for their product.

And while it's more of a drift than a trend, the proliferation of artist-writers who record their own songs could heighten the tempo of the movement.

A case in point is the experience of Paul Tannen, who operates three BMI publishing firms (Ridge Music, Tannen Music and Sharow Music), one ASCAP firm (Natson), and who now has two independent production companies.

The 29-year-old Tannen, whose father founded Tannen Music 20 years ago, has been a publisher for six years. Three years ago, he found it was increasingly difficult to see a&r men and get material placed on the basis of lead sheets or demos. The larger publishers, with extensive catalogs, experienced little difficulty in getting material recorded. And the in-

dependent producers, with the finished product, also had high batting averages.

Tillotson as Base

Starting with Johnny Tillotson as a base, Tannen founded Tannridge Productions as a means of producing masters from his own copyrights and from Tillotson-written material. He discovered that his own copyrights weren't

enough to sustain an independent production firm, so he soon began seeking outside copyrights and producing artists who would do justice to the songs.

Recently, Tannen formed a second production firm, PMT Productions, with Joe Scandori and Mel Shayne as partners in the venture. PMT will concentrate on developing new talent.

The two production firms have recorded the Crystals, the Kingsmen, Pat Cooper, Anita Sheer, Neva Small, Jaye Kennedy and Turley Richards, for MGM, United Artists and Columbia.

With the increasing cost of demos, Tannen feels he might as well spring for a little more and make masters.

Also, the independent production facility provides added use for Tannen's copyrights on the B side of a potentially hot single, and as individual bands on albums.

Tannen points out that while not too many small publishers have their own independent production firms, many of them back into independent production by subsidizing the recording session. For example, Tanner

(Continued on page 16)

R&B Zooms in Britain: Fenter

NEW YORK—"U. S. rhythm & blues records and songs now account for almost 40 per cent of all the single records sold in the United Kingdom," said Frank Fenter, label manager of Atlantic Records for Polydor Records in England, who visited the U. S. recently. Fenter should know whereof he speaks. Prior to his post with Polydor overseeing Atlantic product in England, he was in charge of Arc Music in London, the British branch of Chess Records' music publishing firm.

According to Fenter, "r&b is only in its infancy in Britain." He points to the great success of American r&b artists in Britain over the past two years who draws crowds that would be considered huge in this country. "Otis Redding drew 8,000 into a ballroom in Boston (town on England's East Coast) on his last trip to Britain," said Fenter, "and they paid \$3 per head to get in. That's a gross of \$24,000. And it's all because Otis sings the type of material English fans want to hear—pure rhythm and blues."

Fenter says that U. S. manufacturers are often amazed at the perception and analytical qualities of the young British fans of r&b music. Fenter said, "Jim Stewart, head of Stax-Volt Records of Memphis, constantly gets letter from English

r&b fans asking things like the name of the musicians who backed Otis Redding on one of his sessions, or carefully evaluating the arrangements on a Sam & Dave recording. To these fans a r&b record is not merely another good recording—it's an event.

"Although there have been English collectors of American r&b for the past 20 years, r&b only became important to the mass market about four years ago. The Beatles were responsible for the breakthrough. Their success helped younger British performers gain enough confidence to perform what they felt, rather than what was supposed to be commercial. Before the Beatles no British artist had been able to perform blues material and make any real impact," Fenter said.

Beatles in Vanguard

The Beatles were the vanguard of the youth movement in Britain, a movement that had as its genesis the breaking down of the class structure in England. Fenter said, "An indication of the latter is the fact that the great majority of members of the popular English groups are all from working class backgrounds. Young British performers from factory towns like Birmingham, Newcastle and Liverpool, feel akin to Negro

(Continued on page 10)

Broadway Formula-TV Hit

LOS ANGELES—Jack Urbont is using the ingredients of Broadway musicals—as keys in his score for the syndicated TV series of animated cartoons, "Super Marvel-Heroes."

Urbont, explained here last week after scoring a "Mission Impossible" segment for Desilu which airs Oct. 29, on CBS, that he turned to Broadway concepts to create a memorable score rather than merely background music filling in situation gaps.

"Our approach to the music," he remarked, "was for a score with Broadway calibre and memorability and vitality are

two characteristics of Broadway."

Urbont's opening march theme for the series, as well as other compositions from the series is being promoted by the Howie Richmond publishing organization.

The music and choral works were recorded in Europe with a 34-piece orchestra and 20 voice choir.

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Editorial Office

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Area Code 212, PL 7-2800
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Editor-in-Chief Lee Zhitto
Editors Paul Ackerman,
Aaron Sternfeld

Department Editors, New York
Music Editor Paul Ackerman
Associate Editor Mike Gross
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Coin Machine Adv., Chicago
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Circulation Sales, New York
Circulation Manager Milton Gorbulew

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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
15 Hanover Square, London W.1
HYde Park 3659
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

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

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INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

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ELECTRONIC TESTING SYSTEM—John C. McDaniels, owner of the Palmer Co. of Seattle, will innovate an electronic testing system enabling him to evaluate new bulk vending products in the shortest time possible.

COIN MACHINE 68

ARNOLD WINS AWARD—Eddy Arnold, recent winner of two Billboard Country Music Awards, was announced "Most Popular Jukebox Artist of the Year" at the annual banquet of the MOA in Chicago, Sunday (30). Other winners were Frank and Nancy Sinatra, Herb Alpert and RCA.

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DAVID ROTHFELD, record buyer for the Korvette department store chain, talks with Eric Bernay, left, and Liberty Records artist Gilbert Beaud, center, at the dinner honoring him Monday (24) in New York. The dinner was sponsored by the United Jewish Appeal.

UJA's Fete For Rothfeld Nets 80G

NEW YORK—The United Jewish Appeal dinner honoring David Rothfeld, record buyer of Korvette department store chain, raised approximately \$80,000. Eric Bernay, head of the national music industry division of the UJA and chairman of the dinner, said he was "extremely pleased" with the results of this initial dinner.

About 600 of the top names in the music-record industry turned out for the dinner-show honoring Rothfeld for his contribution to public good as well as the industry's. This was the first of a projected series of the UJA's world-wide charity dinners. All proceeds went to activities.

Tony Bennett performed; the Larry Elgart Orchestra and the Joe Cuba Sextet played for dancing.

Building Bought By Abnak Music

DALLAS—Abnak Music Enterprises has purchased its own building at the corner of Ross and Olive Streets and the company plans moving to its new facilities within three months to spark its drive as a national record label. The labels are Abnak, Jetstar, Startime and Britania.

The most prominent act with the company is the Five Amer-

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Monkees Score A (Gold) Parlay

NEW YORK—The Record Industry Association of America last week presented Colgems Records, pressed and distributed by RCA Victor Records, gold disks for both the single "Last Train to Clarksville" and the album "The Monkees." The gold disks represent sales of a million copies on the single and more than \$1 million in sales on the album, both of which feature the Monkees, stars of a weekly NBC-TV series. The single hit No. 1 this week on Billboard's Hot 100 chart, the LP is No. 2 with a star on the Top LP's chart. Steve Sholes, division vice-president of pop a&r for RCA Victor, co-ordinates all Colgems activities; Don Kirshner, president of Colgems, supervises all sessions of the Monkees as well as their TV series.

ACUFF-ROSE, CHAPPELL TIE

NASHVILLE—Acuff-Rose Publications and the Chappell & Co. publishing firm are teaming up on an album promotion for "Pop Goes the Country" which features the Swingin' Gentry Singers conducted by John Cacavas. Chappell will distribute the LP through music stores and schools, along with printed copies of the choral arrangements. Acuff-Rose's Hickory label will distribute the album through normal channels, according to W. D. Kilpatrick, director of merchandising and promotion for the label.

Three musical hits in one!

"The Apple Tree is three of the most charming and witty musicals imaginable. The songs, with music by Jerry Bock and lyrics by Sheldon Harnick are extraordinary, musically and lyrically."

John Chapman,
N.Y. *Daily News*

"If you care to see three good musicals for the price of one, I strongly urge you to go to *The Apple Tree*."

George Oppenheim,
Newsday

"Let's face it: three musicals—and such musicals—for the price of one is the greatest innovation in the musical theater since plots, not to mention one of the best bargains."

Norman Nadel,
World Journal Tribune

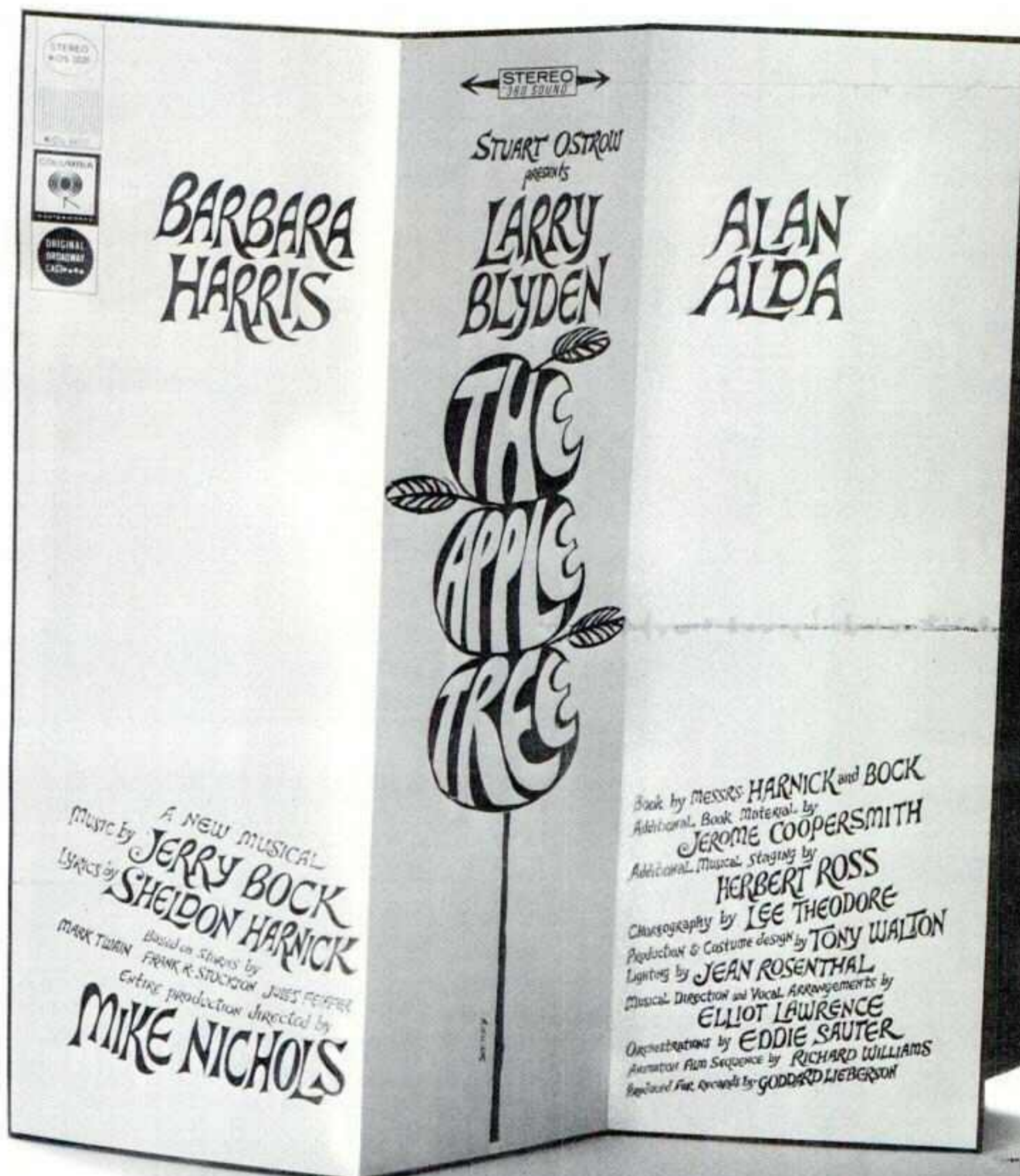
"There are many high triumphs of the imagination in this vastly original comedy. *The Apple Tree* has the freshness of genuine inventiveness."

Richard Watts,
New York *Post*

"Say it for Barbara Harris. Exquisite, appetizing, alarming, seductive, out of her mind, irresistible, and from now on unavoidable."

Walter Kerr,
N.Y. *Times*

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This One



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Popsters Swamped the WSM Scene



ENJOYING THE COUNTRY MUSIC scene on two occasions were Leonard Feist, executive secretary of the National Publishers Association, and Sal Chianti, president of NPA and a vice-president of MCA's music division. At left, from left: Chianti, ASCAP president Stanley Adams who was visiting Nashville for the first time, and Feist. At right, from left: Feist, BMI president Bob Sour and Chianti.

NASHVILLE—As an example of the growing importance of country music on all fronts, the WSM celebration Oct. 20-22 here was swamped with pop-oriented deejays, songwriters, publishers, independent producers, record company executives and increasingly strong representation by performing rights societies.

Making his first visit to the capital of country music was Stanley Adams, ASCAP president. Clark Race, powerhouse deejay with Hot 100 format KDKA, Pittsburgh, was at the scene, too.

Huey P. Meaux and Major Bill Smith, independent pro-

ducers from Texas, were there and Meaux sold 17 masters to major labels during the three-day convention. Business was so good, Meaux placed a sign on his hotel door reading: "Back at 10 a.m.," so he could get some sleep. Morris Diamond, independent producer in California, also placed several pop masters during the country music convention. Also from the West Coast were producers Snuffy Garrett and Lee Hazelwood.

Country music publishers found themselves rubbing elbows with major pop music publishers visiting Nashville for the first time like Leonard Feist,

executive secretary of the National Publishers Association; Sal Chianti, president of the NPA and a vice-president of MCA's music division; Iwrin Pincus of the George Pincus publishing firms; and Leon Brettler of Shapiro-Bernstein. Pop writers on hand included Johnny Mercer.

Pop deejays seen mingling with the more than 3,000 country music deejays included Red Jones of WQXI, Atlanta; Don McGregory of WTIX, New Orleans; and Hugh (Baby) Jarrett of WFOM, Marietta, Ga. However, both Jones and Jarrett have country music backgrounds.



CARL SMITH, left, Columbia Records country artist, receives first "Don Law Country Gentleman Award," at the recent Country Music Festival, from CBS Records vice-president and general manager Clive Davis, center, as Don Law, executive producer, looks on.

Soul City's Aim: 'Mod R&B'

LOS ANGELES—"We won't be using old rhythm and blues sounds. We're attempting to hit a happy medium between the

"mod" sound of the Beatles and Rolling Stones and orient it for r&b," said Marc Gordon, newly named general manager of the newly organized Soul City Records, a new Liberty Records undertaking.

The company had been formed by vocalist Johnny Rivers several months ago, but Liberty is now the owner and distributor of product. Soul City's debut single offers "I'll Be Loving You Forever" by the Fifth Dimension, formerly called the Versatiles.

Gordon claims this act will be the first working r&b "mod" group, complete with attire and

Coleman, Richmond To ASCAP Board

NEW YORK—Cy Coleman and Howie Richmond have been appointed to the board of directors of ASCAP. Coleman, composer of the current Broadway musical, "Sweet Charity," also wrote the scores for "Wildcat" and "Little Me," the back-sion, and flim scores for "The Troublemaker" and "Father Goose." Richmond is head of The Richmond Organization.

'Doc' Berger Dies

NEW YORK—Adolph (Doc) Berger, well-known record promotion man, died Saturday (22) after a long illness. "Doc"—as he is known to record executives, music publishers and deejays—for years was one of the most active promotion people on the music scene, and his acquaintance with deejays numbered in the thousands. In his earlier years "Doc" served a long tour of duty with Leeds Music. He later worked for St. Nicholas Music, then did extensive independent record exploitation. He was in the music business a total of 20 years.

He is survived by his widow, Rhoda; a son, Howard; a daughter, Fern.

Cason & Russell Bow Elf Records

NEW YORK—Buzz Cason and Bobby Russell, two Nashville writer-producers, have launched a new record label, Elf Records, for release and distribution by Amy-Mala-Bell Records headed by Larry Uttal. Product on the new label will include pop material as well as r&b. Russell wrote such hits as "The Joker Went Wild" by Brian Hyland and "Sure Going to Miss Her" by Gary Lewis & the Playboys.

12 More Execs on Burton Committee

NEW YORK—Twelve more music-record industry executives have been named to the Friends of Bob Burton Committee sponsoring a March 21 dinner to raise funds for a law school scholarship in honor of the late BMI president. New committee members include Barney Ales, Robert Austin, Halsey Cowan, Joseph D'Imperio, Walter Hofer, Buddy Howe, Bill Gallagher, Don Kirshner, Martin Roemer, Charles Schlang and George Schiffer. Joe Csida is handling publicity for the organization.

LATE CLUB REVIEW

Peggy Lee Has Shining Hour In a Dazzling Performance

NEW YORK—Peggy Lee's 65-minute, one-woman show at the Copa Thursday night (27) certainly ranks among the most distinguished performances in a distinguished career. Miss Lee led the band, clowning with the audience and the musicians, discussed the musical accomplishments of her fellow artists and engaged in a sparkling bit of musical repartee with Toots Thielmans. These alone would have made for one enchanted evening.

But she also sang; and the sum total of her efforts was a Copa opening the likes of which have seldom been matched. The performance kicked off on a relaxed note, with Miss Lee working effortlessly on such casual numbers as "Think Beautiful Things," "Shadow of Your Smile," "Nice and Easy Does It" and "Gee, It's Good to See You Babe." Her "As You Desire Me" had a pure and innocent quality.

Then Peggy lowered the boom. She caught fire with a lusty "Come Back to Me," and one of her all-time bests—"Big Spender." On the former number, Miss Lee stepped over to the sidelines and let the band take over for a while.

In the same vein, she followed with sizzling renditions of the old favorites—"Lover," "Fever" and, of course, "Why

Don't You Do Right." Her irreverent approach toward sex in song, which has been one of her mainstays in the last two decades, was not lost on the audience.

Miss Lee played straight man to Toots Thielmans on "Whoopie." The Command artist, whose "Contrasts" album is soon to be released, would mock Miss Lee's vocal efforts with zany harmonica answers. Thielmans, on harmonica and guitar displayed equal amounts of talent and showmanship of the highest order. And Miss Lee graciously put in a plug for the album. If it's on the order of Thielmans' Copa performance, it should be a winner.

The musical repartee between Miss Lee and Thielmans was repeated on "Somebody Else Is Taking Your Place," and it was equally effective.

Miss Lee introduced a haunting new composition, "An Empty Glass," by Luiz Bonfá, Brazilian composer of "Black Orpheus"; sang a plaintive "My Guitar," and closed with a rousing "Well Allright," with the audience joining in.

The band, led by Miss Lee's musical director, Lou Levy, was an integral part of the performance. Seldom have a group of musicians worked as well with an artist.

AARON STERNFIELD

Executive Turntable

Kenny Myers is the new director of corporate development for Dot Records. Myers, who recently resigned his post as sales vice-president at Mercury Records, assumes his new duties this week. He will set up a subsidiary label for teen beat and r&b product, operating in effect as an independent producer, although being a salaried employee. He will headquarter in Hollywood, but outside the Dot main offices. Myers will also acquire product and copyrights for Dot's international licensees and attempt to boost the importation of material from overseas outlets. The label's international representation is through individual licensees rather than one company.

★ ★ ★

George Avakian, former a&r director for RCA Victor, Warner Bros. and Columbia and trustee of the National Academy of Recording Arts and Sciences, has joined Shaw Artists Corp. as an advisor. He will continue with his current activities as an independent record producer and publisher. His duties at SAC will include work in artist contract negotiations. He will report to Don Soviero, president.

Elliot Blaine, executive vice-president of Jubilee Industries has taken on added responsibilities as director of the international department of Jubilee Records.

★ ★ ★

Gene Redd has been promoted to a&r producer with Musicor Records and will assume some of the creative duties previously handled by label president Art Talmadge. Redd has been a production assistant for the label; he will supervise all studio activities in Musicor's new building when the facility is completed next year, as well as assist in acquiring masters.

★ ★ ★

Don Doughty joins Crescendo as national promotion director. He was formerly with Columbia in varied promotion posts. Jan Steinberg, formerly assistant to president Gene Norman has been upped to West Coast promotion manager-publicity director.

★ ★ ★

Bobby Boyd has resigned as national promotion manager of Presta Records and Beuna Vista Productions, Phoenix, to devote full time to his own independent production firm.

★ ★ ★

Rolf Haag has been named marketing manager for Audio Devices, a major producer in the tape cartridge field. Joe Light has been named national sales director for Heart Warming Records. Before joining the label, he had been a sales representative with several other religious and gospel labels.

★ ★ ★

Florence Kaye has been named controller for the George Pincus publishing firms, and Manny Levy has joined the organization as a promotion man.

★ ★ ★

Robert N. Hayden has been named manager of material control for the Lear Jet Stereo Division, Detroit. He will report to acting general manager John V. Titworth.

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a **V**ery **I**mportant **P**ick *

Chris Clark

**A Billboard Breakout
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Language CARtridges to Put Learning in Driver's Seat

• Continued from page 1

RCA Victor Division, do not merely represent a transference of disk to tape but were designed, instead, for Stereo-8 cartridges specifically. According to Tarr, this marks the first time a product has been designed especially for Stereo-8 use, and he indicated that other areas are being explored for further broadening of Stereo-8 repertoire. "By designing the language courses for Stereo-8 from the ground up," Tarr said, "we've been able to take advantage of 8-track sound configurations as well as to make sure that there would be no dangers involved by using a moving car as a classroom."

Starts in Early 1967

Victor will introduce its language course in early 1967. There will be three cartridges in each course, Spanish, French, German and Italian. The initial release

will contain the first two cartridge courses in each language. The third cartridge course in each language is expected to be released soon after. The language courses will run for an hour on tape and the cartridge will be priced at \$6.98.

Victor and the Institute of Language Study are mulling plans for similar cartridge courses for other foreign languages. "We have reason to believe," said Tarr, "that there is a significant market for this product."

The Berlitz Publications cartridge will go on sale in November in department stores throughout the U. S. and in franchised outlets. Each will cost \$6.98 and will be available with both 4 and 8-track tapes. The Berlitz tapes will be handled by automotive, electronic and record dealers.

Initial tapes will be in the five most popular

languages taught in Berlitz Schools: French, Spanish, German, Italian and Russian. They will contain virtually the same words and phrases as in the Berlitz Phrase Books used world-wide.

"The tapes are not intended as a substitute for courses taught in Berlitz Schools of Languages," said Charles Berlitz, president of Berlitz Publications. "They have been produced to introduce Americans to foreign languages quickly, easily and inexpensively." It is expected that Berlitz will follow with cartridge courses in Norwegian, Danish, Swedish, Hebrew, Japanese, Greek, Portuguese, Arabic, Vietnamese and other languages, he added.

As a special introductory offer, Berlitz said that the \$6.98 price will be applicable toward the purchase of a de luxe Berlitz recorded or tape course via a coupon in the cartridge package.

Music 'Action'

• Continued from page 1

music deals after all other facets of the film had been completed.

"Now," said Dave Gordon, who recently set up Leonine Productions Corp. for the filming of "Which Way to the Desert?" next year, "music is as important to a movie as a script."

Gordon has come up with a program to introduce "Cycle Sound" in the film and for the past few weeks has been auditioning the new sound to record company executives in New York.

Gordon's Plan

It's Gordon's plan to produce the film, which was written by comedy writer Coleman Jacoby, in 35mm color in about 15 countries using native music and recording talent. Gordon, who will produce the film in association with theatrical executives Howard Stein and attorney Jerrold Kishnik, has been meeting with top music publishers and record people to discuss "Cycle Sound" which they believe can be even more promo-

tional than "surfing music" because cycling is international in scope. It's the producers' hope that the record company involved will assist in getting writers and performers to develop the "Cycle Sound."

"We're meeting with heads of record companies as often as we meet with our scriptwriter and other production people, because we know music is as important to the film as the script is," said Gordon. He also said that music must be well integrated into the story of a film and therefore the director should be aware of music inclusion, thus music should be planned before shooting, not after.

Leonine Productions also plans to be "associated" with a record and publishing company rather than merely on a royalty or percentage basis. "We want both the record and publishing company to have a vested interest in us, and we with them, thereby assuring both entities maximum assistance." Discussions along these lines have already been made, but no firm deal has been set.

It's Gordon's idea that international singing personalities, suggested by the record company involved, will be integrated in film sequences shot in that respective country. A singer in Japan will be in the film as actor or

actress and will sing background music for that portion of the film, and singers from other countries will be used similarly. According to Gordon, this would result in top promotion for singer, record and music when the film is distributed in those countries.

Work With Experts

"For probably the first time," said Gordon, "we're working with experts in music to assist in creating a musical background at the start of a non-musical film."

Promotion of "Cycle Sound" and the attendant movie will include tie-ins with motorcycle manufacturers, clothing companies and others. Subsidiary company of Leonine Productions is Cycle Films, Inc., which recently set up shop at 157 West 57th Street here.

The film is being independently financed with co-production deals being set around the world. Major distribution deals of film is in progress, but the producers will wait to complete the final distribution terms until a deal is set with a record company. Also, the producers will not make deals with composers or songwriters until a deal is made with a record company, as they believe it should have a say in the determination of music as well as performers for the movie.

Capitol to Salute Sonny James

By HERB WOOD

NASHVILLE — Capitol Records will salute country singer Sonny James by naming November the label's "Sonny James Month." The honor marks the second time that a country star has been selected for the month-long merchandising campaign usually reserved for such pop music acts as the Beatles and Beach Boys.

The honor for James is made more meaningful considering that Capitol is devoting one of the most lucrative months in the record industry's year to merchandise his catalog. With the advent of the Christmas season, the month is highly prized as the period in which to merchandise appropriate seasonal product.

Brown Meggs, Capitol's vice-president and national merchandising manager, is backing the James promotion with a complete program aimed at dealers and rack-jobbers. The campaign will feature a contest for Capitol Records Distributing Corp. personnel, a complete press kit, including fan pictures, biographical notes, the "Best of Sonny James" LP and personal letters to disk jockeys. The program will also spotlight the James catalog of seven LP's, and his two new releases, "The Best of" LP and "My Christmas Dream," album. In order to promote the LP's, the label is undertaking a full trade-schedule ad campaign, as well as radio spots on top-rated key-market stations.

Feature Blow-Ups

The merchandising on the

dealer-rack jobber level will feature blow-up displays of the "Best of Sonny James" LP, double-size die-cut album jackets and ad mats for local co-op advertising. Capitol's merchandising department is also providing consumer supplements picturing all seven catalog LP's and the two current releases.

Capitol was prompted to honor the popular country singer by his phenomenal string of album and singles hits. Currently James has nine straight No. 1 records and seven consecutive album hits, and was nominated for Billboard's Favorite Male Vocalist of the Year award. As Capitol's country promotion manager Wade Pepper states, "Sonny is a very consistent seller for us. He has no peaks or valleys in his

(Continued on page 60)

Peer Book Fingers The 'Lost' Chord

NEW YORK—Peer International Corp. published last week a book titled "InstaChord for Guitar" designed to help locate instantly the proper chord to accompany any given melody note. The \$2.50 book of charts was compiled by Vic Harrington, a songwriter and a music copyist for such Broadway plays as "Funny Girl," "Camelot" and "Skyscraper." Harrington designed the series of fingerboard charts originally for his own use. Ted Black at Southern Music, a division of Peer International, was the force behind publication of the book of charts. Other books are planned for banjo, ukulele and 12-string guitar.

Deadline Friday On NARAS Lists

NEW YORK—Friday (4) is the deadline for record companies to mail in their eligibility lists for this year's Grammy Awards. The deadline for voting members to return their lists to NARAS is next Saturday (12). Companies who have mislaid their eligibility list forms should contact their nearest NARAS office immediately.

Claude on the Select label; the Prix Leo LeSieur for the best Canadian song, popular style: "Tu te souviendras de moi," words and music by Marc Gelin, as sung by Gelin, on the Jupiter label; the Prix La Bolduc for the best writer-composer-interpreter: Claude Leveille, for his Columbia album, Volume 2"; the Prix Pierre Mercure for best classical composition: Roger Matton for his "Concerto for Two Pianos and Orchestra" as performed by Bouchard et Morisset on Capitol's Pathe label; arrangements and orchestrations: Marcel Leveque, for the Select LP, "Stephane Venne, Volume 2";

Production technique, recorded in concert: Trans-Can-

Blocker Ross' Business Mgr.

LOS ANGELES — Don Blocker, head of the TPA promotion firm, will act as business manager for Bryon Ross, independent producer who heads API Records. Blocker will handle promotion for API's single, "ESP," by a group called Rain.

Cap's 75G Deal

• Continued from page 1

jected needs for the next three or four months will exceed \$250,000 worth of Capitol Records product alone. This marks the second deal of this nature that the New England equipment manufacturer has made recently; earlier in the year, Automatic Radio contracted with Larry Finley, head of International Tape Cartridge Corp., for \$1 million in 4 and 8-track product.

DALLAS — Coghill - Simmons Music Co. opened a new record retail operation at 11317 North Central Expressway at Northhaven. Formalities were held Friday and Saturday (28 and 29). Door prizes and refreshments were part of the festivities.

ada Records, for its LP, "Fernand Gignac at the Place des Arts" recorded in studio; Select Records, for its LP, "Stephane Venne, Volume 2"; album cover design: Columbia for its album by Nicole Perrier.

The jury awarded two special prizes, to Therese Derooy for her first album, on RCA Victor; and to Claude Dubois, for his first album, on Columbia. The public voted Donald Lautrec the most popular male singer, Michele Richard the most popular female singer, Les Sultans the most popular group and Marc Gelin the most popular composer.

The Festival du Disque and Grand Prix du Disque is organized by Jacqueline Vezina.

Fest & Grand Prix du Disque Lured Top French-Can. Firms

By KIT MORGAN

MONTREAL — The second annual Festival du Disque, a five-day exhibition, and the Grand Prix du Disque, gala awards presentation, were held at the Maurice Richard Arena in Montreal recently, attracting exhibits and competition entries from leading French-Canadian record companies. Nearly 400 records were entered in the 22 categories in the competition, which were judged by two juries (one pop, one classical), and four awards were made on the basis of popular vote.

During the five-day exhibition, fans visited displays by record companies and allied fields, met their favorite recording artists and collected photos and autographs. Several

radio and television programs originated from the exhibition. The gala awards presentation Wednesday (12), a 90-minute spectacular, was televised by the CBC.

Highly prized Festival du Disque trophies were won by the following: female singer, chansonniere style: Danielle Odera, for her Columbia LP; female singer, popular style: Yolanda Lisi, for her Apex LP "The Versatile Yolande Lisi"; male singer, chansonniere style: Marc Gelin, for his Jupiter LP; male singer, popular style: Fernand Gignac, for his Trans-Canada album, "Fernand Gignac at the Place des Arts"; singing group, chansonniere style: Les Cailloux, for their Capitol LP, "Les Cailloux at the Salle Claude Champagne"; singing

group, popular style: Les Sultans, for their Teledisc album.

Folk: Les Cailloux, for their Capitol LP, "Les Cailloux at the Salle Claude Champagne"; fantasistes: Les Jerolas, for their RCA Victor LP, "Les Jerolas at the Comedie Canadienne"; humor: Les Cyniques for their second album for Apex; jazz: Pierre Leduc and his trio, for their Elysee LP, "Concert Pierre Leduc"; western: Marcel Martel for his London album; instrumental dance music: Aurele Lacombe, for his "GoGo Limited" LP on the Vedettes label.

The Prix Felix Leclerc for the best Canadian composition, chansonniere style: "Tu es noire," words by Stephane Venne and music by Francois Dompierre, as sung by Renee



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Dean Gets Reprise's Frankie Pitch

LOS ANGELES — Dean Martin will receive a merchandising avalanche similar to that given Frank Sinatra by the Reprise organization last year.

The label has designated Nov. 1 to Dec. 31 as Dean Martin time with an in-depth product and sales merchandising program set to sell two newly recorded albums plus the entire Martin catalog of 13 LP's.

Last fall, Reprise and Warners combined to salute Sinatra's 50th birthday and 25th anniversary as a show business luminary. The television and print media tributes to Sinatra sparked a sales flow of his product which achieved unprecedented results. The Martin campaign misses the emotional hook of a birthday or show business anniversary. But with the singer riding the hottest streak of his career, plus his weekly NBC television exposure, the Burbank company believes these are built-in stimulants. The new product is: "The Dean Martin TV Show," a single disk coverage whose cover will be displayed on six consecutive TV shows (Thursdays, 10 p.m.) while the headliner performs one of the tracks.

Yule Album Out

And "The Dean Martin Christmas Album," his first for Reprise of holiday songs which has already been shipped to distributors.

"Martin is running hotter now than Sinatra was when his campaign began," said Mo Ostin, Reprise general manager. "The best time to run a program is when the artist is hot so that you can maximize the potential of his heat."

Reprise has set a \$4 million retail figure as its estimate for the program, which runs advantageously through the Christmas buying period. The Sinatra campaign resulted in 1.8 million albums being shipped and two LP's being awarded gold status.

Includes Aids

Merchandising support for the Martin product includes a special browser box, shipped free of charge for housing catalog product, store banners for major accounts, window streamers for dealer walls and windows, special window displays for the TV album, easel back jackets for individual catalog LP's and holiday-flavored ad mats.

The company is also arrang-

ing a Martin radio day similar to the salute given Sinatra by the nation's radio broadcasters. Supporting the radio promotion, Martin and some of his "friends" have cut voice tracks; catalog albums will be serviced to FM and college outlets, a radio sampler will be sent AM stations and co-op ad funds for radio time will be available. NBC will distribute the TV album to its affiliated stations for hoped for extra promotional mileage.

A unique discount incentive program for distributors and dealers is another feature, according to Ostin. For every record sold, a financial "factor" will be placed into a fund from which distributors can obtain money for co-op ads with dealers. Also, an over-all performance contest has been developed. Sales forecasts based on BPI figures will be established for each distributor. The three distributors who skyrocket past their quotas will earn for three members of their staffs three first-prize portable TV sets, three portable office-size refrigerators as second prize and three third prize sets of golf clubs.

R&B Zooms in Britain—Fenter

• Continued from page 4

blues—in emotion, feeling and sometimes the words.

"Once the Beatles broke the record market wide open in England, the blues upsurge was on. The Beatles, the Rolling Stones, the Animals, the Yardbirds, Georgie Fame, Spencer Davis Group, etc., started to sing American blues, songs written and recorded by blues artists like Muddy Waters, Willie Dixon, Lightnin' Hopkins and others." The British have been forced into a fast progression with the blues because they have so much to catch up with. In just four years British artists have gone from blues to folk blues to r&b; they've condensed 20 years of American blues into four.

"England waited for years to see artists of the caliber of James Brown, Otis Redding, the Supremes—so when artists like these visit Britain they give a tremendous boost to the r&b movement. Another thing that has helped r&b in England, claims Fenter, is the complete acceptance of r&b disks by all radio stations. "The BBC, the pirate stations, Radio Luxembourg, all play r&b records," said Fenter. "There is no such thing as different types of pop programs, like an r&b program, a Top 40 program, and a good music program. R&b records get the same radio exposure as any other style of record." Fenter noted that r&b is not as important yet on LP as it is on singles, but he claims the market for r&b LP's is increasing in Britain.

Jazz Beat

By ELIOT TIEGEL

Want a system for deciding whether pop tunes can be interpreted by jazz musicians in a quasi-commercial style? One method which Creed Taylor, Verve's a&r director, utilizes, is playing a 45-r.p.m. single at a 78 speed. "I often play ballads that way," he declares. "It saves time and gives you a different perspective."

There are motion picture themes, Taylor claims, which sometimes sound better when their normal time is doubled. Taylor says he played Steve Lawrence's version of the "Mondo Cane" theme, "More," at the increased speed and came away with an idea for a Kai Winding date utilizing the song.

There were 20 interpretations of "More," Taylor recalls, and they were all ballads. He liked the melody so much that he felt a fast-paced version could stand out against all the ballad competition. The result: a commercial disk for the experienced jazz trombonist and a new break in the market place for his subsequent products.

The pace-setter among jazz producers seeking to broaden the sales appeal of his artists by launching them into the pop realm, Taylor avoids hopping on a trend band wagon. "I used to get on a band wagon," he admits, "but when I see something happening, like a Tijuana Brass or a raga rock, I stay the hell away because I know everyone will get into the same thing. Besides, the company with the original wins out. All the rest are followers."

When cutting his acts, Taylor asks for "two minutes of excite-

ment" out of the entire album which can be released as a single. "That will get us airplay. The only thing I insist upon is something within the album which can be treated as a single." If an artist not a big pop seller, he tends to be reluctant to get away from his previous recording habits such as lengthy improvisational passages. "But once he sees what strict discipline can do, Taylor adds, he's wide open to suggestions. He starts reading Billboard and listening to top 40 stations. Then we have a workable arrangement. Once his album slips two notches on the chart, I get a call from wherever he's playing around the country asking what happened?"

Taylor estimates it took one year to develop guitarist Wes Montgomery as a commercialist and two for Cal Tjader. Jimmy Smith happened while he was still with Blue Note. Organist Walter Wanderley will become a substantial artist because he "plays the melody. Like Stan Getz, who is basically a melody player, Wanderley, when he does improvise; stays close to the melody so he doesn't lose the listener."

Taylor admits to some trepidation about two organists on the label, but he felt he was clear because Smith was a funky blues player and Wanderley's bag was one melody chorus, one improvised chorus or sometimes half an improvised chorus and a melody chorus on the way out.

Smith is just developing his intensity when he's four minutes into the selection, Taylor believes. "That's why his records are parts one and two, with two the side

that sells. That's where the excitement is."

As a result of co-operation between artist and producer over repertorial approach, LP sales have shown remarkable increases for certain artists. "Stan Getz' sales increased thirtyfold," Taylor boasts, "as a result of a more commercial approach to recording. Wes Montgomery increased eightfold; Jimmy Smith threefold; Willie Bobo sixfold and Johnny Hodges threefold."

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PINCUS FIRMS ADD 3 OFFICES

NEW YORK — The George Pincus publishing firms have expanded their space at 1650 Broadway with the addition of 400 square feet for three offices. The new facilities will be used by writers to insure them comfort and privacy. Irwin Pincus has been spending a week of each month in Nashville, and George and Lee Pincus leave shortly for the London office and a European trip.

Fuller Signs Pact With Sound-Plus

TAMPA, Fla. — Charles Fuller Productions has signed a master production agreement with Sound-Plus Records, Inc., of Jacksonville, Fla., and Chicago. The contract was signed by William B. Perry, Sound-Plus president, and John Brumage, general manager of Fuller Records, a subsidiary of Charles Fuller Productions. Theodore E. Brown, promotion manager for Sound-Plus, also participated in the negotiations here.

Under the pact, Brumage will supervise all sessions by Sound-Plus artists performed in the Fuller Studios here. Fuller Records also will custom-press for Sound-Plus. Sound-Plus also gained rights to lease masters from Fuller Records, Tigertown Records, Boss Records or CFP Records, all wholly owned by Charles Fuller Productions, which will still be able to continue independent productions for other labels. "You Must Love," by Don Scott will be the first Sound-Plus release under the agreement.

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FCL-4236 FCS-4246



TAPE CARTRIDGE TIPS

by **Larry Finley**

Last week's travels took us to the Los Angeles area, Cincinnati and Boston.

We visited our new warehouse facility, West Coast Tape Cartridge Company, which was just moved to larger quarters at 15164 1/2 Stagg Street in Van Nuys, California. The new warehouse is completely set up to service and ship to ITCC distributors in the 11 Western States, plus Alaska and Hawaii.

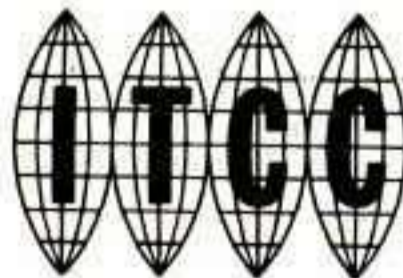
From Los Angeles we stopped in Cincinnati, Ohio, and we wish that every distributor in Ohio, Indiana, West Virginia, Kentucky and Louisiana could see the marvelous, efficient warehouse facility setup for ITCC by Maurie Rose, president of Mid-West Tape Cartridge Corporation. This operation is an ideal one with a complete IBM control system that assures a complete stocking of every title produced by ITCC in both the 4 and 8 track configurations at all times.

From Cincinnati we visited Dave Nager at Automatic Radio Manufacturing Company in Boston. Automatic recently added 10,000 square feet of warehouse space to give additional room for better automation of shipping ITCC's 4 and 8 track configurations to the automotive trade.

While I was on my trip, our national sales manager, Louis Capone, visited George Slaughter at Texas Tape Cartridge Corporation, the ITCC warehouse in Fort Worth which services distributors in Texas, Oklahoma and Louisiana. George, as well as our other warehouse facilities, reports a gradual upward trend in the sale of 8 track cartridges versus 4 track.

All of the ITCC warehouse facilities are able to offer distributors in their areas overnight service and deliveries (in most cases) and all of the four mentioned carry every ITCC cartridge in quantity in both the 8 and 4 track configurations.

If you are a dealer who wants to cash in on the tremendous amount of advertising done by the automotive manufacturers and the giants of the home entertainment field... contact our facilities. If you are not in their areas, write directly to our New York office and we will forward your inquiry to your nearest distributor.



INTERNATIONAL TAPE CARTRIDGE CORPORATION

Subsidiary of Dextra Corporation
663 Fifth Avenue
New York, N. Y. 10022
(212) 421-8080, TWX-710: 581-3498

Regional Warehouses:

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2615-C West 7th St., Fort Worth, Tex.
(817) ED 2-8401

MID-WEST TAPE CARTRIDGE CORP.
7616 Reinhold Drive, Cincinnati, Ohio
(513) 761-7102

WEST COAST TAPE CARTRIDGE CO.
15164 1/2 Stagg Street, Van Nuys, Calif.
(213) 787-5420

Orrtronic Develops Cartridge With Horizontal Path Design

OPELIKA, Ala.—Orrtronic, Inc. here announced this week that it had gone into production on a CARtridge that feeds through the machine vertically or horizontally.

"In the past, and with other units now on the market," said Orrtronic president Keith Wilson, "the tape feed and pick up have been on the vertical plane. Our development of the horizontal path was originally aimed at the automotive field because it is virtually unaffected by vertical road shock which can cause distortion and skips in vertical-path systems."

Metal guides on both sides of the tape playback head, said Wilson, gives further assurance of accurate, vibration-less tracking. Additionally, the new system utilizes a deck pressure roller.

Roller in Deck

"The location of the pressure roller," said Wilson, "is in the deck, or transport, instead of in the cartridge. This permits the tape and drive capstan to automatically disengage when power is turned off."

The inclination of tape to adhere to the pressure roller

and develop flat spots due to storage pressure of a cartridge-contained pressure roller are other problems eliminated in the deck-mounted pressure roller feature Wilson noted.

Orrtronic, developer of one of the first auto tape players marketed under the title "Auto Mate," has fully field-tested the new cartridge with features designed at the company's research and engineering subsidiary, Cousino Electronics Corp., Toledo, Ohio.

Wilson pointed out that the elimination of the in-cartridge pressure roller, plus the horizontal tape path design, produced a cartridge considerably smaller than others now available. "This," said Wilson, "results in a much smaller transport which meets the demands of automotive stylists for minimum space requirement and permits more efficient storage of the nested cartridges."

The unit, which uses the Cousino "Friction Free" tape employed in every long-playing continuous-loop tape system on the market now, according to Wilson, accommodates eight separate monaural tracks on a quar-

ter-inch wide tape. A maximum of six hours of monaural programming and one and a half hours of stereo music is available at the standard three and three-quarter i.p.s. speed.

Ampex Releases 5 Yule Tapes

CHICAGO — Ampex Stereo Tapes has released for Christmas three 8-track and two 4-track stereo cartridge tapes.

According to AST general manager Donald V. Hall, the 8-track titles are "Merry Christmas With Mantovani" (a double play cartridge), "Christmas With Ronnie Aldrich," and "Noel" by Joan Baez.

The 4-track offerings are "Christmas Carols" by Mantovani and "Noel" by Joan Baez.

RCA CARTRIDGE TO RIDE INTO EUROPE MARKET

AMSTERDAM—RCA Victor tape CARtridges suitable for use with the new jet playback will enter the European market. RCA's Dutch licensees, Inelco, has 10,000 cartridges stored in a warehouse at Schiphol Airport, Amsterdam, for distribution throughout Holland and for the use of RCA licensees in all European Common Market countries.

Despite the European dominance of the Philips' musicassette system, Inelco believes that it stands a good chance of creating a worthwhile market for the Lear-RCA system.

RCA in Europe is co-operating on the marketing with the Lear office setup this summer in Switzerland.

Sentry Industries Making Norelco-Type Cassettes

CHICAGO — "We strongly believe that tape recorders in cassette configuration must ultimately replace conventional reel-to-reel recorders," declared Sentry Industries President Harold Rosen last week in announcing his company's first release of 24 stereo cassette titles.

To be priced at \$4.95 retail, the Sentry cassettes will include Broadway, all-star, hit parade, around the world and classical classifications.

Said Rosen, "The frequency of requests we have received for pre-recorded music in Norelco-type cassettes accelerated

our decision to issue a cassette library immediately.

"We were further influenced by the recent Norelco announcement that 1 million cassette-type tape recorders have already been sold, plus the announcement that every major tape recorder manufacturer has completed production of a Norelco cassette-type recorder."

He observed that tape recorder sales "had their inception in photo, and perhaps because our roots are in the photo industry, we simply couldn't overlook the singular success Norelco achieved in this major market."

3 Variety Packs, 3 Twin Packs Featured in Victor Releases

NEW YORK—To meet an expected consumer demand created by the introduction of CARtridge players in the new

automobiles now being sold, RCA Victor Records is releasing 22 Stereo 8 cartridges in November, including three Variety Packs featuring especially programmed material by various artists and three Twin Packs (double LP equivalents).

The label launched the Variety Pack in September with Christmas tunes, then followed it with another cartridge in October of gospel music. Variety Packs are not available in album form.

Victor now has 394 different cartridge releases available. The November product includes 12 RCA Victor cartridges featuring such artists as Henry Mancini, John Gary, the Melachrino Strings and Orchestra, and a variety of country music performers; the three Kapp packages include Jack Jones and Roger Williams; Scepter Records is represented by a B. J. Thomas cartridge. RCA Victor's Red Seal label has three cartridges, one teaming the Boston Pops with people like Chet Atkins and Al Hirt; the three Camden releases featuring, among others, the Living Voices and the Living Strings.

TDK Philips' Japan Outlet

TOKYO — Tokyo Denki Kagaku (TDK), a pioneer in the manufacture of magnetic tape in Japan, has become the principal supplier of blank Philips type cassettes in Japan.

Billboard learned last week that TDK has shipped 300,000 cassettes to General Electric and to Mercury Records. In addition to the manufacture of cassettes, the company has also produced 300,000 Fidelapack type 4-track cartridges for export.

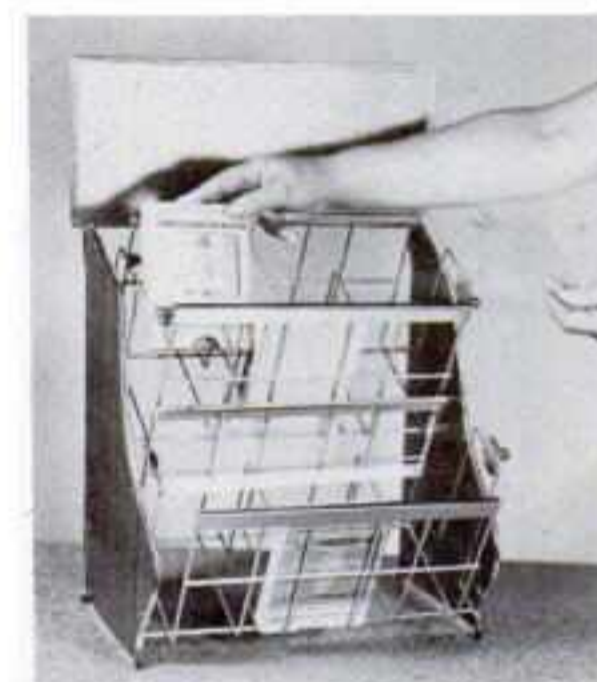
No pre-recorded cartridges have yet been produced but the company is planning to market music cartridge tapes in the near future. TDK is not making cartridge playbacks.

Wiremaster in Tape Racks

NEW YORK — Wiremaster Corp. of America has entered the tape cartridge industry with its marketing of five pilfer-proof cartridge racks. The company, which has been manufacturing display racks for several other industries, has formed a music record and tape cartridge division to handle production of the new lines.

All models of the new racks come in two styles, brass-plated and black-painted. Size ranges from the 40 cartridge table unit to the 250 floor revolving display. According to Guy Barry, sales director, the racks will be available through distributors, wholesalers and rack jobbers. Retailers desiring the display pieces will be directed to the nearest distributor. The company will not sell retail stores direct.

The five models include a 40
(Continued on page 16)



WIREMASTER CORP. introduces its new line of pilfer-proof tape CARtridge racks. The display pieces come in two styles and models are available for 40, 60, 85 and 120 tape cartridges. Both box type and revolving units are available.

NEW! NOVEL!! NEEDED!!! TAPE CARTRIDGE DISPLAY RACKS 4 and 8 Track Stereo

FOR DISTRIBUTORS.
WHOLESALE • JOBBERS
Retailers write us for nearest distributors
Designed to fit all manufacturers' cartridge sizes and economy floor space

- Pilfer Proof
- Makes Profits
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Manufacturers of a Full Line of Music and Record Displays:

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running on all tracks!

4 AND 8 TRACK DUPLICATING

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MERCHANDISING:

Another reason RCA Stereo 8 leads in 8-track cartridge tape

The industry's most complete display and promotion program—along with the greatest artists and largest selection of tapes—is one of the reasons why RCA Stereo 8 is the undisputed leader in cartridge tape.



Gemini Twin Merchandiser. Compact display unit for counter, wall or floor. Holds up to 80 tapes.



Promotional Material. Display pieces, newspaper mats, "minnies," full-color consumer catalog and other aids designed to help you do a complete selling job.

Pick-A-Tape Card Browser. Handy tape selector for customers. Displays complete catalog with tape content on laminated cards.



Exclusive New RCA Head Cleaning Tape Cartridge. Cleans and polishes tape heads instantly, prevents loss of volume and stereo sound quality. Ships 10 to a compact and effective counter dispenser. 8THC-100.



Test Cartridge. This all-purpose test cartridge tape checks: Tape Speed... Head Height Adjustment... Wow and Flutter... Frequency Response... Speaker Phasing... Cross-talk... Track Switching... and Stereo Music. 8TSC-101.



Tape Caddy. Handsome leatherette case holds up to 10 tapes. Makes an attractive consumer offer. IT-757.

8-track cartridge tape developed and introduced by RCA Victor.

RCA STEREO 8
CARTRIDGE TAPES
THE MOST TRUSTED NAME IN SOUND

MUNTZ STEREO-PAK NEW RELEASES

ALBUM	ARTIST	LABEL	MUNTZ CAT. #
CHERRY SMASHES	Don Cherry	Monument	10-472A
I WISH YOU LOVE	Gloria Lynne	Everest	10-477C
LYNN '66	Gloria Lynne	Everest	10-478C
I CAN NEVER GO HOME ANY MORE	The Shangri-Las	Red Bird	12-228B
I SENT YOU ROSES	Music for Reminiscing	Namdram	14-473B
BLUE HAWAII	Billy Vaughn	Dot	14-480A
A SALUTE TO THE BEATLES	The All-Star Pop Orchestra	Carousel Music	14-491C
A TASTE OF HONEY & OTHER MARIACHI HITS	The Fantabulous Brass	M-G-M	14-495A
THE BAROQUE BEATLES BOOK	Baroque Ens. of Merseyside Kammermusikgesellschaft	Elektra	14-497A
RE-PERCUSSION	Dick Schory and Percussive Art Ens.	Everest	14-498C
CHEROKEE	Charlie Barnet & His Orch.	Everest	18-169C
KING OF THE SURF GUITAR	Dick Dale	Deltone	21-405B
SURFERS' CHOICE	Dick Dale	Deltone	21-406B
HOLD ON, I'M COMIN'	Sam & Dave	Stax	21-410A
HAPPINESS IS	Milt Herth	Dot	23-137A
FIREHOUSE FIVE PLUS TWO GOES TO SEA	Firehouse Five Plus Two	Good Time Jazz	25-130A
HEART AND SOUL	Teddy Edwards	Contemporary	26-387A
RHAPSODY	Ahmad Jamal with Strings	Cadet	26-393A
BASIE SWINGIN'—VOICES SINGIN'	Count Basie with The Alan Copeland Singers	A.B.C.	26-397A
THE PAUL BUTTERFIELD BLUES BAND	Paul Butterfield Blues Band	Elektra	29-129A
SONGS OF HANK WILLIAMS	Billy Mure's Guitar & Orch.	Everest	52-133C
COUNTRY MUSIC GOES TO WAR	Various Artists	Starday	54-239B
THE UNFORGETTABLE COWBOY COPAS	Cowboy Copas	Starday	54-240B
GREEK FIRE	Michael Hartophilis	M-G-M	60-123A
BRAZILIAN SOUL	Manfredo Fest Trio—Recorded in Brazil	R.G.E.	66-217A

FROM THE WORLD'S LARGEST LIBRARY OF CARTRIDGE ENTERTAINMENT • 40,000 TITLES
(INCLUDING 4 AND 8-TRACK LP'S AND 4-TRACK SINGLES)



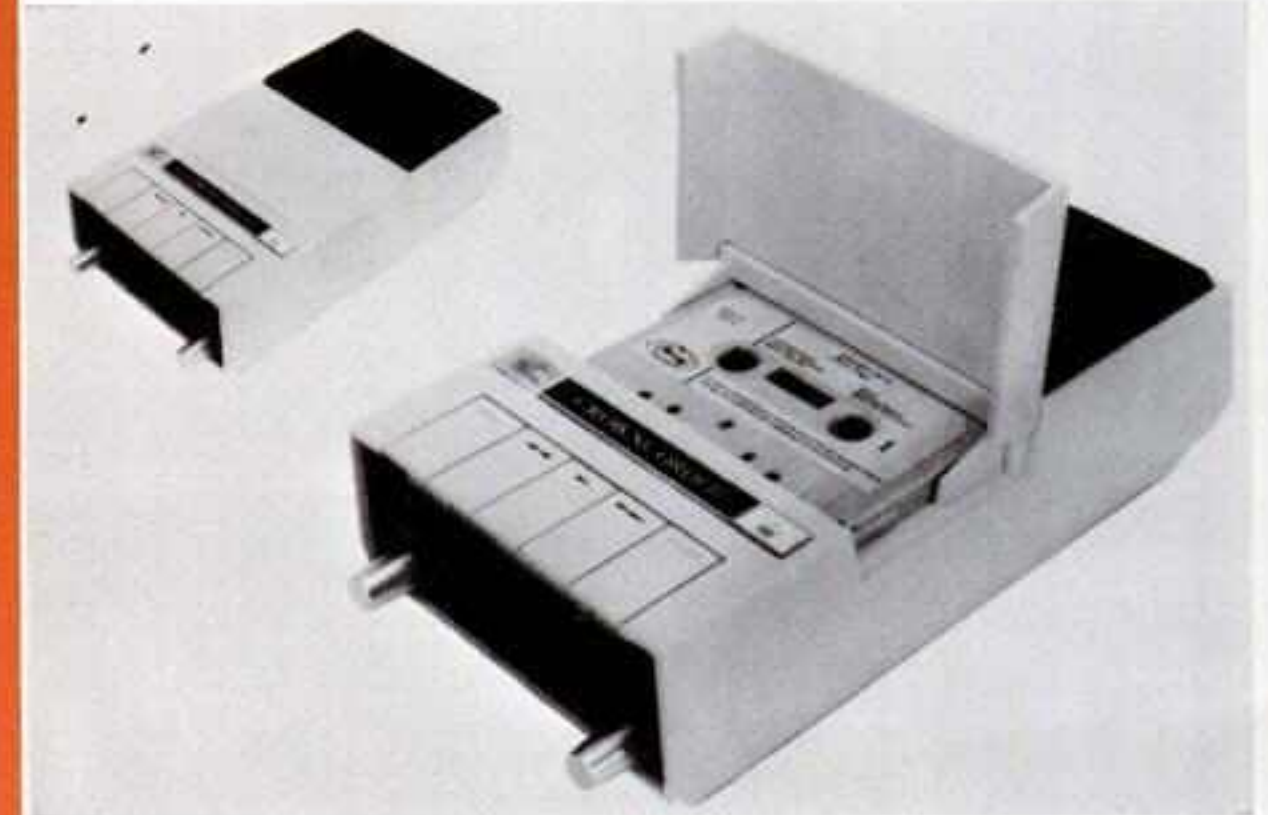
NOT AFFILIATED WITH MUNTZ TV

MUNTZ STEREO-PAK • 7715 DENSMORE AVENUE • VAN NUYS, CALIF. • 989-5000



NASSAU MARK III, the new Telephone Dynamics Corp. 4-track stereo tape CARtridge recorder for home use, can record all standard 4-track cartridges, including Fidelitypac 300, 600, 1200 or Audiopac. The Mark III, which lists for \$295, operates on either 110 volts AC or 12 volts DC. Finished in chrome, the unit measures 7½ inches wide, 8½ inches deep and 5¼ inches high.

Crown-Philips Playback To Be Exported to the U.S.



TOKYO—A Crown Radio Corp. (Japan) spokesman said the company will export a new model Philips-type cartridge player to the United States beginning early in 1967.

Crown is distributed by Industrial Suppliers of San Francisco, its sole agent in the United States. Sales include dealers, department stores and chain stores.

The new cassette playback machine is expected to retail for \$69.95 in the U. S. Crown will buy blank cassettes from TDK (Tokyo Denki Kagaku).

While the first Crown player will be monaural, stereo machines are planned for late summer in 1967. All machines will be battery-operated with provisions for an ac power adapter.

General Recorded Tape Ads Label

LOS ANGELES — With the addition of Chess, Checker, Cadet and King Records to its library, General Recorded Tape of Sunnyvale, Calif., has increased its tape CARtridge duplication business to cover 40 labels. GRT duplicates in both 4 and 8-track and in the regular reel-to-reel system.

Sanyo Elect. Exports

TOKYO—Sanyo Electric, of Osaka, has just signed a \$2,500,000 order with an American company for the export of 2,500,000 tape cartridge machines. One hundred thousand units are scheduled to be produced beginning this fall with deliveries completed by next spring. A spokesman of the company refused to divulge the name of the buyer.



FRANK SINATRA, center, pores over the music score to "That's Life," his latest single, at a recording session here last week. Singer begins his annual stand at The Sands Hotel, Las Vegas, Wednesday (4), prior to his upcoming CBS television special, "A Man & His Music, Part II," Dec. 7.

The "NOW" group with the "NOW" sound

FOLK ROCK WITH THE SOUL OF BLUES

THE FREE SPIRITS

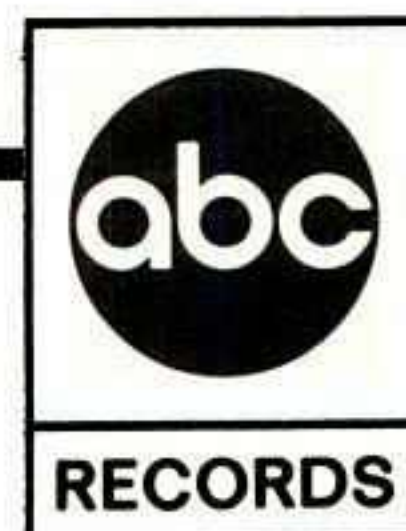
*Their
First
Release*

"Tattoo Man"

b/w

"Girl of the Mountain"

ABC 10872



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TAPE CARTRIDGE TIPS

by Larry Finley

I LEFT MY HEART IN
SAN FRANCISCO . . .

Last Wednesday night made history in the annals of television because of the extremely great production given to the Tony Bennett "Singer Spectacular." It was sponsored by The Singer Company which produces Singer sewing machines as well as being manufacturers of KLH home entertainment products and making available TV's, phonographs, records, albums, etc., and the entire ITCC line of 4 and 8 track cartridges to their millions of customers.

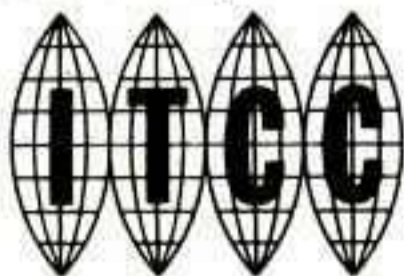
To bring many of Tony's friends together in New York, Alfred di Scipio, vice president of Singer and executive producer of "Singer Presents Tony Bennett," invited some 40 guests to a special reception in the West Penthouse Suite of the New York Hilton Hotel. Al had eight color TV sets so everyone could enjoy the Tony Bennett show and value its great qualities; what the TV critics call THE outstanding show in many years. Needless to say we greatly enjoyed the program and the originality which was given to it with the extra production value of Tony Bennett actually doing "San Francisco" in the City of San Francisco.

After we all enjoyed the TV program, I was asked by Al to introduce some of the many prominent guests who were present. Among those who acknowledged their introduction were Paul Anka, Steve Lawrence, Eydie Gorme, Bobby Hackett, Eddie Condon, Cy Coleman, Joey Bushkin, Jack E. Leonard, Godfrey Cambridge, Jean Carroll, Enoch Light (whom we consider the giant of the music world), Allan Sherman, Clare Hogan, Sidney Bernstein, Russ Arno, Buddy Howe, Ed McMahon, Phil Ford, Mimi Hines, Willard Alexander, Hershel Bernadi, and our most honored guest, Mr. Tony Bennett.

After we had the pleasure of introducing these people the party broke up into many groups of conversation, and one of the main topics was the stereo tape cartridge. Those we spoke to were most enthusiastic about this new industry. One of the things that amazed us most was the fact that practically every one of the "name" guests, as well as many of our other friends, already have stereo tape decks in their cars. The several who do not, but have orders in for the new '67 cars, are having tape decks installed.

It is not only people in the entertainment world who have discovered the "magic" of tape cartridge stereo on wheels but people from all walks of life, such as Joe the Bus Boy, Sam the Waiter and Luiji the Men's Room Attendant, who are accepting this new concept as a part of everyday living.

If you are a dealer and would like the name of your nearest ITCC distributor who can give you a complete stock of ITCC cartridges as well as advertising aids and the first truly pilfer-proof rack, please contact us and we will have our nearest distributor contact you.



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P. S. If you would like to have the only 4 and 8 track cartridges on Tony Bennett/Count Basie . . . please contact us!

Design Enjoined In Atlantic Suit

NEW YORK — Pickwick International, Design Records and the Keel Manufacturing Corp. have been enjoined from manufacturing, selling or distributing the Design album "The Young Rascals-The Isley Brothers." The action was in the form of a temporary injunction by Judge Nathaniel T. Helman in New York Supreme Court.

The injunction was handed down in a suit by Atlantic Records and the Young Rascals, claiming that the performances on the LP designated as by the Young Rascals, were not by the Atco artists. Atco is a division of Atlantic.

Producers' Snubs

• Continued from page 3

explains, a writer-artist will come to the publisher with a song, and the publisher will pay for the recording session in exchange for a piece of the master.

Tanner's views are not shared by Stanley Mills of E. B. Marks, who feels that if the copyright is strong enough, it will be recorded through normal record company a&r channels. However, Mills agrees that a lead sheet or a simple demo often will not sell the property to the a&r man.

Mills contends that the demo must be a sophisticated one, and that it must incorporate the sound and arrangements as well as the melody. And, according to Mills, it better have a contemporary arrangement.

Edgar Burton of TM Music notes an increase in independent production on the part of publishers, but attributes it to a cycle. When artists who write their own material are in vogue—as they are today—the publisher is more apt to produce records. Within the last three months, TM has signed Larry Coverdale and the Horsemen, the New Outlook and Kenny Williams, all of whom have been released on Roulette.

Wiremaster

• Continued on page 12

cartridge unit, 60 cartridge counter, revolving 85 cartridge table display and a 120 floor-holder. The table models are made pilfer-proof by the plexiglass tops. The revolving units have brass guard rails enclosing the cartridges. Barry says the racks will hold all manufacturers cartridges.



GRAMMY AWARD WINNER Anita Kerr puts her name on the proverbial dotted line of a Warner Bros. recording contract, as J. K. (Mike) Maitland, president of the company beams on. Standing, Miss Kerr's attorney, Alfred W. Schlesinger, and a&r producer Dick Glasser. Miss Kerr's first album, "Slightly Baroque" hits the stalls this week.

NARM Board to Meet Nov. 2-3

LAS VEGAS—The board of directors of the National Association of Record Merchandisers meets at the Riviera Hotel here Wednesday and Thursday (2 and 3) to discuss plans for the 1967 NARM convention, to be held at the Century Plaza Hotel, Los Angeles, March 5-10. Convention theme, business sessions and social schedule will be set.

Also to be discussed are the excise tax refund situation and the NARM Scholarship Program, in its initial year.

Soul City Aim

• Continued from page 6

sound. Besides the former Versatiles who recorded for the Bronco label, Gordon's other professional artist is Willie Hutch, who has appeared on the Modern logo and is signed with the company as an artist-writer. Hutch and J. B. Bingham, a new vocalist, are the two writing mainstays in Johnny Rivers Music and will be called upon to create a modified "mod" sound for the r&b acts Gordon plans signing. He has already pacted Rosie Brooks and Ron Benton and feels the Los Angeles market is an untapped area for r&b talent.

A former Coast member of the Detroit-based Tamla-Motown operation, Gordon says that it is possible to build a stable of r&b acts from the Los Angeles area. There are "honky tonk clubs" playing unknown artists who could become the r&b stars of tomorrow. But the problem is finding them. "They don't come up to Hollywood," Gordon says. He claims to have found Grenda Holloway in Watts and brought her to Motown. In addition to working with his own house acts, Gordon will buy outside masters and use material from other publishing houses.

With the entry of Soul City into the blues field, Liberty gains a back-up company to its Minit label, which operates under the Imperial division and specializes in r&b product.

VFW Disk Club

• Continued from page 3

which includes packaging and handling.

The tabloid-sized brochure mailed to members contains lists of current and standard albums and singles. Tapes, players and needles are also offered. VFW has 1,300,000 paid-up members. Merchandise is purchased through distributors. Phillips explained that this program will do much to make merchandise available while the product is on the charts and is receiving peak radio play.

Abnak Music

• Continued from page 4

icans which hit the charts with "I See the Light," distributed by Hanna-Barbera Records. John Abdnor explains the company decided to set up its own national distribution upon the termination of its pact with HB. Abdnor is a wealthy insurance man who owns the Bankers Life Commercial Insurance Co. here. Staff a&r man is Dale Hawkins. Steve Topley, formerly with Hanna-Barbera is the new sales-promotion manager. A roster of local acts has been established.

MERC. IS BACK WITH MUNTZ

LOS ANGELES—The Mercury family of labels has resigned with Muntz Stereo-Pak for tape CARtridge duplication. The Chicago combine had pulled its label away from Muntz several months ago, hence the return of 4-track duplication is a significant development for the Van Nuys company.

"It had been a hell of a loss," admitted president Earl Muntz.

The company should start duplicating 4-track cartridges in its new building (No. 9) this week.

Steve & Bill Jerome Add 2 More Firms

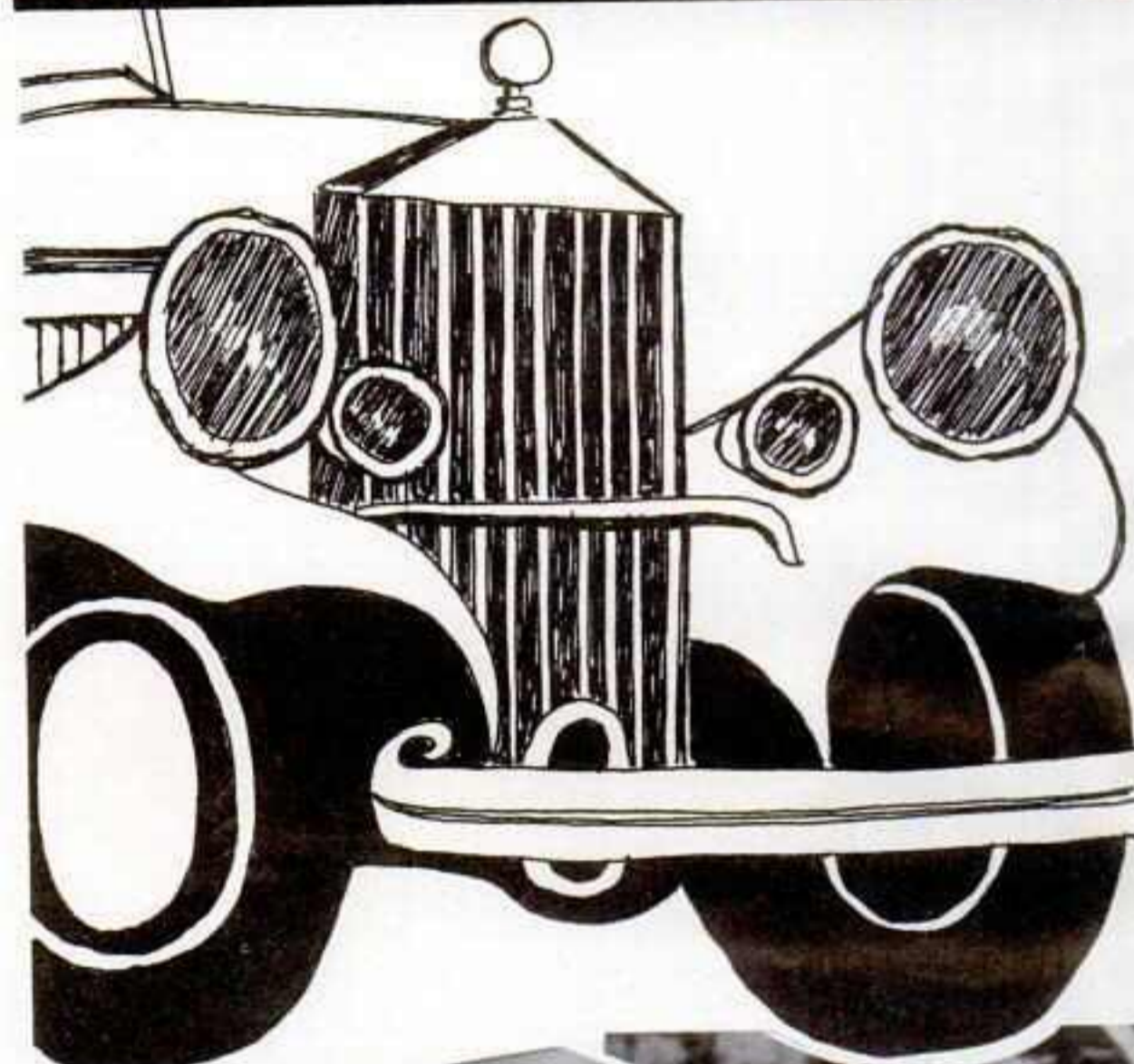
NEW YORK — Real Good Productions, an independent production firm, and Pimpnel Music, a BMI publishing firm, have been formed by Steve and Bill Jerome, whose production of "Walk Away Renee" is currently on the charts. The firms are headquartered at 1697 Broadway.

The new firms signed a non-exclusive deal with Jubilee Records and have obtained recording rights for a major studio movie theme.

The Jerome Brothers also operate World United Studios and World United Productions. They will continue to operate World United, but there will be no connection between WU and the new firms.

A.R.C. Music Makers ELECTRONICS, INC.

Fit in ANY AUTOMOBILE



AUTO Record Changer

Plays and rejects 12 45 records automatically. Fits all cars. No technician needed to install. Plays through radio. No more commercials, fadeouts, etc. Uses low-cost 45 records available everywhere.

SUGGESTED LIST \$68.88



STEREO TAPE DECK

A fully automatic, solid state, 13-transistor tape deck featuring balanced channels, filtered music, 10 1/2 music Watts per channel. Plays up to two hours of tape. A four-track cartridge can be changed while driving. Available in 12-Volt Positive or Negative ground. Speaker kit with two 5 1/4" speakers included.

SUGGESTED LIST \$119.88

Send for information and prices on our complete line of auto sound systems.

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Music of Many Lands

Request Records

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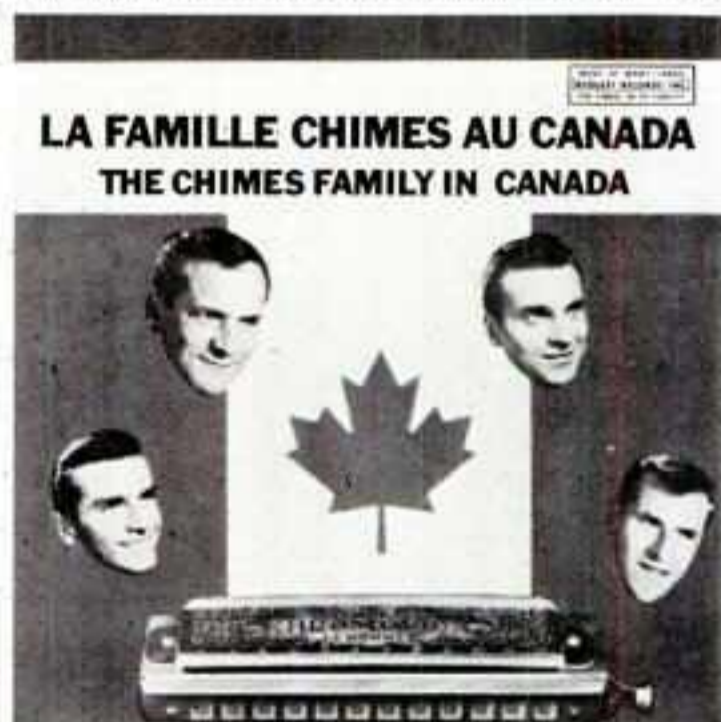
RCA VICTOR

TM&© The most trusted name in sound 

You can order these 8 L.P.s plus the complete catalog of the more than 100 international music albums of Request Records through your RCA Victor distributor. Call him today and stock up on this profit-making product.



RLP/SRLP-8045



RLP/SRLP-10081



RLP-8060



RLP/SRLP-10080



RLP/SRLP-8086



RLP/SRLP-8087



RLP/SRLP-10076



RLP/SRLP-8092



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 186—Last Week, 123

*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

DONOVAN—MELLOW YELLOW (Prod. by Mickie Most) (Writer: Leitch) (**Donovan Ltd., BMI**)—Another winner from the composer-artist in this off-beat rhythm rocker. Follow-up to "Sunshine Superman" has an infectious quality which should carry it to the top. Flip: "Sunny South Kensington" (Donovan Ltd., BMI). **Epic 10098**

IAN WHITCOMB — WHERE DID ROBINSON CRUSOE GO WITH FRIDAY ON SATURDAY NIGHT? (Prod. by Ian Whitcomb) (Writers: Lewis-Young-Meyer) (**Mills-Waroch, ASCAP**)—The English Music Hall sound is in, and this clever, bouncing novelty should strengthen its hold. Whitcomb's appealing delivery and the infectious arrangement will carry it to the top. Flip: "Poor Little Bird" (Burdette, BMI). **Tower 274**

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

CHER — BEHIND THE DOOR (Prod. by Sonny Bono) (Writer: Gouldman) (**Man-Ken Ltd.-Equinox, BMI**)—An oriental flavored ballad with an exceptionally good lyric is given a dramatic reading by the vocalist. Performance and arrangement add up to a hit. Flip: "Magic in the Air" (Chrismarc-Cottillion, BMI). **Imperial 66217**

NANCY SINATRA—SUGAR TOWN (Prod. by Lee Hazlewood) (Writer: Hazlewood) (**Criterion, ASCAP**)—A bright new number written and produced by Lee Hazlewood gives the "Boots" gal another chance to walk the charts. Has all the ingredients for hit status. Flip: "Summer Wine" (Criterion, ASCAP). **Reprise 0527**

JAY & THE AMERICANS—(He's) RAINING IN MY SUNSHINE (Prod. by Bob Feldman) (Writers: Allen-Dante) (**Greenlight, BMI**)—Headed for the Hot 100 is this driving rocker that builds and builds. Powerful performance and solid rhythm backing make for a big one. Flip: "The Reason for Living" (Whippy, BMI). **United Artists 500**

PLATTERS—I'LL BE HOME (Writer: Washington) (**Arc, BMI**)—An outstanding revival of Pat Boone's hit of a decade ago. Moving recitation and steady dance beat add to the potential of this strong ballad entry. Flip: "The Magic Touch" (A.M.C., ASCAP). **Musicor 1211**

TIM HARDIN—HANG ON TO A DREAM (Prod. by Erik Jacobsen) (Writer: Harden) (**Faithful Virtue, BMI**)—The composer of "If I Were a Carpenter" has a sure-fire winner in this intriguing original ballad which should establish him as a top performer. **Verve Folkways 5031**

KINGSTON TRIO—BABE, YOU'VE BEEN ON MY MIND (Prod. by Trident Prod.) (Writer: Dylan) (**Witmark, ASCAP**)—The Kingston Trio meets Bob Dylan and the result is a highly commercial disk which should make its mark on the Hot 100. Flip: "Texas Across the River" (Northern, ASCAP). **Decca 32040**

CHART Spotlights—Predicted to reach the HOT 100 Chart

SHADOWS OF KNIGHT—I'm Gonna Make You Mine (Screen Gems-Columbia, BMI). **DUNWICH 141**
BERT KAEMPFERT & HIS ORK.—So What's New (Almo, ASCAP)—Hold Back the Dawn (Roosevelt, BMI). **DECCA 32051**
JERRY VALE—Somewhere (Gil, BMI)—I've Lost My Heart Again (Bourne, ASCAP). **COLUMBIA 43895**
SERENDIPITY SINGERS—Autumn Bound (Saturday, BMI). **PHILIPS 40410**
Y ACE & THE TWISTERS—Woolah Booleh (Beckie, BMI). **ATLANTIC 2364**
BOBBY RYDELL—Open for Business as Usual (Greenwood, BMI). **CAPITOL 5780**
NANCY WILSON—I'll Make a Man of the Man (Shapiro-Bernstein, ASCAP). **CAPITOL 5771**
DINO, DESI & BILLY—I Hope She's There Tonight (Gringo, BMI). **REPRISE 0529**
LEE HAZLEWOOD — Suzi Jane Is Back in Town (Criterion, ASCAP). **MGM 13605**
THE VIRGINIA WOLVES—Stay (Cherio, BMI). **AMY 966**
BANTAMS—Good Lovin' Girl (Young City, BMI). **WARNER BROS. 5868**
MOUSE—Do the Best You Can (Sunnybrook, BMI). **FRATERNITY 973**
ART & DOTTY TODD—Chanson D'Amour (Dibo, ASCAP). **ERA 1064**
RONNIE DAVID—Almost Persuaded No. 3 (Gallico, BMI). **EPIC 10084**
JOE SHERMAN & THE ARENA BRASS—Paradise (Feist, ASCAP). **EPIC 10085**
THE GUILD—You Can See the Trees (Saturday, BMI). **PHILIPS 40403**
GOLLIWOGS—Walking on the Water (Cireco, BMI). **SCORPIO 408**
THE INCONCEIVABLES—Hamburger Patti (Little Darlin', BMI). **COLUMBIA 43894**
MEL TORRE—Paris Smiles (Famous, ASCAP). **COLUMBIA 43872**
MEADOWLARK LEMON—Personality (Lloyd & Logan) **RSVP 1125**

STEVIE WONDER—A PLACE IN THE SUN (Prod. by C. Paul) (Writers: Miller-Wells) (**Stein-Vanstock, ASCAP**)—Wonder has a hot top 20 contender in this folk-oriented release, which is in the same bag as his highly successful "Blowin' in the Wind." Exciting treatment by the artist. Flip: "Sylvia" (Jobete, BMI). **Tamla 54139**

THE CYRKE—PLEASE DON'T EVER LEAVE ME (Prod. by John Simon) (**Chappell, ASCAP**)—Medium rocker with a harpsichord used in the arrangement makes this latest effort by the highly talented group a sure bet for top of the chart honors. Well blended vocal adds to the appeal. Flip: "Money to Burn" (Nemperor). **Columbia 43871**

CLYDE McPHATTER—I'M NOT GOING TO WORK TODAY (Prod. by Hall & Montgomery) (Writer: Tex) (**Tree, BMI**)—Hand-clapper with an exciting calypso beat makes McPhatter's debut on Amy an impressive one. Chart activity destined for this one. Flip: "A Shot of Rhythm and Blues" (Fame, BMI). **Amy 968**

THE GURUS—BLUE SNOW NIGHT (Prod. by Engelhardt & Haffkine) (Writers: Talbot-Pankin) (**Urug, BMI**)—**COME GIRL** (Prod. by Engelhardt & Haffkine) (Writers: Talbot-Pankin) (**Urug, BMI**)—Intriguing and unusual sound by the interesting new group could make either side of this disk step out. Driving beat is an asset to both. **United Artists 50089**

DION & THE BELMONTS—BERIMBAU (Prod. by DiMont Music) (Writers: Powell-Gilbert-de Moraes) (**Ipanema, BMI**)—Dion is back with the Belmonts on their first effort for ABC, and their combined talents result in this groovy rocker that will bring them back into the chart spotlight. Flip: "My Girl The Month of May" (Ryonen, BMI). **ABC 10868**

BILLY JOE ROYAL—YO-YO (Prod. by Joe South) (Writer: South) (**Lowery, BMI**)—Powerful delivery and clever lyric make "Yo-Yo" a hot contender for the chart area. Pounding beat moves from start to finish. Flip: "We Tried" (Lowery & Low-Twi, BMI). **Columbia 43883**

THE INNOCENCE — THERE'S GOT TO BE A WORD (Prod. by Ripp, Anders & Poncia) (Writer: Ciccone) (**Kama Sutra, BMI**)—Pleasant medium rocker much in the style of Herman's Hermits. New group with a winning sound should create a stir. Flip: "I Don't Wanna Be Around You" (Kama Sutra, BMI). **Kama Sutra 214**

FLOYD & JERRY—DUSTY (Prod. by Earl Perrin) (Writer: Westfall) (**Prestalane, BMI**)—Talented duo with a strong rhythm side featuring good lyric and interesting trumpet backing has lot of chart potential. Flip: "If You Want Me" (Prestalane, BMI). **Presta 1013**

SUE THOMPSON—Someone (Acuff-Rose, BMI). **HICKORY 1423**
LIMEY & THE YANKS—Out of Sight, Out of Mind (Chardon-Elmwin, BMI). **LOMA 2059**
BANDS OF GOLD—You Won't Change Me (MRC, BMI). **SMASH 2058**
THE EPICS—Goes to Show (Trousdale, BMI). **HBR 480**
CASUALS—You Belong to Me (Ridgeway, BMI). **MONUMENT 981**
CORVAIRS—Get a Job (Wildcat-Williams, BMI). **COLUMBIA 43861**
THE SONICS—The Witch (Valet, BMI). **JERDEN 810**
THE FIFTH ORDER—Goin' Too Far (Counterpart-Falls City, BMI). **DIAMOND 212**
STACCATOS—Let's Run Away (BMI Canada Ltd., BMI). **TOWER 277**
REVLONS—Ya Ya (Frost, BMI). **PARKWAY 107**
OVERLANDERS—The Leaves are Falling (Leeds, ASCAP). **HICKORY 1427**
THE HOPEFUL—60'Clock News "Silent Night" (Electric, BMI). **MERCURY 72637**
JOHNSON & HARTE—Love's Been Good to Me (In, ASCAP). **GRAYWIN 101**
THE FIVE EMPREES—Gone From My Mind (Miller, ASCAP). **SMASH 2065**
GAYLORD & HOLIDAY—What's My Name? (Shapiro-Bernstein, ASCAP). **VERVE 10446**
DREAMLOVERS—You Gave Me Somebody to Love (Hill & Range-Shelros, BMI). **MERCURY 72630**
ARNIE CORRADO—Misty Morning Blues (Morris, ASCAP). **DATE 1004**
SANFORD CLARK—Shades (Granite, ASCAP). **RAMCO 1976**
DESCENDANTS—Garden of Eden (Varona, ASCAP). **MTA 112**
THE IMPROPER BOSTONIANS — How Many Tears (Little Guy, BMI). **MINUTEMAN 207**
TOMMY BURK & THE COUNTS—Rainy Day Lovin' (East-Scion, BMI). **H.I.P. 101**

COUNTRY SPOTLIGHTS

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

JEAN SHEPARD & RAY PILLOW — MR. DO-IT-YOURSELF (Prod. by Marvin Hughes) (Writer: MacRae) (**Mimosa, BMI**)—Smash follow-up to "I'll Take the Dog" features clever lyric and top performances by the duo. Watch this spiral to the top of the country charts. Flip: "Strangers Five to Nine" (Central, BMI). **Capitol 5769**

JIM EDWARD BROWN—THE LAST LAUGH (Prod. by Felton Jarvis) (Writers: Putman-Braddock-Brown) (**Tree, BMI**)—Brown has a hot country chart contender in this moving ballad, which should quickly replace his "Taste of Heaven." Flip: "Party Girl" (Unart, BMI). **RCA Victor 8997**

DON BOWMAN—SURELY NOT (Prod. by Chet Atkins) (Writer: Reed) (**Vector, BMI**)—Clever material is handled in fine style by the top comedy performer. Bowman has a sure hit here. Flip: "Dear Sister" (Parody, BMI). **RCA Victor 8990**

MERLE TRAVIS — MOON OVER THE MOTEL (Prod. by Marvin Hughes) (Writer: Travis) (**Tree, BMI**)—Good 'n' country is this Travis treatment of a bright piece of material. Has all the ingredients for a top chart item. Flip: "That Tennessee Beat" (Tree, BMI). **Capitol 5764**

JIM PREDDY—OUT OF SIGHT (Out of Mind) (Writer: Preddy) (**Roar, BMI**)—Strong commercial debut of label and composer-performer. Has the ingredients for a top chart item, both country and pop. Flip: "A Long, Long Time Ago" (Roar, BMI). **Arbo 101**

TAMMY WYNETTE—APARTMENT NO. 9 (Prod. by Billy Sherrill) (Writers: Paycheck-Foley-Owen) (**Owen, BMI**)—The Bobby Austin version is currently riding the charts, but this outstanding female interpretation should step out on its own. Flip: "I'm Not Mine to Give" (Gallico, BMI). **Epic 10095**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

ROY ACUFF—I Couldn't Believe It Was True (Vogue, BMI). **HICKORY 1424**
CAL SMITH—Stranger in the House (Vintage, BMI). **KAPP 788**
BOB GALLION—I've Got Better at Home (Acuff-Rose, BMI). **HICKORY 1421**
AL WHITE—Heartache Hangover (Yonah, BMI). **CHART 1385**
HOUSTON ROBERTS—The All American Boy (Mayhew, BMI). **LITTLE DARLIN' 0012**
GEORGE OWENS—Wood Would (Window, BMI). **RCA VICTOR 8991**
CHUCK REED—Kiss the Hurt Away (Chu-Fin, BMI). **UNITED ARTISTS 50091**
ARNIE LUNSFORD—Blue Tennessee Rain (White Oak, BMI). **ACORN 266**
LARRY STEELE—The Little Folks (Jack, BMI). **HILLTOP 3014**
LEE WHITE—Help, I'm Drowning (Peer Int'l, BMI). **RIVIERA 2002**
BILLY JO SPEARS—Not Enough of You to Go Around (Piccolo, BMI). **UNITED ARTISTS 50092**
JERRY NAYLOR—Johnny Brown (Bettye Jean, BMI). **TOWER 280**
TOM CASH—Down, Down, Down (Unart, BMI). **UNITED ARTISTS 50068**
RAMSEY KEARNEY—Soft Lips and Sweet Perfume (4 Star, BMI). **CHALLENGE 59346**

R&B SPOTLIGHTS

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

REX GARVIN — I GOTTA GO NOW (Prod. by Johnson & Gallo) (Writers: Dunn-Garvin-Holman) (**Pronto-Virdunn, BMI**)—Solid and driving beat in this rocker by Garvin should move to the top of the r&b charts in short order. Flip: "Believe It or Not" (Pronto-Virdunn, BMI). **Like 302**

THE PLAYERS—I'M GLAD I WAITED (Prod. by Cal Carter) (Writer: Smith) (**Alstein, BMI**)—With "He'll Be Back" starting to fall, the group comes up with a good rock ballad which should keep them active on the charts. Flip: "Why Did I Lie" (Alstein, BMI). **Minit 32012**

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

LITTLE RICHARD—I Need Love (Nelchell, BMI). **OKEH 7262**
ROSCOE SHELTON—A Man's Love (Cape Ann, BMI). **Soon as Darkness Falls** (Cape Ann, BMI). **SOUND STAGE 7 2574**
MARLENA SHAW—Let's Wade in the Water (Alexis, ASCAP). **CADET 5549**
BENNY CURTIS—That's All Right (Goldteak & Pentagrad, BMI). **RESIST 505**
BUDDY LAMP—You've Got the Loving Touch (Premium Stuff, ASCAP). **WHEELSVILLE 113**

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ON A
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BRITAIN'S TOP 50

record retailer
and music industry news

THIS WEEK	LAST 3 WEEKS' POSITIONS			WEEKS ON CHART	TITLE	Artist	Label	Number	Publisher	(Producer)
1	(1)	(1)	(2)	8	DISTANT DRUMS	Jim Reeves	RCA Victor	RCA 1537	Acad. Blue	(Clayton Kopp)
2	(6)	(13)	(37)	4	BEND IT!	Dave Dee, Dozy, Beaky, Mick and Tich	Fontana	TF 746	Lynn	(D. White)
3	(2)	(4)	(14)	6	I'M A BOY	The Who	Reaction	591-004	Falstina	(The Who)
4	(3)	(7)	(13)	5	YOU CAN'T HURRY LOVE	Supremes	Tamla-Motown	TMG 575	Bellota	(Berry Gordy)
5	(4)	(6)	(12)	5	LITTLE MAN	Sonny and Cher	Atlantic	584-040	Bellota	(T. Nelson)
6	(7)	(18)	(26)	5	WINCHESTER CATHEDRAL	New Vaudeville Band	Fontana	TF 746	Lynn	(D. White)
(17)	(—)	(—)	(—)	2	HAVE YOUR SAY	OTHER				

- MUSIC PUBLISHERS
- RECORDING FIRMS
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- BROADCASTERS
- PROGRAMMERS
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RECORD RETAILER IS PUBLISHED EVERY THURSDAY

Billboard TOP 40

EASY LISTENING

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

THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	2	3	6	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	13
2	1	1	2	BORN FREE	Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI)	15
3	3	2	1	SUMMER WIND	Frank Sinatra, Reprise 0509 (Witmark, ASCAP)	10
4	6	8	10	A TIME FOR LOVE	Tony Bennett, Columbia 43768 (Witmark, ASCAP)	7
5	4	4	3	SUMMER SAMBA	Walter Wanderley, Verve 10421 (Duchess, BMI)	13
6	5	5	5	DOMMAGE, DOMMAGE	Jerry Vale, Columbia 43774 (Folist, ASCAP)	9
7	9	11	13	LOOKIN' FOR LOVE	Ray Conniff Singers, Columbia 43814 (Jay, ASCAP)	6
8	8	10	11	FREE AGAIN	Barbra Streisand, Columbia 43808 (Emanuel-Beaulieu, ASCAP)	7
9	10	12	14	ELUSIVE BUTTERFLY	Jane Morgan, Epic 10058 (Metric, BMI)	7
10	7	7	4	IN THE ARMS OF LOVE	Andy Williams, Columbia 43737 (Twin-Cris, ASCAP)	15
11	11	6	7	I CAN'T GIVE YOU ANYTHING BUT LOVE	Bert Kaempfert and His Ork, Decca 32008 (Mills, ASCAP)	9
12	13	16	28	GAMES THAT LOVERS PLAY	Eddie Fisher, RCA Victor 8956 (Miller, ASCAP)	4
13	12	9	9	MAS QUE NADA	Sergio Mendes and Brazil '66, A&M 807 (Peer Int'l, BMI)	14
14	14	17	22	NOBODY'S BABY AGAIN	Dean Martin, Reprise 0516 (Smooth-Noma, BMI)	5
15	20	29	—	A DAY IN THE LIFE OF A FOOL	Jack Jones, Kapp 781 (United Artists, ASCAP)	3
16	15	15	17	THE PORTUGUESE WASHWOMEN	Baja Marimba Band, A&M 816 (Remick, ASCAP)	6
17	17	22	25	CABARET	Marilyn Maye, RCA Victor 8936 (Sunbeam, BMI)	6
18	16	13	12	I'M GETTING SENTIMENTAL OVER YOU	Glenn Miller Ork, Epic 10057 (Mills, ASCAP)	8
19	19	21	29	SO WHAT'S NEW	Horst Jankowski, Mercury 72615 (Almo, ASCAP)	5
20	18	19	21	CRY SOFTLY	Nancy Ames, Epic 10056 (Tree, BMI)	9
21	21	25	26	WALKING ON NEW GRASS	Buddy Greco, Reprise 0515 (Pamper, BMI)	6
22	22	26	32	HAWAII (Main Title)	Henry Mancini, His Ork & Chorus, RCA Victor 8951 (United Artists, ASCAP)	4
23	23	28	31	ALL THAT I AM	Elvis Presley, RCA Victor 8941 (Gladys, ASCAP)	5
24	26	31	36	SO WHAT'S NEW	Peggy Lee, Capitol 5758 (Almo, ASCAP)	4
25	27	38	—	THE WHEEL OF HURT	Al Martino, Capitol 5740 (T. Morgan-Roosevelt, BMI)	3
26	25	14	8	FLAMINGO	Herb Alpert & Tijuana Brass, A&M 813 (Tempo, ASCAP)	10
27	28	39	—	WALKING HAPPY	Peggy Lee, Capitol 5758 (Shapiro-Bernstein & Co., ASCAP)	3
28	32	—	—	CHANSON D'AMOUR	Lettermen, Capitol 5749 (Thunderbird, ASCAP)	2
29	29	35	40	GAMES THAT LOVERS PLAY	Wayne Newton, Capitol 5754 (Miller, ASCAP)	4
30	31	34	37	SOMEBODY LIKE ME	Eddy Arnold, RCA Victor 8965 (Barton, BMI)	4
31	30	30	36	MARRIED	Don Cherry, Monument 971 (Sunbeam, BMI)	5
32	34	37	39	SO NICE (Summer Samba)	Vikki Carr, Liberty 55917 (Duchess, BMI)	4
33	35	—	—	LOUIE, LOUIE	The Sandpipers, A&M 819 (Limax, BMI)	2
34	38	40	—	WISH YOU WERE HERE, BUDDY	Pat Boone, Dot 16933 (Spoons, ASCAP)	3
35	37	—	—	CABARET	Mike Douglas, Epic 10078 (Sunbeam, BMI)	2
36	39	—	—	A MAN AND A WOMAN	Tamiko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)	2
37	40	—	—	CHANGES	Brothers Four, Columbia 43825 (Barricade, ASCAP)	2
38	33	18	16	GUANTANAMERA	The Sandpipers, A&M 806 (Fall River, BMI)	14
39	—	—	—	THEME FROM THE BIBLE	Peter De Angeles, 20th Century-Fox 6646 (Robbins, ASCAP)	1
40	—	—	—	UPTIGHT	Ramsay Lewis, Cadet 5547 (Jobete, BMI)	1

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HOT 100

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

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

Table with columns: Wks. on Chart, Wks. Ago, TITLE, Artist (Producer), Label & Number, Wks. on Chart. Includes songs like 'LAST TRAIN TO CLARKSVILLE', '96 TEARS', 'POOR SIDE OF TOWN'.

Table with columns: Wks. on Chart, Wks. Ago, TITLE, Artist (Producer), Label & Number, Wks. on Chart. Includes songs like 'CHERRY, CHERRY', 'WIPE OUT', 'FA-FA-FA-FA-FA'.

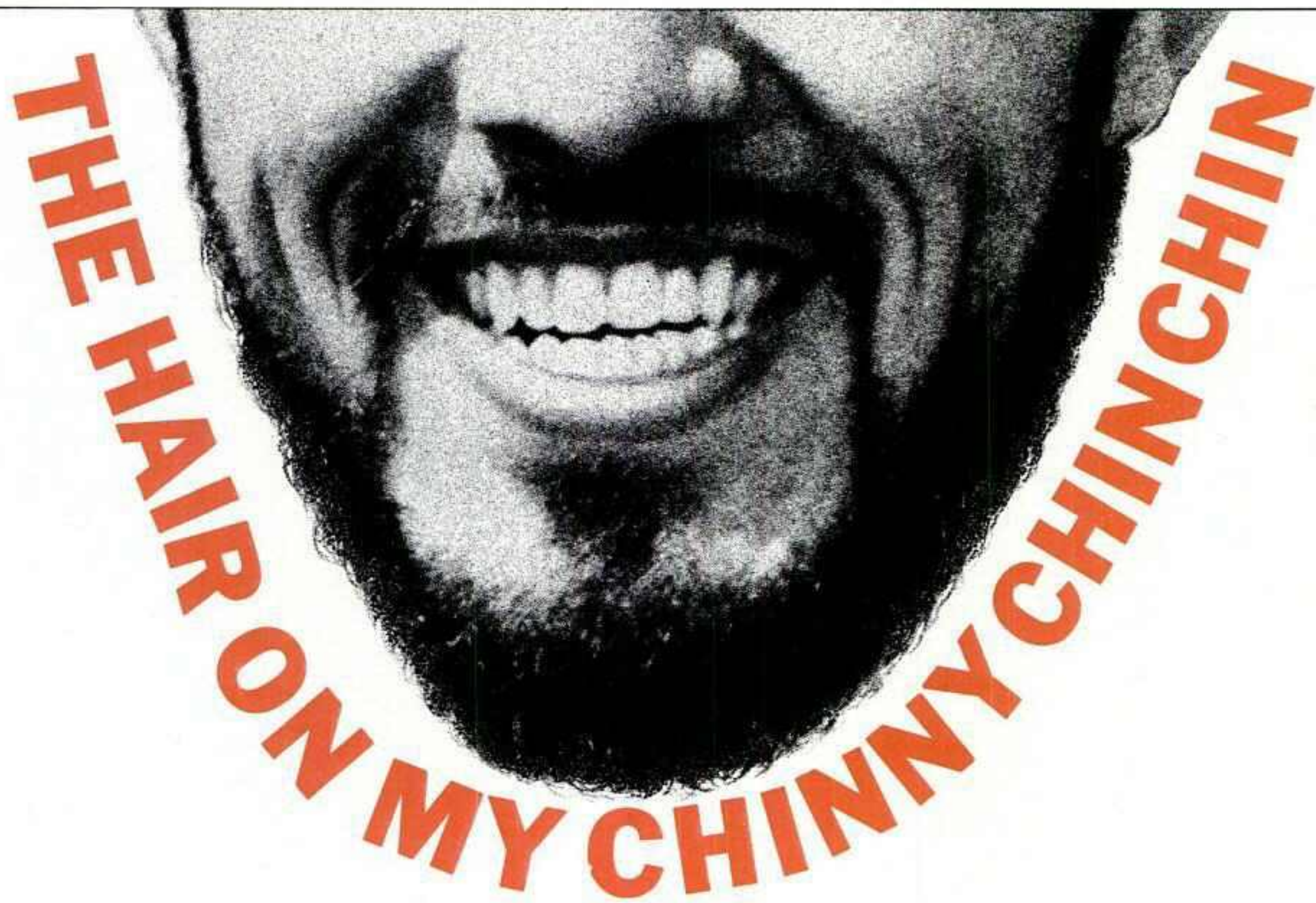
Table with columns: Wks. on Chart, Wks. Ago, TITLE, Artist (Producer), Label & Number, Wks. on Chart. Includes songs like 'I'VE GOT TO DO A LITTLE BIT BETTER', 'ON THIS SIDE OF GOODBYE', 'MIND EXCURSION'.

HOT 100—A TO Z—(Publisher-Licensee)

Large alphabetical list of songs and artists from the Hot 100 chart, including 'Ain't Gonna Lie', 'All I See Is You', 'All That I Am'.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100, including 'I WANNA MEET YOU', 'THESE THINGS WILL KEEP ME LOVING YOU'.



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RECORDS

SAM THE SHAM AND THE PHARAOHS



'Another Hat' Gets a 3-Mth. Head Start

NEW YORK—When Michael Flanders and Donald Swann launch their new revue, "At



LARRY PAGE, right, British personal manager, agent and record producer, views new panorama, after signing deal with William Morris Agency's Jerry Brandt for representation of his English artists in the U. S. Page was recently in New York negotiating a producing agreement with an American company.



Jonah Jones slips into the pop spotlight this week with a new album featuring "The Best of Jonah Jones" (Capitol T 2594 M; ST 2594 S). The sound is big and brassy; sometimes haunting, sometimes bright. The album includes some of Jonah's most memorable Capitol releases. All in Jones' own brand of muted jazz trumpet—rich, mellow and stimulating. Jonah's brand of horn is Olds and has been for more than three decades. Whenever he plays, exciting jazz happens—the kind that only happens on an Olds. (Advertisement)

the Drop of Another Hat," at the Henry Miller's Theater in New York, on Dec. 26, they will have spent another three months on the road. And the original cast album, released by Angel earlier this month, will have enjoyed an equal three months of advance sales in virtually every major market in the East.

The all-new 1966 edition under the aegis of Alexander H. Cohen, producer of the original "At the Drop of a Hat," a few seasons back, opened in Boston on Sept. 26 to raves from the city's drama critics. It has since played Indianapolis, Louisville, Detroit and Cincinnati, and in each city Angel distributors have sold out their initial allocations on the original cast album, and have reordered. Albums have also been selling at a brisk pace in the theater lobbies where "Another Hat" has played during the past month.

Due to open this week (2) at the Schubert Theater in New Haven, the Flanders and Swann vehicle later moves to the Locust in Philadelphia (Nov. 7-12), the National in Washington (Nov. 14-16), the O'Keefe in Toronto (Nov. 28-Dec. 10), and to the Hanna in Cleveland (Dec. 12-17). Nine cities between Boston and New York

Dirksen Talks For the Record

WASHINGTON — Sen. Everett McKinley Dirksen will become a recording artist via deal with Capitol Records. The album, as yet untitled, is an historical documentary that chronicles the highspots in American history. Senator Dirksen narrates throughout the album. The original music was composed by John Cacavas. Material for the album was written by H. Paul Jeffers, and the executive producer was Art Lunsberg.

The package will mark the Illinois senator's first appearance on albums, and Alan W. Livingston, Capitol president, has noted that several other ideas have already been discussed with Senator Dirksen in regard to follow-up albums.

The album will get its initial promotion exposure after its release at a Dirksen-hosted press party to be held in Washington. Capitol, according to Livingston, is planning an extensive promotion campaign to back the LP.

M. A. Mangum produced the album in New York with a 29-piece orchestra. Dirksen's narration was recorded in Washington.

will be covered. The original cast set was recorded in England.

Sacred Cows Fair Game To Satirists at Upstairs

NEW YORK—Few bases are left untouched in "Mxide Duobels (Mixed Doubles)," the new topical revue which opened last Wednesday (19) at Upstairs at the Downstairs. Most of the satirical forays were laugh-provoking hits. The bright

young company, of six in all, mark often, especially in ensembles that surrounded the intermission. Before the break, the company lampooned the Festival of Two Worlds in "Spoleto." The rapid-fire lyrics of Michael McWhinney to Jerry Powell's music poked fun at the festival and its participants through the eyes of the Town's Italian residents. While President Johnson and family are fair game to most contemporary satirists, the second-half opener, "And a Messenger Appeared," done in Handelian oratorical style, really broke things up. Madeline Kahn, singing soprano lead with a straight face, led the antics.

Janie Sell and Larry Moss tackled one of the evening's many taboo subjects in "Mixed Marriages," and wound up with a funny sketch without being offensive.

Moss, who was a tower of comical strength all evening, scored with a short solo, "Bon Voyageur," and with Judy Graubert in a takeoff on the Nugent-Johnson wedding.

Miss Graubert and Larry Rovin were amusing in "Man With a Problem," while Rovin teamed with Miss Graubert in "Holden and Phoebe," a take-off of "Catcher in the Rye" and with Sneed in a Freudian "Brief Encounter." Sneed's solo emphasized the importance of Walter Kerr, New York Times drama critic, but didn't quite come off, nor did "Ronald Rea-

gan" by the company's distaff trio of Rovin's "Bobby the K."

What did come off was "Fashion Show" with Sneed and Miss Kahn. This number supposedly was a showing of "daring" habits for nuns. The first number after a Bach-like introduction by the entire group was "New York Is a Festival of Fun" with Miss Kahn, Miss Sell, Rovin and Sneed. It's surprising how often New York City can be handled in revues and still draw laughs.

There are good prospects of the proceedings being recorded with three companies reportedly bidding on the property. Should nothing come of these bids, Rod Warren, who supervised the production, will undoubtedly issue his own recording, as he did last year with "Below the Belt."

Michael Cohen, assisted by Edward Morris, handled the musical direction. Both played piano accompaniment.

FRED KIRBY

A YULE RECORD BY JOAN BAEZ

NEW YORK — Joan Baez's expansion of her folk base was accelerated this week with the release of her "Noel" album on Vanguard, the first she has done with an orchestra. Musical backing includes a consort of recorders, a consort of viols, lute, harpsichord, Baroque organ, winds, strings and percussion. Repertoire consists of 17 European and American songs associated with the Christmas season.



STANDING IN FRONT of the boxoffice at New York's Shubert Theatre last week where "The Apple Tree" is currently running are, left-to-right, the show's producer, Stuart Ostrow; director Mike Nichols, and the composer Jerry Bock. The original cast album will be released by Columbia Records.

'Apple Tree' Songs Should Bear Fruit in Likable Play

NEW YORK — "The Apple Tree," the new Jerry Bock-Sheldon Harnock musical which opened on Broadway last week, (18), offers many pleasantries. Although all the ideas aren't fully realized, it does have a fresh and imaginative approach to the musical theater and deserves high commendation for their efforts alone.

Since it lacks the big Broadway bounce, it's doubtful whether it will have SRO potential but there are so many likable things it is bound to develop a demand for its original cast album counterpart.

Bock and Harnock, who also collaborated on the libretto, have short stories by Mark Twain, "The Diary of Adam and Eve," Frank Stockton, "The Lady Or the Tiger," and Jules Feiffer, "Passionella," and strung them into a three-part musical divertissement that shines in a warm and winning manner. Much of it is due to Barbara Harris' amazing performance that is excellently complimented by Alan Alda and Larry Blyden and the sly directorially techniques interjected by Mike Nichols, but in the long-run it will be the Bock-Harnock score that will take over. And that is what Columbia's original cast album is for.

The songs, which blend expertly into the working of the book, are simple but artful. Much of its enchantment comes from Barbara's performance. Elliot Lawrence's musical direction and Eddie Sauter's orchestrations bring special luster to the music.

Such numbers as "Go to

Sleep Whatever You Are," "What Makes Me Love Him," "I've Got What You Want," and "Oh to Be a Movie Star" will please buyers of the album for some time.

MIKE GROSS

Four Tops Spin Rocking Show At Town Hall

NEW YORK — The Four Tops rocked into Town Hall with the Motown sound on Oct. 23, leaving the unfilled hall calling for more after an 11-number concert. While the quartet varied their programs with selections like "Climb Every Mountain," "If I Had a Hammer" and "Girl From Ipanema," it was their hits that roused the audience, capped by their current smash, "Reach Out I'll Be There."

The group had the youthful audience singing and clapping along to their hits like "It's the Same Old Song," "Shake Me, Need Your Lovin'" and "I Can't Help Myself." Rounding out the program were "Musette," "In the Still of the Night," "Fascinatin' Rhythm," and the Billy Eckstine favorite, "I'm Falling For You."

The Motown artists delighted their fans by inviting the sing-alongs and by shaking hands with those who could get close enough to the stage. However, when the program was over, it seemed more was expected either from the Four Tops or a following act, which never materialized. Dick Davey, a stand-up comic, opened the show.

FRED KIRBY

Levy Enterprises Wins Vs. Lewis

NEW YORK — Levy Enterprises has won an out-of-court settlement in its contractual dispute with Ramsey Lewis. Levy Enterprises has represented Lewis in the personal management field. In addition to a financial settlement which was not revealed, the agreement also involved exchange of copyrights held by the publishing firm owned jointly by the Ramsey Lewis Trio and the Levy concern.

Signings

Paul Anka has been re-signed by RCA Victor to a long-term contract. He is currently waxing a series of recordings for Victor in London. . . . The new Project 3 label has inked Tony Mottola, Bob Rosengarden and Phil Kraus, and the Kissin' Cousins. . . . The Fifth Avenue Busses to 20th Century-Fox Records. "Fantastic Voyage" is the group's first single and "Trip to the City," their first album. Harry Betts also joined 20th Century-Fox. . . . The Charlie Underwood Glide Band to

(Continued on page 26)

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1 & 2 Thirds Adds Up to 20 Minutes of Fun

NEW YORK—Armed with one bass, one guitar and three all-purpose voices, One and Two Thirds provided 20 minutes of sophisticated fun for patrons at Julius Monk's Plaza 9 here Wednesday night (19).

The "one" in the act is the girl, while the "two-thirds" are the two male members of the group. The trio works with special material, with take-offs on Western-type songs, Gilbert & Sullivan, madrigals and Bea Lillie.

It all comes off. The satire is gentle, yet biting. Exaggerations are slight, just enough to bring it over the line from a legit presentation to a lampoon.

Nothing in the group's repertoire has the ingredients for a hit single, but the sum of their efforts contains material for a delightful album—aimed at the urban record buyer.

The rest of the evening maintained the pace of One and Two Thirds. Tony Hendra & Nic Ullett, two British wits, scored telling blows against a wide variety of sacred institutions, and Nancy Dussault, the headliner, gave a polished performance of show tunes, comic bits and ballads.

AARON STERNFIELD

Signings

Continued from page 26

Loma Records. The group is managed by Charlie Green-Brian Stone.

Margie McCoy is the first vocalist signed by the new V&M Records, located at 188 North Argyle Street, in Hollywood.

Boz, an English vocalist, has been signed to an Epic Records contract. The first Boz release on the label will be his English hits, "Pinocchio," and "The Baby Song." . . . Chico Hamilton resigned to a long-term contract with ABC Records for its Impulse line. . . . Epic has inked Jerry & Deborah, whose debut single will be "Come On In." . . . Baby Ray to Imperial, where his first pressing will be "There's Something on Your Mind." . . . Mike Williams signed with Tacca Recording Productions. His initial recording will be "You Don't Want Me Around." . . . The Doors to Elektra Records, where their debut disk will be "Break on Through."

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TALENT



PETULA CLARK, right, and artists & repertoire producer Tony Hatch, making their New York studio debut for Warner Bros. Records.

Show to Mark Marienthal's London House's 20th Year

CHICAGO—George E. Marienthal's London House celebrates its 20th anniversary tomorrow (1) with a talent extravaganza in the best tradition of the famous entertainment names that have made the famed dining spot world famous.

Heading a nine-member cast is Frank Sinatra Jr., making his Chicago debut. The Sam Donahue Sextet, trumpet star Charlie Shavers and vocalist Jeannie Thomas were featured in the program.

Marienthal and his late brother Oscar, have gone on to other successes since they expanded and remodeled London House from what was formerly the original Fort Dearborn Grill at Michigan Avenue and Wacker Drive.

In 1953 the Marienthals brought another Chicago landmark into being on Rush Street when they introduced Mister Kelly's, which was destroyed by fire this past February. Still later, the brothers launched the

Brief Encounter, in the Stone Container building across the hall from the London House. Most recent of the Marienthal enterprises innovations is Happy Medium at the corner of Delaware and Rush.

Enriching the tradition of London House was Marienthal's introduction of jazz talent when the club revamped its hours in 1955 from a 10 p.m. closing policy to remaining open until 4 a.m. Names such as Erroll Garner, Teddy Wilson, Jack Teagarden, Art Tatum, Skitch Henderson, Ramsey Lewis, Peter Nero and many more quickly built the reputation of London House.

Three years later, London House was remodeled from front door to back wall. This, without the brothers Marienthal losing a single day of business.

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Wide Musical Menu for Kiel

ST. LOUIS—This city's Kiel Opera House and Convention Hall has a busy November concert program scheduled with headliners ranging from the classics to country.

On Nov. 6, the Grand Ole Opry show moves into the auditorium for two shows headlined by Marty Robbins, Faron Young, Kitty Wells and Webb Pierce. The show also has a promotional tie-in with the Kroger supermarket chain. While the country performers are being spotlighted in the auditorium, Johnny Mathis, backed by "Our Young Generation," will be starred in the smaller Opera House for an evening show.

Later in the month, the Dick Clark Caravan of Stars, with Gary Lewis and the Playboys and Sam the Sham and the Pharaohs, will be in town Nov. 10, followed by the Vienna Johann Strauss Orchestra, Viennese waltz specialists, on Nov. 17 and Mantovani and his orchestra in a Nov. 20 matinee performance.

The auditorium or convention hall of the Kiel complex seats 12,000 while the smaller opera house, 3,500.

Herb Alpert & the Tijuana Brass

AMMIE

B/W

Our Day Will Come



823

RADIO-TV programming

Programming, Product Put At Top of Radio Hit Parade

• Continued from page 1

ming concepts. He's noted for changing the "sound" of WMCA in New York, where he was general manager from 1958 until joining NBC in February 1965, and driving it to the position of one of the most successful stations in the nation with a Hot 100 format. He was also involved in the successful rock 'n' roll format of WJLA, Minneapolis, where he was manager, as well as other stations. "Ratings," he said, "will win you over to advertisers, but only if the format is listenable as well as salable."

More and more station owners, realizing the importance of their station's product, are recruiting managers from the programming level today—and wisely. "Of course, the program or music director has to develop, he has to be an all-around executive." But, to illustrate the importance of music to management, he said you could ask any station manager how his station is doing "and he'll tell you: 'We've got a good sound.' Only later does he mention whether the billings are good or bad."

There's at least a half-dozen good approaches for reaching an audience today, Labunski felt. "There seems to be room in the tastes of the audience for good rock 'n' roll, classical music, semi-classical music, middle-of-the-road, news, talk. The most prominent new format is all-talk. All-news is a newcomer of sorts," but he felt this type of format was "terribly expensive and no small organization could succeed with it."

Five years from now, he said,

gins of profit. Some larger markets are very competitive. The reason is that the Federal Communications Commission has had the policy of licensing generously to, probably, give a wider variety of programming to listeners. The competition that results may make for better broadcasters."

If people want to risk their money starting a new radio station, they should have the right. Who are we to say? Are we to say that after there are 10 stations in a market there shouldn't be anymore? We cry about government interference, but when things get rough we want them to interfere somewhere else."

The growing number of radio stations and the ensuing competition made it evident that it was useless for several radio stations to each go after all of the audience, he said. "Stations began to realize that people's tastes were diverse, the development of format radio helped bring listeners back to radio. People's tastes change some, but mostly it's a matter of accommodating the tastes that already exist. Broadcasters have a responsibility to serve all kinds of audiences. It's not enough to cater just to known mass tastes. This doesn't mean you're absolved of trying to entertain or educate the minor audiences. NBC's 'Monitor' program, which is headed by Bob Wogan, is sprinkled with classical music as well as popular music and humor. I think all broadcasters—network as well as local stations—have the responsibility to keep trying to

broaden the tastes of their listeners in addition to meeting the tastes already there."

Studying FM

NBC, whose owned FM stations are now launching classical music programming, is now "studying all aspects of the FM situation." Labunski felt that the future of FM goes beyond anything we now realize. "It's going to be a major factor in a few years despite the false alarms of it 'being just around the corner' that we've heard for years." The problem is that few FM stations have been making money for very long. If FM can reach an audience with a service the audience wants, "we will eventually find advertising to support it." He thought that FM today was "kind of a substitute for records" but that this would change.

As for radio over-all, Labunski felt that advertisers are not unreasonable in paying close attention to a station's format as well as its ratings. "They're interested in knowing what values they can get. It always a battle—every time you tell them your radio story—because your competition has told them their story. But the need to advertise is going to out-strip the mediums. The speed with which this country is growing, the number of new products being developed, and the growing spending power of the public makes it hard to see where we're going to run out of advertising prospects. We have something they want—an ability to reach an audience. They have something we want—the advertising dollar. I love the give and take."



IN A FEW YEARS PEOPLE will outfit themselves with radios each morning the same way they strap on watches today, Walter D. Scott, chairman of the board of NBC, told a meeting of affiliates in New Orleans last week. He also said it will be technically feasible for radio stations to turn their listeners' radios on. On dais, from left, Harry Bannister, vice-president emeritus, stations relations; David C. Adams, senior executive vice-president; Scott; Stephen B. Labunski, president, NBC radio division; Julian Goodman, president, NBC; William R. McAndrew, president, NBC news, and Tom Knode, vice-president, station relations, NBC.

"There will be a major format attracting a large audience and major advertisers which isn't even on the air today. That's the nature of the beat. I don't know what it'll be. Maybe somebody somewhere is already thinking about it. It's apt to be very specialized." He projected that it could even be an educational format.

Radio Needed

Format radio was inevitable, Labunski said, because of the number of radio stations on the air. "Radio is doing well overall because it's an absolute indispensable ingredient in our lives. It's still a risky enterprise, however, and a great many people do badly, though some not for long. In addition, there are a fair number of broadcasters who struggle along in small markets making very small mar-

Rapid-Fire Format for KGO-FM

SAN FRANCISCO—The nation's second stereo Hot 100 format radio station takes the air within the next few weeks—KGO-FM. At first, the programming calls for hard rock music without identifying the records. But programming chief Bob Marshall indicated that eventually some method of announcing the records may be established; this could be achieved by announcing the records after several have been played. But the 9 a.m. to 11 p.m. operation will be initially "pretty much like a jukebox." The FM station, during the rest of its broadcast hours, will simulcast the talk program-

ming of the KGO-AM operation.

Alex Smallens, station director of classical music-aimed WABC-FM in New York, and Rick Sklar, program director of WABC's Hot 100 format station in New York, were involved in the planning of the rock-formatted KGO-FM. KGO, KGO-FM, WABC and WABC-FM are ABC owned stations.

Don B. Curran, vice-president and general manager of KGO and KGO-FM, said, "Before choosing the popular music format, we took a long hard look at FM programming in the Bay area. There are literally dozens of middle-of-the-road

'POPCORN RADIO' EATS UP COMPETITION IN GEORGIA

ROME, Ga.—A new radio format billed as "Popcorn Radio" featuring half country music, half Hot 100 seems to be gaining ground in Georgia. Three stations now beaming this type of programming are WIYN, Rome; WPLK, Rockmart; and WISK, Americus—all owned by the Empire Broadcasting System.

Cal Owens, program director of WIYN, said the records are alternated with deejays playing a rock 'n' roll tune, then a country tune, then a rock 'n' roll record. The "Popcorn Radio" format was launched by all three stations last June. Rome is a four-station market with WIYN the only station programming Hot 100 or country music; WPLK is the only station serving the 73,000 people in the Rockmart area with this type of programming; Americus is a two-station market.

Dave Benton, WIYN sales manager; Cliff Williams, WPLK sales manager, and Bob Lashley, WISK general manager, all feel sponsors are pleased with the new formats. Sales are reported up.

WIXY's Triple Play Wins Ratings Game

CLEVELAND — Realizing that teen-agers are habitual dial twisters, especially at newstime, WIXY has come up with a "triple play" feature to capture listeners from other stations. Automatically, at five minutes before the hour, the period when the major competition in the market has a news program, WIXY goes into three records back-to-back. Records are already on a single tape cartridge. The deejay on duty comes in over the end of a record to announce it, but the music sound is continuous.

The venture has proven so successful that manager Norman Wain feels it has contributed to the station's No. 1 Hooper (July, August, and September) rating (total-rated time periods) in the market. Eight months ago, the station was almost lost in the ratings battle.

The triple play feature's success has just given birth to another feature—"The WIXY Six Pack," which is six records in a row, also non-stop music with the deejay announcing over the top of the music at the end of a record. The six packs, like the triple plays, are minus jingles and commercials. "Because of this, we can only play them (the six packs) during the teen times—after 4 p.m. and on weekends where our commercials load will allow. The triple plays, however, come at five minutes before the hour

around the clock," said Wain.

WIXY uses a playlist of 60 records, but the pattern calls for five from the top 10 per hour, five from the 11-20 category, four from the 21-30 category, and one from the 31-60 category, plus either a pick hit (the "Ultimate Song") record or an album cut. The pick hit gets played 12 times a day.

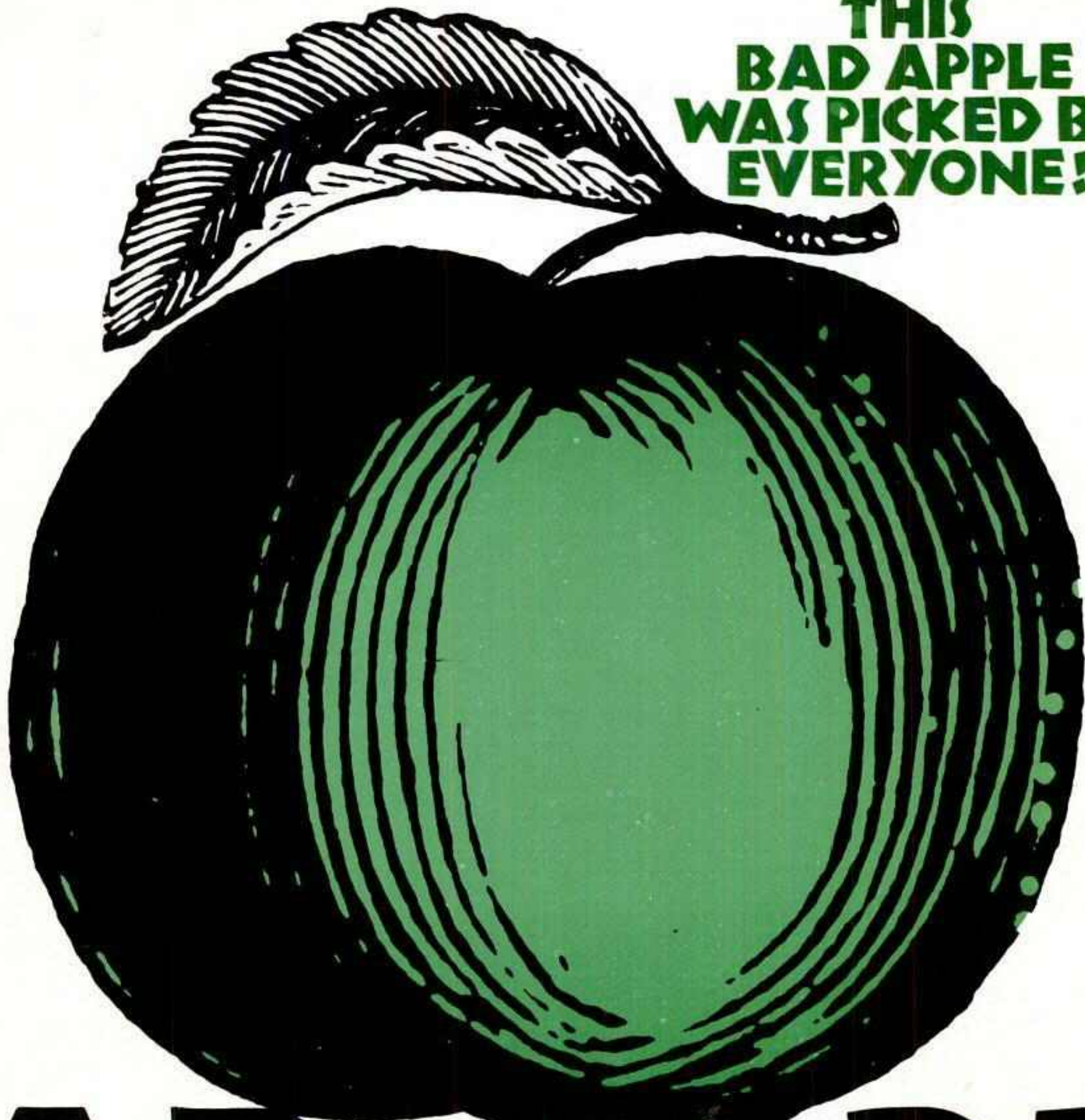
Record selection is left up to the deejays, but the station comes out of its news program with an uptempo record and slow records are always surrounded by uptempo records. This is often a tough rule-of-thumb to follow, Wain said, especially with a record like "Cherish" by the Association. "During the housewife time, you can get away with these softer sounds much easier than during the teen listening times. What we're trying to do is create an a-Go-Go image as a moving, happy operation. We've got a good set of air personalities."

WIXY went chicken-rock in format when it was first acquired by the successful team of Norman Wain, who acts as vice-president and general manager; Joe Zingale, station vice-president; and Bob Weiss, who operates out of WFAS, Westchester County, New York, which the team also controls. But soon the station found that to get audience it had to go all the way with a Hot 100 format.



AIR PERSONALITY Jerry Brooke visits with Reprise Records' Trini Lopez shortly before Lopez' Cleveland show at the Versailles Motor Inn Penthouse. Brooke holds down a 6-10 a.m. slot on the Hot 100 format radio station.

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WAS PICKED BY
EVERYONE!**



BAD APPLE THE PILGRIMAGE

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Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

LeBaron Taylor, one of the big r&b air personalities, has left WJLB, Detroit, to devote full time to Solid Hitbound Productions, of which he is president. The firm distributes Revitol, Groovesville, Solid Hit, and Thermo Records. Taylor had previously worked at WCHB, Detroit, and WABQ, Cleveland.

Elmo Ellis, general manager of WSB, Atlanta, has been re-elected chairman of the NBC Affiliates Executive Committee; **Reggie Martin**, vice-president and general manager of WSPD, Toledo, was named vice-chairman. Four new members elected to

the committee were **Kenneth F. Small**, general manager, WRUF, Gainesville, Fla., secretary-treasurer; **Michael O. Lareau**, station manager, WOOD, Grand Rapids, Mich.; **James J. Crane**, vice-president and general manager, WLW, Cincinnati; and **Bill Bengtson**, general manager, KOAM, Pittsburgh, Kan.

Herb Mendelsohn has resigned as vice-president and general manager of WMCA, the Hot 100 format station in New York. . . . Slated to record a series of one-minute features for Miami's WIOD during a rehearsal of his TV show, **Jackie Gleason** changed his mind. After listening to the "Service Six-Ten" feature on the station, he invited the station's

WFIL ROCKS WITH A TWIST

PHILADELPHIA — WFIL, which switched to a Hot 100 format about a month ago, is still giving important exposure to Easy Listening artists such as Jack Jones, Roger Williams, and Jerry Vale. "We rock," said program director **Jim Hilliard** "but in a different way." The station is programming album cuts along with Hot 100 records, claiming that local sales warrant the action.

staff to his home to record them in his living room at leisure.

Mel Phillips has been named
(Continued on page 32)

RADIO-TV mart

RATES

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

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

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

KWIZ

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

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

SITUATION WANTED

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

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

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

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

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

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

WYLO Grabs Top C&W Spot With 42% Vote

MILWAUKEE—WYLO, the country music outlet here, has zoomed to the top in the market as the major influence on country music record sales—indication of a large audience as well as the ability to sway them to purchase product. The daytime station received a majority of the votes—42 per cent—in Billboard's latest Radio Response Ratings survey. The voters in the survey were the businessmen to whom record sales mean so much—record dealers, distributors, one-stop operators, and local and national record company executives.

The major country music deejays influencing record sales were **Redd Hall** with 34 per cent of the votes and **Chuck Phillips** with 25 per cent. A year ago, the station was second in the market in a similar survey, but at that point the new country music format was only about six months old. Phillips, also the station manager, felt that the new country music format was the "greatest" (Continued on page 32)

Radio Response Rating

MILWAUKEE, WIS. . . . 4th Cycle

NOVEMBER 5, 1966

TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WRIT	54%
2.	WOKY	46%
★ POP LP's		
1.	WEMP	50%
2.	WTMJ	31%
3.	WISN	19%
★ R&B		
1.	WAWA	100%
★ JAZZ		
1.	WJMJ (Bob Krutson)	73%
2.	WTMP (Jack Baker)	27%
★ COUNTRY		
1.	WYLO	42%
2.	WMIL	38%
3.	WFOK	20%
★ CONSERVATIVE		
1.	WISN (AM & FM) (tie)	50%
1.	WTMJ-FM (tie)	50%
★ COMEDY		
1.	WTMJ (Gordon Hinkley)	48%
2.	WEMP	52%
★ FOLK		
NOTE: No folk station in Milwaukee area.		
★ CLASSICAL		
1.	WFMR-FM	64%
2.	WTMJ-FM	36%

TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	King Zbornik	WRIT	47%
2.	Bob Barry	WOKY	29%
3.	Lee Rothman	WRIT	12%
Others (Bob Branson, WRIT, Eddie Doucette, WRIT, Skip Bell, WOKY; Tony Karr, WOKY; Tex Meyer, WRIT)			
★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN			
(Most co-operative in exposing new records)			
King Zbornik Music Director, WRIT			
Arlene Quier Music Director, WOKY			
★ TOP JOCKEYS (Pop Singles) BY TIME SLOT			
Morning Lee Rothman, WRIT			
Mid-Morning Eddie Doucette, WRIT			
Early Afternoon Jack Gallo, WRIT			
Traffic Man Bob Barry, WOKY			
Early Evening King Zbornik, WRIT			
Late Evening Tex Meyer, WRIT			
All Nite Skip Bell, WOKY			
★ TOP TV BANDSTAND SHOW			
NOTE: No TV Bandstand in Milwaukee area.			
★ POP LP's			
1.	Gordon Hinkley	WTMJ	35%
2.	Robb Thomas	WEMP	21%
3.	Joe Dorsey	WEMP	19%
4.	Tom Shanahan	WEMP	12%
Others (Tom Collins, KEMP; Tom Lambert, WISH; Jack Baker, WTMJ)			
★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN			
(Most co-operative in exposing new LP's)			
Tom Shanahan Program Director, WEMP			
★ R&B			
1.	Dr. Bop (tie)	WAWA	49%
1.	O. C. White (tie)	WAWA	49%
Others (Chuck Smith, WAWA)			
★ COUNTRY			
1.	Redd Hall	WYLO	34%
2.	Chuck Phillips	WYLO	25%
3.	"Fritz" The Plummer	WMIL	19%
Others (Jimmy West, WMIL; Bill Erickson, WFOK; Bill Bramhall, WMIL)			

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

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WLYO	540	WOKY	920	WRIT	1340
WTMJ	620	WISN	1130	WBKV	1470
WFOK	680	WEMP	1250	WAWA	1590
		WMIL	1290		

FM RADIO FREQUENCIES

(5) WBKV-FM	92.5	(5) WFMR-FM	96.5	WMKE-FM	102.1
WQFM-FM	93.3	WISN-FM	97.3	WRIT-FM	102.9
(5) WTMJ-FM	94.5	WEMP-FM	99.1	WTOS-FM	103.7
WMIL-FM	95.7	WAWA-FM	102.1	WBON-FM	107.7

MILWAUKEE, WISCONSIN (including Wauwatosa, West Allis, Jackson), Country's 18th Radio Market (10 AM; 12 FM)

WAWA: 1,000 watts. Daytimer. Music format: Rhythm & Blues (90)-Gospel (10%). Special programming: High school sports. "The Pat Bell Show," women's features, 10:30-11:30 a.m., M-Thurs. "The Pastor's Study," with Rev. Ensworth Reiser, answers listener's problems, 11:30-noon, Mon., Wed., Fri. Chuck Smith is director of 2-man news dept. 5-min. news at 55 past the hr., extended news daily at noon. Comedy LP's included in regular programming. Jazz featured on "The Jazz Show," with Jay R., 11 p.m.-1 a.m., M-Sat. New records selected for air-play by committee of station personnel. Playlist published weekly. Approximately 5 new singles and 3 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Nell K. Searles**, Prog. dir., **O. C. White**. Send 2 copies of 45's and 2 copies of LP's to Mr. Searles, 12700 W. Bluemound Rd., Elm Grove, Wis. Phone: (414) 786-4625.

WAWA-FM: ERP 35,000 watts. On the air 24 hrs. Music format: Rhythm & Blues (80%-Jazz (10%-Gospel (10%). Address and other information same as WAWA.

WBKV: 1,000 watts. Independent. Daytimer. Music format: Pop Standard (90%-Contemporary (10%). Tom Bishop is director of news dept. Gen'l mgr., **Harold H. Berkholz**, Prog. dir., **Paul Krecje**. Send 2 copies of 45's and 1 copy of LP's to Mr. Krecje, Box 60, West Bend, Wis. 53095. Phone: (414) 334-2344.

WBKV-FM: ERP 20,000 watts. On the air 7 a.m.-mid. Music format: Contemporary (100%). Send 1 stereo copy of LP's to prog. dir. Same address and personnel as WBKV.

WBON-FM: ERP 38,000 watts. Industrial Sound Engineering. On the air 7 a.m.-2 a.m. Music format: Religious (80%-Classical (20%). Alan Knuth is director of news dept. Gen'l Mgr., **John Derienger**, Prog. dir., **Vic Eliason**. Send 2 copies of 45's and 2 copies of LP's to Mr. Eliason, 12700 W. Beloit Rd., Milwaukee, Wis. Phone: (414) 425-6900.

WEMP: 5,000 watts. On the air 24 hrs. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: Marquette basketball & Wisconsin football in season. Larry Butler is director of 4 full time & 4 part time man news dept. Special equipment: 2 mobile units. New records selected for air-play by prog. dir. Record promotion people are seen anytime. Gen'l mgr., **A. M. Spheris**, Prog. dir., **Tom Shanahan**. Send 2 copies of 45's and 1 copy of LP's to Mr. Shanahan, 725 E. Michigan St., Milwaukee, Wis. 53202. Phone: (414) 272-1200.

WEMP-FM: ERP 35,000 watts. On the air 18 hrs. Simulcast with WEMP.

WFMR-FM: ERP 15,000 watts, stereo. On the air 18 hrs. "Market 1" network affiliate. Music format: Classical (98%-Jazz (2%). Special programming: "Recordings in review," with Don Smith, 8 p.m., Fri. Jim Wohlitz is director of 2-man news dept. Extended news 8 times daily. Comedy LP's included in regular programming. Jazz featured on Bill

Munger show, midnight, Mon. and included in regular programming. New records selected for air-play by committee of station personnel. Play list published monthly. Record promotion people are seen M-F. Gen'l mgr., **James G. Baker**, Prog. dir., **Bill Munger**. Send 1 copy of stereo LP's to Mr. Munger, 606 W. Wisconsin Ave., Milwaukee, Wis. 53203. Phone: (414) 273-5400.

WFOK: 250 watts. Independent. Daytimer. Music format: Country (100%). George Brenard is director of news dept. Gen'l mgr., **J. Grant Sandison**, Prog. dir., **Bill Erickson**. Send 4 copies of 45's and 3 copies of LP's to music dir., **Ron Walker**, 208 E. Wisconsin Ave., Milwaukee, Wis. 53202. Phone: (414) 272-1272.

WISN: 50,000 watts days, 10,000 watts nights. Hearst Corp. On the air 5:20 a.m. to 12:30 a.m. Music format: Conservative (100%). David Froelich is director of news dept. Gen'l mgr., **Herman A. Schneider**, Prog. dir., **Tom Lambert**. Send 2 copies of 45's and 2 copies of LP's to Mr. Lambert, 759 N. 19th St., Milwaukee, Wis. 53233. Phone: (414) 342-3000.

WISN-FM: ERP 11,500 watts. On the air 6:55 a.m.-12:30 a.m. Simulcast with WISN.

WMIL: 1,000 watts. Daytimer. Mutual affiliate. Music format: Country (55%-Old time standards and German (45%). Editorializes occasionally. Bill Bramhall is director of 2-man news dept. Special equipment: Police radio. 5-min. news at 6 p.m. Comedy LP's featured on "Fritz the Plummer," 9-11 a.m. and 2-5 p.m., M-F. New records selected for air-play by committee of station personnel. Play list published weekly. Record promotion people are seen M-F. Gen'l mgr., **Sol Radoff**, Prog. dir., **Bill Bramhall**. Send 4 copies of 45's and 3 copies of LP's to Record Librarian, 2625 W. Wisconsin Ave., Milwaukee, Wis. 53233. Phone: (414) 933-1290.

WMIL-FM: ERP 5,000 watts. Music format: Country (67%-Old time standards and German (33%). Partially simulcast with WMIL. Address and other information same as WMIL.

WMKE-FM: ERP 38,000 watts. Music-Tunes, Inc. On the air 9 a.m.-mid. VP & gen'l mgr., **Richard V. Steffen**, Prog. dir., **Lois J. Steffen**. Send records to Miss Steffen, 5609 W. North Ave., Milwaukee, Wis. 53208. Phone: (414) 444-1900.

WOKY: 5,000 watts days, 1,000 watts nights. Bartell Broadcasting. On the air 24 hrs. Music format: Contemporary (100%). Bob Betts is director of 5-man news dept. Gen'l mgr., **Rosa B. Evans**, Prog. dir., **Bill James**. Send 8 copies of 45's and 4 copies of LP's to Mr. James, 3500 N. Sherman Blvd., Milwaukee, Wis. 53216. Phone: (414) 442-0150.

WQFM-FM: ERP 30,000 watts. On the air 7 a.m.-11 p.m. Music format: Standard (85%-Jazz (15%). Jazz featured on "Early Show," with Craig Kois, 7-9 a.m., M-F. New records selected for air-play by station manager. Approximately 15 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Hugo Koeth**, Prog. dir., **Craig Kois**. Send 1 copy of 45's and 1 copy

(Continued on page 32)

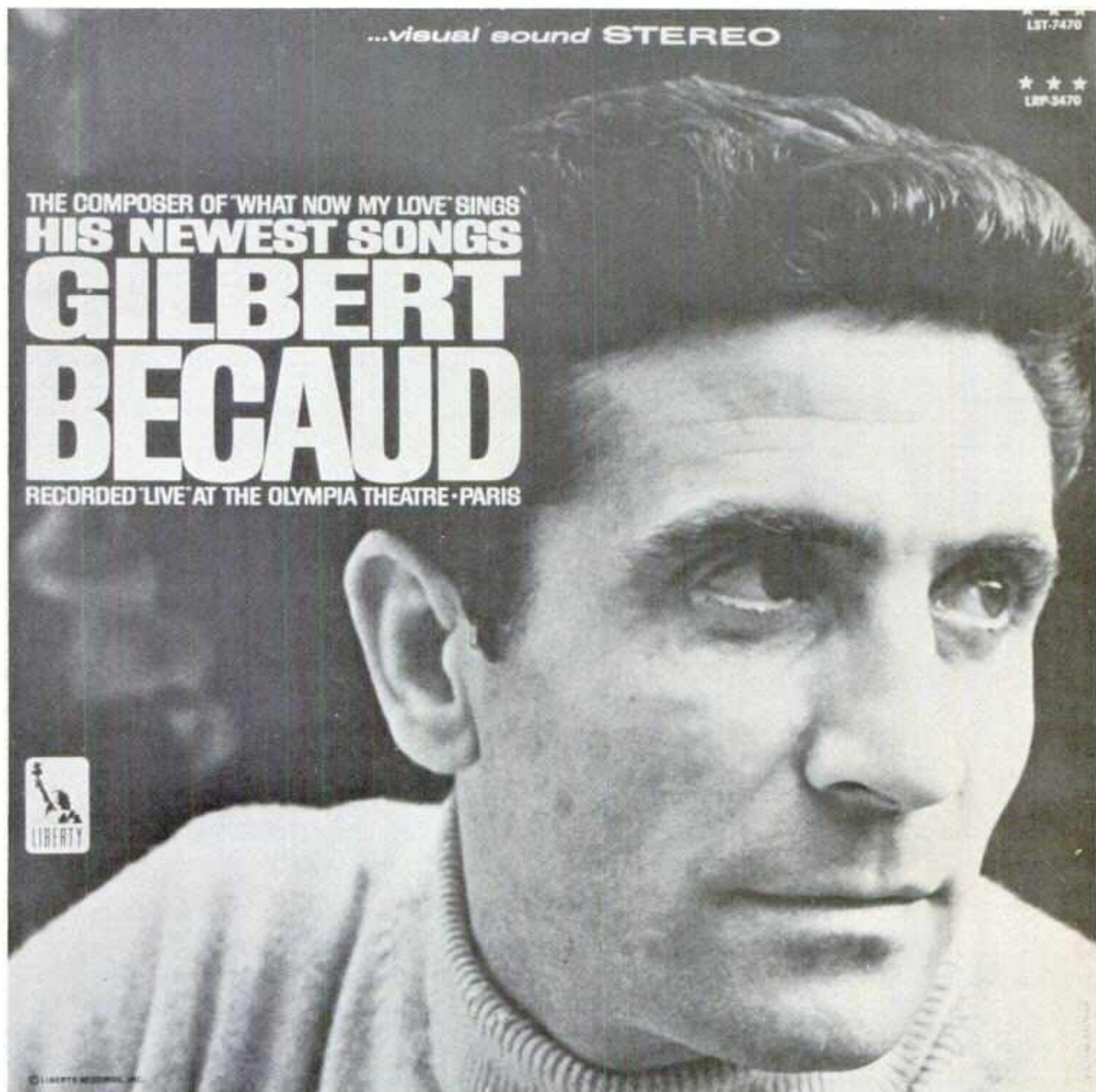
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ALBUM**

**AND A
GREAT
NEW
SINGLE**

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MON AMOUR
B/w THE OTHER THREE (Mes Hommes A Moi)



See Him on...

THE HOLLYWOOD PALACE TV SHOW (NOVEMBER 5) / THE TONIGHT SHOW (NOVEMBER 15)

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RECEIVING THIS YEAR'S WGIV Bronze Mike Award is James Brown for his "Don't Be a Dropout" record. From left, WGIV's Mrs. (Chatty) Hatty Leeper, Brown, WGIV's Gene Potts, Willie Walker and Curtis

Vox Jox

• Continued from page 30

program director of WRKO-FM, Boston. The station features a Hot 100 format at the rate of 18 records an hour; it is automated. Phillips was production and music director of WALT, Tampa.

Dick Jones, formerly with WNRI, Woonsocket, R. I., is now holding down a 5-10 a.m. slot for WAAB, Worcester, Mass. **Ron Frizzell** has taken over program director chores at WNRI. . . . WYDD-FM has moved from New Kensington to Pittsburgh with new frequency, a boost in power to 50,000 watts, and extended broadcast hours—now 6 a.m. to 1 a.m. In addition,

the station, which programs everything from jazz to Broadway musicals, now has a female personality named Misty in the noon-2 p.m. slot.

Red Shipley, program director of WKCW, Warrenton, Va., needs both country and gospel records, says the 5,000-watt country music station serves northern Virginia as well as metropolitan Washington. . . . **Marvin B. Rosenblatt**, vice-president of Kops Communications and general manager of WAVZ, New Haven, has been elected president of the Connecticut Broadcasters Association.

Al Lurie, formerly sales manager of KLIF, has been named

general manager of the Dallas Hot 100 format station. . . . **Jack R. Wagner**, presently manager of operations for KNBR and KNBR-FM, San Francisco, will add the chores of FM co-ordinator to his duties with KNBR-FM assumes separate programming Nov. 28. The station will beam 10 hours daily of classical music—noon to 10 p.m.—and duplicate the AM's programming the 6 a.m. to noon and 10 p.m. to 1 a.m.

William A. (Bill) Stewart has been named national director of programming effective Oct. 31 for the McLendon stations; he succeeds **Donald C. Keyes**, who recently resigned. . . . **Andy Wilson** to KPPC, Pasadena; was with KRHM, Los Angeles.

 "Bend It!" is being reserved to deejays in the U. S. by Fontana Records. The British hit by **Dave Dee, Dozy, Beaky, Mick, and Tich** was banned by many stations because of the lyrics. The open letter to deejays from AXLE Enterprises Ltd. reads: "As a pop group we have no right or wish to set ourselves up as arbiters of public taste or morals. But neither would we want to be viewed in any way as corrupters of these standards. Our two countries are so close in most things that it is always surprising to find the exceptional cases where meaning and innuendo differ between us." The group offered sincere apologies along with the new version.

STATIONS BY FORMAT

• Continued from page 30

of LP's to Mr. Kols, 606 W. Wisconsin Ave., Milwaukee, Wis. 53203. Phone: (414) 273-1320.

WRIT: 1,000 watts. Owned by Air Trails. On the air 24 hrs. Music format: Contemporary (100%). Special programming: "Robert R. Siegrist and the News," analysis and commentary, 7-7:15 p.m., M-F. "Bits About Learning," with Eddie Doucette, educational discussion, 10:30-10:45 a.m., M-F. "Milwaukee Speaks," audience call-in, incorporated in regular programming, 6 a.m.-3 p.m., M-F. "W-RIT Sportslight," with Jack Gallo, 5:25 p.m., 9:25, M-Sat. Guy Mainella is director of 5-man news dept. Special equipment: mobile unit. 5-min. news at 55 past the hr. and at 6:25, 7:25, 8:25 a.m., 3:25, 4:25, 6:25 p.m. Folk Music included in regular programming. New records selected for air-play by music director. Play list published weekly. Approximately 8-10 new singles and 4 new LP's programmed weekly. Record promotion people are seen Tues., Wed., Thurs. VP & gen'l mgr., **Bernie Strachota**. Prog. dir., **Patrick H. Shanahan**. Music dir., **King Zbornik**. Send 4 copies of 45's and 1 copy of LP's to Mr. Zbornik, 5407 W. Martin Drive, Milwaukee, Wis. 53208. Phone: (414) 453-4130.

WRIT-FM: ERP 22,000 watts. Simulcast with WRIT 6 a.m.-mid. Address and other information same as WRIT.

WTMJ: 5,000 watts. NBC affiliate. On the air 18 hrs. Owned by Journal Co. Music format: Pop Standard (85%) - Country (5%) - Jazz (5%) - Classical (5%). Editorializes daily. Special programming: Green Bay Packers football, Univ. of Wis. football and basketball. "Ask Your Neighbor," with Gordon Hinkley, audience call-in, 11:05 a.m. and 1:35 p.m., M-F. "Give and Take," with Carol Cotter and Gordon Thomas, audience call-in, 1:05 p.m., M-F. "What's New," with Carol Cotter, ladies' features, 11:30 a.m., M-F. TV outlet is WTMJ-TV, Channel 4. Art Olszyk is director of

12-man news dept. Special equipment: Helicopter for traffic reports, mobile units, facilities of Milwaukee Journal and Milwaukee Sentinel. 5-min. news on the hr., extended news 3-4 times daily. Comedy LP's featured on "Top O' the Morning," with Gordon Hinkley, 7:10 a.m., and included in regular programming. Jazz featured on "Saturday Date," with Bob Knutzen, 9:30-10 p.m., Sat. New records selected for air-play by committee of station personnel. 10-15 new singles and 8-10 new LP's programmed weekly. Record promotion people are seen M-F. Music library supervisor, Sam Armato. Send 2 copies of 45's and 1 copy of stereo LP's to Mr. Armato, 720 E. Capitol Dr., Milwaukee, Wis. 53201. Phone: (414) 271-6000.

WTMJ-FM: On the air 6:30 a.m.-mid. 100% stereo. Simulcast with WTMJ 6:30 a.m.-9 a.m. Special programming: "Here's Carol Cotter," interview, 1 p.m., M-F. FM program director, **Dan Loose**. Address and other information same as WTMJ.

WTOS-FM: ERP 10,000 watts by end of year. On the air 8 a.m.-mid. Music format: Conservative (75%) - Country (25%). Gen'l mgr., **Robert Perthel**. Prog. dir., **Margret Schmidt**. Send 3 copies of 45's and 1 copy of LP's to music dir., **E. Walter Clare**, 11520 W. Blue Mound Rd., Wauwatosa, Wis. 53226. Phone: (414) 476-1611.

WYLO: 250 watts. Daytimer. Music format: Country (100%). Special programming: Local high school basketball in season. Jim Bailey is director of 2-man news dept. Headlines on the quarter hr. Comedy LP's included in regular programming. New records selected for air-play by program director. Play list published weekly. Approximately 6 new singles and 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Chuck Phillips**. Prog. dir., **Redd Hall**. Send 2 copies of 45's and 2 copies of LP's to Mr. Hall, Box 540, Milwaukee, Wis. 53037. Phone: (414) 353-5300.

YESTERYEAR'S HITS

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

POP SINGLES—5 Years Ago November 6, 1961

1. Big Bad John, Jimmy Dean, Columbia
2. Runaround Sue, Dion, Laurie
3. Bristol Stomp, Dovells, Parkway
4. Hit the Road Jack, Ray Charles, ABC Paramount
5. Fool #1, Brenda Lee, Decca
6. Sad Movies (Make Me Cry), Sue Thompson, Hickory
7. This Time, Troy Shondell, Liberty
8. The Fly, Chubby Checker, Parkway
9. I Love How You Love Me, Paris Sisters, Gregmark
10. Tower of Strength, Gene McDaniels, Liberty

R&B SINGLES—5 Years Ago November 6, 1961

1. Ya Ya, Lee Dorsey, Fury
2. Hit the Road Jack, Ray Charles, ABC-Paramount
3. Please Mr. Postman, Marvelettes, Tamla
4. It's Gonna Work Out Fine, Ike & Tina Turner, Sue
5. Human, Tommy Hunt, Scepter
6. Runaround Sue, Dion, Laurie
7. Don't Cry No More, Etta James, Argo
8. Just Got to Know, Jimmy McCracklin, Art-Tone
9. A Little Bit of Soap, Jarmels, Laurie
10. Sweets for My Sweet, Drifters, Atlantic

POP SINGLES—10 Years Ago November 3, 1956

1. Love Me Tender, Elvis Presley, RCA Victor
2. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
3. Green Door, Jim Lowe, Dot
4. Just Walking in the Rain, Johnnie Ray, Columbia
5. Honky Tonk (Parts I & II), Bill Doggett, King
6. Blueberry Hill, Fats Domino, Imperial
7. Canadian Sunset, Hugo Winterhalter, ctor
8. True Love, Bing Crosby & Grace Kelly, Capitol
9. Tonight You Belong to Me, Patience & Prudence, Liberty
10. Friendly Persuasion/Chains of Love, Pat Boone, Dot

POP LP's—5 Years Ago November 6, 1961

1. Judy at Carnegie Hall, Judy Garland, Capitol
2. Portrait of Johnny, Johnny Mathis, Columbia
3. Camelot, Original Cast, Columbia
4. Jump Up Calypso, Harry Belafonte, RCA Victor
5. Blue Hawaii, Elv's Presley, RCA Victor
6. The Sound of Music, Original Cast, Columbia
7. Time Out, Dave Brubeck, Columbia
8. The Kingston Trio Close Up, Capitol
9. Exodus, Sound Track, RCA Victor
10. Sixty Years of Music America Loves Best—Vol. III (Popular), Various Artists, RCA Victor

Radio Revenue Up 8.3 Per Cent in 1965

By MILDRED HALL

WASHINGTON—The Federal Communications Commission's financial report for 1965 says radio revenues of \$792.5 million for 1965 were up 8.3 per cent from the previous year, and before-tax profits of \$77.8 million were up 9.9 per cent. Radio accounted for 29 per cent of total broadcast revenues, which were more than \$2.7 billion for radio and TV in 1965, but only 15 per cent of the overall profits.

The 3,922 independent stations reported revenues up 8.4 per cent to \$702.4 million and profits up 12.3 per cent to \$78 million—while the 19 network owned and operated stations reported revenues of over \$1

million, as against 75 stations in 1964. Average broadcast revenues of profitable stations were nearly twice those of the unprofitable ones, but their expenses were only 18 per cent higher. Profitables average revenue was \$219,277, while losers made \$124,046; expenses of profitables were \$177,321 as against \$150,640 costs for losers.

FM stations reported total revenues of \$24.7 million, up \$5 million from last year. FM stations operated by AM licensees said the FM revenues were \$9 million, up 30 per cent from previous year. Independent FM station revenues were \$15.7 million, up 22.7 per cent.

Radio stations in top 10 metropolitan areas numbered 224, representing only 6 per cent of all stations, but accounting for 24 per cent of all sta-



THE FIRST ANNUAL Aspen Jazz Festival, presented by Denver's KIMN and the Hotel Jerome of Aspen, gave air personality Gary Todd of KIMN, right, a chance to talk with Joe Kloess, leader of the Joe Kloess Trio, and Teri Thorn-ton.

tion revenues and 40 per cent of all station profits. Top ten cities were New York, Los Angeles, Chicago, Philadelphia, San Francisco, Detroit, Washington, Boston, Pittsburgh and Baltimore.

For KDEO, It's Music, Music

SAN DIEGO—In an attempt to build a larger 18-34 age audience, KDEO has launched a "double play" record feature throughout the day and altered its programming. The station, said vice-president and general manager Don Balsamo, now has a sound with the excitement and pace of a Hot 100 format station, but "is selecting and playing the best of the current music geared to modern young adults who've outgrown the 'noise' but don't want background music either."

The station is playing each two records back to back around the clock and limiting commercials. "In other words, we're not only giving our listeners more music, but interrupting it much less," said Balsamo.

thing in the world. It has given us not only a definite image, but a loyal, large audience." He said the station had become a profitable operation in the past six months, although 95 per cent of his billings were local. "Local businessmen can see the job we're doing for them, but New York agencies still aren't aware of country music, they don't realize that the country music fan is an average guy, predominantly a blue collar worker, but capable of buying everything they have to sell."

About 40 per cent of the programming of WYLO is from albums. Redd Hall, the program director, selects the suitable LP cuts as well as the new singles for the station's top 54 playlist. The top 54 singles are broken down into groups of five. The deejay on duty plays, as an example, a record from the top five, then a standard (a former hit done by another artist on an album), a new release, then a record from the 36-40 group. Station airs two to three new singles an hour, plus a cut from a spotlight album and a classic (a tune by the artist who originally made it a hit record). Phillips, though he now leaves the programming up to Hall, believes that any station manager has to "take an interest in programming. It's the most important product we have to sell and I stay on top of it all the time."

Everybody benefits when everybody gives



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RADIO-TV PROGRAMMING

KOMA a Record Breaker

OKLAHOMA CITY, Okla.— Many record companies and promotion men are overlooking a good bet on exposing new product. Bobby Boyd, an independent producer who owns

and operates Boyd Records here, feels that KOMA is one of the best radio stations in the nation on which to break a new record.

"It's a station's station," he said. "Once your record goes on the KOMA playlist, it almost automatically goes on 50 other radio stations throughout the Midwest. At least, the chance of these other 50 stations playing your record is much higher if it's on KOMA."

WKY in Oklahoma City is a vital factor within the city. The station placed No. 1 in influencing pop singles record sales in a Billboard Radio Response Ratings survey late last year. KOMA, however, has 50,000 watts and reaches from Canada to Hawaii, said Boyd.

KOMA, KRUX in Phoenix, and KTKT in Tucson, Ariz., all leaped on "Peep Peep Pop Pop," a record featuring the Dearly Beloved that Columbia Records has picked up. Boyd, who produces the Dearly Beloved, Lynda Lewis, Smokey Stover and Jimmy Velvet for Columbia, said, "It's the extra reach of KOMA that so important. It's heard in at least 20 states."

Big Sales—
Strong Action
on All the Charts

I BET'CHA
The Manhattans

C-522

Breaking Nationally
New Group—Great Sound

I LOVE YOU MORE

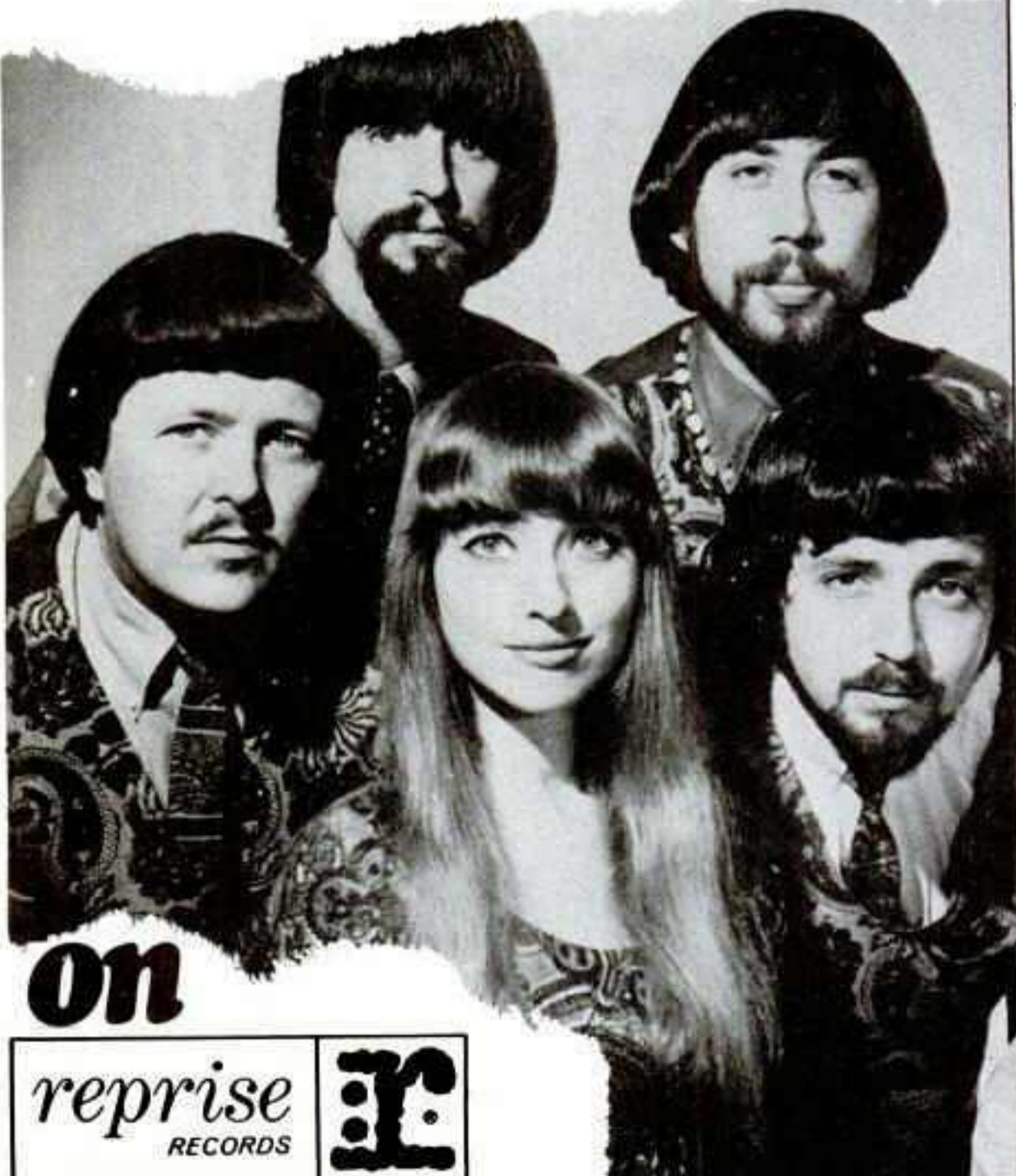
Lee Williams & The Cymbals

C-521

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Billboard SPECIAL SURVEY for Week Ending 11/5/66

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	REACH OUT I'LL BE THERE Four Tops, Motown 1098 (Jobete, BMI)	9
2	2	LOVE IS A HURTIN' THING Lou Rawls, Capitol 5709 (Rawlou, BMI)	10
3	4	B-A-B-Y Carla Thomas, Stax 195 (East, BMI)	10
4	5	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamelrosa, BMI)	6
5	3	BEAUTY IS ONLY SKIN DEEP Temptations, Gordy 7055 (Jobete, BMI)	11
6	6	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BMI)	11
7	7	DAY TRIPPER Vontastics, St. Lawrence 1014 (MacIen, BMI)	10
8	13	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	5
9	9	I WANT TO BE WITH YOU Dee Dee Warwick, Mercury 72584 (Morley, ASCAP)	14
10	17	DON'T BE A DROP-OUT James Brown & His Famous Flames, King 6056 (Dynatone, BMI)	4
11	11	I'M YOUR PUPPET James & Bobby Purify, Bell 648 (Fame, BMI)	7
12	12	FA-FA-FA-FA Otis Redding, Volt 138 (East-Redwal, BMI)	5
13	16	STAND IN FOR LOVE O'Jays, Imperial 66197 (Metric-Bar-New, BMI)	7
14	21	STAY WITH ME Lorraine Ellison, Warner Bros. 5850 (Ragmar-Crenshaw, BMI)	4
15	10	YOU CAN'T HURRY LOVE Supremes, Motown 1097 (Jobete, BMI)	12
16	35	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	4
17	29	HEAVEN MUST HAVE SENT YOU Elgins, V.I.P. 25037 (Jobete, BMI)	7
18	15	CAN'T SATISFY Impressions, ABC 10831 (Chi-Sound, BMI)	11
19	19	WHAT BECOMES OF THE BROKEN HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	14
20	20	BABY, DO THE PHILLY DOG Olympics, Mirwood 5523 (Keymen-Mirwood, BMI)	7
21	32	I'VE GOT TO DO A LITTLE BIT BETTER Joe Tex, Dial 4045 (Tree, BMI)	4
22	26	SECRET LOVE Billy Stewart, Chess 1978 (Remick, ASCAP)	3
23	18	MY SWEET POTATO Booker T. & M.G.'s, Stax 196 (Instrumental, BMI)	10
24	8	SAID I WASN'T GONNA TELL NOBODY Sam & Dave, Stax 198 (East-Pronto, BMI)	7
25	28	SHAKE YOUR TAMBOURINE Bobby Marchan, Cameo 429 (Tree, BMI)	5
26	33	I JUST DON'T KNOW WHAT TO DO WITH MYSELF Dionne Warwick, Scepter 12167 (U.S. Songs, ASCAP)	4
27	23	HOW SWEET IT IS (To Be Loved by You) Jr. Walker & the All Stars, Soul 35024 (Jobete, BMI)	13
28	24	WE'LL BE BACK Players, Minit 32001 (Stanc, BMI)	14
29	31	NEVER LIKE THIS BEFORE William Bell, Stax 199 (East, BMI)	5
30	30	THE BEST OF LUCK TO YOU Earl Gains, HBR 481 (Cal, BMI)	9
31	34	BANG! BANG! Joe Cuba Sextet, Tico 475 (Cordon, BMI)	4
32	38	UP TIGHT Ramsey Lewis, Cadet 5547 (Jobete, BMI)	3
33	14	POVERTY Bobby Bland, Duke 407 (Don, BMI)	8
34	36	SOMEBODY (SOMEWHERE) NEEDS YOU Darrell Banks, Revilot 203 (T. M. Parmalier, BMI)	3
35	39	NEVER LET ME GO Van Dyke, Mala 539 (Aim-Cha-Stew, BMI)	3
36	47	STANDING ON GUARD Falcons, Big Wheel 1967 (Maples & Big Wheel, BMI)	2
37	41	CAN YOU BLAME ME Jimmy Norman, Samar 116 (Boz Art Music, BMI)	3
38	45	I'M STILL WAITING Patti LaBelle & the Bluebelles, Atlantic 2347 (Chi-Sound, BMI)	6
39	22	I CHOSE TO SING THE BLUES Ray Charles, ABC 10840 (Metric, BMI)	7
40	40	A SATISFIED MIND Bobby Hebb, Phillips 40400 (Starday, BMI)	3
41	44	LOVE'S GONE BAD Chris Clark, VIP 25038 (Jobete, BMI)	2
42	42	YOU LEFT THE WATER RUNNING Barbara Lynn, Tribe 8319 (Fame, BMI)	3
43	43	ZIG ZAG LIGHTNING Little Johnny Taylor, Galaxy 748 (Cireco, BMI)	2
44	—	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	1
45	48	POURING WATER ON A DROWNING MAN James Carr, Goldwax 311 (Pronto-Quinvy, BMI)	2
46	46	FUNCTION AT THE JUNCTION Shorty Long, Soul 35021 (Jobete, BMI)	6
47	—	I BET'CHA (Couldn't Love Me) Manhattans, Carnival 522 (Sanavan, BMI)	1
48	49	I'LL MAKE IT EASY (If You'll Come on Home) Incredibles, Audio Arts 60.001 (Madelon, BMI)	2
49	50	NO STRANGER AT LOVE Inez & Charlie Foxx, Musicor 1201 (Vee Vee, BMI)	2
50	—	COME BACK 5 Stair-Steps, Windy C 603 (Camad, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 11/5/66

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	7
2	2	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	10
3	3	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	10
4	4	ON TOP Four Tops, Motown MLP 647 (M); SLP 647 (S)	11
5	9	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	11
6	5	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	28
7	8	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	18
8	11	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC 550 (M); ABCS 550 (S)	6
9	7	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	11
10	14	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	5
11	10	ROAD RUNNER Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	11
12	12	HOLD ON! I'M COMIN' Sam & Dave, Stax 708 (M); S 708 (S)	15
13	13	CARLA Carla Thomas, Stax 708 (M); SD 708 (S)	3
14	6	TENDER LOVING CARE Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	11
15	15	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S)	10
16	19	SOUL BROTHER #1 James Brown, King 985 (M); S 985 (S)	9
17	18	SOUL OF THE MAN Bobby Bland, Duke DLP 79 (M); SLP 79 (S)	4
18	16	UP TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	24
19	20	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	27
20	21	ALFIE Sonny Rollins, Impulse A 91111 (M); AS 9111 (S)	2
21	22	LIVE Della Reese, ABC 569 (M); 569S (S)	2
22	17	A CHANCE IS GONNA COME Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	12
23	23	THE NEW LEE DORSEY Amy 8011 (M); 8011 (S)	2
24	—	MEAN GREENS Eddie Harris, Atlantic 1463 (M); SD 1453 (S)	1
25	—	MOMS MABLEY AT THE WHITE HOUSE CONFERENCE Mercury MG 21090 (M); SR 61090 (S)	1

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British Going Yankee Marketing Route

• Continued from page 1

the pilot plans are a success, rack jobbing will spread like a brush fire through shops, stalls and stores all over Britain, radically altering the pattern of record merchandising.

The EMI move is accompanied by two further important developments for the U.K. industry—all rack LP and EP product is additionally wrapped in pre-shrunk plastic outer sleeves, common in the U. S., but virtually new here. And the product is being marketed with Kimbal tags to facilitate computer stock control and accounting.

At the same time, several companies, EMI included, are stepping up activity in the children's market.

In the van is the new Disney line introduced last month under its own logo for the first time. A "Buy 24, Get One Free" offer with its first release of six "Little LP" marked the Disneyland launch. A full range of children's EP's LP's "Storyteller" albums on Disneyland and regular material on the Buena Vista label will be released next year following the December expiration of EMI's contract to issue Disney material on its HMV label. EMI, which will continue to distribute, allowed Disneyland to release the "Little LP's" before the pact ran out.

Frank Weintrop, European boss of Disney's music operations, hopes that children's records will corner more than 8 per cent of the British market in the next two years, with Disneyland taking the biggest slice.

The direct distribution path which EMI, Decca and CBS took last summer, has now been followed by Polydor in its struggle to get established in the British market. (Philips went direct last year.)

Polydor's decision, effective January 1 means that Britain's independent wholesalers will be virtually without any major manufacturer's product.

It will also throw increasing attention on the growing number of independent labels which are coming onto the market here.

Polydor, British offshoot of the huge DGG firm, opened its own depots last summer at Croydon, Birmingham and Manchester, ironing out early administration problems. The depots are in the same warehouses as Philip's distribution centers, but operate independently.

Of the principal British record manufacturers—only Pye will still be putting product through independent wholesalers next year, and this is restricted to certain singles, as most of Pye's selling is handled direct by its van fleet.

The coming of the pirate radio ships to challenge

the BBC has greatly aided newcomers and small independents get exposure of singles product.

Before parliament is a bill, likely to become law, which will make it difficult for the pirates to continue.

Soon perhaps this week, the government will announce its plans for an alternate service, Informed opinion is that it would provide for an immediate national pop music service paid for by advertising but not sponsoring. There would be provision for local broadcasting later.

Under British copyright law, the new broadcasting authority would have to apply to the record producers for a license to use records, as the BBC and the TV companies do.

Both the record producers and the Musicians' Union for different reasons, anxious to control broadcast use of disks, will negotiate short of a blanket license.

A precedent in the case of Radio MANX—only commercial radio station—is a six-hour daily limit on use of records, with restriction on the repetition of any given record.

The record producers stand on these points is being reinforced by the recent German experience. The strike by the artists provoked the broadcasters to cut back record use to a tenth. In the subsequent three months, sales of pop singles has risen.

84 Firms Get With MIDEM As Venture Picks Up Speed

PARIS—So far 84 recording and publishing companies from 15 countries will be represented at the first International Record and Music Publishing Market (MIDEM), to be held in Cannes from Jan. 30 to Feb. 4, 1967.

Organizer Bernard Chevy said last week that of the 130 offices available, only 46 remain. He anticipates that more than 1,000 persons will participate in the six-day market, the first of its kind anywhere, and that the final total of companies represented will be around 300.

Chevy, recently returned from Italy where he confirmed participation by most leading publishers and disk companies, flies to London on Nov. 3 to

whip up British enthusiasm. The response from Britain has lagged behind that of other European countries, but Chevy expects that the strong representation of continental and American firms will induce greater support from the British. He will be in London for 10 days, staying at the Mayfair Hotel.

Gala Evenings

Each day of business in Cannes will be followed by a gala evening organized by a record company and featuring that company's leading stars. Set thus far are galas by Philips, CBS, Vogue and Barclay. Negotiations are in progress for galas promoted by EMI, CGD Milan and Ri-Fi Records. There will be two

galas each evening, one from 9-9:45; one from 10-12 midnight.

The record companies are expected to be represented by some of their top international stars, and it's estimated a total of 150 artists will attend during the six days.

National trophies will be awarded at a final gala on the last day to the artists who, between July 1, 1965 and June 30, 1966 sold the biggest number of records in their own country.

There will also be two international trophies, presented to the European artist and the non-European artist who sold the biggest number of disks throughout the world in that same period. Sales will be checked through the mechanical rights organizations of the various countries.

Atlas Jody and Go-Go are the only U. S. disk firms thus far. American publishers include Regent, Jewel. Support from the Continent is much stronger. French disk participants include Ades, Barclay, CBS, A-Z, Epidaure, Pam Salvador, Vogue and Unidisc-Pastorale. French music publishers include Bagatelle, Carrere, Chappell, April, Dany Meridian, Jacques Plante and Carrouse.

Italian record firms set include Ariston, CGD, CBS-Italiana, Durium, Cetra, RCA-Italiana and Ricordi. Among the publishers are Carisch, Clan Belentano, Sugar Music and Tutti. From Germany, disk firms include Eriksound, Fono Gesellschaft and Deutsche Grammophon and publishers Hansa, Montana and Nero Musikverlag. Among accepting Spanish firms are Belter, Vergara, Armonico and Zafiron Canciones de Mundo and Musica del Sur. Only British acceptance came from Publishers Feldman, Noel Gay and Shapiro-Bernstein. Others include Palette (Belgium); Sonet (Sweden); Dansk Grammofon (Denmark); Arne Bendixsen (Norway); Scandia Musik (Finland) and Ploca (Yugoslavia). Japan's lone representative so far is Susei Sha.

with a functioning record news department. Roy Farr has been named general manager of Festival New Zealand. He was formerly with Essex Music in Australia.

Once Festival has established resident employees to work with local distributors, retailers and broadcasters in the new territories, Marks says the company will have the largest independent operation in the South Pacific.

Export Operation

Festival was previously represented in New Zealand by G. A. Wooler, leading distributorship. The company has had an export operation to Hong Kong and Singapore, Marks said, for the past six years, with Gardine Mathieson in Hong Kong and Borneo in Singapore the sales outlets. These two firms continue selling the Festival line.

Marks feels the move to establish an identity in these Pacific areas can benefit U. S. manufacturers by providing representation through one source

(Continued on page 40)

EES Pushes Disks for Yule Via Layaway Plan

NUREMBERG—Records are being heavily promoted this season by the European Exchange System (EES), the military post exchange system in Europe, for Christmas gifts.

EES disks have the largest and most varied disk inventories in the history of EES disk merchandising. Disk sales for Christmas are being promoted with a layaway plan.

Purchases amounting to more than \$25 may be held at each EES store until the customer has completed his payments. This plan is highly successful in promoting the sale of classical albums, record players, and hi-fi equipment generally.

It tends to channel buying into expensive albums generally, and to encourage customers to build record libraries on a systematic basis. Considerable buying is done for the purchaser's own use, with the gift gimmick merely being a form of auto-suggestion.

EES disk executives report that once a patron buys a few expensive albums under the layaway plan, he then becomes encouraged to build a record library and to make systematic purchases regularly. The plan supplies the stimulus which otherwise would be lacking.

There is no additional charge while the merchandise is laid-away. Payment periods vary according to the total amount of times purchased. Items for the plan under \$100 may be paid in three stages over 60 days. Purchases more than \$100 may be paid over 90 days.

The plan went into effect in September, allowing sufficient time for the over-\$100 items to be selected for pickup before Christmas. EES not only stocks a huge inventory of classical product but also has a special ordering system with expedited delivery from U. S. record companies.

South Pacific Chain Planned by Festival

LOS ANGELES—Australia's Festival Records plans establishing a chain of registered companies in the South Pacific territory, revealed its executive director Frederick Marks, currently in the U. S.

The 14-year-old company will establish its name in New Zealand, Singapore, Manila, the Philippines and Hong Kong, with future plans encompassing Indonesia and Thailand as soon as import restrictions are lifted, Marks explained.

In each area Festival will retain a local citizen as its representative while continuing to work with its established distributors. Marks will begin registering the company on his return home after leaving the U. S. Nov. 16.

The New Zealand company will launch the Pacific chain. Festival is going into the operation as partner with Photographic Supplies, a subsidiary of the Karriidge-Odeon theater chain. The last-named organization has established sales and promotion personnel and publishes a monthly movie magazine

Monument Logo Now Intl. With Releases by Festival

LOS ANGELES—Monument Records will have its trademark displayed internationally for the first time as Festival Records of Australia releases six of the American company's albums under the Monument logo.

The release of the LP product marks a new agreement

Changes Made In EMI Mgt.

MILAN — Francois Minchin and G. C. Alexander, formerly general managers of Italian EMI (Voce del Padrone) and Spanish EMI (Compania del Gramophono Odeon), respectively, were appointed French EMI (Pathe-Marconi) and Italian EMI general managers, effective immediately.

These changes are consequent to G. E. Cross's resignation from French EMI management. New Spanish EMI general manager was not yet disclosed.

with Festival which is saluting its American licensee with a full-scale promotion. The LP's, just released, are the soundtrack from the MGM film "Around the World Under the Sea," "Very Best of Orbison," "Flamingo Guitar," Dave Parker; "Knightsbridge Strings Go Pop," "Boots Randolph-12 Monsterous Hits" and "Monument Demand Performance" featuring an all-star cast.

Following this initial Down Under exposure, Festival will show the Monument logo in New Zealand in January. For the Australian promotion, 1,000 posters will be distributed to retailers, with the company tying in with MGM on radio-TV advertising for the film soundtrack. A single of the love theme from the film will also be released. The film opens in Sidney Dec. 16.

Besides the Monument line, Festival will also release product by the label's subsidiaries, Sound Stage 7 and LTD with the U. S. identification.

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Rifi Executives Talking in N. Y.

NEW YORK—G. B. Ansoldi and Gianpiero Rossi, principals and Giuseppe Velona, manager of Rifi's international department, are visiting here to confer with Richard H. Roemer, their

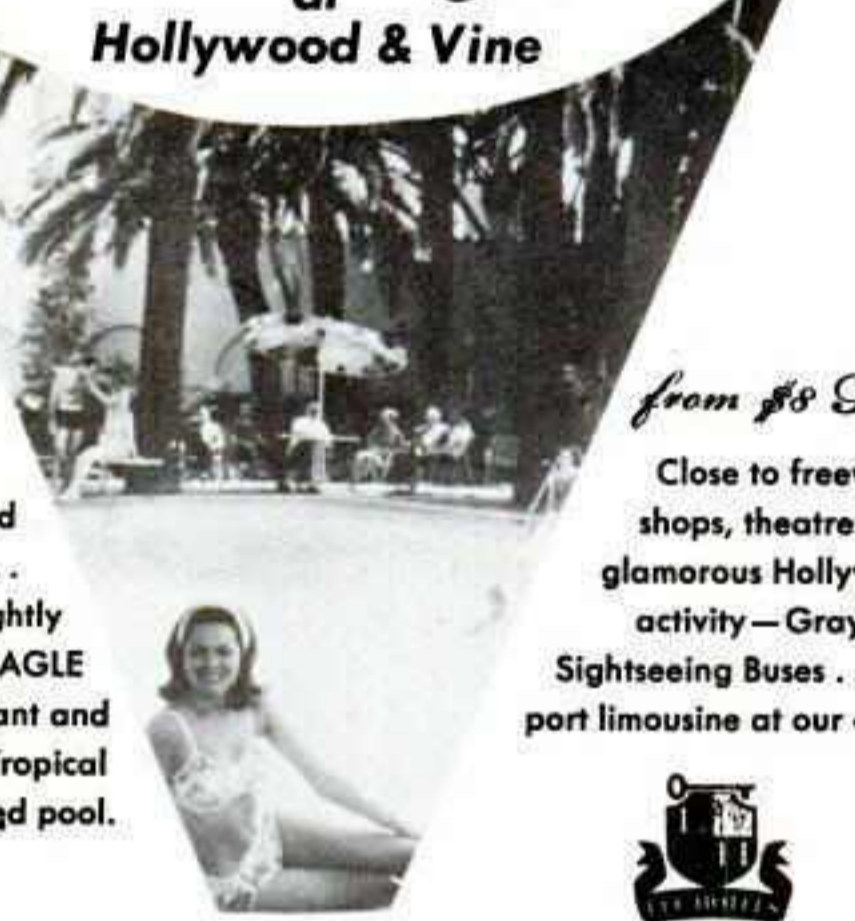
attorney, and their U. S. representatives. The three will go on to Los Angeles to discuss acquisition of American catalogs for Italian distribution. After their West Coast talks, they will travel to Tokyo.

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INTERNATIONAL NEWS REPORTS

DGG's All-Embracing Autumn

HAMBURG — Deutsche Grammophon has announced a comprehensive program of autumn record releases.

The list of Mozart's symphonies already recorded by the Berlin Philharmonic under Karl Boehm will be extended by no less than three LP's; this is part of Grammophon's projected complete recording of all of Mozart's symphonies.

Included are the "Paris" and "Linz" symphonies, as well as both concertante symphonies.

Grammophon will present, moreover, a survey of Beethoven's lieder on three LP's, put together and sung by Dietrich Fischer-Dieskau with Joerg Demus at the piano.

Grammophon's autumn list will offer a new recording of Schubert's "Schoene Muellerin," supplemented by seven other Schubert songs, the last lieder recordings made by Fritz Wunderlich. Grammophon said that the Schubert release is in line with its contention that presentation of complete recordings of song cycles has always been one of the foremost tasks of the record producer.

Grammophon's autumn list also carries out the comprehensive theme in the case of a single artist, giving the broadest possible impression of his talent and ability. The artist in this case is Siegfried Behrend, guitarist now under exclusive contract to Deutsche Grammophon. On the autumn releases Behrend can be heard as soloist in concertos; he accompanies

Pilar Lorengar's interpretation of Spanish romances; and he gives a recital of his own, devoted in general to his artistry on the guitar.

Some First Ever

These thematically - oriented series are followed by a number of important recordings, some of which are the first ever made of seldom-heard works. Rafael Kubelik leads the Berlin Philharmonic in Dvorak's Symphony in G major, Op. 88. Herbert von Karajan contributes a new interpretation of Richard Strauss' "Don Quixote" with the same orchestra.

Includes "Te Deum"

The list of first recordings includes Otto Nicolai's "Te

Deum," a festive performance by the Berlin Singakademie under Mathieu Lango in celebration of its 175th anniversary; Pfitzner's romantic cantata, "Von deutscher Seele," under Joseph Keilberth; and Haendel's dramatic cantata, "Apollo e Dafne," with Agnes Giebel, Deitrich Fischer-Dieskau and the Berlin Philharmonic under Guenther Wiessenborn.

In the field of chamber music, the survey of Schubert's complete works continues with recordings by the Amadeus Quartet of the C major Quintet and the G major Quartet, single releases from last year's subscription album with chamber music.

(Continued on page 40)

PIRATE HEADS FOR ERIN; ERIN HAS OTHER IDEAS

DUBLIN—Plans by an Anglo-Irish group to launch a "pirate" radio station 12 miles off Dunmore East before Christmas have brought about a situation here similar to England's.

The proposed station will be called Radio Waterford, and will be anchored beyond the Irish territorial limit. Official reaction includes a hint that legislation will be enacted to outlaw any pirate radio operation. Irish listeners can pick up at present WDIO Caroline and Radio Scotland broadcasts as well as the legally recognized radio Eireann programs.

The Minister of Posts and Telegraphs said, "so far we've not been troubled much here by the pirates, but unless we take action now, we could be swamped by them. We must protect our own commercial radio and TV shows from the pirates who are responsible to no one, being outside territorial waters."

It is understood that British Postmaster General Edward Short is interested in discussing the matter with Irish authorities.

Top records of the week

Compiled by Billboard

This Week	Last Week	Song and Recording Artist
1	1	Summer in the City—Lovin' Spoonful
2	2	Sunny—Bobby Hebb
3	3	Lil' Red Riding Hood—Sam the Sham and Pharaohs
4	4	Wild Thing—Troggs
5	5	They're Coming to Take Me Away, Ha-Haaa!—Napoleon XIV
6	14	See You in September—Happenings
7	8	The Pied Piper—Crispian St. Peters
8	11	Mother's Little Helper—Rolling Stones
9	20	I Couldn't Live Without Your Love—Petula Clark
10	18	Sunshine Superman—Donovan
11	10	Blowin' in the Wind—Stevie Wonder
12	13	Sweet Pea—Tommy Roe
13	19	Over Under Sideways Down—Yardbirds
14	16	My Heart's Symphony—Gary Lewis and Playboys
15	21	Sweet Dreams—Tommy McLain
16	12	Summertime—Billy Stewart
17	17	Working in the Coal Mine—Lee Dorsey
18	9	This Door Swings Both Ways—Herman's Hermits
19	25	Somewhere My Love—Ray Conniff and Singers
20	25	Land of 1,000 Dances—Wilson Pickett

Aug. 21

EVERY SUNDAY

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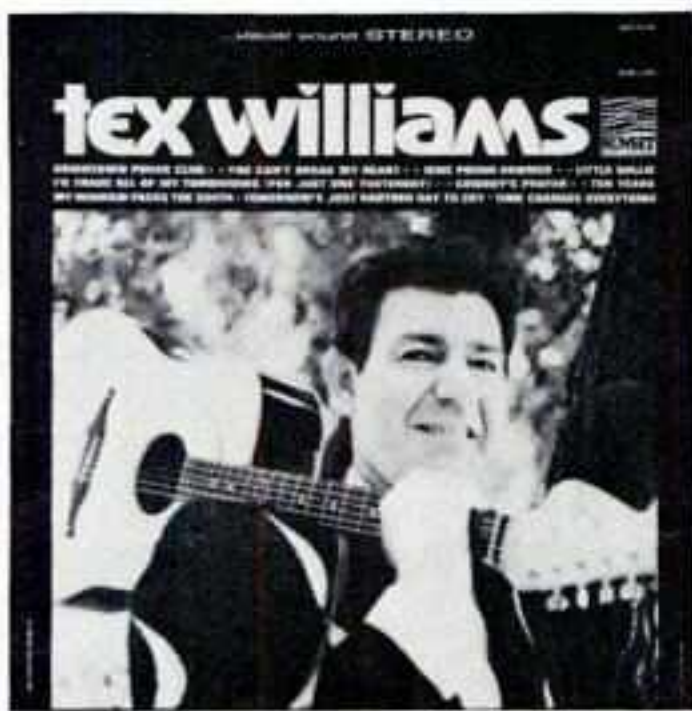
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Bonn CBS Seeks Huge Sales Gains of Export in Europe

FRANKFURT—The German subsidiary of CBS Records expects to triple and possibly quadruple the 1965 sales of 150,000 LP's in Austria, Switzerland, Holland, Belgium, Denmark, Norway, Sweden and Finland.

In pressing CBS Schallplatten's expansion into foreign markets, Bernhard Mikulski, Schallplatten's chief, is adhering to the same formula which has enabled CBS Germany to triple its turnover in the last three years.

Mikulski believes in a balanced program of production and sales. He places equal stress on pop and classical product and German and foreign talent.

For example, CBS has scored heavy export sales with Bernd Spier, a young German singer discovered by Mikulski, and who has sold more than 1,500,000 records in Germany. Spier's disks are now selling heavily in the European market.

Another example of CBS Schallplatten's imaginative approach to sales is the young Yugoslav folk singer Danja Rayter. Her LP, a series of her original compositions, love songs and themes about a troubled young girl in Yugoslavia have

proved a novelty on the export market.

CBS also scored a great foreign sales success with "Balla Balla," with a Berlin group called the Rainbows. This disk had tremendous sales in the German-speaking countries of Austria and Switzerland.

CBS' imaginative approach to foreign disk marketing is spectacularly illustrated by its recording of Beethoven's Fifth Symphony, with Leonard Bernstein speaking in German to explain the development and meaning of the music.

Selectivity Is \$\$ To Golden-12

HAMBURG — A high selectivity is the proven success path for Golden-12 label chief Reinhard Streit. He has announced that his company has achieved a turnover of more than \$2 million in the last five years with only 49 singles and 11 albums. The company issues 12 records a year.

The label, distributed by Metronome, had its biggest successes with Casey Jones and the Governors' "Don't Ha Ha" and

ARD PUTTING ALPERT FILM ON TELEVISION

HAMBURG — West Germany's ARD (First Program) TV net announced that it will screen the first German film of Herb Alpert's Tijuana Brass early this month.

The film is titled "Rendezvous am Rhein." The Alpert group made the film at Lindau, on Lake Constance, before embarking on a tour of U. S. military bases in Germany.

Alpert is scoring high in West Germany, with both German and U. S. military audiences. Teldec, which handles Alpert's A&M disks (released in Germany on the London label), reports that "Taste of Honey" and "Tijuana Taxi" are runaway best sellers.

Alpert has received a stream of invitations and offers for participation in German musical events. The Brass is a favorite with U. S. military audiences, leading in numbers requested on the Armed Forces Network.

Peter Lauch's "Das Kommt Vom Rudern."

Both singles have sold more than 300,000 copies each, and Jones alone has sold nearly 1 million records.

From The Music Capitals of the World

AMSTERDAM

The Dutch classical market is showing an upward trend. The increasing number of budget music is expanding sales and interest, and a leading Dutch teen magazine, "Musiek Parade," is now publishing a monthly column on classical recordings. . . . The Dutch Wagner Society has appointed British Decca classical a&r manager John Culshae a member of the society marking completion of his recording of "The Ring" cycle of operas. . . . Dutch harpsichordist Marijke Smit Sibinga has been chosen with the famous I Musici Chamber Orchestra, replacing Maria Teresa Carati.

The Basart label released last month a special budget LP of "Sinterklass Songs" by a children's choir which has already sold heavily at just more than \$1.00 each. . . . Al Hirt's budget album "Greatest Hits" is selling heavily as well following his Grand Gala Show triumph. The RCA licensee Inelco expects similar results for Van Cliburn's disks after his Grand Gala performance last week. . . . Nancy Sinatra visits Holland this month for TV. She will be presented with a gold disk by Negram, to mark 100,000 sales of "These Boots are Made for Walking." (Reprise), and will collect a similar award on behalf of her father for "Strangers in the

Night."

Inelco showed a TV film of the Monkees to an Amsterdam audience to launch the group ahead of the TV series. A local network is negotiating for rights following the group's top 10 appearance with "Last Train to Clarksville." . . . In Radio Veronica's current top 40 playlist, 10 of the copyrights are published by Basart. . . . British classical guitarist John Williams due here in December for concerts in Amsterdam and The Hague. . . . Dave Brubeck's "Time In" album released by CBS in time for his Nov. 6 concert in Rotterdam. . . . Bill Haley's Comets starred in Vara TV show on Oct. 21. Their Brunswick recordings are still selling well. **BAS HAGEMAN**

CHICAGO

Chicago throbbed to the sound of automatic music machines as the Music Operators of America convened here last weekend for their 16th annual convention and exhibit. (See coin machine section.) Record company exhibitors were *(Continued on page 42)*

Ploughboy Tops Ireland's March Of Rebel Tunes

DUBLIN — The "Merry Ploughboy" hit heralds international success for Irish rebel songs, according to George O'Reilly of TV and radio production services.

Dermot O'Brien and the Clubmen's "Ploughboy" shot to the top of the Irish hit parade from nowhere, and is now showing in the British top 50. It has been licensed for the U. S. to Tower.

"The overwhelming success of "Ploughboy" in Ireland, Britain, Canada and the U. S., has indicated a new direction for Irish recording acts," said O'Reilly. "The direct result is innumerable folk and showband artists are planning disks featuring rebel songs."

South Pacific

• *Continued from page 36*

(much in the manner a British Decca or EMI has outlets in many countries).

New Zealand is a two-hour and 20-minute flight from Australia and Hong Kong is 10 hours away by plane. All singles are shipped by air. Albums go by sea.

Among the U. S. companies distributed by Festival in Australia are A&M, Decca, ABC, Dot, 20th Century, Sceptor, Jubilee, World Pacific, Viva and a new contractor, Monument.

Festival is the record wing of the powerful publishing empire, News, Ltd., which owns newspapers, magazines and has interests in radio and television stations. News, Ltd., bought Festival six years ago at which time Marks and Noel Brown, national sales manager moved over to the record operation.

As part of its music activity, Festival handles custom pressing for customers in Hong Kong and Singapore and has sub-licensed tape rights to Hanimex in Australia for reel-to-reel product. A new tape merchandising operation will shortly be formed to assist this firm.

Playtape Units Displayed at Party at Tokyo

TOKYO — Frank Stanton, head of the 2-track Playtape CARtridge system, hosted a party for 150 of Japan's electronics and record manufacturers at the Tokyo Hilton Hotel recently. Stanton, with his staff, displayed several models of the new Playtape cartridge machines.

According to Playtape personnel, the cartridges will store more than 30 minutes of music per track which can be reproduced continuously on the Stanton machines when half-mill tape is used.

The machines and cartridges are all 2-track monaural, with stereo planned for early 1967. Machines displayed at the party were battery operated.

The playback operation in Japan, besides the manufacture of machines and cartridges, includes the recording of MGM and other repertoire on Playtape cartridges for export to the United States. Additional repertoire is being negotiated, according to Stanton, and will be available in the near future.

DGG's Autumn

• *Continued from page 38*

ber music of Schubert.

Another new recording—the first in stereo—is Mozart's Divertimento in E Flat Major, K. 563, played by the Trio Italiano d'Archi. And a new recording by Ralph Kirkpatrick gives a survey, for the first time, of the development of harpsichord literature from Purcell, Couperin, Rameau, Haendel and Scarlatti to J. S. Bach.

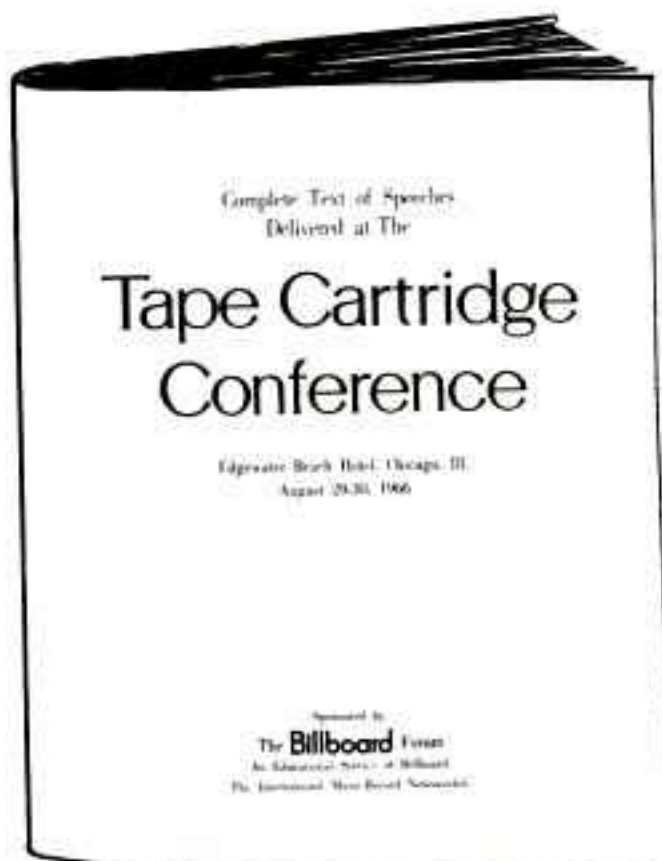
Finally, supplementing the first 10 Nocturnes of Chopin, which were included in Tamas Vasary's de luxe album of last year, is a new recording with the Nocturnes Nos. 11-20.

The Tape Cartridge Conference Report Book

(Limited Supply Available at \$5 Per Copy)

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- PURCHASING, INVENTORY AND INVESTMENT CONSIDERATIONS IN CARTRIDGE AND EQUIPMENT RETAILING: Amos Heilicher
- SELLING TO KEY MARKETS

- OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE AUTOMOBILE FIELD: Harold K. Sperlich
- OPPORTUNITIES FOR SALE OF PLAYBACK EQUIPMENT IN THE HOME: John A. O'Hara

SELLING THROUGH DEALERS

- AN INSTALLER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Jack Frankford
- A RECORD DEALER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Arthur C. Grobart
- AN AUTO ACCESSORY DEALER'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Arnold F. Woolf
- A DEPARTMENT STORE'S EXPERIENCE IN SELLING PLAYBACK EQUIPMENT AND TAPE CARTRIDGES: Darse Crandall

SELLING THROUGH WHOLESALERS

- EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES THROUGH A RACK JOBBER: Cecil Steen
- EVALUATION OF EXPERIENCE IN SELLING TAPE CARTRIDGES AND EQUIPMENT THROUGH A DISTRIBUTOR: James Shipley
- EVALUATION OF EXPERIENCE IN SELLING TAPE THROUGH A ONE-STOP: Michael J. Daniel

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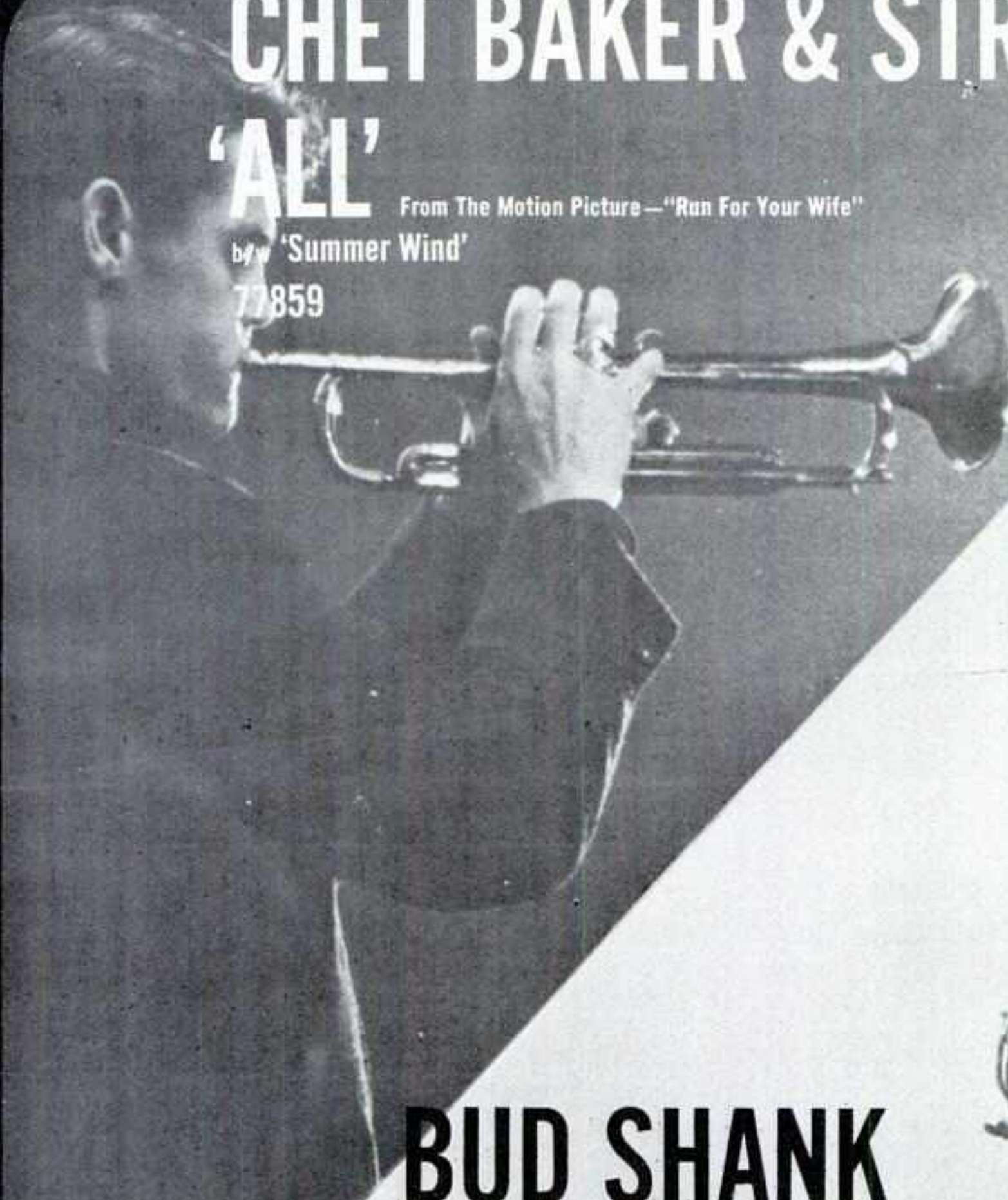
CHET BAKER & STRINGS

'ALL'

From The Motion Picture — "Run For Your Wife"

b/w 'Summer Wind'

77859



BUD SHANK

featuring CHET BAKER

(Love Theme From)

'IS PARIS BURNING' 77857

b/w 'A Man And A Woman'
A Paramount Release



From The Music Capitals of the World

• Continued from page 40

Columbia, Capitol, Epic, Monument, MGM/Verve, RCA Victor and Monument. Talent on hand to entertain the jukebox operators included Eddie Fisher singing his new RCA Victor single, "Games That Lovers Play"; Monument's Boots Randolph, Charlie McCoy and Billy Walker; MGM's Lainie Kazan, Capitol's Al Martino, and Mrs. Nat (King) Cole, who made a surprise guest appearance. Talent, per tradition, was supervised by Hirsch de La Vize, Show Biz Productions, Washington, D. C. . . . The Original Salty Dogs presented an excellent concert of Chicago-style jazz on Oct. 16 at the Armitage Avenue Methodist Church. They played such Chicago-style examples as "Jazz Me Blues," "Aunt Hazzard Blues," "Wolverine Blues," "OK Baby" and "Flat Foot." Down Beat's Don DeMichael narrated "The History of Chicago Jazz." . . . Making closed-circuit TV appearances Nov. 9 at the local "Salute to Ed Wynn" dinner will be Red Skelton, Bill Dana, Dinah Shore, Debbie Reynolds, Milton Berle, Andy Williams,

Petula Clark, Dean Martin and others. . . . WLS Radio's Art Roberts had Dunwich Records' Saturday's Children on his Oct. 23 "Kumtitz" show on WBKB-TV. Group includes Geoff Brian, Ron Holder, Dave Carter, Groege Pall and Rick Goettler. Their "You Don't Know Better" is getting national distribution. . . . One-Derful Records continues to shake the Chicago scene; George Leaner just picked up Jimmie Robbins' "I Can't Please You." It's sold 20,000 here in three weeks and will be given national distribution. One-Derful's Anne DuConge is also ecstatic about Otis Clay's "It's Easier Said Than Done" and "Alvin's Boogaloo" by Alvin Cash and the Registers. . . . Philips' Serendipity Singers will appear at the International Ballroom of the Conrad Hilton Hotel Nov. 28. . . . Mavis Rivers and Chicago's Nick Noble are at the Playboy Club through Nov. 13. . . . DeeJay Dick Clayton of KBXM, Kenneth, Mo., played Fontana's "Winchester Cathedral" by the New Vaudeville Band for one full hour, over and over again, last week; got 350 telephone calls. . . . Frank Sinatra

Jr., in Chicago debut will headline the 20th anniversary celebration of the London House Nov. 1. RAY BRACK

HAMBURG

A new record company, Citycord, with its own studios, has been set up in Hamburg. It will sell its product direct to record dealers. Heading the new label are Manfred Dulau and Jo Moser. They say their policy will be to promote new talent. First signings on the label are Barbara Evers, Ronald Davis and Red Palmer. Polydor produced an LP of the new German musical "Charley's Neue Tante" with Gus Backus and Nana Gualdi. . . . Rex Gildo joined Ariola. . . . Polydor's Freddy Quinn having great success in Vienna with his musical, "Hemweh Nach" St. Pauli." On Oct. 28 the Beach Boys begin a German tour. . . . Next year the Monkees TV series will be carried in Germany. . . . Friedel Hensch and the Cypris signed an exclusive Teldec contract. . . . "Stop Op" is a new dance which Ariola released with Charley Cotton. . . . CCA Schallplatten's new advertising slogan—"This record is so hard that the pneumatic drill will pale with envy." WOLFGANG SPAHR

LONDON

Northern Songs, the Dick James, Paul McCartney, John Lennon publishing firm now publicly-owned, drew about \$170,000 in overseas royalties in its last financial year, stockholders were told. Pre-tax profit was \$1,720,000, slightly down on the previous year, but the 1966-67 forecast is "a minimum \$2 million." This year's dividend—40 per cent.

Following Jean and Julian Aberbach's sale of their British publishing company to Freddy Bienstock, the trading name of the British firm has been changed to Carlin Music. It is now run by an executive board consisting of Bienstock, his wife Miriam, and professional manager Franklyn Boyd. . . . King Records has licensed its LP of the "Two Sides of Larry Cunningham" to U. S. Decca. . . . Next week, Brian Epstein brings in the Four Tops for TV-radio dates as a prelude to a concert tour in January. . . . John Simmons of CBS, U. S. a&r staff, here on holiday, interrupted it to record Carolyn Hester.

RCA-Italiana's Rita Pavone cut an English version of her Italian hit "Cuore." As "Heart," it was immediately scheduled for British release while she is here to promote it. . . . EMI is importing on special order, rather documentary LP. . . . The Motions (Negram, Holland) make their British bow with their Dutch hit "Every Step I Take," (Pye). . . . CBS-owned April Music has a Dave Berry (British Decca) record this month of its "Picture Me Gone" copy-right.

Francoise Hardy of Vogue, France, was due here this week to promote her "Autumn Rendezvous." . . . Murray Kash begins a weekly country series on the main BBC-radio network today (5). . . . Due here on Thursday (3) was Bernard Cherry, organizer of Midem, the music-record congress to be held in Cannes, France, in January. (See story). . . . BBC-TV showcased the Trio Los Paraguayos last Saturday (29). . . . CBS' April Music has won European rights to "Tell It to the Preacher" from entertaining artists (New York). . . . Marlene Dietrich was starting four weeks of theater dates on Monday (31).

John Barry's score for "The Quiller Memorandum" gets near simultaneous release via a CBS LP and theme single here and in America this month. . . . Beach Boys will be greeted by advertisements of their visits on 500 London two-deck buses. . . . Dave Clark Five made a three-minute color TV film to promote its "19 Days" single. . . . King

plans to re-issue Frankie Lyman's 1957 Roulette hit, "Why Do Fools Fall in Love."

From Shel Talmy's Planet Records, Ian Hockridge moved to CBS, as exploitation manager. . . . Folk directions brought in Tom Paxton last Thursday (27) for a three-week tour. . . . Pete Seeger has a Royal Albert Hall return concert next Friday (11). . . . Veteran jazz clarinetist Ed Hall was starting a two-week tour Friday (4); afterwards goes on to Germany and Scandinavia. . . . BSR, largest manufacturer of turntable units in Europe, has cut back production in view of the British economic crisis. Claiming a recent breakthrough in automated production, its British plants will be able to supply the continental market at competitive prices despite tariff additions. It is therefore considering not putting into operation its Hanover (Germany) plant. DON WEDGE

MANILA

B. F. Moore, manager, Regional Distribution Far East of the International Division, RCA, here last week, conferred with Manuel P. Villar, president of Filipinas Record Corp., licensee here for RCA Records. . . . Another recent Manila visitor was Eric Steinmetz (formerly with Kapp Records), international director of MGM Records. . . . Patti Page is expected to arrive for her second Manila personal appearance Nov. 4-6. Miss Page is also booked at the Nile on Roxas Boulevard during her two-day stay here. From Manila, Miss Page will go to Hong Kong (Nov. 12), Tokyo (Nov. 20-26), Kyoto (Nov. 27), Osaka (Nov. 28) and Tokyo (Nov. 29-30). LOUIS TRINIDAD

MILAN

Anna Rita Spinaci and Roberta Amadei have won the 1966 Castrocaro New Voices Contest, organized by Gianni Ravera and will automatically enter the 1967 San Remo Song Festival. Some previous winners of the contest were Gigliola Cinquetti, Bruno Filippini and Iva Zanicchi. Spinaci and Amadei have not yet signed with any record company. . . . Michal Arends of Paul C. R. Arends Music, and Virgilio Panzuti of Milan's Edizioni Cielo, teamed up to launch Italian songs in Germany. . . . Following Nico Fidenco, Donatella Moretti switched from RCA Italiana to Dischi Parade. . . . Decca Italiana marketed Tom Jones' "Once There Was a Time," English version of Mina's hit, "L'Ultima Occasione" Sergio Endrigo, Fonit-Cetra, recorded the Greek versions of "Adesso Si" and "Girotondo Intorno Al Mondo," to be distributed in Greece by Music Box of Athens. . . . Endrigo will fly to Argentine and Brazil (where he is topping the charts for TV, radio and theater appearances. . . . Frank Pourcel, French EMI, here to record an album with pop music and one with Easy Listening. . . . Bruno Filippini, formerly with Milan Record Co., has signed with Dischi Ricordi. . . . Claudio Villa, Fonit-Cetra, in Madrid to participate in the top Spanish TV show "La Noche Del Sabado." . . . I Corvi, Ariston, a group climbing the charts with "Ragazzo di Strada" (Street Boy), fifth to record "Bang, Bang," sub-published by Ariston. Previous recordings were by Cher, Liberty-EMI; Equipe '84, Ricordi; Dalida, Barclay-RCA Italiana; Milena, Clan. GERMANO RUSCITTO

NEW YORK

Latest group taken up by Sid Bernstein is the Blues Project. . . . Singer Teresa Rinaldi, who will co-star in the upcoming Broadway musical "A Joyful Noise," is negotiating a disk deal. . . . Richard Miles has written 20 Hawaiian songs for a folio to be published by Quincy Music Publications. . . . George

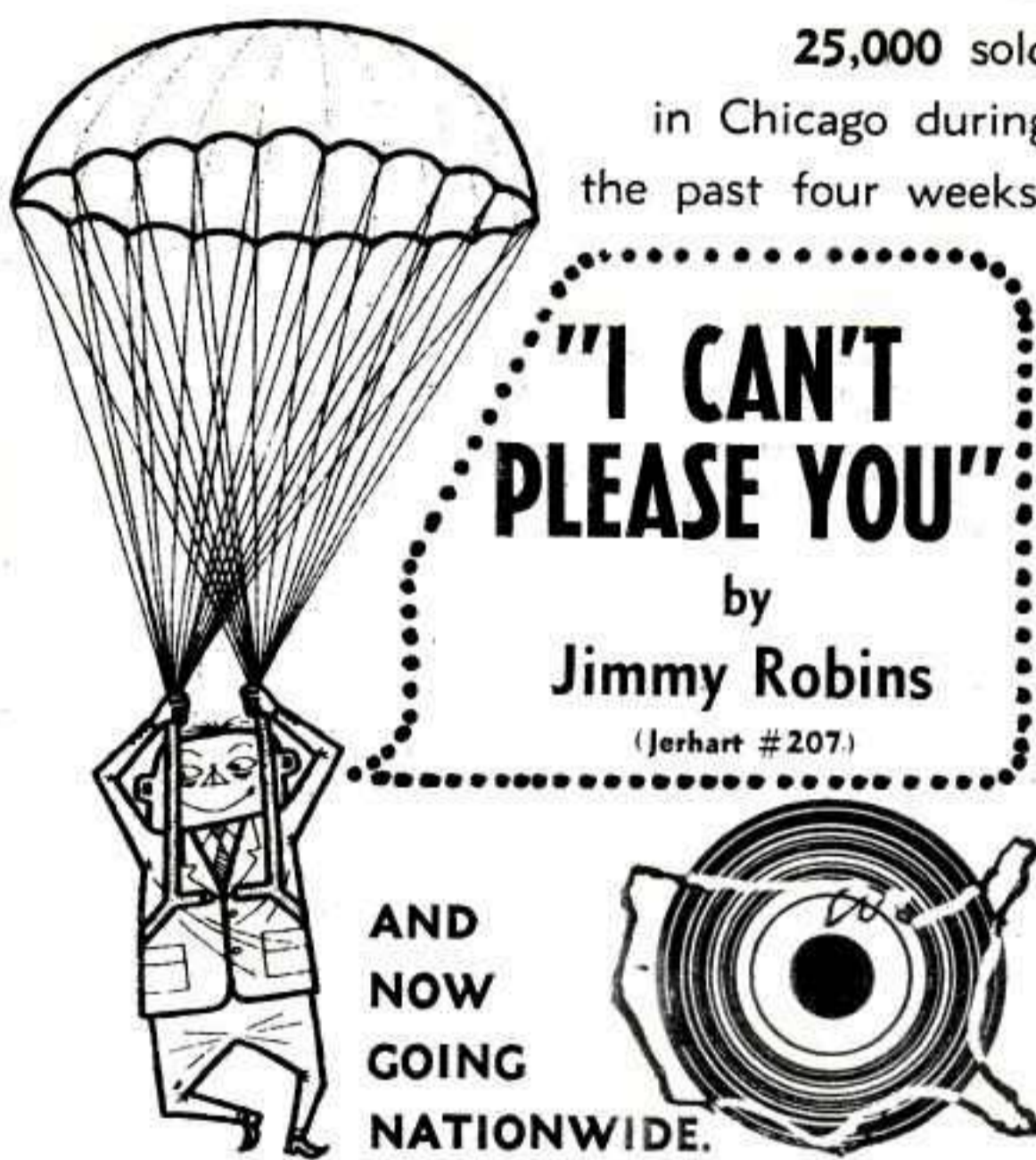
H. Buck, owner of Jazzology Records, has purchased Icon Records of California. . . . Tennessee Ernie Ford has signed the Young Americans to co-star with him at the Sahara-Tahoe for two weeks, starting Nov. 29. . . . Steve Lawrence and Eydie Gorme tallied \$87,675 in nine performances (Oct. 18-23) at the Westbury (L. I.) Music Fair. . . . The Modern Jazz Quartet returns at the Village Gate Nov. 15-27. . . . The Troggs have been added to Ken Kendall's client list. . . . Fred Weintraub was on the Coast last week for meetings with Ashley Famous regarding commitments for TV and film properties for their artists.

Four Seasons set for a Nov. 19 date at Davidson College, North Carolina. . . . Capitol Records held a press reception for the Magnificent Men at Basin Street East last week (25). . . . Alen Sherr has moved his offices to the West Coast and will be partnered with Adam LaZerre for business and personal management. . . . Erroll Garner's guest appearance with the Symphony Orchestra in June will be recorded "live" for an MGM release. . . . Bruce Scott, set for a series of appearances at the Rat-fink Room, is being managed by Vic Catala. . . . The Charles Lloyd Quartet back on a return tour of Europe. . . . Benny Goodman returns to the Waldorf-Astoria Empire Room on Oct. 31. . . . Bent Fabric, Danish composer-pianist, will write and orchestrate score for "Relax, Freddy." . . . Matt Monro, Capitol artist, begins a three-week engagement at the Plaza Hotel's Persian Room on Nov. 2. . . . The Ray Bloch Orchestra will entertain at the annual Golden Hills Academy Charity Ball held at Golden Hills Turf & Country Club on Dec. 10. . . . Ralph Sharon will be musical director for Robert Goulet's future nightclub and concert appearances. . . . Lyricist Buddy Kaye completed four songs for Charles Aznavour's new all-English Reprise LP. MIKE GROSS

PARIS

Colette Legrand, Raymond Legrand, Jean Sablon, Guy Mardel and Daniele Faure represented France in the First International Festival of the Popular Song in Rio de Janeiro Oct. 27 to 30. . . . Johnny Hallyday triumphed in his one-man show at the Olympia Theater, sponsored by Europe No. 1. . . . Bobby "Little Things" Goldsboro flew to Paris with Jack Gold, a&r man of United Artists, to record French versions of his recent hits under the supervision of Eddie Adamis of Les Editions Associees. After, they flew to Milan to record in Italian. . . . After the success of her first season at the Olympia Theater, Mireille Mathieu has recorded a new LP for Barclay together with an EP which includes two Tutti songs—"Est-ce Que tu m'Aimeras" by Bob du Pac and J. L. Chauby and "Et Merci Quand Meme" by Bernard Kesslair and Jacques Chaumelle. . . . Gigliola Cinquetti flies to Paris for three days Nov. 2 for four TV appearances and a number of radio spots. . . . Polydor is releasing an EP from the Basie's Beatle Bag album, including the titles "Michelle," "Yesterday," "Help!" and "And I Love Her." . . . Philips has released an LP of "forgotten" songs by Edith Piaf. . . . A new LP by the Martial Solal Trio, recorded live at the Blue Note, was released this week by Pathe-Marconi.

Michel Delpech has completed a new LP for Festival. . . . Pierre Saka's French version of "Talk Talk Talk" (Sois Belle Belle et Tais Toi) is getting good exposure on French radio. . . . A Tuttle song sung by CBS artist Serge Alexandre, "Quand on M'Enterra," took third place in the Mediterranean Song Festival in Barcelona. Song was written by Johnny Rech. . . . RCA artist Sylvie Vartan, made (Continued on page 48)



25,000 sold in Chicago during the past four weeks.

"I CAN'T PLEASE YOU"
by Jimmy Robins
(Jerhart #207)

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by Alvin Cash & The Registers
(Mar-V-Lus #6014)

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by Otis Clay
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STEREO UAS5143 MONO UAL4143



STEREO UAS8548 MONO UAL3548

Jay and The Americans
Greatest Hits - Volume 2
Crying - Maria - Stop The Clock
Monday, Monday - Sunday and Me
Livin' Above Your Head
Twenty Four Hours From Tulsa
Granada - Til - Hang Around
Silly Boy, Silly Girl
Why Can't You Bring Me Home

STEREO UAS6555 MONO UAL3555



STEREO UAS5144 MONO UAL4144



STEREO UAS6552 MONO UAL3552



STEREO UAS6553 MONO UAL3553



STEREO UAS5148 MONO UAL4148



STEREO UAS6551 MONO UAL3551



STEREO UAS6557 MONO UAL3557



STEREO UAS5146 MONO UAL4146



STEREO UAS6539 MONO UAL3539



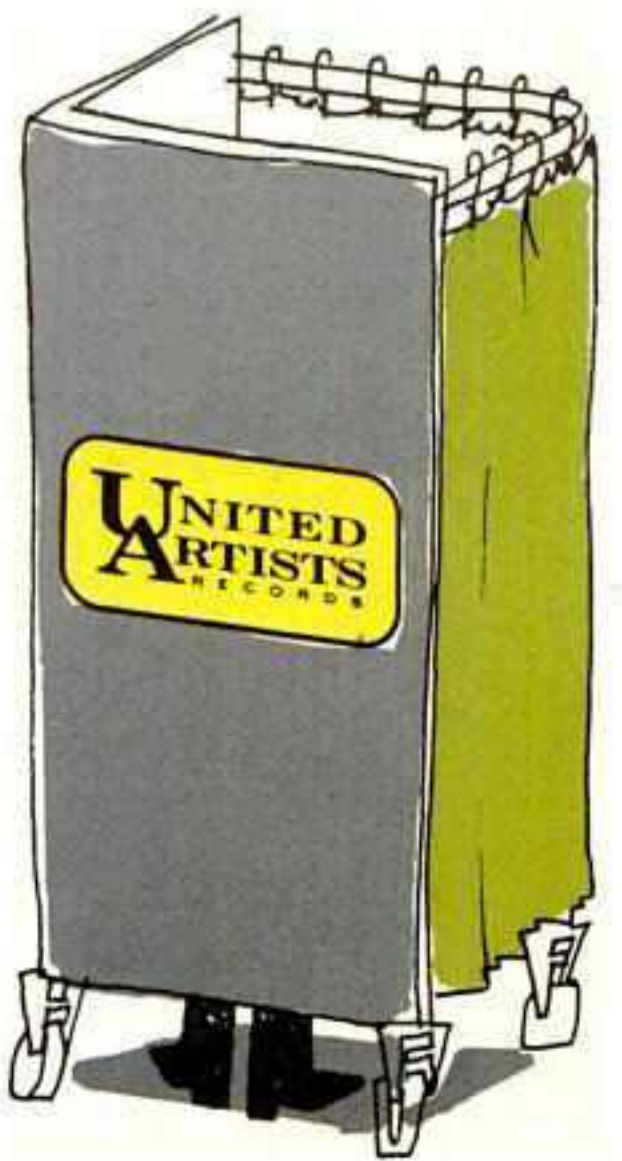
STEREO UAS6559 MONO UAL3559



STEREO UAS5145 MONO UAL4145



STEREO UAS6554 MONO UAL3554



A Merry Columbia

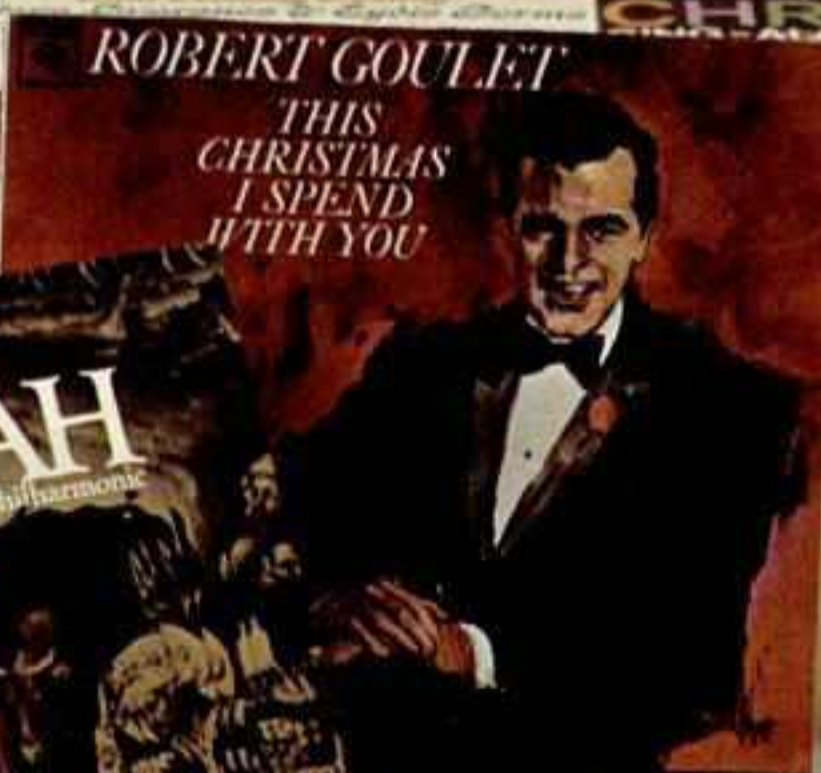


Santa Claus is our special spokesman this year. And your super-salesman. We've motorized Santa and put him to work as a colorful, eye-catching in-store center of attraction. His outstretched, rotating arms ingeniously display 8 exciting new Columbia album releases for '66.

We've designed helpers for Santa, too. Decorative hanging wreath mobiles with Kleen-Stik covers that let you showcase any 4 holiday album favorites you choose. And an elegant selection of Christmas wrapping to make record gifts even more attractive. They're Columbia's festive finishing touches to make this a Yule you'll always remember.



Santa wishes you a COLUMBIA Christmas!



Christmas!

-from our man, Santa.



Columbia album releases for '66—outstanding additions to the most star-studded, best-selling catalog in the record industry.

- | | |
|---|---|
| Three Wise Men/The Regency Choir
CL 2582/CS 9382* | We Wish You a Merry Christmas/
Ray Conniff and The Ray Conniff
Singers
CL 1892/CS 8692*/CQ 484† |
| Christmas Is/Percy Faith
CL 2577/CS 9377* | A Music Box Christmas/From the
Collection of Rita Ford
CL 1698/CS 8498* |
| Merry Christmas/
The Brothers Four
CL 2568/CS 9368* | Christmas With Conniff/
The Ray Conniff Singers
CL 1390/CS 8185*/CQ 314† |
| Navidad Means Christmas/
Eydie Gorme and The Trio
Los Panchos
CL 2557/CS 9357* | Music of Christmas/Percy Faith
and His Orchestra
CL 1381/CS 8176*/CQ 312† |
| Christmas With The Christies/
The New Christy Minstrels
CL 2556/CS 9356* | Christmas Sing Along With Mitch/
Mitch Miller and The Gang
CL 1205/CS 8027*/CQ 313† |
| Christmas Carols for Solo Guitar/
Charlie Byrd
CL 2555/CS 9355* | Merry Christmas/Johnny Mathis
CL 1195/CS 8021* |
| Christmas With The Beers Family/
Twelve Carols—Old and New
ML 6335/MS 6935* | The Organ Plays at Christmas/
Ken Griffin
CL 692/CS 8760* |
| Highlights From Handel's Messiah/
Leonard Bernstein, New York
Philharmonic
ML 6328/MS 6928*/MQ 865† | Wishing You a Merry Christmas/
Andre Kostelanetz, St. Kilian
Boychoir
ML 6179/MS 6779*/MQ 762† |
| Have Yourself a Merry Little
Christmas/Frank Sinatra
HL 7400/HS 11200* | The Mormon Tabernacle Choir
Sings Christmas Carols
ML 6177/MS 6777*/MQ 758† |
| Pipes and Chimes for Christmas/
Buddy Cole
HL 7398/HS 11198* | A Christmas Festival/Eugene
Ormandy, Philadelphia Orchestra
ML 6039/MS 6639*/MQ 659† |
| CATALOG SELECTIONS: | |
| Merry Christmas/Andy Williams
CL 2420/CS 9220*/CQ 771† | Christmas With the Mormon
Tabernacle Organ and Chimes/
Alexander Schreiner
ML 6037/MS 6637*/MQ 658† |
| Christmas With Patti Page
CL 2414/CS 9214* | Music for a Merry Christmas/
E. Power Biggs
ML 5911/MS 6511*/MQ 601† |
| Here We Come A-Caroling/
Ray Conniff and The Singers
CL 2406/CS 9206*/CQ 768† | The Joy of Christmas/
Mormon Tabernacle Choir
ML 5899/MS 6499*/MQ 590† |
| Music of Christmas, Volume II/
Percy Faith
CL 2405/CS 9205* | The Glorious Sound of Christmas/
Eugene Ormandy, Philadelphia
Orchestra
ML 5769/MS 6369*/MQ 480† |
| Jimmy Dean's Christmas Card
CL 2404/CS 9204* | Prokofiev: Peter and the Wolf;
Tchaikovsky: Nutcracker Suite/
Leonard Bernstein, New York
Philharmonic
ML 5593/MS 6193*/MQ 469† |
| Stille Nacht/Kinderchor des
Volks-Chores Offenbach
CL 2400/CS 9200* | The Holly and the Ivy/
Mormon Tabernacle Choir
ML 5592/MS 6192* |
| Christmas Serenade in the Glenn
Miller Style/Tex Beneke, Ray Eberle
and The Modernaires
CL 2392/CS 9192* | Joyeux Noël—Twelve Carols by
Daquin/E. Power Biggs
ML 5567/MS 6167* |
| Christmas With a Beat/The
Glad Singers
CL 2391/CS 9191* | The Spirit of Christmas/
Mormon Tabernacle Choir
ML 5423/MS 6100*/MQ 315† |
| That Holiday Feeling!/Steve
Lawrence and Eydie Gorme
CL 2262/CS 9062* | Handel: Messiah (Christmas
Music)/Leonard Bernstein,
New York Philharmonic
ML 5300/MS 6020* |
| Frankie Yankovic's Christmas Party
CL 2253/CS 9053* | Handel: Messiah/Eugene Ormandy,
Philadelphia Orchestra
M2L 263/M2S 607* (A 2-Record Set)/
M2Q 510† |
| The Doris Day Christmas Album
CL 2226/CS 9026*/CQ 691† | Handel: Messiah/Leonard
Bernstein, New York Philharmonic
M2L 242/M2S 603* (A 2-Record Set) |
| Christmas Greetings/Jerry Vale
CL 2225/CS 9025*/CQ 692† | First Christmas Record for
Children/Various Artists
HL 9554 |
| The Christmas Spirit/Johnny Cash
CL 2117/CS 8917* | Rudolph the Red-Nosed Reindeer/
Gene Autry, Rosemary Clooney
HL 9550 |
| Merry Christmas!/The New
Christy Minstrels
CL 2096/CS 8896*/CQ 603† | Dickens' Christmas Carol/ Basil
Rathbone, Lyn Murray Singers
HL 9523 |
| The Andy Williams Christmas Album
CL 2087/CS 8887*/CQ 596† | The Old Sweet Songs of Christmas/
Frank DeVol
HL 7356/HS 11156* |
| This Christmas I Spend With You/
Robert Goulet
CL 2076/CS 8876*/CQ 589† | Christmas With
The Chuck Wagon Gang
HL 7355 |
| Wonderland of Christmas/Andre
Kostelanetz and His Orchestra
CL 2068/CS 8868*/CQ 588† | |
| Silent Night—Songs for Christmas/
Mahalia Jackson
CL 1903/CS 8703* | |
| Holiday Sing Along/Mitch Miller
and The Gang
CL 1701/CS 8501*/CQ 419† | |

ALBUM REVIEWS (continued)



ORIGINAL CAST SPOTLIGHT

AT THE DROP OF ANOTHER HAT

Michael Flanders/Donald Swann. Angel 36388 (M); S 36388 (S)

Another edition of the words and music revue by Michael Flanders and Donald Swann is on tour in the U. S., readying for a Broadway engagement beginning late December, giving the original cast album, recorded in England, sure sale spots along the way. They are bright Britishers who can make their way with the Yanks, too.



POP SPOTLIGHT

THE PLATTERS HAVE THE MAGIC TOUCH

Musicon MM 2111 (M); MS 3111 (S)

The "Magic Touch" of the Platters is evident in this outing, which includes their latest single, "Devri," and such classic performances as "My Prayer" and "I'm Sorry." Lead singer Sonny Turner does a fine job and Garry Sherman's arrangements make them sound as fresh and exciting as ever.



POP SPOTLIGHT

THE PARTY'S ON

Peter Duchin. Decca DL 4756 (M); DL 74756 (S)

The music-for-dancing field will continue to remain strong so long as Peter Duchin continues to record sets like these. The accent is on the beat; the melody and Duchin's piano solos and orchestra accompaniment make them all diverting.



CHRISTMAS SPOTLIGHT

CANDY CLARINET: MERRY CHRISTMAS FROM PETE FOUNTAIN

Coral CRL 57487 (M); CRL 757487 (S)

Pete Fountain's clarinet sustains a merry mood in this Christmas package. It's a bright and buoyant sound that he offers to brighten up the home and radio station turntables and helps make the Christmas season that much more welcome.

SEE ALBUM REVIEWS ON BACK COVER

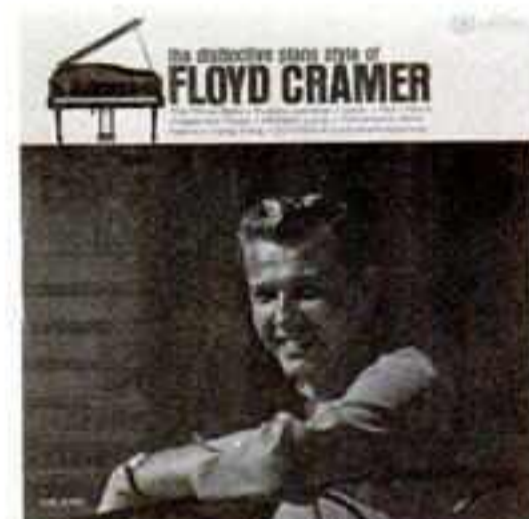


COUNTRY SPOTLIGHT

BIG COUNTRY HITS

Various Artists. RCA Victor LPM 3606 (M); LSP 3606 (S)

These notable sides made quite a collection for any country music buff. Included are "Yakety Axe," by Chet Atkins; "A Dear John Letter," by Bobby Bare and Skeeter Davis, and cuts by Don Gibson, Norma Jean, Jim Reeves, Connie Smith, Hank Snow, Porter Wagoner and Dottie West.



LOW PRICE COUNTRY SPOTLIGHT

FLOYD CRAMER

RCA Camden CAL-2104 (M); CAS-2104 (S)

This package is a bargain at the price. It includes some fine examples of the piano stylings of Floyd Cramer. Sides include "The Three Bells," "Tuxedo Junction," "Hong Kong," and others.



CLASSICAL SPOTLIGHT

BRUCKNER: SYMPHONY NO. 7/WAGNER: SIEGFRIED IDYLL (2-12" LP's)

Vienna Philharmonic (Solti). London CMA 7216 (M); CSA 2216 (S)

The Vienna Philharmonic under Georg Solti does itself proud with a pressing of Bruckner's majestic symphony, which compares favorably to the Walter version. A special Solti promotion by London should aid sales. A first-rate "Siegfried Idyll" rounds out the package.



CLASSICAL SPOTLIGHT

MASCAGNI: CAVALLERIA RUSTICANA/LEONCAVALLO: I PAGLIACCI

Various Artists/Teatro Alla Scala Orchestra (Karajan). Deutsche Grammophon 39205/7 (M); 139205/7 (S)

Tenor Carlo Bergonzi and conductor Herbert von Karajan shine in this wonderful package of two operatic warhorses. Bergonzi assays the lead roles of Turiddu in "Cavalleria" and Canio in "Pagliacci." In each he blends his floating lyric voice with appropriate dramatic force. Von Karajan breathes new life in repertoire not usually associated with him.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

MORE I CANNOT WISH YOU

Ed Ames, RCA Victor LPM 3636 (M); LSP 3636 (S) (775-03636-3; 775-03636-5)

GLENN YARBROUGH RECORDED LIVE AT THE HUNGRY I

RCA Victor LPM 3661 (M); LSP 3661 (S) (775-03661-3; 775-03661-5)

★ 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.

HERSCHEL BERNARDY SINGS FROM FIDDLER ON THE ROOF

Columbia OL 6610 (M); OS 3010 (S) (350-06610-3; 350-03010-5)

HAWAII

Soundtrack, United Artists UAL 4143 (M); UAS 5143 (S) (875-04143-3; 875-05143-5)

BLACK IS BLACK

Los Bravos, Press PR 73003 (M); PRS 63003 (S) (752-7300-3; 752-83003-5)

PARSLEY, SAGE, ROSEMARY AND THYME

Simon & Garfunkel, Columbia CL 2563 (M); CS 9363 (S) (350-02563-3; 350-09363-5)

THE NEW LEE DORSEY WORKING IN THE COAL MINE

Amy 8011 (M); 8011 S (S) (123-08011-3; 123-08011-5)

SOUNDS OF '66

Sammy Davis Jr./Buddy Rich, Reprise R 6214 (M); RS 6214 (S) (780-06214-3; 780-06214-5)

THE BIBLE... IN THE BEGINNING

Soundtrack, 20th Century-Fox 4184 (M); S 4184 (S) (870-04184-3; 870-04184-5)

VAUDEVILLE!

Eric Rogers, London (No Mono); SP 40083 (S) (640-44083-5)

LIVIN' ABOVE YOUR HEAD

Jay & the Americans, United Artists UAL 3534 (M); UAS 6534 (S) (875-03534-3; 875-06534-5)

AMOR MEXICO/S.A.

Tony Mottola, Command RS 900 (M); RS 900 SD (S) (355-00900-3; 355-00900-5)

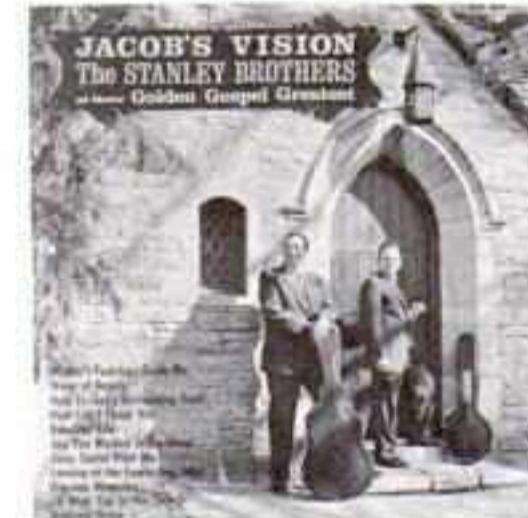


CLASSICAL SPOTLIGHT

MOZART: DIVERTIMENTO KV 563

Trio Italiano D'Archi. Deutsche Grammophon 39150 (M); 139150 (S)

Based on this disk alone, the Trio Italiano d'Archi proves to be one of the more skillful, polished chamber units around. The group takes up Mozart's only string trio work in an all-conquering style, as they give it equal balance, forceful dialog and sense of freedom.



GOSPEL SPOTLIGHT

JACOB'S VISION

The Stanley Brothers. Starday SLP 984 (M)

This famous bluegrass act has the true mountain sound. In this package, Starday, with the co-operation of King, has assembled a batch of their great material in the religious vein. The sides include "Mother's Footsteps Guide Me," "Wings of Angels," "Amazing Grace," and many others.

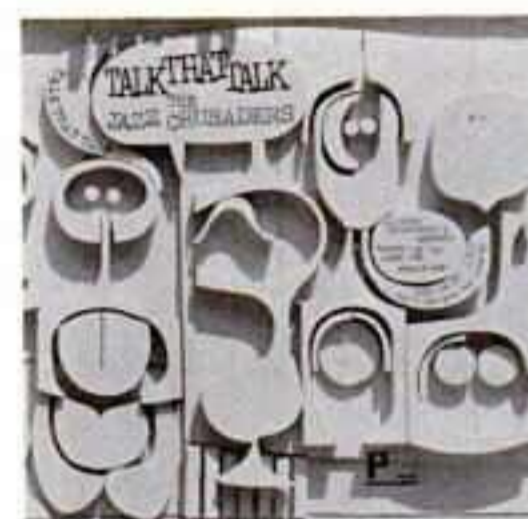


COMEDY SPOTLIGHT

THE BOTH SIDES OF REDD FOXX

Loma 5901 (M)

Only a small portion of the material is blue. Most of it deals with topical matters. But it's still the old Redd Foxx formula, and that formula has always resulted in impressive record sales. The material is not always fresh, but it's presented with near perfect timing and an unerring comic sense.



JAZZ SPOTLIGHT

TALK TALK TALK

The Jazz Crusaders. Pacific Jazz PJ-10106 (M); ST-20106 (S)

Although spotlighted here in the jazz category, this group could break out big on all fields. The mood is basically jazz, but it spreads into a swifty energetic mood that takes hold of as "Walkin' My Cat Dog," "Hey Girl," "Walk on By," "1, 2, 3" for smash effects.



GOSPEL SPOTLIGHT

THE FLORIDA BOYS UP TEMPO

Canaan CA 4631-LP (M); CAS 9631-LP (S)

A fine package, which includes the new sound of tenor Tommy Atwood. The songs are "Old Fashioned Love," "Higher Ground," "Palms of Victory," etc. Plenty of spirit and sincerity are in these performances.



CHILDREN'S SPOTLIGHT

THIS LAND IS YOUR LAND

Do-Re-Mi Children's Chorus. Kapp KL-1497 (M); KS-3497 (S)

The Do-Re-Mi group does some of the better-known folk songs—such as "Across the Wide Missouri," "Down in the Valley" and "Blue Tail Fly." They're an enthusiastic bunch, and the enthusiasm is contagious with children. It's great for kiddie sing-alongs.



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

THE BEST OF JOE & EDDIE

GNP Crescendo GNP-2032 (M); GNPS-2032 (S)

The duo generates much excitement in this collection of their best. Their fine musical taste is indicated by the excellent choice of material. The album is an outstanding tribute to Joe Gilbert, killed in an auto accident in August.

POP SPECIAL MERIT

THE TRUMPETS OLE PLAY

Decca 4821 (M); 74821 (S)

The Trumpets Ole are at home in an album of top pop material. The main theme from "Exodus," "Monday, Monday," "Samba de Orfeu," "Midnight in Moscow," "Man of La Mancha," "Call Me." The list of sparkling numbers is as long as the list of selections on this swinging disk.

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.

NEXT WEEK...

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ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	2	LARA'S THEME FROM DOCTOR ZHIVAGO	Al Korvin (Tonodisc); Ray Conniff (CBS); Roger Williams (Music Hall); Brass Ring (RCA); Cuerdas Cantantes (MGM)—Neumann	
2	4	YELLOW SUBMARINE	The Beatles (Odeon); *Los Vip's (Ala Nicky); *Los Knacks (Philips); *Los Bull Dogs (RCA)—Fermata	
3	1	STRANGERS IN THE NIGHT	Frank Sinatra (Music Hall); Bert Kaempfert (Polydor); Hugo Santana (Ariel); *Sergio Mas (CBS); Living Brass (RCA); Dalida (Disc Jockey)—Fermata	
4	3	EL EQUIPO DE JOSE	*Carlos Argentino (Ala Nicky)—Korn	
5	8	LA VI DE NUEVO	Mama's and the Papa's (RCA); *Barbara & Dick (RCA)—Relay	
6	10	MERCI, CHERIE	Franck Pourcel (Odeon); Udo Jurgens (Opus); Caravelli (CBS); *Violeta Rivas (RCA)	
8	5	REY DEL RIO/POR EL PARANA	Cuarteto Imperial (CBS)—Melograf	
9	14	BANG BANG	Dalida (Disc Jockey); Shelia (Philips); Equipe 84 (CBS); Nancy Sinatra (LP) (Music Hall); Chet Baker (LP) (Trova)—Korn	
10	9	LLAMAME	Petula Clark (Opus); Nancy Sinatra (Music Hall); Chriz Montez (Fermata); Nancy Ames (CBS)—Korn	

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	1	STEP BACK	Johnny Young & Kompany (Clarion)—Alberts	
2	2	YELLOW SUBMARINE/ELEANOR RIGBY	Beatles (Parlophone)—Northern	
3	5	SEE SEE RIDER	Eric Burdon & Animals (Decca)	
4	3	OUT OF TIME	Chris Farlowe (Stateside)	
5	—	JUST LIKE A WOMAN	Manfred Mann (HMV)—Alberts	
6	9	LAST TRAIN TO CLARKSVILLE	Monkees (RCA)	
7	7	SUNSHINE SUPERMAN	Donovan (Epic)—Chappell	
8	—	RIVER DEEP MOUNTAIN HIGH	Ike & Tina Turner (London)	
9	10	SPECKS AND SPECKS	Bee Gees (Spin)	
10	—	WINCHESTER CATHEDRAL	New Vaudeville Band (Philips)—Southern	

BRITAIN

(Record Retailer)

This Week	Last Week	Title	Artist	Label
1	2	REACH OUT I'LL BE THERE	Four Tops (Tamla-Motown)—Belinda	
2	4	I CAN'T CONTROL MYSELF	Troggs (Page One)—Dick James	
3	1	DISTANT DRUMS	Jim Reeves (RCA Victor)—Acuff-Rose	
4	10	STOP, STOP, STOP	Hollies (Parlophone)—Gralto	
5	6	WINCHESTER CATHEDRAL	New Vaudeville Band (Fontana)—Meteor	
6	3	BEND IT—Dave Dee, Dozy, Beaky, Mick and Tich	(Fontana)—Lynn	
7	7	QUANTANAMERA	Sandpiper (Pye)—Harmony	
8	5	I'M A BOY	Who (Reaction)—Fabulous	
9	17	NO MILK TODAY	Herman's Hermits (Columbia)—Hournew	
10	8	HAVE YOU SEEN YOUR MOTHER	Rolling Stones (Decca)—Mirage	
11	11	ALL I SEE IS YOU	Dusty Springfield (Philips)—Belinda	
12	9	YOU CAN'T HURRY LOVE	Supremes (Tamla-Motown)—Belinda	
13	21	TIME DRAGS BY	Cliff Richard (Columbia)—Shadam	
14	20	I'VE GOT YOU UNDER MY SKIN	Four Seasons (Philips)—Chappell	
15	28	HIGH TIME	Paul Jones (HMV)—Dean Street	
16	12	WALK WITH ME	Seekers (Columbia)—Springfield	
17	16	LADY GODIVA	Peter and Gordon (Columbia)—Dean Street	

19	29	IF I WERE A CARPENTER	Bobby Darin (Atlantic)—Robbins
19	14	SUNNY	Georgie Fame (Columbia)—Campbell-Connelly
20	15	TOO SOON TO KNOW	Roy Orbison (London)—Acuff-Rose
21	25	BEAUTY IS ONLY SKIN DEEP	Temptations (Tamla-Motown)—Jobete
22	26	ALL THAT I AM	Elvis Presley (RCA Victor)—Belinda
23	38	A FOOL AM I	Cilla Black (Parlophone)—Shapiro-Bernstein
24	13	LITTLE MAN	Sonny and Cher (Atlantic)—Belinda
25	24	BORN A WOMAN	Sandy Posey (MGM)—Shapiro-Bernstein
26	18	ANOTHER TEAR FALLS	Walker Brothers (Philips)—West One
27	19	I DON'T CARE	Los Bravos (Decca)—Palace
28	23	DEAR MRS. APPLEBEE	David Garrick (Piccadilly)—Dick James
29	39	I LOVE MY DOG	Cat Stevens (Deram)—Dick James
30	27	SOMEWHERE MY LOVE	Mike Sammes Singers (HMV)—Robbins
31	22	SEMI DETACHED, SUBURBAN MR. JAMES	Manfred Mann (Fontana)—Meteor
33	30	YELLOW SUBMARINE/ELEANOR RIGBY	Beatles (Parlophone)—Northern
34	45	WRAPPING PAPER	The Cream (Reaction)—Dratleas
35	35	IN THE ARMS OF LOVE	Andy Williams (CBS)—Compass
36	—	HELP ME GIRL	Eric Burdon and the Animals (Decca)—ANIM
37	—	RIDE ON BABY	Chris Farlowe (Immediate)—Mirage
38	—	A LOVE LIKE YOURS	Ike and Tina Turner (London)—Belinda
39	37	SUMMER WIND	Frank Sinatra's (Reprise)—Blossom
40	36	LAND OF 1000 DANCES	Wilson Pickett (Atlantic)—Dick James
41	31	GOD ONLY KNOWS	Beach Boys (Capitol)—Immediate
42	—	HOLY COW	Lee Dorsey (Stateside)—Marsaint
43	32	WHEN I COME HOME	Spencer Davis Group (Fontana)—Island
44	—	I CAN'T MAKE IT ALONE	P. J. Proby (Liberty)—Screen Gems
45	—	IT'S LOVE	Ken Dodd (Columbia)—Maurice
46	50	CHERYL'S GOIN' HOME	Adam Faith (Parlophone)—Metric
47	—	HAPPENINGS 10 YEARS TIME AGO	Yardbirds (Columbia)—Yardbirds
48	—	FRIDAY ON MY MIND	Easybirds (United Artists)—United Artists
49	33	ALL OR NOTHING	Small Faces (Decca)—Robbins
50	—	WHAT BECOMES OF THE BROKEN HEART	Jimmy Ruffin (Tamla-Motown)—Belinda

CANADA

This Week	Last Week	Title	Artist	Label
1	1	LAST TRAIN TO CLARKSVILLE	Monkees (RCA Victor)	
2	96	TEARS—? and The Mysterians	(Cameo)	
3	1	SEE SEE RIDER	Eric Burdon & The Animals (MGM)	
4	10	POOR SIDE OF TOWN	Johnny Rivers (Imperial)	
5	1	IF I WERE A CARPENTER	Bobby Darin (Atlantic)	
6	1	HOORAY FOR HAZEL	Tommy Roe (Spartan)	
7	1	HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOW?	Rolling Stones (London)	
8	1	PSYCHOTIC REACTION	Count Five (Apex)	
9	1	DANDY	Herman's Hermits (MGM)	
10	1	WALK AWAY RENEE	Left Banke (Smash)	

CANADIAN RECORDS

1	SPIN, SPIN	Gordon Lightfoot (United Artists)
2	BOUND TO FLY	3's a Crowd (Columbia)
3	LET'S RUN AWAY	Staccatos (Capitol)

EIRE

This Week	Last Week	Title	Artist	Label
1	1	THE MERRY PLOUGHBOY	Dermot O'Brien (Envoy)—Coda	

2	2	SHOWBALL CRAZY	Hoedowners (Pye)—Segway
3	—	DEAR MRS. APPLEBEE	David Garrick (Pye)—Dick James
4	6	DISTANT DRUMS	Jim Reeves (RCA Victor)—Acuff-Rose
5	3	I CAN'T GET YOU OUT OF MY HEART	Royal (HMV)—Southern
6	4	ALL OR NOTHING	Small Faces (Decca)—Robbins
7	8	FAR AWAY FROM YOU	Royal Blues (Pye)—Segway
8	—	BEND IT	Dave Dee & Co. (Fontana)—Lynn
9	—	SUNNY	Bobby Hebb (Philips)—Campbell-Connelly
10	7	PRETTY BROWN EYES	Drifters (Pye)—Palace

FINLAND

(Courtesy Ilta-Sanoma)

This Week	Last Week	Title	Artist	Label
1	1	SUMMER IN THE CITY	The Lovin' Spoonful (Kama-Sutra)	
2	12	LITTLE MAN	Sonny and Cher (Atlantic)	
3	3	EI TIPPA TAPE	Irwin Goodman (Philips)	
4	2	VAHAN ENNEN KYINELEITA	Danny (Scandia)	
5	5	YELLOW SUBMARINE	Beatles (Parlophone)	
6	14	YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield (Philips)	
7	4	SUNNY AFTERNOON	Kinks (Pye)	
8	7	SUNNY GIRL	Hep Stars (Kolga)	
9	8	HAAVALSSI	Tapio Rautavaara (Philips)	
10	20	UUSI PAAVO	Irwin Goodman (Philips)	

FRANCE

(This Week Last Week)

1	1	NOIR C'EST NOIR	Johnny Hallyday Nouvelles Editions (Philips)—Barclay
2	—	L'AMOUR AVEC TOI	Michel Polnareff (A.Z.)—Meridian
3	—	QUAND FAUT Y ALLER FAUT Y ALLER	Henri Salvador (Rigelo)—Editions Salvador
4	4	LES JOLIES COLONIES DE VACANCES	Pierre Perret (Vogue)—Nouvelles Editions Barclay
5	9	QUE'ELLE EST BELLE	Mireille Mathieu (Barclay)—Legrand
6	—	LA CHANSON DE LARA	John Williams (Polydor)—France Melodie
7	6	LA CHANSON DE LARA	Les Compagnons de la Chanson (C.B.S.)—France Melodie
8	—	PETIT HOMME	Dalida (Barclay)—AMI
9	2	LE DESERTEUR	Les Sunlights (A.Z.)—French Music
10	7	CELINE	Hugues Aufray (Barclay)

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	—	LITTLE MAN	Sonny & Cher (Atlantic)—Ed. Belinda	
2	4	QUANTANAMERA	Sandpipers (London); Dugno Garcia (Palette)—Ed. Jean Kluger—Holland	
3	—	SUNNY	Bobby Hebb (Philips); Cher (Imperial); Georgie Fame (Columbia)—Ed. Connelly-Basart	
4	2	ALL OR NOTHING	Small Faces (Decca)—Ed. Melodia-Trident	
5	1	YELLOW SUBMARINE/ELEANOR RIGBY	The Beatles (Parlophone)—Ed. Leeds-Basart	
6	—	I'M A BOY	The Who (Polydor)—Ed. Essex-Basart	
7	3	SUNSHINE SUPERMAN	Donovan (Epic)—Ed. Holland Music	
8	5	OUT OF TIME	Chris Farlowe (Stateside)—Ed. Essex-Basart	
9	6	BLOWIN' IN THE WIND	Stevie Wonder (Tamla Motown)—Ed. Basart	
10	—	DISTANT DRUMS	Jim Reeves (RCA)	

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist	Label
1	1	VISIONS	Cliff Richard (Columbia)	
2	4	LADY JANE	David Garrick (Pye)	
3	2	MAKING BELIEVE	*Naomi & the Boys (Philips)	
4	3	YELLOW SUBMARINE	Beatles (Parlophone)	

5	—	WEAK IN THE KNEES	*Shades of Blue—(Life)
6	—	ALL OR NOTHING	Small Faces (Decca)
7	5	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
8	—	THE SHADOW OF YOUR SMILE	Tony Bennett (CBS)
9	—	IS IT REALLY WORTH YOUR WHILE	Fortunes (Columbia)
10	6	LOVE LETTERS	Elvis Presley (RCA)

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	6	BRASILA	Tony Mottola (Command)—Pending	
2	2	FUISTE A ACAPULCO	*Los Apson (Peerless)—Brambila	
3	4	SENZA FINE	The Brass Ring (RCA)—Pending	
4	1	MI RAZON	*Sonora Santanera (CBS)—Brambila	
5	5	EL ULTIMO BESO	The Last Kiss—*Polo (Peerless)—Pending	
6	3	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Pending	
7	—	EGOISMO	*Joselito (RCA)—Pending	

7	7	TANGO NEGRO	*Jorge Valente (CBS)—Emroth
8	8	HANKY PANKY	Tommy James (Roulette)—Pending
9	9	EL DESPERTAR	*Marco Antonio Muniz (RCA)—Emroth

SINGAPORE

(Courtesy Radio Singapore)

*Denotes local origin

This Week	Last Week	Title	Artist	Label
1	4	DON'T LAUGH	You'll Cry—Trailers (Cosdel)	
2	5	TOO SOON TO KNOW	Roy Orbison (London)	
3	1	YELLOW SUBMARINE	(Parlophone)	
4	8	DEAR MRS. APPLEBEE	David Garrick (Pye)	
5	7	LITTLE MAN	Sonny & Cher (Atco)	
6	6	GOING BACK	Dusty Springfield (Philips)	
7	3	NEVER DIE	*Mark Yun (Philips)	
8	9	WHAT WILL I BE	Val Doonican (Decca)	
9	—	LOVERS' CONCERTO	*Crescendo (Philips)	
10	2	OPUS 17	Four Seasons (Philips)	

From The Music Capitals of the World

Continued from page 42

her first TV appearance since the birth of her son on the "A Tous Vents" TV show. Also featured in the show were Kiki Dee, Claude Nougaro, Sandie Shaw and the Motions. . . . Barbra Streisand has recorded a song by Charles Dumont and Cora Vaucaire, "Le Mur" (I've Been Here) and "Clopin Clopan," song created by Pierre Dudan. . . . Udo Jurgens has recorded a new French EP for Vogue. It features two new French songs, "Maintenant Je Peux Sourire," especially written for him by Bernard Kessler and Andre Salvat, and "Mais Tu Ten Vas," by J. L. Chauby and Bob du Pac and French adaptations of two songs by Jurgens, "Sagt Mir Wie" ("Dans Ma Vie") adapted by Andre Salvat and "Lieben Dab Heibt Glaubèn" "Aimer" adapted by Daniel Faure. MIKE HENNESSEY

STOCKHOLM

A new low price album series, Sonora Rod has been landed. First release featured a leading Swedish vocal quintet, Sven-Ingvars. . . . Anita Lindbloms' Fontana single "Balladen om den bla Baskern" (Ballad of the Green Berets) has sold 30,000 copies here, a fantastic total. Her new release will couple Swedish version of "Bang Bang" and "Three Hearts in a Triangle" (Pang Pang and En Trost for Mitt Hjarta). Stockholm's Musikproduktion is publishing "Pang" and Sonora has the rights to "En Trost." . . . "Quantanamera" (CBS) is competing with the Sandpipers' version on London. . . . Cupol's managing director Helge Roundqvist recorded the trio Mak-Lesouvis in Berlin after they visited Oslo for TV. . . . The Thore Eiring Publishing Co. acquired rights to "More Than Love" (sung by Ken Dodd on Columbia), and "Walk With Me" and "We're Moving On," the two sides on the Seekers' latest Columbia release. EPPSEN ERIKSEN

TORONTO

Compo has acquired Canadian rights to "Let's Get Lost on a Country Road" by the Kit Kats from the Jamie label in the U. S. . . . RCA Victor here looks for more Canadian action on "Shake Yourself Down" by the Checkers from Regina, now that RCA in the U. S. has released the single from Don Grashy's Gaiety Records. It did well in the west when released here a couple

of months ago. . . . Paul White, Capitol's director of a&r, is in Paris and London for meetings with Pathe and EMI, scouting new material along the way. Also in Paris is Pierre Dubord, Pathe a&r at Capitol's Montreal office. . . . Montrealeur Dave Leonard, formerly with Belstone Studios in New York, is now studio co-ordinator and chief recording engineer at Bay Music, the studios at Arc Sound. . . . RCA Victor's newly appointed Kingston, who works with both the Toronto and Montreal studios is back from three days at RCA's studios in New York and the convention of the Audio Engineering Society there. Popular country artist Doc

AN INSTANTANEOUS HIT!
"I SYMBOLIZE YOU"
b/w
"IT MADE ME CRY"
by
THE LAST WORDS
on
COLUMBIA C4-2707
Both written by
GRAEME BOX
and
BILL DUREEN
Published by
BMI CANADA LIMITED
16 Gould St., Toronto 2.

Williams was intrigued by the beer-commercial-turned-hit, "The Merry Ploughboy" while touring Ontario and recorded the Irish number country-style for his Wheeling label at RCA's Toronto studios. He hopes to return next month to record an LP here. . . . Marti Shannon will be off to New York again soon to record her second album for RCA Victor, following excellent reaction to her "You Were On My Mind" both here and in the U. S. . . . RCA Victor is high on its first single by Montrealeur Martin Martin, "Just a Little Bit of Oh Yeah."

The internationally acclaimed French-Canadian singer Monique Leyrac, pride of Columbia Records, appears in concert at Toronto's Royal Alexandra Theater the week of the 14th. . . . Jerry Vale just winding up a two-week engagement at the Bonaventure Room of the Queen Elizabeth Hotel in Montreal. . . . Casl's Carlton Showband entertained at the recent Central Canada Broadcasters Association convention in Toronto. KIT MORGAN

(Continued on page 54)

BREAKING OUT BIG FROM THEIR HIT ALBUM
"I LOVE YOU 1000 TIMES"
"I'LL BE HOME"
THE PLATTERS

FLIP SIDE "THE MAGIC TOUCH" MUSICOR 1211



OOPS, WE'RE ON THE WRONG SIDE!

"COME BY HERE"

IS THE HIT SIDE BY

**INEZ AND CHARLIE
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PRODUCED BY LUTHER DIXON

"COME BY HERE" IS THE FLIP OF
"NO STRANGER TO LOVE"

MUSICOR 1201



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TOP LP's

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

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Table of Top LP's (left column) with columns for This Week, Last Week, Title-Artist, Label & No., and Wks. on Chart. Includes entries like DR. ZHIVAGO, THE MONKEES, SUPREMES A' GO-GO, etc.

Table of Top LP's (middle column) with columns for This Week, Last Week, Title-Artist, Label & No., and Wks. on Chart. Includes entries like THE BEST OF HERMAN'S HERMITS, WILD THING, WIPE OUT, etc.

Table of Top LP's (right column) with columns for This Week, Last Week, Title-Artist, Label & No., and Wks. on Chart. Includes entries like A TIME FOR LOVE, TIJUANA BRASS, SUNNY, MY FAIR LADY, etc.

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LOOKIN' BACK PHM 200-222/PHS 600-222 Silhouettes • Why Do Fools Fall In Love • Since I Don't Have You • Goodnight, My Love (Pleasant Dreams) and eight others.



THE 4 SEASONS' CHRISTMAS ALBUM PHM 200-223/PHS 600-223 An album of all the best loved Christmas songs.

THEIR GREAT ALBUMS THAT CONTINUE TO SELL AT A SCORCHING PACE



THE 4 SEASONS' GOLD VAULT HITS PHM 200-196/PHS 600-196 Let's Hang On • Rag Doll • Bye, Bye Baby (Baby, Goodbye) • Dawn (Go Away) and eight others.



WORKING MY WAY BACK TO YOU PHM 200-201/PHS 600-201 Working My Way Back To You • Pity • I Woke Up • Beggars Parade and eight others.



DAWN (GO AWAY) PHM 200-124/PHS 600-124 Church Bells May Ring • Dawn (Go Away) • Breaking Up Is Hard To Do • Earth Angel and eight others.



BORN TO WANDER PHM 200-129/PHS 600-129 Born To Wander • Where Have All The Flowers Gone • Cry Myself To Sleep • Silence Is Golden and eight others.



RAG DOLL PHM 200-146/PHS 600-146 Save It For Me • Rag Doll • An Angel Cried • Huggin' My Pillow and eight others.



THE 4 SEASONS ENTERTAIN YOU PHM 200-164/PHS 600-164 Show Girl • One Clown Cried • My Prayer • Betrayed and eight others.



THE 4 SEASONS SING BIG HITS BY BURT BACHARACH, HAL DAVID AND BOB DYLAN PHM 200-193/PHS 600-193 Queen Jane Approximately • Like A Rolling Stone • and others.

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BIG GIRLS DON'T CRY OPUS 17 (DON'T WORRY 'BOUT ME)

WALK LIKE A MAN GIRL COME RUNNING 44019

LET'S HANG ON WORKING MY WAY BACK TO YOU 44020

I'VE GOT YOU UNDER MY SKIN BYE, BYE BABY (BABY, GOODBYE) 44021

CANDY GIRL PEANUTS 44022

CONNIE-O ALONE 44023

STAY MARLENA 44024

RAG DOLL RONNIE 44010

DAWN (GO AWAY) SAVE IT FOR ME 44011

THE WONDER WHO? DON'T THINK TWICE YOU'RE NOBODY TILL SOMEBODY LOVES YOU 44027

★ PRE-SELL FOR YOUR SELL THROUGH ★



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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.

CHRISTMAS SPECIAL MERIT

TOMASI: DIVERTISSEMENT PASTORAL/SABOLY: 12 NOELS (Christmas in Provence)

Various Artists. Deutsche Grammophon 36374 (M); 136374 (S)

A seasonal sleeper is this interesting collection of bright French material. Tomasi's 18-part "Pastoral" is a gem as are the "12 Christmas Songs" of Saboly, a 17th Century composer. Jacques Jouineau leads a boys' choir and instrumental ensemble with warmth and verve.

CLASSICAL SPECIAL MERIT

VAUGHN WILLIAMS: HODIE

Various Artists/London Symphony (Wilcocks). Angel 36297 (M); S 36297 (S)

A unique seasonal treasure is this premiere recording of Vaughn Williams' Christmas cantata. The spiritual majesty and tranquility are admirably captured by a top trio of soloists, Janet Baker, Richard Lewis and John Shirley-Quick, the Bach Choir, the Choristers of Westminster Abbey and the London Symphony. David Wilcocks maintains a firm conducting hand.

CLASSICAL SPECIAL MERIT

C.P.E. BACH: MAGNIFICAT IN D

Various Artists/NDR Symphony Orchestra, Hamburg (Detel). Archive 3267 (M); 73267 (S)

The Magnificat is by far the best of the composer's religious works. And with good reason, for the listener is in for a treat from the opening and ending rousing choruses. This interpretation points to melody yet gets a valuable contribution from the orchestra which leads the individual voices to new heights.

CLASSICAL SPECIAL MERIT

MOZART: VIOLIN CONCERTO NO. 4/BACH: VIOLIN CONCERTO NO. 1

Erica Morini/Princeton Chamber Orchestra (Harsanyi). Decca DL 10134 (M); DL 710134 (S)

Morini gets some extraordinary backing and inspiring conducting by the Princeton Chamber group and Nicholas Harsanyi, respectfully, and they make this LP one of the more notable readings. Morini himself plays with a warmth and sensuousness so necessary for these works.

CLASSICAL SPECIAL MERIT

BOLSHOI BALLET 67

Original Sound Track. Command CC 11035 (M); CC 11035 SD (S)

This record is timed with the release of the fine film and should make good sales. Included here are excerpts from Prokofiev's "The Stone Flower," Fokine's "The Dying Swan" and Ravel's "Bolero." The entire production has been well conceived and tightly drawn.

CLASSICAL SPECIAL MERIT

A BAROQUE CHRISTMAS

Amor Artis Chorale (Somary). Decca DL 4927 (M); DL 99427 (S)

Attractive packaging is combined with an outstanding performance in the Amor Artis Chorale's renditions of Christmas music of the 17th and 18th centuries. Interest in his package should transcend baroque buffs. It's solid Christmas fare for the 1960's.

CLASSICAL SPECIAL MERIT

GLUCK: ORFEO ED EURIDICE ORCHESTRAL MUSIC

Virtuosi di Roma (Fasano). RCA Victor LM-2913 (M); LS-2913 (S)

Some of Gluck's best orchestral music is stylishly played by the renowned Virtuosi di Roma under Renato Fasano. Stately, graceful second-act ballet music contrasts with the swirling "Dance of the Furies." Gluck has rarely sounded better.

CLASSICAL SPECIAL MERIT

SCHUBERT: MASS NO. 5 IN A FLAT

Various Artists/Sinfonie-Orchester des Bayerischen Rundfunks (Ratzinger). Deutsche Grammophon 39108 (M); 139108 (S)

A faithful performance of one of Schubert's later Masses. The notable quartet of soloists consists of Maria Stader, Marga Hoeffgen, Ernst Haefliger and the late Hermann Uhde. Good organ work is provided by Eberhard Kraus. Georg Ratzinger leads the performance capably.

CLASSICAL SPECIAL MERIT

BRAHMS / BEETHOVEN / MOZART SONATAS

George Kulenkampff/Georg Solti. London CMA-7218 (M)

These records are now available in the United States for the first time. Originally on 78's, they have been remastered and put into LP form. Kulenkampff is in fine form here and gives his runs sparkle, whether playing an adagio or a presto. Solti's mature, strong lines are here, too, and collectively they work carefully and with command. Sound quality lacks in certain spots but not enough to disrupt the ear.

CLASSICAL SPECIAL MERIT

OLD SPANISH ROMANCES AND FOLK SONGS

Pilar Lorengar/Siegfried Behrend. Deutsche Grammophon 39155 (M); 139155 (S)

Chalk up another fine pressing of Spanish material by a leading Spanish soprano this time Pilar Lorengar. Milan's "Durandarte" is the highlight of the "Romance" side, which also includes a short Handel cantata, "No se emendera jamas." Standouts on the "Song" side are "El Cafe de chinitas," "Los cuatro muleros" and "Romance de Don Boiso." Guitarist Siegfried Behrend is Miss Lorengar's valuable partner.

CLASSICAL SPECIAL MERIT

SCHUETZ: PASSION ACCORDING TO ST. LUKE

Various Artists/Dresdner Kreuzchor (Mauersberger). Archive 3271 (M); 73271 (S)

This Archive production, Schuetz' Passion according to St. Luke, is series A in the general issues on German baroque music issued by the high quality division of DGG. This unusual record contains "compositions in which the liturgical reciting tone is transformed into a new melodic line of individual character."

CLASSICAL SPECIAL MERIT

SCHUBERT: VIERHAENDIGE KLAVIERMUSIK

Paul Badura-Skoda/Jorg Demus. Deutsche Grammophon 39107 (M); 139107 (S)

Variation of forms in these selections is ideal for these two talented artists who come through as skilled partners, able to tackle marches as less energetic pieces. Included here are three "Military Marches OP 51," which includes the famous "Marche Militaire."

JAZZ SPECIAL MERIT

HERE COMES EARL (FATHA) HINES

Contact CM-6 (M); CS-6 (S)

The trio of Earl Hines on piano, Richard Davis on bass and Elvin Jones on drums is hard to fault. They come up with an imaginative and absorbing study of Hines' creations. Old pro Hines and his two younger confederates have created an album to please most jazz buffs of all ages.

JAZZ SPECIAL MERIT

PLAY, BUDDY, PLAY!

Jack Sheldon. GNP Crescendo GNP-2029 (M); GNPS-2029 (S)

Sheldon's easy jazz style should get a sales lift from his new TV show whose title is the same as this album. An experienced trumpeter, Sheldon leads his group through "Green Dolphin Street," "I Had the Craziest Dream," "Sunset Eyes" and other lifting numbers, along with more inventive cuts like "J.S."

JAZZ SPECIAL MERIT

RICHARD (GROOVE) HOLMES

Pacific Jazz PJ-10109 (M); ST-20129 (S)

The jazz organ at its best. That's "Groove" Holmes. Leading off with his hit single of "Secret Love," Holmes presents one number after the other with his flawless technique. Outstanding cuts are a stompin' "Good Vibrations" and an easy and relaxed "Deep Purple."

CHILDREN'S SPECIAL MERIT

A MUSICAL TOUR OF FRANCE WITH MAURICE CHEVALIER

Disneyland ST 3940 (M)

Chevalier entertains the old and young alike in this musical excursion through France which contains a full-color illustrated book to go along with the LP. He's charming, fun and a great guide as he sings tunes in French and English from the film, "Monkeys, Go Home," out soon.

RELIGIOUS SPECIAL MERIT

THE ART OF THE CANTOR (3 LP's)

Rosenblatt/Vigoda/Koussevitzky. RCA Victor VCM-6173 (M)

Three of the most famous cantors display their magnificent voices in this three-record set consisting of prayers and parts from liturgical poems. They all have wide ranges, power and purity of tone which make listening a highly religious and musical experience. Most of the recordings, although made many years ago, stand up very well.

POLKA SPECIAL MERIT

NO BEER IN HEAVEN

The Whoopee John Orchestra. Decca DL 4801 (M); DL 74801 (S)

The Whoopee John Orchestra has done it again. Another bouncy, swirling album featuring music to delight the polka devotee, beginning with the Franki Yankovic favorite "In Heaven There Is No Beer" to rousing treatments of the "Colonel Bogey March" and the "Maine Stein Song." "The Jolly Lumberjack" and the "Jolly Copper-smith Polka" are other rousers. Spirited waltzes like "La Paloma," "Love Makes the World Go 'Round" and "Beautiful Brown Eyes" help round out this dance delight.

SPOKEN WORD SPECIAL MERIT

CONGREVE: LOVE FOR LOVE

National Theatre of Great Britain. RCA Victor VDM-112 (M); VDS-112 (S)

Congreve's masterpiece is preserved on disk by the star-studded cast of that performed in the 17th century comedy in London. Heading the performers are John Stride, Laurence Olivier, Geraldine MacEwan, Joyce Redman, Lynn Redgrave, Robert Lang, Anthony Nicholls, Micoe, Mollison, Madge Ryan and Colin Blakely. The production is by Peter Wood.

FOUR-STAR ALBUMS

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

POPULAR

POP & ICE CREAM SODAS

H. B. Barnum. Capitol T 2583 (M); ST 2583 (S)

THE FABULOUS JOKERS

Guitars Extraordinary. Monument MLP 8059; SLP 18059 (S)

BOB SWANSON & THE BEE JAYS: LIVE EVERY MINUTE

RSP RSP 1075 (S)

LOVE IN THE SUN

Paul Fresco. Hiback HM 101 (M)

SING AND SKATE ALONG

George Stone (organ). Musicor Records MM 2105 (M); MS 3105 (S)

BOB SWANSON & COMPANY

Bob Swanson. RSP 1055 (S)

THE LATIN LUBOFF

Norman Luboff Choir-Laurindo Almeida. RCA Victor LPM-3637; LSP-3637

SWEET WITH A BEAT

The Jonah Jones Quartet. Decca DL 4800 (M); DL 74800 (S)

MOONLIGHT AND ROSES

Wayne King. Decca DL 4805 (M); DL 74805 (S)

A WEB OF SOUND

The Seeds. GNP Crescendo GNP-2033 (M); GNPS-2033 (S)

BILLY STRANGE & THE CHALLENGERS

GNP Crescendo GNP-2030 (M); GNPS-2030 (S)

WIPE OUT!

The Challengers. GNP Crescendo GNP-2031 (M); GNPS-2031 (S)

ETHEL SMITH'S "HIT" PARTY

Decca DL 4803 (M); DL 74803 (S)

THE FACE I LOVE

Sylvia Telles. Kapp KL-1503 (M)

MY PICK IS QUICK

Spencer Quinn. PIP PIP 1907 (M)

LOW PRICE POPULAR

MAME

Living Strings. RCA Camden CAL 2106 (M); CAS 2106 (S)

MAKE THE WORLD GO AWAY

Living Strings. RCA Camden CAL 982 (M); CAS 982 (S)

THE SPECTACULAR SHIRLEY BASSEY

Mercury Wing WC 16330 (S)

MARY MARTIN SINGS THE SOUND OF MUSIC

Disneyland DQ 1296 (M)

BRIGADOON

Camarata. Disneyland DQ-1299 (M)

CAROUSEL

Jan Clayton-Camarata. Disneyland DQ 1292 (M)

LOW PRICE CHRISTMAS

CHRISTMAS HARMONY

Ames Brothers. Vocalion VL 3788 (M); VL 73788 (S)

COUNTRY

THE BRANDED STOCK OF JOHNNY BOND

Starday SLP 388 (M)

LAUGHING GUITAR, CRYING GUITAR

Jimmy Bryant. Imperial LP 9315 (M); LP 9315 (S)

COUNTRY MUSIC HALL OF FAME VOLUME 6

Various Artists. Starday SLP 9-390 (M)

GOIN' TO TOWN

The Willis Brothers. Starday SLP 387 (M)

LOW PRICE COUNTRY

DON GIBSON HURTIN' INSIDE

RCA Camden CAL 2101 (M); CAS 2101 (S)

CLASSICAL

PAPRIKA!

Bavarian Radio Symphony (L. Ludwig). Capitol P 8645 (M); SP 8645 (S)

BRAHMS: SYMPHONY NO. 4

Cincinnati Symphony (Rudolph). Decca DL 10128 (M); DL 710128 (S)

RIMSY-KORSAKOV: TSAR'S BRIDE (3 LP's)

Various Artists/Kiev Taras Shevchenko Theater Orchestra (Piradov). Bruno BR 23059-61L (M)

MOISEYEV DANCE ENSEMBLE

Bruno BR 50046L

LOW PRICE CLASSICAL

VIENNESE WALTZES

Philharmonia Promenade Orchestra (H. Krups). Seraphim 60018 (M); S 60018 (S)

BRUCKNER: SYMPHONY No. 7 (Original Version)

Hague Philharmonic (Schuricht) Nonesuch H 1139 (M); H 71139 (S)

SCHUBERT "THE TROUT" piano QUINTET IN A OP. 114

The Pascal String Quartet (Vlado Perlemuter), Piano. Monitor MC 2106 (M); MCS 2106 (S)

DEMANTIUS: ST. JOHN PASSION —PROPHECY OF THE SUFFERING AND DEATH OF JESUS CHRIST

N.C.R.V. Vocal Ensemble, Hilversum (Voorberg). Nonesuch H 1138 (M); H 71138 (S)

BACH: LUTE MUSIC

Walter Gerg. Nonesuch H 1137 (M); H 71137 (S)

J. S. BACH (SONATAS FOR 'CELLO AND HARPSICHORD)

Edmund Kurtz (Cello) Frank Pelleg (Harp). Monitor MC 2108 (M); MCS 2108 (S)

ELGAR: STRING QUARTET IN E MINOR, SIBELIUS: STRING QUARTET IN D MINOR

Claremont Quartet. Nonesuch H 1140 (M); H 71140 (S)

SHOSTAKOVICH: SIX PRELUDES AND FUGUES

Dmitri Shostakovich. Seraphim 60024 (M)

GOSPEL

LET YOUR LIGHT SO SHINE

Dick Anthony. Word W 3390-LP (M); WST 8390-LP (S)

WILLIE MORGANFIELD'S GOSPEL FAVORITES

Jewel LP 0002 (M)

JAZZ

GUITAR ON THE GO

Wes Montgomery Trio. Riverside 494 (M)

BILLY MAXTED'S JAZZ BAND

Billy Maxted. Liberty LRP 3474 (M); LST 7474 (S)

FUNK UNDERNEATH

Roland Kirk/Jack McDuff. Prestige PR 7450 (M)

THE SOULMAN

Bobby Timmons. Prestige PR 7465 (M)

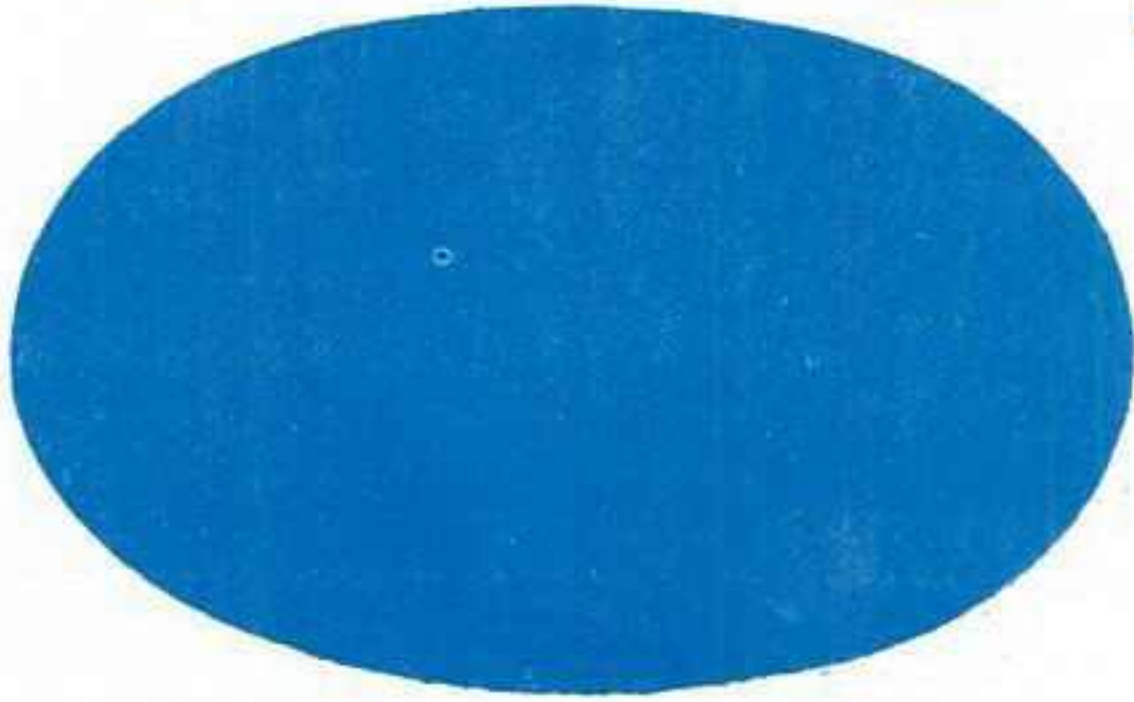
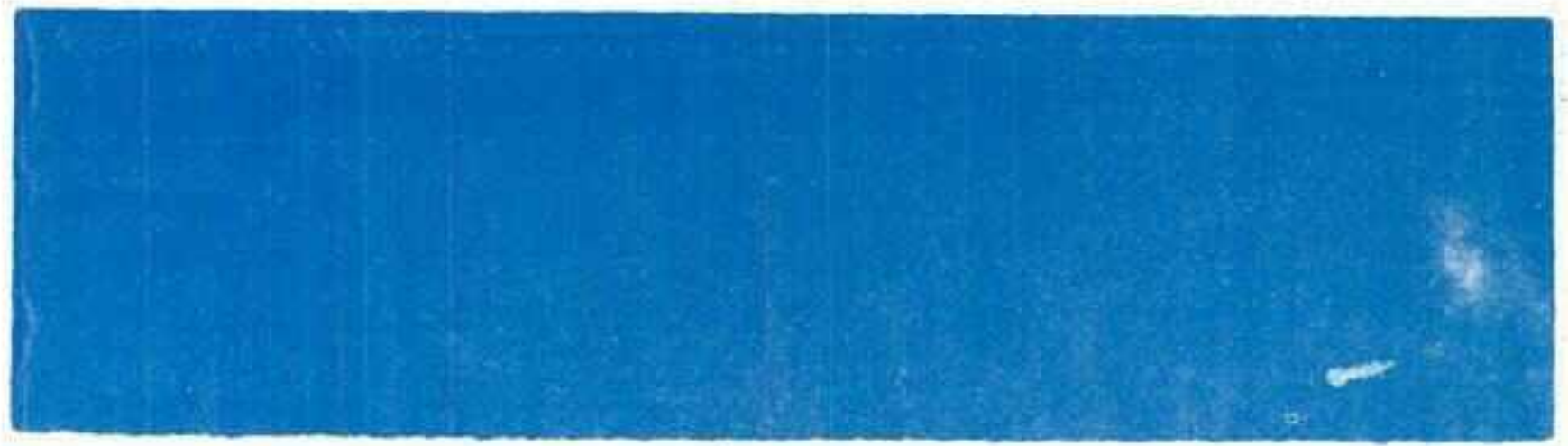
SACRED

SACRED MUSIC (IN THE HAWAIIAN STYLE)

Bud Tamarc. Steel Guitar; Lorin Whitney, Pipe Organ. Sacred LP-73045 (M), No Stereo

(Continued on page 62)

BLUE NOTE

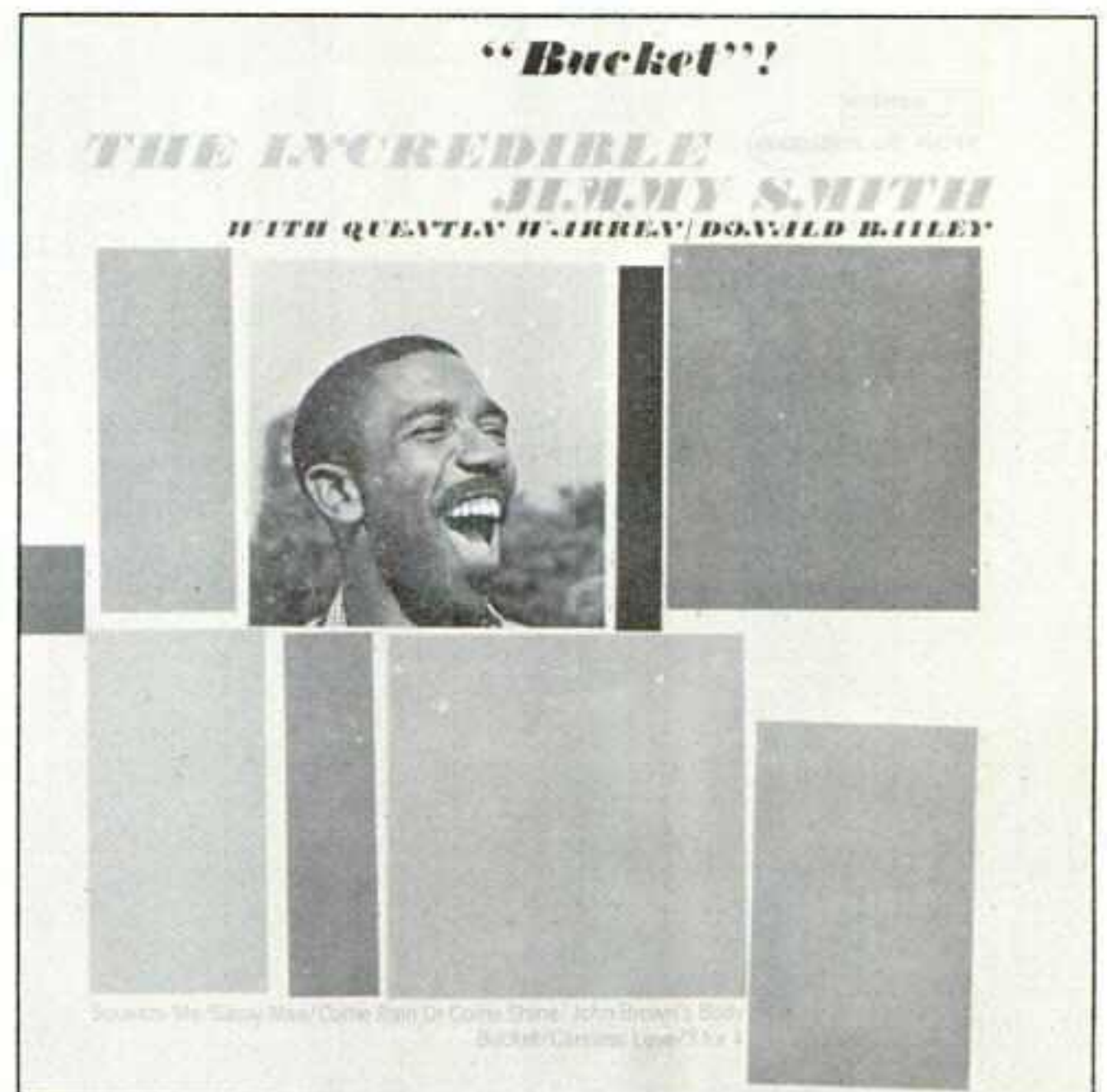


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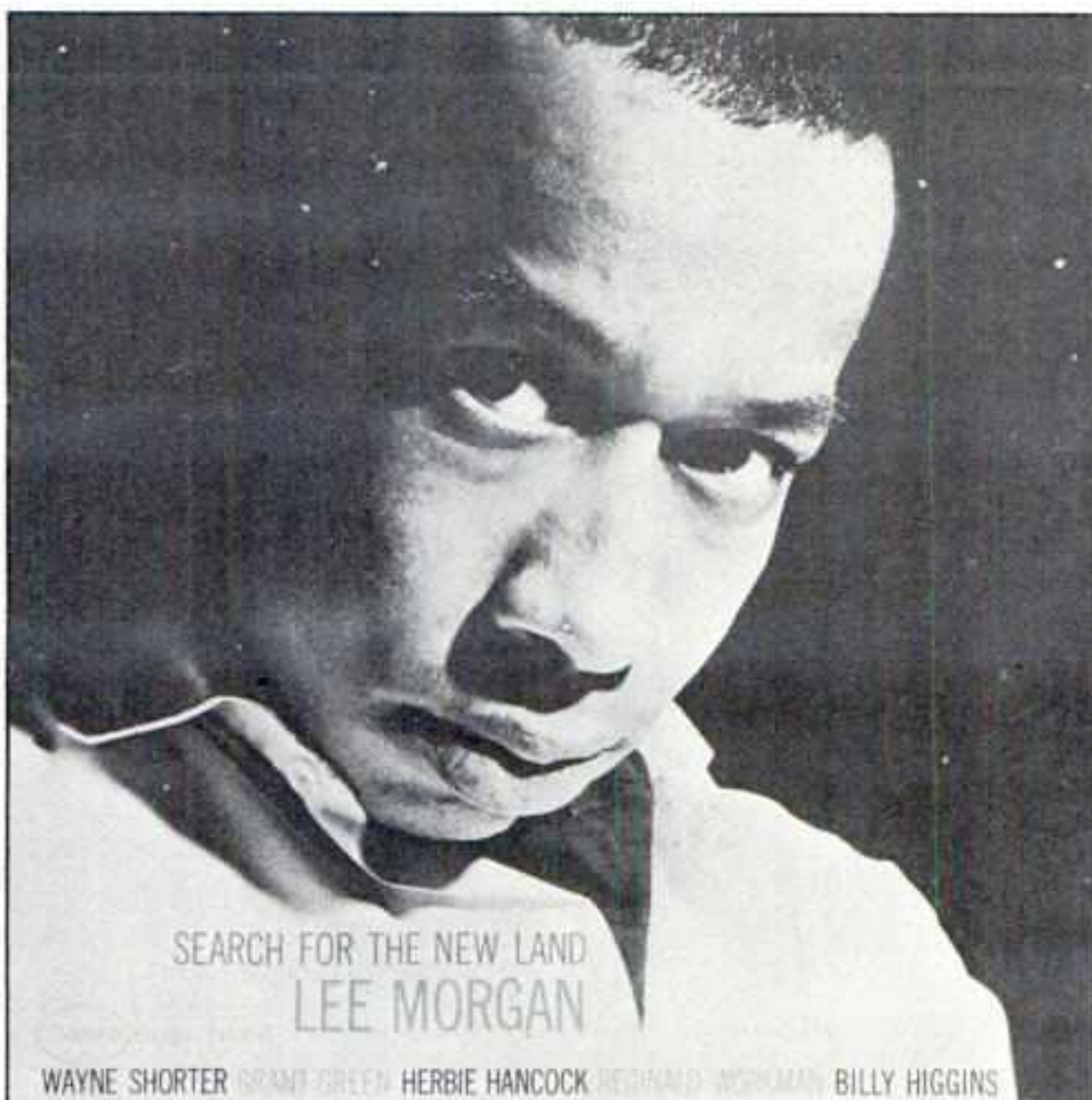
The Incredible JIMMY SMITH

CLIMBING OUT



BUCKET

BLP 4235/BST 84235



SEARCH FOR THE NEW LAND

BLP 4169/BST 84169

OF SIGHT!

The Brilliant LEE MORGAN

New Album Releases

A&M
BAJA MARIMBA BAND—Watch Out!; LP 118, SP 118
 ANGEL
SCHUBERT: DEATH AND THE MAIDEN & OTHER SONGS—Dietrich Fischer-Dieskau; 36342, S 36342
BACH: TWO CANTATAS—South German Madrigal Choir Consortium Musicum (Gonneuwein); 36354, S 36354
PURCELL: DIDO & AENEAS—English Chamber Orch. (Barbirolli); 36359, S 36359
BARTOK: VIOLIN CONCERTO—New Philharmonia Orch./Yehudi Menuhin; 36360, S 36360
FRITZ WUNDERLICH Sings Highlights From Tchaikovsky's Eugen Onegin & The Queen of Spades; 36376, S 36376
The Young Mozart—Camerata Academica of the Salzburg Paumgartner; 36377, S 36377

ARHOOLIE
ROBERT SHAW—Texas Barrelhouse Piano; F 1010
KID THOMAS & HIS NEW ORLEANS JAZZ BAND; F 1016
FRED McDOWELL—Mississippi Delta Blues, Vol. 2; F 1027

ATCO
KING CURTIS—Live at Small's Palace, 33-198
The Two Sides of MARY WELLS; 33-199

ATLANTIC
HERBIE MANN—New Mann at Newport; 1471
SHELLEY MANN—Boss Sounds; SD 1469
SERGIO MENDES—The Great Arrival; SD 1466
THE MODERN JAZZ QUARTET—Blues at Carnegie Hall; 1468
The Country Side of ESTHER PHILLIPS; 8130
PERCY SLEDGE—Warm and Tender Soul; 8132
LESLIE UGGAMS—Time to Love; SD 8128

CAPITOL
NAT KING COLE—Nature Boy; T 2348
PETER & GORDON Sing & Play the Hits of Nashville, Tenn.; T 2430, ST 2430
LIZA MINNELLI—There Is a Time; T 2448, ST 2448
MATT MONRO—Here's to My Lady; T 2608, ST 2608

HOWARD ROBERTS QUARTET—All-Time Great Instrumental Hits; T 2609, ST 2609
SHELLY MANNE/JACK MARSHALL—Sounds!; T 2610, ST 2610
THE FOUR AMIGOS—The Amigos Goes Latin; T 2626, ST 2626
MARIA COLE—Love Is a Special Feeling; T 2612, ST 2612
SANDY BARON—I Never Let School Interfere With My Education; T 2613, ST 2613
JEAN SHEPARD/Ray Pillow—Take the Dog; T 2537, ST 2537
Will Success Spoil MRS. MILLER?; T 2579, ST 2579
TENNESSEE ERNIE FORD—God Lives; T 2618, ST 2618
FRANK KALIL & JAY TAYLOR—My Plumber Doesn't Make House Calls!; T 2619, ST 2619
BILLY PRESTON—Club Meetin'; T 2607
DAVID ROSE—The Bible; T 2627, ST 2627
BENNO MOISEWITSCH—Greatest of the Great Piano Concertos; P 8646, SP 8646
A Tchaikovsky Triple-Decker—The Bavarian Radio Symphony (Ludwig); P 8644, SP 8644
MARIA BRAVO; T 10448, ST 10448
MEXICO'S GOLDEN VIOLINS—All Time Latin Favorites; T 2620, ST 2620
The Best of LUCHO GATICA; T 10432

COLUMBIA
REGENCY CHOIR (McCarthy)—Three Wise Men; CL 2582, CS 9382
BARBRA STREISAND—Je M'Appelle Barbra; CL 2547, CS 9347
VARIOUS ARTISTS—Welcome to Music City U.S.A.; CL 2590, CS 9390

COMMAND
RAY CHARLES SINGERS—What the World Needs Now Is Love; RS 33-903, RS 903 SD

CRI
DONOVAN: PASSACAGLIA—Polish National Radio Orch. (Krenz); SD 203

DECCA
GEORGE FEYER—Echoes of Christmas; DL 4814, DL 74814

DISNEYLAND
Great Piano Concertos and Their Composers; ST 3933
ROYAL OPERA HOUSE COVENT GARDEN ORCH.—Great Ballets and Their Stories; ST 3932
MARY MARTIN—The Sound of Music; ST 3936
National Anthems and Their Stories; ST 3931

DUNWICH
THE SHADOWS OF KNIGHT—Back Door Men; 667

FONTANA
THE GALS AND PALS Sing Somethin' for Everyone; MGF 27557, SRF 67557

HAMILTON
Here Is BOB HAMILTON; LPM 2001, LSP 2001

JEWEL
WILLIE MORGANFIELD'S Gospel Favorites; LP 0002

LOMA
RICHARD (GROOVE) HOLMES—A Bowl of Soul; L 50902, LS 5902

LONDON
WAGNER: DIE WALKURE—Various Artists Vienna Philharmonic Orch.; A 4509, OSA 1509
BRAHMS: VIOLIN SONATA IN G MAJOR—Georg Kulenkampff (violin); CMA 7218
BRUCKNER: SYMPHONY NO. 7 in E Major—Vienna Philharmonic Orch.; CMA 7216, CSA 2216
Broadway Blockbusters—Stanley Black/London Festival Orch.; SP 44088
FRANK CHACKSFIELD & HIS ORCH.—Hawaii; SP 44087
HANDEL: MESSIAH (Selections)—London Symphony Orch. & Chorus (Stokowski); SPC 21014
GERSHWIN: PORGY & BESS—SYMPHONIC SUITE—London Festival Orch. (Farnon); SPC 21013

MERCURY
ROY DRUSKY—If the Whole World Stopped Lovin'; MG 21097, SR 61097
BLUES MAGOOS—Psychedelic Lollipop; MG 21096, SR 61096
LES McCANN PLAYS the Hits; LM 82041, LS 86041
MIRIAM MAKEBA—All About Miriam; MG 21095, SR 61095

MERCURY WING
The Spectacular SHIRLEY BASSEY; WC 16330
JOE DOWELL—Wooden Heart; WC 16328
WOODY HERMAN—Woody's Big Band Goodies; WC 16329
GEORGE JONES/MARGIE SINGLETON—Duets Country Style; WC 16331

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

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

AM I A LOSER . . .
 Eddie Holman, Parkway 106 (Harmon-Comeo-Parkway, BMI) (Philadelphia)

I WANNA MEET YOU . . .
 Cryin' Shames, Columbia 43836 (Destination, BMI) (Chicago)

TALK TALK . . .
 Music Machine, Original Sound 61 (Thrush, BMI) (San Francisco)

IT'S-A-HAPPENING . . .
 Magic Mushrooms, A&M 815 (Back Home, BMI) (Philadelphia)

DREAM WITH ME . . .
 Jacobson & Tansley, Filmways 106 (Since, BMI) (Cleveland)

WILD ANGELS THEME . . .
 Davie Allen & the Arrows, Tower 267 (Dijon, BMI) (Pittsburgh)

WEDDING BELL BLUES . . .
 Laura Nyro, Verve Folkways 5024 (Celestial, BMI) (San Francisco)

TINY BUBBLES . . .
 Billy Vaughn, Dot 16957 (Granite, ASCAP) (Seattle)

MGM
SHIRLEY BASSEY—The Liquidator; E 4413 ST, SE 4413 ST

MOTOWN
VARIOUS ARTISTS—The Motown Sound; 651
VARIOUS ARTISTS—Collection of 16 Big Hits, Vol. 5; MM 651

MURBO
KING KEONI & HIS ISLANDERS—This Is Hawaii; ML 6004

MUSIC GUILD
PASQUINI: 15 SONATAS—Marie Clair Alain/Luigi Fernando Tagliavini; MG 139, MS 139
RUSSIAN CHOIR OF FEODOR PORTORJINSKY—Vespers and Matins of the Eastern Orthodox Church; MG 138, MS 138

MUSICOR
Would You Believe—FRANK GALLOP Sings?; MM 2110, MS 3110
GEORGE JONES—We Found Heaven Right Here on Earth at "4033"; MM 2106, MS 3106
THE PLATTERS Have the Magic Touch; MM 2111, MS 3111
TITO RODRIGUEZ—En Escenario; MM 2107, MS 3107
STEVE ROSSI—Dommage, Dommage; MM 2115, MS 3115

NONESUCH
MARIA CHRISTOVA/DERBRYNIA ENSEMBLE—A Heritage of Folk Songs From Old Russia; H 2010, H 72010
HAYDN: DIE JAHRESZITEN—Various Artists/Symphony Orch. of the Norddeutscher Rundfunk, Hamburg (Goehr); H 3009, HC 73009

PAT
LENNY HERMAN—The Good Old Goodies; LP 103

PICKWICK
BEETHOVEN: CONCERTO NO. 3 IN C MINOR—Philharmonia Orch. (Susskind); PC 5019, SPC 4019
BEETHOVEN: SYMPHONY NO. 5/SYMPHONY NO. 8; PC 4021, SPC 4021
GOUNOD: FAUST BALLETT MUSIC—St. Louis Symphony (Golschmann); PC 4020, SPC 4020
Italian Style—Pittsburgh Symphony (Steinberg); PC 4027, SPC 4027
RACHMANINOFF: SECOND PIANO CONCERTO—St. Louis Symphony (Golschmann); PC 4030, SPC 4030
SHOSTAKOVICH: SYMPHONY NO. 5—St. Louis Symphony (Golschmann); PC 4016, SPC 4016
STRAUSS: EULENSPIEGEL'S MERRY PRANKS—Pittsburgh Symphony (Steinberg); PC 4028, SPC 4028

PHILIPS
HANDEL: MESSIAH—Various Artists/London Symphony (Davis); PHM 3-592, PHS 3-992
BRIAN HYLAND—The Joker Went Wild/Run Run/Look & See, PHM 200-217, PHS 600-217
DUSTY SPRINGFIELD'S GOLDEN HITS; PHM 200-220, PHS 600-220

PIP
SPENCER QUINN—My Pick Is Quick; PLP 1907
SHERMAN & LARSEN'S Smash Flops; PLP 1906

POLLYVOX
JOHN FROMAN—Wall Street; PLM 501, PLS 501

RCA VICTOR (INTERNATIONAL)
NEIL SEDAKA—Smile; LPM 10181
JULENS GLADA LAKR—Dansa I En Ring; FPM 156, FSP 156
THE TRIKALON CHOIR Sings Theodorakis; FPM 153
PIERRE SPIERE—Modern Mozart Moods; FPM 151, FSP 151

RCA RED SEAL
Music of Irving Fine—Boston Symphony Orch. (Leinsdorf); LM 2829, LSC 2829
A LORIN HOLLANDER CONCERT; LM 2912, LSC 2912
TCHAIKOVSKY: SEXTET—The Guarneri Quartet; LM 2916, LSC 2916
LEONTYNE PRICE/CHOIR OF MEN & BOYS OF ST. THOMAS EPISCOPAL CHURCH—My Favorite Hymns; LM 2918, LSC 2918
ELGAR VIOLIN CONCERTO—London Symphony Orch. (Sargent); LM 2919
HANDEL: TWELVE CONCERTI GROSSI OP. 6—Alexander Schneider & His Chamber Orch.; LM 6172, LSC 6172

REPRISE
THE ALIIS—That Lovin' Feelin'; R 6225, RS 6227
CHARLES AZNAVOUR—Aznavour; R 6227, RS 6227
The DEAN MARTIN Christmas Album; R 6222, RS 6222
DON RANDI TRIO—Revolver Jazz; R 6229, RS 6229
MITCH TOROK—Instant Fun Guitar Course; R 6223, RS 6223

SERAPHIM
BEETHOVEN: CONCERTO NO. 3 IN C MINOR OP. 37—Philharmonic Orch. (Menges); 60019, S 60022

STRAVINSKY: THE FIREBIRD SUITE—Philharmonia Orch.; 60022, S 60022
TCHAIKOVSKY: 1812 OVERTURE—Royal Philharmonic Orch. (Sargent); 60023, S 60023
HANDEL: ARIAS—Richard Lewis (Tenor)/London Symphony Orch. (Sargent); 60028, S 60028

SING
THE MAULDIN FAMILY In Action; 751

SKYLIGHT
BLACKWOOD BROTHERS QUARTET—It's No Secret; LP 6044

SMASH
JAMES BROWN—Handful of Soul; MGS 27084, SRS 67084
JERRY LEE LEWIS—By Request; MGS 27086, SRS 67086
VARIOUS ARTISTS—Presenting . . . The James Brown Show; MGS 27087, SRS 67087

SPIVEY
LOUIS METCALF At the Ali Baba; LP 1007

STARLINE
The Best of THE KINGSTON TRIO, VOL. 3; T 2614, ST 2614
The Best of SONNY JAMES; T 2615, ST 2615
The Best of EDITH PIAF; T 2616

STAX
VARIOUS ARTISTS—Memphis Gold, Vol. 1; 710

(Continued on page 62)

From The Music Capitals of the World

• Continued from page 48

SYDNEY

Frederick C. Marks, executive director of Festival Records, and Noel Brown, national sales manager, have left Australia for an overseas business trip. . . . W & G Records of Melbourne spreading into other activities with a complete packaged Dycril plant now installed and operating. Ron Gillespie said that the Du Pont Dycril plate the company is now producing would benefit the record production side with the ability to provide quick, efficient printing plates for cover reproduction at a price far below that available from conventional etching. . . . Eric Scott, young owner-producer of the Tasmanian C & W label Hadley Records, visited here. . . . Bobby Day, U. S. pop vocalist into Sydney for the opening of new discotheque, Whiskey a Go Go. During his two months stay, Day will also make a number of TV guest appearances on Billy Thorpe's "It's All Happening." . . . Jack Argent, manager of Leeds Music, Sydney, has announced that his company has moved to Universal House, Sydney. . . . Leslie Uggams now appearing at Chequers Night Club here will

star in a one hour TV special for ATN. . . . The English group, the Troggs, latest single "I Can't Control Myself" (Leeds Music) has been banned by the Federation of Broadcasting Stations. . . . Aztec Services and Stadiums Ltd. have announced that they have booked the Troggs, the Walker Brothers and the Yardbirds for a tour of Australia during January. **GEORGE HILDER**

TEL AVIV

Eastronics, RCA's Israeli Licensee, is promoting Israeli Records for the world market. First is "Golden Hits of Israel, Vol. 1" LP released in Argentina, and the second is an album by the Demols Singers to be released in the U. S. this month. The Israeli Philharmonic Orchestra's tour of Russia was cancelled before the musicians left. The Russian ambassador has also announced the cancellation of the entire exchange program planned between Israeli and Russian orchestras. . . . The English pop group Sing-Sing, popular here for the past four years, has been signed by producer Menahem Golan for his new film "Aliza Misrahi." It will have four songs in the film. **CHAIM KAYNAN**

HOT ON THE MOVE!

HEAVEN'S DOOR
 by the **MODS MODS**
 Instrumental R-102-A—RE

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

SPANISH SPY
 by **FELIX RANDOLPH**
 Instrumental 104-A

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

ALBUM BY MODS MODS
 Soon to be released

★ ★ ★ ★ ★ ★ ★ ★ ★ ★

REP RECORDS
 2292 Bronson Hill Drive
 Hollywood, Calif. 90028

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for working so well together
in coordinating my products
throughout the world
on my ABC-TV Special
"SINGER PRESENTS TONY BENNETT"*



Tony



ARTHUR FIEDLER, conductor of the Boston Pops, attends a dealer reception at Grand Rapids, Mich., hosted by the RCA Victor Distributing Corp. of Detroit and RCA Victor Records. From left are Dick Riha, Victor salesman; Harvey Cooper, regional promotion manager; Fiedler; Reid Donaldson, vice-president and general manager of the distributing corporation; Del Lewis, operations manager of the corporation, and Charlie Hall, Victor field sales representative.

AT CARNEGIE HALL

Puyana, American Symph. A Winning One-Two Punch

NEW YORK—Rafael Puyana one of the world's foremost harpsichordists, combined with the American Symphony last Monday (24) at Carnegie Hall to present an interesting program of baroque and modern music. The first half of the evening conducted by Leopold Stokowski was devoted to Bach and Handel, while more-powerful Poulenc and Hindemith

pieces comprised the post-intermission segment.

Puyana's initial number was Handel's "Harpsichord Concerto in B-Flat, Op. 4, No. 6," which received forceful, yet delicate treatment from the superb musician. This selection followed the Bach "Brandenburg Concerto No. 4" by the orchestra, which received a graceful reading. Violinist Murray Adler and flutists Sophie Sollberger and Jacqueline Giat were competent as the trio of soloists.

Poulenc's "Concert Champetre," which followed the intermission, was an ideal marriage of soloist and orchestra, as Puyana's skill and sensitivity proved matches for the difficulties of the score. The throbbing "Andante," including its slow section, were powerfully done; the richness of the string section was evident in the "Andante"; and Puyana and the instrumental choirs complemented each other well in the "Finale" with its rapid and slower moments. Puyana was a whiz, but always the artist, in this movement. Puyana is a Mercury recording artist.

Closing the program was Honegger's monumental "Symphony No. 3 (Liturgique)." This work gave the orchestra its opportunity to shine with lengthy lush slow sections, brass dissonances and crashing crescendos. It was an overpow-

(Continued on page 57)

Another Top Performance By Lili Kraus

NEW YORK—Chalk up another noteworthy concert by Lili Kraus, whose nine-concert series of the complete Mozart piano concertos is one of the high spots of the New York concert season. In last Tuesday's second concert at Town Hall (25), Miss Kraus turned to two of Mozart's most popular pieces, after an opener of the "Concerto No. 6 in B Flat, K. 238." The other selections were the "Concerto No. 24 in C Minor, K. 491" and the "Concerto No. 23 in A, K. 488."

The early work, which opened the program, allows the piano to dominate, and dominate Miss Kraus did, with her usual delicacy and precision. Clearly a minor piece without the scope and imagination that went into later masterpieces like the others on the program, "Concerto No. 6" proved a light opener. Even here, however, the "Andante un poco adagio" contained some of the beauty associated with Mozart's second movements. Miss Kraus' touch was phenomenal, with the final "Rondo" also sparkling.

Following was "No. 24," with Miss Kraus stunning in the simple pastoral-like "Larghetto," the second movement. The "Allegretto" finale afforded Miss Kraus an opportunity for a stunning display of her refined virtuosity. Her delicate, knowing touch transported the post-intermission "No. 23" to the heights. The sorrowful second-movement "Adagio" gave way to the joyful "Allegro assai" with Miss Kraus outstanding in both.

Stephen Simon conducted the *(Continued on page 57)*

PREVIN NAMED BY HOUSTON

HOUSTON — Pianist Andre Previn has been named permanent conductor for the Houston Symphony for the 1967-1968 season. Previn, an RCA Victor artist, will lead a majority of next season's concerts. Sir John Barbirolli, the current musical director, will become conductor emeritus. He also will lead several pairs of concerts. Plans call for expanding the number of concerts by the orchestra next season.

Does the Selling Price Mirror the Quality?

(Sixth in a series on classical music and recording trends as seen by leading figures in the classical records field who were interviewed separately.)

NEW YORK—Recording problems and budget label effects are discussed by three record company executives in this week's articles. Loren Becker, vice-president and general manager of Command Records, and Clark Galehouse, president of Golden Crest Records, noted that the price could not be cut on quality merchandise. Hayward Cirker, president of Dover Records, disagrees, explaining that the public was educated to realize that it could get first-rate performances for lower prices. The executives' comments are presented in discussion form.

BECKER: The real trend in classical music, unfortunately, is toward a lowering of prices. There always was a budget area for all types of classical music. This music ran the gambit from pretty bad to good, mainly through older tapes. The budget surge has been compounded in the past two years by companies specializing in unusual categories, such as baroque or seldom-recorded classical material.

GALEHOUSE: I don't think pricing can come down because recording costs are so high. When sales are limited, price must be maintained. I don't think of the classical public being as interested in price as in product.

CIRKER: We probably were among the first companies to offer the public new material for \$2. In the past, the public expected second-rate product for lower prices. In the past few years, a lot of the public has become educated to the fact that we can produce a good record to sell for \$2.

BECKER: From a record company's standpoint, there's still a buyer for product at a legitimate retail price if we can make the record say something. Unfortunately, a lot of buyers are buying price rather than product, however. Classical repertoire is extremely expensive to record, especially in this country. We could record in Europe for less cost but not for the same quality. The average European musician is not up to the caliber of the average American musician.

CIRKER: Under a blindfold test, most people couldn't tell the difference between a Beveridge Webster or a Walter Klein, or a better-known pianist like Vladimir Horowitz. It's no secret in the record industry that it costs about the same to press a regular-price as a low-price recording.

GALEHOUSE: Most dealers can't care less about anything other than a large turnover. Many local stores don't even special order to accommodate their customers. Some stores only carry recordings of name artists with many other outstanding left out in the cold. Many stores don't even stock recordings of a fine pianist like Grant Johannessen.

BECKER: There's still a market for a new Beethoven "Ninth Symphony" or a Brahms "Second Symphony" if it's a finer recording than anything available. There are still people who shop for quality and are willing to pay for it.

GALEHOUSE: I don't believe in whipping warhorses constantly. Why not use some of this expense in recording an unknown composer or to create demand for an unknown artist? Budget companies turned to baroque music because it wasn't as expensive to record as large major works. Cost is a problem modern composers face in getting any major work recorded.

CIRKER: The staples still are strong. New recordings of old standbys still have a market. But a lot of esoteric music for which there didn't seem to be any market before is salable today. Flute music seems to be salable. We're no longer frightened at the prospect of recording unfamiliar repertoire like Elgar's Quartets or piano music of Piston, Sessions and Copland.

BECKER: Most companies that produce esoteric material approach their repertoire from a budgetary instead of an artistic standpoint. Esoteric material still has a limited sales market, but companies spend less to realize more. There is a big market for warhorse material if we can show the world that we're doing it better than ever from an artistic and a sound standpoint.

CIRKER: Especially in budget lines, the public isn't buying artists, but repertoire. The public will buy the right repertoire for the right price and, in most cases, wind up with a first-rate recording.

GALEHOUSE: The baroque pipeline will be filled. Some of the material recorded did not deserve to be recorded. It was the "in" thing to do. But people still buy names. Smaller record dealers should follow the examples of jewelry dealers and not discount, but sell service.

Bayreuth Festival Will Hike Prices; 4th Time Since 1951

BAYREUTH—Prices at the Wagner Music Festival will be raised about 15 per cent for the 1967 season, the festival management announced.

Tickets will range in price between \$21 and \$2.50. The price increase, the fourth since revival of the festival in 1951, was decided before the death of Wieland Wagner because of continuing Bayreuth deficits.

Last year's festival went into debt \$350,000. The festival

management points out that huge expenditures are necessary for the top talent and the expensive customing and staging that has given Bayreuth world renown.

The almost-annual deficits are covered by the city, the state of Bavaria, and the Society of Friends of Bayreuth, a blue-ribbon list of Ruhr industrialists.

The Wagners—Wieland and *(Continued on page 57)*

Pittsburg Leads Pickwick's Pack of Warhorse Reissues

NEW YORK — Reissues of warhorses, well-performed, is the stock in trade of the latest 15 LP classical release on Pickwick/33. As in the budget line's first classical disks earlier this year, the Pittsburgh Symphony under William Steinberg appears on a majority of the sets, eight this time, the Pittsburgh's stature as one of this country's outstanding orchestras is borne up by this group.

Continuing with Beethoven symphonies after "Symphony No. 6 (Pastoral)" appeared on Pickwick/33 earlier, the Pittsburgh gives top performances of the "Symphony No. 7" and a pairing of the "Symphony No.

5" and "Symphony No. 8." A sensitive Tchaikovsky "Symphony No. 6 (Pathetique)" joins that composer's "Symphony No. 5" in the Pittsburgh list.

Another well-known symphony, Mendelssohn's "Symphony No. 4 (Italian)," turns up on an interesting disk, "Italian Hugh Wolf's "Italian Serenade" and Tchaikovsky's "Capriccio Italien." Warhorse symphonies by the Pittsburgh issued previously were Brahms' "Symphony No. 1" and a coupling of Mozart's "Symphony No. 40" and Schubert's "Symphony No. 8 (Unfinished)."

The initial release also had Brahms' "Symphony No. 3" with

Erich Leinsdorf conducting the Philharmonia Orchestra on a pressing with Brahms' "Variations on a Theme by Josef Haydn" on the new group, the Philharmonia led by Walter Susskind admirably joins pianist Rudolf Firkusny, ever the artist, in Beethoven's "Concerto No. 3 in C Minor." Steinberg and the Pittsburgh team with Firkusny for a good rendition of Brahms' "Concerto No. 1 in D Minor" as they did earlier in Beethoven's "Piano Concerto No. 5 in E Flat."

Another outstanding Beethoven disk in the latest list contains the "Moonlight," "Patheti-

(Continued on page 57)

Angel Issuing 4 Vocal Disks

HOLLYWOOD—Four vocal releases, including one featuring the late Fritz Wunderlich, will be issued by Angel Records next week. In addition to the Wunderlich LP, Angel is offering Purcell's "Dido and Aeneas" starring Victoria de los Angeles, Heather Harper, Patricia Johnson, and Peter Glossop. Sir John Barbirolli conducts the English Chamber Orchestra and the Ambrosian Singers.

Wunderlich's disk features the late tenor in excerpts from Tchaikovsky's "Eugene Onegin" and "Pique Dame." Other vocalists on the set are Melitta Muszely, Hermann Prey, and Gottlob Frick. Meinhard von Zallinger conducts the Bavarian State Orchestra. The other vocal LP's are Schubert songs by Dietrich Fischer-Dieska and pianist Gerald Moore, and two Bach cantatas with Edith Mathis, Sybil Michelow, Theodore Altmeyer and Franz Crass.

Rounding out the release are a collection of Mozart works by the Camarata Academica of the Mozarteum of Salzburg conducted by Bernhardt Paumgartner, and Bartok's "Violin Concerto (1938)" with Yehudi Menuhin and the New Philharmonia Orchestra.

Pickwick Review

• Continued from page 56

que" and "Appassionata" Sonatas. This disk restores a fine pianist, Sascha Gorodnitzki, to the catalog. Violinist Nathan Milstein, a superb craftsman, is heard with pianist Artur Balsam in a pairing of Beethoven's "Sonata No. 9 in A" and "Sonata No. 8 in G." Yet another new listing has Milstein with Steinberg and the Pittsburgh in a coupling of Mendelssohn's "Concerto in E Minor" and the Bruch "Concerto in G Minor." Previously Pickwick/33 had offered Milstein with the Festival Orchestra under Harry Blech in Mozart's "Concerto in a (Turkish)" and Bach's "Concerto in A Minor."

Rimsky-Korsakov's "Scheherazade" joins the Pittsburgh's previous title of "Le Coq d'Or Suite" by that composer, which paired with a suite from Prokofiev's "Love for Three Oranges." Rounding out the Pittsburgh offerings is an impressive coupling of Richard Strauss' "Till Eulenspiegel's Merry Pranks" and "Death and Transfiguration." Other title by the Pittsburgh in the initial group were "Waltzes and Polkas" by Johann Strauss, selections from Wagner's "Gottterdammerung" and "Tristan und Isolde," and a pairing of Handel "Water Music Suite" and Mozart's "Eine Kleine Nachtmusik."

The latest group restores three memorable performances by pianist Leonard Pennario to the catalog, Chopin's "Concerto No. 1 in E Minor" and "Concerto No. 2 in F Minor" on one LP with the Concert Arts Symphony under Vladimir Golschmann, and with the St. Louis Symphony under Golschmann in the famed Rachmaninoff "Second Piano Concerto." The St. Louis, which unfortunately hasn't recorded lately, is heard under Golschmann in fine treatments of Shostakovitch's "Symphony No. 5," a high spot of this issue, and a pressing with Gounod's "Faust Ballet Music" and Bizet's "Carmen Suite." Golschmann and the St. Louis earlier were released playing Franck's "Symphony in D Minor" and a pairing of Tchaikovsky's "Romeo and Juliet" and "Princess Au-

CLASSICAL MUSIC

Billboard SPECIAL SURVEY for Week Ending 11/5/66

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	OPENING NIGHTS AT THE MET (2-12" LP) Various Artists, RCA LM 6171 (M); LSC 6171 (S)	6	23	23	FALLA: LA VIDA BREVE (2-12" LP) De los Angeles & Various Artists/Orq. Nac. De Espana (DeBurgos), Angel BL 3672 (M); SBL 3672 (S)	5
2	4	ORFF: CARMINA BURANA New Phil. Orch. (DeBurgos), Angel 36333 (M); S36333 (S)	11	24	13	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML5413 (M); MS 6091 (S)	11
3	6	NIELSEN: SYMPHONY NO. 6 Phila. Orch. (Ormandy), Col. ML 6282 (M); MS 6882 (S)	5	25	24	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symph. Orch. (Szell), Angel 36347 (M); S 36347 (S)	10
4	10	LEONTYNE PRICE—PRIMA DONNA RCA LM 2898 (M); LSC 2898 (S)	4	26	26	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA Victor LM 2893 (M); LSC 2893 (S)	23
5	7	MY FAVORITE CHOPIN Van Cliburn, RCA LM 2576 (M); LSC 2576 (S)	11	27	27	PUCCINI: MADAMA BUTTERFLY (3-12" LP) Price, Tucker/RCA Victor Ital. Op. Orch. & Chor. (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	5
6	3	MAHLER: SYMPHONY NO. 7 (2-12" LP) N. Y. Phil. (Bernstein), Col. M2L 339 (M); M2S 739 (S)	10	28	22	MONTSERRAT CABALLE SINGS SONGS OF ENRIQUE GRANADOS RCA LM 2910 (M); LSC 2910 (S)	4
7	2	VERDI: NADUCCO (3-12" LP) Sulliotis, Gobbi & Various Artists/Vienna Op. Orch. (Cardelli), Lon. A 4382 (M); OSA 1382 (S)	10	29	34	RODGERS: VICTORY AT SEA, VOL. II RCA Victor Symph. Orch. (Bennett), RCA LM 2226 (M); LSC 2226 (S)	6
8	5	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335 (S)	14	30	27	DVORAK: SYMPHONY NO. 9 (New World) N. Y. Phil. (Bernstein), Col. 5793 (M); MS 6393 (S)	8
9	9	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	31	31	37	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	31
10	8	RACHMANINOFF: PIANO CONCERTO NO. 2 Entremont/N. Y. Phil. (Bernstein), Col. ML 5481 (M); MS 6148 (S)	11	32	29	TCHAIKOVSKY: OVERTURE 1812 Minn. Symph. Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	17
11	14	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	24	33	28	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	19
12	20	PUCCINI: LA BOHEME (2-12" LP) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	4	34	31	BACH ORGAN FAVORITES Biggs, Col. ML 6148 (M); MS 6748 (S)	7
13	16	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell/Phila. Orch. (Ormandy) Col. ML 5498 (M); MS 6193 (S)	7	35	30	PROKOFIEV: PETER AND THE WOLF Royal Phil. Orch. (Dorati)/Sean Connery, Lon. PM 55005 (M); SPC 21007 (S)	3
14	11	BACH: LUTE SUITES NO. 1 & 2 Bream, RCA LM 2896 (M); LSC 2896 (S)	9	36	33	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Columbia ML 6256 (M); MS 6856 (S)	18
15	12	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	20	37	32	ROSSINI: WILLIAM TELL OVERTURE N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)	15
16	19	WAGNER: LOHENGRIN (5-12" LP) Various Artists/Boston Symph. Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	5	38	36	SIBELIUS FESTIVAL—FINLANDIA Phila. Orch. (Ormandy)/Mormon Tab. Choir, Col. ML 6132 (M); MS 6732 (S)	5
17	18	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA LM 2252 (M); LSC 2252 (S)	30	39	38	SATIE PIANO MUSIC Ciccolini, Angel 35442 (M); (No Stereo)	3
18	21	ARTUR RUBINSTEIN/CHOPIN RCA LM 2889 (M); LSC 2889 (S)	18	40	—	GENIUS OF PUCCINI Various Artists, Angel BL 3683 (M); SBL 3683 (S)	1
19	15	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP) Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	10				
20	25	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	31				
21	35	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Phil. (Bernstein), Col. ML 5868 (M); MS 6458 (S)	2				
22	40	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	2				

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

BEST SELLING LOW-PRICED CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	PUCCINI: LA BOHEME (2-12" LP)—Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	4.	STRAVINSKY: LE SACRE DU PRINTEMPS (Rite of Spring)—R.T.F. Orch. Nat'l (Boulez), Nonesuch H 1093 (M); H 71093 (S)
2.	SMETANA: MY FATHERLAND (2-12" LP)—Czech Phil. (Ancerl), Crossroads, 22260001 (M); 22260002 (S)	5.	CHOPIN: CONCERTO NO. 1—Dinu Lipatti, Seraphim IB 60007 (M); (No Stereo)
3.	ELECTRONIC MUSIC—Various Artists, Turnabout TV 4046 (M); TV 34046 (S)	6.	HINDEMITH: CONCERT MUSIC FOR STRINGS AND BRASS—Philharmony Orch. (Hindemith), Seraphim 60005 (M); S 60005 (S)

Carnegie Hall

• Continued from page 56

ering ending for the evening, which saw the modern music fare somewhat better than the baroque. **FRED KIRBY**

roro." The first group also has Leinsdorf conducting the Los Angeles Philharmonic in Dvorak's "Symphony No. 5" and a coupling of Debussy's "La Mer" and Ravel's "Daphnis and Chloe Suite." **FRED KIRBY**

Top Performance

• Continued from page 56

Mozart Chamber Orchestra, which teamed well with the soloist. Simon also conducts the Vienna Festival Orchestra behind Miss Kraus in Epic's series of Mozart concertos. Two volumes have been issued to date. "Concertos Nos. 23 and 24" are in Volume 1. **FRED KIRBY**

Bayreuth Festival

• Continued from page 56

Wolfgang—have been striving to put the festival on a self-sustaining basis, and Wolfgang said this effort would continue in line with his intention to continue policies set by his brother.

A radical departure this past season was the invitation to the German Trade Union Federation to sponsor several performances.

More effort was expended in the past season on linking Bayreuth disk sales than ever, and study will be continued, according to Wolfgang Wagner, on the possibility of directly utilizing disk production and sales to help cover the Bayreuth deficits.

There is speculation that the festival may produce records and films for TV and theater showing as the only promising avenue to financing the festival's full cost.

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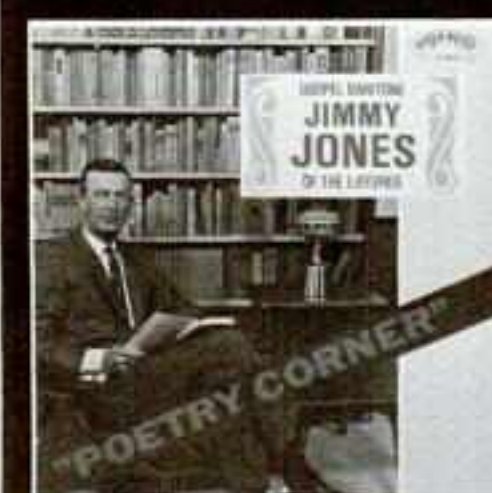
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GMA'S BOARD OF DIRECTORS, elected for 1966-67 are, seated left to right, Bob Benson, Lloyd Orell, Henry Slaughter, Maury Lehman, Jim Myers, Buz Wilburn, Maurice LeFevre, Brock Speer, chairman of the board, Marvin Norcross, James Blackwood, Harold Penn, Roy Carter, Jake Hess and Jerry Goff. Standing left to right, Ron Page, Urias LeFevre, Hershel Lester, Don Light and J. D. Sumner.

Speer Re-Elected Head of GMA Board

MEMPHIS—Brock Speer was re-elected chairman of the board of directors of the Gospel Music Association at a meeting of the board Saturday (22) at the Claridge Hotel. The session was held concurrent with the National Quartet Convention staged at Ellis Auditorium Oct. 20-23.

Other officers elected to the GMA board were: Hovie Lister, first vice-president; J. G. Whitfield, second vice-president; Darol Rice, secretary; and Urias LeFevre, treasurer. Governor Jimmie Davis of Louisiana was elected president of the GMA for 1966-1967. All of the officers were elected by the unanimous vote of the board.

In other business, a report was made on the premiere of the gospel music film, "Sing a Song for Heaven's Sake," which coincided with the quartet convention. Proceeds from the film's opening, over \$1,000, were donated to the GMA.

A membership report listed the active association membership at 500, a steady increase

over the previous year.

Governor Davis was presented to the board and was installed as president. In a short speech of acceptance, he pledged himself to do all in his power to further the cause of Gospel music. Davis also called for unity among the musicians in the field of religious music.

In order to strengthen the treasury of the GMA, Gospel Music Benefit Singings will be held in several key cities, with the proceeds going to the GMA. The committee in charge of the project consists of Herschel Lester, St. Louis; Lloyd Orell, Cleveland; and J. G. Whitfield, Pensacola, Fla.

Also on the agenda was the scheduling for the 1967 GMA meetings. The entire GMA will convene here on Friday, Oct. 13, 1967, to coincide with the 1967 National Quartet Convention. The board of directors will meet three times during the year in Nashville, on Jan. 9, April 3, and July 10, and once during the convention on Oct. 11, in Memphis.

SESAC's Jim Myers: Gospel a Profession

MEMPHIS—SESAC, the largest licensor of religious music, held a luncheon for 124 people involved in the gospel music field Saturday (22) at the Downtowner Motor Inn. SESAC's Willis F. (Jim) Myers addressed the gathering, speaking on the importance of treating gospel music as a profession.

In his speech, Myers reminded the guests that gospel music can no longer be considered the "quartet business" or the "book publishing business," but has emerged as a profession and therefore must be treated as a profession. Myers, executive administrator of SESAC, pointed out five "musts" for individuals in the gospel field:

- "Personal stewardship—helping build the Gospel Music Association by bringing in new members and by building an organization that will attract new members."
- "By being careful of the kind

of gospel music that they write and program."

- "By taking care of their copyrights properly."
- "By acknowledging the need for mechanical and synchronization licenses."
- "Realizing that they are involved in a very serious business and a vital religious force."

The underlying theme of the speech was for everyone in the gospel music profession to realize that "this is a big world in which we live and that visions have to be enlarged . . . and that the gospel music profession, if it is to continue to grow, can not be limited to one small area, but has to include the world."

Attending the luncheon from SESAC were: Alice H. Prager, executive vice-president and managing director; Salvatore B. Candilora, executive administrator; Norman Odum, director of copyright administration and mechanical licensing and Albert F. Ciancimo, house counsel.



ELLIS AUDITORIUM in Memphis is the scene of the 11th Annual National Quartet Convention that drew a record crowd of 22,800. Shown above is the huge opening-night audience attending the songfest.

Quartet Convention Drew Record 22,800

MEMPHIS — The 11th Annual National Quartet Convention held at Ellis Auditorium here Oct. 20-23 drew a record crowd of 22,800 gospel music faithful to the four-day songfest. The convention was the most successful in the history of the gospel sing.

The fans were entertained by more than fifty groups who sang over 30 hours of gospel music during the convention, with the event ending on Sunday with a five-hour gospel sing. The greatest names in gospel music appeared at the convention including, the Blackwood Brothers, the Goodman Family, Jake Hess

and the Imperials, Chuck Wagon Gang, Oak Ridge Boys, Speer Family, Statesmen and J. D. Sumner and the Stamps Quartet.

Gov. Jimmie Davis, newly elected president of the GMA, also performed at the Saturday night (22) concert, along with the major quartets.

On Sunday, the Rev. Hovie Lister conducted a worship service at the auditorium which was followed by continuous gospel singing until the convention officially ended at 5 p.m.

Next year's convention is scheduled to be held here from Oct. 12-15, and promises to draw an even larger audience.

Billboard Hosts Luncheon For Gospel Music Leaders

MEMPHIS—Billboard held a luncheon meeting for 50 key figures in the gospel music field at the Downtowner Inn Friday (21), for the purpose of strengthening the communication ties between the trade journal and the

gospel music industry.

Billboard's editor in chief Lee Zhito and Nashville News Editor Herb Wood addressed the luncheon guests, stressing the necessity for closer ties between Billboard and the gospel music industry. (Continued on page 59)

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St. Louis Gospel Group Cuts First Color Series

ST. LOUIS — The influence and popularity of the Lester Family, already a gospel music tradition in local radio-TV here, said he had heard of only one other group that had gone to color TV. KSD-TV here will begin programming the shows this month.

Harvey Lester, father of the three-generation family here, said he had heard of only one other group that had gone to color TV. KSD-TV here will begin programming the shows this month.

The family group has been featured regularly here on KSD since 1963 when program director Keith Gunther first saw the possibility of gospel music.

Since then the Lesters have branched out. Their shows are heard on radio Saturdays over

KSTL and they have recently been producing television shows for KFVS-TV in Cape Girardeau, Mo.

More recently, Milton Friedland, Plains TV Corp., has expressed interest in the Lester Family show. This could bring the family into the thousands of homes in the Springfield, Champaign-Urbana and Danville market of Central Illinois.

Identity

"Our main problem," said Herschel Lester, who actually acts as co-ordinator of the family's many enterprises, "is explaining to radio and television people that our music is entertaining as well as religious."

Herschel, who believes the burgeoning gospel music field might still be in search of a clearer identity said, "The minute I say 'gospel' stations managers react. They want to know right away what religion we are, or what our angle is."

"I always try to explain that the Lester Family's shows are not sermons, that we are non-denominational and that basically our shows are gospel entertainment. If I can get that station manager to hear a tape," Herschel went on, "or watch a filmed show, he sees what I mean."

Certainly Keith Gunther here at KSD was one of the first to see the potential in the Lesters.

First Shows

"Mr. Gunther let us come on in 1963," Herschel recounted, "for a few shows. He liked our program and we cut 37 shows

Billboard Hosts Luncheon For Gospel Music Leaders

• Continued from page 58

board and the industry in order to give the growing gospel music business all the news coverage possible. The meeting became a seminar, with the executives questioning the various members of the Billboard staff as to the problems involved in publicizing the news of the gospel field.

Zhito stated that Billboard would back completely the efforts of GMA to bring gospel music to the foreground on a worldwide basis. It was generally agreed that in order to effectually accomplish this goal, the industry leaders and artists must

begin to think in terms of the gospel field as a single entity, placing more emphasis on that which will benefit the industry rather than the individual. The rapid growth of the country music business was cited as an example in which an industry-wide organization (CMA) functioned more effectively than individuals in stimulating expansion throughout the world.

Key GMA executives attending the luncheon were: Brock Speer, chairman of the board of GMA and Gov. Jimmie Davis, president of BMA for 1966-1967, and several directors of the GMA board.

the first year. In 1965 we cut 20 because we found that for half-hour segments you could have some re-runs. This year," said the young Lester, "we may cut as many as 37 again, although now we're doing color programs."

The color shows, cut at WBAP, Fort Worth, because of a better production arrangement worked out with Dave Timmons and the engineers there, amounted to an entirely new experience for the Lesters.

It was a new experience for Robert Bell, too, producer and director here at KSD who went along with the Lesters to WBAF as acting director.

"I think it took nearly two hours to do that first half-hour show," said Bell, who explained that the engineers and every-

body had to get adjusted to the slightly different aspects of filming a gospel group.

Busy Year for Lesters

ST. LOUIS—The Lester Family here will no sooner conclude their most successful year of gospel concert presentations when they begin plans for 1967.

In fact, they have already inked the Kiel Auditorium Opera House for three dates next year. "We've signed some contracts for next year," said Harvey Lester, while detailing the advance renting of the Opera House, "and will finish our bookings during the National Quartet Convention in Memphis."

It has been a triumphant season for the three-generation family introduced to the trade in an earlier profile this year (Billboard, May 7).

Kiel Concerts

A Kiel concert on April 1 this year had the Blackwood Brothers, Statesmen, Stamps Quartet and the Imperials playing to an audience of 4,000.

Recently concluded was the second Kiel attraction for the year with the Happy Goodman Family, Oak Ridge Boys, Stamps Quartet, Imperials and the Lester Family. An estimated 3,500 attended.

The night previous, 220 miles west of here on Route 66, the family presented the same gospel program at the Shrine Mosque in Springfield, Mo.

This same routine will be followed for the Lesters' third Kiel concert Nov. 18, except in reverse order. Here for this program are the Happy Goodman Family, the Lefevres, Oak Ridge Boys and Jimmie Davis.

Kingsland Theater

Aside from their Kiel presentation, the Lester Family continually booked shows into the 1,500-seat Kingsland Theater in south St. Louis all year.

Here just this month were the Chuck Wagon Gang, Ozark Harmony Boys and the Lesters for one complete weekend show. One week later, another Kingsland Theater attraction featured Paul Ferrin, Virginia McDaniel, First Assembly of God TV Choir of Memphis and Terry and Doyle Blackwood.

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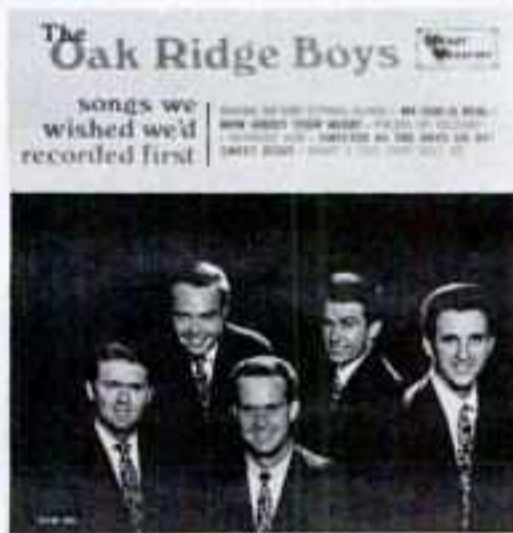



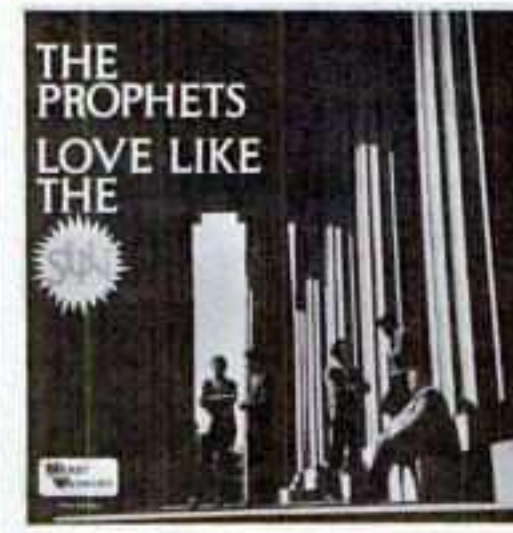
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 <p>THE SINGING RAMBOS Come Spring</p> <p>LPS 1884/LPHF 1885</p>	 <p>MEETING TONIGHT with the Songfellows</p> <p>LPS 1892/LPHF 1893</p>	 <p>THE PROPHETS LOVE LIKE THE</p> <p>LPS 1888/LPHF 1889</p>

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ON THE GO

NATIONWIDE

America's most exciting new gospel program, the Brush Arbor Jubilee, goes on tour nationwide in October and November. The Jubilee is produced on television and personal appearances by the "Country Parson," and is sponsored by Industrial Chemical Co. makers of Induco products.

The Jubilee features the "full sound" of the Songfellows quartet, with Bob Jones, Sr., Bobby Jones, Sherrill Nielsen, L. D. Mullins, and Dwight Herron, pianist.

Variety is the theme, with old hymns, spirituals, new gospel songs, solos, duets, quartets, in other words a "new dimension" in gospel music.

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NAVY

COUNTRY MUSIC

Capitol Sets A Salute for Sonny James

• Continued from page 8

sales, but sells steadily at a relatively high level."

James' being named for Capitol's greatest honor is an equal honor for the country music industry. The executive secretary of the Country Music Association, Jo Walker, spoke for the entire country music field when she said, "We're proud of Sonny's achievement in the music business. His warmth and sincerity, his spirit of co-operation and his wealth of talent have established him as one of the finest people in the country music industry. The fact that Sonny was chosen by Capitol over their numerous pop music performers to be honored in the month of November is an honor for country music as well. We of the Country Music Association are proud of this recognition."

In stating the purposes for naming James artist-of-the-month in November, Capitol's vice-president and national sales manager Bill Tallant listed four results achieved by the concentrated merchandising campaign. "First, it brings the artist to the attention of everyone, from our own personnel to the dealer and rack jobber. It brings the artist's catalog product to the attention of the radio stations, and puts extra heat on all our personnel to see that their catalog of the artist's product is up to date and getting out to the merchandisers." In stating the reason James was selected as artist of the month, Tallant said, "Sonny is a very

Nashville Scene

By HERB WOOD

Music City is slowly returning to normal following the hectic round of parties and shows hailing the 41st anniversary of WSM's "Grand Ole Opry." The final round of shows including the Capitol, RCA Victor and Columbia extravaganzas contained some of the greatest talent in the entertainment field and were a credit to the entire country music industry. . . . One of the highlights of the Columbia show was the first presentation of the annual "Don Law Country Gentleman Award," to be received by the artist whose work and reputation among his fellow artists best live up to gentlemanly standards. The audience response clearly approved the choice of Carl Smith as the first recipient. The award is presented by Columbia in honor of its country a&r director. . . . Faron Young and Archie Campbell will headline a Christmas show to be performed Dec. 22 for the inmates of the Kentucky State Reformatory in LaGrange. Also on the show, which is appearing there for the second straight year, is Bobbi Staff, Dolores Smiley, and the Homesteaders. . . . Archie Campbell will also star on the popular "Midwestern Hayride" Nov. 12. The show originates over WLW-TV in Cincinnati and is widely syndicated. . . . Chicago's Rivoli Club will headline Carl Smith on Nov. 4-5. . . . Hank Snow, whose immortal train songs won him widespread fame, will have to sing

of something else on his new album called "Hank Snow in Hawaii." The 50th State hasn't any trains. The new RCA Victor album, coming on the heels of his great "Life Story" package, will feature the inimitable Snow style and beautiful melodies, and the production of Victor chief Chet Atkins. . . . Music City's Black Poodle Club, the only nightclub for country music entertainment in Nashville, will continue to feature country talent in 1967. Dottie West will help start the Poodle's new year off right when she opens a week-long engagement Jan. 9. . . . Capitol's Merle Travis will spend the first three weeks of November on a tour of military bases in Europe, according to Moeller Talent's Jack Andrews. . . . Stu Phillips in town to record an album with Victor producer Bob Ferguson. The LP will feature early bluegrass themes fused with the modern concept and will contain such tunes as "The Last Thing on My Mind," "Bad Seed," and "Green Grass of Home." . . . Bill West surprised wife Dottie with a million-dollar birthday party, at least in the amount of talent that appeared. On hand for the occasion were Billy Walker, Sonny James and the Southern Gentlemen, Luther Perkins, and Ralph Emery. The following day Dottie appeared with Dizzy Dean and Emery on Ralph's TV show and had another party singing "Wabash Cannonball." . . . Send all items for Nashville Scene to Herb Wood, Billboard, 226 Capitol Boulevard, Nashville, Tenn.

important artist for us, not just as a country artist," alluding to the fact that James' popularity extends beyond the country field.

Began at Five

November is the climax of a career that began at the age of five when he appeared with the James family troupe touring the South. His early career was

disrupted by a 15-month stint in Korea, but upon his discharge Sonny was signed to a Capitol recording contract by producer Ken Nelson. In the late '50's, James hit the limelight with his recording of "Young Love," which sold over two million copies. In 1962, James became a member of the Grand Ole Opry, moving to Nashville and solidifying himself as a top country entertainer. Then came the phenomenal string of single hits, including "You're the Only World I Know," "I'll Keep Holding On," "Behind the Tear," "True Love's a Blessing," and "Take Good Care of Her." James has remained unaffected by all the publicity and adulation inherent in stardom. When questioned about his feelings on being named Capitol's artist of the month for November, the tall Alabamian said, "This is the sort of thing you work for years to achieve. It's like a dream that the many fine people in the country music industry helped make come true. Without their support it wouldn't have been possible."

Harrah's-Lynn In 3-Yr. Pact

LAS VEGAS — Dick Lane, entertainment manager of Harrah's, has signed country-western star Judy Lynn to a three-year contract to appear at the famous resort. The pact calls for Miss Lynn to appear a minimum of 18 weeks per year, with a salary increase of \$800 per week each year. The total amount of the contract is in the six-figure bracket and was negotiated for the singer by her manager John Kelly.

With the exception of Roger Miller and Jimmy Dean, the Judy Lynn Show is the only country and western show to appear at Harrah's.



RCA VICTOR'S EDDY ARNOLD unabashedly displays his emotions upon being named to Country Music's Hall of Fame at the annual CMA banquet. The plaque that will reside in the Hall of Fame is at the right.

CMA Banquet Hails New Hall of Famers

NASHVILLE — The Country Music Association announced the names of the four new members of Country Music's Hall of Fame at the annual CMA banquet and show at Municipal Auditorium Friday (21). The four new members are Jim Denny, Judge George D. Hay, "Uncle" Dave Macon and Eddy Arnold.

Of the four new members, only Hay and Arnold are living, and only Arnold was at the banquet to accept the award. Hay inaugurated the saying, "Grand Ole Opry," as an announcer on the first "Opry" broadcast over WSM Radio, and was with the show for many years. Arnold was honored for his distinguished career as a country music entertainer, dating back to 1940 when he was featured vocalist with the Pee Wee King band. "Uncle" Dave Macon joined the "Opry" in 1926 and for 15 years was its biggest attraction, while Jim Denny, long associated with WSM and the "Opry," founded one of country music's leading publishing houses, Cedarwood Music. Denny was honored for his devotion to country music and for the support and encouragement he gave to young country music entertainers.

Arnold, winner of Billboard's "Favorite Male Vocalist of the Year" award, was visibly upset by the Hall of Fame announcement. Wiping his eyes, he said, "It's a long road, I'm a very emotional person and I thank you. Billboard's publisher, Hal B. Cook, chairman of the board of directors of CMA, made the presentation.

The entertainment for the after-dinner show was provided by Mercury Records' star Faron Young, who headlined a cast of top country talent in a show written by Gene Nash. Also featured were Ben Colder (Sheb Wooley), Flatt and Scruggs and the Foggy Mountain Boys, Marion Worth, the Jordanares and the Kerr Singers.

Green to Newkeys

NASHVILLE — Newkeys Music has signed Earl Green to an exclusive writing contract, according to Jimmy Key, president of the firm. Green has penned such hits as "Six Days on the Road," a hit for Dave Dudley and "Our Song of Love," as well as "Give Me Forty Acres."

YESTERYEAR'S COUNTRY HITS

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

COUNTRY SINGLES— 5 Years Ago November 6, 1961

1. Walk on By, Leroy Van Dyke, Mercury
2. Under the Influence of Love, Buck Owens, Capitol
3. It's Your World, Marty Robbins, Columbia
4. Tender Years, George Jones, Mercury
5. Walking the Streets, Webb Pierce, Decca
6. Big Bad John, Jimmy Dean, Columbia
7. Happy Birthday to Me, Hank Locklin, RCA Victor
8. I Fall to Pieces, Patsy Cline, Decca
9. Po' Folks, Bill Anderson, Decca
10. Hello Fool, Ralph Emery, Liberty

COUNTRY SINGLES— 10 Years Ago November 3, 1956

1. Crazy Arms, Ray Price, Columbia
2. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
3. I Walk the Line, Johnny Cash, Sun
4. Singing the Blues, Marty Robbins, Columbia
5. Love Me Tender, Elvis Presley, RCA Victor
6. Searching, Kitty Wells, Decca
7. Sweet Dreams, Faron Young, Capitol
8. Conscience I'm Guilty, Hank Snow, RCA Victor
9. You Are the One, Connie Smith, Columbia
10. I'm a One-Woman Man, Johnny Horton, Columbia

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FARON YOUNG, left, and Ben Colder (Sheb Wooley) entertain the more than 1100 members of the Country Music Association attending the annual CMA banquet.

COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 11/5/66

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1		OPEN UP YOUR HEART Buck Owens, Capitol 3203 (Bluebook, BMI)	10	39	49	GOIN' DOWN THE ROAD Skeeter Davis, RCA Victor 8932 (Crestmoor, BMI)	4
2	2	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	13	40	54	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	3
3	5	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)	11	41	39	MY UNCLE USED TO LOVE ME BUT SHE DIED Roger Miller, Smash 2055 (Tree, BMI)	7
4	3	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)	11	42	52	PRISSY Chet Atkins, RCA Victor 8927 (Victor, BMI)	4
5	4	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)	13	43	50	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	4
6	6	IT TAKES A LOT OF MONEY Warner Mack, Decca 32034 (4 Star, BMI)	10	44	48	SHOW ME THE WAY TO THE CIRCUS Homesteaders, Little Darlin' 0010 (Mimosa, BMI)	4
7	7	ALMOST PERSUADED NO. 2 Ben Colder, MGM 13590 (Gallico, BMI)	7	45	42	COME ON AND SING Bob Lumen, Hickory 1410 (Cedarwood, BMI)	7
8	10	SWEET THANG Nat Stuckey, Paula 243 (Su-Ma/Stuckey, BMI)	9	46	46	THIS GUN DON'T CARE Wanda Jackson, Capitol 5712 (Barmour, BMI)	9
9	9	EARLY MORNING RAIN George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	10	47	31	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31956 (Sure Fire, BMI)	23
10	13	BAD SEEDS Jan Howard, Decca 32016 (Stallion, BMI)	5	48	34	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)	20
11	8	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)	13	49	67	WHERE IS THE CIRCUS Hank Thompson, Warner Bros. 5859 (Brazos Valley, BMI)	3
12	18	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	4	50	60	ANOTHER STORY Ernest Tubbs, Decca 32022 (Marson, BMI)	4
13	12	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	20	51	61	TEARDROP LANE Ned Miller, Capitol 5742 (Central, BMI)	4
14	14	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	10	52	68	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	2
15	15	IT'S ONLY LOVE Jeannie Seely, Monument 955 (Pamper, BMI)	9	53	57	NOT THAT I CARE Jerry Wallace, Mercury 72619 (Sure Fire, BMI)	4
16	24	SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	4	54	51	HE WAS ALMOST PERSUADED Donna Harris, ABC 10839 (Gallico, BMI)	6
17	19	LONG TIME GONE Dave Dudley, Mercury 72618 (Newkeys, BMI)	5	55	56	I JUST COULDN'T SEE THE FOREST Lefty Frizzell, Columbia 43747 (Golden Eye, BMI)	4
18	11	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)	12	56	55	EVIL OFF MY MIND Burl Ives, Decca 31997 (Wilderness, BMI)	4
19	23	COMING BACK TO YOU Browns, RCA Victor 8942 (Tree, BMI)	5	57	53	I'M DOING THIS FOR DADDY Johnny Wright, Decca 32002 (Southtown, BMI)	4
20	26	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	4	58	58	THE PROOF IS IN THE KISSING Charlie Louvin, Capitol 5729 (Barmour, BMI)	4
21	21	FIVE LITTLE JOHNSON GIRLS Stonemans, MGM 13557 (Jack, BMI)	5	59	69	ONLY ME AND MY HAIRDRESSER Kitty Wells, Decca 32024 (Moss-Rose, BMI)	2
22	25	APARTMENT #9 Bobby Austin, Tally 500 (Owen, BMI)	5	60	37	AT EASE HEART Ernie Ashworth, Hickory 1400 (Acuff-Rose, BMI)	17
23	30	ONE IN A ROW Willie Nelson, RCA Victor 8933 (Pamper, BMI)	6	61	73	THIS MUST BE THE BOTTOM Del Reeves, United Artists 50081 (Moss-Rose, BMI)	2
24	20	4033 George Jones, Musicor 1181 (Blue Crest/Husky, BMI)	15	62	72	WHERE'D YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	2
25	28	BRING YOUR HEART HOME Jimmy Newman, Decca 31994 (Newkeys, BMI)	5	63	65	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	3
26	17	IF TEARDROPS WERE SILVER Jean Shepard, Capitol 5681 (Tree, BMI)	17	64	62	THE GOODIE WAGON Dick Curless, Tower 255 (Aroostock, BMI)	4
27	33	THE GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	4	65	74	I'M GONNA HANG UP MY GLOVES Charlie Walker, Epic 10063 (Bluebook, BMI)	2
28	16	BLUES PLUS BOOZE (Means I Lose) Stonewall Jackson, Columbia 43718 (Sure Fire, BMI)	14	66	—	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	1
29	29	THE TALLEST TREE Bonnie Guitar, Dot 16919 (Hearthstone-Acclaim, BMI)	4	67	—	SEVEN DAYS OF CRYING Harden Trio, Columbia 43844 (Southtown, BMI)	1
30	35	VOLKSWAGEN Ray Pillow, Capitol 5735 (Raleigh, BMI)	5	68	71	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	2
31	38	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	4	69	66	YOU CAN'T STOP ME Billy Mize & the Jordanaires, Columbia 43770 (Seashell, BMI)	4
32	59	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	3	70	—	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central Songs, BMI)	1
33	44	UNMITIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	4	71	—	OLE SLEW-FOOT Porter Wagoner, RCA Victor 8977 (Jason, BMI)	1
34	47	LITTLE PINK MACK Kaye Adams, Tower 269 (Central, BMI)	4	72	—	HOMESICK Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	1
35	32	THE SHOE GOES ON THE OTHER FOOT TONIGHT Marty Robbins, Columbia 43680 (Mariposa, BMI)	18	73	—	A NEW PLACE TO HANG MY HAT Ruby Wright, Epic 10055 (Tree, BMI)	1
36	40	ROSES FROM A STRANGER Leroy Van Dyke, Warner Bros. 5841 (Acuff-Rose, BMI)	4	74	—	WHO'S BEEN MOWING THE LAWN Ray Pennington, Capitol 5751 (Pamper, BMI)	1
37	22	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)	20	75	75	HECK OF A FIX IN '66 Jim Nesbitt, Chart 1350 (Peach, SESAC)	9
38	36	LOOK INTO MY TEARDROPS Conway Twitty, Decca 31983 (Wilderness, BMI)	8				

Billboard SPECIAL SURVEY for Week Ending 11/5/66

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	9
2	3	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	5
3	1	CARNEGIE HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	15
4	4	I LOVE YOU DROPS Bill Anderson, Decca DL 4771 (M); DL 74771 (S)	13
5	5	ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	13
6	10	CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	5
7	8	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)	7
8	9	GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	7
9	11	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	10
10	7	SUFFER TIME Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	15
11	30	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	2
12	6	THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)	17
13	13	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	15
14	12	TILL THE LAST LEAF SHALL FALL Sonny James, Capitol T 2561 (M); ST 2561 (S)	7
15	15	LET'S GO COUNTRY Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)	14
16	16	SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)	7
17	14	STEEL RAIL BLUES George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	10
18	34	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	2
19	17	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	24
20	23	THE SEELY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	4
21	19	CONNIE SMITH SINGS GREAT SACRED SONGS RCA Victor LPM 3589 (M); LSP 3589 (S)	9
22	25	MISS BONNIE GUITAR Dot DLP 3737 (M); DLP 25737 (S)	7
23	18	LONESOME IS ME Charlie Louvin, Capitol T 2482 (M); ST 2482 (S)	14
24	24	BREAKIN' THE RULES Hank Thompson, Cap. T 2575 (M); ST 2575 (S)	4
25	27	A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	4
26	20	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	15
27	21	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	29
28	32	WANDA JACKSON SALUTES THE COUNTRY MUSIC HALL OF FAME Capitol T 2606 (M); ST 2606 (S)	2
29	29	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	13
30	22	I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)	20
31	26	DON'T TOUCH ME Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)	18
32	28	ALONE WITH YOU Jim Edward Brown, RCA Victor LPM 3569 (M); LSP 3569 (S)	15
33	37	NAT STUCKEY SINGS Nat Stuckey, Paula LP 2192 (M); LPS 2192 (S)	3
34	38	THE MAN BEHIND THE BADGE Red Simpson, Capitol T 2569 (M); ST 2569 (S)	3
35	35	SOMETHIN' FOR EVERYONE Elton Britt, ABC ABC 566 (M); ABCS 566 (S)	7
36	36	COUNTRY SHADOWS Hank Williams Jr., MGM F 4391 (M); SE 4391 (S)	4
37	—	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	1
38	40	ERNEST TUBBS SINGS COUNTRY HITS OLD AND NEW Decca DL 4772 (M); DL 74722 (S)	2
39	—	THE BEST OF TEX RITTER Capitol T 2595 (M); DT 2595 (S)	1
40	—	COUNTRY CHARLEY PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	1

NEW ALBUM RELEASES

• Continued from page 54

- TAMLA**
MARVIN GAYE/KIM WESTON—Take Two; 270
- TELEFUNKEN**
BACH: JOHANNES—PASSION (Highlights)—Various Artists/Concentus Musicus; AWT 9479-B, SAWT 9479-B
FERRANTE & TEICHER—We Wish You a Merry Christmas; UAL 3536, UAS 6536

- VALIANT**
SHELBY FLINT—Cast Your Fate to the Wind; VLM 5003, VLS 25003
- VERVE FOLKWAYS**
DAVE VAN RONK—No Dirty Names; FT 3009, FTS 3009
SON HOUSE, SKIP JAMES, BUKKA WHITE, BIG JOE WILLIAMS—Living Legends; FT 3010, FTS 3010
VARIOUS ARTISTS—The Blues Box; FT 30113, FTS 30113

- WOODY GUTHRIE—Bonneville Dam & Other Columbia River Songs; FV 9036
ROGER SPRUNG—Grassy Licks; FV 9037, FVS 9037
ORIGINAL CAST—A Hand Is on the Gate; FV 9040, FVS 9040
- VIP**
THE ELGINS—Darling Baby; 400
- VOLT**
The OTIS REDDING Dictionary of Soul; 415
- WARNER BROS.**
THE GIRLS FROM BAHIA—Pardon My English; W 1658, WS 1658
THE KING FAMILY—Live; W 1660, WS 1660

- WESTMINSTER**
JEAN FRANCIS PAILLARD CHAMBER ORCH.—Symphonies for the King's Supper; XWN 19104, WST 17104
TELEMANN: TWO MOTETS—Various Artists/Saar Radio Chamber Orch. (Ristenpart); XWN 19109, WST 17109
VIVALDI: SONATAS FOR CELLO AND HARP—SICHORD—Paul Tortelier; XWN 19112, WST 17112
- WORD**
J. T. ADAMS—The Prince of Peace; W 3389, WS 3389
RALPH CARMICHAEL SINGERS—The Christmas Spirit; W 3371, WST 8371
BURL IVES—I Do Believe; W 3391, WST 8391
RUSS REED—Paul Speaks . . . ; W 3384

☆☆☆☆

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.

• Continued from page 52

RELIGIOUS

GREAT HEBREW PRAYERS IN SONG
The Rev. Simon Hass. London TW 91410 (M); SW 99410 (S)

THE LORD BLESS YOU
Various Artists. Word W 3392-LP (M); WST 8392-LP (S)

COMEDY

ALLEN AND ROSSI TELL THE TRUTH ABOUT THE GREEN HORN-NUT AND CA-TOE
Roulette LP 507 (M); SLP 507 (S)

POLKA

HOOLERIE SPECIAL
Elmer Scheid. Decca DL 4802 (M); DL 74802 (S)

SPOKEN WORD

TREASURY OF WALT WHITMAN: LEAVES OF GRASS
Alexander Scourby. Spoken Arts SA 907 (Vol. 1)

THE JUNGLE BOOKS, Vol. I
Christopher Casson-Eva Watkinson Spoken Arts SA 929 (M)

TREASURY OF LEWIS CARROLL
Christopher Casson. Spoken Arts SA 897 (M)

TREASURY OF JOHN GREENLEAF WHITTIER
Donald Hall. Spoken Arts SA 906 (M)

INTERNATIONAL

LOS TROVADORES (ROMANTIC FOLK SONGS OF SOUTH AMERICA)
Los Trovadores. Columbia EX 5169 (M)

NEW GERMAN BEER-DRINKING SONGS
Capitol T 10451 (M); ST 10451 (S)

THE PORTUGUESE HITS OF FERNANDO FARINHA
Fernando Farinha. Monitor Rec. MF 467 (M); MFS 467 (S)

FROM ROMA WITH LOVE
Emilio Pericoli. Warner Bros. W 1650 (M); WS 1650 (S)

THE ROYAL HIGHLAND FUSILIERS
London TW 91425 (M); SW 99425 (S)

THE WONDERFUL SONGS OF ISRAEL
The Alonim Singers. 4 Corners of the World FCL-4236

☆☆☆

THREE-STAR ALBUMS

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

SOUNDTRACK

CHAPLIN'S ART OF COMEDY
Mainstream 56089 (M); S/6089 (S)

POPULAR

A TASTE OF HAWAII
The Walkiris. Kapp KL 1484 (no stereo).

SOUR CREAM & OTHER DELIGHTS
The Frivolous Five. RCA Victor LPM 3663 (M); LSP 3663 (S)

WALL STREET
John Froman. Pollyvox PLM-501 (M); PLS-501 (S)

THE GOOD OLD GOODIES
Lenny Herman. PAT L. P. 103 (S)

CLASSICAL

ARNE: CONCERTOS NOS. 5 AND 4/BOYCE: 3 SYMPHONIES IN 8 PARTS
Lionel Salter/Festival Strings Lucerne (Baumgartner). Archive 3267 (M); 73267 (S)

JAZZ

LOUIS METCALF AT THE ALI BABA
Spivey LP 1007 (M)

COMEDY

SHERMAN & LARSEN'S SMASH FLOPS
Various Artists. PIP PLP 1906 (S)

SPOKEN WORD

THE DAYS OF WILFRED OWEN
Richard Burton. Warner Bros. B 1635 (M); BS 1635 (S)

INTERNATIONAL

THE VALLEY IN SONG (sung in Welsh)
The Morrision Orpheus Choir (Eurfryn John, cond.). Epic 18049 (M); BF 18049 (S)

SONGS AND DANCES OF LATVIA
The Latvian Folk Ensemble of New York. Monitor MF 466 (M); MFS 466 (S)

16

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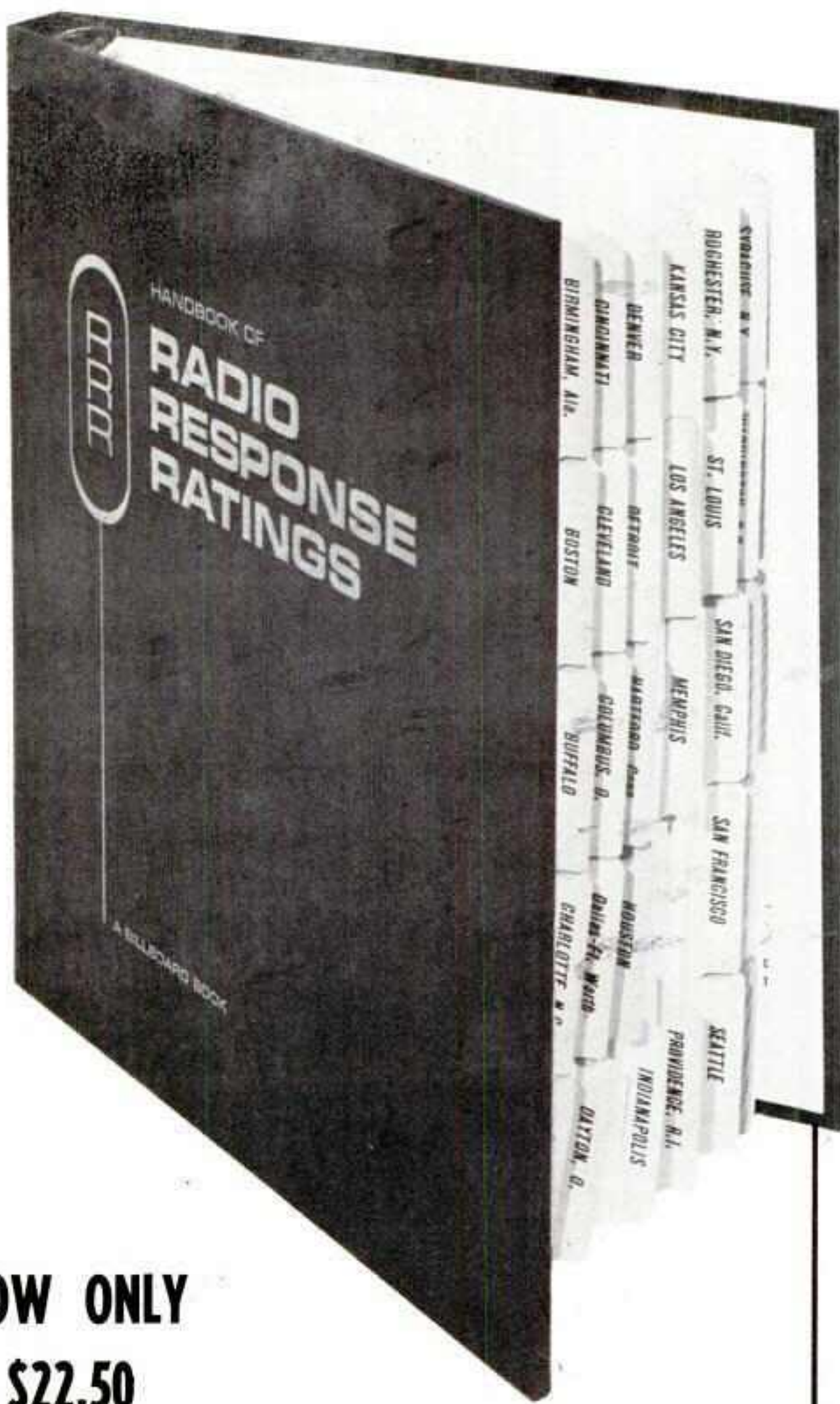
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Containing the full 3rd Cycle (to July 9, 1966) of ratings reports on the 41 major radio markets throughout America—as compiled by the Research Department of Billboard's Special Projects Division.

CONTENTS

THE 41 MAJOR MARKETS

Ratings indicate position held by each station and disk jockey by their musical format in influencing the record buying habits of their listeners—based on actual air play and over-the-counter record sales.

ALBANY—	COLUMBUS, Ohio	MEMPHIS, Tenn.	PITTSBURGH, Pa.
SCHENECTADY—	DALLAS, Tex.	MIAMI, Fla.	PORTLAND, Ore.
TROY, N. Y.	DAYTON, Ohio	MILWAUKEE, Wis.	PROVIDENCE, R. I.
ATLANTA, Ga.	DENVER, Colo.	MINNEAPOLIS—	ROCHESTER, N. Y.
BALTIMORE, Md.	DETROIT, Mich.	ST. PAUL, Minn.	ST. LOUIS, Mo.
BIRMINGHAM, Ala.	FT. WORTH, Tex.	NASHVILLE, Tenn.	SAN DIEGO, Calif.
BOSTON, Mass.	HARTFORD, Conn.	NEW ORLEANS, La.	SAN FRANCISCO, Calif.
BUFFALO, N. Y.	HOUSTON, Tex.	NEW YORK, N. Y.	SAN FRANCISCO, Calif.
CHARLOTTE, N. C.	INDIANAPOLIS, Ind.	NEWARK, N. J.	SEATTLE, Wash.
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CLEVELAND, Ohio			

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POP SINGLES	DJ RANK
POP LP'S	STATION RANK
R & B	STATION ADDRESS,
JAZZ	ZIP CODE,
COUNTRY	AREA CODE &
CONSERVATIVE	PHONE NUMBER
COMEDY	
FOLK	
CLASSICAL	

SPECIAL LISTINGS

NATIONAL BANDSTAND SHOWS
Name of Show & Personality
Current number of markets
Producer & Talent Co-ordinator
Full address, area code & phone number
LOCAL TV BANDSTAND SHOWS
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number
COUNTRY TV SHOWS
City & State
Name of Show & Personality
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BREAKING THROUGH BARRIERS, girls stroke Elvis Presley's gold-plated automobile on exhibit at a Chicago Korvette store, 22nd Street and Harlem Avenue, as part of a Presley promotional push in the Midwest.

Scanning The News

A memo from the research department of Foote, Cone & Belding indicates that the sales potential of the youth market, at least in terms of its population and growth, may be overrated.

The memo states that the statement that half the nation's population will soon be under 25 years of age is false, declaring that the trend is now in the other direction. . . . Factory sales of the U. S. electronics industry are expected to rise 8 per cent or more in 1967 to reach \$21 billion, according to Electronic Industries Association president **Robert W. Galvin**. Radio sales are continuing to climb, he said, with total sales of all types of home, portable and auto receivers estimated at 45 million this year compared with 14 million in 1956. . . . The 3M Company set new records in sales and earnings for the third quarter and first nine months of 1966, according to chairman **Bert S. Cross**. Sales for the third quarter reached \$294.4 million, up 14.5 per cent. Net income was \$35.8 million, up 16.1 per cent. Nine month sales totaled \$848 million, up 16.1 per cent. Net income rose 22.7 per cent to \$110.9 million. . . . In its "Profit Passport to Portugal" promotion, University Sound will host winning dealers and wives at Hotel Estoril Sol on the shores of Portugal's

Tagus River, April 27-May 5. . . . Management moves: **Dick Dreazen** to Delmonico International as regional sales manager for New Jersey, Staten Island and Rockland County in New York; **Frank P. Louchheim** from television sales planner for Philco-Ford to television sales planning manager; **Edward F. Morgan** from Poilog Radio to director of service for Olympic's national service operation in Long Island City, N. Y.; **Newland F. Smith** from the Columbia Broadcasting System Television Network engineering department to post as assistant to the president of Visual Electronics Corp., New York City and **Richard R. Peterson** to national merchandising manager of Ampex Corp. consumer and educational products division from Universal Distributors, Inc., Honolulu, Hawaii. **RAY BRACK**

Audio Firm in World Market

NEW YORK—Orfeon-Videovox, S.A., Mexico City and Quality Limited, Toronto, Canada recently purchased the new high-speed tape duplicating system perfected by Audio Magnetics, Inc.

The company here is new, having been formed by Milton Gelfand, president of Audio Matrix, Inc.,

Audio Magnetics developed the AM 4800 system at A&B Duplicators here, an affiliate of Bell Sound Studios. The system is designed to convert from 4 to 8-track production in only minutes utilizing interchangeable recording heads.

Other features of the unit which incorporates "clickless" automatic start-stop include an alarm for loss or reduced bias voltage, automatic bias voltage regulation, crystal-controlled bias oscillator and solid state circuitry throughout.

DEALER USES NEWSLETTER

BIRMINGHAM—Alton Lawrence of Lawrence Hi Fi Center here feels that much of the success of his service department and entire operation is derived from a newsletter which is mailed out to 5,500 music lover "subscribers."

The fold-over two-pager is laced together with chatty news, plenty of contests offering tape recorders, amplifiers, tuners and other audio items as prizes and tips on getting the most from equipment.

Lawrence lists special sales, new merchandise being received and a constant plug for his service department which is highlighted once a year through a test clinic that pulls in a storeful of traffic.

Big Marketing, Sales Training Programs Aimed at the Retailer

CHICAGO — Attempting to bring about greater professionalism in home electronics sales at the retail level, several major manufacturers have launched space-age marketing, management and sales training programs, during recent months. All are ultimately aimed at you, the dealer.

Here are recent major developments in this regard:

- Motorola has instituted a comprehensive marketing and management training program aimed at providing all levels of the retail and distributor strata with more knowledgeable product information and broad, "self-improvement" education.

- Sylvania Electric Products, Inc., has started a computerized program that "compresses a year's business activity into a single day," providing a laboratory-like situation for the training of key marketing personnel.

- Zenith Sales Corp. has announced the first step in a long-range sales training program, in co-operation with wholesale distributors involving some 450 selling conferences aimed at reaching about 20,000 retail salesmen and distributor sales personnel in 102 cities.

- RCA Sales Corp. is planning a computer-oriented management information system to streamline its marketing operation by providing up-to-the-minute data on sales, consumer trends, production and inventories.

More Professional

Behind these moves is the feeling on the part of giant manufacturers that smaller retailers must update their sales and management techniques or go under in the face of retail giant competition.

"Independent electronics retailers must become still more professional to survive in the face of 10 per cent margins, extended warranties and the increased cost of borrowing money," S. R. Herkes, Motorola vice-president, declared recently.

"While supplier activities have a profound effect on you—the dealer's—overall efforts, the real test as to whether or not you will be around to reap the harvest that exciting developments will provide depends on how astutely you conduct yourself in handling your overall business affairs," he said. "I base this assumption on the fact that because of the growth and expansion of many large volume merchandisers and retail chains into areas where they are actively competing with you, it's necessary for the independent to operate his overall business in the same professional fashion they do. Some hallmarks of professionalism are the ability to

sell other than leader merchandise and to consider more than just gross profit in evaluating a profitable operation."

Herkes said that the retail giants "easily qualify a customer and then convince him that a certain product will better fill his needs than the so-called bargain basement leader product."

Motorola

To encourage this type of professionalism, Motorola has pledged \$250,000 to its new marketing and management training program for the first year. Part of Motorola's motive is to combat retail complaints that manufacturers and distributors and the home electronics industry do a less than satisfactory job of sales and product training.

Retail store principals who enroll in the Motorola program receive a series of 12 or more portfolios called "The Retailer's Executive Digest." Subjects range over warehousing, employee remuneration, advertising, general economic trends, personnel management. Distributor sales managers have been provided a field management membership in the Research Institute of America and will receive various portfolios on basic fundamentals of sound sales management. Moreover, Motorola is providing these men each week with specific information on merchandising programs, includ-

ing timing, tie-ins with local promotions and other product program matters.

Motorola territory managers are now receiving information which will make them more knowledgeable and professional. "We want the territory managers honed to a degree where they will be wanted and welcomed in the retail stores of the nation," said Jim Haley, vice-president, Motorola Consumer Products, Inc. "We hope that the real merchants of the industry will work with us in this program."

Sylvania

The Sylvania system is built around three-day seminars for sales and marketing executives conducted at the company's data processing center in Camillus, N. Y.

During the seminar, executives are taught to inject such factors as the types of customers sought, the amount of credit extended, the inventory required to service customers, into their planning. They are then organized into teams and launch simulated business ventures, with a computer compressing a year's business activity into hours. The executives feed their decisions into the computer and receive back six operational reports.

At the conclusion of each exercise, each team is required to analyze their performance com-

(Continued on page 65)

New 2-Album Packs in Ampex Christmas Issue

CHICAGO—The Ampex Christmas release includes new open reel, two-album packs combining Yule and non-holiday product, a major departure for the company.

Ampex Stereo Tapes' general manager Donald V. Hall said that, for example, good-selling Christmas albums by Roger Williams, Jack Jones and Ronnie Aldrich will be combined in two-album packs with their latest year-round hits.

Special presentation slip cases have been designed to hold some special product in the release, the five-album "complete Beethoven Symphonies" conducted for Deutsche Grammophon Gesellschaft by Herbert van Karajan, and the two-album "Complete Brahms Symphonies," also for DGG by van Karajan. The Beethoven sells for \$36.95 per set, a saving of \$10 over separate purchases. The Brahms collection at \$19.95 is \$4 off the individual price.

Four-page promotion folders listing all Christmas releases, outlines for four special dealer and distributor programs, are being sent to dealers.

The full open reel Christmas release:

"Hallelujah! Famous Vocal Choruses," Lisa Otto, et al.; "Christmas Time," Roger Williams; "The Jack Jones Christmas Album"; "O Bambino . . . The Little Drummer Boy," Harry Simeone Chorale; "Christmas Carols," Mantovani; "A Christmas Offering," Leontyne Price-Vienna Phil.; "Merry Christmas With Mantovani"; "Christmas Organ and Chimes," Blades,

Smart; "The Messiah," Handel—complete—Sutherland—London Sym.; "The Messiah," Handel—highlights; "Sounds of Christmas," Johnny Mathis; "Christmas in My Heart," Connie Francis; "Merry Christmas," the Supremes; "Noel," Joan Baez; "I Wish You a Merry Christmas," Bing Crosby, and "Christmas With the King Family."

Joan Sutherland

Also, "Christmas Time," Pete King Chorale; "Silent Night," John Gart at Organ; "Christmas Greetings From Mantovani"; "The Glory of Christmas," Eric Rogers; "Christmas With Ronnie Aldrich"; "A Festival of Lessons and Carols," King's College Choir; "The Joy of Christmas," Joan Sutherland; "The Night Before Christmas," children's stories with stereo sound and movement; "Music for a Merry Christmas," Frank Chacksfield; "I Wish You a Merry Christmas," Bing Crosby; "Best-Loved Christmas Piano Concertos," George Greeley; "The Messiah," Handel—complete—Vienna State Opera; "We Wish You a Merry Christmas," Ferrante & Teicher.

Open-reel, two-packs include "Christmas With Ronnie Aldrich—All Time Piano Hits," Ronnie Aldrich; "The Jack Jones Christmas Album—The Impossible Dream," Jack Jones; "Christmas Time—Academy Award Winners, Vol. 2," Roger Williams, and "The Glory of Christmas, Eric Rogers—Film Spectacular, Vol. 3," Stanley Black.



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New Products



Concord Recorder

Concord introduces tape recorder with built in AM radio. This solid state portable operates on batteries or household current and will record directly from a radio. Push a button and one reel will record up to twenty single play records. Unit is equipped with remote control microphone. No price.



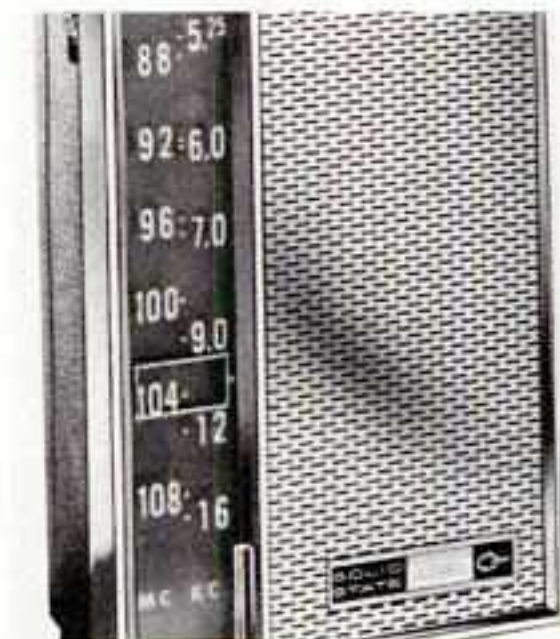
Admiral Radio

Debonair AM/FM clock radio by Admiral. Has full feature clock controls, lighted clock face and two tone controls. Also has automatic frequency control, slide rule tuning and terminals for outside FM antenna. Price \$70.



Aiwa Recorder

Aiwa model TP-705 monaural tape recorder. A dual track, capstan drive unit plays on four D batteries or AC current. Records at 3 3/4 and 1 7/8 ips and has a five-inch reel and remote control microphone. Retail for \$99.95.



Aiwa Radio

FM/AM pocket portable radio by Aiwa. Has 10 transistors and nine volt battery power source. Weighs one pound two ounces. Model is equipped with earphone, battery and leather case at \$24.95.



Kay Guitars

Kay Musical Instruments hardwood body economy priced electric guitar. Features "thin lite" neck with adjustable truss rod, all six tuning keys located on one side, oval rosewood fingerboard with four inlaid position markers, adjustable metal bridge and separate tone and volume controls and detachable cord. Priced at \$54.95 and available in red, teal blue or shaded walnut.



Shure Mike

Unisphere I (left) and Unisphere A microphone recently introduced by Shure Brothers. Primary feature of both models is that they are designed to pick up sound from front and suppress all other sound and noise from other directions. Two filters in microphones enable them to be used outdoors without windscreens. Unisphere I lists for \$98, and Unisphere A at \$68.

Big Sales and Training Programs

Continued from page 64

pared to plan and make a presentation to the entire seminar. They leave the three-day seminar ready to try many new ideas on you the retailer.

Zenith

The new Zenith selling conferences are three and one-half hours long, using the workshop technique and the newest in audio-visual teaching tools. They are slanted toward exploring all aspects of selling TV, stereo and radio instruments. Each conference tees off with an eight-minute film underlining the need for sales training at all marketing levels. Then, using films, flip charts and group discussions, such subjects as step-up selling, feature product information, points of product difference, and a company pitch are covered.

RCA Sales Corporation's new computer-backed management information system will eventually receive and analyze data daily from distributors and dealers throughout the country, giving the producer instant information on the buying habits and trends of the general public.

Cut Paperwork

Among other things, it is hoped the system will cut the stream of paperwork to a minimum, trim the production and distribution costs, and make possible the swiftest and most efficient service to the consumer.

RCA currently utilizes computers in charting sales, trends and marketing programs, but admits it has merely scratched the surface in computer utilization. RCA executives foresee the day when the computer will take the guesswork out of advance planning, which must now be done at least five years in advance.

The intent of this information blitz, the manufacturers declare, is to arm the retailer with fundamental facts. "Fundamental, yes," said Herkes, "but fundamentals that are violated every day. Fundamentals that when adhered to could result in an entirely different profit and loss statement for the average independent retail merchant."

CLASSIFIED MART

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MANUFACTURERS' REPRESENTATIVES now calling on auto stereo accounts. Choice territories open. Manufacturers of 4 and 8 track. Humorous party tapes by Redd Fox, etc. Reps., distributors, dealers, write Laff Productions, Division of E. S. Enterprises, 6933 N. Rosemead, Suite 35, San Gabriel, Calif.

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RECORD RIOT — 45 RPM RECORDS, brand new, factory fresh, \$6 per hundred, \$50 per thousand; major labels, popular hits, top artists; freight prepaid with check-in-advance orders. Apex Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y. 633-9400.

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Seattle Op Will Install Electronic Instant Test Reporting Equipment

By PAUL ZAKARAS

SEATTLE — John C. McDaniel, owner of the Palmer Company of Seattle, will innovate an electronic testing system enabling him to evaluate new bulk vending products in the shortest possible time.

"We are going to install a meter-like equipment in a couple of our best locations where we have large racks. Using a very stable product—like jellybeans—as a guide, we will be able to determine how the new items are selling.

"The device is going to be rather expensive—primarily because we want to beam the signals directly to our central office. Such speedy knowledge is vital because when a good product comes out there's such

a scramble for it, that if you're a day or two late in getting in a large order you may have to wait for weeks before the manufacturer can fill it.

"On the other hand, you can't afford to buy too much of a new product either. Some of the best-looking items I have ever seen, products that I ordered in large quantities because I was sure they couldn't miss, were complete flops. Experience has shown me that the only way to determine the value of a new bulk fill is to see whether the kids buy it or not.

"But even that in itself is not enough. You have to know how the kids are buying it. For example, if you get a new product, you put it in a machine, and it moves fairly well, you might believe you have something worthwhile. However, the only way you can really judge the product's sales is by constantly comparing it with an "established" item at the same location. In this way you can see real increases or decreases in the new product's popularity. If you have no means to compare with you might be drawing the wrong conclusions from a seasonal fluctuation of some sort.

"Also, in order to be financially valuable, some products have to sell much faster than others. It means nothing to say

that you are often refilling a machine with some product if you do not know the comparative value of that fill. Certain products make more money for you by selling only half a machine in the time that others empty a whole machine—even though both are penny items.

"This business is becoming more complex each day," McDaniel added. "And it's going to have to adapt all kinds of modern business methods in order to stay profitable. The metering device I am having made for me is just one example of the type of thing this industry needs. This device might cost me as much as three thousand dollars but I must have it for it will save me much more than that."

Bulk Nets 4 Carolina and Tenn. Charities \$104,500

By LAMAR GUNTER

CHARLOTTE, N. C. — The North Carolina and Tennessee associations for mentally retarded persons have signed 10-year extensions of their present contracts with Smith-Regal of the Carolinas to participate in sponsored bulk vending.

The arrangement with Smith-Regal already has provided more than \$80,000 to the two associations. Other arrangements with the South Carolina association and with the Charlotte Exchange Club have pushed the total provided to charitable associations to more than \$100,000 since Smith-Regal began its first sponsorship vending.

Lee Smith, who has a mentally retarded daughter, and part-

ner Jack Thompson, signed their first contract with the North Carolina Association for Retarded Children, Inc., Feb. 21, 1961. The contract with the Tennessee Association was signed Aug. 1, 1961.

The Exchange Club came into the picture because the Mecklenburg Association for Retarded Children was not allowed by United Appeal to participate.

Since the Exchange Club began participating in the program, its share of vending profits totals \$4,883. "We've never had a contract with them," said Smith. "We've just been operating by verbal agreement. It's worked out very well for them and us."

It is a source of concern for Smith that the local United Appeal (Charlotte) will not let the Mecklenburg Association for Retarded Children participate in the sponsorship program. The local association receives much of its support from United Appeal.

Each of the four organizations participating in sponsorship receives 20 per cent of the gross receipts from the sponsored machines. The total to date is \$104,448. That represents 52 million pieces of gum sold through the sponsored machines.

The North Carolina association has been the biggest bene-

(Continued on page 67)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.50
N.W. Deluxe, 1c or 5c Comb. ... 12.00
N.W. 19-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 \$.92
Pistachio Nuts, Jumbo Queen, White87
Afgan Crown Red Lip Pistachio Nuts60
Afgan Prince Red Lip Pistachio Nuts53
Indian Nuts, 5 lb. bag, per lb. 1.25
Cashew, Whole91
Cashew, Butts79
Peanuts, Jumbo45
Spanish32
Mixed Nuts60
Baby Chicks35
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb.39
Hershey-ets47

Rain-Blo Gum, 72 ct. \$.32
Maltette, 100 ct., per 10035
Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
Rain-Blo Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Blo Ball Gum.
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.

IMMEDIATE DELIVERY
THERE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH

Northwestern

GUM VENDER PACKAGE

This amazing vender is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

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

ON LOCATION THE SUPER 60 EARNS MORE



A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the Super 60's greater capacity for capsule, 100 count gum or gum and charms, bring you bigger profits per service. Available in 1c, 5c, 10c, 25c, penny/nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

Northwestern

CORPORATION
2602 Armstrong St., Morris, Ill.
Phone: WHITNEY 2-1300

New Products

Note: The description of new bulk vending products listed here is based upon the item as viewed by Billboard. Any delivery date or availability mentioned has been supplied by the manufacturer. Please notify Billboard's Bulk Vending editor in New York if there is any discrepancy between the availability or promised date indicated and that as told to you by the manufacturer.—Ed.

LAWSON

GREEN HORNET LINE. New from the official licensee of Green Hornet comes a series of rings, a mask, comic strips and puzzles. Twelve different flicker rings make up the set of ten cent vending items. The rings feature the various G-H characters parading across millions of television sets each week on the nationally broadcast program. Along with the flicker rings is an official Green Hornet



Lever Bros. Intros 5c, 10c Rinso Packs

CHICAGO — Lever Bros. Co. has introduced new Rinso laundry detergent packettes and boxes for dime and nickel vending. "Op art" design on the new packages is calculated to catch the eye of potential customers doing their dirty duds.

Company also has available plastic bags, another detergent and a fabric softener for laundry-spot vending.

two-piece emblem ring. Also, in full color are four adventure strips and four put-together puzzles.

MONKEES. Lawson is also the official licensee of the Monkees for the vending trade. The company offers Monkee flicker rings, 12 to the set in full color, four adventure strips and four puzzles.

Shopping Center—Service Station Hot Bulk Combo

DETROIT—Two types of top bulk vending locations heretofore totally unassociated will be brought together in several new shopping centers if recently announced plans work out.

A large supermarket chain, Borman Food Stores, has announced plans to build four shopping centers incorporating automobile service stations.

A third potentially good type bulk vending spot may also be included in the complexes: car washes.



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:
BITTERMAN & SON
Member National Vending Machine Distributors, Inc.
4711 E. 27th St., Kansas City 27, Mo.
Phone: WA 3-3900
We handle complete line of machines, parts & supplies.
"It's 30 in KCMO"

YOU COUNT MORE WITH OAK



THE OAK VISTA MODEL CABINET MACHINE...

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES! Damaged panels can be

replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

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.



BILL COOMBS, an alert and creative operator, adds convenience and efficiency to the job by using a camper shell on his pickup truck. The setup allows Coombs to carry all supplies he may need on his daily route—including 12 gallons of water and a sink for on-the-job cleaning. All equipment is highly visible and highly accessible. The shell, which is completely insulated and has an air vent and two windows, contains a locked cabinet for collections. An important plus factor is that the vehicle doesn't resemble a bulk vending vehicle, which may discourage robberies.

Los Angeles Bulk Vendor Stands Up to His Work

LOS ANGELES—Bill Coombs, a youthful but veteran bulk vending operator, now services his entire area more efficiently and with greater comfort than he ever did before.

Coombs took a camper shell and converted it to his own specific needs. Mounted on a 3/4-ton chassis, it carries everything that he requires for his extensive route throughout Los Angeles County. What he likes in particular is the inside height. There is no stooping.

The camper, extending over the cab, has 10 drawers for bulk merchandise and 10 compartments for globes. He can also

carry more than 14 capsule heads by stacking them two deep in their respective sections.

Other features include a locking drawer for collections, and a place for spare parts. There is also a sink and tank holding 12 gallons of water that he can use for cleaning on the job.

The camper-body is completely insulated, has an overhead air vent and two windows. The door in the back of the addition is large enough to permit easy loading and unloading—without stooping.

Coombs lives with his family in the Simi Valley, about 60 miles from the Los Angeles City Hall. The transportation arrangement allows him to carry adequate stock and supplies for the almost daily run.

And, he said, everything is located where he can get to it—easily.

Full Coverage of NVA, NCMDA

NEW YORK—Next week's issue of Billboard (Nov. 12) will carry a complete report of the NVA board of directors meeting and the National Coin Machine Distributors Association meet which were both held in Chicago, Oct. 30 at the Conrad Hilton.

In addition, Billboard will present a complete product parade of new merchandise displayed by manufacturers at the Hilton.

American Chewing

NEW YORK—Billboard publishes the address of American Chewing Products in response to requests it has received regarding the article about the company's merchandising program (Oct. 22). American can be reached by writing to George Boardman, sales manager, American Chewing Products, Ardmore, Pa. Telephone number is 215 JA 8-5900.

N. Y. Assn. Plans Calendar

NEW YORK—The program committee of the New York Bulk Vendors Association has released its 1966-67 calendar of events. Upcoming are a series of meetings and clinics designed to enable the New York bulk vendor to operate more effectively.

The tentative program includes a maintenance clinic coupled with a seminar conducted by one or more of the machine manufacturers, a discussion of local law enforcement with emphasis on theft, preventive measures and recovery procedures and a discussion by members of trade publications, spotlighting a particular area of bulk vending such as various retail outlets and commissions.

Other activities include a holiday party in late December, meetings with insurance company representatives regarding group liability coverage, and a discussion by an NVA representative on national bulk vending and activities of other local associations.

During the year, it is expected that several bulk vending manufacturers will present their new products to the association at these monthly meetings.

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

GREAT TIME SAVER!

COIN WEIGHING SCALE

\$23.50



HOT—HOT
10c VEND ITEMS
(all 250 per bag)

Marvel Mini-Books (3 Books Per Capsule) \$9.50
Fancy Fingers & Fancy Toes 8.00
Key Chain Assmt. 9.00
Necklaces, Brooches, Bracelets (Penny King) ... 8.00
SUPER BALLS for 25c VEND \$21.25

HOT 5c VEND ITEMS
FROM \$4 TO \$5 PER BAG

1c VEND ITEMS
(all price per M)

Mini-Books \$10.00
Yo-Yo 7.50
1c Mixes from 3.50

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

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-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

PARKWAY MACHINE CORP.

715 Ensor St. Baltimore 2, Md.

zip code helps keep postal costs



BUT ONLY IF YOU USE IT.

investors wanted

TO JOIN WITH ME TO BID ON MY LATE FATHER'S HALF INTEREST IN OAK MANUFACTURING CO., INC. and affiliated companies.

Necessary only to top \$75,000

Marilyn Bloom Sherman

5251 Genesta Ave., Encino, Calif.

Phone: (213) 789-3692

HEADQUARTERS FOR... NEW ITEMS HIGH QUALITY LOW PRICES

Sensation... a new 10c Capsule Military Mix.

BIGGER! BETTER! BRIGHTER!
Plated Rings, Medallions, Honor Medals

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.

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.

Frank & Nancy Sinatra, Eddy Arnold, Herb Alpert, RCA Win MOA Awards

Sinatras Share Award in Vote By Operators

By RAY BLACK



EDDY ARNOLD—Most popular artist on jukeboxes.



NANCY SINATRA—Most popular record on jukeboxes ("These Boots Were Made for Walkin'").



FRANK SINATRA—Most popular record on jukeboxes ("Strangers in the Night"). 45138



HERB ALPERT and the Tijuana Brass—Most popular instrumental group on jukeboxes.

CHICAGO — Eddy Arnold, recent winner of two Billboard Country Music Awards, was announced "most popular jukebox artist of the year" at the annual banquet of the Music Operators of America here last night (30).

Other winners in the annual poll of U. S. jukebox operators were Frank and Nancy Sinatra, who shared the award for "best jukebox record of the year" for their "Strangers in the Night" and "These Boots Were Made for Walkin'" singles respectively on Reprise; Herb Alpert and the Tijuana Brass, "best instrumental group on jukeboxes," and RCA Victor Records, "most consistent supplier of good records to the coin-operated music industry."

The Sinatras were each tendered honors because they ran in virtually a dead heat in the voting by MOA members.

Miss Sinatra polled far and away the most votes of any female artist.

The awards were presented by MOA executives during the association's 16th annual banquet and floor show, climaxing one of the most successful conventions in the organization's history. More than 600 persons were present at the affair. Far more than the expected 2,000 registered for the three-day convention.

Some of the Arnold singles which helped fill coin boxes during the year were "The Last Word in Lonesome Is Me," "I Want to Go With You," "What's He Doing in My World?" "Make the World Go Away" and others.

Arnold has been a favorite of jukebox patrons ever since he joined with "Pee Wee King and His Golden West Cowboys"

(Continued on page 72)

Totally New Wurlitzer, Satellite Debut at Show

Low & Slim; Takes in \$\$

CHICAGO — An altogether quite attractive and imaginative new Wurlitzer phonograph came out at the Music Operators of America convention amid an elaborate exhibit setting.

And the new beauty, the Americana—though most operators will prosaically dub her the 3100—came escorted by a look-

(Continued on page 84)

Preview Glimpses in Seattle, Milwaukee

By PAUL ZAKARAS

SEATTLE—More than 200 operators, wives and guests gathered at the Sheraton Inn here Sunday (23) for a gala dinner-party and prize giveaway held by Wurlitzer distributor Northwest Sales Co.

Guests included recording star Arthur Lyman who autographed dozens of LP's provided for the guests by Northwest and by

(Continued on page 89)

MILWAUKEE — The Pfister Hotel, boasting the world's largest hotel collection of 19th century art, provided the setting here last weekend (22) for a preview of the latest example of contemporary jukebox art—the Americana, by Wurlitzer, with a sound billed "big as all outdoors."

And when Wurlitzer sales manager Bob Bear ripped the cover off the new machine and

(Continued on page 89)

Service-Slanted Distrib Showings

By EARL PAIGE

CHICAGO—The importance of introducing new products with emphasis on their technical advances and ease of service-ability was highlighted when Wurlitzer distributors and service managers from eight cities gathered at the Bismarck Hotel (21) for the company's presenta-

(Continued on page 84)

House Committee Defends Royalty Plan

In Chicago this past weekend the nation's jukebox operators in national convention concurred in considerable criticism of a provision in the new copyright law that would levy nearly \$20 per year in royalties per jukebox. Meanwhile in Washington, the House Judiciary Committee, framers of the jukebox royalty clause, issued a lengthy report explaining and defending their decision. Our Washington correspondent waded through the 279-page document and filed the following report.—Ed.

By MILDRED HALL

WASHINGTON—The House Judiciary Committee report on the amended copyright revision bill (H.R. 4347) says its final decision to remove the jukebox performance exemption, but provide a compulsory licensing sys-

tem to hold per-box fee at about \$19 a year, was made only after all other ideas were found to be unworkable.

The report, although issued by the full Judiciary committee, is actually the work of the House Copyrights Subcommittee which hammered out final terms of the

giant revision bill under chairman Rep. Robert W. Kastenmeier (D., Wis.), with the aid of the Copyright Office. The full Judiciary committee, chaired by Rep. Emanuel Celler (D., N. Y.) okayed the bill within a week after the subcommittee unanimously voted it out. (Billboard, Oct. 10, 1966.)

Congress' race for adjournment last week killed any chance of the bill's coming to vote in the Rules committee or the House, this session. The legislation will be reintroduced under new numbers in House and Senate when the 90th Congress convenes in January. The Senate Copyrights

Subcommittee is expected to hear argument on the controversial issues such as the jukebox exemption and mechanical royalty rate on records, possibly early in the session.

Unique Situation

The House committee's lengthy (279 pages) report says it was decided to provide a compulsory approach for non-negotiated performance of copyrighted music on jukeboxes because of the industry's unique situation:

"Unlike other commercial music users, who have been subject to full copyright liability from the beginning, and have made

(Continued on page 85)

MOA Reports on Royalty to Convention

In special seminar session at the just-completed Music Operators of America convention, the association's legislative committee made a full report on 1965-1966 copyright legislation developments. These developments were unfolded chronologically. Excerpts of the report follow.—Ed.

CHICAGO — The Music Operators of America legislative committee reported to the industry at the organization's 16th annual convention on its 1965-1966 copyright legislation activi-

ties as follows:

1. In the 89th Congress, 1965-1966, repeal of the jukebox exemption was proposed as part of a general revision of the Copyright Law.

2. At the House Judiciary Subcommittee hearings in June 1965, the jukebox industry position was represented by operators, distributors and manufacturers. The main points were:

a. Repeal was opposed, especially because it would subject operators to unlimited liability for performance fees.

b. Operators are paying a fair share of all music royalties

through mechanical fees.

c. The exemption should be reinstated, or at most there should be a jukebox royalty as an addition to the mechanical fee.

3. The industry position, worked out among MOA members and jukebox manufacturer representatives, was basically the

(Continued on page 85)



DR. WHIT NORTHMORE SHULTZ, author, business executive, editor, inventor, lecturer, sales trainer, teacher and veteran newspaperman, addressed the MOA membership at the association's 16th annual convention. His talk was entitled "The Gold Mine Between Your Ears."

Disk Exhibitors Show New Interest in Jukebox

By HANK FOX

NEW YORK — Five record companies based here were among the seven exhibiting at the MOA convention in Chicago, but their aims and purposes in attending differed. The common reason they gave for their resurgent interest in the industry, however, was the regained stature of the operators' national trade association.

Several of the companies were at MOA offering the operator special services, while others were seeking to improve their existing programs, and still others were trying to learn more about the jukebox industry and operator programming.

MGM Records activated its sampler packages with a new "Celebrity Series." The package consists of five singles in a special box with title strips. "We were very happy with the results of our sampler program years ago," said Sol Handwerker, the company's promotion director, who was on hand for the convention. "Now, with the renewed operator interest in MOA, we are resuming our program." The series features a pop or jazz artist each month. This month Lainie Kazan is spotlighted; next month Wes Montgomery.

Also at the MGM booth the company set up a special operator display contest. The contest was based on a conical-type wheel, which was spun. One-stops and operators could win singles and albums and every participant won something.

Columbia Records, under the direction of Tom Noonan at the show, presented the one-stop rhythm merchandising program relating to its "Hall of Fame Series." The program centers around the label's developing a

special set of racks and divider cards. Noonan was also gathering information regarding Little LP's. While Columbia has not issued Little LP's for some time, there were reports that they are studying the market for possible future releases.

Epic Records, one of the leaders in the Little LP market, had Mort Hoffman, its marketing

director, at the show to get ideas for future programming and to sample reaction of the Little LP's previously issued. In response to last year's MOA panel, Epic sent more than eight mailings to every MOA member. The company also brought in singers Bobby Vinton and Enzo Stuarti to represent the label at the show.

In an attempt to learn more about the industry, and to meet operators, RCA had Joseph D'Imperio, division vice-president, product and development; Ben Rosner, manager of special a&r projects, and Pat Kelleher, manager of popular promotion, at the MOA. RCA recording artists appearing at the banquet

climaxing the convention included Eddie Fisher, Marilyn Maye and Eddy Arnold.

At the Decca Records booth, Claude Brennan, national sales manager, and Lou Sebok, assistant national sales manager, were promoting the company's Blue Book Series. Initiated several months ago, the series features old standards.

OPERATORS IT'S HERE!

THE BOOZ BAROMETER and PUNT-RETURN

Premiere Showing and HIT at the MOA CONVENTION

The newest, most exciting 5¢ play novelty machine. Designed and manufactured by Northwestern Corporation, a long established firm known for producing quality vending machines.



BRINGS LOADS OF LAUGHS TO CUSTOMERS, AND LOADS OF NICKELS TO OPERATORS.

Lots of fun to play, but more fun to replay.



BOOZ BAROMETER . . . a game with a thousand laughs.

- Low in cost
- Big in profits
- Great for all locations
- Maintenance? Forget it. Only a low-cost 6-volt battery needs to be occasionally replaced. No electrical outlets or troublesome cords.
- Attractive baked enamel finish: Choice of red, blue, yellow, brown or gray.
- Service? Operator's only problem will be to empty the heavy-duty cash box . . . frequently.
- Trouble-Free 5¢ coin mechanism.
- Small in size: 16" high, 18" wide, 7" base depth, 3 3/4" machine depth.
- Counter or Wall Mounted: Felt bumpers prevent marring or scratching.
- Cabinet stands optional.



PUNT-RETURN . . . a game where skill really counts.

AVAILABLE IN TWO MODELS . . . the Booz Barometer or Punt-Return

Here's how the Booz Barometer or "Sobriety Test of Champions" works:

Player drops a nickel in coin slot; then maneuvers the hoop as far as possible over the obstacle course without contact. When the ring and rod touch, the game is over. Player then gets his hilarious Booz Barometer rating.

Definitely a game of skill which involves manual dexterity and patience. But the real fun comes in watching an all-thumbs customer who has one small drink get rated "Drunk as a Skunk," while a skillful

(or lucky) heavy drinker rates "Sober as a Judge." The game consists of an electrified eye ring on a plastic handle which is guided over a crooked metal rod.

Player places the eye ring in the start position on a plastic buffer, drops his nickel and the Booz Barometer lights up, ready for action. If the ring makes contact with the rod, a bell rings, the lights go out, and the game is over.

Punt-Return unit works in similar fashion to Booz Barometer machine. Player must zig-zag for a touchdown. See illustration above for view of playfield.

WRITE OR CALL RAY GREINER TODAY FOR NAME OF NEAREST DISTRIBUTOR. SEE THESE EXCITINGLY NEW NOVELTY MACHINES. LOW IN COST, BUT REAL PROFIT MAKERS.

THE
Northwestern

CORPORATION

2605 EAST ARMSTRONG STREET

MORRIS, ILLINOIS

PHONE: WHitney 2-1300

Operator Owner In New Project

SAN BERNARDINO, Calif. — Total involvement in locations, which is a particular aspect of operating in and around Los Angeles, is being demonstrated here with coinmen Oscar P. Obst and developer Warner W. Hodgdon teaming up to build a \$300,000 ranch-style restaurant.

Construction of the 5,000-square-foot building on a 4 1/2 acre site has begun on the east side of the Riverside Freeway northeast of the Washington Street interchange near Colton.

Of stone and wood construction, the interior will have open beams with a 22-foot ceiling. A cocktail lounge, coffee shop, dining room and parking facilities for 80 cars are part of the features in the 24-hour facility to be known as "The Bluffs." Humble and Standard oil companies are building \$150,000 service stations adjacent to the restaurant.

NEW PENSION BOON VIA MOA

CHICAGO — A new benefit program for Music Operators of America members was to be announced during the MOA convention. It incorporates the latest concepts in pension planning and is a balanced retirement and investment program.

Entitled the Music Operators of America, Inc. Variable Pension Plan, the program can be qualified as an HR 10 (Keogh) plan for those members who are eligible for the tax deduction provided for in this legislation. Information is available from the MOA Chicago office.

At Seeburg we save our punchline for the end. It keeps our inspectors on their toes so you never have to get on their necks



**...we'd rather
practice quality
than preach it.**

But a little preaching never hurts. That's why you'll see this sign at the end of every Seeburg assembly line. We have a deadly serious program of quality control.

Does it work?

We'll let you prove it:

Try to find some used Seeburg phonographs for sale. You may locate a few, but you'll never find any sizable quantity.

Because most of them are still out on location earning money.

We put the quality into them before they ever got out of the factory.

We knew you were going to be the next inspector.

SEEBURG Growth through continuous innovation.

THE SEEBURG SALES CORPORATION • International Headquarters
Chicago 60622



Seeburg Stereo Showcase... Model SS-160

NAMA Convention Speaker Line-Up

These men were to address themselves to a variety of vending management topics during business sessions of the National Automatic Merchandising Association at the Conrad Hilton Hotel, Chicago, Oct. 30-Nov. 1.



HAROLD I. BLOTNER, General Chairman of the 1966 NAMA convention.



ROBERT P. KINNEY, 1966 NAMA convention program chairman.



MRS. FRED W. CONRAD, chairman, ladies' hospitality committee at the NAMA convention.



JOHN D. ARNOLD, managing associate, Kepner-Tregoe & Associates, Inc., Chicago, who addressed workshop on "Problem Analysis and Decision Making," held at 11:30 a.m. Monday, Oct. 31.



W. RICHARD GOODWIN, of W. Richard Goodwin Co., Fort Lee, New Jersey, Goodwin delivered a speech at a 10:45 a.m. session dealing with "Managing for Change," a presentation applying Systems Management to vending.



RICHARD W. FUNK, NAMA legislative counsel, one of four speakers dealing with the topic, "Analyzing Vandalism / Security Problems and Solutions," at an 11:45 a.m. session Tuesday, Nov. 1.

Seeburg Adds 4 Little LP's

CHICAGO—Seeburg released four Little LP's including two country and western packages, one with Eddy Arnold and the other featuring Dottie West. A

(Continued on page 73)

New Products at the NAMA Show

DITCHBURN VENDING MACHINES, INC.

PRODUCT VENDER from Gold Medal Products is available in 8 column (12½" x 31¼" x 33") or 12-column (12½" x 45" x 35½") featuring "Box-You-See-Is-Box-You-Get" vending. Units have National Rejectors two-nickel, one dime nonelectric mechanisms and are available with dual pricing for vending 25 cent laundry bags.

POPCORN VENDER by Gold Medal Products features modular styling for use in bank type installations, front servicing with large 175 cup capacity at ⅔ ounce servings vending pre-popped corn. Machine features National Rejectors "switch" coin mechanism yielding either 10 or 15 cent pricing with coin changer and 25 cent mechanism available. Case measures 79 inches high, 23 inches deep and 24 inches wide.

GOLD MEDAL PRODUCTS CO.



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AMERICANA

ON DISPLAY DURING NATIONAL WURLITZER WEEK, OCTOBER 31 THROUGH NOVEMBER 4

NAMA Convention Speaker Line-Up

These men were to address themselves to a variety of vending management topics during business sessions of the National Automatic Merchandising Association at the Conrad Hilton Hotel, Chicago, Oct. 30-Nov. 1.

GULF COAST DISTRIBUTING COMPANY

6205 Gulf Freeway
Houston, Texas 77023
Phone: (713) 923-5906

75 El Paso Street
San Antonio, Texas
Phone: (512) 227-3409



MOA Awards

• Continued from page 68

and won a recording contract with RCA Victor.

"Most popular artist" on jukeboxes last year was Smash Records' Roger Miller, who also captured Billboard's "most popular jukebox artist award."

Arnold's Country Music Awards from Billboard this year were for "Favorite Male Vocalist" and "Album of the Year" ("I Want to Go With You.")

Union Sales Co. Is Sold

GREEN BAY, Wis. — The sizable Union Sales Co. music, games and vending machine operation has been purchased by Richard Mellen from Donald Stowe, Wis.-Coin, Inc. The firm operates several hundred pieces of equipment throughout the Fox River Valley territory.

Union Sales Co. has changed hands several times recently following the death of its founder, Harry Daul, several years ago. Mellen, a newcomer to the coin

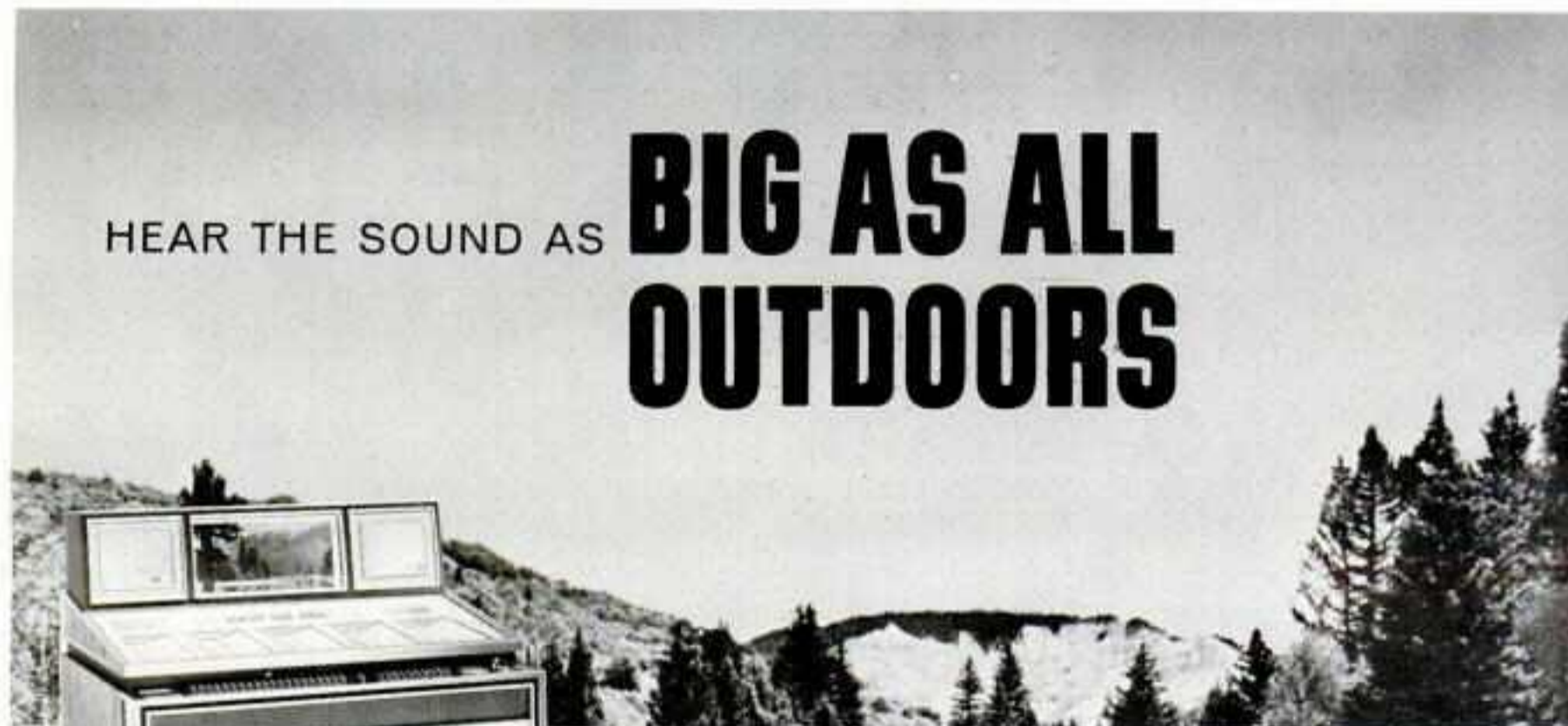


field, formerly operated the Stardust, popular dance hall and beer bar in the Green Bay area.

Donald Stowe, with this transfer of Union Sales Co. to Richard Mellen, reports that he plans to devote more time now to his bar and restaurant equipment leasing firm. He will also continue to operate his coin machine routes out of his Oshkosh, Wis., headquarters.

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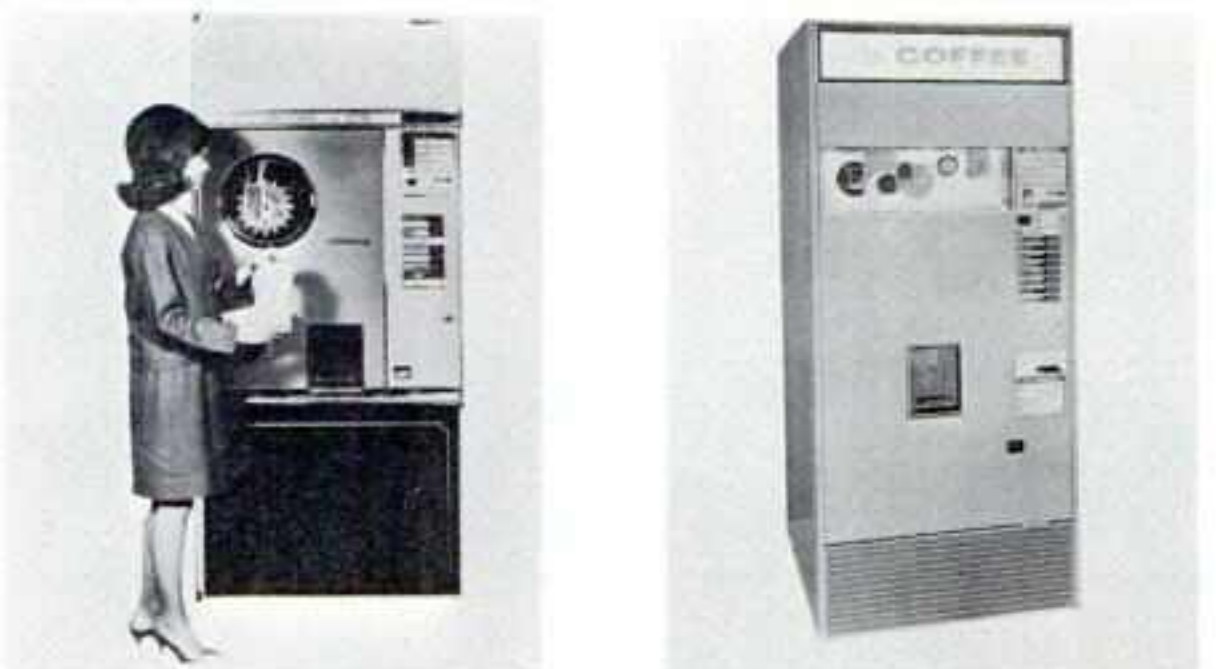
ON DISPLAY DURING NATIONAL WURLITZER WEEK
OCTOBER 31 THROUGH NOVEMBER 4

CULP DISTRIBUTING CO.

614 West Sheridan Avenue, Oklahoma City 2, Oklahoma
Phone: (405) 232-9511

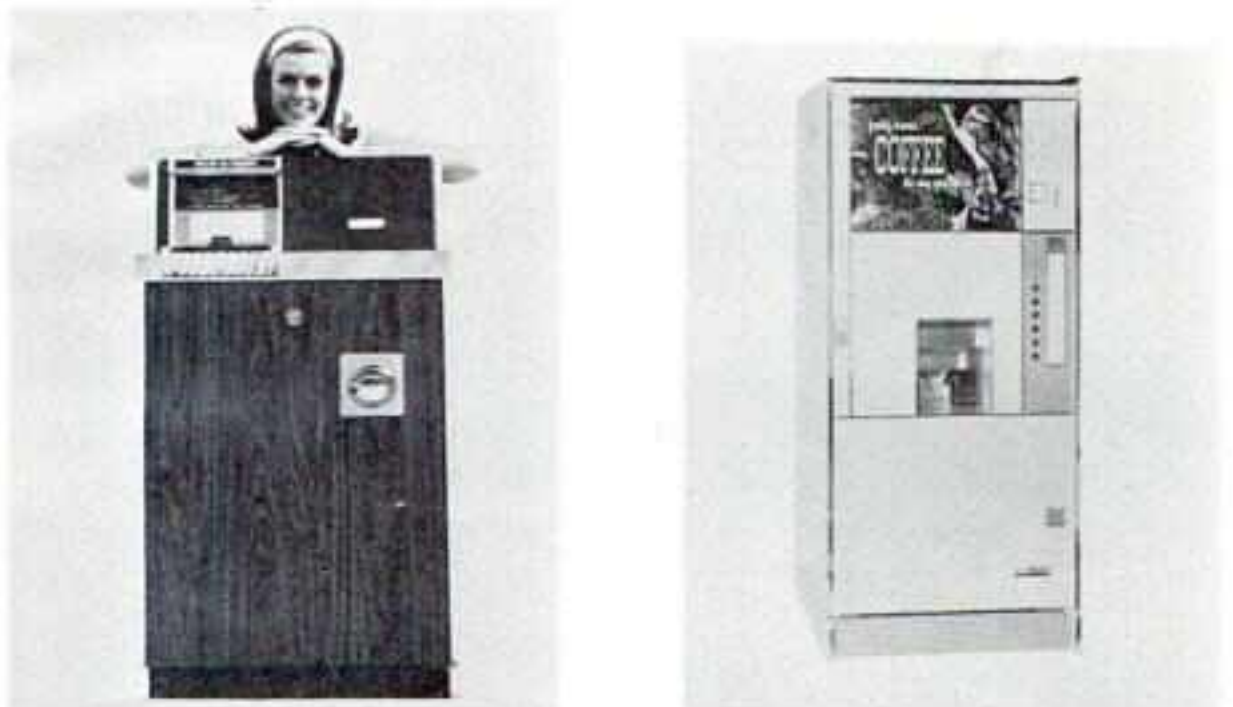


Vendo®



VENDO'S Invitation I Post-Mix vender (left) utilizes eye-level moving colored lights in a 1000-cup capacity machine offering from four to eight selections from as many as six syrup tanks. Company's factory-installed dollar bill changer is available on Model 650 single-cup coffee maker (right) and four other models.

Rowe®



ROWE'S restyled dollar bill changer being partly shown off at left and company's single cup coffee vender featuring dry grounds were two of the many products on display at Rowe's NAMA exhibit.

To Be Continued Next Week

4 Rowe Shows In N. W.

SEATTLE — Alton L. Paap, manager of the R. F. Jones Co. of Seattle which distributes Rowe products in the Pacific Northwest, told Billboard that he will

hold four separate showings of the new Rowe Music Merchant in late October and early November.

Paap said that northwest operators, "who have been hearing and reading about the new jukebox, have not seen it yet because of general delivery delays of products to this part of the country." Advance reaction to the Music Merchant, said Paap, "has been excellent." He said he is planning to show the machine in Seattle and Portland in the last two weeks of October and, in Anchorage and Spokane, in the first two weeks of November. Exact dates, he said, will be announced later.

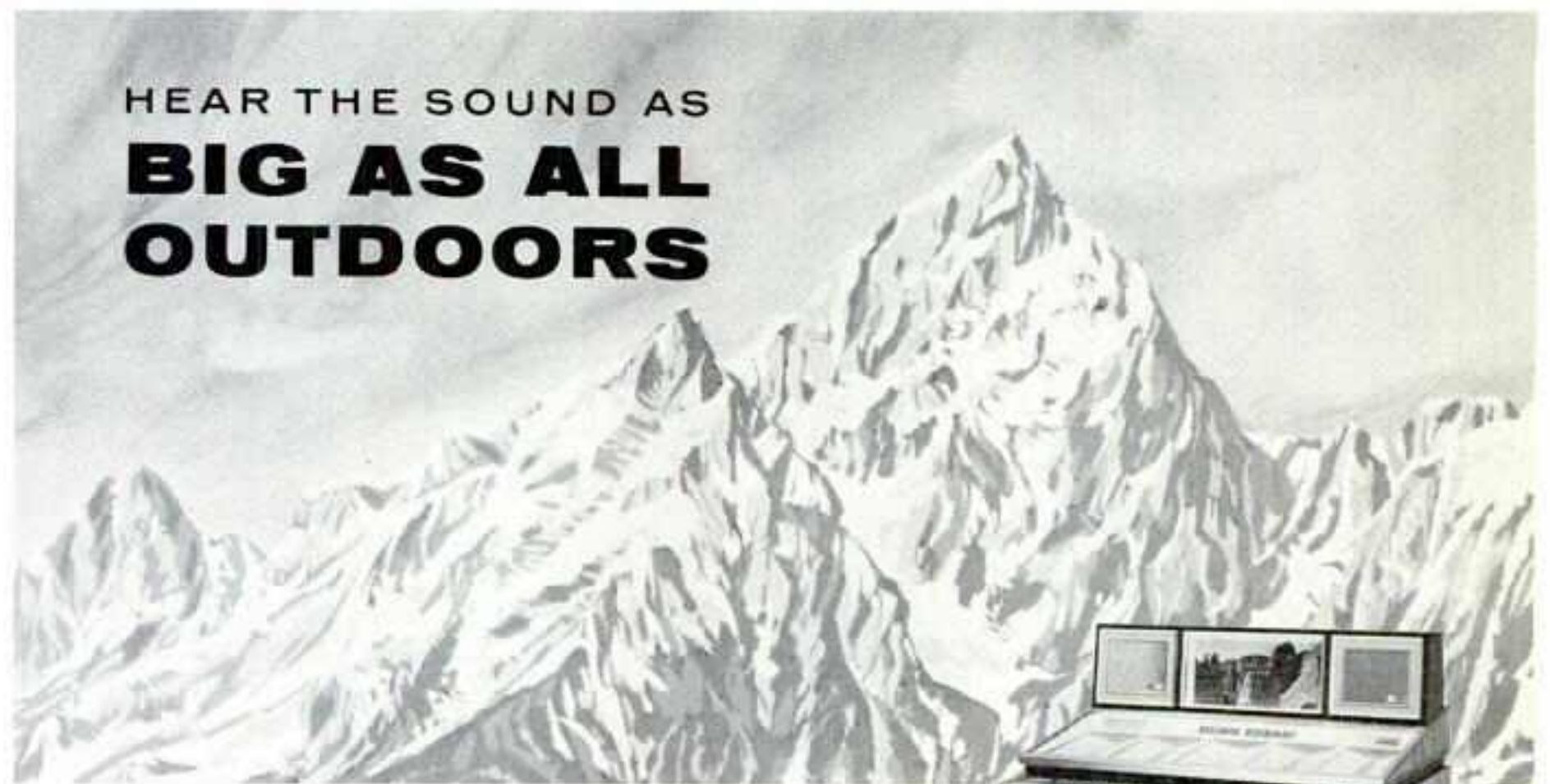
Besides the Music Merchant,

Nashville company exhibited its Beaver Ajustomat, a multi-product vendor with a candy bar capacity of 132 units or with a capacity of 66 pieces of pastry and adaptable for both products. Styled in vinyl clad, the modular constructed unit will be refrigerated in later production to accommodate cans or disposable bottles and work as a soft drink vendor. Coin mechanism accommodates any combination of two coins up to a half dollar and can be further adapted. Also exhibited, company's new Beaver Sanitary machine featuring coin mechanism accepting either two quarters or half dollar. Other features include case hardened cylinder lock, flush wall mounting, coin refusal when empty and one gross capacity.

Paap said, operators and vendors have shown a great deal of interest in the Rowe "Steelmade" canned drink vender. "Sales of the Steelmade," he said, "have multiplied by at least 10 times in the past year. Besides pop the machine is being used to vend milkshakes and there are several fruit juice companies that are going to be trying it shortly."

(Continued on page 74)

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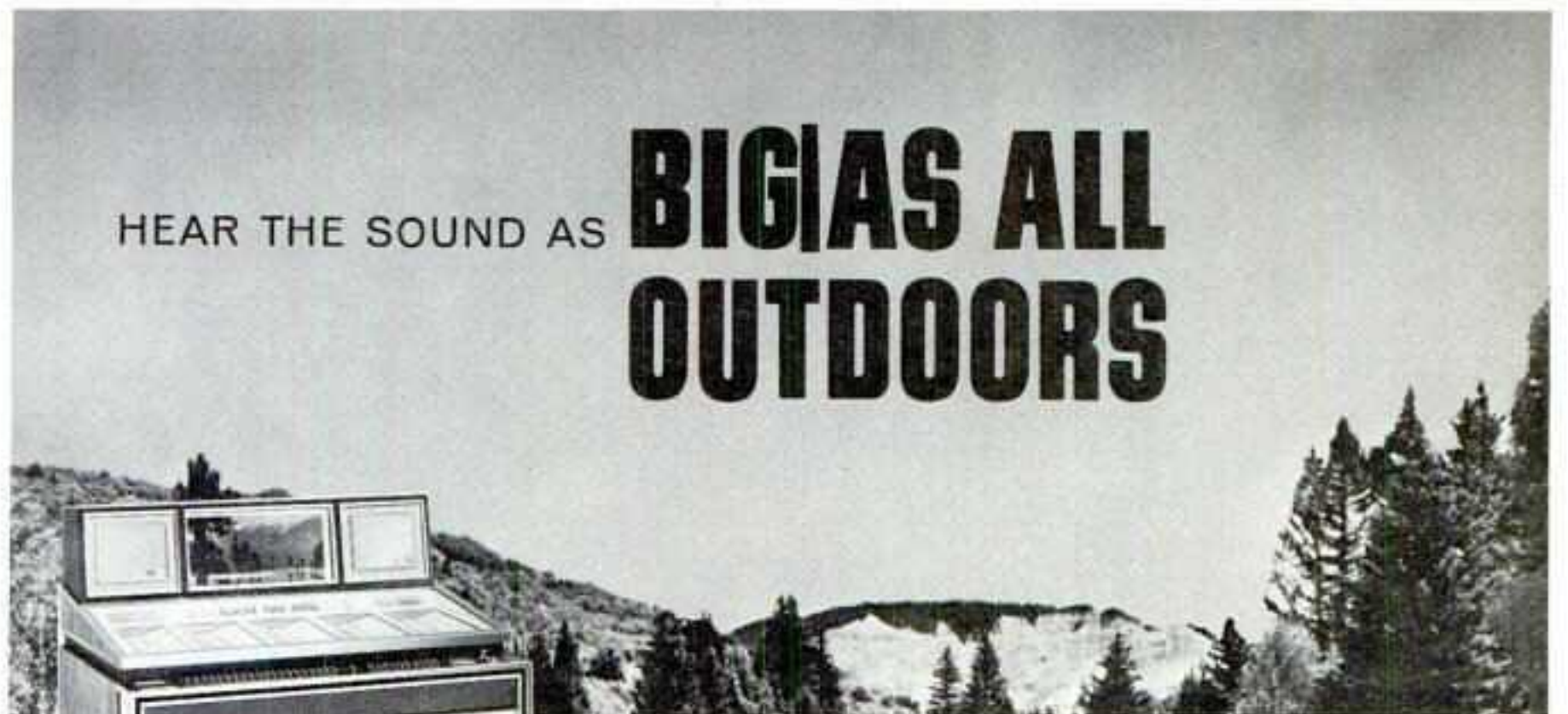
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Seeburg Ads

• *Continued from page 72*

big dance band sound package with Guy Lombardo and one by Buddy Greco concluded the release. Titles are: "Last Word in Lonesome Is Me," Eddy Arnold 1061; "Suffer Time," Dottie West 1062; "Dance Medley Time," Guy Lombardo 1039; "Big Band and Ballads," Buddy Greco 1050.

4 Rowe Shows

Continued from page 73

"All this," he said, "makes me especially happy because the Steelmade is manufactured by R. F. Jones for Rowe." The Jones firm (headquartered in San Francisco), said Paap, purchased the Steelmade factory in Lomira, Wis., several years ago and has been manufacturing the machines for Rowe ever since.

New Merchandise at the MOA Show

Midway

MIDWAY MANUFACTURING CO., proud of its new location at 3750 River Road in Schiller Park, Ill., exhibited its Premiere Shuffle Alley, Captain Kidd rifle game and a new shoe shine machine. Among executives at the exhibit were Henry "Hank" Ross, Marcine Wolverson, Bob Jones, Dick Knapa, Art Rapacz and Louis "Cyclone" Irme.

American SHUFFLEBOARD COMPANY

THE UNION CITY, N. J., manufacturer of shuffleboards and billiard tables introduced its Shuffle 88 at MOA and the innovation of an optional "Gemini" split coin box for pool tables which gives the location its separate key and automatically halves the income 50-50. Shuffle 88 is an eight-inning game featuring rollover switches across the center of the board, which activates a series of pin gates preventing free shots. Players must press a score button after firing their round of shots in order to continue play. On shots where no score is recorded another "no score" button is provided so play can continue.



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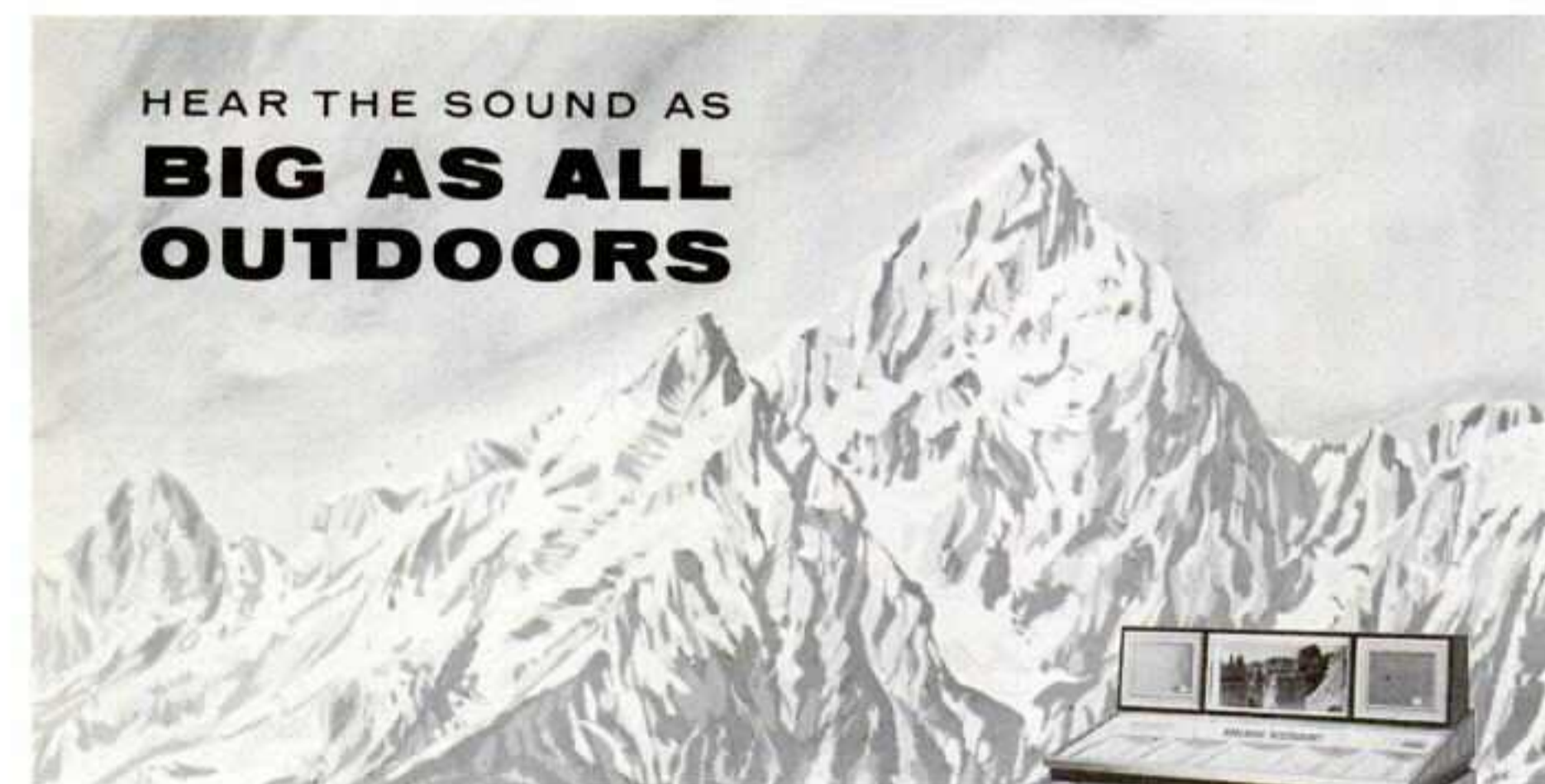
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NATIONAL COIN MACHINE EXCHANGE

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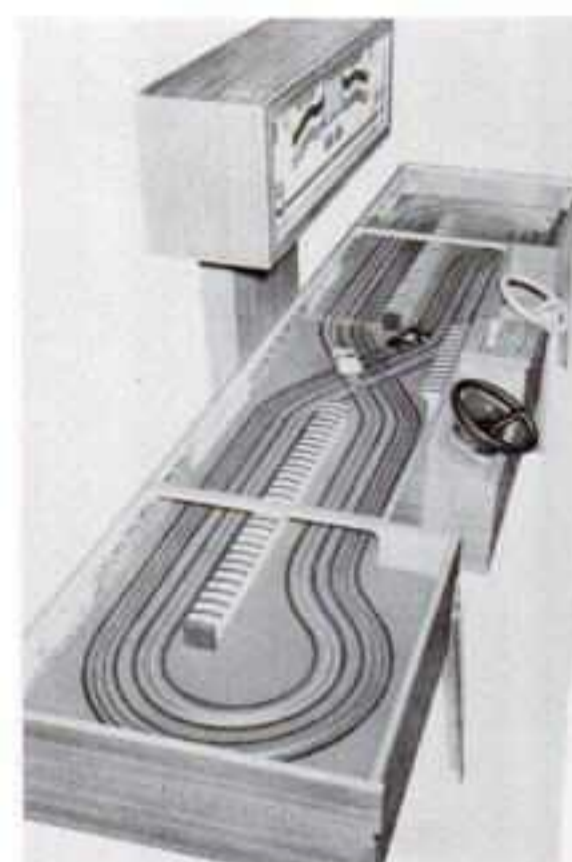


DRACO SALES COMPANY

2005 West Alameda, Denver, Colorado 80223

Phone: (303) 744-1797

American Machine & Foundry Company,



AMF entered the coin machine field with two pieces of equipment at the MOA convention. One piece, American Speedway, is a one or two-player game housed in a 120-inch long and 33-inch wide cabinet estimated by the company to yield income up to \$12 an hour. Game is usually set for dime play with duration of 60 seconds per game. The other entry was American Indy, measuring 36 inches wide, 30 inches deep and 54 inches high. A one-player with game duration of 30 seconds, player competes against lap timer against a background simulating the famed Indianapolis 500 classic. Personnel at the exhibit included national sales manager Howard Smith, Bert Lane, Harry Williams, William McBride, Denny Dennison, Gordon Horlick, AMF advertising manager John Maxzey, district manager Harry Shaffer, regional vice-president Frank Mueller, G. L. Peery, AMF vice-president, and Art Shaver, AMF district manager.

BRAD INC.

BRAD, Inc., whose meaningful name stands for Billiard Research and Development, Inc., exhibited an array of products including its specially compounded leather tip and impact resistant point. Also shown, a cue scuffer, incorporating a parabolic shape to yield a perfect contour and ideal matte finish to tips. Executives at the exhibit included Mr. and Mrs. Howard Reinhardt, Joseph Grillo and John Bilotta, who heads up distributing and marketing as the company's national sales representative. Bilotta joined Brad, Inc. a year ago.

Kiddie Rides for 1 Cent

By BOB LATIMER

DENVER—What is certainly the nation's biggest bargain in kiddie-ride entertainment for youngsters is featured at the colorful King's Soopers store in the new Italian Villa Shopping Center here.

The Denver supermarket chain spared nothing in the attempt to create a spectacular supermarket in the new Italian Villa, one of the largest and most costly in the nation. The long-low building, surrounded with heavy marble arches and porticos, featuring many gourmet and delicatessen foods is as unlike a standard supermarket as store architects could make it.

Just as different is the fact that two kiddie-rides, both of the bucking-horse persuasion, at the front of the store, bear big red-and-white signs which proclaim "One Cent Ride" on either side. Shopping mothers do a double-take when they first note the one-cent signs on the usually ten-cent rides, and immediately per-

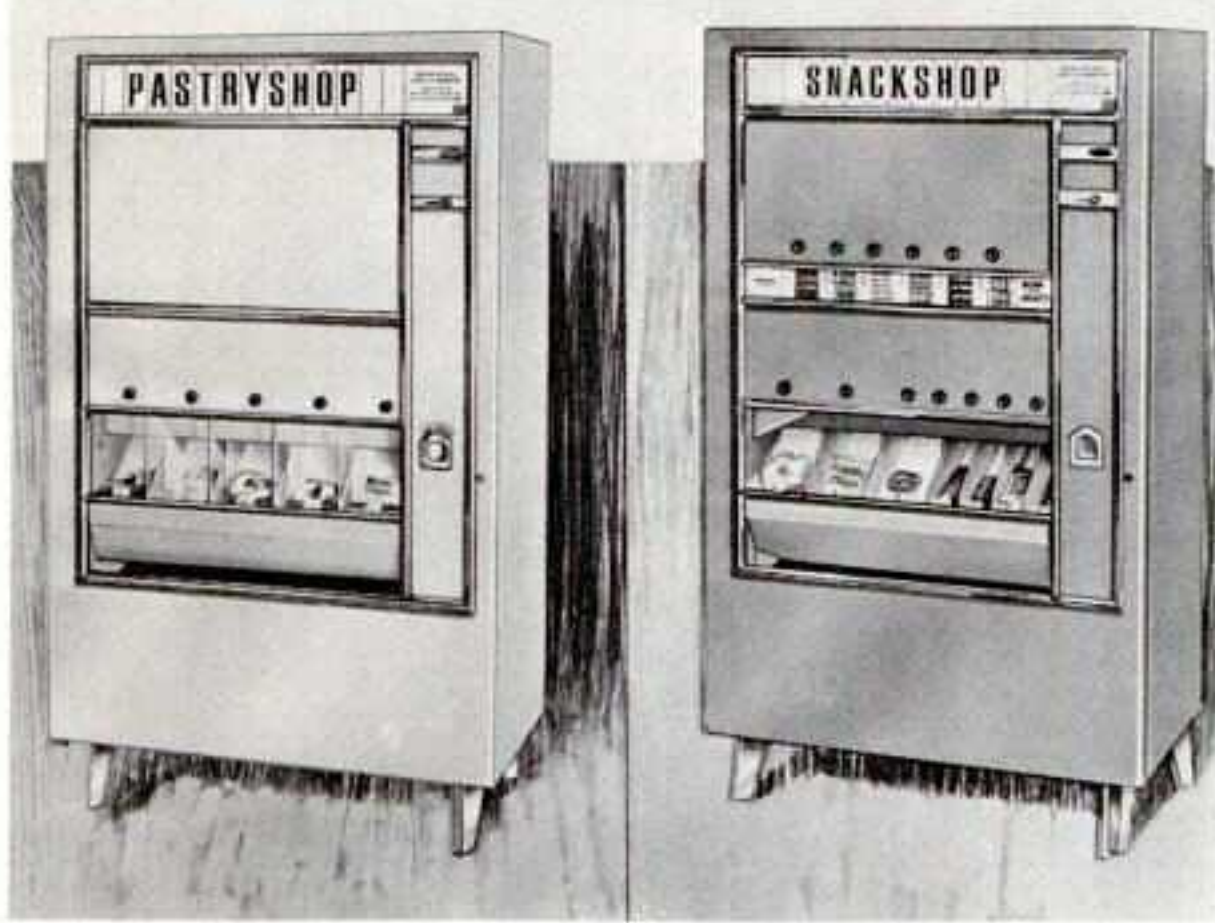
ceive an excellent opportunity to keep their youngsters entertained at low cost while the family marketing chores are carried out.

"Quite a few mothers step up to the nearest check-out stand to ask whether the one-cent price on the kiddie-rides is simply a mistake," Bailey Feagans, King's Sooper's manager pointed out. "Invariably, the next act is a search of the pocketbook for pennies."

Since a dime's worth of pennies will keep two children happily occupied for half an hour or more, the kiddie-rides have achieved exactly the purpose intended, according to Feagans.

The kiddie-rides were leased from Bennett Distributing Company, Jefferson County amusement machine operators, on a flat monthly rate. To date, since March, the two kiddie-rides have more than broken even on the penny-per-ride rate, a pleasant surprise to King's Soopers who have extended the one-cent-ride privilege to the firm's Lakeside store.

AUTOMATIC PRODUCTS COMPANY



AUTOMATIC PRODUCTS, manufacturers of the familiar Smokeshop and Candyshop venders, displayed two new vending machines, one a selective pastry vender (left) and the other a snack vender (right) both incorporating the company's 50-cent changer mechanism. Here, representing the company were W. J. Gross, vice-president and secretary, A. R. Gross, treasurer, A. J. "Art" Brier, sales manager and William Herbord, assistant sales manager.

Bally



BALLY MANUFACTURING, which introduced its revolutionary Loop The Loop game, featuring an across the field ball entry that "looped" the ball into an "S" curve, prior to MOA, launched two games at the show. One, "Six-Shooter" (left), a one-to-six player, and "Bazaar" (right), another definitely revolutionary flipper machine. Bazaar features movable flippers on sliding shafts which skillful player can cause to be closed, thus trapping the ball for additional action on the playfield. At the Bally booth during the convention were president Bill O'Donell, sales manager Paul Calmari, assistant sales manager Robert Harpling, data engineer Bob Calmari and director of public relations and service Herb Jones.

COLOR-SONICS

Color-Sonics made its official coin machine industry debut at the MOA trade show, showing its recently-introduced jukebox theater and a surprise entry, a self-contained combination unit comprising a jukebox mechanism for record play and a projection unit for sound films. Both units feature the 8mm film cartridge system from Fairchild Camera and Equipment Corp. The combination unit incorporates 24 film subjects and 128 record selections. It has a 352 square inch screen. The standard jukebox theater offers 26 film selections flashed on a 300 square inch screen. Full details and photo of the new combination unit will be published next week.

During exhibit hours Color-Sonics issued survey cards to be filled out by distributors and operators, asking what film selections they enjoyed viewing on the several machines in the company's 1,000 sq. ft. booth area. The completed cards are intended to indicate to Color-Sonics what operators want in the way of film subjects.

On the last day of the show, Color-Sonics staged a drawing, three winners in which received bags of quarters representing the typical week's receipts from a Color-Sonics machine. Attending the company's exhibit were Saul "Sonny" Knazick, vice-president and director of sales and marketing; Henry Schwartz, executive vice-president and Stanley Green, president. Oh yes, exotic dancer Nai Bonet was also at hand.

Coming Events

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel; Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association

convention and exhibit, McCormick Place; Chicago.

Nov. 12-15—International Congress and Exhibition of Coin-Operated Slot Machines for Industry

and Trade (INCOMAT); Kunstlerhaus, Vienna, Austria.

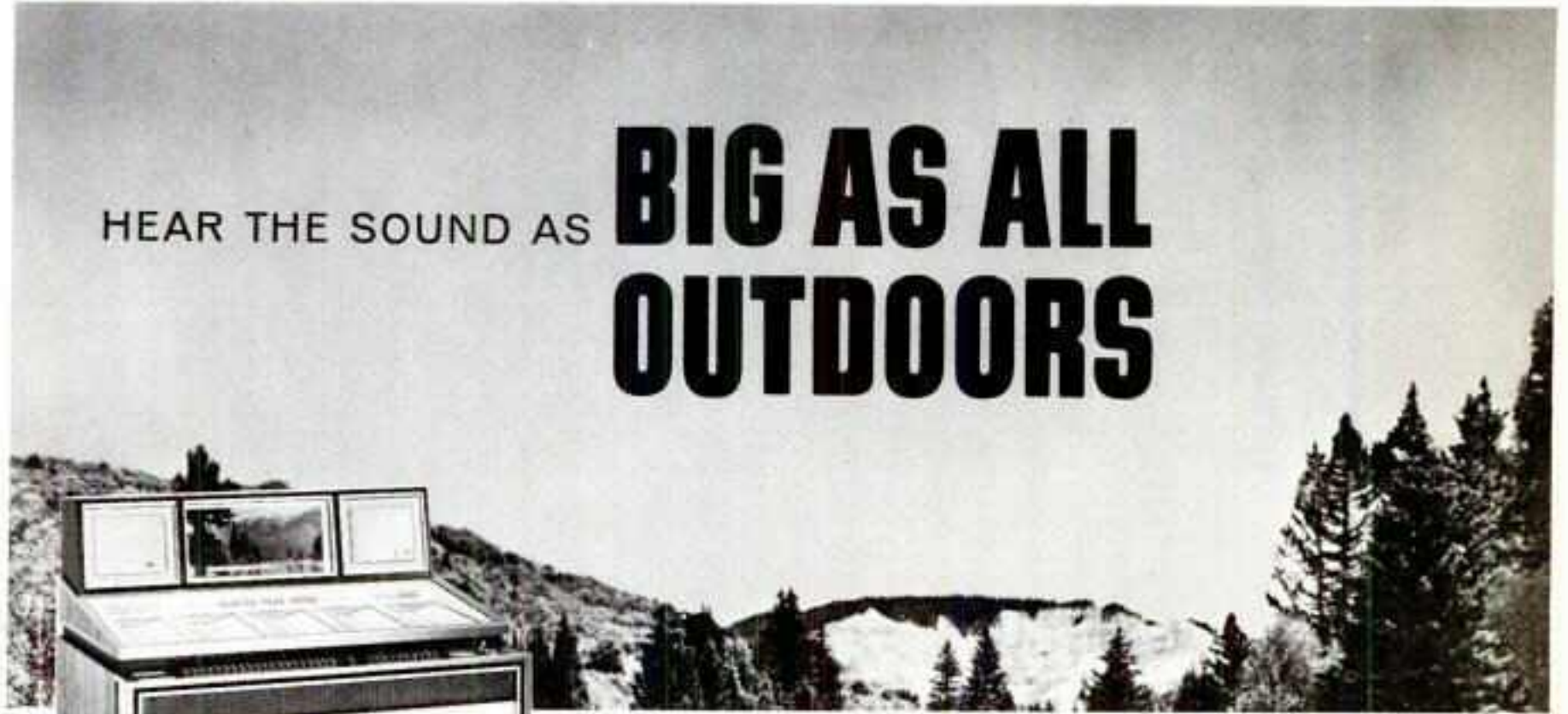
Nov. 29-Dec. 1—23d Annual Amusement Trades Exhibition, Alexandria Palace, London.

Jan. 24-26—Sixth Northern Amusement Equipment and Coin-Operated Machine Exhibition, the Olympia; Blackpool, England.

Dynaball Company

DYNABALL COMPANY, the Skokie, Ill., supplier of coin machine parts and billiard accessories, introduced its new "Dytrilon" billiard table cloth. Material, made of 100 per cent nylon, is available in backed and unbacked fabrication and is said to be highly snag-resistant,

eliminating the necessity to replace four or five times a year, cutting billiard cloth costs in half. Company also introduced its new loaded "Joker" ball which replaces any ball on the table thus limiting service calls due to a lost cue ball or other playing ball.



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Fire Damages Dixie Amusmt.

CHATTANOOGA, Tenn. — Fire extensively damaged the headquarters building of Dixie Amusement Co. here recently.

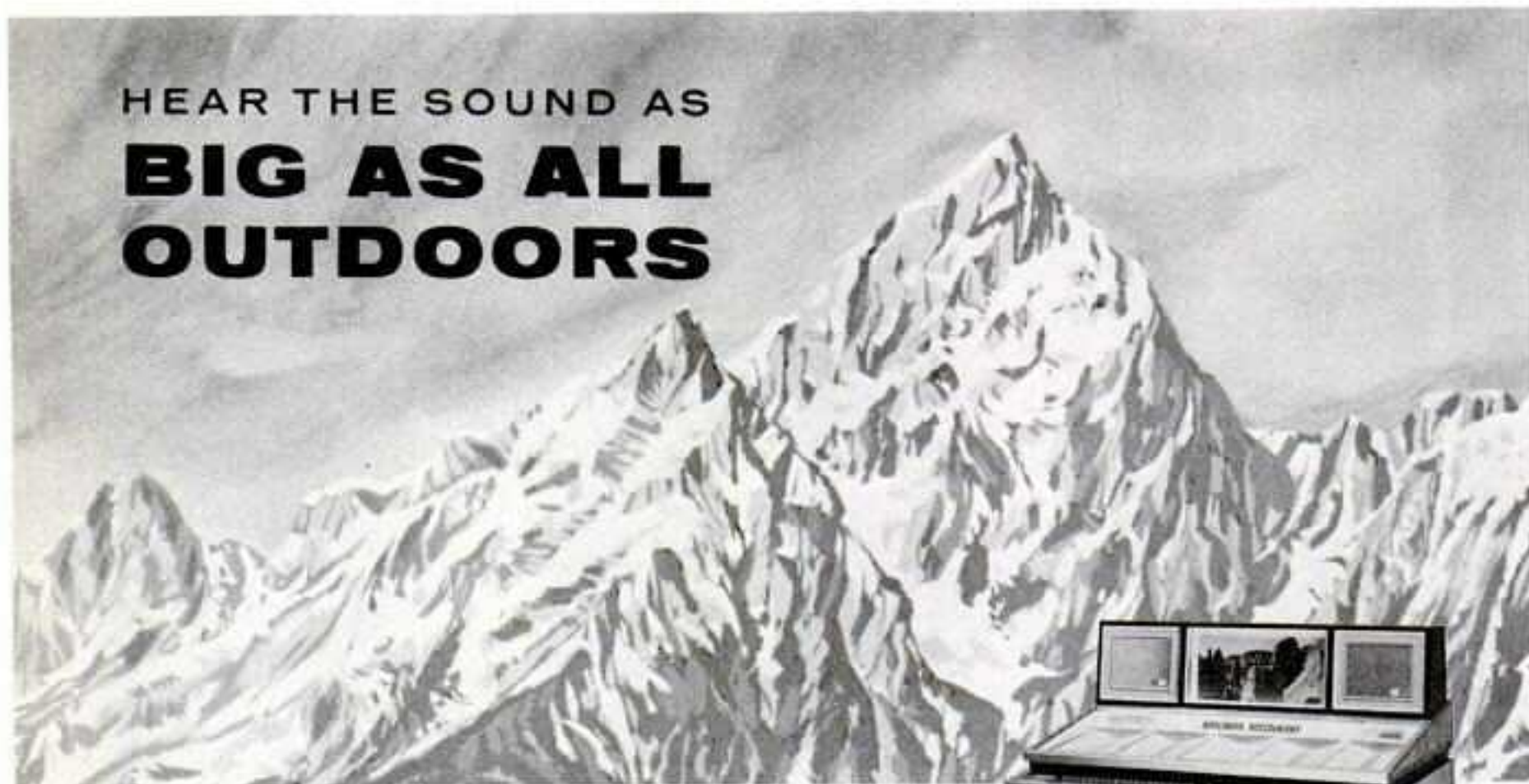
The company operates phonographs, games and vending equipment. Building owner Ma-

(Continued on page 78)

New Merchandise at the MOA Show

PATTERSON INTERNATIONAL, INC.

PATTERSON INTERNATIONAL CORPORATION, the Cincinnati, Ohio firm, exhibited its Foosball Match, Flip Match and Dragstrip games as well as its Emadis post card vender. Visitors were treated to a 20-minute 8mm color-sound movie which demonstrated the company's products on actual location.



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2100	210	2500	475
2104	210	2600	575
2150	210	2700	675
2204	235	2800	775
2250	235	2900	850

CLEVELAND COIN

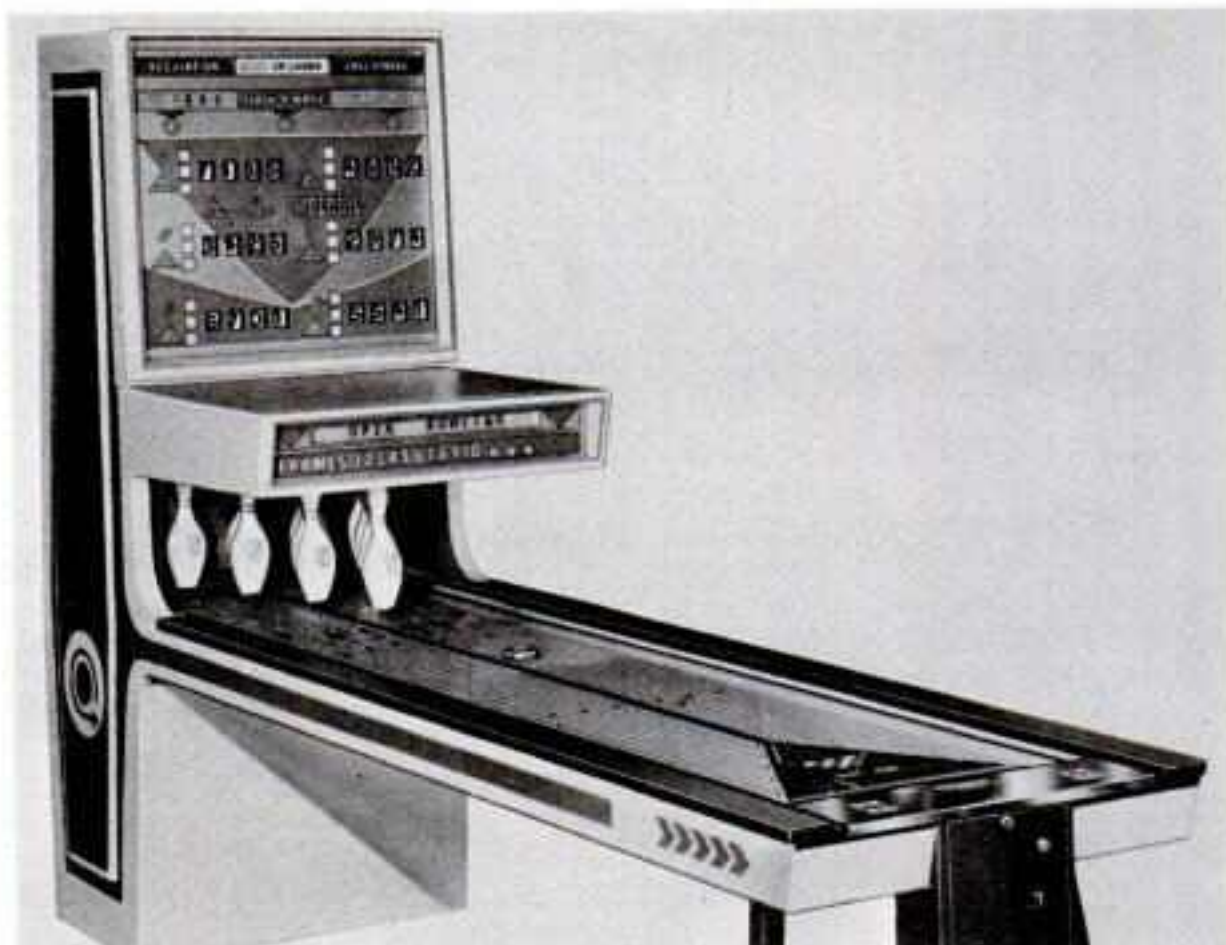
International

2029 PROSPECT AVE. CLEVELAND 15 OHIO
All Phones Tower 16715

CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES

IMPERIAL, a new puck bowler, was among equipment displayed by Chicago Coin division of Chicago Dynamics Industries, Inc. Styled with Walnut formica hand rails, 8' x 10", game featured 200-or-under winning score, call-the-strike button which features double score if strike is made and brilliantly lit scoring drums and pins. They also showed the new Super Scope gun game and their giant ball bowler, Flair.



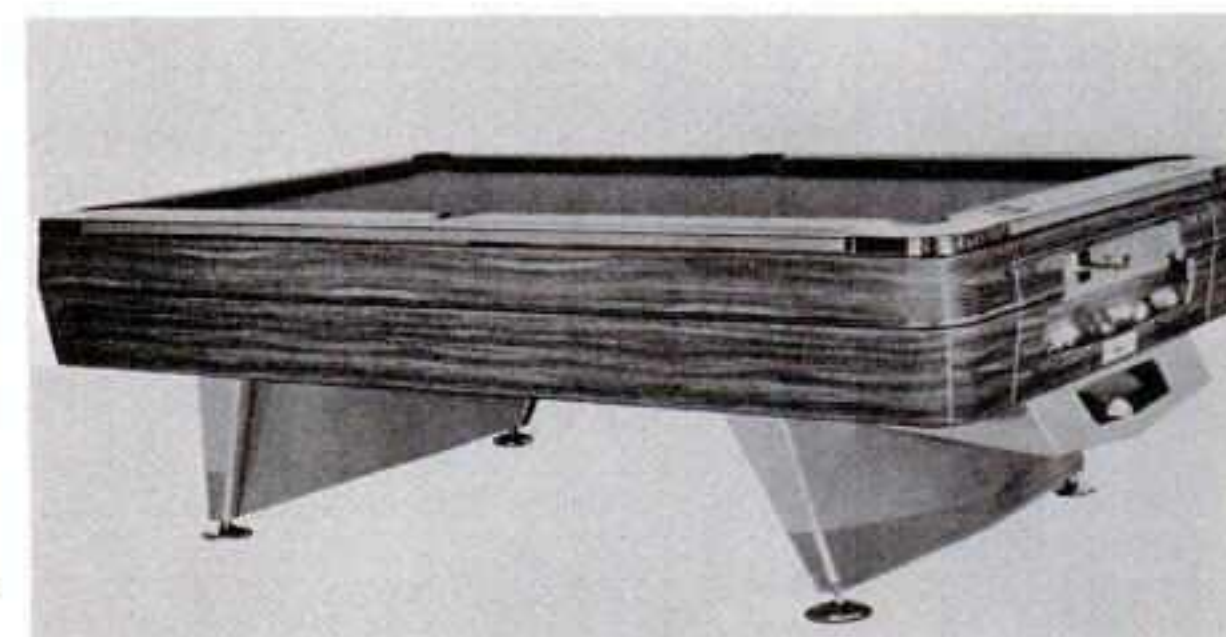
D&R
INDUSTRIES, INC.

Executives and personnel at this company were especially busy prior to MOA moving into their new quarters at 3420 West Irving Park Road in Chicago and then ushering all the salesmen and visitors through the plant during the confab.

As for MOA, the company exhibited its new AAAA billiard cloth with 20 ounce unbacked fabrication in 80 per cent virgin wool and 20 per cent nylon, a Canadian maple cue stick utilizing a Brad, Inc. tip and a complete line of speakers. Later were available as Econo, Aristocrat and Crown models, all assembled and compatible with new phonographs.

Dennis Ruber, Richard Uttanoff and Lyn Ruber headed up the parade of executives and personnel at the company's two exhibit booths and hospitality suites.

Irving Kaye Co. Inc.



This Brooklyn, N. Y., manufacturer added the Junior IV 101 by 8-inch size table to its array of Deluxe Eldorado models on display at the show. Models and dimensions of Irving Kaye tables displayed were: Mark V—114 by 64; Mark IV—106 by 58; Mark III—92 by 52; Mark II—86 by 48; Mark I—77 by 45; Junior IV—106 by 58.

Main features on company's tables included use of either 2 5/16 or 2 3/8-inch cue ball, genuine cured slate top, two die-cast scoring markers, all-Formica cabinet, drawers keyed identically, machine screw cushion mounting, separate maximum security cashbox, mechanism completely contained in one pull-out drawer, silent runway systems with no tracks and main runway sliding out for internal access to table.

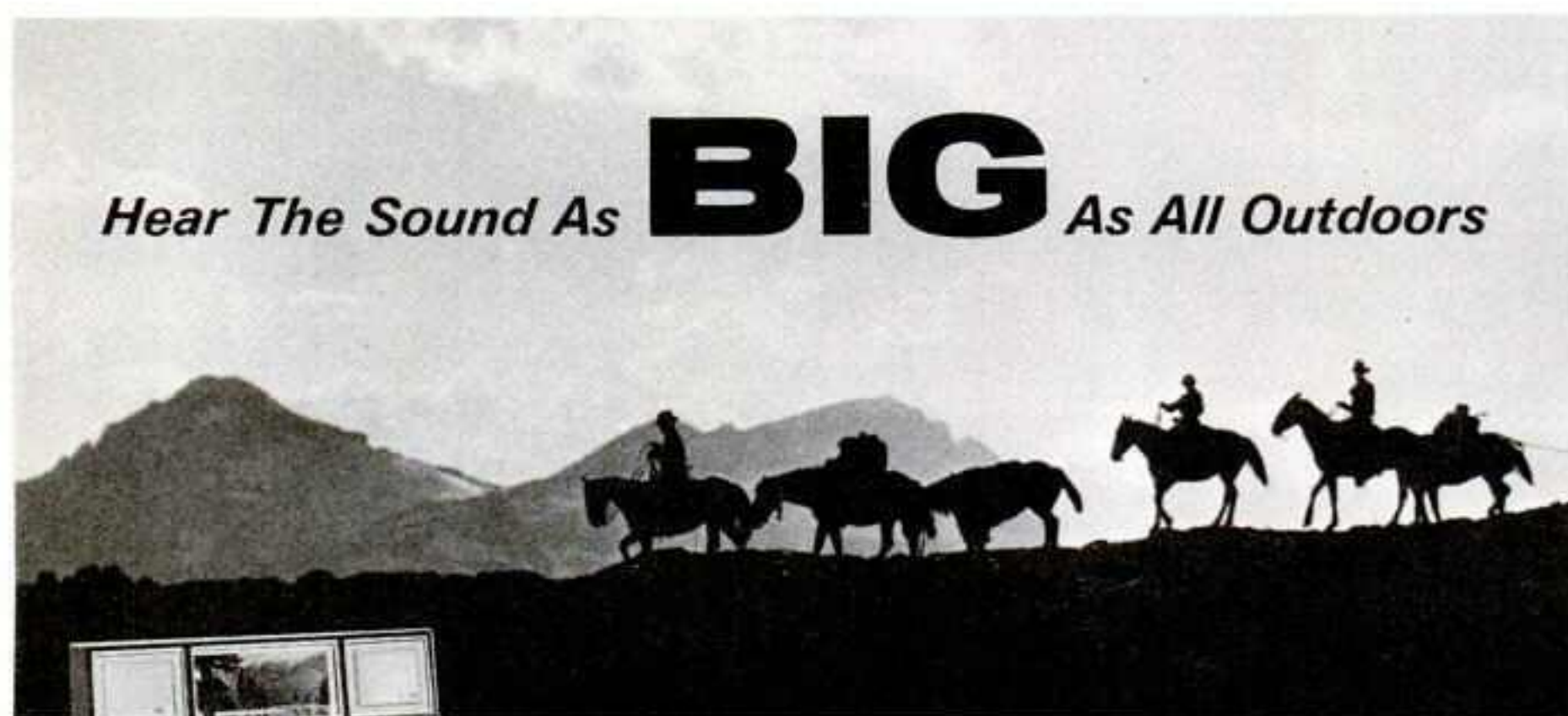
Showcase Shown In N. Carolina

RALEIGH, N. C.—Personnel from 18 operating companies attended a recent four-day open house display of the Seeburg Showcase phonograph at Southeastern Vending Distributors, Inc., here.

Hosting the affair were Michael D. (Mike) Wilson, manager of Southeastern Vending; Bill Hensley and Glenn Daughtry. Raleigh firms with personnel were Raleigh Music Co., Pierce Music Co., C. C. Bishop Music

Co., and Liles Music Co.

Outstate firms represented were Adams Music Co., Henderson; Norman Bostic Music Co., Jacksonville; H&H Music Co., Burlington; Thorpe Music Co., Warrenton; Knutton Music Co., Winton; Snipes Music Co., Durham; Modern Music Co., Fayetteville; Watkins Music Co., Albermarle; Cash Music Co., Louisburg; Sharpe Music Co., Durham, and Ayres Music Co., Greensboro.



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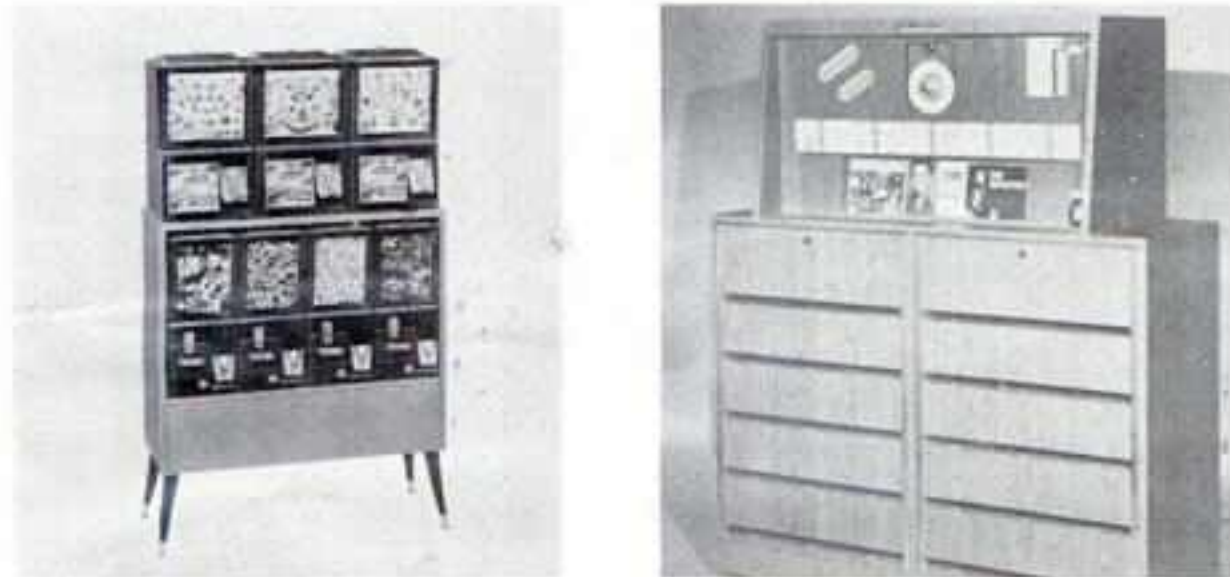
1040 S.W. Second Avenue
Portland, Oregon 97204
Phone: (503) 228-6557

Fischer



FISHER Empress (101C and 92C) above and Regent (91C, 86C and 77C) below both incorporate the company's new "Wedge-Lock" cushion assembly which utilizes 12 unit-lock clamps that replace more than 50 wood screws. New feature locks cushions, top rail, playfield and frame into a single rigid unit which Fischer claims yields faster ball action, easier set-up and easier cushion replacement. Other features of both tables include: new, truly balanced; smaller, precision weight cue ball; burn-proof top rail; trouble-free mechanism drawer and ball return unit; bolt down top frame; all metal self cleaning open center runways; heavy die cast leg levelers; cue ball return at opposite end of table; security control metal cashbox and housing; new style die cast chrome corners; one piece side panel; mechanism drawers keyed alike; all wool felt covering. Company also displayed its new Fiesta Model 58 rebound table.

LOGAN DISTRIBUTING COMPANY



LOGAN VENDING CO. exhibited a deluxe console stand (left) from Victor Vending Corp. vending 100 or 200 count ball gum, jelly beans, wrapped gum and pen-charm mix and a record vender (right) from Melodie Vendor Corp. Jack Nelson, Dick Boylan, Don and Wayne Smith were at the exhibit where operators were shown the 450-disk capacity vender weighing 335 pounds and measuring 59 inches high, 18 inches deep and 50 inches wide. Also displayed, a cigarette and candy machine.

NATIONAL
Shuffleboard & Billiard Co.



THE NEW JERSEY company displayed its new "Select-O-Ball" Model 100 pool table featuring a mechanical coin mechanism and allowing for straight pool, and as well, the selection of other types of games. Company expects to create a new market with a type of table that can appeal to professional billiard lounge customers.

Valley[®]

VALLEY, the Bay City, Mich. company that introduced its magnetic 2 1/4" true-size cue ball at last year's MOA, exhibited models this year featuring a new formica finish. Models on display included No. 1785M (78" x 45" x 31"), No. 1875 (87" x 50" x 31") and No. 1935 (93" x 53" x 31"). Also with the exhibit this year was Gene Hollister of Schmelke Manufacturing, manufacturers of cue sticks.

South Dakota Ops Discuss Problems

SIOUX FALLS, S. D. — Abolishment of the gross sales tax, group hospitalization and a poor pheasant crop were among topics discussed at the recent meeting of the South Dakota Music & Vending Assn. held at Ramada Inn here.

Guest speaker was Robert Chamberland, Democratic candidate for governor. His talk touched on the problems sur-

(Continued on page 78)

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SOUTHERN MUSIC DISTRIBUTING CO., INC.

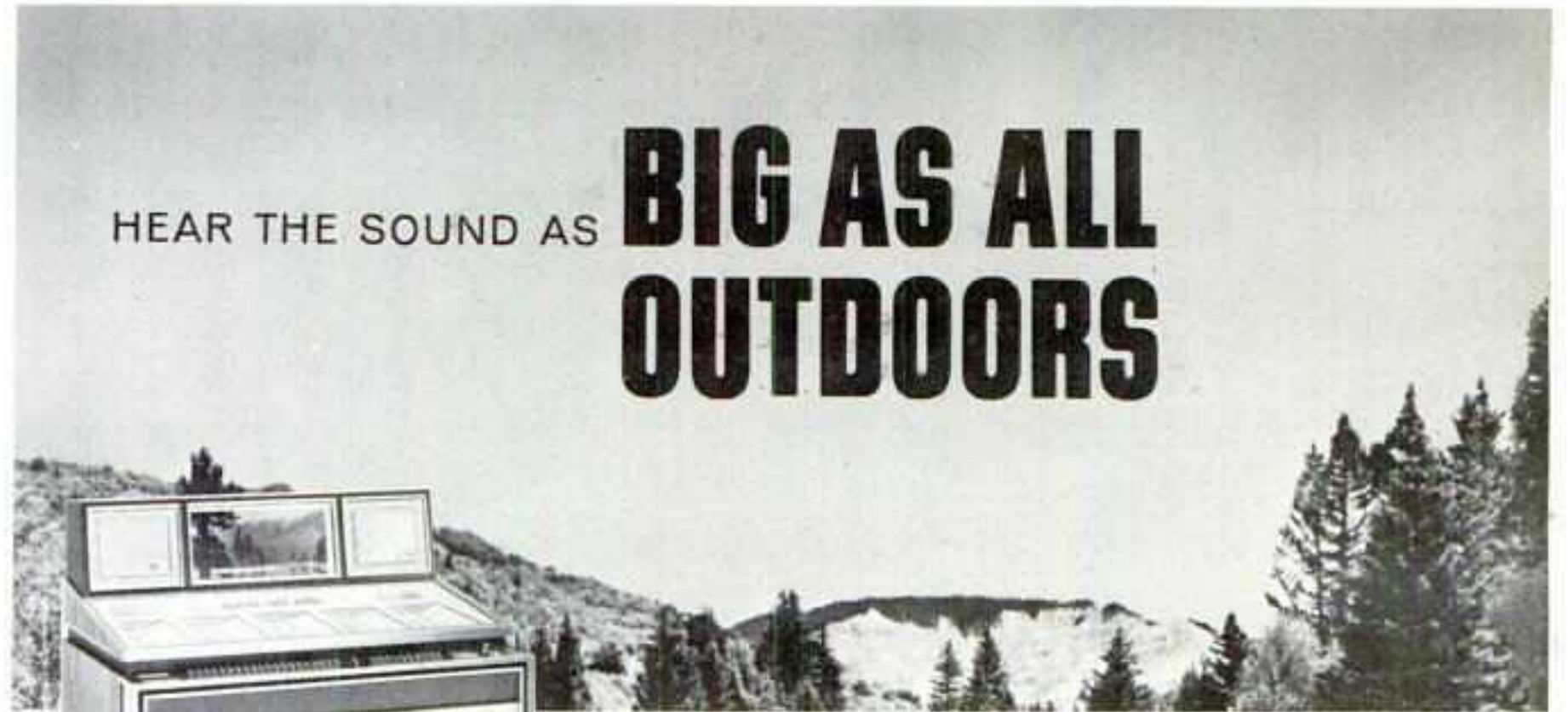
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Jacksonville, Florida

826 South Dixie Highway
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Fire Damages

• *Continued from page 76*

mie V. Steil said a full investigation of the fire would be conducted by insurance investigators and Chattanooga Fire Marshal Mike Quinn.

Fire fighters discovered flames leaping through the roof of the building when they arrived at the 914 Houston Street address at 4 a.m. on Sept. 17.

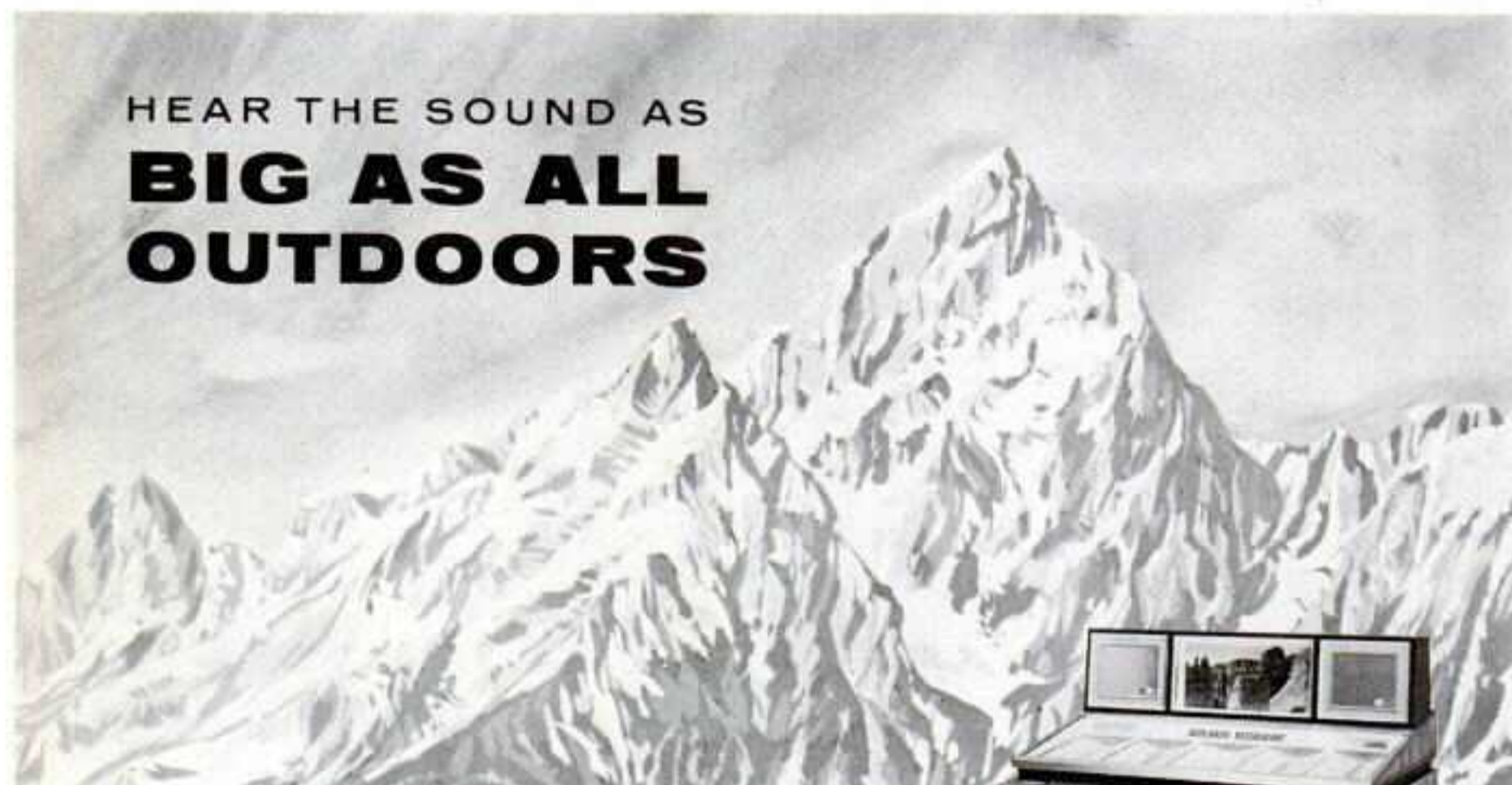
New Merchandise at the MOA Show

Scopitone

This company's exhibit proved a real crowd-getter with lovely Scopitone actresses Joi Lansing and January Jones lending decor and inviting operators to pose with them for photos. Company introduced a dollar bill acceptor with its units, one of which featured

giant four by six-foot screen coupled with wall box selector, this, a new addition to its 16mm unit. Also displayed were 72 new films as company introduced new price policy and lined up distributorships.

Company personnel at the exhibit included president of the board A. A. Steiger, Fred Leuthessei, Joe Pilolda, general plant manager, Boris Zlatich, Paul Hunter, film producer, Ed LaHood and Ray Kraehmer.



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OUTDOORS**

COME IN TO SEE AND HEAR
THE WURLITZER

Americana

ON DISPLAY DURING NATIONAL WURLITZER
WEEK, OCTOBER 31 THROUGH NOVEMBER 4



Northwestern



NORTHWESTERN'S Punt Return game, demonstrated here by pretty Susan Johnson, was one of two nickel novelty machines premiered by the well-known vending company at the MOA. The other machine, Booze Barometer, rates players from "Sober as a judge" to "Drunk as a skunk." Both require skillful manipulations, are battery operated and are sized for counter location.

SPECIALS FOR THIS WEEK . . .
Ready For Location

Cable: LEWJ0 Call, Write or Cable

Bally Champion Horse . . .	\$445.00	Rock-Ola 1458	\$155.00
CC 4 Game Shuffle	95.00	Rock-Ola 1468	195.00
United Avalon	295.00	AMI WQ 120 & 200	
United Lucky Bowler	245.00	Wall Box	35.00
Williams Titan	90.00	Seeburg 3W1 Wall Box,	
Williams Vanguard	75.00	As Is, But Complete	5.00
AMI F	85.00	Seeburg E1 Cigaret Machine	65.00
AMI Lyric	215.00	Seeburg E2 Cigaret Machine	95.00
		Eastern, 22 Col.	45.00

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: MEIrose 5-1593



HEAR THE SOUND AS
BIG
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COME IN TO SEE AND HEAR THE

Wurlitzer
Americana

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WEEK, OCTOBER 31 THROUGH NOVEMBER 4



THE WURLITZER COMPANY OF GEORGIA

1761 Tully Circle, N. E., Druid Hills Road Industrial Park
Atlanta, Georgia 30329

ROCK-OLA



ROCK-OLA'S Model 432 Grand Prix Imperial, one of three phonographs displayed at MOA. Company displayed its Model 433 GP 160 and Model 431 Coronado 100 selection phonograph as well as a full line of vending equipment (seen elsewhere in this issue in NAMA product parade). Representing Rock-Ola were executive vice-president Ed Doris, phonograph division sales manager Lester Rieck, advertising manager George Hincker, export manager A. Janacek and Dr. David R. Rockola, assistant to the president.

South Dakota Ops

• *Continued from page 77*

rounding the 3 per cent sales tax as applied to gross sales.

Also addressing the group was Roger Kelley, representative of Time Life Insurance which handles the group plan for the association.

Operators here, who normally look forward to the pheasant hunting season as a peak period,

were lamenting the fact that game birds are scarce this year. "We think it's the fertilizer farmers are using," association president Earl Porter said. "It seems to be killing pheasants and they've cut the season from 45 days to just five," he reported.

Another matter taken up by the group was a vote to cut back the meetings from four to three. Next gathering will be in Huron, early in January.

THE WURLITZER AMERICANA Model 3100





THE WURLITZER AMERICANA
Model 3100 200 Selections

THE AMERICANA

IS THE LOWEST, SLIMMEST, MOST IMPRESSIVE
WURLITZER EVER BUILT

BIG AS ALL OUTDOORS IN BEAUTY Focal point of the Americana is its panoramic pictorial dome panel. Two colorful scenes are supplied with each phonograph. Additional ones are available at Wurlitzer Distributors plus illustrations depicting various national and religious holidays. Other outstanding features highlighting the Americana's beauty are title strip holders that glow with a soft turquoise hue . . . new cardinal red contoured selector buttons . . . distinctly different grille that appears to be textured vinyl but is actually perforated metal . . . and new beautifully grained and colored sides of simulated pecan wood. Not a single visible external unit of the entire cabinet has been a part of any previous phonograph — yet one tried and proven coin-coaxing feature has been retained . . . Wurlitzer's exclusive GOLDEN BAR.

BIG AS ALL OUTDOORS IN SOUND Flanking the pictorial panel are four listening-level speakers, two of middle range — plus twin tweeters. Acoustically coordinated with the two twelve-inch woofers, the six cone responses constitute a musical mix that delivers a sound as big as all outdoors, truly spatial and realistically recreated to rival the original recording session.

The solid state amplifier has an output of 25 watts per channel, a separation capability of 40 db and an automatic level control of 18 db.

Experienced professional artists and musicians have pronounced Wurlitzer Stereophonic Sound as the finest in the commercial music business.

Thousands of music operators and location owners also agree that it is equally superior as a profit-producer.

BIG AS ALL OUTDOORS IN SERVICE FEATURES Ninety-five percent of the service on a Wurlitzer Americana can be done from the front.

You can change records, change title strips, replace the stylus or the upper fluorescent tube. The Playrak is directly to the right for setting desired plays per coin. Look below the Playrak. There's the complete coin mechanism ready to pick out bent coins, if necessary, or for instant removal with the flip of a latch and the pull of a plug.

Rear service is simple, too. If amplifier service is ever necessary on the Wurlitzer Americana, one key unlocks both panels. The upper metal panel is hinged to raise and latch in position. The lower steel section lifts easily out of its locking slot. The amplifier slides out on roller bearings. Both sides are fully exposed for circuit checking. Stepper installation and adjustment are also accomplished through the same rear opening.

* * *

NOW DOLLAR BILL PLAY

Any Wurlitzer Model 3100 can be ordered with a National, U. S. Dollar Acceptor as an optional accessory. Positioned in center of dome, it replaces the pictorial display.



From the Desk

**Wurlitzer has
a marvelous
public address
system to give
double duty
from the
Americana**



From the Bar



**Wurlitzer Model 5220
Remote Speaker Wall Box**

Designed to turn every booth, bar or counter into a new auxiliary earning center, this is the only remote speaker wall box offering half-dollar play for Little LP's and top tunes selection from the Golden Bar. Two 3 x 5-inch speakers are top-mounted for private listening with amazing bass response and true stereo reproduction. Available without speakers as Model 5220-A. Also as a 100-selection version with remote speakers as Model 5225, and without speakers as Model 5225-A.

Every restaurant or tavern needs a paging or public address system... to call patrons to the phone... to announce birthday greetings... last call for drinks... to conduct sing-alongs... or for the use of singing bartenders.

The Wurlitzer Public Address Microphone Kit 190 turns the Wurlitzer Americana into an excellent system for all these uses.

It is comprised of a hand microphone, control relay assembly and control case. The mike is equipped with a push-to-talk, flip-to-stay-on type of switch. The transistorized preamp has replaceable relay. The junction box has a volume control and standard mike plug. As illustrated, studio quality Shure Hand Model 430SL microphone suitable for voice or music is available from any reputable electronics dealer.



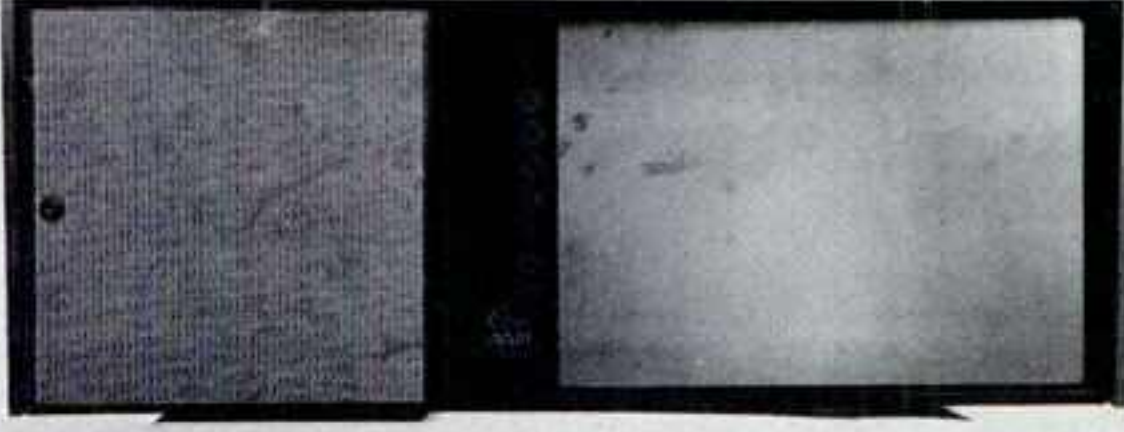
WURLITZER AMERICANA SPECIFICATIONS

Model	Selection	Height	Width	Depth	Net Weight	Crated Weight	Comments
3100	200	48"	40"	24½"	367 lbs.	415 lbs.	Less Stepper
3110	100	48"	40"	24½"	356 lbs.	404 lbs.	Less Stepper
WATTAGE:		NORMAL OPERATING		MAXIMUM INPUT		STANDBY	
Models 3100 & 3110		250		400		130	

THE WURLITZER COMPANY
North Tonawanda, New York
111 Years of Musical Experience



Rowe®



ROWE'S Music Merchant which pairs with audio-visual Phono Vue accessory (above) features dollar bill acceptor, 30-second "Play-Me" records to stimulate jukebox play when phonograph is not playing, change-a-scene front panels, programming at 100, 160 or 200 selections, stainless steel and vinyl cabinet styling. Both drew much show comment.

WICO

WICO, for the first time in its history, exhibited at both the MOA and NAMA conventions this year. Heading up the exhibit booth for the well-known parts supply firm at MOA were Morrie, Jack and Milt Wiczer, Ed Ruber, Hy Merkin, Red Gunstein and Bob Garrott. At the NAMA exhibit Dennis Parsons, Vic Squeo, Don Harton and Harry Walsh held forth.

WICO's new two-color catalog, up 20 pages over last year's, featuring a three-color front, was distributed at both shows where personnel reminded operators of the company's new service center at 2929 North Pulaski Road.

To Be Continued Next Week



Managers Buy R. F. Jones Salt Lake City Branch

By GODFREY LEHMAN

SALT LAKE CITY—The two top officials of the Salt Lake City branch of the R.F. Jones Co. have purchased the branch from the San Francisco-based firm, and are now operating it under the name Diamond Distributing Co. Tommy Thompson, who was manager for Jones, is president of the new firm, and Garth Brown, formerly sales manager, is secretary-treasurer. Diamond continues to represent AMI-Rowe boxes, as did Jones, and covers the states of Utah, Idaho and Montana. Thompson and Brown have

also purchased the Denver branch of Jones, and they have named Bud Carlson as manager. Carlson had been working in the Denver branch for Jones. From this office Diamond covers Colorado, Wyoming, and New Mexico, to give the new company almost complete coverage of the entire inter-mountain area. The firm is located at 375 South Second West Street. One of Diamond's first steps was to give a party for operators to mark the debut of AMI's new 200-play "Music Merchant," with the dollar bill acceptor and scene changer.

Showcase Shown N. C. Ops

RALEIGH, N. C. — Personnel from 18 operating companies attended a recent four-day open house display of the Seeburg Showcase phonograph at Southeastern Vending Distributors Inc. here.

Hosting the affair were Michael D. Wilson, manager of Southeastern Vending, Bill

Hensley and Glen Daughtry. Raleigh firms with personnel attending were Raleigh Music Co., Pierce Music Co., C. Bishop Music Co. and Liles Music Co.

Outstate firms represented with personnel were Adams Music Co., Henderson; Norman Bostic Music Co., Jacksonville;

H & H Music Co., Burlington; Thorpe Music Co., Rocky Mount; Cape Fear Music Co., Wilmington; Powell Vending Co., Warrentown; Knutton Music Co., Winston; Snipes Music Co., Durham; Modern Music Co., Fayetteville, Watkins Music Co., Albemarle, Cash Music Co., Louisburg; Sharpe Music Co., Durham, and Ayers Music Co., Greensboro.



HEAR THE SOUND AS
BIG
AS ALL OUTDOORS



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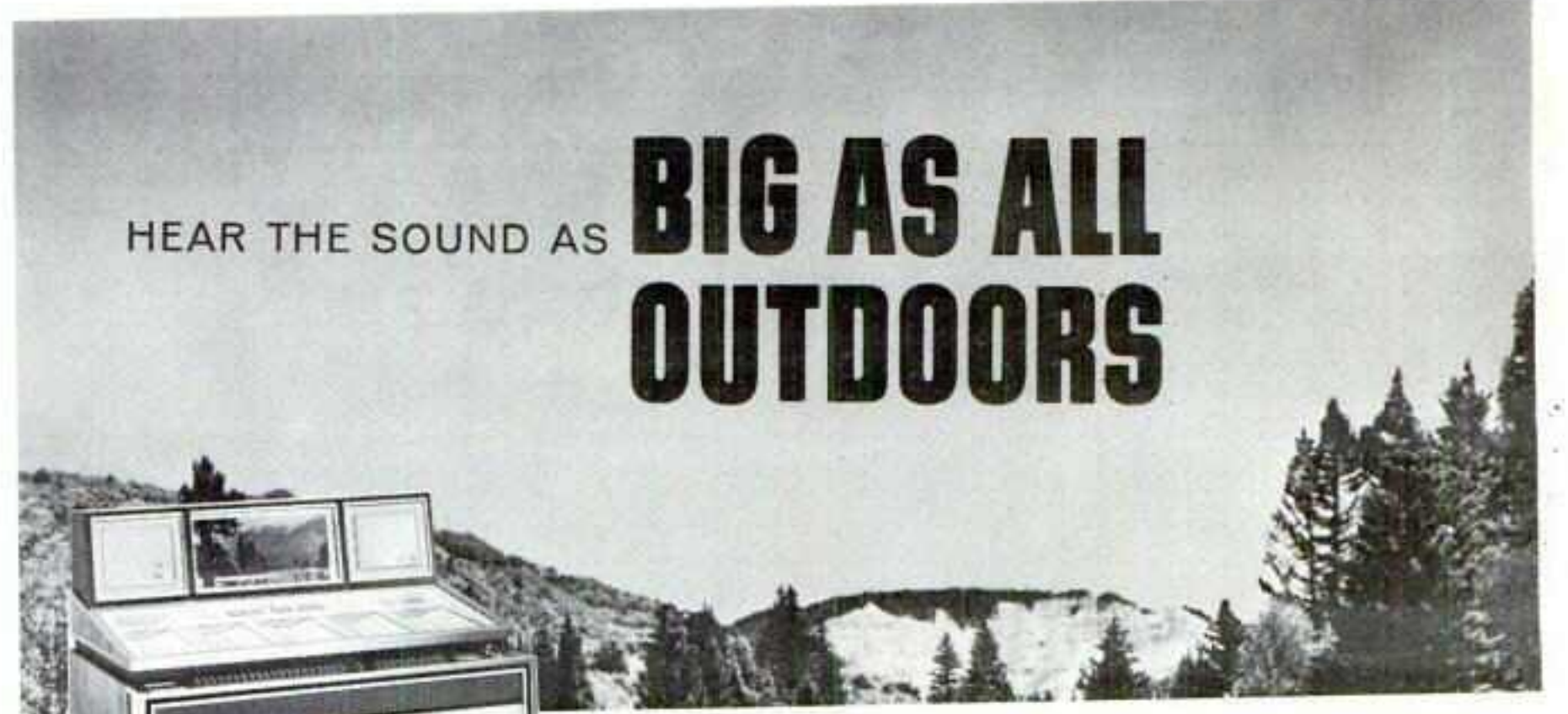
Wurlitzer Americana

ON DISPLAY DURING NATIONAL WURLITZER WEEK, OCTOBER 31 THROUGH NOVEMBER 4

SANDLER VENDING CO.

236 Girard Avenue North, Minneapolis, Minnesota 55405

Phone: (612) 377-1140



HEAR THE SOUND AS

BIG AS ALL OUTDOORS



COME IN TO SEE AND HEAR THE

WURLITZER Americana

ON DISPLAY DURING NATIONAL WURLITZER WEEK OCTOBER 31 THROUGH NOVEMBER 4

COMMERCIAL MUSIC COMPANY, INC.

1550 Edison Street Phone: (214) 741-6381 Dallas, Texas 75207

Wurlitzer Debuts 2 Units

• Continued from page 68

alike companion piece, the Satellite Music Selector Console.

"The latter," declared company sales manager Robert Bear, "is another Wurlitzer first."

First feature to catch the eye of operators approaching the Wurlitzer exhibit was the Americana's new "panoramic pictorial dome panel." Flanked by the dome speakers is a framed area for display of colorful American scenes, two of which are supplied with each phonograph. Or if the operator wants currency instead of color, an optional equipment National Dollar Acceptor may be inserted top center.

Wurlitzer thus becomes the third major phonograph manufacturer to make paper money acceptance available with its 1966-1967 models.

The Satellite Music Selector Console, Model 5131, consisting of speakers and selector panel, is a virtual twin to the Americana in exterior, lacking only the vertical dome panel. It is designed for use with the Americana in multiroom or large-room locations where remote selection and full sound are desirable.

"No single visible external unit of the entire cabinet structure has ever been a part of a previous Wurlitzer phonograph," Bear said. "The appearance of the Americana is entirely new."

The trend today in industrial product design is toward outside consultants, and Wurlitzer retained Van Dyke Associates to style the Americana.

The unit's height, 48 inches, is 5½ inches less than the Wurlitzer 3000. It is 40 inches wide, or 5 inches more than last year's model. It is 24½ inches deep—2½ inches thinner than the 3000. "It hugs the wall in the space-conscious location," Baer said.

The Satellite is 38 inches high, 48 inches wide and 17 inches deep. Without the carousel mechanism to encase, the Sat-

ellite is 7½ inches shallower than the Americana.

Details of the new Americana are as follows:

Front Door Panel

The service door panel carries both the "Americana" and Wurlitzer identifications backed by glowing light. Construction comprises a steel panel perforated with 179 holes per square inch. The steel panel is joined with a vinyl sheet for a glowing effect, across which sweeps a glass escutcheon strip in which are fired the identification names. The glass strip is mounted in aluminum extrusion channels.

Beneath the service door, separated by a charcoal grey steel panel, is the lower speaker grille, framed, like the service door, in bold aluminum extrusions. The grille panel material is textured vinyl of multishell design bonded to sheet aluminum and drilled with a myriad of tiny perforations. Directly behind this panel are two low-frequency 12-inch speakers with a range of from 40 to 5,000 cps (or Hertz, as this movement of the speaker cone is now called).

Including the top display panel, location personalization panel and the program holder, the entire dome is framed by die castings (though formed steel is used atop the display panel). A license or operator identification card may be displayed in a special insert in the center of the top steel panel.

Finished in charcoal grey, the top display panel has the panoramic pictorial dome panel in the center flanked by speaker grilles, each containing two speakers, a 3 by 5-inch elliptical and a 6½-inch circular cone.

Wurlitzer currently has available six full-color panoramic scenes for placement in the dome. Two such scenes, printed back-to-back, are shipped with each phonograph. Seasonal and holiday scenes will also be made available. The center panel may also be used to promote the location's specialties or display



AMERICANA and Satellite selector console by Wurlitzer, introduced at the 1966 MOA convention in Chicago. Satellite features identical programmed title strip section to Americana and acts as remote unit in either a large room or a separate location adjacent to the Americana installation.



CLINT SHOCKEY, of Royal Dist. in Cincinnati (left) and Wurlitzer's director of sales, Bob Bear. Both are wearing coat of arms on jacket pockets that became a trademark on Wurlitzer sales personnel during MOA show.

two 7-inch album covers. Phonographs with the dollar bill acceptor carry the unit in the display panel position.

A location personalization strip prepared in any of a variety of type faces to suit location

(Continued on page 90)

Service-Slanted Showings

• Continued from page 68

tion of the "Americana" and companion selector console "Satellite."

The affair was one of several service-slanted distributor meetings held over the country in past weeks. Here from Wurlitzer were manager of sales Bob Bear, assistant manager of advertising and promotion Dick O. Conner, assistant manager of sales Al Dietrich, district sales manager Bert Davidson, district service manager Bob Harding and factory service engineer C. B. Ross.

Here representing Central Distributors, Omaha, was Leonard Van Sant and with him his brother-in-law who resides here, Bob Blohm. Norman Marsh represented Brandt Distributing in St. Louis. Here from Sandler Vending, Minneapolis, were president Warren Sandler, service manager Bob Crosby, shop foreman John Strauch and service staffer Rudy Knack. Sales and service staffers Willie Lipsey and service manager Reid Whipple represented United, Inc., Milwaukee.

Also here from Angott Distributors, Detroit, were Charles Andrews, sales, and Harold Christianson, of the service department. President Ronald Gold headed up the contingent from Cleveland Coin Machine Exchange which included Sandy Gold, Bill Rosenfield and Herb Wedewen of the sales department, and Guy Lisco, service manager. Clint Shockey, general manager of Royal Distributors, Cincinnati, and service manager Jack Silvernell were here. And from National Coin in Chicago service manager Arthur Martin, service staffer Milo Marks and salesman Ed Hall attended.

Ross seems right at home addressing service personnel in strong, plain spoken language. He infused his hour-long lecture with the theme that it is the "little things" that often bring about innovations in product engineering at Wurlitzer.

Much of Ross' detailing concerned "little things" that were not innovations, but rather, regular features on later models that are often overlooked by service personnel and salespeople who are also prime targets for Ross.

Such an item, the additional third credit wheel and Wurlitzer's well-known Playrak. Ross pointed out that the addition of the third credit wheel allows pricing to be set for a dime as well as for quarters and half dollars regardless of nickel or dime pricing. The range of the credit wheels, Ross enlarged, has been expanded from 1-10 to 1-15 credits per coin, allowing the mechanism to be set for any combination from one to 15 credits.

Recent emphasis on quarter

play also was harkened when Ross reminded his audience that the Playrak credits a half dollar's worth of music when two quarters are deposited consecutively, thus making the mechanism fully versatile.

A little thing again but not entirely insignificant, varying line voltage, promoted Ross to explain that a press-to-reset circuit breaker is now part of the Playrak equipment. "This we found gives protection for credit coils in case of different voltage or a coin switch failure caused by a defective coin," Ross reminded.

Turning to the keyboard Ross pointed out how its appearance changes from model to model. Sales-appeal-wise, the group had already been reminded that this year's buttons in Cardinal red were "finger-tip contoured and sensibly separated for error-proof selection" but Ross went further.

"After we originally brought out what we sometimes call 'the change your mind' reset button in the keyboard," Ross said, "operators and distributors requested that it be eliminated since they felt that a number selected in error could be unlatched just by pressing another letter and number combination using an automatic reset style keyboard. "But," Ross continued, "we evaluated reports of the automatic reset style keyboard and decided to go back to the original design using the reset button." Ross added that refinements such as a heavy duty latch, constant duty counter, switches and mechanical linkage were added as well.

Ross explained that although some 45 rpm records sounded "better" at 33 rpm, the company goes to great lengths to insure that music is reproduced faithfully.

An instance, the incorporation of a record stripper and newly designed plunger sleeve for the interlock solenoid. "The stripper's function," Ross explained, "is to take the record from the turntable pilot when the center hole is smaller than specifications normally require. "The new interlock solenoid plunger," he went on, "prevents a 45 rpm from playing at 33."

Other improvements pointed out by Ross included the switch from an AC to a DC chassis motor, or main changer motor, which requires less service. A lever and spring are now used to couple the record carrier and main shaft together to give greater protection during transportation of the phonograph. An increase from 10 to 20 stop pins in the electric selector was made to provide a faster selection cycle, Ross explained.

The Americana uses a solid-

(Continued on page 88)

Hear The Sound As **BIG** As All Outdoors

COME IN TO SEE AND HEAR THE

Wurlitzer

AMERICANA

ON DISPLAY DURING NATIONAL WURLITZER WEEK, OCTOBER 31 THROUGH NOVEMBER 4

ROYAL DISTRIBUTING, INC.

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Cincinnati, Ohio 45215
Phone: (513) 771-4250

Ask for Dick Gilger or Mike Bango
1112 N. High Street
Columbus 1, Ohio
Phone: (614) 294-5227

House Committee Defends Royalty Plan

• Continued from page 68

the necessary economic and business adjustments over a period of time, the whole structure of the jukebox industry has been based on the existence of the copyright exemption. Merely withdrawing the exemption might, as they fear, place the operators in a position that would be unjustifiably weak with respect to bargaining, and unnecessarily perilous with respect to liability."

The report takes note of a future possibility that jukeboxes may one day use tapes, not records. (This was one of several reasons for rejecting any ideas about putting stamps on records for jukebox use as a method of paying royalty fees.)

The definition excludes any machines that provide "further transmission," but does permit location owner to use loudspeakers. Coin-operation and individual choice of music from a posted list of selections are requisites. Excluded are "devices similar to jukeboxes that perform musical motion pictures," and also excluded are coin-operated radio and TV sets. No admission charge can be made by the location owner, either directly or indirectly by minimum or cover charges or club fees.

Recounting the long 40-year history of attempts to deal with jukebox exemption removal from the 1909 Copyright Act, the report summarizes the hardest-hitting arguments of both operators and copyright owner-licensors, and admits both sides have strong rights and reasons. The report says the committee agrees that copyright owners are entitled to payment for commercial use of music played to the tune of \$500,000,000 a year in jukeboxes. But it agrees with the operators, that the jukebox industry clearly could not face a sudden

"open-end" situation with music licensors, by copyright repeal of the performance royalty exemption.

Unworkable

The committee could not wholly agree with the MOA proposals for a raised mechanical fee on jukebox records, in lieu of performance royalty, although "the idea had some advantages." It also dismissed proposals for third-party arbitration, and the 1963 idea of a \$5 per box starting fee to be collected and administered by government.

The report estimated that the MOA proposal of 2 cents per song on jukebox records would have totaled only \$2,160,000 or \$4.60 per box, annually. The report says that is "substantially too low," but on the other hand, licensor suggested figures were too high. So the committee compromised on a figure that would gross copyright owners \$9,216,000 per year, on the basis of the 3-cent quarterly fee per record, assuming the average box of 160 selections and a total of 480,000 boxes. The committee feels this amount would be fair to both copyright owners and jukebox operators.

The committee believes it found the right payment principle under a compulsory license by basing it not on a fixed per-box fee, or on number of performances—but on number of records "actually available for performance in a machine during a particular period of time"—in short, on "inventory" rather than on "purchase."

Liabilities

The report emphasizes that if regular performance licenses are negotiated between the jukebox operator and the copyright owner or licensing society (ASCAP, BMI, SESAC), none of the requirements set forth in the compulsory licensing approach are necessary. But if the operator de-

clines to use the statutory fee and compulsory licensing, without any negotiations he must comply with all the provisions or run the risk of full statutory liabilities, including criminal penalties if fraud is involved.

As reported in detail in Billboard issues Sept. 10, and Sept. 17, 1966, the jukebox operator using the compulsory licensing method must register his machines annually with the Copyright Office. He must register each machine each time he places it in a location—but he has a period of one month's grace before he becomes liable for infringement. Thereafter, he reregisters the machine on the following January each year, together with a list of all copyrighted works available in the machine during each calendar quarter.

Payment is at the rate of 3 cents per selection per quarterly period. But if turnover increases the number of selections available, the operator has an alternative. He can hold total per box payment to number of records the box contains, and each selection is then paid on prorated basis. Report simplifies by an example: if a 100-selection box, through turnover, plays 120 selections, the operator rate would not pay 3 cents per records quarterly but 2½ cents (\$3 divided by 120). Payment to copyright owner or agent is made quarterly, with a statement listing records not covered by a negotiated license.

The report says the alternative payment, geared to box capacity, was made because turnover would have raised cost to the operator on a straight 3 cents per quarter (12 cents per year) rate. The committee feared the increased cost might have discouraged turnover of records.

Argument was made against the alternative mode of payment by some who said operators might "stuff" the box with public domain music, or music controlled by their own organizations. (Such as the Seeburg announcement last year of a pool of records to be leased to jukebox operators at \$60 a year, or for free, if necessary, Seeburg spokesmen told the committee.) The accounting method was also criticized as "complex." But committee decided to leave it in, and if it becomes a "source of subterfuge and abuse," Congress will have to reconsider it.

Special Claim

Further requirements for the operator under the compulsory licensing would include registration certificate to be posted on the box as well as clearly visible listing of all selections available. Compulsory license royalties, the report reminds operators many times, would be paid only on those selections not under any negotiated license with copyright owners or licensing groups.

The copyright owner, or agent, for their part, will have to be identified on the record label or container, to collect royalty under the compulsory licensing system. If not identified, the owner would have to make a special claim, listing all selections on which royalties would be due him. A new clause in the copyright law would enable copyright owner to require that all recordings bear his name or that of his licensing agency. (Most records have licensors identified whether ASCAP, BMI, or SESAC.)

The committee report says they found enough statistics to support belief in the ability of the jukebox industry to "absorb a limited fee for use of copyrighted music." Committee finds there are 7,000 to 9,000 operators, averaging 60 to 75 boxes,

making about \$1,000 gross per year per box, or \$18 to \$18.50 per week. Operating expenses are estimated at about \$25 per box yearly (and report notes that the 10 per cent federal excise tax went off as of July 1, 1965, but makes no mention of local or State taxes on the machines).

Rough Estimate

Location owner commission is estimated at about 40 to 50 per cent of the gross or the adjusted gross, and net profit per box per year to the operator at about \$100 after deduction of salaries and all other expenses.

Committee finds that jukebox operators buy about 54 million records a year, chiefly singles. Using figures from the Record Industry Association of America (RIAA), the report finds jukebox purchases account for 21 per cent of total number of records sold, 39 per cent of all single records sold, 6 per cent of total "selections" on records, and 6 per cent of total dollar volume of records sold. Report finds jukebox purchases per box average about 115 records or 230 selections a year.

Finally, the report reminds the jukebox operator that if he has not either negotiated a license with the licensing groups, or filed with the copyright office for a compulsory license to use copyrighted music—the copyright owner can sue on the basis of records listed for play in the box.

MOA Reports on Royalty to Convention

• Continued from page 68

same as in the previous Congress.

4. Through the following 16 months the industry's position was carried on in the same manner, with advice of Congressional friends, consultations with manufacturers' counsel and collective judgment of MOA's legislative committee members.

5. At the MOA convention in September 1965, the legislative situation was reviewed by the board of directors and a legislative committee was authorized to develop a jukebox royalty proposal, in consultation with the manufacturers, and to present it to the House Judiciary Subcommittee. Committee members indicated a strong desire to secure a proposal from operators.

6. In November 1965, the MOA legislative committee, meeting in Washington with counsel for the manufacturers, worked up a jukebox royalty proposal of 2 cents per recording on records when purchased, annual registration of operators and procedures for payment of the royalty directly to copyright owners or their agents.

7. Subsequent developments included:

a. Informal discussion of MOA's proposal with the Register of Copyrights.

b. Formal submission of MOA's proposal in legislative form on Jan. 7, 1966, with an objection to a proposal by copy-

right office counsel for an inventory-based royalty.

c. Objections by the performing rights societies by letter in March 1966, with no constructive counteroffer.

d. Rebuttal by MOA with assistance of manufacturers' counsel, by letter April 7, 1966, to performance rights societies letter.

e. Release by the subcommittee on June 9 of a royalty based on jukebox record inventories.

f. MOA protest to the subcommittee in meetings of the MOA legislative committee with the committee chairman and others on June 23 and by letter dated June 29. Subcommittee members indicated no willingness to make any substantial change unless parties on both sides should agree on a substitute.

g. On Aug. 2 a meeting of counsel for three performing rights societies, the phonograph manufacturers and MOA was held at the suggestion of subcommittee counsel Fuchs to explore the advisability of a meeting of their principals.

h. "Bargaining" sessions were held on Aug. 24 and Sept. 8. MOA and phonograph manufacturers were represented. Performing rights societies demanded up to \$60 per box. Offers and counteroffers of \$5 by MOA and \$30 by the societies were made. At a second meeting MOA increased its offer to \$10 per box; societies countered with \$25 per box; MOA offered

\$15 per box; societies offered \$20 per box. The meeting ended without agreement on terms, or on holding any further meetings.

All these offers were agreed upon by the MOA legislative committee and manufacturers' attorneys.

8. On Sept. 28 the full Judiciary Committee of the House voted approval of the General Revision Bill as recommended by the subcommittee. That day MOA representatives contacted Rules Committee members for help in securing reconsideration of the jukebox provisions of the bill.

9. During the 16-month period from the hearings in June 1965, until the House Judiciary Committee's action at the end of September 1966, the Copyright Bill was considered at two meetings of the board of directors, six meetings of the legislative committee and in many telephone conferences of the MOA legislative committee and counsel; members of the MOA board of directors and the legislative committee called on more than 100 senators and congressmen to urge their support of the industry's position on the copyright bill.

And what are the results! Section 116 as reported by the House Committee is far from what MOA wants—but it does reject outright repeal of the jukebox exemption, it does set a maximum on statutory royalty liability, and it does establish a rate of royalty which is intended

to be equivalent to the bottom level of the performing rights societies' demands, \$20 per machine per year. These, said the MOA legislative committee, are real, solid accomplishments. And this fight is far from over. The bill did not get to the floor for a vote this year, and it must still go through the House at the next session, and it must go through the Senate. There are still many opportunities ahead for us to get Section 116 changed, said the MOA legislative committee.

They declared: "Our best chance of success in this crucial fight depends in large measure upon the will and determination of every one in every segment of the industry to pull together in on united effort to advance the industry's cause in Congress and throughout the nation."

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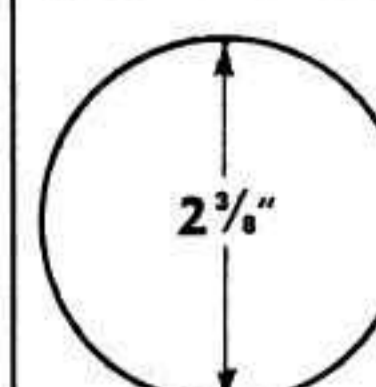
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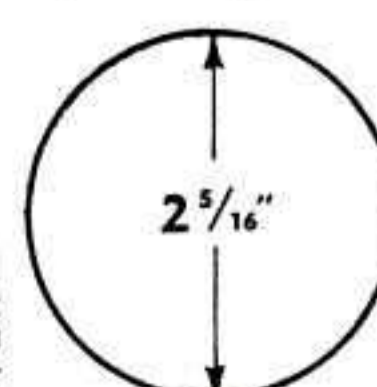
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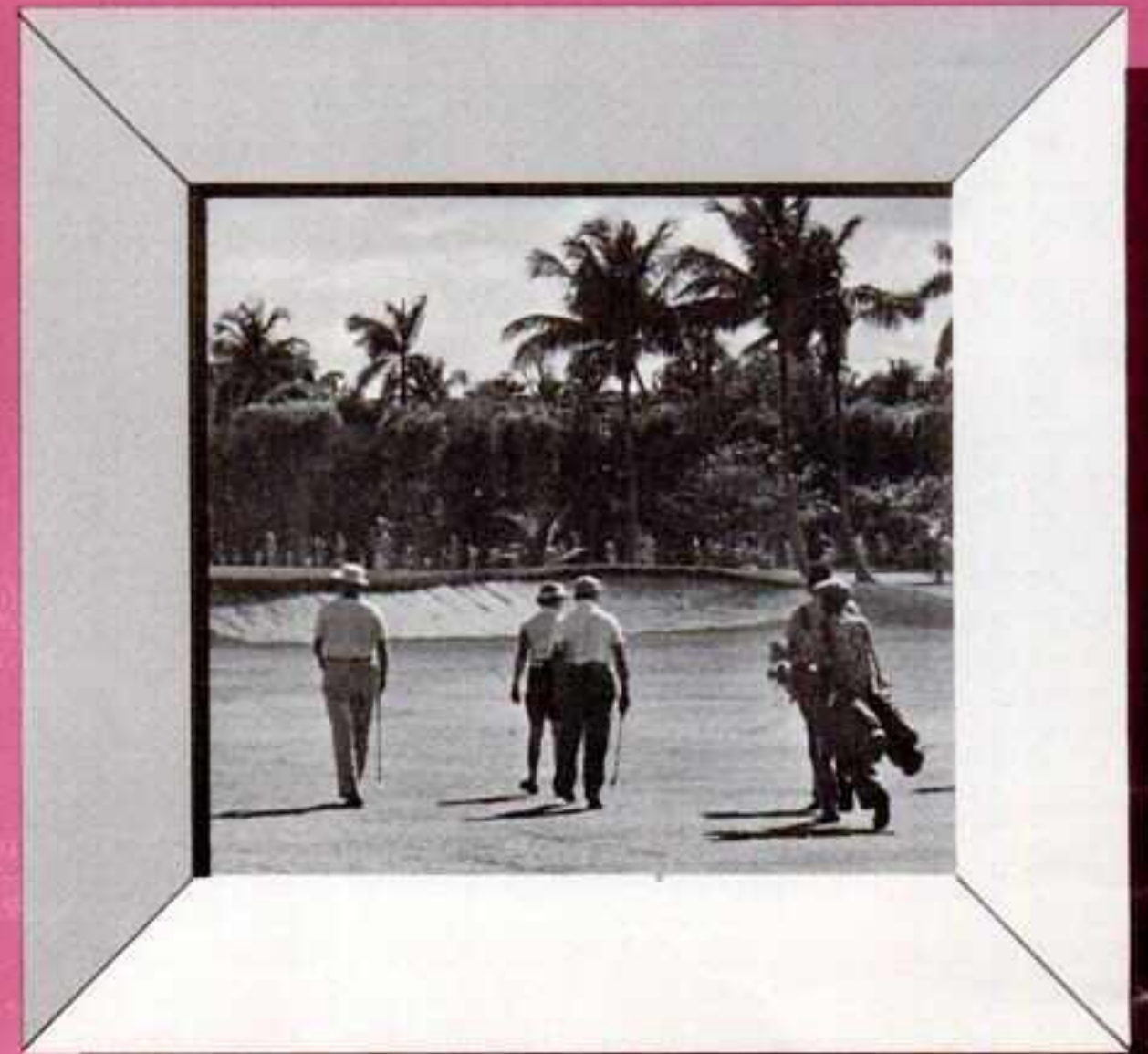
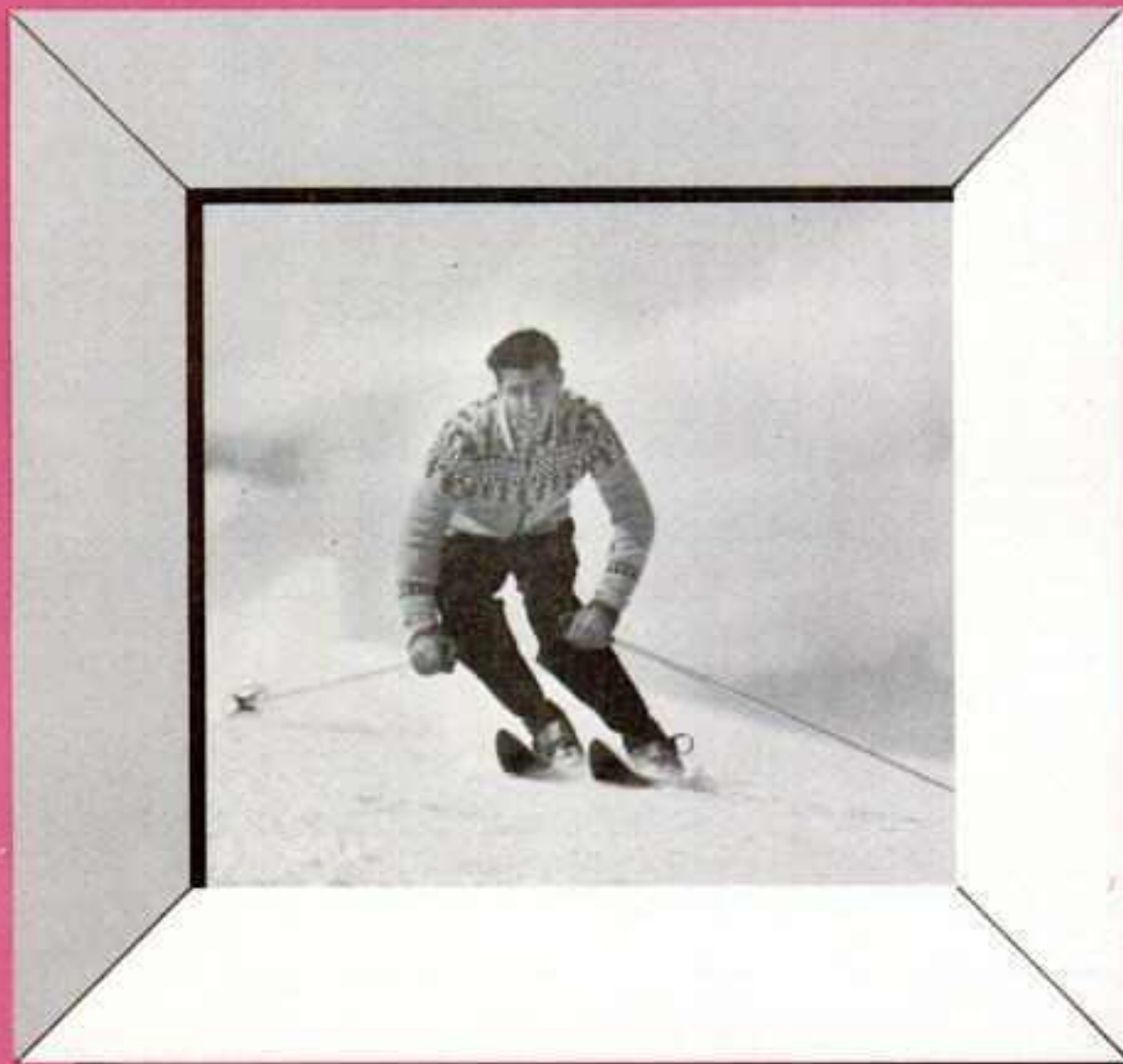


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A WEEK IN MIAMI

C

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1

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D

MEDITERRANEAN CRUISE

A

GOLF IN THE BAHAMAS

2

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B

SO. AMERICAN TOUR

C

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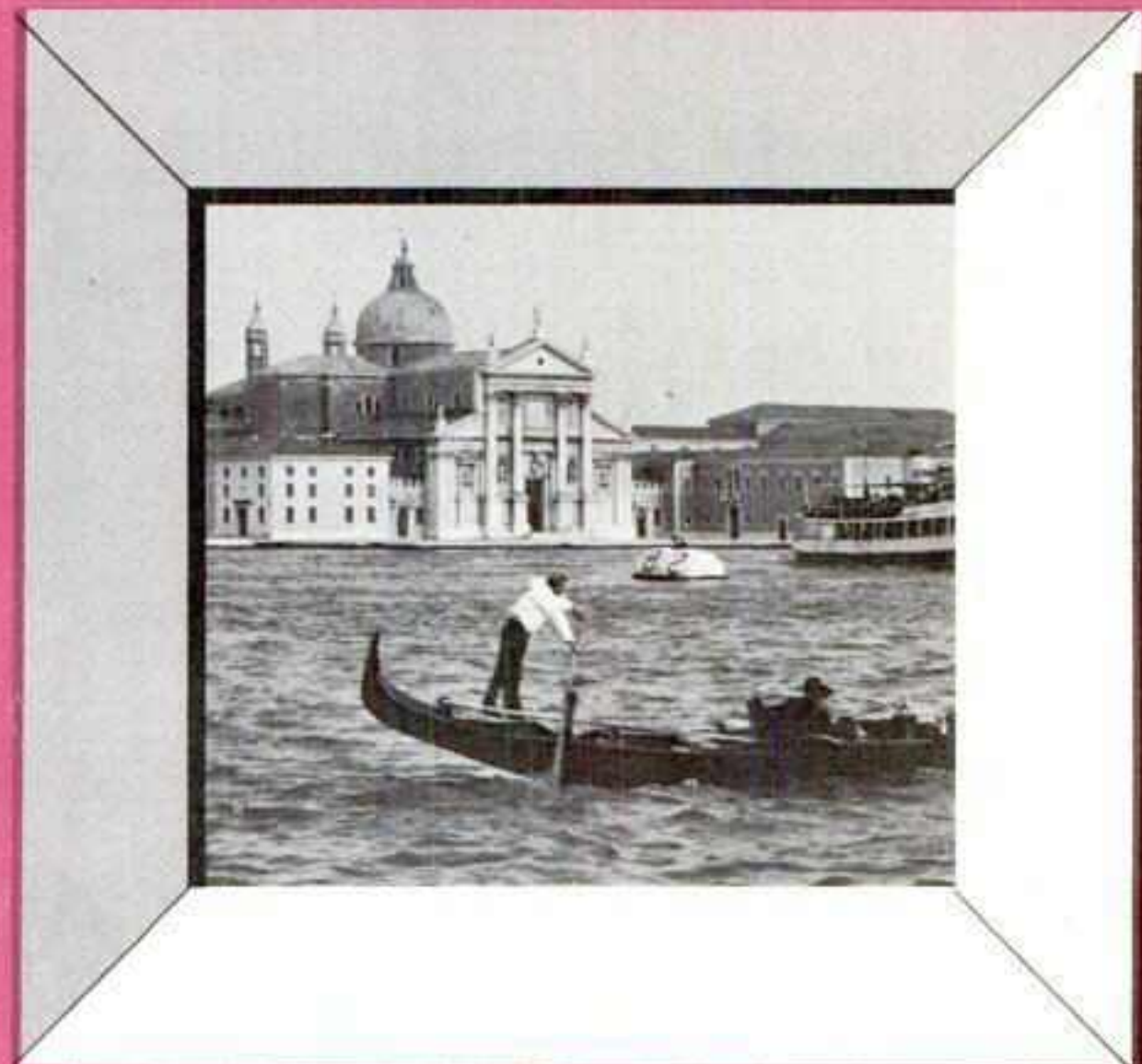
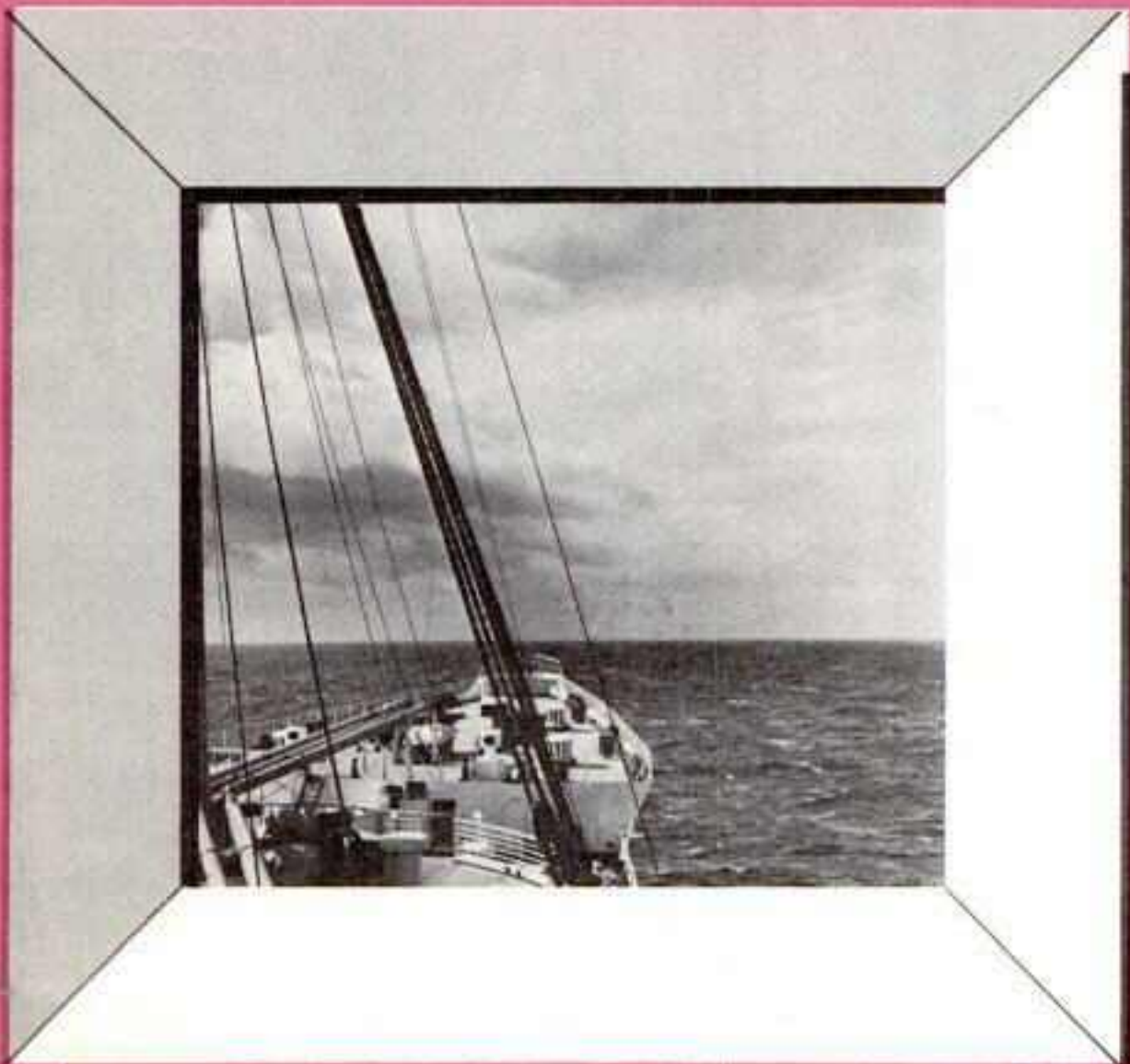
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ANNOUNCEMENT

I, Reuben W. Lawrence, having dissolved our partnership of RECORD DISTRIBUTORS as of October 1, 1966, with Tony Galgano, I wish to thank those with whom I had the privilege to do business. I will now be operating as

RUBY SALES

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Cadbury Bros. Get 80% of Stockdale

LONDON—Cadbury Bros., a leading British confectionery manufacturer, has acquired an 80 per cent interest in Stockdale Industrial Vendors, sole U.K. distributor for Seeburg vending machines.

Managing director Bill Stockdale will continue in his post. In addition to its Seeburg distributorship, Stockdale operates refreshment vending machines in many factories and similar sites.

Say You Saw It in
Billboard

Service-Slanted

• Continued from page 84

state stereo amplifier that was first brought out in the 2900 series, Ross told the assemblage, as he answered the often-asked question of why solid-state is better than tube-type amplifiers. "In a word, reliability," Ross stated tersely.

Ross stated that the normal life of a transistor is usually longer than the life qualities of the phonograph itself. "The tone quality," said Ross, "in a solid-state amplifier does not gradually fade or deteriorate as in tube-type amplifiers when tubes age. The output rating doesn't decrease with age either," he added.



BEFORE CURTAIN RAISER (background) on new Wurlitzer phonograph at United, Inc. party in Milwaukee, the head table obliged the Billboard photographer. From left, Paul Jacobs, a Northwestern University student; Mr. and Mrs. Russ Townsend, Harry and Laverne Jacobs, Wurlitzer sales manager Bob Bear, assistant publicity director Dick O'Connor and service manager C. B. Ross.



WISCONSIN RAPIDS is well represented here. From left, Russ Dougherty, Rapids Coin Machine Service, Wisconsin Rapids; Mrs. Robert Olsen, Mrs. Lyle Olsen and Robert Olsen, all of M & W Novelty, Marinette, and Chick Metcalf, Rapids Coin Machine Service.



ARCADE OPERATOR Dick Hoff, left, Cecil Arcade, Ceil, Wis., talks operating with Milwaukee operator Bert Leisch during United, Inc. dinner party.



AMONG THE 200 party guests were Mr. and Mrs. Clarence Schermeister, World of Music, Okauchee, Wis., and Mr. and Mrs. Reid Whipple (right), United, Inc.



LUCKY HOLDER of winning ticket in drawing for new car at United, Inc., party in Milwaukee was H. W. Ristau, Kaukauna, Wis., right. He is congratulated by United, Inc. vice-president Russ Townsend.

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Executive Director

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Ad Cinema Films

PHILADELPHIA — Fran Williams, president of Mr. Genius, Inc., producer of records and films for the Cinema Juke Boxes, concluded a tour of U. S. cities recently. He and production chief Bernie Rothman checked with distributors

and operators on problems encountered in the new visual field.

Williams, whose firm is now located at 250 S. Broad Street, found that the largest problem was the supply of films. Plans are being drawn for stepped up production and for world wide distribution of film.

See Wurlitzer In Seattle

• Continued from page 68

Larry Dolgoff of Disc City One-Stop.

Highlighting the affair was a preview of the new Wurlitzer Americana phonograph.

Official hosts were Mr. and

Wurlitzer Seen In Milwaukee

• Continued from page 68

its companion piece, the Satellite Selector Console, and switched them on, the Green Bay Packer football team settling down upstairs for a good night's sleep before the big game were bounced right out of bed. Apparently peeved by their disturbed sleep, they showed no mercy for the Atlanta Falcons next day.

It all happened at a lavish party tossed by United, Inc., in honor of its customers. Hosts Harry Jacobs Jr., president, and vice-president Russ Townsend presided over a drawing in which many Wisconsin operators won prizes—a new Chevrolet Camaro going to one of the inventive Ristow brothers.

Staged in the elegant Terrace Room, the party attracted some 200 operators and their wives. Elaine Roberts, who was appearing at the hotel, stopped by to greet the operators.

Present with Bear from the Wurlitzer factory were assistant sales manager Al Dietrich, service manager C. B. Ross, a native of Wisconsin, and assistant publicity director Dick O'Connor. The group had motored up from Chicago, where they'd presented the new phonograph to distributor personnel earlier in the day.

Sampling of operator reaction to the totally re-styled unit, the Satellite, the dollar bill acceptance and other features indicated a fine first impression. It was to be observed that when the veiled jukebox came on with a snappy rendition of "Happiness Is" and Bear jerked off the covering, happiness was, for that crowd, an Americana.

Mrs. R. W. Pepple and Mr. and Mrs. Marshall McKee. Pepple is head of Northwest's Seattle operation while McKee heads the Portland, Ore., office of the firm. Assisting the hosts during the day's festivities were Gary Sinclair and Walt Peteet, Wurlitzer regional manager and West Coast sales manager respectively.

Top prize winners were Idaho operators Jerry Inglis from Boise and Cliff Denney from Lewiston. Each won a 1966 Mustang. Other prizes included nine color TV sets and 62 purchase certificates ranging from \$100 to \$50 in value. All 73 "participants" who had qualified for the drawing went home winners.

Operators from four States attended the fete—some driving more than 500 miles from various parts of Idaho, Montana, Oregon and Washington. Several Alaska operators were among those eligible to attend, but could not make it and had their prizes drawn by proxy.

Northwest, which distributes Chicago Coin Smokeshop, Midway, Fischer and several other lines as well as Wurlitzer, was founded by Pepple in 1934 in Seattle. McKee became a partner in the business in 1951. In the past decade the firm has become famous with Northwest coinmen for its prize giveaways as well as for sponsoring trips to Hawaii, Acapulco and various other exotic tourist spots.

The following operating firms were among those attending:

From Montana—Direct Services, Columbia Falls; Montana Music Rentals, Missoula; Mears Music, Great Falls; Adolph Andre, Philipsburg; Apollo Music Co., Billings; Harry's Music Service, Conrad; Chrisy's Music, Malta, and Lloyd Humber, Butte.

From Idaho—Les Prine Novelty, Lewiston; Del Weaver, Sand Point, and Jerry Inglis, Boise.

From Oregon—Roselyn Vending Co., Portland; Steve Krause, Eugene; Raymond Schroth, Hermiston; A & A Amusement Co., Portland; H. A. Benjamin, Portland; Harry Quinn, Portland; Vern Raw, Seaside; Steve Crippen, Ashland;



SPOKANE OPERATOR Bob Follet, right, and wife Esther front the Billboard photographer with Don Esfeld, executive of American Discount Corp. of Seattle. They were among 250 guests of Northwest Sales Co. dinner party in Seattle Oct. 23.



R. W. PEPPE, right, co-owner of Northwest Sales Co., gives keys of new Mustang to beaming winners, Mr. and Mrs. Cliff Denney of Les Prine Novelty Co., Lewiston, Idaho.



MRS. HELEN MEARS, wife of Great Falls, Mont., operator Johnny Mears, accepts autographed album from recording star Arthur Lyman at annual Northwest Sales Co. appreciation party. Mrs. Mears, mother of 11, also won a TV set door prize.

Leo J. Ross, Astoria; Virgil Shoemaker, Ontario; Bill Fisher, Winston; Glen Sherwood Beaverton; Victor P. David, Silverton; J. A. Crandall, Carlton; Les Beckman, Portland; Modern



MARSHALL MCKEE, center, head of the Portland office of Northwest Sales Co., chats with Mr. and Mrs. Jerry Inglis, Boise, Idaho, who won a Mustang at company party last week.

Vendors, Portland, and Ken Johnson, Portland.

From Washington—Grays Harbor Amusement, Aberdeen; Acme Amusement, Seattle; Morton Music Co., Morton; Yakima Music Co., Yakima; Washington Amusement Co., Tacoma; E. V. Olsen, Port Angeles; Tru-Tone Music, Seattle; Broadway Nov-

elty Co., Seattle; Evergreen City Music Co., Everett; Frank Countner, Seattle; Doherty Amusement Co., Yakima; Surourbon Music, Issaquah; Turf Novelty, Soap Lake; Art Henry, Skykomish; Follett Music Co., Spokane; The Automat, Yakima; Rainier Vending Co., Seattle; Peterson Vending Co., Everett; Sound Cigarette Co., Seattle; Servomation of Washington, Seattle; System Amusement Co., Spokane; H. E. Belch Co., Ellensburg, and Western Music Co., Walla Walla.

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UNITED, INC.; guests at Milwaukee gala included, seated from left, Mrs. Robert Harding; operator David Jakubowski, Milwaukee, and Mr. and Mrs. Sommerfield, Southern Novelty Co., Milwaukee. Standing, from left, Wurlitzer field engineer Robert Harding and David Jakubowski Jr.

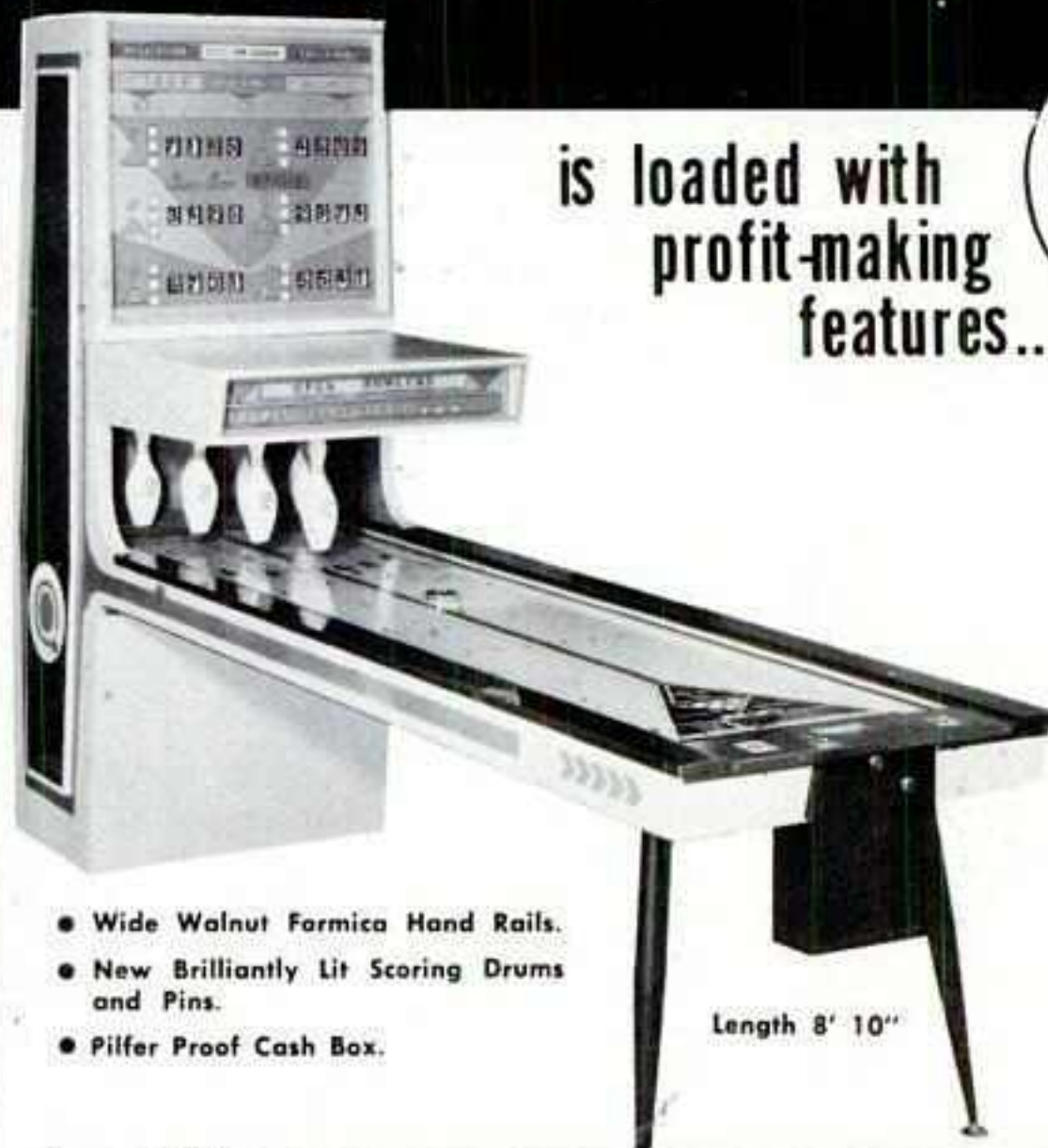


COURTESY from Union Sales, Green Bay, Wis.: Mr. and Mrs. Richard Mellin and Mr. and Mrs. William Ballard.

NOVEMBER 5, 1966, BILLBOARD

Mr. Operator! You and the location cannot afford 10c play any longer!

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PLUS...

✓ 200 OR UNDER FEATURE

Score Closest To—But Not Over—200, Wins Game. Creates New Exciting Last Ball Suspense in Competitive Play.

✓ CALL STRIKE FEATURE

Player Pressing Call Strike Button Before Shot, Scores Double If Strike Is Made. Missed Call Strike Gives No Score.

✓ REGULATION ✓ STEP-UP

✓ FLASH-O-MATIC ✓ DUAL-FLASH

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2 Wurlitzer Units Debut

• Continued from page 84

types may be mounted by raising the dome. Title strip holders are injection molded and glow in turquoise light. The viewing area is framed by chrome-plated die castings.

Selector Panel

The selector panel is newly designed as well, featuring cardinal red selector buttons, fingertip contoured and separated for fumble-proof punching. The button release is set apart on the panel from the selector buttons for clear distinction. Glowing windows of red plastic behind the buttons carry the letters and numbers.

Next to the coin insert on any 3100 series may be installed Wurlitzer's exclusive Golden Bar, a patented, preprogramming selection device predicated upon deposit of 50 cents.

LP display is available as an optional accessory on the 3100 series. If so equipped, any or all sections A through D are adaptable to LP programming by the placement of a wire in an inside receptacle at the front of the phonograph, one wire for each letter. The 200-selection model may be programmed to play LP's on S, T, U and V instead of A, B, C and D if preferred.

Side panels are of 3/4-inch special formica core bonded to panelite with pecan wood grain and color. The kick-plate is finished in charcoal grey vinyl edged with aluminum moldings. And a new ball-bearing platform casters are used on the new models.

Front Service

With the new RW 100 key, the dome is released to finger-lift clearance and may be lifted to automatically latch in the raised position. Complete top servicing is then possible, including access to the dollar bill acceptor, the pictorial panel and the personalization strip.

Releasing lock pins in both ends of the program holder permits movement of the unit into service position. The holder may be removed and placed on a table if desired. Also, from the top, meter readings may be taken, records changed, stylus replaced, upper fluorescent tube replaced, Playrak setting changed (the Playrak is in a new position on the cabinet side).

The complete coin mechanism is located immediately at the side for ready access and may be removed with the flip of a latch and the grasp of a plug.

Said Bear, "Ninety-nine per cent of the service on the Americana may be completed from the front, because 95 per cent of the service calls are due to faulty coins."

The lower fluorescent tube is replaced by releasing two latches and lowering outward the entire lower service door.

For rear service, two rear metal panels are unlocked by the RW 100 key. The upper panel is hinged and may be raised and latched automatically in open position. The lower steel door lifts out of its locking slot. The amplifier rolls out when unlatched, exposing both sides for visual inspection and installation of Kit 169 A or Kit 190. The amplifier may be completely removed by releasing a spring-loaded lock and unplugging.

Sound System

Wurlitzer is keying its promotion around the catch phrase, "Big as All Outdoors," and this is particularly applied to the sound system. There are six acoustically co-ordinated speak-



HAROLD CHRISTIANSON, general manager of Angott Dist., Detroit, chatting here with Warren Sandler, president of Sandler Vending in Minneapolis during recent Chicago Wurlitzer distributor meeting.



DICK O'CONNOR, assistant director of advertising and promotion at Wurlitzer, telling Midwestern Wurlitzer distributors of the promotional aids available with the company's new Americana and Satellite phonograph combination.

ers, the two middle range and two tweeters flanking the pictorial panel and the two 12-inch bass range in the lower speaker grille.

The solid-state amplifier has an output of 25 watts per channel, a separation capability of 40 db and an automatic level control of 18 db. Normal operating wattage is 250; maximum input is 400; standby is 130.

The 3100 is available in both 200 and 100-selection models. Model identifications are 3100-1, 200-selection stereo with 5, 10, 25 and 50-cent slug rejector; 3100-3, 200 selection stereo with Golden Bar; 3100-4, 200-selection stereo with LP feature; 3100-7, 200-selection stereo with Golden Bar and LP features; 3110-1, 100-selection stereo with standard 5, 10, 25 and 50-cent slug rejector; 3110-3, 100-selection stereo with

Golden Bar; 3110-4, 100-selection stereo with LP feature; 3110-7, 100 selection stereo with Golden Bar and LP features.

Any model may be ordered with a dollar bill acceptor. The 3100 series is engineered to operate with the Model 5220 (200-selection) and Model 5225 (100-selection) wall boxes.

The Wurlitzer Cashrak, which electronically registers all coins and accumulates the total on a dial, is available as optional equipment. A remote control volume control kit (169A) is also available.

For the singing bartender, etc., a Microphone Kit and Paging Unit are available, comprising a hand microphone equipped with a push-to-talk, flip to-stay-on type switch; a control relay assembly and a control case.

"This phonograph was engineered to your requests," Bear told operators at the show.

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1 Model 432



2 Model 433



3 Model 431

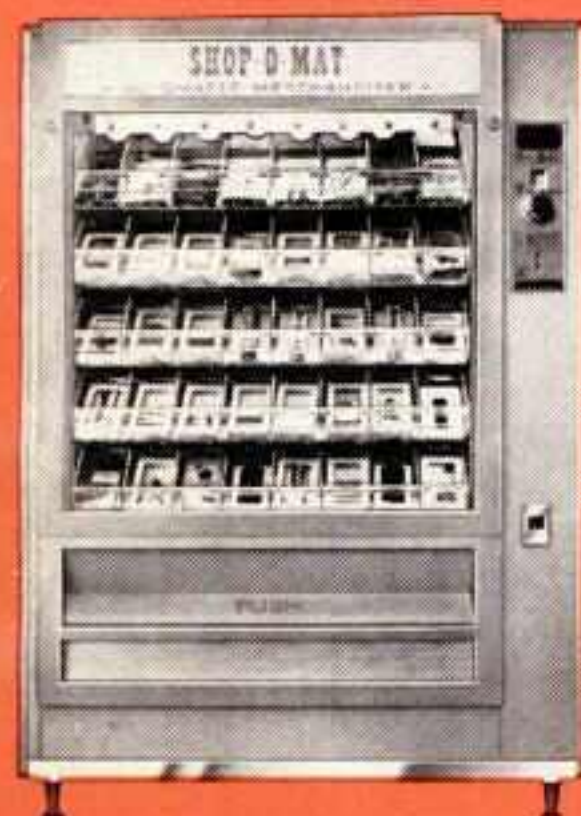


4 Model 500

The game is profit...go with a winner!

When it comes to winning the game of profit, Rock-Ola equipment has compiled a proud record of proved performance. A record of long-lasting, trouble-free equipment that consistently gives operators more profit from more locations.

Rock-Ola equipment is engineered for operator service ease with simple mechanical components that operate smoothly year after year after year. Each unit is designed for easy accessibility with interchangeable parts on operator inventory.



5 Model 450



6 Model 3303



7 Model 3304



8 Model TRLB-M



9 Model 1404-S



10 Model 3402

1 GP/160 Model 432. New idea in engineered compactness. Full dimensional sound and 160 selections in a slim, trim cabinet. Stereo-monoaural. Famous Rock-Ola 33-1/3 and/or 45 rpm Mech-O-Matic Intermix. LP pricing optional.

2 GP/Imperial Model 433. Rock-Ola design reaches new excellence in the high-styled GP/Imperial. Rakish new cabinet gives plush appearance to any location. Full dimensional stereo-monoaural sound. Plays 33-1/3 and/or 45 rpm records, or 7" LP's in any sequence.

3 Coronado Model 431. Sleek, compact 100 selection phonograph makes small locations profitable. Stereo-monoaural. Fashion styled cabinet. Exclusive Rock-Ola 33-1/3 and/or 45 rpm Mech-O-Matic Intermix. LP pricing optional.

4 Phonette Wallbox Model 500. Remote speaker 160 selection wallbox gives personal listening pleasure and volume control. Twin stereo speakers. Works with almost any phonograph. Available as Model 501 for 100 selections.

5 Shop-O-Mat Model 450. First complete coin-operated visual merchandiser, 40 selections. Vends practically any high traffic item. Instant replacement. Purchaser gets the item he sees. Takes any coin combination of nickels, dimes, quarters and half-dollars in amounts of 5¢ to \$2.25.

6 Can Cold Drink Vendor Model 3303/Type 330. New 330 can capacity vendor offers outstanding location profit features. Has capacity of 288 12-ounce cans in four vending columns, and 42 cans in pre-cool. Exclusive "spray-proof" can opener. New design for outstanding operator convenience and service ease. Fast roll-down loading.

7 Can Cold Drink Vendor Model 3304/Type 410. Largest vendor per can of capacity in the industry. Holds 360 12-ounce cans in five vending columns plus 48 cans in pre-cool. Exclusive spray-proof can opener. Fast roll-down loading.

8 Batch Brew Coffee Vendor Model TRLB-M. High profit vendor for high volume locations. Serves flavor-rich coffee 4 ways: black, with sugar, with fresh cream, with sugar and cream. Also serves hot whipped chocolate or soup or tea. Extra cream and sugar buttons a standard feature. "Everpure" Water Filter assures pure fresh water every cycle.

9 Single Cup Fresh Brew Coffee Vendor Model 1404-S. Ideal for discriminating locations. Brews fresh-roasted coffee, one cup at a time. Serves it 4 ways: black, with sugar, with creme, with sugar and creme. Also serves hot soup and hot whipped chocolate. Available as Model 1404 without soup feature. Extra creme and sugar buttons a standard feature. "Everpure" Water Filter assures pure fresh water for every brew-cycle.

10 Coffee And Hot Drink Vendor Model 3402. Perfect small location vendor for spots where other machines would be prohibitive in size and operating costs. Brews soluble coffee. Serves coffee and tea 4 ways. Also serves hot whipped chocolate. Model 3403 available without tea feature.

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Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT
PARSLEY, SAGE, ROSEMARY AND THYME

Simon and Garfunkel. Columbia CL 2563 (M); CS 9363 (S)
A truly outstanding collection of songs from the pen of Paul Simon, with each song offering its own non-sermonizing message. Sales are insured by the inclusion of "Homeward Bound" and "Dangling Conversation." "7 O'Clock News-Silent Night" hits the listener with such dramatic impact, it won't be easily forgotten.



POP SPOTLIGHT
WATCH OUT!

Baja Marimba Band. A&M LP 118 (M); SP 118 (S)
The Baja Marimba Band are off and running with another smash album. Braced by their current hit single, "Portuguese Washerwomen," the musicians breeze through "The More I See You," "Yours," "Somewhere My Love," "Tomorrow Will Be Better" and six other delights.



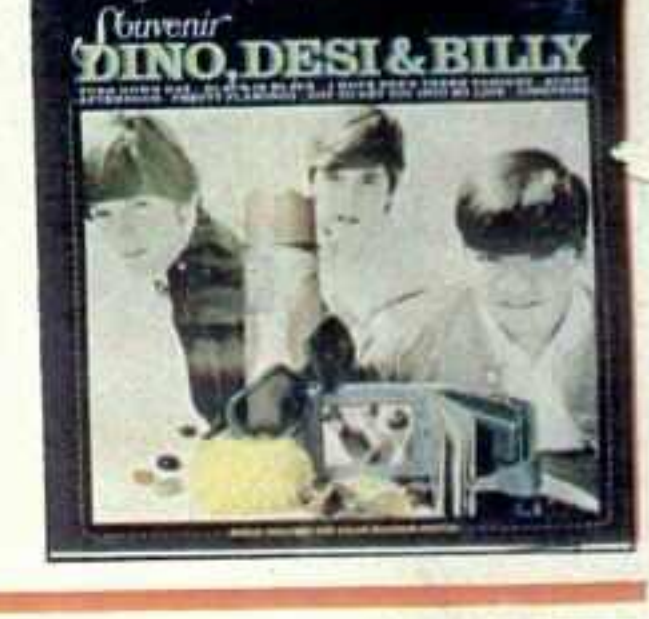
POP SPOTLIGHT
BACHELORS' GIRLS

The Bachelors. London LL 3491 (M); PS 491 (S)
"Once in Love With Amy" sets the mood for this delightful album by the lads, as they cavort through a program of standards glorifying the girls. "Rosalie," "Linda" and their old hit "Marie" are treated with warmth and affection. Infectious arrangements make this a winner.



POP SPOTLIGHT
SOUVENIR

Dino, Desi & Billy. Reprise R-6224 (M); RS-6224 (S)
The trio has a perfect souvenir in this commercial package. Taking turns in the solo spotlight, they offer such recent hits as "Turn-Down Day," "Black is Black" and "Sunny Afternoon." As an added sales bonus, the album includes five color photos of the boys, suitable for wallets or framing.



POP SPOTLIGHT
WHAT THE WORLD NEEDS NOW IS LOVE

Ray Charles Singers. Command RS 33-903 (M); RS 903 ED (S)
The smooth, richly blended voices of the Ray Charles Singers treat this outstanding collection of new and vintage tunes in their usual, relaxing manner. The title song by Bacharach and Davis is enhanced in this big band arrangement. Stereo version is exceptionally good.



POP SPOTLIGHT
THE MOTOWN SOUND 16 BIG HITS VOL. 5

Various Artists. Motown MM 651 (M)
This hot package has HIT stamper all over it, and with the line-up of stars and songs offered, it can't miss. The Supremes, the Four Tops, Marvin Gaye and others in the Motown bag have put together some of their biggest hit singles and come up with a big hit album.



POP SPOTLIGHT
GOING THE FRANKIE RANDALL WAY!

RCA Victor LPM-3627 (M); LSP-3627 (S)
Billy May's exciting arrangements are Frankie Randall's plus this time out on albums. The May arrangements are full of verve and spirit and match Randall's vocal spark in handling pop music. They are winners together.



CHRISTMAS SPOTLIGHT
SONGS FOR A MERRY CHRISTMAS

Wayne Newton. Capitol 7 2588 (M); ST 2588 (S)
Newton should stimulate lots of sales activity with his first album of Christmas songs. From a lilting "Jingle Bell Rock" to a smooth and dreamy "White Christmas," the polished performer offers a program with unlimited appeal. "Christmas in Washington Square" is a fine, new addition to the roster of holiday standards.



CHRISTMAS SPOTLIGHT
FOR CHRISTMAS THIS YEAR

The Lettermen. Capitol T 2587 (M); ST 2587 (S)
The richly blended voices of the Lettermen make this album of Yuletide favorites a listening treat. The arrangements are perfectly suited to the holiday mood, and two new songs, "Christmas All Alone" and "What Can I Give You This Christmas" are destined to become standards. LP will prove a top seller.

CHRISTMAS SPOTLIGHT
MERRY CHRISTMAS

The Brothers Four. Columbia CL 2568 (M); CS 9368 (S)
The Brothers Four offer a sparkling collection of holiday favorites in their first Christmas album, which should garner much air play and sales. The arrangements, vocal and orchestral, by Milt Okun and Peter Matz, respectively, beautifully complement the smooth harmonizing by the popular quartet.



COUNTRY SPOTLIGHT
CAN YOU BELIEVE... THE GEEZINSLAW BROTHERS!

Capital T 2570 (M); ST 2570 (S)
Country humor at its best in this debut album by the Geezinslaws. The radio, TV and concert stars have included their current hit single, "You Wouldn't Put the Shuck On Me," which should give the album the necessary impetus to become a chart item. Roger Miller's "Hard-Headed Me" is a highlight.



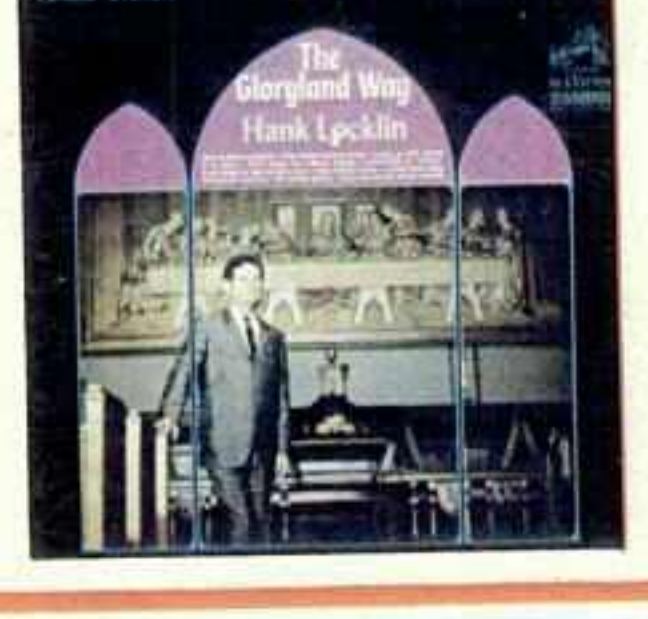
COUNTRY SPOTLIGHT
WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033"

George Jones. Musicor MM 2106 (M); MS 3106 (S)
Leading off with his big hit "4033," Jones has assembled a well-balanced program of country tunes in an album that will waste no time hitting the charts. He does a dandy job on Dallas Frazier's "Please Don't Let That Woman Get Me," and it could easily step out on its own as a singles hit.



COUNTRY SPOTLIGHT
THE GLORYLAND WAY

Hank Locklin. RCA Victor LPM-3656; LSP-3656
This is a package of gospel sides with a world of life and spirit. There's also an unusual sax sound, and a beat, which lend an exciting touch. Hank sings "Anywhere Is Home," "The Upper Room," "Wings of a Dove," etc. For a different approach, this is a good one.



CLASSICAL SPOTLIGHT
BEETHOVEN: "LES ADIEUX" SONATA/MOZART: SONATA IN C

Van Cliburn. RCA Victor LM-2931 (M); LSC-2931 (S)
A new Cliburn recital disk figures to spell money in the bank for dealers, and this gem should prove no exception. The young pianist's skillful, sensitive performances of these Beethoven and Mozart sonatas deserve to go over as well as they doubtless will.



CLASSICAL SPOTLIGHT
WAGNER: DIE WALKUERE (5-12" LP's)

Various Artists/Vienna Philharmonic (Solti). London A 4509 (M); OSA 1509 (S)
Birgit Nilsson, heads an all-star cast under the expert control of Georg Solti. James King's Siegmund is a revelation. Top performances also are turned in by Regine Crespin, Christa Ludwig and Gottlob Frick. Hans Hotter, a veteran Wotan, rounds out the principals.



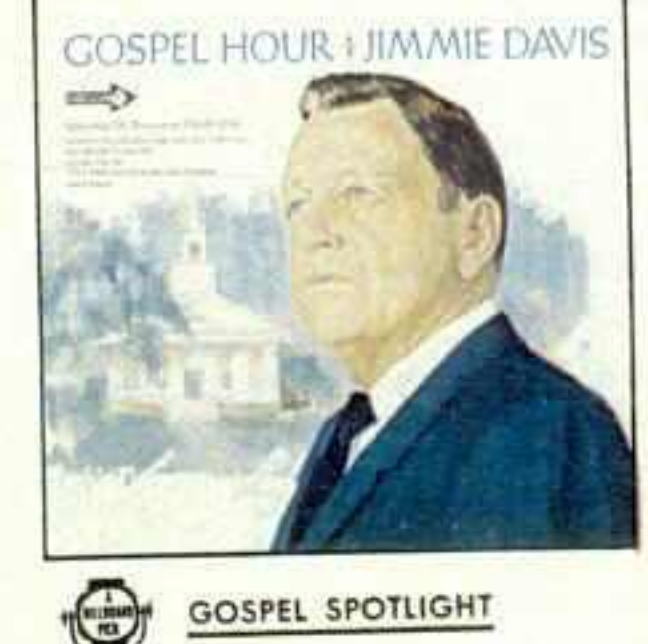
CLASSICAL SPOTLIGHT
R. STRAUSS: DON QUIXOTE

Pierre Fournier/Berlin Philharmonic (Karajan). Deutsche Grammophon 39009 (M); 139009 (S)
Strauss' tone poem receives a definitive performance from the Berlin Philharmonic under the masterful direction of Herbert von Karajan. This disk captures the sweep of the work without sacrificing the tenderness or even the touches of whimsy.



CLASSICAL SPOTLIGHT
MOZART: SIX QUINTETS FOR STRING QUARTET AND VIOLA (3 LP's)

Walter Trampler/Budapest String Quartet. Columbia D3L 347 (M); D3S 747 (S)
This renowned quartet, adding Walter Trampler on viola, becomes a quintet of quality in this three-record package. Typical of their output throughout is the C Major Quintet, the longest of the pieces.



GOSPEL SPOTLIGHT
GOSPEL FOUR

Jimmie Davis. Decca DL 4819 (M); DL 74819 (S)
Davis' fans will like this one. It is well recorded, and the spirit is really with Davis as he sings "Have You Heard the Angels Singing," "Love is the Reason" and the recitation, "Dear Son." Package should be carried by all gospel outlets.



INTERNATIONAL
MORE DRUMS OF PASSION

Olatunji. Col (M); CS 9307
The purist of ethnic gro is the most exciting. The music is older than the crusad rhythms and spirited v stand still and combine basic simplicity which is popular 20th Century r