

Billboard

The International Music-Record Newsweekly

GE Firm Thinking Record Distribution

By LEE ZHITO

SYRACUSE—General Electric is making exploratory

Muntz Will Cut Teen-Age Acts

By ELIOT TIEGEL

LOS ANGELES—A recording studio to cut teen-age groups for tape CARtridge singles will be a feature of a new building going up for Muntz Stereo-Pak in its Van Nuys, Calif. location. The building will house all duplicating machinery and is expected to be in operation by mid-November. The facility is adjacent to executive offices on Densmore Avenue.

The recording studio, explained President Earl Muntz, is a result of requests by teenagers for a place to cut songs. Muntz' firm has been concentrating on its \$1.19 mini-pak cartridge which so far has held two No. 1 singles, Frank Sina-

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probes at re-entering the record business. This is indicated in its current talks with top labels on behalf of the cassette (Philips-type reel-to-reel CARtridge). GE is expressing interest in becoming a national record distributor.

GE has been contacting leading record manufacturers in an effort to obtain duplicating rights to their catalogs for use in the cassette. The giant electrical firm is marketing the cassette recorder-playback and is willing to throw its resources into luring more recorded product to the Philips cartridge configuration. (GE also is selling 8-track Lear-type (continuous loop) cartridge playbacks but feels there is sufficient recorded product available in that configuration.

During the initial stages of negotiation for the cassette rights to the record catalogs, GE's Vince Novak, manager of the recently formed Entertainment Development Operation, is sounding out label executives whether they would be interested in GE taking over national distribution for their disk lines.

Big Firms Contacted

Novak has contacted almost all of the top disk firms. During

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4,500 Are Pouring Into WSM's Giant Spread

By HERB WOOD

NASHVILLE—WSM's three-day celebration marking the 41st anniversary of the "Grand Ole Opry," America's oldest continuing radio program, will attract a record number of music-record industry representatives. A total of 4,500 country music deejays, performers, and music industry executives is expected in Music City beginning Wednesday (19) for the festivities, according to WSM's Bill Williams. Advance copies of Billboard's 41st annual World of

Country Music book will be distributed Thursday (20) at the convention. The festival, which unofficially opened Saturday (15) with the Music City U. S. A. Pro-Celebrity Golf Tournament, will feature parties and shows given by the leading record manufacturers, and will be topped off by a performance of the complete "Grand Ole Opry" cast on stage at the Opry House Saturday night (22). Registration will open on Thursday morning (20) at the Municipal Auditorium. Participants who've pre-registered may pick up

their packets, containing official badges and tickets, on Wednesday at the auditorium. Tickets are \$10, with all proceeds going to the Opry Trust Fund.

Billboard Winners

Wednesday night Billboard will announce the winners of its 19th annual Country Music Awards Poll at War Memorial Auditorium. Minnie Pearl will emcee the star-studded show featuring performances by Buck Owens, David Houston, Jeanie

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Quartets Open 4-Day Stand

MEMPHIS—More than 25,000 gospel music fans are expected to attend the three-day National Quartet Convention here Oct. 20-23. The site of the event will be Ellis Auditorium, where more than 50 gospel groups will perform.

Billboard's 2d annual World of Religious Music book, which contains the official program for the event, will be available at the convention. The publication

will be included in the Oct. 29 edition of Billboard, in circulation Oct. 24. Advance copies are to be distributed at the convention.

Billboard and SESAC will host luncheons at the convention for key gospel industry leaders. Billboard's luncheon is scheduled for 11:30 a.m. Friday; SESAC's for noon Saturday. Following is a list of events: Thursday (20): Current Gos-

pel Music Association board meets; 6 p.m., gospel entertainment — Prophets, Goodman Family, Dixie Echoes, LeFevres, Blue Ridge, Couriers and Florida Boys.

Friday (21): GMA election of officers; 1:30 a.m., Billboard luncheon; 6 p.m., gospel entertainment—Blackwood Brothers, Statesmen, Speer Family, Jake Hess and the Imperials.

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The Oak Ridge Boys, who record on the Heart Warming label, are currently one of America's hottest gospel groups. Their latest album, "Songs We Wish We'd Recorded First" (HW's 1901), features several all-time favorite hits. They are booked by Don Light Talent Agency. (Advertisement)

RSI Setting Up Italian Division

NEW YORK—Record Source International, a service division of Billboard, is moving into the overseas market for the first time with the formation of RSI Italiano. The new Italian division will begin operation early in November under the direction of Germano Ruscitto, who was recently set as Billboard's representative in Italy, headquartering in Milan, for all sales and editorial functions.

The operating pattern of RSI Italiano will follow closely that of its American counterpart, under the general managership here of Don Ovens. A selection committee headed by Ruscitto will determine which records should be brought to the attention of music people around the world for licensing purposes. Selection of product will be based on initial activity secured in Italy after consultation with the respective companies. Billboard will select 10 records each month and will edit a confidential newsletter which will outline details of the copyright and the recorded performance.

Ruscitto will secure the records to be included in RSI Italiano from the record companies or the music publishers in Italy and the records will be shipped to

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Canaan recording artists, The Happy Goodman Family, are racking up strong sales with their latest LP, "Bigger 'N Better" (Canaan 4630). Booked by Don Light Talent Agency, the high-flying group continues to draw packed houses throughout the country. (Advertisement)

(Advertisement)

There is an end to the rainbow



See inside page 19



THE CHECKERLADS

make their move
with a rockin' new single

"SHAKE YOURSELF DOWN"

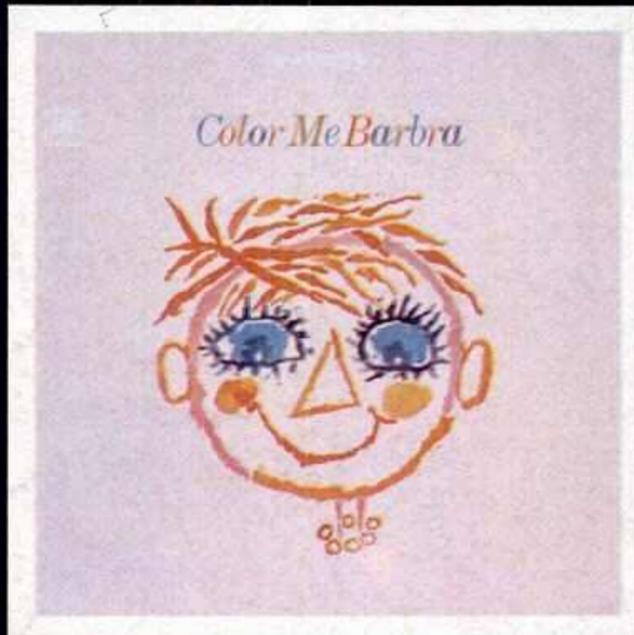
c/w "Baby Send for Me" #8986

Five young musicians with an exciting sound—coupled with a hard-driving beat that's right where it's at on today's Top 40 scene—should put this into a sales groove for sure!

Produced by C. William and D. Grashey for
Koppelman-Rubin Associates Inc.

RCA VICTOR 
The most trusted name in sound





COLUMBIA RECORDS 

This One

8J60-H7R-SHLJ

Tenn. 'Foundation' to CMA Hall

NASHVILLE—Gov. Frank Clement presented a \$12,500 check on behalf of the State at the groundbreaking ceremony (14) of the Country Music Association's Hall of Fame and Museum.

Andrew Benedict, president of First American National Bank, chairman of the CMA's local fund raising drive, accepted for the committee.

Clement told some 400 music and record industry leaders gathered at the site, 16th Ave. S. at Demonbreun, that the country music industry was important to the entire State.

"The people are behind the CMA and this building," Clement said. "It will be a big asset to the State."

Clement said he was a big country music fan and always had been. He said another check for \$12,500 would be forthcoming from the State after the beginning of the next fiscal year, July 1.

Others present for the groundbreaking included U. S. Sen. Ross Bass (D., Tenn.) and Mayor Beverly Briley. Mrs. Richard Fulton, wife of the U. S. Representative from Nashville, also attended.

Record Leaders Attend

A number of music and record industry leaders, some from out of town, attended. Among them were Mr. and Mrs. David Morris of New York. Mrs. Morris is the widow of the late Ralph Peer, pioneer in country music recording and publishing who discovered the late Jimmie Rodgers and the Carter Family and recorded them the first time in 1927 at Bristol, Tenn.

Mayor Briley told the group he was happy to have helped locate the land and make it available for the building. The local government donated the land, formerly a park, to the CMA for the project.

Bill Denny, president of

CMA, in introducing Mayor Briley, thanked him and the Metro government for making the land available.

The CMA's over-all goal is \$750,000. The music and record industry has already pledged or contributed almost all their goal of \$400,000.

350G Goal

Goal of the local fund drive being conducted by leading businessmen is \$350,000. Cost of the building proper is estimated to cost between \$350,000 and \$400,000, said Mrs. Jo Walker, executive director of CMA. Rest of the money will be used for maintenance, completing the interior and setting up the museum and Hall of Fame.

The building is scheduled for completion in late summer with the interior taking several more months, said Bill Hudson, public relations director for CMA. Work on the building began in February.

Smash-Fontana Tying in Deal With 8-Album Release

CHICAGO—Dealer discounts and deferred billing to eligible accounts are being offered by Smash-Fontana Records in connection with the company's eight-album release this week.

Some 7,000 dealers are receiving a mailer describing the release which includes product by Thumbs Carllile, Charlie Rich, Jerry Lee Lewis, James Brown, and Oscar Brown Jr.

Smash-Fontana Records executives Charles Fach, Lou Dennis, Alan Mink, Shelby Singleton, Doug Moody and Romeo Davis are touring the country

in connection with the release to introduce a special sales program to distributors.

Called the "Auto-Matic Sales Program," the scheme makes all Smash-Fontana salesmen and distributors eligible to win a 1966 Ford Mustang convertible. Sweepstakes tickets will be awarded for each \$1,000 worth of product sold on both new releases and catalog.

"This is the largest incentive program in the history of our company," product manager Fach said. The sweepstakes drawing will be held in Chicago on June 30.

Johnson 'Bouquet' Blooms

BUFFALO—What started out as a local salute to blues man Pete Johnson is developing into a tremendous bash, set for Friday (25) at the Kleinhans Music Hall here, with the full Buffalo Symphony Orchestra of more than 80 pieces doing tunes associated with Johnson.

The event is titled "Jazz, Blues and a Birthday Party for Pete Johnson."

Pete, who has been in and out of the hospital lately, started practicing piano again three months ago. He's thrilled with the event and the opportunity to meet a lot of his old friends who will be on hand. These include publisher Lou Levy, songwriter Jack Yellen and Columbia Record executive Jack Hammond who years ago discovered Pete.

Tickets are \$1.75, and it looks as if the house will be very good, owing to generous space given by local dailies and stations. Carroll Hardy of WEBR will emcee. Richard Dufallo will conduct the orchestra, which will be augmented by the Ray Bryant trio and Jo Jones.

Mrs. Jack E. Clark, who has worked closely with the symphony in setting the event, said that Joe Turner (Big Joe) is flying up from Mexico to sing some of the noted blues he recorded with Pete, such as "Roll 'Em Pete" and "Wee Baby Blues."

Publisher Lou Levy says the bash is in line with his concept of "Bouquets for the Living,"—honoring people during their lifetime.

H-B to Push April Pop Package

HOLLYWOOD—Hanna-Barbera's first major pop album package is scheduled for an early April release, with separate

promotions behind each of the five albums.

Product in the initial pop album program features Louis Prima, Gloria Tracy, the Five Americans, Jean King and the New Renaissance Society, a studio baroque instrumental group playing Rolling Stones repertoire.

Relevant to the release, H-B is offering dealers a 20 per cent discount, 30-60-day billing, 100 per cent exchange privileges and co-op advertising, said general manager Don Bohanan.

To promote the Prima album of golden hits, the artist will appear on TV and phone distributors and disk jockeys, with the label co-opping ads for the package. Prima selected the 12 tunes himself, many of which are heard in stereo for the first time.

For the Gloria Tracy album, H-B will furnish dealers with free demo copies to play over their hi-fi components. The instrumental LP is designed for audiophiles. Miss Tracy is a featured artist in Las Vegas lounges with a modern jazz harp presen-

tation. She will do national TV shows to promote the LP.

For the Five Americans debut LP, producer Jon Abnor of Dallas is scheduling store autograph parties and TV shots to help launch the package in its own back yard. The label will mail free copies of the LP to format station DJ's and will co-op advertising on key top 40 stations.

For the baroque album, featuring all Rolling Stones tunes, H-B is mailing LP's to the college radio stations and newspapers listed in the recent Billboard supplement, "Music On Campus"; is mailing the LP to dealers near colleges and will cover FM outlets.

The cover on the baroque album is a double jacket length painting of a "modern" Blue Boy, complete with Beatle boots, a tambourine and "I Dig the Stones" button.

For the Jean King LP, the label is covering top 40 stations and has released the single "Watermelon Man" from the package. Miss King was formerly with the Blossoms, a leading Hollywood background vocal group.

Marc Gordon Forms Concern

HOLLYWOOD—Marc Gordon, former Motown Coast chief, has formed his own management firm to develop rhythm and blues songwriters, artists and a&r men.

Gordon says the great weakness on the Coast is in the r&b repertoire and producers ranks. The players are here, he notes, but there is a dearth of strong material and knowledgeable producers who can cut a powerful r&b single.

Gordon plans developing several songwriter-producer combinations for his Finesse Music (BMI) and has already signed Willie Hutch and Jimmy Bingham as writers. Hutch is also a vocalist under contract to Modern.

Also under the umbrella of his Terri Productions management firm are the Versatiles and Mary Love. The Versatiles are placed with Bronco Records, Miss Love with Modern.

Gordon claims the Hollywood companies have their r&b rosters but have been unable to find the right material. With few exceptions there are no r&b records breaking out of the Los Angeles market, he says. Gordon's company is located at 407 N. Maple Drive, Beverly Hills.

AGAC SERVICE FOR STUDENTS

NEW YORK—The American Guild of Authors and Composers will establish an educational department to service high schools and colleges with music information. The program entails AGAC providing as speakers writers who specialize in the various forms of musical expression. Schools who wish speakers, provided free, should write: AGAC, 50 West 57 Street, New York.

Kapp Singles' Pace in Gear

NEW YORK — Kapp Records is stepping up its singles activity, with plans calling for new product every two weeks. Product will include rock, standards and country.

The label is currently swinging with seven singles. They are "The Ballad of Irving" from the Kapp album, "When You're in Love, the Whole World Is Jewish"; "Rags to Riches," with Lenny Welch; "If You Love Me" and "I Give In," both with the Lazy Susans; "A Basket of Flowers," with the Night-crawlers; "When Johnny Comes Marching Home Again," with Shani Wallis, and "Please Don't Sell My Daddy No More Wine," with the Greenwoods.

Kapp's independent production arrangement with Kama Sutra has already resulted in one single with the Critters, with a follow-up expected in a few weeks. Another Kama Sutra singer who will make her Kapp debut is Chi Chi. Her first single, released Monday (30), is "If You're Gonna Love Me."



LI'L WALLY, star of polka-oriented Jay Jay Records, Chicago, laughs it up on the Lawrence Welk TV show seen March 19. Jay Jay is currently celebrating Li'l Wally month, with a special sale on the entire catalog.

Muzak's 25th Year

LOS ANGELES — Muzak celebrated 25 years in Los Angeles March 24. To celebrate its silver anniversary, Muzak's L. A. franchise, Pacific Network, partyed its friends at the Ambassador Hotel, one of the first six subscribers in the area. Bill Muster is v.-p. and general manager of Pacific Network.

NEWS REVIEW

New Budget Jazz Line VSP Means Very Special Picks

NEW YORK—This first wave of jazz economy-priced albums on the new VSP Records label will prove a financial delight not only to rack jobbers but regular dealers as well. The offering includes not only some of the most outstanding names in the field, but some of the most outstanding jazz ever recorded.

Some of the objects are virtually collector's items from the catalog of the parent MGM/Verve Records label—most of it unavailable for years, some of it never available before. For instance, "Classic Shearing" features a tune titled "For Evans Sake" never released before; another two tunes in this collection has Cal Tjader on vibes performing with the George Shearing Quintet.

Smash Pushing Yardleys' Disk

NEW YORK — Smash Records is planning a major promotion to tie in with the release of "Some Guys Have It, Some Guys Never Will," with the Yardleys.

The group will appear at record hops, deejay interview programs, teen fairs and major department stores in Baltimore, Boston, Washington, Chicago, Cleveland, Dallas, Detroit, Kansas City, St. Louis, Los Angeles, Miami, Minneapolis, St. Paul, New York, Philadelphia, Pittsburgh, Portland, San Francisco and Seattle.

Teen-oriented spot commercials have been prepared by the Johnstone Division of the McCann - Erickson Advertising Agency.

One of the best albums in the series is "Bongo Conga & Flute," featuring Herbie Mann, some of which was recorded live at Basin Street East nightclub. This is a Herbie Mann even the pop fans will recognize and appreciate; the album is so great it has chart-sales potential.

In 1944 when Nat King Cole was billed as Nat Cole, and when it was his piano playing that made him a special jazz performer, he played with a group for a Jazz at the Philharmonic performance. That music was recorded live, fortunately. For besides some Cole solos, there are solos by guitarist Les Paul and J. J. Johnson on trombone.

"Lady" features Billie Holiday; the product ranges from "What's New," recorded in 1955 to "Deed I Do," recorded in 1959. Woody Herman is highlighted with "The First Herd at Carnegie Hall," a live recording made in 1946 that was unavailable for many years. Dizzy Gillespie and his orchestra are represented with "Night in Tunisia," Gerry Mulligan with "Gerry's Time," Count Basie and his orchestra with "Inside Basie Outside."

Others in this series include "Stan Getz: Eloquence," "That Drummer's Band," featuring Gene Krupa and his orchestra (with vocals by Anita O'Day); "Stage Right," with Oscar Peterson; "Johnny Hodges & All the Duke's Men"; "Two for the Blues," with Cannonball Adderley and Ray Brown; "The Art of the Ballad," featuring artists ranging from Stan Getz and Dizzy Gillespie to Oscar Peterson, Coleman Hawkins and Illinois Jacquet.

All the albums will prove valuable additions to dealers.

CLAUDE HALL

Herman's Hermits Leaning on the Lamppost

K-13500

The newly-recorded single
after hearing it in the chart album

version you asked for
"Hold On" (E/SE-4342).

b/w **HOLD ON**

From the MGM Film Presentation
and Sam Katzman Production
"Hold On"



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

A MICKIE MOST PRODUCTION

Copyrighted material

A Universal Gala

Fifteen years ago it was common in the record business to speak of the "specialty fields."

The term is rarely used today—and for good reason. What were once the specialty fields are now of major importance to the entire world of music—to artists, publishers, record companies and dealers both in the United States and overseas.

A dramatic illustration of this is this week's WSM Nashville celebration marking the 41st anniversary of "Grand Ole Opry" (see separate story). A record-breaking attendance of 4,500 is expected—a sampling of people which cuts across all musical categories. The hotels will be loaded with pop record executives, pop music publishers and pop jockeys—all seeking to improve their contacts with the World of Country Music—once a specialty field.

Indeed, the eyes of the record business overseas are also trained on Nashville and its country-oriented product; for Nashville songs and artists continue to sell amazingly well in some overseas markets. The outstanding illustration is Jim Reeves—whose continuing popularity as a world artist—can only be termed a phenomenon (see separate story).

Assuredly, Tennessee has contributed dramatically to the total music-record business; and in this connection we may note that while the country music festival is underway in Nashville, the Gospel Quartet Convention will be under way in Memphis. May both musical idioms continue to enrich our musical heritage.

Country Mainliners Headline BB Show

NASHVILLE—Buck Owens, David Houston, Jeanie Seely, Don Bowman and Boots Randolph will headline the entertainment slated for Billboard's Country Music Awards night show Wednesday (19) in the War Memorial Auditorium. Cousin Minnie Pearl will act as mistress of ceremonies.

During the show, winners of Billboard's 19th annual Country Music Poll will be announced and presentation made of awards for Outstanding Achievement. The poll was conducted by Billboard's research department and the results have been kept secret.

Billboard's Country Music Man of the Year Award will also be presented to the individual who has made outstanding contributions to the field of country music. In 1965, the award was presented to Edwin W. Craig, honorary chairman of the board of National Life and

Accident Insurance Co., Nashville, parent company of radio station WSM (home of the "Grand Ole Opry"), for his outstanding work in fostering and promoting country music for over 40 years.

John Winther, producer of Dick Clark's "Swingin' Country" TV show, will have cameramen video-tape highlights of the awards program for airing on the NBC-TV network show the week of Oct. 24.

News Coverage

Local TV stations and newspapers will provide news coverage. Tickets are available from Harvey's Central Ticket Office and Buckley's Record Stores in Nashville. A contribution of \$2 will be charged for the ticket, with net proceeds being donated to the Country Music Hall of Fame Fund. This is the only event of the Opry's anniversary celebration that the public is invited to attend.

Capitol Signs Acts in A Contemporary Move

LOS ANGELES — Six contemporary acts have been signed by Nick Venet, Capitol's executive producer in charge of the company's special top 40 department, now functioning as a clearing house for independent masters.

The new groups are the Knack, New Generation, Stone Ponies, Freddie Neel and the Leaves, formerly with Mira Records. The first product from these acts will start appearing in single and album form in the next three months, with the following singles scheduled: "Lemon Princess" by the Leaves; "I'm Aware" by the Knack and "New Song" by the New Generation. This latter male quintet will also perform on an album of melodic "psychedelic" music in which improvisational lines are used against a funky beat.

Venet is working with the concept of creating albums by these groups which are an extension of their artistry and may not necessarily be tied to an initial single. The producer believes the automatic practice of

naming an LP after a hit single is waning. He does not plan doing it. He also says the practice of building an album around one hit single and filling the remaining tracks with unrelated or left over cuts "clinkers" is no longer applicable.

Teen-agers, he says, are now listening to the contents of an album at the retail level. Radio has become the means for "auditioning" singles, so the kids are turning their attentions to the tracks in albums by their favorite artists.

This development has placed a greater responsibility on the acts to develop their abilities for carrying them through a 12 tune LP. It also means longer time in the studio preparing albums.

On a just recorded project, several musicians from rival groups were used as sidemen which prompts Venet to equate this practice with the old days—when jazzmen used to sit in with bands as sidemen.

His fourth floor office in the Capitol Tower has been unofficially designated Venet's Out-

Miller, Tree Top BMI Awards

NASHVILLE — The composer-publisher parlay of Roger Miller and Tree Music will dominate Broadcast Music Inc.'s Country Music Awards again this year. Of the 46 writers and 27 publishers who will be presented with BMI Citations of Achievement for the outstanding success of 48 songs in the country music field the past year, Tree Music will receive eight citations as publisher and Miller will receive five citations as writer. The awards will be presented at ceremonies here Friday (20), by Robert B. Sour, BMI president, and Frances Williams Preston, vice-president of BMI's Nashville office.

The BMI awards are based on trade paper polls of national popularity and public acceptance, reflecting record and sheet music sales, radio and television performances, coin machine plays and other factors measured in these polls.

Miller's citations were for "England Swings," "Husband and Wives," "I've Been a Long Time Leaving," "Kansas City Star" and "The Last Word in Lonesome Is Me." In addition to these songs, Tree's citations were for "Belles of Southern Bell," "Green Grass of Home," and "Would You Hold It Against Me."

Other winning songs, with publishers and writers listed, are:

"Almost Persuaded," Glenn Sutton, Billy Sherrill; Al Gallico Music; "Artificial Rose," Tom Hall, Newkeys Music; "Baby," Ray Griff, Blue Echo Music; "Behind the Tears," Ned Miller, Sue Miller, Central Songs; "Buckaroo," Bob Morris, Blue Book; "Dear Uncle Sam," Loretta Lynn, Sure-Fire Music; "Distant Drums," Cindy Walker, Combine Music; "Don't Touch Me," Hank Cochran, Pamper Music; "Evil on Your Mind," Harlan Howard, Wilderness Music; "Flowers on the Wall," Lewis DeWitt, Southwind Music; "Get You Lie the Way You Want It," Buddy Mize, Blue Crest; "Giddyup Go," Tommy Hill, Red Sovine, Starday Music; "Hello Viet Nam," Tom Hall, Newkeys Music; "The Home You're Tearing Down," Betty Sue Perry, Sure-Fire Music; "I Live You Drops," Bill Anderson, Moss Rose; "I Want to Go With You," Hank Cochran, Pamper Music; "If I Talk to Him," Dolores Edgin, Priscilla Mitchell, Vector Music; "It's All Over," Harlan Howard, Jan Howard, Wilderness Music; "Living in a House Full of Love," Glenn Sutton, Billy Sherrill, Al Gallico Music; "Love Bug," Wayne Kemp, Curtis Wayne, Glad Music, Black Jack Publishing; "Lovin' Machine," Larry Kingston, Window Music, Mayhew Music; "Make the

World Go Away," Hank Cochran, Pamper Music; "May the Bird of Paradise Fly Up Your Nose," Neal Merritt, Central Songs.

Other winners are: "Nobody But a Fool," Bill Anderson, Stallion Music; "The One on the Left Is on the Right," Jack Clement, Jack Music; "Only You (Can Break My Heart)," Buck Owens, Blue Book; "Put It Off Until Tomorrow," Dolly Parton, B. E. Owens, Combine Music; "Snowflake," Ned Miller, Open Road Music, Rondo Music; "Someone Before Me," Bob Hicks, Sure-Fire Music; "Standing in the Shadows," Hank Williams Jr., Ly-Rann Music; "The Streets of Baltimore," Tompall Gkaser, Harlan Howard, Glaser Publications; "Swinging the Doors," Merle Haggard, Blue Book; "Take Me," George Jones, Leon Payne, Glad Music; "Think of Me," Estella Olson, Don Rich, Blue Book; "Tippy Toeing," Bobby Harden, Window Music; "True Love's Blessing," Sonny James, Carol Smith, Marson, Inc.; "Waitin' In Your Welfare Line," Nat Stuckey, Don Rich, Buck Owens, Blue Book; "What Kind of Deal Is This," Wayne Gilbreath, Lonzo and Oscar Publishing; "What's We're Fighting For," Tom Hall, Newkeys Music; "You Ain't Woman Enough," Loretta Lynn, Sure-Fire.

Reeves' Disks at Peak in Britain

By GRAEME ANDREWS

LONDON — Jim Reeves' recording career is at an all-time high in Britain today, though it is more than two years since his death. His chart performance does not indicate it, but he is among leading sellers on the British market. He has probably done more than anyone to spread country music to public.

Reeves' "Distant Drums" single has topped the British chart four weeks in a row and passed the 400,000 sales mark last week (Oct. 11).

Decca, which puts out the RCA Victor label here, is con-

fident that in coming weeks the single will reach 500,000. Reeves has proved to be probably the most consistent steady seller the label has ever had.

Normally, Reeves' singles and albums do not climb as high as No. 1 but they stay on the British charts week after week, reaching final totals way above most pop hits which zoom to the top then fade with equal speed.

As a result, Reeves, whose British following appears to cut right across the different age groups, has to his credit impressive tallies like the 860,000 copies of "I Love You Because" which have been sold here so far. This single may eventually win the late country star a rare gold record for British sales alone.

Meanwhile, another Reeves record, "I Won't Forget You," is nearing 750,000 sales. And the star's extended players and LP's match the consistency of his singles. He is currently riding the EP charts with a collection, "From the Heart." His Moonlight and Roses" album has sold over 200,000 copies and "Gentleman Jim" is nearing the same high figure.

Turnover Staggering

"But the turnover in all Reeves' material is staggering," commented a Decca official. His entire range, singles, EP's and LP's, all keep on selling. For an artist to show such staying power in the catalog field and score No. 1 hits without TV or personal promotion is phenomenal."

Part of the credit for Reeves' success must go to Pat Campbell, Victor promotion chief at Decca. He's responsible for selecting the tracks by Reeves, put out as singles here.

Comments Campbell, "I get hundreds of letters from people of all ages saying how much they enjoy Jim's recordings. He appeals very strongly to youngsters but is also one of the few singles artists to sell in a big

way with adults in this country. The tragedy is that he is not here to see his huge success."

As a result of Reeves' current single hit, Campbell has decided to release his album "Distant Drums" in November. And because of Reeves' good showing with his "Twelve Songs of Christmas" album, Campbell has picked four Yuletide tracks for release on a special Christmas

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Musicor Kicks Off A Latin Promotion

SAN JUAN—Musicor Records is launching a promotion drive here on its Latin American product which will be kicked off with a party this month attended by most of the label's Latin Roster. Musicor President Art Talmadge, sales Vice-President Chris Spinosa, and Latin promotion man Frank Bibiloni will attend. Host will be Tito Rodriguez, who has switched his headquarters here from New York. Also attending the party for the Eddie and Rudy Zervigon and Abraham Norman of the Orquesta Broadway, Los Hispanos, Aidita Viles, and others.

RCA'S SPECIAL SHOW PACKAGE

NEW YORK—RCA Victor Records last week released a special two-LP package marking the 30th anniversary of Hank Snow with the label. Besides some of Snow's greatest country music hits, the LP's feature him telling his life story and the voices of such stars as Hank Williams, Mrs. Jimmy Rodgers, Red Foley and Gov. Frank Clement. The set was produced in Nashville by Chet Atkins and Bob Ferguson.

Pkg. Shipped on BB CARtridge Seminar

NEW YORK—A special free CARtridge package containing highlights of the speeches presented at Billboard's Tape Cartridge Conference Aug. 29-30 in Chicago is being shipped this week to all who attended. The package of two double LP cartridges—featuring 125 minutes of material—represents a landmark in that the medium is being used to sell itself and educate people about the field.

Besides the more than 400 sent to those who attended, nearly 100 more of the cartridges are being shipped to automotive executives and dealers around the world who requested them.

The speeches were taped by Larry Finley, president of International Tape Cartridge Corp., who spent more than \$5,000 on the venture as a public service. Lee Zhito, executive editor of Billboard, edited the tapes. In conjunction with the special

cartridges, Billboard has mailed a 56-page booklet containing all of the speeches and pictures of the conference to everyone registered. Additional copies may be obtained at \$5 each from: Special Projects Division, Billboard, 165 W. 46th St., New York, N. Y. 10036.

Among the speakers contained on the cartridges are Mort L. Nasatir, president of MGM Records, who keynoted the conference; Earl Muntz, president of Muntz Stereo-Pack; Larry Finley, ITCC president; Stanley Gortikov, president of Capitol Records Distributing Corp.; Amos Heilicher, president of Heilicher Brothers; H. J. Sperlich of the Ford Motor Co.; Cecil Steen, president of Recordwagon; James Shipley, executive vice-president of Main Line, Cleveland distributors; Michael J. Daniel, president of Western Tape Distributors, and Jim Gall of the Lear Jet Corp.

Meeting to Mark London's 20 Yrs.

NEW YORK—London Records will celebrate its 20th anniversary with a week-long sales convention to be held in England starting Jan. 15. Chairman of the anniversary celebration will be Sir Edward Lewis, chairman of the board of London Records' parent Decca, Ltd.

The event is expected to draw the heaviest participation of independent record distributors to an overseas meeting in the history of the American record industry. Every London and London Group distributor will be represented by owners or operating heads as well as by key sales executives. Many wives are also expected to be in the part.

With the acceptance already in from points as distant as Honolulu and Hawaii, 6,000 miles from the locale of the

meetings, it is expected that nearly 150 will make the junket. Two different airlines, BOAC and TWA, will share the transportation load.

London's first-line executive echelon will all be making the trip and will be joined by several of the firm's longest-standing independent producers.

According to D. H. Toller-Bond, president of London Records, many special functions have been planned for a full four days, some for all members of the party and others for their wives, while the distributors assemble for business sessions and the major product presentation on Jan. 17.

Listed on the social calendar are many events highlighted by a banquet to be hosted by Sir Edward and his wife. In addition, stars of the London talent roster are expected to be on

hand to perform and meet the guests.

The London party will gather on Jan. 14 for cocktails and dinner at the International Hotel, adjacent to New York's John F. Kennedy International Airport and will depart the following morning for London. The return trip is slated for Jan. 22.

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Epic's Int'l Catalog to Be Peg of Campaign

NEW YORK—Epic Records' entire international catalog will be the peg of a new campaign the disk company is launching this month. The "World Tour" via Epic LP's is being kicked off with the slogan "Free Transportation, Free Accommodations. You Only Pay for the Music That Takes You There." This travel-by-records theme will be utilized in all Epic International advertising, merchandising and promotion.

The campaign will be spearheaded by five new international albums: "San Remo's Greatest Hits, 1958-1966"; "Latino, Si Gusta," the American debut LP of the Argentinian Cuarteto Imperial; "The Valley in Song," sung in Welsh by the Morrison Orpheus Choir conducted by Eurfryn John; "Accordiona a la Piaf!" featuring Emile Prud' Homme, and "I'm Off to Bonnie Scotland," by Scottish folk singer Andy Stewart.

In keeping with the traveling motif, Epic has designed differ-

ent-sized displays which resemble travel posters. Each large display features one of the five new LP's, as well as geographically related, best selling albums. The areas covered include France, Italy, Germany, the British Isles, South America. The San Remo poster highlights the new album plus the six previously released Epic San Remo albums which features the hits of each year's festival since 1961.

Each of the smaller poster displays a best selling album from Epic's international catalog. Included are "Songs From the Garden of Allah," by Yaffa Yarkoni, "New Popular Songs From Greece" and "Souvenirs From Sweden," among others.

A counter display containing a "Passport to Epic International Albums" completes the label's "World Tour" travel arrangements. The booklet, designed as a replica of a U. S. passport, lists Epic's complete international catalog by country.

Executive Turntable

Ray Passman has been named professional manager of the Tobi-Ann and Picturetone Music Publishing Companies. Passman will work on bringing all types of new songs, including album material, to the companies.

Bob Morgan has resigned his post as artists & repertoire director for Epic and Okeh Records. His replacement has not yet been set.

Tom Murphy has been appointed to the Big 3 Music Corp.'s West Coast professional staff. Murphy is former program director of radio station KCBQ, San Diego.

Hickory Records has acquired three new promotion men. Del Roy, a former deejay and RCA Victor promotion man, will handle promotion for the west. Len Shults, a former deejay in Gallatin, Tenn., on WHIN, will work out of the main Nashville office. Dick Forster has been retained as a regional promotion man in the San Francisco area. W. D. (Dee) Kilpatrick, merchandising and promotion director for Hickory, said these new appointments were in line with a present expansion program.

Benny Ross has joined St. Nicholas Music as professional manager. Ross previously was associated with Dorsey Brothers Music, Southern Music Co. and Paul Anka Music.

John L. O'Leary named executive staff assistant to Eugene L. Mueller, Capitol's finance vice-president. O'Leary comes to Capitol from Chrysler Corp. in Detroit as a supervisor in the corporate profit analysis department.

Allen Davis replaces Jack Wagner as manager of Capitol's

(Continued on page 12)

Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming Coin Machine Operating
Tape CARtridge Audio Retailing

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The whole trade
 will be talking about
 Tony Bennett's TV special,
 October 26th on ABC-TV.
 Millions who watch him
 will be asking for
 Tony's new single:
 "A Time for Love"



4-43768

and these great albums:



CL 1229/CS 8652*



CL 2373/CS 9173*



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*Stereo

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Nashville Radio Stations Giving CMA Conclave All the Air Play

By CLAUDE HALL

NASHVILLE — Radio stations here are capitalizing on the excitement of the country music convention. WENO, the top fulltime country music station here, has sold a heavy slate of its broadcast day to record industry firms, including: 9 a.m.-6 p.m. Wednesday—Ernest Tubbs Record Shop; 9 a.m.-6 p.m. Thursday—Columbia Records; 7-midnight—Cash Records; 9 a.m.-6 p.m. Friday—Monument Records; 9 a.m.-6 p.m. Saturday—RCA Victor Records; 7-midnight—Acuff-Rose and Hickory Records.

Jerry Glaser, general manager of WENO, said that while the station would maintain control of the programming, product of the companies would receive special highlighting and their artists would be interviewed throughout the day.

WSM, the country music kingpin, is planning its usual activities for the convention which celebrates the 41st anniversary of its live talent "Grand Ole Opry" show. Tuesday, however, the station will broadcast 6:30-7:30 p.m. the dinner of the American Women in Radio and TV. From 9-10 a.m. Friday (21), the traditional Opry Special will be aired, featuring introduction of the artists on the "Grand Ole Opry" and a couple of lines from their biggest songs. Both Thursday and Friday, beginning shortly after 10 p.m., the station's historic "Opry Star Spotlight" program will broadcast live from the lobby of the Andrew Jackson Hotel, with various artists not only appearing on the air, but handling mike chores. The Friday Night Opry show and the Saturday night "Grand Ole Opry" will be broadcast as usual with the

Saturday program starting at 6 p.m. instead of 7:30 p.m.

WSHO, the country music station in New Orleans, will salute WSM and the "Grand Ole Opry" with a remote broadcast live from in front of the Andrew Jackson Hotel Thursday-through-Saturday, marking a rare time a country music station has pulled a remote at this distance with all records originating in the other city. Columbia Records distributor in New Orleans, directed by Bill Shaler, is one of the sponsors of the 12:30 p.m.-4 p.m. daily remotes.

WENO is setting up a huge information board this year in front of the Elks building. People wishing to contact friends can telephone and leave a message on the board. Two girls will operate the phones; the board will be in service Thursday through Saturday 9 a.m. to 9 p.m.

Going Up: Acuff-Rose



GROUNDBREAKING CEREMONIES are scheduled Wednesday morning (19) for a new \$400,000 building for Acuff-Rose Publications, Acuff-Rose Artists Corp., and Hickory Records. Building is to be ready by May, 1967. It contains 40 offices, conference rooms, studio, and mastering facilities. Roy Acuff and the Smokey Mountain Boys will entertain at the ceremonies.

Pubs, Hit Potential Making Gospel Grow

By CLAUDE HALL

NASHVILLE — Two factors—new to the industry—are contributing to a rapid expansion of the gospel record business. There's a tendency of publishers and quartets to reach out for a commercial single or album hoping to get on the charts, and rackjobbers have recently discovered that gospel records mean fast, steady profits.

Bob Benson, president of Heart Warming Records, said last week that "more and more gospel groups are looking for a single or album with hit potential. There's a tendency to aim in this direction. Gospel music is trying to hit the more regular patterns of the music-record industry, even in publishing. Publishers of gospel tunes are trying not to get other labels interested in their songs, to get country artists to record them. Most country artists have gospel albums in their catalog. I've heard some country artists comment that some of their highest selling albums were these sacred albums, especially on personal appearances."

To a great extent, gospel publishers are now following in the footsteps of country music publishers, he said. "Country publishers seldom print sheet music, they record dubs and tapes of their songs and send to a&r producers and artists. Gospel publishers are doing this more and more."

"I don't look for gospel to be as big as country music. Country music records get play on jukeboxes, whereas gospel doesn't appeal to this exposure medium except for an on-the-fence type of record like 'Crying in the Chapel.' But I do think that in the not-too-distant future a gospel quartet will find a melodic tune and break into the pop charts. We'd like for it to be us—one of the groups on our label—but it would help us if anybody did it."

The other factor helping the growth of gospel music is rackjobbers, and Benson said he felt the "lifelines of Heart Warming Records lay with rackers to some degree. You put an album on a rack and then it's up to the consumer. In a store, however, some salesmen just can't get excited about a gospel record. I wish there were some way to boost their enthusiasm for gospel product."

"But the Handelman branch in Cleveland, managed by Bob Cipriani, put 25 copies each of 15 of our albums out." He said he moved them in a week and doubled his next order. Heart

Warming's business through rackers has doubled in the past 12 months, he said. The label now distributes through 35 rack jobbers, but hopes to up this to 60 within the next three months.

As far as over-all sales go, a territory running through Ohio, Indiana, West Virginia and Virginia seems to do best in sales. Heart Warming Records was launched in the summer of 1961 as a division of the John T. Benson Publishing Co., formed in 1902 by Benson's grandfather. Artists on the label include Jake Hess and the Imperials, the Oak Ridge Boys, the Speer Family, the Prophets, the Plainsmen, the Cathedral Quartet of the Cathedral of Tomorrow, Akron, Ohio, and the Singing Rambos.

Kama Sutra World Rights To UA Pubs

NEW YORK—United Artists Music Publishing Companies has acquired worldwide rights to the entire Kama Sutra catalog. The deal strengthens UA's position in the publishing industry and provides additional exposure for Kama Sutra material.

By combining the catalogs of both companies, UA hopes to supply new compositions to the UA companies throughout the world. According to a UA spokesman, "the affiliation marks the latest step in a long series of major deals completed in the past year by the UA Music Publishing Companies. UAMPC is wholly owned and operated by United Artists Music Companies."

Kama Sutra, which is presently expanding into the advertising and movie score fields, has published several recent hit records including "Remember Walking in the Sand," "Leader of the Pack," "I Can Never Go Home Anymore," "Mr. Diengly Sad" and "Mind Excursion."

DiMartino Firm

LOS ANGELES—Independent producer Tony DiMartino has opened his own company, Big Deal Records with the release of the master "Never to Leave" by the Two Bits. Other acts under contract are the Accents, Betty Turner and the Outcasts. The new label has 27 distributors, its owner says. He plans looking for New York representation to acquire masters and titles. DiMartino's office is at 3734 Vinton Ave.

Atl.-Atco Rings Up \$1.5 Mil. Sales

NEW YORK — Billings of more than \$1,500,000 were reported by Atlantic-Atco Records in regional sales meetings last week in New York, St. Louis and Los Angeles. Among the strongest items at the sessions were new albums by Sergio Mendes, Herbie Mann, the Modern Jazz Quartet, Percy Sledge, Esther Phillips, "Memphis Gold" on Stax, and "The Dictionary of Soul" on Volt.

The meeting saw the introduction of 22 LP's on the Atlantic, Atco, Stax, Volt and Dunwich labels. Nesuhi Erte-

gun introduced the October album product; Len Sachs explained the October-December fall program; and Bob Kornheiser introduced new singles by Esther Phillips, Dee Dee Sharp, Barbara Lewis, Solomon Burke and the Shadows of Knight. Ahmet Ertegun, Atlantic-Atco executive, also conducted the sessions.

Sachs told the Atlantic-Atco distributors and their sales and promotion staffs about the firm's increased emphasis on dealer and rack-oriented radio and newspaper advertising. He also

showed new point-of-sale merchandising aids for dealers, including four-color motion store window displays and single framed LP lithos mounted on a color display.

Atlantic-Atco is offering new and catalog product at a special 15 per cent discount with 30-60-90 days deferred billing for qualified accounts. This discount program will continue through December. The usual Atlantic-Atco 100 per cent exchange policy covers all albums. A new distributor contest with a round-the-world trip for two as first prize was announced. Included will be regional distributor contests, which will run through the end of the year. The new albums introduced consist of 10 on Atlantic, seven on Atco, three on Stax, and one each on Volt and Dunwich.

Merc. Issues 34 Albums

CHICAGO—Dave Dudley's "Free and Easy," Roy Drusky's "If the Whole World Stopped Lovin'," Blues Magoos' "Psychedelic Lollipop," Miriam Makeba's "All About Miriam" and Mercury Limelight album "Les McCann Plays the Hits" highlight an album release from Mercury this week.

Additionally, artists Faron Young, Dave Dudley, Nichols and May, Lesley Gore, Leroy Van Dyke, the Xavier Cugat orch, Billy Eckstine, Clyde McPhatter, the Ted Weems orch, the Royal Hawaiian Guitars, Sil Austin, Sarah Vaughan, Tony Martin, Tiny Hill and Frankie Laine were spotlighted in "Golden Hit" LP's. The Platters, Eddy Howard, Patti Page, Dinah Washington, George Jones and Brook Benton were featured with two "Golden Hit" albums. Units are offered at an additional special discount.

Cottonball Label

DALLAS — Cottonball Records has been formed by Pat Morgan with Glen Costin, formerly associated with Ava Records as president. First artists include Little Gary, Delores Johnson, Les Wilson and the Panthers, Fathead Newman and the Juvie Gomez trio. Morgan is a local ad-p-r. man.

Dean & Farr: Col.'s New Frontiersmen

NEW YORK — "Diversification" and "co-ordination" will be the operative words in the blueprint drawn up by Walter L. Dean and Wornall (Bill) Farr, who last week were promoted to top vice-presidential posts by Clive J. Davis, vice-president and general manager of CBS Records. Dean has taken over as administrative vice-president of CBS Records, and Farr as vice-president for marketing at the Columbia label.

"Diversification" will be one of Dean's prime targets and "co-ordination" will be one of

Farr's major goals. Dean pointed out that there are new opportunities for growth and expansion are constantly being presented to the record companies and it will function to explore all these new avenues. "The record industry has grown tremendously in the past 10 years," he said, "and it will continue to grow within its own areas but there are now other areas in which we can spread the expertise. Dean's responsibilities now include the CBS Records Book Publishing Department, the April-Blackwood music publishing companies, and CBS Records Business Affairs."

Dean admitted that he's already considering new roads for CBS Records diversification, but that they're not nearly ready enough to be talked about.

Under Farr's aegis as vice-president for marketing at the Columbia label, the aim will be to fill the void between the distributor-dealer and the final consumer. It's Farr's belief that this can be achieved by developing closer co-ordination of such departments as sales, distribution, merchandising and creative services. Farr hopes that he'll soon be able to acquire information on the needs of distributors, dealers and final consumers for analysis by the various divisions in his domain. "The important thing," Farr said, "is that we learn how to make use of this information."

Prophets Launch A Record Club

KNOXVILLE, Tenn. — The Prophets, a gospel group, have launched their own record club—the Prophets Record Club—and are selling not only their own albums, but product featuring other artists and quartets.

The club, headed by Mrs. Mary Lee Moscheo, soon plans to also sell sheet music, songbooks and musical instruction books. Mrs. Moscheo is the wife of one of the members of the group, as are the other club staffers: Mrs. Linda Garrison, Mrs. Beverly Rodgers, Mrs. Linda Wesson and Mrs. Sharon Hill. Catalogs for the club are distributed free at concerts given by the Prophets.

MGM's "Celebrity Of The Month" Lainie Kazan Designed especially for air-play!



Coming your way! A once-a-month package assembled just for radio programming. Each pre-pack features a top MGM, Verve star, with 45 r.p.m. versions of their best album and single performances. All this, plus colorful bios, too!

To launch the series, here's Lainie Kazan . . . the gal who's dominating the TV screens this fall. (*The Dean Martin Show*, Oct. 29, Nov. 3, Dec. 29; *The Ed Sullivan Show*, Dec. 4.)

So look for Lainie in your mailbox soon.

And that's just for openers.

MGM Records and Verve Records are divisions of Metro-Goldwyn-Mayer Inc.



This One



CTPC-N7W-XD48

Burton Fete to Raise Funds for Fellowship

NEW YORK — The Friends of Bob Burton Committee is planning a dinner March 21, 1967, to raise funds in honor of the late BMI president, for a \$100,000 fellowship at Columbia University Law School. Morris Levy, president of Roulette Records, was named to head a special dinner committee. On the committee as of last week, with more to come, were Larry Finley, president of International Tape Cartridge Corp.; Harry Fox of the Harry Fox Office; Phil Kahl, Diamond Records; Don Kirshner, head of Colgems Records; Larry Newton, president of ABC Records; Howie Richmond, president of The Richmond Organization; Mike Stewart, president of United Artists Records, and Hal B. Cook, publisher of Billboard. Richmond is a driving force behind the parent committee in New York; Jack Stapp of Tree Music, in Nashville.

Publishers, writers and others have contributed during the past few months about \$50,000, plus \$10,000 more in pledges, according to Levy, toward the scholarship. Dinner tickets, at \$50 each, should put

the scholarship fund over the top, he said. The dinner will be held in the Americana Hotel.

Permanent Grant

The fellowship will be a permanent one. The interest income from the fund — about \$5,000 — will be given each year to a student for research in the field of copyright, intellectual property and communication. "This is a very good cause, the type of thing the entire industry should get behind," Levy said. Burton, a driving force in the development of BMI, was a foremost battler for the rights of creators and copyright proprietors.

Levy said he expected a 2,000 turnout for the dinner. "The industry should be able to easily do that well," he said, commenting that he'd already sold more than 200 tickets on just a few phone calls.

"This could develop into an annual dinner to benefit a worthy cause. It would be excellent public relations for the industry."

There will be entertainment at the dinner and Levy is now contacting some of the major record artists in the field for the show.

Accord Near In ARD, GVL Royalty Strife

MUNICH — A settlement seems near in the long drawn-out dispute over royalty payments between the German radio stations' organization ARD, and the GVL, which represents the record companies and their artists.

Both sides have been meeting regularly to discuss the wrangle and a compromise is being gradually worked out. The two sides are scheduled to meet again Oct. 27 and both sides seem hopeful that they will be able to reach a final agreement soon.

A settlement will bring a welcome promotion boost for German records. Because of the dispute, German stations have reduced their exposure of new product to only 10 per cent of former air time to avoid royalty payments. The GVL has been demanding higher payments for artists and companies, and the stations have been sticking to oldies and standards to sidestep the GVL's payment requests.



CHARLES AZVANOUR, Monument Records' star, was given a party recently at the Playboy Club in New York. From left are Henry Byrs, his accompanist; French Vice-Consul and Mrs. Serge LeGoff; Azvanour, and Bobby Weiss, Monument vice-president.

Go-Go Music Forms GMC

GLEN COVE, N. Y.—GMC Records has been formed as a division of the Go-Go Music Corp. here, headed by Gene Moretti. The new label's first release is a single by the Gumdrops 2, a pair of 16-year-old girls.

Go-Go, organized in February as a holding company, owns Impression Music, a BMI firm, has five writers and owns 35 copyrights. Moretti, who manages the six acts signed by the new label, will set up a separate management wing.

Moretti's approach is to rely exclusively on the copyrights owned by Impression and draw talent primarily from the three million population Long Island area. All six acts, in their teens and early 20's, are local boys and girls.

Moretti reasons that with the proliferation of clubs in Long Island (estimated as more than 100), the acts can be showcased and be promoted among the three million residents of the area.

With Long Island as a base,

he feels that a record has a good chance of taking off nationally. A national distributor network has been established. It consists of:

Marnel of Maryland, Baltimore; Dumont, Boston; Summit, Chicago; Julie Godsey, Cincinnati; Big State, Dallas; Music Merchants, Detroit; Campus, Miami; Apex Martin, Newark, N. J.; Beta, New York, Universal, Philadelphia; Fenway, Pittsburgh and Commercial Music, St. Louis.

Moretti is looking for a national promotion manager and a national sales manager. Overseas distribution will be handled through the Columbia Records organization, with Columbia holding split copyrights on all material outside the U. S.

Moretti, who has been in the record business for 10 years, joined ABC-Paramount Records in 1957 as a mail room clerk and worked his way to a top spot in the international division. In 1959 he left for MGM Records, where he helped set up that label's international division.

London Broadens Country Vista With Shannon Deal

NEW YORK—London Records has made a move to establish its position in the country field with the signing of a production agreement with Nashville's Shannon Records, one of the producing wings of Jim Reeves Enterprises, operated by Mary Reeves. The deal was concluded by London's singles sales artists and repertoire head, Walt Maguire, with Mrs. Reeves and Clarence Selman, who heads the Reeves operation.

Merco Dividend

MELVILLE, N. Y. — Merco Enterprises, Inc., has issued a dividend of 15 cents a common share payable Nov. 1, the fifth successive dividend paid by the rack since "going public" in August 1965.

Buys 80% of United Studio

LAS VEGAS—Former Nashville engineer Bill Porter has purchased 80 per cent of the stock in the United Recording studio here and plans gunning for commercial disks to make the city a competitive recording center.

Porter, formerly with RCA Victor (four and one-half years) and Monument (two and one-half years) says the city has to produce more commercial recordings rather than the big band and jazz dates which have been a mainstay of activity.

The price Porter paid to the parent company in Los Angeles is reportedly in six figures, with United still retaining the remaining stock in the operation. Departing the firm are general manager Jack Eglash and engineer Walt Payne, transferred to United's San Francisco operation.

Porter will function as a manager and engineer and hopes to introduce Nashville-type improvisation sessions. The studio retains its United tag for the present time.

Caedmon Opens Studio at Hdqtrs.

NEW YORK — Caedmon Records, the spoken word label, has opened its first studio in its new headquarters. Irwin Diehl, former studio engineer at WKRC-TV, Cincinnati, is the chief engineer. He will be assisted by Lion Harvey, formerly with Acoustic Research and Fisher Radio.

The art department has also been expanded, with the hiring of Frederick Hubicki as art director and Oraston Brooks as assistant.

According to Bob O'Brien, sales manager, the new facilities will allow the label to do a considerable portion of its recording and album cover art.

O'Brien said that government subsidies for educational programs have enlarged the label's activities in this field substantially.

ELLA SETS UP SALLE RECORDS

LOS ANGELES—Ella Fitzgerald has formed her own record label, Salle Records. She performs on the label's first release, "These Boots Are Made for Walkin'," backed with "The Moment of Truth." Miss Fitzgerald's contract with Verve expired last year.

Epic's \$200 to Minny Store

NEW YORK — Musicland of Minneapolis received the top prize of \$200 from Epic Records for the best window in the "Bobby Vinton Window Display Contest." The same prize also went to Epic salesman Howie Holkestead of Heilicher Brothers of Minneapolis. The store and salesman also won \$100 each for the best window in the Midwest region.

Other \$100 regional prizes went to Rowlands of Fort Worth and salesman O. B. Woodward of Columbia Record Distributors of Dallas, southern; Spruce Record Shop of Scranton and salesman Art Weissman of Universal Record Distributors of Philadelphia, eastern, and Discount Records of San Francisco and salesman Tobe Driesser of Melody Sales Co. of San Francisco, western.

Receiving regional awards of \$50 each were Victor Music of Madison, Wis., and salesman Roger McDowell of Tell Music of Madison, Midwest; Recordlane of Lowell, Mass. and salesman Mort Garfinkel of Dumont Record Distributors of Boston, eastern; San Antonio Music Co. and salesman Joe Mansfield of Columbia Record Distributors of Dallas, southern, and Tower Records of Sacramento and salesman John E. Daniel of Melody Sales Co. of San Francisco, western.

U. K. Decca Reports \$1.2 Mil. Profit Hike

NEW YORK—Decca, Ltd. of London, parent company of London Records, has reported a \$1,260,000 increase in profits for the fiscal year, which ended in March, compared with the previous year. The profits after taxes rose to \$7,327,984. Gross sales were \$101,640,000. Sales on the Decca group's record, record player, radio and TV receiver operations rose from \$49,980,000 to \$50,120,000.

Two Set Up Alouette Prod.

NEW YORK—Kelli Ross and Art Wayne have formed Alouette Productions, a music publishing and independent production operation. Alouette has already signed deals with KamaSutra for the United Children's Chorus and with Smash Records. Their debut disk on Smash by the Satisfaction, "Give Me Your Love," was released recently.

The production company has just signed as artists, the Dreamtone, a female quartet; singer Vinne Martin, and the Well Oiled Rubber Band.

Their latest addition to the publishing operation is writer Janis Ian, who also records for Verve-Folkways. She recently wrote and recorded "Society's Child."

Among the publishing firms in the Alouette compound are Earth Music (BMI) and Bonjour Music (ASCAP), publishing interests of composer Quincy Jones; Bobby Scott's Jenny Music and Buffee Music, which holds many of Lesley Gore's hits, as well as the Tattersall and Twelve String Music.

Mrs. Ross will be firm's vice-president and general manager, and Wayne will be professional manager and talent. They will be headquartered at 1619 Broadway.

Lynn and Hot Shot Expansion Planned

NEW YORK — Cathy Lynn Productions, and its record label, Hot Shot Records, are planning an expansion into movie scores and jingles. The firms, along with Music Creators International, were formed six months ago by Anthony DeSantis and Cathy Lynn with its first disk, "Right Combination," by Marsha Brody, geared to the teen-age market.

Miss Lynn has written a new score for a European version of "Pinocchio," starring Vittorio Gassman and Boris Karloff, which will be distributed here in time for the holidays. Music Creators International is the publisher. The organization is preparing singles releases in the r&b and easy listening fields as well as a new disk by Miss Brody. Eartner Doss is cutting the easy listening records. Lou Kravitz has been appointed assistant to Barney Williams, national sales and promotion manager for Hot Shot.



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Page Adds a New Chapter; Forms Page One Records

NEW YORK — Larry Page, visiting New York last week to buy masters, announced that he has formed Page One Records, headquartered in London. The Troggs, whom he produces and manages, will be the major

artists on the label. Their first Page One Records release is "I Can't Control Myself" and Page said it is already a hit in England.

Fontana will distribute the label in England. Eight acts have been signed to the label, including Bobby Solo and Georgio for England (both are European artists).

Page, who began work when 15 years old packing records in an EMI factory, started Page One Productions last January with Dick James, publisher of the Beatles material. A former EMI Records artist, Page once was both recording for EMI and packing his own records. "As

an artist, I got carved up pretty well, but my artists are now benefiting from my mistakes."

Independent record companies are a rare thing in England, Page said, "because it's almost impossible to compete with the giant record companies. That's why I waited until I had a group strong enough to kick it." The Troggs, who had a worldwide hit with "Wild Thing" and their second release of "With a Girl Like You," were released in the U. S. on both Atco Records and Fontana. Decision about which label gets the Troggs was still pending in court last week. Page One Records joins the ranks of such independent firms as Immediate Records and Strike Records.

In his search for masters, Page said that he wanted material which could happen in England even if it didn't become a U. S. hit. "So much stuff in the U. S. is killed before it has a chance."

Big 3 'Games' Gets Rush of Recordings

NEW YORK—"Games That Lovers Play," which has been acquired by the Big 3 Music Corp. (Robbins - Feist - Miller), has been receiving a rush of recording activity with four vocal and four instrumental versions out. Derived from the German melody "Eine Ganze Nacht," Nacht," the song's English lyrics were penned by Eddie Snyder and Larry Kusik. "Games" is out on vocal pressings by Eddie Fisher (RCA Victor), Wayne Newton (Capitol), Connie Francis (MGM) and Ike Cole (United Artists). Instrumental versions have been waxed by Mantovani (London), James Last (MGM), Nini Rossi (Columbia) and Andre Kostelanetz (Columbia).

GE Has Eye on Disk Distribution

• Continued from page 1

each meeting Novak has pointed out that the GE marketing organization is well equipped to take over that record manufacturer's line for distribution. He has told label executives that GE has 26 branches and 34 warehouses in the U. S. Its salespeople, for the most part, call on the same accounts which carry the label's record product.

Knappertsbusch LP's Released

FRANKFURT—CBS Schallplatten announced two memorial albums—Beethoven's Fidelio and Anton Bruckner's Symphonie No. 8 in C Minor—with the works of Hans Knappertsbusch's, who died a year ago.

The two albums have been assembled from Knappertsbusch's record repertory, and are being offered by subscription until the end of the year. The subscription price is \$12 for the Fidelio album (regular price \$18.75) and \$8 for the Bruckner symphonie (\$12.50).

Fidelio album has the complete Beethoven opera on three LP's. Knappertsbusch conducts the choir and orchestra of the Bavarian Staatsoper (State Opera), with Sena Jurinac, Maria Stader, Jan Peerce, Gustave Neidlinger and Murray Dickie.

The Bruckner symphony (in the 1892 version) is with the Munich Philharmonic.

Wunderlich LP

COLOGNE — Electrola is preparing a special Fritz Wunderlich memorial release, Gustav Mahler's "Lied von der Erde" with Christa Ludwig and Otto Klemperer. It was Wunderlich's last recording for Electrola before his death from a fall last month.

25th Yr. Marked

MEXICO CITY — President of Mexico Licenses Gustavo Diaz Ordaz was guest of honor at the recent dinner celebrating the 25th anniversary of Mexico's National Chamber of Broadcasting. The event was broadcast on most of the nation's 450 radio stations and was carried live on all three Capitol City channels and their respective coast - to - coast networks.

Palmer Making Major Expansion

DETROIT — Palmer Records is undergoing a major expansion with new offices, a new general manager and the purchasing of masters. The manufacturing division of the Handelman Co. will operate out of 8832 Puritan Ave.

Irv Biegel, veteran music business executive, is the new general manager. Biegel previously was general manager of Golden World Records, before which he spent four years with Motown. Palmer plans emphasis on today's youth market with pop and rhythm and blues disks. The label recently purchased a master of "Black Cloud" by Me and Dem Guys from Coral Gables. Al Rosner, who was with Golden World, will assist Biegel.

The talks are based on the fact that GE's marketing wing will be selling cassette product, and therefore will have to build a recording-oriented sales force. That sales force, Novak reasons, will be well equipped to handle disk wares as well as the cartridges.

Novak denied to Billboard that GE was girding itself for a full-scale invasion of the record business. Instead, he referred to his conversations with record company executives concerning disk distribution as merely exploratory probes, and nothing more. He did stress, however, that GE is committed to providing a healthy array of recorded product in cassette form representing numerous labels, and that this goal is the basis of his contacting labels.

Novak further denied GE's "return" to the record business by pointing out that "we are still in it with our "Show and Tell" series," the kiddie film-strip-disk device.

A number of record company executives, however, felt that the GE approach was more in order of an offer rather than a mere sounding.

Should GE go into the distribution of record product, this will mark the firm's return to the record industry whose ranks it left some 15 years ago. During the mid-1940's, the General Electric Supply Corp. undertook national distribution of Signature Records. Signature was founded in 1942 by Bob Thiele and included among its artists Ray Bloch, Monica Lewis and Hazel Scott.

Merc. Buys 'Girl'

NEW YORK—Mercury Records has bought the master of "Bad Girl" produced by J-Beck Records, Corpus Christi, and a big seller in the area. Tune is by the Zakary Thaks. Deal was by Mercury's Charlie Fach with Carl Becker and Jack Salyers.

CHICAGO — The Fontana single by former schoolteacher Geoff Stephens, "Winchester Cathedral," has just been released and is reportedly one of the fastest selling singles in the company's history.

PYE LOOKS TO LARGE SALES IN IRELAND

DUBLIN—Pye looks for an immense sales growth in Eire and the development of a native pop sound to replace the local version of the British and the American.

Irish area manager John Woods and his staff have just won Pye's annual sales contest for the second successive year. Won a trophy presented by managing director Louis Benjamin for boosting sales over 70 per cent compared with 1965.

Woods said: "The Irish scene has never before shown such immense possibilities. The last year was a revelation and Christmas-scale business was experienced during the summer, thanks largely to the emergence of several new local artists with unlimited potential.

"The way things are progressing, I think it's only a matter of a short time before a distinctive Irish pop sound evolves. My ambition is to see an all-Pye top 10. To date, we've had as many as five Pye disks in the best sellers simultaneously."

You'll miss the best part of the 41st Anniversary Birthday Celebration if you fail to call on Jack Jackson and Tom Hanserd at the DELAYED OPRY NETWORK BOOTH Municipal Auditorium October 20-21-22 WSM-Nashville, Tennessee

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	Acuff Rose	(Chet Atkins)
2	(6) (13) (37)	4	BEND IT!	Dave Dee, Dozy, Beaky, Mick and Tich	Fontana	TF 746	Lynn	(Lynn)
3	(2) (4) (14)	6	I'M A BOY	The Who	Reaction	591-001	Falstina	(Lynn)
4	(3) (7) (13)	5	YOU CAN'T HURRY LOVE	Supremes	Tamla-Motown	TMG 575	Bellade	(Lynn)
5	(4) (6) (12)	5	LITTLE MAN	Sonny and Cher	Atlantic	584-040	Bellade	(Lynn)
6	(7) (18) (26)	5	WINCHESTER CATHEDRAL	New Vaudeville Band	Fontana	TF 746	Lynn	(Lynn)
(17)	(—) (—) (—)	2	HAVE YOU SEEN MOTHER					

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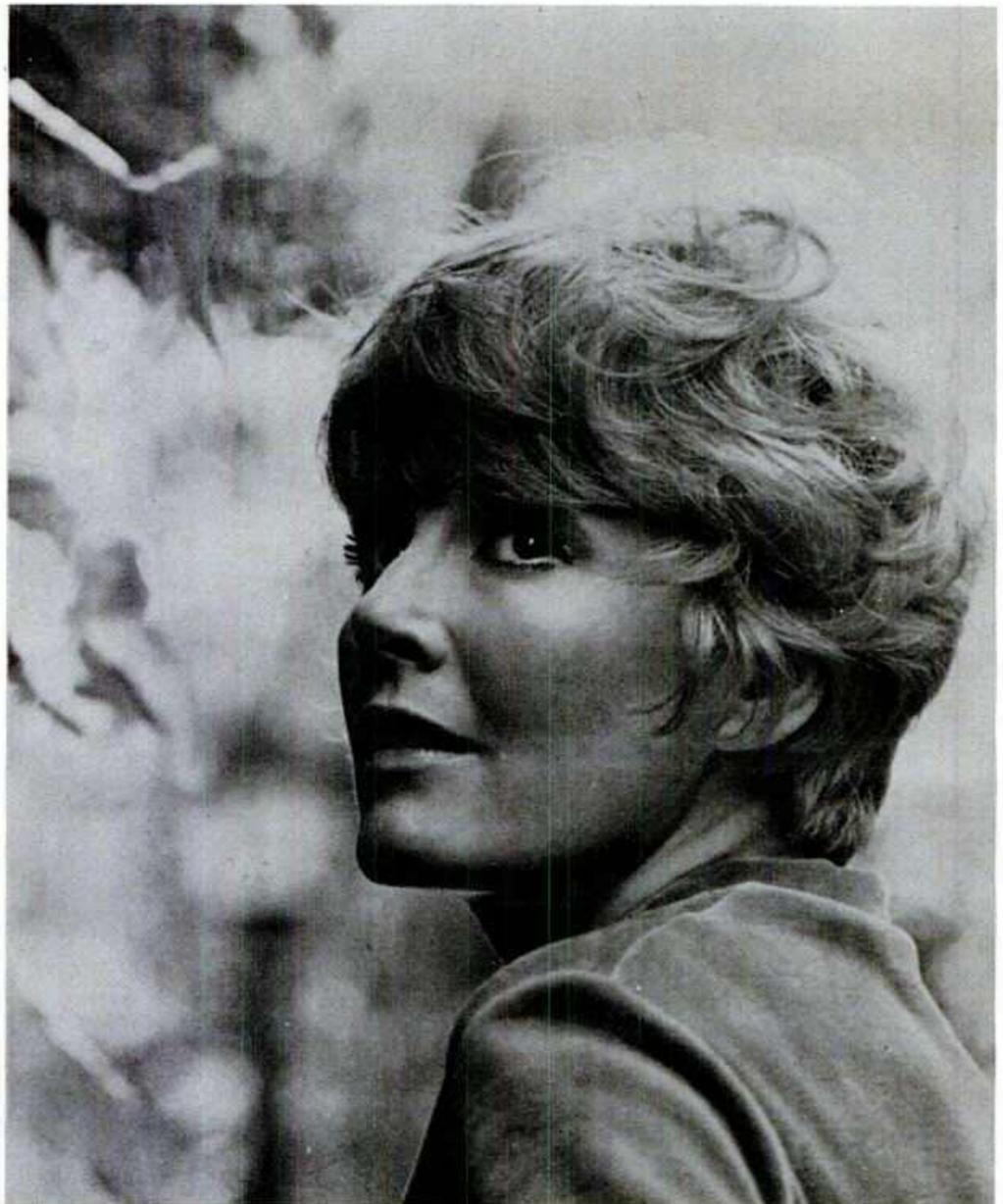
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Quartets in 4-Day Date

• Continued from page 1

Saturday (22): New GMA board meets. Noon, SESAC luncheon; 10 a.m.-1 p.m., non-profession talent show; 6 p.m., "Parade of Quartets" gospel show featuring both Thursday and Friday performers and others.

Sunday (23): Morning worship service, Rev. Hovie Lister, sermon. Noon-6 p.m., continuous gospel singing. Meetings and luncheons are slated for Downtowner Motor Inn; the shows will be at Ellis Auditorium.

Philips Launching Catalog—Wide Sale

CHICAGO—Philips Records launched a catalog-wide sale with the release this week of three albums geared to heavy consumer demand. Two are popular-oriented packages, "Golden Hits of Dusty Springfield" and Brian Hyland's "The Joker Went Wild—Run, Run, Look and See."

Completing the release is a multi-record package of Handel's complete "Messiah" with Colin Davis conducting the London Symphony Orchestra and Choir with soloists John Shirley-Quirk, John Wakefield, Helen Watts and Heather Harper. Popular, Connoisseur and Classical SPM-SPS product is being discounted 10 per cent. All other regular classics carry a 20 per cent cut.

C-P Gets 3 Masters

NEW YORK — Cameo-Parkway Records this week acquired three masters. They are "Bread and Water," with Mike Finnegan and the Surfs on R&R; "I Don't Want to Cry," with the Fabulous Flippers and "Why Must You Cry," with the Magicians, on Villa.

Reeves' Peak

• Continued from page 3

EP by Reeves this year. Titled "A Christmas Card From Jim," it will feature "Mary's Boy Child," "Silent Night," "Blue Christmas" and "An Old Christmas Card."

The EP will be specially packaged "and should make a nice Christmas greeting for thousands of Reeves' fans, says Campbell.

Looking to the future, Campbell adds "We shall issue remaining material gradually. We don't want to saturate the market, especially as the current catalog is doing so well and there is not so very much more unheard Reeves material left to come."

OSLO—Elvis Presley's world success was repeated in Norway, but currently Jim Reeves is proving an equally big seller for RCA here.

Reeves' "I Love You Because" is the only Victor single to have reached 100,000 sales in Norway. Harry Belafonte and Henry Mancini are also good sellers on the label. Biggest LP successes during the 10 years have been "South Pacific" and "Sound of Music." The latter has now sold 15,000 copies—a very high figure for this market. It has also entered the top 10 singles chart.

Head of Nfars Gramophone department is managing director Eilif Meyer, and in charge of sales and a&r is manager John Johanson.

Executive Turntable

• Continued from page 4

radio-TV services department. Davis joined the label last August as Wagner's assistant. Wagner moves to KHJ-FM, Los Angeles, as station manager. He previously worked for the station's AM voice. Davis was formerly with ABC in San Francisco.

★ ★ ★

Don Kahan has joined Greentree Electronics technical administration staff in Costa Mesa, Calif. He was formerly with Audio Devices. He will handle both sound and instrumentation tape projects.

★ ★ ★

Jim Brown has been appointed to the newly created position of national album promotion manager of United Artists Records. He takes over supervision of UA's album promotion machinery across the nation, including the label's album distributor staff from coast to coast. In addition, he'll include extensive liaison work with local radio stations programmers in all major cities across the country. Brown had been with Liberty Records in New York as promotion man and artists relations for the past three years.

★ ★ ★

Harry Ringler has joined International Tape Cartridge Corp. as director of operations. Ringler was first controller and then general manager of Time and Mainstream Records; he was with the firm the last seven years. An accountant, Ringler is a graduate of St. Johns University, New York.

★ ★ ★

Monument Records, Nashville, has added two new representatives—**Bob Rudolph**, formerly of Liberty Records in its tape division, to represent Monument in the midwest; **Woody Hinderling**, formerly with Ark and Regent Music, to cover the east, including New York. Both will report to **Bob Summers** in sales, and **Chuck Chellman** in promotion.

★ ★ ★

E. V. Lewis has been appointed assistant to **Herman Kenin**, international president of the American Federation of Musicians. Lewis has been an international representative for the federation since 1955. He was a co-organizer, in 1940, of San Francisco Local 669 of the AFM, and served as a member of the local's executive board. In his new position, Lewis will operate out of New York.

★ ★ ★

Bernie Golden, formerly with the Gale Agency and former vice-president of Circle Artists, has joined the nightclub department of Shaw Artists Corp. He reports to **Don Soviero**, president.

★ ★ ★

Billy Wallington has been set as manager of national publicity for Columbia Records and **Tom Riney** as manager of West Coast press and public relations for CBS Records. **Dave Swaney** has been transferred from Columbia's Coast base to the home office in New York, where he will concentrate on the Columbia roster of teen-oriented artists. All report to **Bob Altschuler**, director of CBS Press and Public Information.

★ ★ ★

Macey Lipman named World Pacific's national sales and promotion director, replacing **Bud Dain**, elevated to general manager of the Liberty-Dolton lines. Lipman was formerly Liberty's East Coast district sales manager. His previous disk associations were with **David Rosen's** distributorship, Philadelphia, and with Kapp from 1960-1965.

★ ★ ★

Bernie Freedman named production manager at Valiant Records. He was formerly with Colpix and several New York based companies, including Angel, Elektra and RCA.

★ ★ ★

Tom Sawyer, formerly promotion man with Hart and Privilege Distributors in Los Angeles has opened his own shop, Tom Sawyer Promotions. Among his accounts are Beechwood Music and Momentum Records. He has been in promotion five years.

★ ★ ★

Tommy Oliver joins Liberty's a&r staff. He had been general manager of Filmways Records for a brief period. Before that he was in freelance production.

★ ★ ★

Curt Howard named Muntz Stereo-Pak director of special projects, national sales. He was formerly a Muntz cartridge distributor in Southern California and handled the Muntz TV line from 1948-1954.

★ ★ ★

Lear Jet Industries, Inc. Stereo Division has announced the appointment of **Clark Stephens** as product manager for cartridges and **Leonard Feldman** to the post of purchasing agent.

RSI Italian

• Continued from page 1

the Billboard fulfillment center in Cincinnati. The complete RSI service, including the newsletter, will be sold to record companies and music publishers throughout the world. In addition, Billboard in the International section the list of records selected for the RSI service. A subscription to RSI will cost \$300 per year.

The establishment of an RSI-type service in Italy was developed from suggestions made by Italian music and record company executives to Billboard that such an operation would perform an excellent service for the Italian music and record industry. They also expressed total co-operation with the new RSI Italiano project. Billboard is now exploring the possibilities of setting up similar RSI outlets in other foreign markets.

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Live Waxings, Dates the Difference; Herman on Band Business Trip

By FRED KIRBY

NEW YORK — On-location recording sessions and differences in dates are two of the major changes in the band business today, according to Woody Herman. Herman's big band is on a two-month tour after a stand of more than three weeks at Basin Street East. He explained that many of today's dates were "private" affairs, such as supermarkets, country clubs and industrial

shows. He also plays many college appearances, both for proms and concerts.

Herman noted that two other continuing big bands, those of Duke Ellington and Count Basie, didn't have a specific sound that could be identified by period, but adapted to musical changes. He added that while he did not play rock 'n' roll, some numbers were borderline. Also, programs are adapted to audiences.

Since his band has never been "gimmicked," Herman found no basic differences from his end in recording, although technical advances have made it possible to wax "live" performances. He recalled, however, that some of his old recordings in Liederkranz Hall still sounded good, because of the fine acoustics there. The veteran jazz band leader said that, in the past, the choice of recording location was important. He noted that his most recent sessions were pressed in an old church, Columbia Records' 30th Street studios. Herman doesn't carry his own amplification system on dates, but is seriously considering it.

Although there is demand for on-location recordings because of the excitement a live audience lends, Herman still plans to vary his sessions with studio disks because of truer sound. He noted that his Columbia sessions still had the same engineer, Fred Plaut, who first recorded him at that studio in 1944, including his 1945 hit of "Laura."

Herman's current band, his sixth in 30 years, has been together for about six years. It has recorded five LP's for Philips and three for Columbia, including his latest, "The Jazz Swinger," in which he sings Al Jolson favorites. Discussing the comparative youth of his band, Herman pointed out that he was only 22, when "Wood-Choppers Ball" was a hit.

He added that he gave the song to Lou Levy, who copyrighted it. Several other songs

were given away in those days, songs that are still collecting royalties, but not for the writers. Herman now has two publishing firms, Woodrow Publishing, ASCAP, and Thunderbird, BMI. He explained he had one firm with each of the two licensing organizations to accommodate writers. New material frequently is submitted to Herman.

Herman thought there was a resurgence in the band field. He pointed to Si Zentner, the Elgart Brothers, and Buddy Rich as leaders of newer bands. Herman remarked that he had been disappointed recently with some big recording acts on television because they did not have good stage presentations. He thought artists were cheating their public by not working on their live performances.

Referring to his durability in the entertainment business, he wondered about problems faced by teen-age stars who make it, then become unknown almost overnight. But, Herman feels there always will be a market for good music. His tenure in the business proves it.



Pretty little PENNY STARR, who goes to Vietnam this month to entertain troops for Uncle Sam, has a great new release out on the Band Box label—"A Thing of Pleasure." It features the new "pure country" sound that's becoming so popular around Music City. Promo copies are available from Brite Star Promotions, 801 17th Ave. S., Nashville. (Advertisement)

Buddy Rich and Band Are Packing 'Em in at Nitery

LOS ANGELES — Buddy Rich has launched a big band

movement at a new club, The Chez.

For the past three weeks the 16-piece Rich band has been wailing at the Santa Monica Blvd. club and drawing packed audiences including the top names of the entertainment world who sometimes join in.

According to the club's youthful co-owners Jerry Ranieri and Mike Carozza, Judy Garland, Eddie Fisher, Tony Bennett, and Jack Jones have all sung with the band after initially dropping in to hear Rich's brilliant playing and the sharp, crisp section work of a band which has been together for five months.

The audience at the Rich concerts in miniature are in the main people looking for "nostalgia." Rich does 45-minute sets. He maintains a hectic pace but there is tight control built into the arrangements by Bill Redding, Oliver Nelson, Bill Holman, Don Rader and Herbie Philips.

The band's bag includes "Nev-

Artists in Win Form At Las Vegas Hotels

LAS VEGAS—Lena Horne, after a long absence, returned to what she calls her "Vegas home," the Sands Hotel, on Sept. 21 and proved she has lost none of her charms as a performer.

She looks as young and attractive as she did 12 years ago when she made her debut at the hotel. She still has the flexible type voice that has kept her at the top and she can sing in a sultry voice, then turn around and really belt a number.

She brings laughs from the audience with her version of "Ain't It the Truth," and "Never on Sunday," using facial and body animation with her smooth delivery and showmanship. Miss Horne is both funny and sexy while doing "Turn on Love," a piece of special material.

Top part of her act is the Weill - Ellington - Arlen - Harburg salute. She is backed by the hotel's Antonio Morelli and his orchestra.

On the same bill with Miss Horne is comic Corbett Monica, who entertains with his familiar pattern of jokes about his wife, fatherhood and, of course, his mother-in-law.

At Riviera Hotel

Mitzi Gaynor made a triumphant return to the Strip in her debut at the Riviera Hotel Sept. 21. The petite, exuberant performer bounced around the stage delighting a packed audience—many of them celebrities—in the big Versailles Room, back with a "big name" policy after hosting the "Hello, Dolly!" show for more than a year.

Miss Gaynor does a little bit of everything: a stand-up song, "It Might as Well Be Spring," then swings into several dance numbers with the Four Fellows, dancing teammates Randy Doney, Carl Jablonski, Birl Jonns and Alton Ruff.

The semi-finale is a "Mitzi Remembers Burlesque" routine. She plays the part of a stripper, fortune teller and baggy-pants comic, along with the Four Fellows.

Miss Gaynor then does a

"Signs of the Time" routine, a take-off on the sign-carrying craze of the past few years. The pace is so fast you hardly realize the show is more than 85 minutes long.

Another highlight was "Mitzi Is 10," a spoof on the song "It Was a Very Good Year."

The Milo and Roger magic comedy team is also on the bill. Ernest Flatt staged and directed. Jerry Fielding handled music arrangements, backed by the Jack Cathcart orchestra under the baton of Russ Freeman.

At Aladdin Hotel

Six of the biggest names in rhythm and blues displayed their musical talents in the Aladdin Hotel showroom Sept. 26 in the first annual Las Vegas Record Jamboree.

The jamboree was held from 2 until 6 p.m. for adults only. Featured during the four-hour spectacular were the following recording stars:

Chuck Jackson, Maxine Brown, B. B. King and Tommy Hunt.

In addition, the Monday afternoon show spotlighted the vocal and instrumental talents of two other top groups, Gladys Knight and the Tips and Inez and Charlie Fox. A full orchestra performed with each of the six headliners. The jamboree is a joint presentation of Shaw Artists Corp. and Liberty Artists.

At Fiesta Room

A popular recording artist Frankie Laine, teamed with songstress Laine Kazan and comic Jack DeLeon, displayed a powerful package of talent at their recent opening in the Fiesta Room of the Fremont Hotel.

Laine, the headliner of the show, received a warm welcome after a long absence from Las Vegas. In fact, Laine's opening night show ran over the usual two hours, something very pleasant for the audience, but uncomfortable for the casino bosses.

Laine hasn't lost any of his charm. He gave his first-nighters what they wanted—all the songs that led him to success. Laine sang, "Shine," "Moonlight Gambler," "Wild Goose," "Mule Train" and "Jezebel." Like always, he really got the audience worked up with his popular version of "I Believe."

(Continued on page 16)

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BILLY BATSON, left, on whom Decca Records is mounting a promotion drive, discusses a point at his recent session with producer Jerry Keller. Batson's first single for Decca couples "New York, N. Y." and "Bring Me Ya Low Down."

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Pacific Coast Jazz Fest's Latin Fare Misses Mark

COSTA MESA, Calif. — A mambo carnival which lacked creative spark launched the first annual Pacific Coast Jazz Festival at the Orange County Fairgrounds, Friday through Sunday (7-9).

The emphasis was on Latin-influenced jazz at the first of five concerts with the remainder of the weekend outing which drew 19,000 and a \$79,494 box office consisting principally of performers from the recent Monterey bash attempting to recreate what had been done up north.

The idea for this, Southern California's first major jazz festival, belongs to two local residents, Ted Geisler and Ted Fuller who hired the services of Monterey's Jimmy Lyons as music co-ordinator.

Lyons helped tie together the Latin show, which brought forth the Afro Blues Quintet Plus 1 (from LA), the Vince Guaraldi Trio, the Cal Tjader Quintet, Gil Evans orchestra and vocalist Astrud Gilberto before 6,000 persons.

Had it not been for Guaraldi's funky piano playing, the opening concert might have fallen on its non-creative face. His cohorts, Lee Charlton on drums and Kelly Bryant on bass, provided strong support.

Guaraldi mixed bossa nova rhythms with the 4/4 of New York and Los Angeles. He included two Beatles tunes, "Yesterday" and "Taxman" among his selections and the top 40 ditties took on a bright new character.

Guaraldi played for a brisk 35 minutes and it was to the Festival's credit that briskness marked the opening performance. The Afro Blues group played for 30 minutes, never announcing any of their original compositions and barely exciting the audience.

The same could also be said for Tjader, a veteran of festivals, whose group sounded lackluster. In his 30-minute stand Tjader played five tunes with percussionist Armando Peraza sitting in on the last two and a bare wisp of his explosive self. Tjader emphasized ballads.

A major failure of the Latin program was its predilection for repetitive, commercial mambo-style chord arrangements.

The Saturday afternoon program was Jon Hendrick's "Blues All the Way" show featuring Big Mama Willie Mae Thornton and a host of other rural blues shouters plus the Jefferson Airplane, a San Francisco rock group.

While Saturday and Sunday evenings were pedestrian in format, the Sunday afternoon show for 1,500 fans was a trip down memory lane with Stan Kenton and Gil Evans, both of whom were associated with jazz in Southern California. A disappointing 2,500 saw Charles Lloyd, the Jazz Crusaders, Vi Redd and the dynamic Buddy Rich Saturday night while 6,000 dug Bole Sete, John Handy, Dave Brubeck and Miles Davis Sunday evening.

ELIOT TIEGEL

Artists Show Winning Form At Las Vegas

• Continued from page 14

A new bit to his act, which he said was for those who want to hear him off the beaten path, was the song "Meet Me Half Way."

Miss Kazan warmed up the audience for Laine with a sexy number, "Peel Me a Grape," a song and act made famous by Mae West. She followed with a nice arrangement of "Clang, Clang Went the Trolley," and such songs as "What Now My Love" and "Shooting High." Miss Kazan also sings a "Porgy and Bess" medley.

The comic relief came from DeLeon.

At Flamingo Hotel

Considered the most popular singing group in the country today, the Supremes, opened at the Flamingo Hotel Sept. 29, in a debut that pleased an opening night audience but caused some worry for hotel executives.

The Supremes—although doing great in other parts of the country with their records—still must prove to casino bosses that they can draw the crowd to the hotel.

If their opening night is any gauge, the casino brass can relax—the singers will be a drawing card. The Supremes, Diana Ross, Mary Wilson and Florence Ballard, came through with a solid sound that combined r&b with a rock 'n' roll beat. The girls are loaded with personality and have a charming way of selling a song. Gil Askey leads the Russ Black Orchestra for the singers.

The comic, London Lee, does an outstanding job with his new material.

DON DIGILIO

Concerts Set By Triangle

CHICAGO—The offerings in Triangle Theatrical Productions fall-through-spring concerts series here include everything from The Lovin' Spoonful to Carlos Montoya.

The make-up of the 1966-1967 series illustrates the stated intention of Triangle president Frank Fried of broadening his bookings out of the folk genre which gave him his start here.

The schedule is as follows: Arie Crown Theater; Chad and Jeremy, Oct. 21, Orchestra Hall; Ramsey Lewis and group with the Righteous Brothers, Oct. 21-22, McCormick Place; The Mama's and The Papa's, Oct. 30, McCormick Place; Ian and Sylvia, Nov. 4, Orchestra Hall; Charles Aznavour, Nov. 10, 11, 12, Orchestra Hall; The Lovin' Spoonful, Nov. 23, McCormick Place; Johnny Mathis, Nov. 25, and 27, McCormick Place; Herb Alpert Tijuana Brass, one week Jan. 12, McCormick Place; the Four Seasons, Jan. 21-22, McCormick Place; Laurindo Almeida, Jan. 27, Orchestra Hall; Simon and Garfunkle, Feb. 10, Orchestra Hall; Carlos Montoya, Feb. 17, Orchestra Hall; Ferrante and Teicher, Mar. 10, Orchestra Hall; Judy Collins, March 17, Orchestra Hall.



STANLEY MILLS, Marks' general professional manager, shows Fred Woodruff, Francua Luban and Elliot Mazer, left to right, other members of the E. B. Marks' professional department, the RCA Victor cover for the soundtrack album of Nino Oliviero's film score "Run for Your Wife." The newly acquired Marks' property, composed by the co-writer of "More," whose main theme "All," is sung in the picture and on the soundtrack by Frankie Randall, has also been recorded by Gordon MacRae (Capitol), Chet Baker (World Pacific), Ike Cole (United Artists), Kai Winding (Verve), Charles Fox (Ambassador) and Father Columba McManus (Audio Fidelity).

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*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

SUPREMES—YOU KEEP ME HANGIN' ON (Prod. by Holland & Dozier) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Another No. 1 contender is this pulsating rocker with the trio in top form. Interesting, driving guitar figure throughout. Flip: "Remove This Doubt" (Jobete, BMI).

Motown 1101

NEIL DIAMOND—I GOT THE FEELIN' "OH NO NO" (Prod. by Jeff Barry & Ellie Greenwich) (Writer: Neil Diamond) (Tallyrand, BMI)—Hot on the heels of "Cherry, Cherry," Diamond comes up

with an equally powerful entry in this rhythm ballad that builds into a wild production. Flip: "The Boat I Row" (Tallyrand, BMI). **Bang 536**

THE CAPITOLS—WE GOT A THING THAT'S IN THE GROOVE (Prod. by Ollie McLaughlin) (Writer: Storboll) (McLaughlin, BMI)—Back with the excitement that generated their "Cool Jerk," group has a swinger aimed at the top of the Hot 100. Flip: "Tired Running From You" (McLaughlin, BMI). **Karen 1526**

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

RIGHTEOUS BROTHERS — ON THIS SIDE OF GOODBYE (Prod. by Bill Medley) (Writers: Goffin-King) (Screen Gems-Columbia, BMI)—The Goffin-King ballad serves as strong material for the soulful duo as they wail with emotion. Fine production work of Bill Medley. Flip: "A Man Without a Dream" (Screen Gems-Columbia, BMI).

Verve 10449

OUTSIDERS — HELP ME, GIRL (Prod. by Roger Karshner) (Writers: English-Weiss) (Helios, BMI)—With vocalist Sonny Gerachi featured, group has a blockbusting swinger with an emotion packed lyric and performance aimed right at the teen market. Flip: "You Gotta Look" (Purple Turkey, ASCAP).

Capitol 5759

BARBARA LEWIS—BABY WHAT DO YOU WANT ME TO DO (Writer: Higgins) (McLaughlin, BMI)—Right in the "Baby, I'm Yours" bag, the stylist has a sure fire winner in this blues entry. Should prove a big one. Flip: "I Remember the Feeling" (McLaughlin, BMI). **Atlantic 2361**

***CHRIS MONTEZ—TIME AFTER TIME** (Prod. by Tommy LiPuma & Herb Alpert) (Writers: Cahn-Styne) (Sands, ASCAP)—Proven successful with fresh treatments of evergreens, Montez has done it again with another top standard. Good dance beat and chorus adds strong support to this entry headed for a high spot on the Hot 100. Flip: "Keep Talkin'" (Monsapac, BMI). **A&M 822**

ANTHONY & THE IMPERIALS—IT'S NOT THE SAME (Prod. by Teddy Randazzo) (Writers: Randazzo-Kusik-Adams-Pike) (South Mountain, BMI)—With the feel and sound of another "Goin' Out of My Head," this wailing blues performance should skyrocket the group rapidly up the chart. Flip: "Down on Love" (South Mountain, BMI). **Veep 1248**

HARLEM SHUFFLE (Writers: Reif-Nelson) (Keyman-Mark-Jean, BMI)—**BOB KUBAN** (Prod. by Mel Friedman) Flip: "Theme From Virginia Woolf" **Musiland 20013—THE TRAITS** (Prod. by Huey P. Meaux) Flip: "Somewhere" (Schirmer, ASCAP) **Scepter 12169** — Two wild, screaming versions of a number destined for a smash. With equal sales potential, both are loaded with excitement and discotheque appeal.

ROSCOE ROBINSON—HOW MUCH PRESSURE (Do You Think I Can Stand) (Writer: Robinson) (Flomar-Scoe, BMI)—Hot follow up to "That's Enough" is this swinger with a soulful and wailing Robinson performance. Top sales potential for both r&b and pop markets. Disk moves from start to finish. Flip: "Do It Right Now" (Flomar-Scoe, BMI). **Wand 1143**

FRANKIE VALLI—THE PROUD ONE (Prod. by Bob Crewe) (Writers: Crewe-Gaudio) (Saturday & Seasons' Four, BMI)—The electric sound of Valli is used to perfection in this powerful ballad material from the pen of Bob Crewe and Bob Gaudio. Easy-go dance beat effective. Flip: "Ivy" (Saturday, BMI). **Philips 40407**

JODY MILLER—IF YOU WERE A CARPENTER (Prod. by Steve Douglas) (Writer: Hardin) (Faithful Virtue, BMI)—In reply to the Bobby Darin hit, this well done female version has equal sales potential of the original. The "Queen of the House" girl is in top vocal form with the Tim Hardin material. Flip: "Let Me Walk With You" (Screen Gems-Columbia, BMI). **Capitol 5768**

NICK & DINO—WISH I WAS A KID AGAIN (Prod. by John Rhys) (Writers: Rhys-Yarbrough) (Gomba, BMI)—New duo with groovy sound and material that should fast establish them as chart toppers. Strong dance beat, smooth blend and clever nursery rhyme lyric. Flip: "Boy" (Gomba, BMI). **Impact 1016**

TONY & SIEGRID — LONG HAIR (Prod. Danny Davis) (writers: Tony & Siegrid Visconti) (Norwich, BMI)—Striking 22-year-old husband and wife team make a powerful record debut that should have no trouble hitting hard and fast. Original material has a wild lyric and clever vocal delivery. Flip: "Just Be Good" (Melody Trails, BMI). **RCA Victor 8981**

THE DIXIE CUPS—DADDY SAID NO (Prod. Sharon) (Writer: Johnson) (Melder, BMI)—This rocker should be just the one to bring the trio right back to the Hot 100. Clever teen-oriented lyric and dance beat has all the ingredients for a smash. Flip: "Love Ain't So Bad" (Melder, BMI). **ABC 10855**

***VIC DAMONE — CIAO COMPARE** (Prod. Neely Plumb) (Writer: Merrill) (Treetop, ASCAP) — A strong commercial entry by Damone from the forthcoming Bob Merrill Broadway musical, "Holly Gollylightly." His vocal work and the Ernie Freeman arrangement should make this a big chart item. Flip: "What Is a Woman" (Chappell, ASCAP). **RCA Victor 8982**

***TIMI YURO—TURN THE WORLD THE OTHER WAY AROUND** (Writer: Peters) (Fingerlake, BMI) — Timi Yuro delivers an emotion-packed ballad with the drive needed to carry it to the top. Her first release in some time, she's in top vocal form. Flip: "Just a Ribbon" (T. M., ASCAP). **Mercury 72628**

BOBBETTES — IT'S ALL OVER (Prod. Webb & Height) (Writers: D. & S. Womack) (Kags, BMI) — The girls really groove with the rocking Rolling Stones' material. Strong performance that should prove a hot chart entry. Flip: "Happy Go Lucky, Me" (Webmit, BMI). **RCA Victor 8983**

ZOOT MONEY'S BIG ROLL BAND—BIG TIME OPERATOR (Prod. John Harris) (Writers: Colton-Smith) (Dartmouth, ASCAP)—Swinging new group of six loaded with excitement on folk-rock material with powerful dance beat in support. A left-fielder that should prove a giant. Flip: "Zoot's Sermon" (Pall Mall, Ltd.). **Epic 10017**

THE IN CROWD—QUESTIONS AND ANSWERS (Prod. Snuff Garrett) (Writers: Gold-Springer) (Arch, BMI)—Strong rocker with a touch of "Moon Love" in the melody serves as a hot debut for a swinging new group destined to hit hard and fast. Flip: "Happiness in My Heart" (Gringo, BMI). **Viva 604**

ANN BYERS—I'M HAPPY WITHOUT YOU (Writers: Hurtt-Ravitsky) (Assembly-How, BMI) — Blues stylist made a dent with "Dead End" a while back and now she has a powerful entry that should establish her as a top seller. Motown rock-beat strongly backs her wailing vocal. Flip: "I'm Happy Without You" (Instrumental) (Assembly-How, BMI). **Academy 124**

VOLUMES — THE TROUBLE I'VE SEEN (Prod. Duke Browner) (Writer: Browner) (Gomba, BMI) — Watch this powerhouse blues rocker. It jumps from start to finish and should meet with the same results on the chart—pop and r&b. Flip: "That Same Old Feeling" (Gomba, BMI). **Impact 1017**

CHART Spotlights—Predicted to reach the HOT 100 Chart

FIVE STAIRSTEPS—Come Back (Camad, BMI). **WINDY C 603**
MANFRED MANN—Each and Every Day (Spectorious, BMI). **MERCURY 72629**
WALKER BROTHERS—Another Tear Falls (Anne-Rachel, ASCAP). **SMASH 2063**
THE POP ART—Rumpelstiltskin (Man-Ken, Ltd., BMI). **EPIC 10080**
ESTHER PHILLIPS—Somebody Else is Taking My Place (Shapiro-Bernstein, ASCAP). **ATLANTIC 2360**
JOHNNY SEA—Wheels on the Highway (Blackwood, BMI). **WARNER BROS. 5861**
CILLA BLACK—Don't Answer Me (Ponderosa, BMI). **CAPITOL 5763**
FERRANTE & TEICHER—Theme From "The Bible" (Robbins, ASCAP). **UNITED ARTISTS 50084**
CLEFS OF LAVENDER HILL—Play With Fire (Immediate, BMI). **DATE 1533**

GENE CHANDLER — I Fooled You This Time (Cachand-Jalyne, BMI). **CHECKER 1155**
KING RICHARD'S FLUEGEL KNIGHTS—Castle Holiday (Jaypaul, SESAC). **MTA 110**
GENE McDANIELS—'Cause I Love You So (Lonport, BMI). **COLUMBIA 43800**
SHIRLEY ELLIS—Birds, Bees, Cupids and Bows (Gallico, BMI). **COLUMBIA 43829**
W. C. FIELDS MEMORIAL ELECTRIC STRING BAND—Hippy Elevator Operator (Piddling, BMI). **HBR 507**
SIR DOUGLAS—She Digs My Love (Crazy Cajun, BMI). **TRIBE 8321**
WE FIVE—What's Goin' On (SFO, BMI). **A&M 820**
ROBERT GOULET—Fortissimo (Miller, ASCAP). **COLUMBIA 43865**

COUNTRY SPOTLIGHTS

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

BOBBY BARE — HOMESICK (Prod. Felton Jarvis) (Writer: Cole) (Central, BMI)—Just as "Streets of Baltimore" slips down the chart, Bare comes up with a No. 1 contender in this tender Billy Cole ballad. Top Bare narration and vocal. Flip: "Guess I'll Move on Down the Line" (Gil, BMI). **RCA Victor 8988**

WILBURN BROTHERS — JUST TO BE WHERE YOU ARE (Writer: Walker) (Sure-Fire, BMI)—One of their finest ballad readings ever is this plaintive Cindy Walker composition with beautiful lyric. Wilburns at their best. Flip: "Hurt Her Once for Me" (Sure-Fire, BMI). **Decca 32038**

ROY DRUSKY — IF THE WHOLE WORLD STOPPED LOVIN' (Prod. Jerry Kennedy) (Writer: Peters) (Fingerlake, BMI) — First-rate sing-a-long ballad, culled from his new album, should bring Drusky to the top of the singles chart. Sensitive, warm reading. Flip: "Too Many Footprints" (Newkeys, BMI). **Mercury 72627**

BILL CARLISLE—DOCTOR R. D. (Prod. John Erdelyan) (Writer: Carlisle) (Acuff-Rose, BMI)—More hilarious material from the Carlisle pen and performed to perfection. Loaded with programming and sales appeal. Flip: "If It Were You Instead of Me" (Acuff-Rose, BMI). **Hickory 1418**

GLEN CANYON—ONE OF THEM THERE THINGS (Writer: Dale) (Pamper, BMI) — Rousing hand-clapper that should find its way rapidly up the chart. Clever novelty lyric and infectious rhythm. Strong vocal performance. Flip: "Take Me Heart" (Richwell, BMI). **Boone 1046**

CLAUDE GRAY — I NEVER HAD THE ONE I WANTED (Writers: Louis-Gray-Wooley) (Vanjo-BMI)—Making his move to the Decca label, Gray has a powerhouse debut in this rhythm ballad penned by Gray, Sheb Wooley and Jimmy Louis. Well-written lyric and top Gray performance. Flip: "Effects Your Leaving Had on Me" (Vanjo, BMI). **Decca 32039**

STATLER BROTHERS—THAT'LL BE THE DAY (Prod. Don Law-Frank Jones) (Writer: Reid) (Southwind, BMI)—With the same compelling and infectious rhythm that made "Flowers on the Wall" a hit, group has a sure-fire winner here. Much pop appeal as well. Flip: "Makin' Rounds" (Acclaim, BMI). **Columbia 43868**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BONNIE OWENS—Consider the Children (Blue Book, BMI). **CAPITOL 5755**
ARCHIE CAMPBELL—Life Gets Tee-Jus, Don't It? (Leeds, ASCAP). **RCA VICTOR 8976**
STAN HITCHCOCK—He Took My Place (Tree, BMI). **EPIC 10081**
JOHNNY FOSTER—I'm a Little Bit Back'ards (Law, BMI). **CAPRA 135**
GEORGIA RAE—War With the Blues (Stringtown, BMI). **K-ARK 705**
JOHNNY HARTFORD—Jack's in the Sack (Glaser, BMI). **RCA VICTOR 8987**
JIMMY MARTIN—You're Gonna Change (Rose, BMI). **DECCA 32031**
HAROLD WEAKLEY—That's the Way I Learned (Southtown, BMI). **COLUMBIA 43841**
EDDIE McDUFF—Colored Glass (Eduille, BMI). **GIANT 1102**

R&B SPOTLIGHTS

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

MANHATTANS—I BET'CHA (Couldn't Love Me) (Prod. Joe Evans) (Writers: Lovett-Gaskins) (Sanavan, BMI) — This easy beat blues number should prove the group's biggest chart item to date. Has all the ingredients to go right to the top. A bow to producer Joe Evans. Flip: "Sweet Little Girl" (Sanavan, BMI). **Carnival 522**

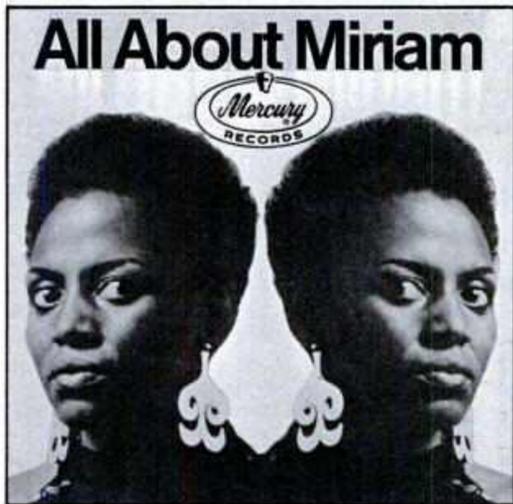
CHART Spotlights—Predicted to reach the R&B SINGLES Chart

THE JIVE FIVE—You're a Puzzle (Little Rick-We Three, BMI). **UNITED ARTISTS 50069**
BOBBY POWELL—Done Got Over (Su-Ma, Mirdean, BMI). **WHIT 1733**
JUMPIN' GENE SIMMONS—Keep That Meat in the Pan (Tree, BMI). **HI 2113**
EDDIE HOLMAN—Am I a Loser (Harthon-Cameo-Parkway, BMI). **PARKWAY 106**
OTIS WILLIAMS—Your Sweet Love (Rained All Over Me) (Pamper, BMI). **OKEH 7261**

CHUCK JACKSON—I've Got to Be Strong (Flomar-Chuck & Betty, BMI). **WAND 1142**
MR. ACKER BILK—La Playa (Essex, ASCAP). **ATCO 6441**
FRANKIE RANDALL—All (Marks, BMI). Holly Gollylightly (Treetop, ASCAP). **RCA VICTOR 8984**
ROGER YILISON—The Price is High (Viva, BMI). **WORLD PACIFIC 77856**
TRIO LOS PANCHOS—Celoso (Jealous Heart) (Acuff-Rose, BMI). **COLUMBIA 43855**
ED KENNEY—Tiny Bubbles (Granite, ASCAP). **DECCA 32041**
JERRY BUTLER — You Make Me Feel Like Someone (Sealark, BMI). **MERCURY 72625**
EDDIE ALBERT—A Smile is Just a Frown (Turned Upside Down) (April, ASCAP). **COLUMBIA 43850**
DAVID ROSE—Theme From "The Bible" (Robbins, ASCAP). **CAPITOL 5762**
MARY FORD—One in a Million (T.M., BMI). **TOWER 279**
THE MASQUERADERS—A Family (Mums, BMI). **TOWER 281**
CHECKERLADS—Shake Yourself Down (Chardon-D & L, BMI). **RCA VICTOR 8986**

THIS IS THE END!

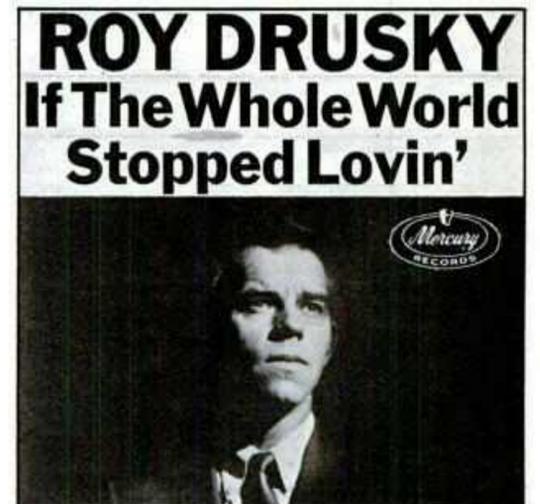
BRAND NEW ALBUMS AND GOLDEN HIT ALBUMS GALORE



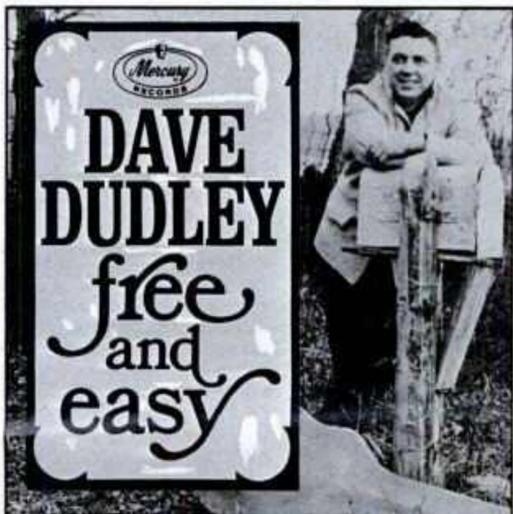
MIRIAM MAKEBA/ALL ABOUT MIRIAM
MG 21095 SR 61095



BLUES MAGOOS/PSYCHEDELIC LOLLIPOP
MG 21096 SR 61096



ROY DRUSKY/IF THE WHOLE WORLD STOPPED LOVIN'
MG 21097 SR 61097

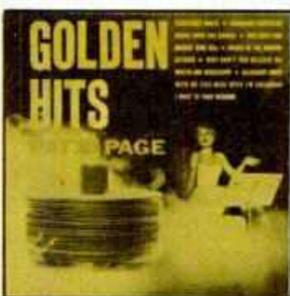


DAVE DUDLEY/FREE AND EASY
MG 21098 SR 61098

DON'T SETTLE FOR LESS THAN MERCURY GOLDEN HITS



LES McCANN/LES McCANN PLAYS THE HITS
LM 82041 LS 86041



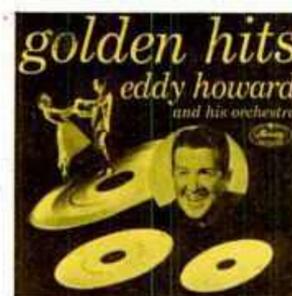
PATTI PAGE GOLDEN HITS
MG 20495/SR 60495
Tennessee Waltz • Old Cape Cod • Doggie In The Window and nine others.



THE PLATTERS ENCORE OF GOLDEN HITS
MG 20472/SR 60243
The Great Pretender • My Prayer • Only You and nine others.



LESLEY GORE THE GOLDEN HITS OF LESLEY GORE
MG 21024/SR 61024
It's My Party • You Don't Own Me • She's A Fool and nine others.



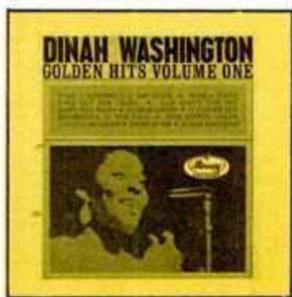
EDDY HOWARD GOLDEN HITS
MG 20562/SR 60562
To Each His Own • (It's No) Sin • My Last Goodbye and nine others.



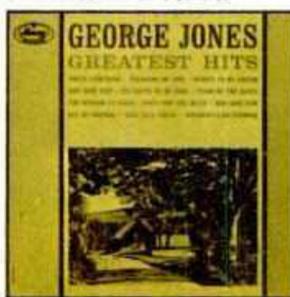
BROOK BENTON GOLDEN HITS
MG 20607/SR 60607
Kiddio • It's Just A Matter Of Time • Endlessly and nine others.



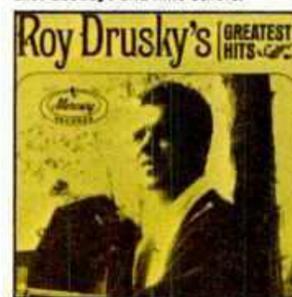
SARAH VAUGHAN GOLDEN HITS
MG 20645/SR 60645
Misty • Broken Hearted Melody • What- ever' Lois Wants and nine others.



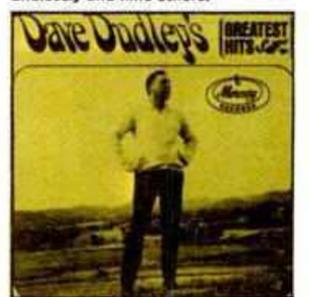
DINAH WASHINGTON'S GOLDEN HITS—VOL. ONE
MG 20788/SR 60788
September In The Rain • Harbor Lights • What A Difference A Day Made and nine others.



GEORGE JONES GREATEST HITS
MG 20621/SR 60621
White Lightning • Hearts In My Dream • The Window Up Above and nine others.



ROY DRUSKY GREATEST HITS
MG 21052/SR 61052
Three Hearts In A Tangle • Peel Me A Nanner • White Lightnin' Express and nine others.



DAVE DUDLEY GREATEST HITS
MG 21046/SR 61046
Six Days On The Road • Truck Drivin' Son-Of-A-Gun • Two Six Packs Away and nine others.

FRANKIE LAINE'S GOLDEN HITS/FRANKIE LAINE
MG 20587/SR 60587

MORE ENCORE OF GOLDEN HITS/THE PLATTERS
MG 20591/SR 60252

MORE GOLDEN HITS/EDDY HOWARD
MG 20593/SR 60593

GOLDEN HITS/TINY HILL & ORCH.
MG 20631/SR 60631

GOLDEN HITS BY TONY MARTIN/TONY MARTIN
MG 20644/SR 60644

SIL AUSTIN GOLDEN SAXOPHONE HITS/SIL AUSTIN
MG 20663/SR 60663

HAWAIIAN GOLDEN HITS/ROYAL HAWAIIAN GUITARS
MG 20693/SR 60693

TED WEEMS' GOLDEN HITS/TED WEEMS
MG 20708/SR 60708

GOLDEN HITS VOL. 2/BROOK BENTON
MG 20774/SR 60774

CLYDE McPHATTER'S GREATEST HITS/CLYDE McPHATTER
MG 20783/SR 60783

DINAH WASHINGTON'S GOLDEN HITS VOL. 2/DINAH WASHINGTON
MG 20789/SR 60789

THE GOLDEN HITS OF BILLY ECKSTINE/BILLY ECKSTINE
MG 20796/SR 60796

CUGAT'S GOLDEN GOODIES/XAVIER CUGAT
MG 20798/SR 60798

THE GREATEST HITS OF LEROY VAN DYKE
MG 20802/SR 60802

THE BEST OF MIKE NICHOLS AND ELAINE MAY
MG 20997/SR 60997

COUNTRY & WESTERN GOLDEN HITS VOL. 2
MG 20134/SR 60134

FARON YOUNG'S GREATEST HITS
MG 21047/SR 61047

GEORGE JONE'S GREATEST HITS VOL. 2
MG 21048/SR 61048

PATTI PAGE SINGS COUNTRY & WESTERN GOLDEN HITS
MG 20615/SR 60615

BEHIND THE RECORDS

A GAME OF INCHES

Youngsters entering the music business nowadays seem to bring with them a spirit of facility. A spirit nothing like the old, single-bent determination: "I'm going to be the greatest singer in the world," or "... the greatest songwriter." This spirit really has nothing to do with being great, so much as it concerns itself with "making it."

Armed with a flip cynicism, an "all the answers" kind of philosophy, they grab the entire ball of wax and set out to destroy the world.

They usually always consider themselves songwriters, but that's just the beginning. Then in order to guarantee their success they go about finding their own singers, producing their own records, managing their own groups; and with this potent package they feel they will ride the bandwagon to success.

They are a hardy breed, not easily discouraged; one failure, ten failures means nothing to them. They always have the right cop-outs: "It was the wrong label" ... "It was the wrong time" ... "It was not promoted right" ... "It was too hip" ... they have all the answers.

But let's face it, how does a talent get off the ground? He's got to start someplace. There are some, very few, in this school who are going to make it ... not because they came from this school but because they do have something valuable and important to offer. They don't cop-out as much as the also-rans. They seem to know how to improve, and improve, and to learn from previous mistakes. This is the Pro. You can almost spot them from the beginning. He seems to know, and we know all too well, that the really good writers are few and far between; the really great writers are very far between; that the good producers spend an awful lot of time at being the good producers and that the real managers do just that.

This new Pro we're talking about learns pretty fast; in a matter of three or four years he's just about ready. He knows now about the thousands of hours in the studio. He knows now about the thousands of hours behind the piano. He recognizes the great team at play in the music business: sales people, promotion people, distributors, disc jockeys, etc. But he finally learns that producers don't have time for anything else because producing is a full-time occupation; he recognizes that the full-time ace writer cannot be distracted by anything else and he recognizes that if he is going to join the ranks of the successful music men he is going to have to wear one hat and wear it well. So, he picks his spot. If it's producing, then all the way. If it's writing, then that's that.

He's got to know an awful lot about a lot of different things, but he's got to be able to do one thing great!

... Because in the final analysis, unless the creative forces in the music business have great beacons to guide them we will be swept up by a sense of mediocrity which will turn this country from a nation of dancers into a nation of chair-ridden TV watchers; and we'll watch our great world of popular music come crashing down around us.

SATURDAY MUSIC, INC.

1841 Broadway
New York, N.Y. 10023
212-CI 5-3535
Tom Catalano, Gen. Prof. Mgr.

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	Wk. Ago			TITLE - Artist, Label & Number	Weeks On Chart
	1	2	3		
1	2	2	2	BORN FREE ... Roger Williams, Kapp 767 (Screen Gems-Columbia, BMI) ... 13	
2	1	4	4	SUMMER WIND ... Frank Sinatra, Reprise 0509 (Witmark, ASCAP) ... 8	
3	6	6	9	THE WHEEL OF HURT ... Margaret Whiting, London 101 (Roosevelt, BMI) ... 11	
4	3	3	3	SUMMER SAMBA ... Walter Wanderley, Verve 10421 (Duchess, BMI) ... 11	
5	5	9	13	DOMMAGE, DOMMAGE ... Jerry Vale, Columbia 43774 (Feist, ASCAP) ... 7	
6	7	7	8	I CAN'T GIVE YOU ANYTHING BUT LOVE ... Bert Kaempfert and His Ork, Decca 32008 (Mills, ASCAP) ... 7	
7	4	1	1	IN THE ARMS OF LOVE ... Andy Williams, Columbia 43737 (Twins-Columbia, ASCAP) ... 13	
8	10	11	14	A TIME FOR LOVE ... Tony Bennett, Columbia 43768 (Witmark, ASCAP) ... 5	
9	9	8	7	MAS QUE NADA ... Sergio Mendes and Brazil '66, A&M 807 (Peer Int'l, BMI) ... 12	
10	11	14	19	FREE AGAIN ... Barbra Streisand, Columbia 43808 (Emanuel-Beaujolais, ASCAP) ... 5	
11	13	21	37	LOOKIN' FOR LOVE ... Ray Conniff Singers, Columbia 43814 (Jay, ASCAP) ... 4	
12	14	16	21	ELUSIVE BUTTERFLY ... Jane Morgan, Epic 10058 (Metric, BMI) ... 5	
13	12	12	18	I'M GETTIN' SENTIMENTAL OVER YOU ... Glenn Miller Ork (De Franco), Epic 10057 (Mills, ASCAP) ... 6	
14	8	5	6	FLAMINGO ... Herb Alpert & Tijuana Brass, A&M 812 (Tempo, ASCAP) ... 8	
15	17	26	31	THE PORTUGUESE WASH-WOMEN ... Baja Marimba Band, A&M 816 (Remick, ASCAP) ... 4	
16	28	—	—	GAMES THAT LOVERS PLAY ... Eddie Fisher, RCA Victor 8956 (Miller, ASCAP) ... 2	
17	22	27	—	NOBODY'S BABY AGAIN ... Dean Martin, Reprise 0516 (Smooth-Noma, BMI) ... 3	
18	16	10	5	GUANTANAMERA ... The Sandpipers, A&M 806 (Fall River, BMI) ... 12	
19	21	22	23	CRY SOFTLY ... Nancy Ames, Epic 10056 (Tree, BMI) ... 7	
20	25	25	32	ALMOST PERSUADED ... Patti Page, Columbia 43794 (Gallico, BMI) ... 7	
21	29	38	—	SO WHAT'S NEW ... Horst Jankowski, Mercury 72615 (Almo, ASCAP) ... 3	
22	25	31	34	CABARET ... Marilyn Maye, RCA Victor 8936 (Sunbeam, BMI) ... 4	
23	19	17	22	SO NICE ... Connie Francis, MGM 13578 (Duchess, BMI) ... 7	
24	20	19	17	SO NICE ... Johnny Mathis, Mercury 72610 (Duchess, BMI) ... 7	
25	26	32	33	WALKING ON NEW GRASS ... Buddy Greco, Reprise 0515 (Pamper, BMI) ... 4	
26	32	—	—	HAWAII (Main Title) ... Henry Mancini, His Ork & Chorus, RCA Victor 8951 (United Artists, ASCAP) ... 2	
27	18	13	12	I REALLY DON'T WANT TO KNOW ... Ronnie Dove, Diamond 208 (Hill & Range, BMI) ... 8	
28	31	36	—	ALL THAT I AM ... Elvis Presley, RCA Victor 8941 (Gladys, ASCAP) ... 3	
29	—	—	—	A DAY IN THE LIFE OF A FOOL ... Jack Jones, Kapp 781 (United Artists, ASCAP) ... 1	
30	36	40	—	MARRIED ... Don Cherry, Monument 971 (Sunbeam, BMI) ... 3	
31	35	—	—	SO WHAT'S NEW ... Peggy Lee, Capitol 5758 (Almo, ASCAP) ... 2	
32	15	15	20	ONCE I HAD A HEART ... Robert Goulet, Columbia 43760 (Leeds, ASCAP) ... 6	
33	34	34	35	ALL I SEE IS YOU ... Dusty Springfield, Philips 40396 (Anne-Rachel, ASCAP) ... 5	
34	37	—	—	SOMEBODY LIKE ME ... Eddy Arnold, RCA Victor 8965 (Barton, BMI) ... 2	
35	40	—	—	GAMES THAT LOVERS PLAY ... Wayne Newton, Capitol 5754 (Miller, ASCAP) ... 2	
36	27	30	30	SECRET LOVE ... Richard (Groove) Holmes, Pacific Jazz 88130 (Remick, ASCAP) ... 6	
37	39	—	—	SO NICE (Summer Samba) ... Vikki Carr, Liberty 55917 (Duchess, BMI) ... 2	
38	—	—	—	THE WHEEL OF HURT ... Al Martino, Capitol 3740 (T. Morgan-Roosevelt, BMI) ... 1	
39	—	—	—	WALKING HAPPY ... Peggy Lee, Capitol 5758 (Shapiro, Bernstein & Co., ASCAP) ... 1	
40	—	—	—	WISH YOU WERE HERE, BUDDY ... Pat Boone, Dot 16933 (Spoone, ASCAP) ... 1	

THE ALL-AMERICAN SOUND

THE BOYS NEXT DOOR MANDY

Atco #6443



A DUNWICH Production
Produced by BRIGHT TUNES Productions

Personal Manager: WM. L. OVERMAN, Indianapolis, Ind.
Booking Agency: ASSOCIATED BOOKING CORP., N.Y.

THE ORGAN SOUND OF KEN GRIFFIN.



OUTSTANDING ALBUMS THAT RANK AMONG THE GREATEST BEST SELLERS OF ALL TIME ON COLUMBIA RECORDS



*Stereo

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She.

Columbia is happy to announce the initial release on our label by a great young songstress—

Shirley Ellis
"Birds, Bees, Cupids and Bows"^{c/w}
"Truly, Truly, Truly"⁴⁻⁴³⁸²⁹

Where we go all out for outstanding talent.
On COLUMBIA RECORDS 



He.

Columbia is happy to announce the initial release on our label by a great young singer—

Gene McDaniels

“Cause I Love You So”
c/w

“Something Blue”

4-43800

Where we go all out for outstanding talent.
On **COLUMBIA RECORDS** 

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www.americanradiohistory.com

HOT 100

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

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

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes 'REACH OUT I'LL BE THERE' and '96 TEARS'.

Table with columns: Rank, Title, Artist (Producer), Label & Number, Weeks on Chart. Includes 'I'M YOUR PUPPET', 'DEVIL WITH A BLUE DRESS ON & GOOD GOLLY MISS MOLLY'.

Table with columns: Rank, Title, Artist (Producer), Label & Number, Weeks on Chart. Includes 'DON'T WORRY MOTHER YOUR SON'S HEART IS PURE', 'THE WHEEL OF HURT'.

HOT 100—A TO Z—(Publisher-Licensee)

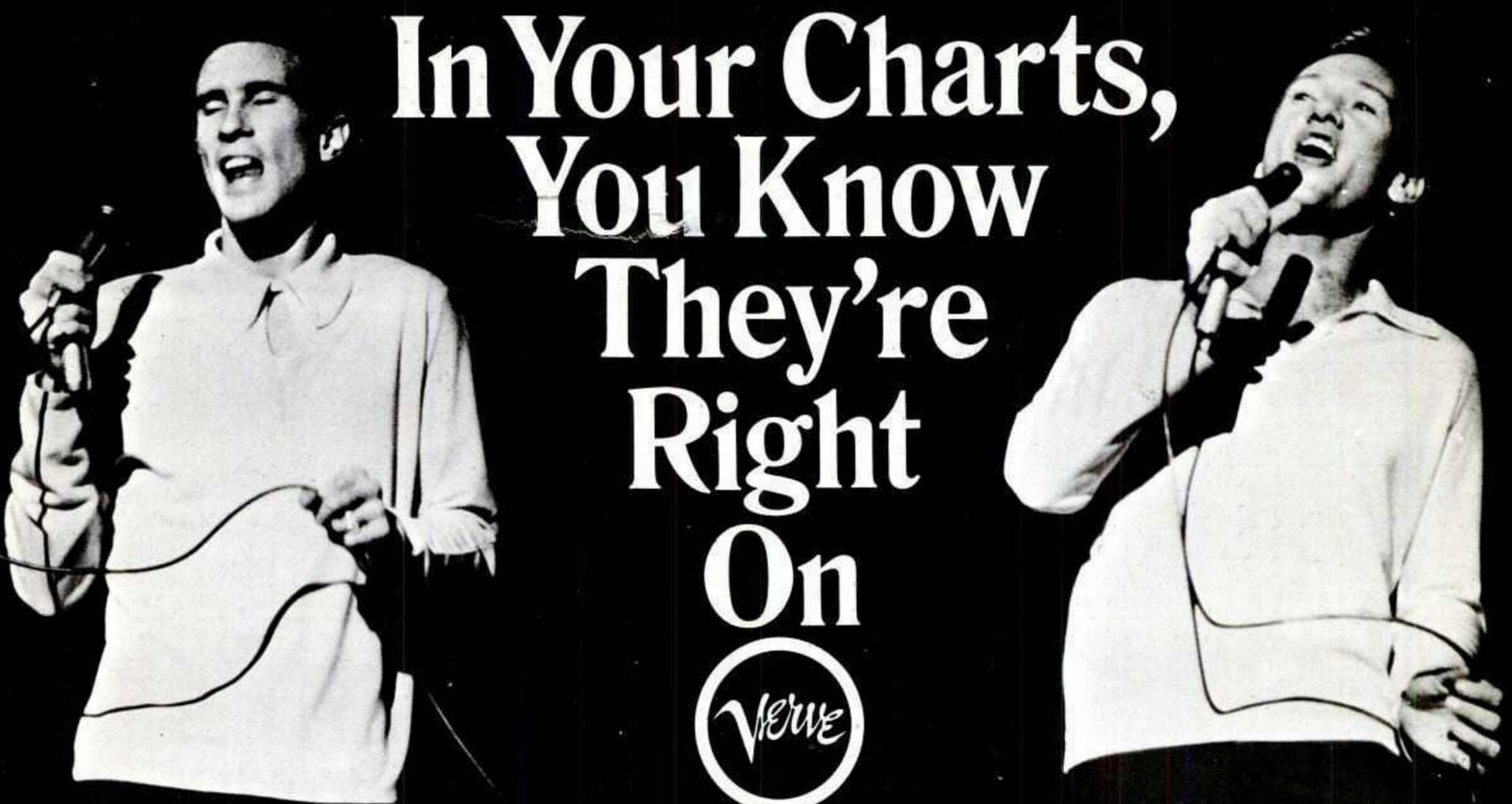
Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100.



**In Your Charts,
You Know
They're
Right**



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

The Righteous Brothers

new, new hit

On This Side Of Goodbye

b/w Man Without a Dream

VK-10449



RADIO-TV programming

Promotion Men's Long Battle Breaking Open the Tight Playlist

By CLAUDE HALL

HOLLYWOOD—Mike Conner, who's often credited with pioneering promotional methods, feels that today's record industry has some top-flight promotion men. "But they're constantly fighting a hard battle—the tight playlist."

Several years ago, disk jockeys programmed their own show. "Three deejays at a station might not like your record. But another one might and give the record exposure. Unquestionably, many potential hits are lost today because the music director makes an initial decision to not play a record for the radio station's weekly listening session."

In the old days, he said, deejays had pride. "They were classy guys." He listed such radio personalities as Howard Miller, Chicago; Bill Randle, Cleveland; William B. Williams, New York; Ed McKinsey, Detroit; Bob Clayton, Boston; Martin Block, New York; Eddy Gallaher, Washington; Al Jarvis, Joe Cook, Gene Norman and Peter Potter.

"Radio was a tremendous business with these guys. They really studied the market and knew every musician on a record." He felt it was unfortunate that so many deejays today are told what records to play. He also felt rock 'n' roll stations could use the soft-speaking, strong personality approach successfully instead of identically sounding screamers.

Conner, who's now active in talent management (he manages

the Sherman Brothers) and music publishing, was head of artist relations, publicity, and promotion with Decca Records between 1945-1956. In 1945 Conner noticed that every time an artist on the label played a performance in a town, there was an upturn in sales. "It was at that time I asked Jack Kapp, then president of Decca, why we had to wait for an artist to be booked into a city. I felt it would make sense to take the artist there." Gordon Jenkins, he said, was the first to go on the road strictly for promotion. The record was "Maybe You'll Be There," which Conner said was a year-old record. So, Jenkins and Conner went on the road, visiting radio stations, dealers, and distributors — "but mostly radio stations"—in Buffalo, Boston, Cleveland, Philadelphia, Chicago and Detroit. Within three weeks, the label started to get sales on the record and it soon became a million seller.

"Some radio stations were still using then services. I think WNEB in New York still had a house band. What we did was arrange in each city for dealer promotions at one or two stores; we'd visit and Jenkins would sign autographs. But the whole purpose of the tour was to visit radio stations. He also toured with Russ Morgan, the Ames Brothers, Louis Jordan, and others. The record industry soon was totally involved in this type of promotion. Conner said that Capitol Records was probably the first label to mail out records to radio stations, "but we went one better by having artists visit radio stations."

Hired Specialists

Conner helped revolutionize the record industry when he hired men to do nothing but radio station promotion. "Most record companies were already using salesmen to visit radio stations in their spare time. I felt

(Continued on page 32)



AL MARTINO OF CAPITOL RECORDS takes a promotional tour of Boston radio stations via helicopter, landing here in the WHDH parking lot. From left, are Capitol Records executive Mauri Lathower, Martino, WHDH air personality Bob Clayton, WHDH music secretary Brenda Lake, and Capitol's Boston promotion man Al Coury.

Talk on Modern Vs. Traditional Country

NASHVILLE—The question of whether a modern country music format is better than the traditional country music format will be one of the topics discussed Thursday (20) at a 1:30 p.m. Country Music Association broadcaster's meeting in Municipal Auditorium.

Carl Brenner, general manager of WBMD in Baltimore and a director of the CMA, will moderate a series of four panels on programming, station management, national representatives, and advertising aspects. The panelists comprise some of the top men in their fields.

The topics in programming include a discussion on gospel programming belonging or not belonging with country music formats, the "top 40" country playlist, and jingles for stations and clients. Speakers include A. V. Bamford, general manager, KBER, San Antonio; Marshall Rowland, KQIK, Jacksonville, Fla.; Jack Gardiner, program director, WPLO, Atlanta; Jim Collins, Pepper Sound Stu-

dios; Janet Gavin, Bill Gavin Reports.

The management session will cover live talent shows and their current effectiveness, extra money from sales promotions, and the question of whether country music radio is becoming over saturated. Panelists are Ray Odom, KHAT, Phoenix; Dan McKinnon, general manager, KSON, San Diego; Stewart Coxford, CFGM, Toronto; Gov. John Burroughs, Portales, N.M.

Exploratory Talks

The national representatives' sessions will explore topics such as how country stations can help their representatives, the toughest job in selling country music, ratings, and whether the attitudes of timebuyers are changing toward country music. Speakers are Carl Scheule, Broadcast Times Sales; Bob Burke, vice-president, Adam Young; Chuck Bernard, president, Charles Bernard, Inc.; Al Torbet, executive vice-president, Venard, Torbet & McConnell. All of New York.

A session on the advertising

FM REVIEW

WOR-FM Stereo's Sound Is 'Great'

NEW YORK — WOR-FM, the nation's first stereo Hot 100 format radio station, Saturday (8) acquired its roster of air personalities after a long hassle with the American Federation of TV and Radio Artists. It automatically became a new station, since it had been playing records without announcing them.

The new WOR-FM Stereo sounds great. The deejays are not screamers; they present the music in a manner tasteful and pleasant which appeals both to teens and young marrieds. The music programming, while it is rock 'n' roll (and rock sounds are softer today), hinges on the Hot 100 chart as well as exposing new records that have chart potential. For example, though r&b and Latin stations

manager and agency will cover how country stations can offer more effective merchandising, the country music audience, and ratings as a buying tool. Sitting in on this panel will be Joe Epstein, vice-president, Luzianne Coffee, New Orleans; Phyllis Roff, media supervisor, American Tobacco, Sullivan, Stauffer, Colwell & Bayles; Andrew Purcell, vice-president,

(Continued on page 34)

in New York had been playing "Bang Bang," WOR-FM was the first pop station in the market on it.

The station still has a problem acquiring stereo versions of new singles, but more and more enterprising promotion directors of record companies are helping them out.

On a given hour during the first day of broadcasting with disk jockeys, WOR-FM played five stereo records out of a total of 13. There were stereo versions of "Cherish," by the Association; "Hang on Sloopy," by the Ramsey Lewis Trio; "Last Train to Clarksville," by the Monkees, and "96 Tears," by ? and the Mysterians. Mono records included several new ones.

The deejays around 8 p.m. Saturday held a brief discussion about their personal picks — a discussion that was good news to three new releases because of the plugs. Station management hopes eventually to program nothing but stereo records, with the co-operation of the record companies. Since the pathfinding operation is exposing a tremendous amount of new product—18 this week—and its success could mean so much to the record industry, it is the obligation of record companies everywhere to help it.

CLAUDE HALL

LaBrie Launches 'Lush Au Go-Go'

NEW YORK—LaBrie Associates, Ltd., here has introduced a new programming service — "Lush Au Go-Go" — designed to help stations troubled over the impending programming split called for by the Federal Communications Commission. Service, available in either mono or stereo, will be made available in an initial block of 224 hours. LaBrie also produces the 3M Co.'s "Stage 3" and TWA's "World of Adventure in Music" radio programs.



TOM REYNOLDS, left, program director of WOR-FM Stereo, New York, Hot 100 format station, and the station's librarian and assistant programmer, Carole Kozel, chat with Sam the Sham of MGM Records. The artist just received his second RIAA gold disk, this one representing a million sales of "Little Red Ridin' Hood."

Outlets Raise 6G for CMA Hall

NASHVILLE — Seven radio stations teamed as a special network Friday (30) to raise nearly \$6,000 for the Country Music Hall of Fame. Billed as the Country Music Hall of Fame Radiothon, a host of performers launched a show at 10:30 p.m. from the stage of the Grand Ole Opry House that was broadcast live on WJRZ, Newark; WWVA, Wheeling, W. Va.; WYAM and WYDE, Birmingham; KWKH, Shreveport; WHO, Des Moines; and WSM, Nashville. Bill Denny, president of the CMA; Tex Ritter, a past president; Bill Williams and Ralph Emery acted as emcees. The show featured interviews with artists, performances, and comments by fans. Performing were Ernie Ash-

worth, Marti Brown, Skeeter Davis, Dianna Duke, Bobby Lewis, Hugh X. Lewis, Charlie Louvin, Tex Ritter, the Rhodes Sisters, the Duke of Paducah, Del Reeves, Connie Smith, and Billy Walker. Dottie West helped out on the phone calls.

"We were overwhelmed by the response of the fans to the broadcast," said Denny, "and never imagined the phone lines would stay tied up all evening. The phones continued to ring long after the broadcast was off the air, and many fans have sent in pledges without phoning them in." He said that anyone wishing to contribute to the fund may send their donation to Hall of Fame, 801 16th Ave. South, Nashville, Tenn.



PORTER WAGONER, RCA VICTOR record artist, presents his contribution to CMA president Bill Denny, left, to start off the Country Music Hall of Fame Radiothon Friday (30) broadcast live on seven country music stations. Funds went to the Hall of Fame.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Tom Cross has been named audio productions director of KPRS and KPRS-FM, Kansas City, Mo. He handles an afternoon air slot; Cross was formerly with WCEE-TV. . . . **Rodger Bubeck**, vice-president of KVOC, Casper, Wyo., has been named vice-president of the radio division for Nationwide Broadcast Personnel Consultants, Chicago.

Johnny Marks of KRYC, Corpus Christi, Tex.: "In your recent article about band hops, I got the impression that KONO in San Antonio was given credit for bringing up the *Pozo Seco Singers*. To set the record straight, the group is from Corpus Christi, and their first record ("Time") up to their present hit was heard first on KRYC. The group has put on hops here for the station. Suzy, Donnie and Loftin are all great kids who are proud of Corpus Christi and KRYC."

Chuck Niles has shifted to KBCA in Los Angeles from KNOB, Long Beach, Calif. . . . New operations manager at KEZY, Anaheim, Calif., is **Bruce Talford**, formerly with WHDH, Boston. . . . **Bill Snidow** is now simulcast on WOVE and WOVE-FM, Welch, W. Va., 9-midnight Monday through Saturday; needs country music records and station ID's from artists.

Gene Crockett has been named program manager of WOAI, San Antonio; **Barclay Russell**, former program director at the station, remains in a talent capacity. . . . **Stephen Drucker**, who uses the air name of **Ken Stevens**, has shifted from the Cape Kennedy good music outlet WMEG to the Cincinnati country music station WCLU. He's in the afternoon drive time slot.

Mel Phillips is producer of the new rock 'n' roll-formatted WRKO-FM, Boston; he was formerly music director and air personality with WALT, Tampa, Fla. The station is beaming Hot 100 music around the clock except for a "Night-time" show and the "Roy and Jim Show," both of which are simulcast with WNAC and both of which feature the only music on the talk-formatted WNAC. WRKO-FM, which debuted its new format Monday (3), claims to be playing rock 'n' roll at the rate of 18 records an hour, 15 hours a day.

"The Mike Douglas Show," presented live on tape in 60 and 90-minute formats, has been acquired by 22 more TV stations in the past five weeks; it's now seen in 117 markets, according to **Jack E. Rhodes**, vice-president and general sales manager of WBC Program Sales, Inc. . . . **Jim Lawrence**, former program director of KCBQ, San Diego, is now overnight news editor of KHJ, Hollywood.

Murray the K, air personality with WOR-FM, New York, has a book out: "Murray the K Tells It Like It Is, Baby" which includes a section on the success of teen-age music. . . . **Neil McIntyre** is the new program director of WONO, Fort Wayne, Ind., coming from an assistant program manager post at KDKA, Pittsburgh; he succeeds **Jack Underwood**, who has been upped to operations manager.

The KKIS, Pittsburg, Calif., line-up is now: program director **Art Douglas**; **Ron Garner**, **Neale Blase**, **Larry Ickes** and **Bob Evans**, with **Johnny Van** on weekends. The 5,000-watt station covers over 10 counties in Northern California, Douglas said. . . . **Stanleigh Torgerson** has been named general manager of WQAM, Miami; he was station manager for WMC and WMC-FM, Memphis. . . . **Bob Beasley** joins WTMJ, Milwaukee, as of Oct. 17; he was with WPON,

Pontiac, Mich. Beasley once was emcee at Las Vegas' Thunderbird Hotel for two years.

Monroe Berkman has been upped to assistant general manager of WRCP and WRCP-FM, Philadelphia. . . . **Charles William Weaver** has been appointed general manager of WKBW, Buffalo, N. Y.; he was general manager the past nine years of KILT, Houston. . . . Three new comers to KNUZ, Houston, are **Lou (the Great Kahuna) Kirby**, 6-9 p.m.; **Johnny Michaels**, 9-midnight, and **Mike Murphy**, midnight-dawn.

Malcolm Landess has been appointed program director for the r&b-formatted KCOH, Houston.

WWVA Changes Night Tempo

WHEELING, W. Va. — On Nov. 1, the country music powerhouse of WWVA here will turn to pasture its historic nighttime country music programming for a more-modern version similar to its daytime country music programming.

The nighttime programming, especially the Saturday night broadcasts of the "WWVA Jam-

... **Bob Waddell** has been added to the announcing staff of KPRC, Houston, replacing **Jim Young**. . . . **Gary Stevens**, air personality with New York's WMCA, flies to London to appear Oct. 22 on BBC-TV's "Jukebox Jury" show as a panelist, then return to the U. S. to marry **Frankie Johnson**, a stewardess for BOAC.

bore" show now in its 34th year, long ago establishing a country music image for the 50,000-watt station. The image wasn't quite true until last year when **Emil Mogul**, president of Basic Communications, hired **George Faulder** as general manager to switch the station to a modern country music format. The change was made Nov. 8, 1965; this was the daytime hours only. The midnight-to-dawn show, handled by **Lee Moore**, continued to appeal to what **Faulder** considered a "mail-order" audience. The new programming move calls for the same up-tempo music, jingles, and tight format now used on the highly successful daytime side of the station.

WWVA, since it switched to a modern country format in the daytime, leaped to the top of nearly every audience poll taken in the market and also making a heavy dent in audience polls taken in cities up to 100 miles away, said program director **Arlen Sanders**. At nighttime, the station has fantastic coverage, blanketing all of the East Coast States from North Carolina to Maine, as well as Ohio, Pennsylvania and New York. Based on a mail count, the nighttime coverage includes 18 States and six provinces of Canada.

To illustrate the effectiveness of the station in selling product to its listeners, WWVA aired (Continued on page 34)

Radio Response Rating

PORTLAND, ORE. . . . 4th Cycle OCTOBER 22, 1966

TOP STATIONS

Call Letters	% of Total Points
★ POP Singles	
1. KISM	64%
2. KGAR	36%
★ POP LP's	
1. KEX	42% (tie)
1. KGW	42% (tie)
3. KOIN	10%
Others (KPOJ, KLIQ)	6%
★ R&B	
NOTE: No r&b in Portland area.	
★ JAZZ	
1. KLIQ (Bob McAnulty)	56%
2. KEX (Jack Angel)	33%
3. KEX (Steve Davis)	11%
★ COUNTRY	
1. KWJJ	78%
2. KRDR	22%
★ CONSERVATIVE	
1. KXL	65%
2. KYMN	19%
3. KGW	12%
4. KPAM	4%
★ COMEDY	
1. KPFFM-FM	38% (tie)
1. KPOJ	38% (tie)
3. KEX	24%
★ FOLK	
NOTE: No folk station in Portland area.	
★ CLASSICAL	
1. KPFFM	40% (tie)
1. KXL	40% (tie)
3. KYMN	20%

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

TOP DISK JOCKEYS

Rank	Disc Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Jim Hunter	KISM	61%
2.	Buzz Barr	KISM	15%
3.	Paul Oscar Anderson	KGAR	12% (tie)
3.	Bobby Simon	KISM	12% (tie)

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN
(Most co-operative in exposing new records)
Jim Hunter Music Director, KISM

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning	Sam Holman, KISM
Mid-Morning	Buzz Barr, KISM
Early Afternoon	Don Kennedy, KISM
Traffic Man	Jim Hunter, KISM
Early Evening	Bobby Simon, KISM
Late Evening	Bobby Simon, KISM
All Night	Pat Pattee, KISM

★ TOP TV BANDSTAND SHOW

NOTE: No TV Bandstand show in Portland area.

★ POP LP's

1. Barney Keep	KEX	38%
2. Jack Angel	KEX	17%
3. Wes Lynch	KGW	13%
Others (Rick Thomas, KEX; Steve Davis, KEX; Hal Ramon, KGW; Ray Horn, KGW; Ted Rogers, KEX; Bob McAnulty, KLIQ)		33%

★ PROGRAM DIR., MUSIC DIR., OR LIBRARIAN

(Most co-operative in exposing new LP's) (Listed alphabetically)
Mark Blenoff Program Director, KEX
Wes Lynch Program Director, KGW
Lee Perkin Program Director, KGW
Art Smart Music Director, KEX

★ R&B

NOTE: No r&b in Portland area.

★ COUNTRY

1. Sammy Taylor	KWJJ	91%
2. Clair Musser	KRDR	9%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

KGW	620	KWJJ	1080	KPOJ	1330
KXL	750	KKEY	1150	KPAM	1410
KPDQ	800	KEX	1190	KVAN	1480
KISM	910	KRDR	1230	KYMN	1520
KOIN	970	KLIQ	1290	KGAR	1550

FM RADIO FREQUENCIES

KPDQ-FM	93.7	(5) KPFFM-FM	97.1	KPOJ-FM	98.5
(5) KXL-FM	95.5			(5) KOIN-FM	101.1

PORTLAND, Ore., (including Oregon City, Vancouver, Washington). Country's 32d radio market (15 AM; 5 FM).

KEX: 50,000 watts. Owned by Golden West Broadcaster, Inc. On the air 24 hrs. Music format: Pop Standard (70%)-Standard (20%)-Contemporary (10%). Editorializes occasionally. Special programming: Oregon State Univ. Football, Basketball, PCL Baseball, Portland Open Golf Tournament. Jim Howe is director of 5-man news dept. Special equipment: Airplane for traffic reports, two mobile units, UPI audio, full-time correspondent in State capital. 5-min. news on the hr., headlines on the half-hr., extended news at 7 a.m., noon, 6 p.m. Comedy LP's, Folk Music, Jazz included in regular programming. New records selected for air-play by committee of station personnel. Play list published bi-monthly. Approximately 10 new singles and 5 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Fulton Wilkins**. Prog. dir., **Mark Billoff**. Music dir., **Art Smart**. Send 2 copies of 45's and 2 copies of LP's to Mr. Smart, 2130 S.W. Fifth, Portland, Ore., 97207. Phone: (503) 222-1881.

KGAR: 1,000 watts. Daytimer. Music format: Contemporary (100%). Editorialize occasionally. Robert Duke is director of 5-man news dept. Special equipment: news truck. 5-min. news at 55 past the hr. New records selected for air-play by music dir. Play list published weekly. Approximately 10 new singles programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Gordon A. Rogers**. Prog. dir., **Paul Oscar Anderson**. Music dir., **A. J. Harold**. Send 3 copies of 45's and 2 copies of LP's to Mr. Harold, 2808 Walnut St., Vancouver, Wash. Phone: (206) 693-5970.

KGW: 5,000 watts. Owned by King Broadcasting, Inc. NBC affiliate. On the air 5:30 a.m.-1 a.m. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: "Fenwick Show," with **Jim Fenwick**, telephone talk, 8:30 p.m.-midnight, M-F. "Talk It Out," with **Marko Haggard**, audience call-in, 8:30-10 p.m., Sun. TV outlet is KGW-TV, channel 8. **James Burr Miller** is director of 7-man news dept. Special equipment: 2 mobile units, portable tape recorders, mobile telephones. 5-min. news on the hr., headlines on the half-hr., extended news twice daily. Comedy LP's included in regular programming. New records selected for air-play by committee of station personnel. Approximately 7 new singles and 5 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Pat Crafton**. Prog. dir., **Wes Lynch**. Record lib., **Ida McClendon**. Send 2 copies of 45's and 2 copies of LP's to Miss McClendon, 501 S.W. Jefferson, Portland, Ore. 97201. Phone: (503) 224-8620.

KISM: 1,000 watts. Star Broadcasting, Inc. On the air 24 hrs. Music format: Contemporary (100%). VP and gen'l mgr., **Steve Shepard**. Prog. dir., **Buzz Barr**. Send 4 copies of 45's and 2 copies of LP's to Mr. Barr, 10 N.W. 10th Ave., Portland, Ore. 97209. Phone: (503) 226-7191.

KKEY: 1,000 watts. Western Broadcasting Co. Daytimer. Music format: Pop Standard (100%). Gen'l mgr., **Ernest Crater**. Send records to Box

3361, 5500 4th Plain Blvd., Portland, Ore. 98661. Phone (503) 289-2565.

KLIQ: 5,000 watts. Keystone network affiliate. On the air 5 a.m.-sun down. Music format: Pop Standard (100%). Special programming: Various local high school football, baseball and basketball. "Telephone Show," with **Mark Lee**, 10-11:30 a.m., M-F. "Telephone Show," with **Doug Baker**, noon-1:30 M-F. "Joe Pyne Show," interviews, 11:30 a.m.-noon and 1:30-2 p.m., M-F. "Barry Farber Show," interviews, 2-3 p.m., M-F. **Jim Heim** is director of news dept. 5-min. news at 55 past the hr., headlines on the half-hr., extended news 8 a.m. New records selected for air-play by music dir., Record promotion people are seen M-F. Gen'l mgr., **David M. Jack**. Prog. dir., **Bob McAnulty**. Send 2 copies of LP's to Mr. McAnulty, Oak Park, Portland, Ore. 97202. Phone: (503) 234-8448.

KOIN: 5,000 watts. CBS affiliate. On the air 18 1/2 hrs. Owned by Mount Hood Broadcasting Corp. Music format: Pop Standard (90%)-Classical (10%). Special programming: Univ. of Ore. Basketball. "KOIN Klock," with **Blaine Hanks**, live orchestra, 6:10-6:55 a.m. & 7:30-7:45 a.m., M-F. "Come & Get It," with **Blaine Hanks**, live orchestra, 12:20-12:55 p.m., M-F. TV outlet is KOIN-TV, channel 6. **John Armstrong** is director of 9-man news dept. 5-min. CBS news on the hr., extended news 8 times daily. Comedy LP's and Folk Music included in regular programming. New records selected for air-play by librarian. Approximately 5 new singles and 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., **Harry H. Buckendahl**. Prog. dir., **Willard A. Mears**. Lib., **Walt McKinney**. Send 1 copy of 45's and 1 copy of stereo LP's to Mr. McKinney, 140 S.W. Columbia St., Portland, Ore. 97201. Phone (503) 228-3333.

KOIN-FM: ERP 100,000 watts (to go to part-time stereo Jan. 1, 1967). Simulcast with KOIN (after Jan. 1, 1967, to separate partially). Address and all other information same as KOIN.

KPAM: 5,000 watts. Daytimer. Owned by Romeo, Inc. Music format: Contemporary (75%)-Jazz (15%)-Pop Standard (10%). Editorializes occasionally. Special programming: "The Earl Nightingale Show," commentary, 7:02 a.m. and 5:25 p.m., M-F. **Nat Jackson** is director of 3-man news dept. 4-min. news at 58 past the hr., headlines at 28 past the hr., extended news 4:58 p.m. Comedy LP's featured on the "Bob Brooks Show." Jazz featured on "Stereo-Jazz." New records selected for air-play by committee of station personnel. Approximately 3 new singles and 8 new LP's programmed weekly. Record promotion people are seen Wed. Gen'l mgr., **Wally Rossmann**. Prog. dir., **John Edwards**. Send 2 copies of 45's and 2 copies of stereo LP's to Mr. Edwards, 3101 S.W. Fairmont Blvd., Portland, Ore. 97201. Phone: (503) 226-7676.

KPFFM: ERP 33,000 watts stereo. Simulcast with KPAM. Address and other information same as KPAM.

KPDQ: 1,000 watts. On the air 6 a.m.-10 p.m. Music format: Religious (100%). Editorializes weekly. Special program-

(Continued on page 32)

KISN Spins Rotation System

PORTLAND, Ore.—Though KISN, the predominant Hot 100 format radio station in this market, no longer has a playlist of 70 records—it limits itself to 50—the station is still extremely valuable to record

KOGO Talking Show

SAN DIEGO—KOGO, the Easy Listening format operation here, launches three hours of talk daily Monday (17), including the "Joe Pyne Show." The 5,000-watt NBC affiliate was rated by Billboard's Radio Response Rating survey dated March 19, as the predominant market influence on sales of pop albums.

companies. The reason is that KISN rotates the 50 records right down the line, giving them all equal play. This includes the three to five new records selected each week for play.

Record companies, record dealers and distributors, and one-stop operators, voted the station as the major influence on sales of singles records. The station reaped a hefty 64 per cent of the votes, indicating the capability of the station to reach and persuade listeners to buy singles and, without doubt, other product.

Program director Buz Barr keyed the station's success and its No. 1 Pulse rating to a

heavy slate of promotions similar to those run by sister stations WIFE, Indianapolis, and KOIL, Omaha, which he said were both No. 1 in their markets.

Using a fast-slow-fast record tempo policy, the station was instrumental in the success of Paul Revere and the Raiders, a hometown group. A new group, the Live Five is "coming on very strong and could get national recognition any day," Barr said.

KISN went to a tighter playlist when a survey of local jukeboxes showed records were still getting played long after dropping from the station's list. The new policy keeps records on longer.

RADIO-TV MART

RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad.

FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%.

BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

PAYMENT MUST ACCOMPANY ALL ORDERS.

Send order and payment to:

RADIO-TV MART, Billboard
188 W. Randolph St., Chicago, Ill. 60601

HELP WANTED

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

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

SALES UP 307%

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

KWIZ

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

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

BUSINESS OPPORTUNITIES

JIM PEWTER SHOW, FEATURING oldies but goodies, now heard throughout 200 stations overseas via Armed Forces Radio; looking for West Coast air time on AM or FM station. Write Jim Pewter, 227 N. Gower, Hollywood, Calif. 90028. Phone: (213) 467-0761.

SITUATION WANTED

AIR PERSONALITY AND PROGRAM director now with major rock 'n' roll format radio station in the East would like a job with a record company. Many years experience in radio field; knowledge of many markets. Willing to consider any record company job that has promise. Box 335, Billboard, 185 W. 46th St., New York, N. Y. 10036.

BRITISH AIR PERSONALITY WITH top-rated show on one of the so-called "pirate" stations would like position with U. S. radio station. Fully experienced. Will provide air checks, further information upon request. Box 334, Billboard, 185 W. 46th St., New York, N. Y. 10036.

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (313) 876-6248.

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

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

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

Pat Boone Show Bows on NBC-TV

LOS ANGELES—"The Pat Boone Show," a daily half-hour music variety show, debuted Monday morning (17) on NBC-TV network. Recording artists featured the first week were slated to be Lorne Greene, Bill Cosby, Lana Cantrell, the Geez-inlaw Brothers, and Jaye P. Morgan, along with the host, Dot Records' Pat Boone. The Cooga Mooga II Production is produced by Armand Grant, directed by Gordon Rigsby. Boone owns Cooga Mooga.

SHOWS TO AID YOUTH CENTER

OAKLAND, Calif. — Disk jockeys, record distributors, promotion men and performers, will team up Dec. 1-2 to present two talent shows to raise money to build a new youth center in the Bayview-Hunters Point district. The Dec. 1 show will be held in the Oakland Coliseum; the other show in the Candlestick Park baseball field, San Francisco. Ray Dobard, who operates the Music City record stores in Berkeley and Oakland, is promoting the shows.

STATIONS BY FORMAT

Continued from page 31

ming: "Songs for the Heart," with Dave Winchester, religious music, 1:30-6 p.m., M-F. "Patterns," with Jack Anderson, religious music—interviews, 2-5 p.m., Sat. Dave Winchester is director of news dept. 5-min. news at 55 past the hr. New records selected for air-play by prog. dir. Record promotion people are seen M-F. Gen'l mgr., Robert W. Ball. Prog. dir., Dave Winchester. Send 1 copy of LP's to Mr. Ball, 4903 N.E. Sanoy Blvd., Portland, Ore. 97213. Phone: (503) 282-3232.

KPDQ-FM: ERP 57,000 watts. Simulcast with KPDQ. Address and other information same as KPDQ.

Promotion Battle

Continued from page 26

radio station promotion was too important for this. I asked for, and was granted, right to hire men who only did promotion work." One of these was Bud Katzel, now an executive with ABC Records, whom Conner hired out of college to cover the Midwest. Irwin Zucker, a University of Michigan student, was hired to cover the East; George Sherlock, a University of Southern California student, was hired to cover the West Coast. Along about that time, Herb Silverstein was also hired and stationed in Cincinnati. "He had instructions to load a station wagon with records, stop in every radio station, and say, 'I'm here from Decca.' He went through the South like wildfire. It took a long time for other companies to realize what we were doing and follow suit."

One of the first newsletters to radio stations was written by Conner. It started out as just a postcard mailing, signed: "Sincerely, Mike," which soon became a password. Dave Kapp also had a hand in the project. Conner was soon editing and issuing a newsletter for Coral and this was one of the fore-runners, he said, of today's sheets. "Naturally we plugged our product, but we also discussed the industry in it."

That was the great era of press agency, Conner said. "Jack Kapp always felt there was no such thing as a regional hit. So, if anything happened on a record, we figured it was a potential national hit. Decca was also very successful in those days with cover records and the reason was the strength of our promotion with radio stations across the nation."

Conner put a twist on artist promotion tours by taking Decca's a&r producing staff on the road in various parts of the country to promote "Lavender Blue," by Burl Ives.

KPOJ: 5,000 watts. Independent. Mutual network affiliate. On the air 5:30 a.m.-3 a.m. Music format: Pop Standard (98.6%)-Classical (1.4%). Editorializes weekly. Special programming: Univ. of Ore. Football. Portland Buckaroos, professional hockey. "Dayline," with Dick Klinger, audience call-in, 11 a.m.-noon, M-F. "Nightline," with Dom Porter, audience call-in, 7-10 p.m., M-Sat. "Hoyt Hotel Remote," with Charlie La Franchise, talk, interviews, dance band remote, 10 p.m.-3 a.m., Tues., Sat. 3-man news dept. Special equipment: mobile unit, beeper phone. 5-min. news on the hr., extended news 4 times daily. Comedy LP's featured on "Art Gliner Show" and included in regular programming. New records selected for air-play by committee of station personnel. Approximately 20 new singles and 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Dick Brown. Prog. dir., Vern Mueller. Send 2 copies of 45's and 2 copies of LP's to Mr. Mueller, 1019 S.W. 10th, Portland, Ore. 97205. Phone: (503) 227-3484.

KPOJ-FM: ERP 4,100 watts. Simulcast with KPOJ. Address and other information same as WPOJ.

KRDR: 1,000 watts. On the air 22 hr. Music format: Country (100%). Editorializes occasionally. Special programming: Local high school football and basketball. "Grand Ole Opry," 1:00 p.m.-6 p.m. Ben Dawson is director of 3-man news dept. Special equipment: mobile unit, headlines on the half-hr. New records selected for air-play by music dir. Play-list published weekly. Approximately 25 new singles and 5 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Jack Grant. Prog. dir., Don Lane. Send 3 copies of 45's and 2 copies of LP's to Mr. Lane, 1230 Melody Ln., Gresham, Ore. Phone: (503) 665-4143.

KVAN: 1,000 watts. Independent. Day-timer. Gen'l mgr., Mrs. Cathryn C. Murphy. Send records to Box 1483, Portland, Ore. 97207. Phone: (503) 281-5678.

KWJJ: 50,000 watts. ABC affiliate. On the air 24 hrs. Music format: Country. (100%). Editorializes occasionally. George R. Sanders Jr. is director of 3-man news dept. 5-min. news on the hr., extended news once daily. New records selected for air-play by music dir. Play-list published weekly. Approximately 10 new singles and 3 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., George R. Sanders. Prog. dir., Jerry Speerstra. Music dir., Sammy Taylor. Send 4 copies of 45's and 2 copies of LP's to Mr. Taylor, 931 S.W. King, Portland 5, Ore. Phone: 228-4393.

KXL: 50,000 watts. On the air 18 hrs. Owned by Seattle, Portland, and Spokane Radio. Music format: Pop Standard (60%)-Standard (40%). Editorializes occasionally. Special programming: "Sunday Spectacular," with John Salisbury, show business music/interview, 3-4 p.m., Sun. John Salisbury is director of 2-man news dept. 5-min. news on the hr., extended news twice daily. New records selected for air-play by music dir. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. Station mgr., Melvin M. Bailey. Music dir., Wayne Jordan. Send 2 copies of stereo LP's to Mr. Jordan, P.O. Box 22106, Portland, Ore. 97222.

KXL-FM: ERP 68,000 watts stereo. Music format: Pop Standard (60%)-Standard (30%)-Classical (10%). Simulcast with KXL 9 a.m.-4 p.m., M-F. Address and other information same as KXL.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago October 23, 1961

1. Runaround Sue, Dion, Laurie
2. Bristol Stomp, Dovells, Parkway
3. Big Bad John, Jimmy Dean, Columbia
4. Hit the Road Jack, Ray Charles, ABC-Paramount
5. Sad Movies (Make Me Cry), Sue Thompson, Hickory
6. This Time, Troy Shondell, Liberty
7. I Love How You Love Me, Paris Sisters, Gregmark
8. Let's Get Together, Hayley Mills, Vista
9. Ya Ya, Lee Dorsey, Fury
10. The Fly, Chubby Checker, Parkway

R&B SINGLES—5 Years Ago October 23, 1961

1. Hit the Road Jack, Ray Charles, ABC-Paramount
2. Ya Ya, Lee Dorsey, Fury
3. It's Gonna Work Out Fine, Ike & Tina Turner, Sue
4. Please Mr. Postman, Marvelettes, Tamla
5. Just Got to Know, Jimmy McCracklin, Art-Tone
6. Bright Lights, Big City, Jimmy Reed, Yee Jay
7. Bristol Stomp, Dovells, Parkway
8. Runaround Sue, Dion, Laurie
9. Don't Cry No More, Etta James, Argo
10. Look in My Eyes, Chantels, Carlton

POP SINGLES—10 Years Ago October 20, 1956

1. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
2. Love Me Tender, Elvis Presley, RCA Victor
3. Green Door, Jim Lowe, Dot
4. Honky Tonk (Parts I & II), Bill Doggett, King
5. Just Walking in the Rain, Johnnie Ray, Columbia
6. Canadian Sunset, Hugo Winterhalter, RCA Victor
7. Tonight You Belong to Me, Patience & Prudence, Liberty
8. Whatever Will Be, Will Be, Doris Day, Columbia
9. Friendly Persuasion/Chains of Love, Pat Boone, Dot
10. My Prayer, Platters, Mercury

POP LP's—5 Years Ago October 23, 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. Sixty Years of Music America Loves Best, Vol. III (Popular), Various Artists, RCA Victor
6. Sixty Years of Music America Loves Best, Vol. III (Classical), Various Artists, RCA Victor
7. Jose Jimenez at the hungry i, Bill Dana, Kapp
8. The Sound of Music, Original Cast, Columbia
9. Great Motion Picture Themes, Various Artists, United Artists
10. Goin' Places, Kingston Trio, Capitol

Cap. Dept. Studying 2 New Market Aids

By ELIOT TIEGEL

LOS ANGELES — Capitol's radio-TV services department is evaluating two additional "merchandising aids"—a country music show and a classical program in addition to the already tested stereo music program.

This latter show was field-tested and developed by Jack Wagner, recently resigned to join KHJ-FM as general manager. His replacement, Al Davis, is evaluating the response cards from the stereo show which went out to the nation's 475 FM multiplex stations. The program, called the "FM Stereo Silver Platter Show" is designed with 15-minute music blocks from the label's middle-of-the-road catalog.

The other two ideas for country and classical programs would

supplement the department's successful "Silver Platter Service," currently in its fifth year as a free half-hour program to broadcasters. Wagner is being retained by Capitol as an independent supplier, explained Brown Meggs, the distributing corporation's merchandising chief, to maintain the program which spotlights new pop album releases sans mention of the Capitol name.

In discussing the country show, Meggs said a "pilot show was in the design stage. We don't know whether anyone would want it." Meggs added that the company would consider producing the show if a survey indicated enthusiasm for the idea. A classical program could be built around the Angel catalog, the executive said.



'UNDER MY THUMB'

b/w 'SHE WAS MINE' #55904

DEL SHANNON

UNDER HIS THUMB!!!

OKLAHOMA CITY

HOUSTON

BUFFALO

BOSTON

HARTFORD

NEW ORLEANS

CLEVELAND

MIAMI



... and commit
yourself
totally to
DEL
SHANNON
by latching
on to his
newest
album
'TOTAL
COMMITMENT'
LRP-3479 ■ LST-7479



WWVA Changes Night Tempo

Continued from page 31

720 spot announcements promoting the Country Music Association's "Famous Original Hits" album between Nov. 30, 1965, and the next 12 weeks. These brought in 38,704 mail orders for the album — more than any other radio-TV station in the nation, according to Martin Gilbert, who produced the album for the CMA. As of Feb. 25, 1966, the station had totaled \$77,408 in sales on the album, the royalties of which went to the construction of the Country Music Hall of Fame, Nashville.

24 Hours a Day

WWVA broadcasts 24 hours a day: WWVA-FM simulcasts 6 a.m.-midnight; the FM operation recently came in sixth in an ARBitron audience survey of the market. Since the change to the modern country format a year ago, Faulder said that the mail pull had increased about two and a half times. The unique factor behind WWVA's switch to country music is that, unlike many radio stations across the nation, WWVA was not in financial difficulties. The station still retains a 7 p.m.-midnight religious-ABC network programming block, which Faulder said is a tremendous profit maker for station against prime-time TV competition.

Country music in a modern format will now start at midnight and go through to 7 p.m. daily, with the Saturday night "WWVA Jamboree" show still being retained.

Program director Sanders, who has a Monday through Saturday morning air show, came to WWVA from KEZY at Disneyland, Anaheim, Calif., a Hot 100 format station. He joined the country music station to help in its switch from middle-of-the-road to its present format. The reason WWVA obtained Sanders, said Faulder, "is we felt there was a trend toward country music radio with a modern sound. We liked the tight production type of approach and thought that a guy who knew music, knew music; we felt Arlen would fit into any basic type of radio operation."

2 Up to 1 Slow

Sanders follows the pattern of two uptempo records to one slow record which "gives us a pretty fast pace musically." Joe Allison is programming consultant to the station.

"WWVA has had the reputation of being a country music

radio station for many, many years," said Faulder. "Though it hasn't been. The reputation came from the mail-order nighttime programming and the jamboree show Saturday nights. WWVA was like WSM and its 'Grand Ole Spry' show." He felt that the "WWVA Jamboree" was undoubtedly the second oldest continuous live country music radio show. The show is considered to be responsible for furthering the careers of such artists as Wilma Lee and Stony Cooper, Grandpa Jones, George Morgan, Patsy Cline, Hank Snow and Hawkshaw Hawkins. Broadcasting from the Rex Theater for many years, the show is now seen in the Exposition Hall in Wheeling.

C&W Debate

Continued from page 26

media director, Tucker, Wayne & Co., Atlanta, and Harry Renfro, account executive, Budweiser Beer, D'Arcy Advertising, St. Louis.

More than 100 broadcasters attended last year's programming conference held by the CMA. Jo Walker, executive director of the organization, estimated a much larger turnout this year. The meeting is also open to deejays, music directors, and program directors. The entire program will last four hours and include question and answer sessions for each speaker.

Brenner said he felt the conference would be extremely valuable to everybody connected with country music radio... that the panelists were "The best versed to discuss the topics."

Big Bands Live In KSD Plans

ST. LOUIS—KSD, local NBC affiliate radio outlet, believes the big band era isn't dead by any means. The station has plans to broadcast live 30-minute shows featuring big name bands playing at the Tan-Tar-A resort in the Missouri ozarks.

The kickoff Saturday (15) featured Woody Herman's touring Herd. The Saturday night broadcasts are also fed to KARK, Little Rock; KVOO, Tulsa; and KCMO, Kansas City. KSD also programmed another Herman date last week, as well as a Guy Lombardo charity date here.

You'll miss the best part of the 41st Anniversary Birthday Celebration if you fail to call on Jack Jackson and Tom Hanserd at the DELAYED OPRY NETWORK BOOTH Municipal Auditorium October 20-21-22 WSM-Nashville, Tennessee

Billboard SPECIAL SURVEY for Week Ending 10/22/66

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	BEAUTY IS ONLY SKIN DEEP Temptations, Gordy 7055 (Jobete, BMI)	9	26	50	STAY WITH ME Lorraine Ellison, Warner Bros. 5850 (Ragmar-Crenshaw, BMI)	2
2	3	REACH OUT I'LL BE THERE Four Tops, Motown 1098 (Jobete, BMI)	7	27	10	LITTLE DARLING (I Need You) Marvin Gaye, Tamla 54138 (Jobete, BMI)	9
3	4	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BMI)	9	28	42	DON'T BE A DROP-OUT James Brown & His Famous Flames, King 6056 (Dynatone, BMI)	2
4	5	LOVE IS A HURTIN' THING Lou Rawls, Capitol 5709 (Rawlous, BMI)	8	29	—	SECRET LOVE Billy Stewart, Chess 1978 (Remick, ASCAP)	1
5	2	YOU CAN'T HURRY LOVE Supremes, Motown 1097 (Jobete, BMI)	10	30	31	BABY, DO THE PHILLY DOG Olympics, Mirwood 5523 (Keymen-Mirwood, BMI)	5
6	6	B-A-B-Y Carla Thomas, Stax 195 (East, BMI)	8	31	28	THE BEST OF LUCK TO YOU Earl Gains, HBR 481 (Cal, BMI)	7
7	14	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamelrosa, BMI)	4	32	44	SHAKE YOUR TAMBOURINE Bobby Marchan, Cameo 429 (Tree, BMI)	3
8	11	SAID I WASN'T GONNA TELL NOBODY Sam & Dave, Stax 198 (East-Pronto, BMI)	5	33	33	HEAVEN MUST HAVE SENT YOU Elgins, V.I.P. 25037 (Jobete, BMI)	5
9	9	POVERTY Bobby Bland, Duke 407 (Dan, BMI)	6	34	39	NEVER LIKE THIS BEFORE William Bell, Stax 199 (East, BMI)	3
10	16	DAY TRIPPER Vontastics, St. Lawrence 1014 (Macien, BMI)	8	35	34	YOU'LL NEVER EVER KNOW Fontella Bass, Checker 1147 (Chevis, BMI)	6
11	19	I WANT TO BE WITH YOU Dee Dee Warwick, Mercury 72584 (Morley, ASCAP)	12	36	38	PHILLY DOG Herbie Mann, Atlantic 5074 (East, BMI)	3
12	12	CAN'T SATISFY Impressions, ABC 10831 (Chi-Sound, BMI)	9	37	46	I'VE GOT TO DO A LITTLE BIT BETTER Joe Tex, Dial 4045 (Tree, BMI)	2
13	20	I'M YOUR PUPPET James & Bobby Purify, Bell 648 (Fame, BMI)	5	38	49	I JUST DON'T KNOW WHAT TO DO WITH MYSELF Dionne Warwick, Scepter 12167 (U.S. Songs, ASCAP)	2
14	29	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	3	39	45	BANG! BANG! Joe Cuba Sextet, Tico 475 (Cordon, BMI)	2
15	25	FA-FA-FA-FA-FA Otis Redding, Volt 138 (East-Redwal, BMI)	3	40	40	AFTER YOU THERE CAN BE NOTHING Walter Jackson, Okeh 7256 (Picturetone-Painted Desert, BMI)	4
16	8	HOW SWEET IT IS (To Be Loved by You) Jr. Walker & the All Stars, Soul 35024 (Jobete, BMI)	11	41	48	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	2
17	13	WADE IN THE WATER Ramsay Lewis, Cadet 5541 (Ramsel, BMI)	13	42	37	THE BEAT Major Lance, Okeh 7255 (Jalynne, BMI)	5
18	17	WHAT BECOMES OF THE BROKEN-HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	12	43	47	FUNCTION AT THE JUNCTION Shorty Long, Soul 35021 (Jobete, BMI)	4
19	15	AIN'T NOBODY HOME Howard Tate, Verve 10420 (Rittenhouse, BMI)	10	44	—	UP TIGHT Ramsay Lewis, Cadet 5547 (Jobete, BMI)	1
20	21	MY SWEET POTATO Booker T. & M.G.'s, Stax 196 (Instrumental, BMI)	8	45	—	A SATISFIED MIND Bobby Hebb, Philips 40400 (Starday, BMI)	1
21	18	LAND OF 1,000 DANCES Wilson Pickett, Atlantic 2348 (Tune-Kel-Anatole, BMI)	12	46	36	I'M STILL WAITING Patti LaBelle & the Bluebelles, Atlantic 2347 (Chi-Sound, BMI)	4
22	32	STAND IN FOR LOVE O'Jays, Imperial 66197 (Metric-Bar-New, BMI)	5	47	—	SOMEBODY (SOMEWHERE) NEEDS YOU Darrell Banks, Revilot 203 (T. M. Parmalier, BMI)	1
23	23	I CHOSE TO SING THE BLUES Ray Charles, ABC 10840 (Metric, BMI)	5	48	—	CAN YOU BLAME ME Jimmy Norman, Samar 116 (Boz Art Music, BMI)	1
24	7	OPEN THE DOOR TO YOUR HEART Darrell Banks, Revilot 201 (Myto, BMI)	15	49	—	YOU LEFT THE WATER RUNNING Barbara Lynn, Tribe 8319 (Fame, BMI)	1
25	26	HE'LL BE BACK Players, Minit 32001 (Stanc, BMI)	12	50	—	NEVER LET ME GO Van Dykes, Mala 539 (Aim-Cha-Stew, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 10/22/66

TOP SELLING R & B LP's

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

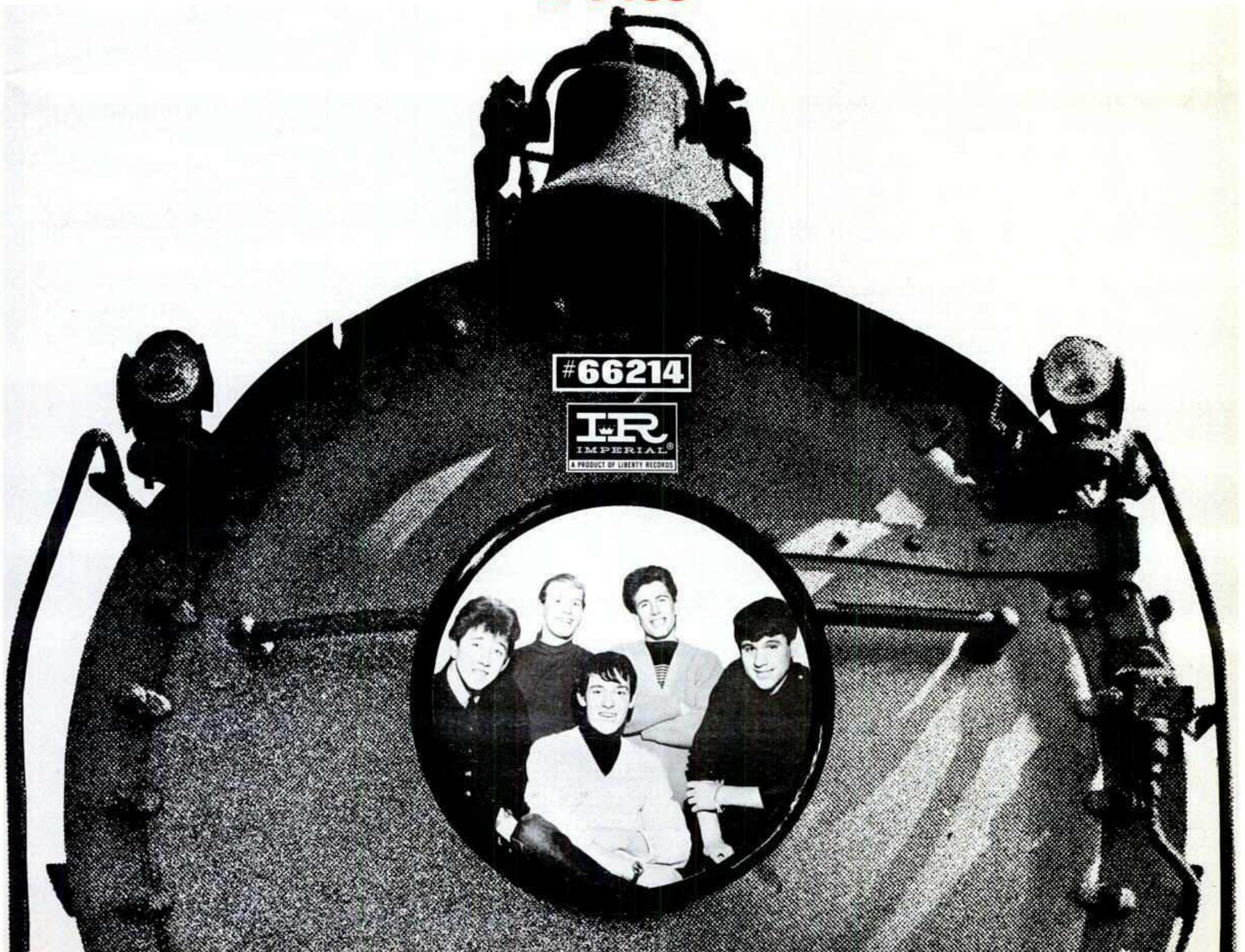
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
3	3	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	5	14	14	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); HS 600-207 (S)	7
2	1	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	8	15	16	HOLD ON! I'M COMIN' Sam & Dave, Stax 708 (M); S 708 (S)	13
3	2	WADE IN THE WATER Ramsay Lewis, Cadet LP 774 (M); LPS 774 (S)	8	16	18	SOUL ALBUM Otis Redding, Volt 413 (M); S 413 (S)	26
4	5	TENDER LOVING CARE Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	9	17	21	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	3
5	4	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	26	18	22	SOUL OF THE MAN Bobby Bland, Duke DLP 79 (M); SLP 79 (S)	2
6	6	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	9	19	17	SEARCH FOR THE NEW LAND Lee Morgan, Blue Note 4169 (M); S 84169 (S)	6
7	8	ON TOP Four Tops, Motown MLP 647 (M); SLP 647 (S)	9	20	15	SOUL BROTHER #1 James Brown, King 985 (M); S 985 (S)	7
8	7	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	16	21	—	CARLA Carla Thomas, Stax 708 (M); SD 708 (S)	1
9	9	ROAD RUNNER Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	9	22	19	GOTTA TRAVEL ON Ray Bryant Trio, Cadet LP 767 (M); LPS 767 (S)	19
10	10	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	9	23	20	SOUL MESSAGE Richard (Groove) Holmes, Prestige PR 7435 (M); PRS 7435 (S)	25
11	12	UP TIGHT Stevie Wonder, Tamla TLP 268 (M); SLP 268 (S)	22	24	—	OUR MANN FLUTE Herbie Mann, Atlantic 1464 (M); SD 1464 (S)	1
12	11	A CHANGE IS GONNA COME Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	10	25	23	HOOCHIE COOCHE MAN Jimmy Smith, Verve V 8667 (M); V6-8667 (S)	9
13	13	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC 550 (M); ABCS 550 (S)	4				

**SOUNDS LIKE A LOCAL...
SELLING LIKE AN EXPRESS!!!**

THE HOLLIES

'STOP, STOP, STOP'

b/w
'IT'S YOU'



TOP 100's

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

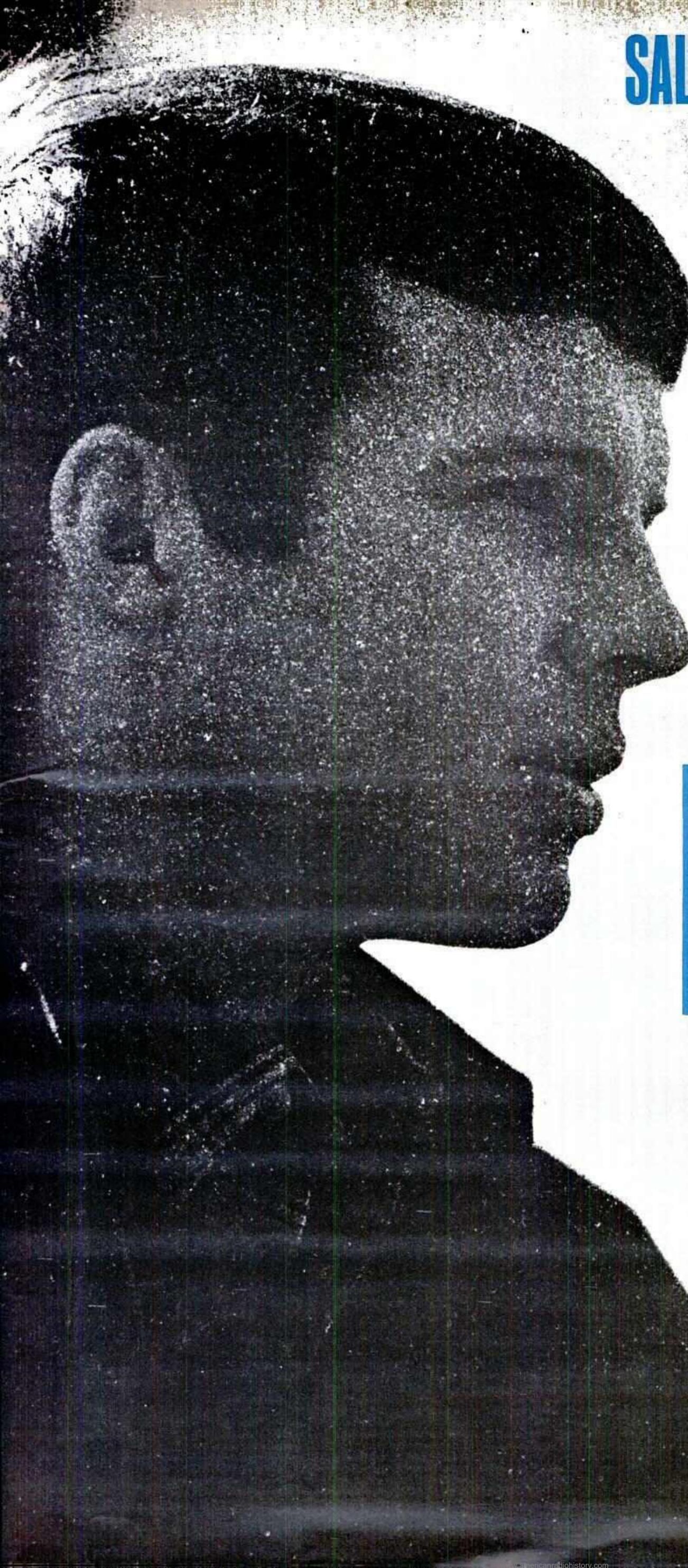
Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., ("EDP Mono & Stereo No.), Why on Chart. Includes songs like 'Supremes A' Go Go', 'Revolver', 'Dr. Zhivago', 'The Mamas and the Papas'.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., ("EDP Mono & Stereo No.), Why on Chart. Includes songs like 'Fiddler on the Roof', 'Over Under Sideways Down', 'Both Sides of Herman's Hermits', 'Our Wedding Album or the Great Society Affair'.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., ("EDP Mono & Stereo No.), Why on Chart. Includes songs like 'The Real Donovan', 'The Best of the Lettermen', 'The Last Word in Lonesome', 'The Young Rascals', 'Sounds of Silence'.

EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office. Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.



SALES TODAY!!! WITH

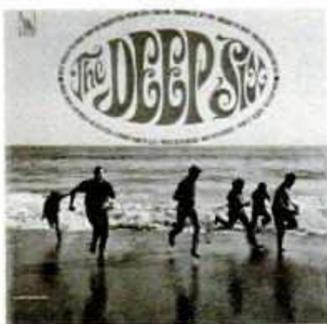
**'HERE
TODAY'**

b/w 'BEFORE YOU GO' #55921
A BRAND NEW SINGLE BY

**BOBBY
VEE**



ALBUM REVIEWS (continued)



POP SPOTLIGHT

THE DEEP SIX

Liberty LRP 3475 (M); LST 7475 (S)

Excellent arrangements and deliveries of both pop and movie music. The Deep Six opens with an exciting rendition of "Paint It, Black" spotlighting the crystal clear voice of Miss Dean Cannon. Instilling a dynamic ring with tinge of New Christy Minstrel-type folk music, the group follows through with 11 more outstanding numbers.



CLASSICAL SPOTLIGHT

BACH: BRANDENBURG CONCERTOS

Radio Symphony, Berlin
Maazel, Philips SPS 2-982 (S)

Maazel's interpretation of this giant work competes handsomely with other top readings. It's more straightforward, more selective, and deserves prompt attention from dealers and consumers. Radio Symphony Orchestra/Berlin give it their best.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

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

MOMS MABLEY AT THE WHITE HOUSE CONFERENCE . . .

Mercury MG 21090 (M); SR 61090 (S) (650-21090-3; 650-61090-5)

SWEET PEA . . .

Tommy Roe, ABC ABC 575 (M); ABCS 575 (S)
(15-00575-3; 105-00575-5)

LIVIN' ABOVE YOUR HEAD . . .

Jay & the Americans, United Artists UAL 3534 (M); UAS 6534 (S) (875-03534-3; 875-06534-8)

SO WHAT'S NEW . . .

Horst Jankowski, Mercury MG 21093 (M); SR 61096 (S)
(650-21093-3; 650-61093-5)

THE FEEL OF NEIL DIAMOND . . .

Bang BLP 214 (M); BLP 214 (S) (204-00214-3; 204-00214-5)

GOLDEN GREATS . . .

Martin Denny, Liberty LRP 3467 (M); LST 7467 (S)



COUNTRY SPOTLIGHT

FLATT & SCRUGGS' GREATEST HITS

Columbia CL 2570 (M); CS 9370 (S)

Bluegrass fans will snap up this package of outstanding tunes associated with Flatt & Scruggs—"The Ballad of Jed Clampett" from "The Beverly Hillbillies" TV series, "My Saro Jane," "You Are My Flower," and "Jimmy Brown, the Newsboy." A long-term seller.



CLASSICAL SPOTLIGHT

MOZART/BEETHOVEN/ BRAHMS/COPLAND/FINE/ CARTER/PISTON

The Boston Symphony Chamber Players, RCA Victor LM 6167 (M); LSC 6167 (S)

The Chamber players back up their educational and impressive musical credits by distinguished performances. Tight, feeling and tasty is their playing throughout. Notes by Peter Ustinov are on a bonus disk in this three-record set of works ranging from Mozart to Copland.



COUNTRY SPOTLIGHT

"LITTLE" JIMMY DICKENS' GREATEST HITS

Columbia CL 2551 (M); CS 9351 (S)

Jimmy Dickens tries on some of his greatest tunes—tunes so closely associated with him like "Take an Old Cold Tater (and Wait)," "May the Bird of Paradise Fly Up Your Nose," and "Out Behind the Barn." Plus others like "Night Train to Memphis." Could mean bonus sales.

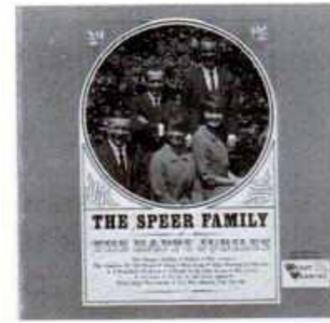


COUNTRY SPOTLIGHT

DERN YA/RUBY WRIGHT

Kapp KL 1508 (M); KS 3508 (S)

Her "Dern Ya" was a hit and this album not only has that to pull sales, but some superb versions of "Billy Broke My Heart at Walgreens," "Adios Aloha," and "The Gay Divorcee." Strong sales for this album based on airplay on country music stations.

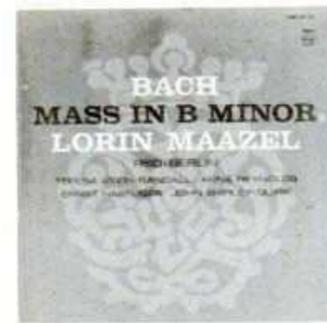


GOSPEL SPOTLIGHT

THE SPEER FAMILY: THE HAPPY JUBILEE

Heart Warming LPHF 1883 (M); LPS 1882 (S)

It's amazing how strong the spiritual convictions the Speer family can portray in songs like "The Happy Jubilee," "Then I Met Jesus," and "I'd Do It All Over Again." Dealers are assured of a steady seller in every album of this famous gospel-singing family.



CLASSICAL SPOTLIGHT

BACH: MASS IN B MINOR

Soloists, Chorus, Radio Symphony, Berlin Maazel, Philips SPS 3-981 (S)

Bach's monumental "Mass in B Minor" receives a highly-professional performance under Maazel. Soloists include Teresa Stich-Randall and Ernst Haefliger.



CLASSICAL SPOTLIGHT

RUSSIAN SAILOR'S DANCE

New York Philharmonic (Bernstein), Columbia ML 6271 (M); MS 6871 (S)

Bernstein puts some real zest into these colorful dance favorites. Here are such works as Grieg's warm "Norwegian Dance No. 2," the peppery "Russian Sailor's Dance," the spirited "Hoe-Down," by Copland. They're all done with humor and rhythmic vitality that's a pure delight.



COUNTRY SPOTLIGHT

FROM THE HEART OF TEXAS

Bob Wills and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)

An extra important Bob Wills release because here the master of western swing catches onto the mariachi trend with wailing trumpets to present a beautiful version of "My Adobe Hacienda"—getting strong play on country music stations already. Updated, but still Wills style, versions of "Kansas City," "Guess I'll Move on Down the Line" give this a lot of sales power.

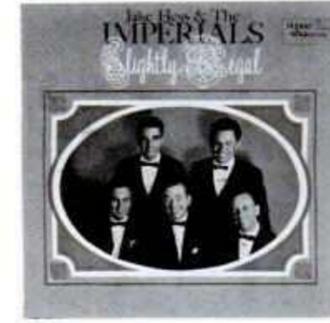


COUNTRY SPOTLIGHT

SORRY MY NAME ISN'T FRED . . . IT'S BOBBY HELMS

Kapp KL 1505 (M); KS 3505 (S)

With the "Sorry, My Name Isn't Fred . . ." which is getting wide airplay across the nation, to spur sales, this album will be a big chart item. Tunes also aboard include "Take Good Care of Her" and "The Last Word in Lonesome Is Me."



GOSPEL SPOTLIGHT

SLIGHTLY REGAL

Jake Hess & the Imperials, Heart Warming LPHF 1881 (M); LPS 1880 (S)

A sensational version, led by a flashy piano solo, of "I Wouldn't Take Nothin' for My Journey" sparks this LP by Jake Hess & the Imperials. "The First Day in Heaven" and "Because He Loved Me" are easy on the ears.



CLASSICAL SPOTLIGHT

IVES: MUSIC FOR CHORUS

Conducted by Gregg Smith, Columbia ML 6321 (M); MS 6921 (S)

Here's a perfect gift for the Yule season and for all seasons. The Texas Boys Choir give great assists, with "Three Harvest Home Chorales" deserving special mention. Gregg Smith batons. The Smith Singers, Ithaca College Concert Choir and the orchestra add brightness and vigor.



CLASSICAL SPOTLIGHT

TCHAIKOVSKY: CAPRICCIO ITALIEN; RIMSKY KORSAKOV: CAPRICCIO ESPAGNOI

Philadelphia Orch. Eugene Ormandy, Columbia ML 6317 (M); MS 6917 (S)

Ormandy decorates these well known pieces with bright and refreshing orchestral effects. He colors the "Capriccio Italien" with a wide ranging vitality, and gives the "Capriccio Espagnol" dashing colors that are a delight on his musical canvas.



COUNTRY SPOTLIGHT

HERE'S HAYDON THOMPSON

Kapp KL 1507 (M); KS 3507 (S)

There seems to be many sides to Haydon Thompson—the soft, thoughtful one of "Life's Gone and Slipped Away"; the gutsy soulful one of "You Don't Have to a Baby to Cry" that reminds one of the early Elvis Presley (and just as good); and the hit-writing one of "I'll Kiss You Again."



GOSPEL SPOTLIGHT

THE SOUND OF GOSPEL MUSIC

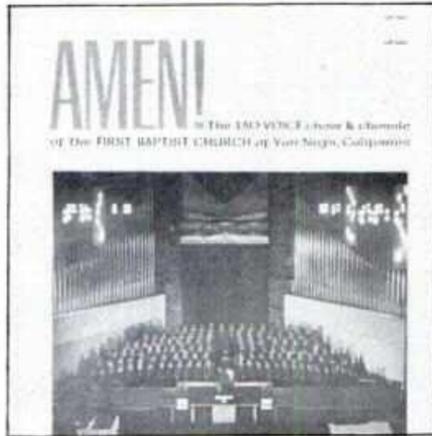
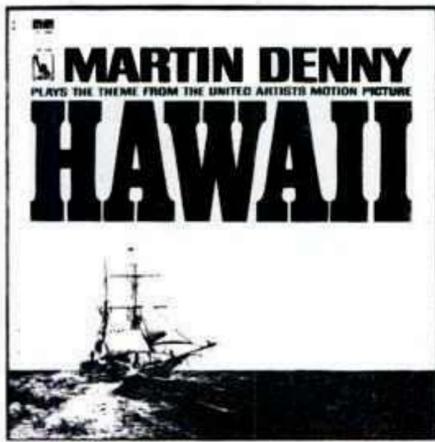
Blackwood Brothers, RCA Victor LPM 3625 (M); LSP 3625 (S)

This, the best-selling gospel group in record history with more than a million record sales—has come up with their most commercial product to date. There're haunting beautiful versions of "Climb Every Mountain," "America, the Beautiful," "May the Good Lord Bless and Keep You."

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.

SEE ALBUM REVIEWS ON BACK COVER

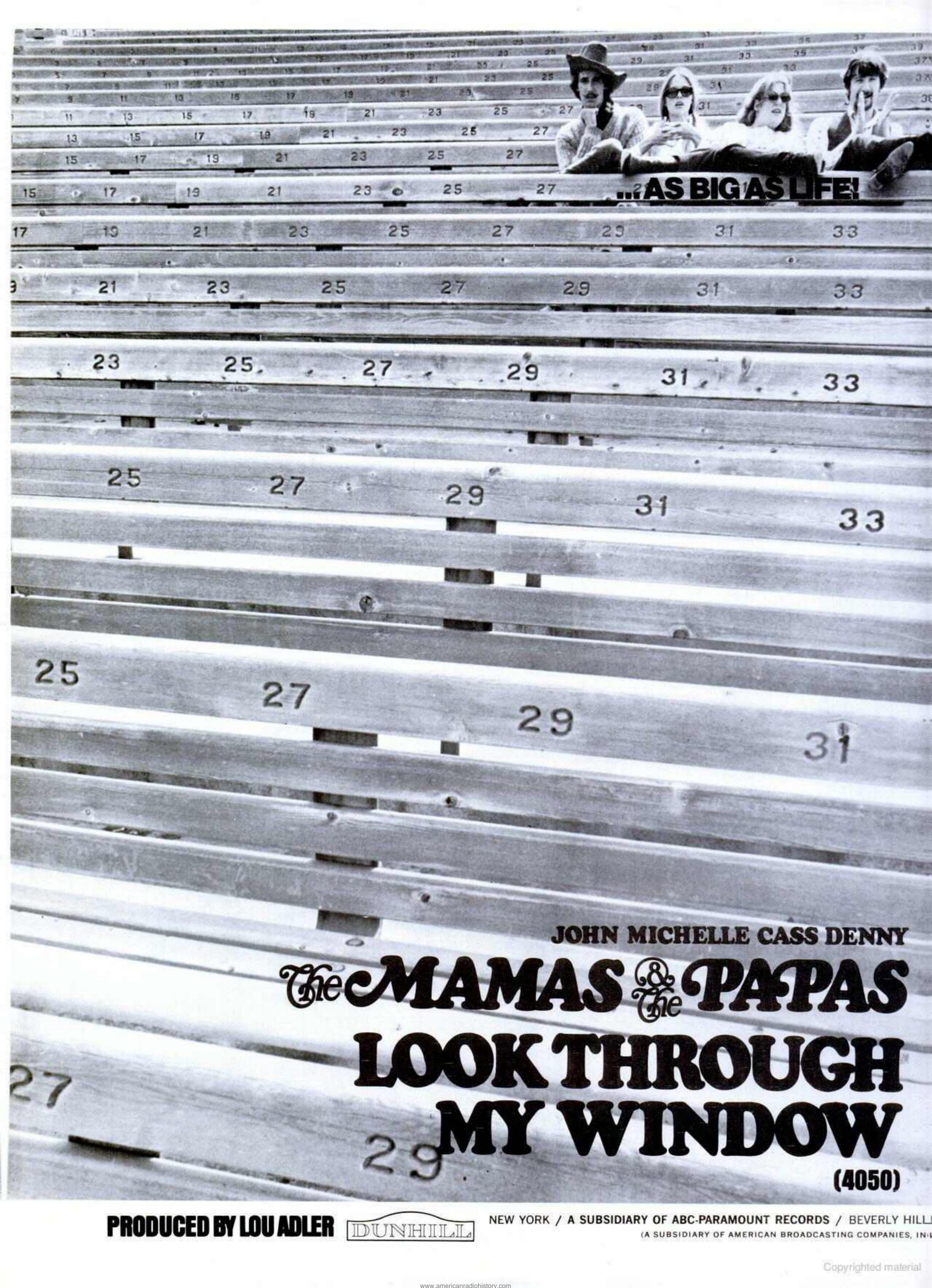


FALL IN WITH LIBERTY FOR OCTOBER



Join this SALES PARADE of exciting new album releases!

And march right up to your Liberty representative for a full review of our great displays for October!



...AS BIG AS LIFE!

JOHN MICHELLE CASS DENNY

The **MAMAS** *& The* **PAPAS**

**LOOK THROUGH
MY WINDOW**

(4050)

PRODUCED BY LOU ADLER

DUNHILL

NEW YORK / A SUBSIDIARY OF ABC-PARAMOUNT RECORDS / BEVERLY HILLS

(A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.)

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THERE'S NOTHING ELSE ON MY MIND BARRY MCGUIRE

(4048)



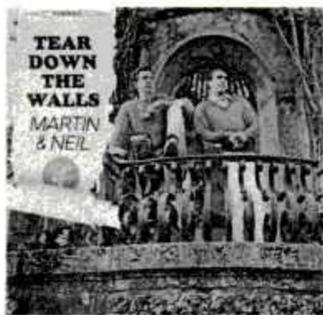
PRODUCED BY LOU ADLER



NEW YORK / A SUBSIDIARY OF ABC-PARAMOUNT RECORDS / BEVERLY HILLS
(A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.)

ALBUM REVIEWS

Continued from page 38



FOLK SPOTLIGHT

TEAR DOWN THE WALLS

Martin & Neil, Elektra EKL 248 (M); EKS 7248 (S)

Top-notch debut of two very talented folk singers. Martha & Neil's well-paced folk and blues package, with its strong lyrics, should be an instant hit.



R&B SPOTLIGHT

BILLY BUTLER: RIGHT TRACK

Okeh OKM 12115 (M); OKS 14115 (S)

Soul with impact—that describes Billy Butler to a T, which will stand for Tremendous sales for this album containing his big-selling single, "I Can't Work No Longer," along with a danceable "Boston Monkey." R&B airplay should help boost sales of this LP, his first for Epic.

RELIGIOUS SPOTLIGHT

THE RESTLESS ONES

Ralph Carmichael, Sacred LP 73046 (M); LPS 74046 (S)

A rich, rewarding album—titled after a Billy Graham movie—of lush wall-to-wall instrumentals hinging around the flute, guitar, and harpsichord. Beautiful, relaxing tunes that will make excellent programming material for any conservative format station—all originals by Ralph Carmichael. In another jacket, this could have been considered a product suitable for the pop market.



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.

POPULAR SPECIAL MERIT

THE LAMP IS LOW

Marilyn Maye, RCA Victor LPM 3626 (M); LSP 3626 (S)

Marilyn Maye has been building a steady following through her consistent top-notch disk work, and there's bound to be a breakthrough soon. This package is another demonstration of her superlative styling. She works mainly here with unfamiliar songs, but they become more permanent as she goes along.

POPULAR SPECIAL MERIT

ALL STOPS OUT!

Johnny Dupont, Columbia CL 2550 (M); CS 9350 (S)

Organist Johnny Dupont's debut is marked by bright, bouncy arrangements of pop easy listening material. His vibrant style should spark greater enthusiasm for organ music. Standout numbers are "Caravan" and "Our Day Will Come."

POPULAR SPECIAL MERIT

ALOHA, AMIGO

Arthur Lyman, Life L 1034 (M); SL 1034 (S)

There's apparently a never-ending musical lode to be found in Hawaii, and Arthur Lyman knows where the treasure is buried. Once again he's come up with an album of sounds culled from the Islands that are both exotic and enriching.

LOW-PRICE POP SPECIAL MERIT

THE DISTINCTIVE PIANO STYLE OF FLOYD CRAMER

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

Dealers should have no worry about this album—the name of Floyd Cramer alone will draw a flood of customers. It also has going for it beautiful piano renditions of "The Three Bells," "Tomorrow's Gone," and "Don't Get Around Much Anymore."

INTERNATIONAL SPECIAL MERIT

LATINO, SI GUSTA!

Cuarteto Imperial, Epic LF 19050 (M); BF 19050 (S)

Cuarteto Imperial, a Columbian group popular in South America, makes its North American debut with a collection of highly-danceable boleros. The quartet should score well with the many fans of Latin American music. The disk is rechanneled for stereo. Selections are uniformly good.



COUNTRY SPECIAL MERIT

COUNTRY CHARLEY PRIDE

RCA Victor LPM 3645 (M); LSP 3645 (S)

The label is backing this artist to the hilt to establish him as a major performer in the field. And major performer he'll be; Pride has the feeling and the talent and does a standout job here on "The Snakes Crawl at Night," his first single; "Folsom Prison Blues," and "Got Leavin' on Her Mind."

COUNTRY SPECIAL MERIT

SARA AND MAYBELLE

The Original Carters, Columbia CL 2561 (M); CS 9361 (S)

One of the most positive collector's items in the history of records—Sara and the famous Carter family on records for the first time in 26 years, recording with Mother Maybelle Carter. Tunes include "Higher Ground," "The Ship That Never Returned," and "Farther On."

COUNTRY SPECIAL MERIT

ALL THE WORLD IS LONELY NOW

Cal Smith, Kapp KL 1504 (M); KS 3504 (S)

Cal Smith shows a tremendous promise as a solo star; for years he's been the glow on guitar behind Ernest Tubbs. With a break, this album could launch him to fame in his own right. Does a great job here on "Swinging Doors," "Shenandoah Waltz," and "I'd Rather Be Alone."

CHRISTMAS SPECIAL MERIT

CHRISTMAS WITH THE BEERS FAMILY

Columbia ML 6335 (M); MS 6935 (S)

Carols, some favorites along with some virtually unknown, but all wrapped up in charming, entertaining folk style by the Beers Family with folk instruments. Could be a present for dealers, with the proper promotion.

CLASSICAL SPECIAL MERIT

BACH: SUITES FOR ORCHESTRA

Radio Symphony, Berlin Maazel, Philips SPS 2-983 (S)

Lorin Maazel, a young conductor to be reckoned with, leads Berlin's Radio Symphony Orchestra in a steady performance of Bach's four "Suites for Orchestra." The graceful pieces are played with fitting style and delicacy.

FOLK SPECIAL MERIT

YOU WERE ON MY MIND

Marti Shannon, RCA Victor LPM 3633 (M); LSP 3633 (S)

Miss Shannon is a young folksinger out of Canada that bears watching. There's an individuality of style and songmanship that comes across excellently on her debut disk and earmark her future breakthrough.

R&B SPECIAL MERIT

MAKIN' WAVES

George Semper, Imperial LP 9327 (M); LP 1237 (S)

Socking, slamming organ, jazz flavored with heavy r&b rhythm that's right up the alley of what's happening today. "Collard Greens," "I Can't Stop Loving You," "I Can't Get No Satisfaction"—variety with a punch. Could be a strong seller with airplay.

JAZZ SPECIAL MERIT

THE MATADORES MEET THE BULL: STITT

Sonny Stitt, Roulette R 25339 (M); SR 25339 (S)

Saxman Sonny stars on this top jazz disk, although he faces stiff competition from a stellar set of sidemen. Included are "Lockjaw" Davis, Clark Terry, "Wild Bill" Davis, Billy Taylor and Junior Mance. Joining them are Latin musicians Tito Puente, Joe Cuba and Ray Barretto. "T'wana" and "Stitt's Song" are standouts.



FOUR-STAR ALBUMS

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

SOUNDTRACK

SOUNDTRACK FROM "THE IDOL" Fontana, MGF 27559 (M); SFR 67559 (S)

POPULAR

GET AWAY
Georgie Fame, Imperial LP 9331 (S); LP 12331 (S)

NEWLEY RECORDED
Anthony Newley, RCA Victor LPM 3614 (M); LSP 3614 (S)

BEAT THAT #7!* DRUM
Sandy Nelson, Imperial LP 9329 (M); LP 12329 (S)

GANTS AGAIN
Liberty LRP 3473 (M); LST 7473 (S)

SOFT & SENTIMENTAL
Enzo Stuarti, Epic LN 24216 (M); BN 26216 (S)

MINE EYES HAVE SEEN THE GLORY
Anita Bryant, Columbia CL 2573 (M); CS 9373 (S)

THE JAZZ SWINGER
Woody Herman, Columbia CL 2552 (M); CS 9352 (S)

MORE I CANNOT WISH YOU
Ed Ames, RCA Victor LPM 3636 (M); LSP 3636 (S)

EDDIE LAYTON PLAYS LAWRENCE WELK'S GREATEST HITS
Epic LN 24215 (M); BN 26215 (S)

EDDIE BARCLAY PLAYS PARIS
Monument MLP 8055 (M); SLP 18055 (S)

JIMMY VAN HEUSEN PLAYS JIMMY VAN HEUSEN
United Artists UAL 3494 (M); UAS 6494 (S)

LOW PRICE POPULAR

COMIC STRIP FAVORITES
Ray Martin and His Orchestra, RCA Camden CAL 2102 (M); CAS 2102 (S)

CLASSICAL

BARBER: CONCERTO FOR CELLO AND ORCHESTRA/
BRITTEN: SERENADE FOR TENOR HORN AND STRINGS
Music Aeterna Orch. (Waldman), Decca DL 710132 (S)

JAZZ

RIGHT NOW!
Jackie McLean, Blue Note 4215

RHYTHM & BLUES

SIMON PURE SOUL
Joe Simon, Sound Stage 7 SSM 5003 (M); SSS 5003 (S)

FOLK

OLIVER SMITH
Elektra EKL 316 (M); EKS 7316 (S)

RELIGIOUS

WHEN I MET THE MASTER
Rodger Hall, Word W 3388 (M)

WE'VE COME THIS FAR BY FAITH
J. T. Adams and the Men of Texas, Word W 3350 LP (M); WST 8350 LP (S)

POETRY CORNER
Jimmy Jones, Sing LP 3218 (M)

INTERNATIONAL

SONORA SANTANERA
TROPIC TEMPO
Columbia EX 5173 (M)

GUANTANAMERA
Digno Garcia & the Carlos, Monument MLP 8053 (M); SLP 18053 (S)

RIO!
Orchestra Guannabara (Carloca) Monument MLP 8054 (M); SLP 18054 (S)

ACCORDION A LA PIAF!
Emile Prud' Homme, Epic LF 18051 (M); BF 19051 (S)

I'M OFF TO BONNIE SCOTLAND
Andy Stewart, Epic LF 18048 (M); BF 19048 (S)

WANTED MANAGEMENT OPPORTUNITY OR BUSINESS PARTNERSHIP

Executive with heavy record industry background, sales, sales promotion, merchandising, promotion, advertising (including tape cartridges). Seeking permanent position with solid record operation or investment and active participation in going business. Will invest low to medium 5 figures, accustomed to making same. Any location.

BOX 130, Billboard
165 W. 46th St.
New York, N. Y. 10036



THREE-STAR ALBUMS

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

RELIGIOUS

CHIMES AT TWILIGHT
Lew Charles, Word W 3360 LP (M); WST 8360 LP (S)

MEDITATIONS
Max Morria, Worship WLP 802 (M)

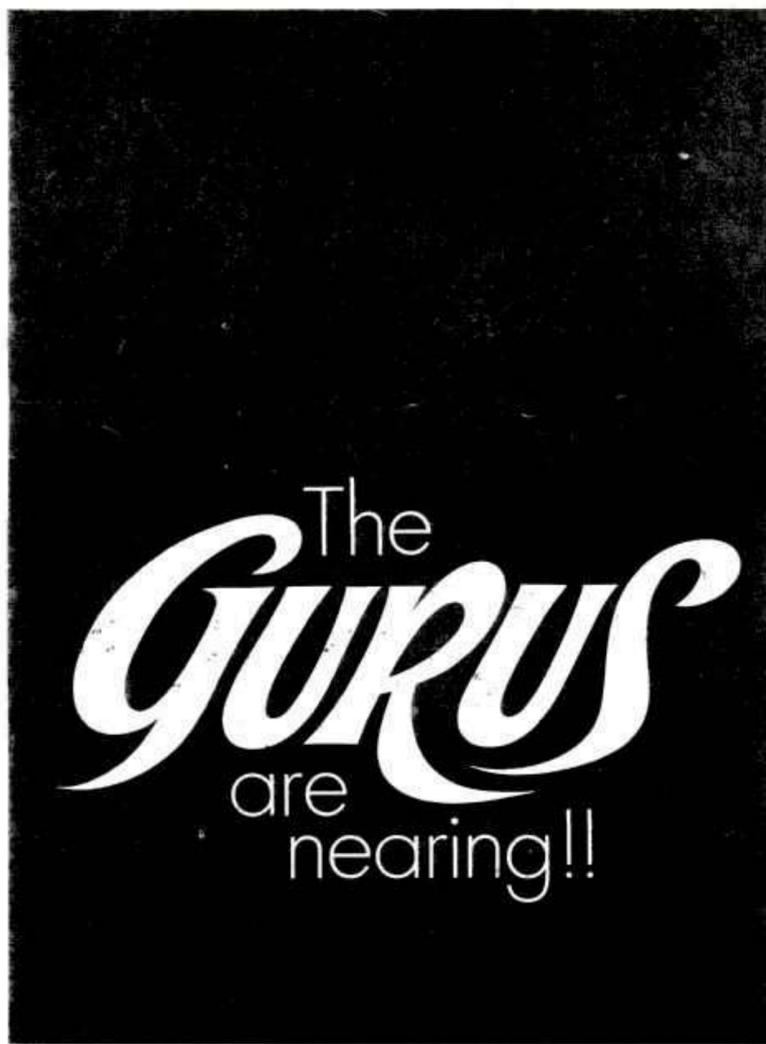
SPOKEN WORD

TWO SERMONS BY HOWARD THURMAN
Word W-6130-LP (M); (No Stereo)

INTERNATIONAL

THIS IS LATIN AMERICA
Francisco Manuel/Trio Los Paraguayos/Duo Exotico, Bruno BR 50212 L (M)

ENUZIO DISPIUNTI
RSP 1085 (S)



HELP WANTED

Excellent opportunity with our fast growing organization.

... need a top experienced production man.

... also need an energetic credit man with record industry experience.

Please contact: Mr. Harry Ringler

ITCC, 663 Fifth Avenue, New York, N. Y. 10022

STEREO
CS 9363

STEREO

CL 2563



Simon and Garfunkel

Parsley, Sage, Rosemary and Thyme



Homeward Bound
The Dangling Conversation

Scarborough Fair / Canticle
Patterns
For Emily, Whenever I May Find Her
The Big Bright Green Pleasure Machine
A Poem on the Underground Wall
Cloudy
A Simple Desultory Philippic (Or How I Was
Robert McNamara'd Into Submission)
The 59th St. Bridge Song (Feelin' Groovy)
Flowers Never Bend With the Rainfall
7 O'Clock News / Silent Night

CL 2563 / CS 9363 Stereo

They get through to you.

Simon and Garfunkel say things.

Now, in an extraordinary new album, they perform their most powerful material to date. Included are "Homeward Bound" and "The Dangling Conversation."

This long-awaited Simon and Garfunkel release is a product of two young men who have discovered where they're at. The top.

Signs of the times.

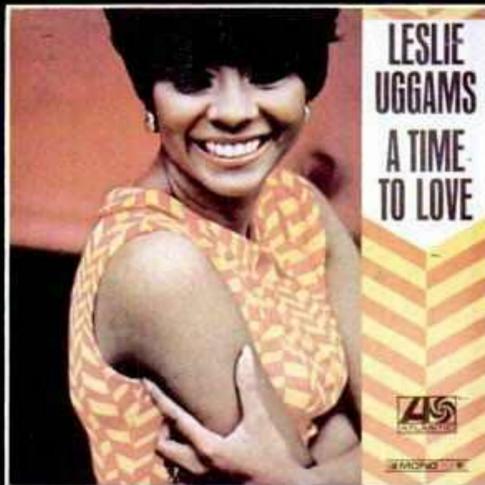
On COLUMBIA RECORDS 

THE SOUND OF LP EXCITEMENT ON ATL.

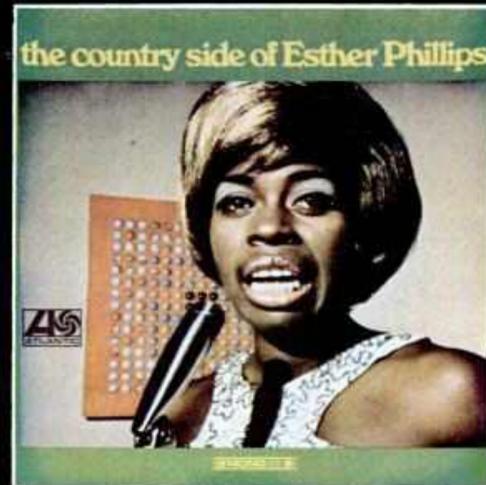
22 Outstanding New Releases for



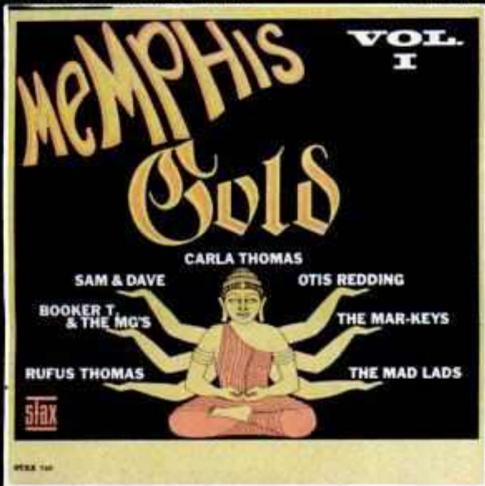
THE FABULOUS NEW FRENCH SINGING STAR MIREILLE MATHIEU Atlantic 8127



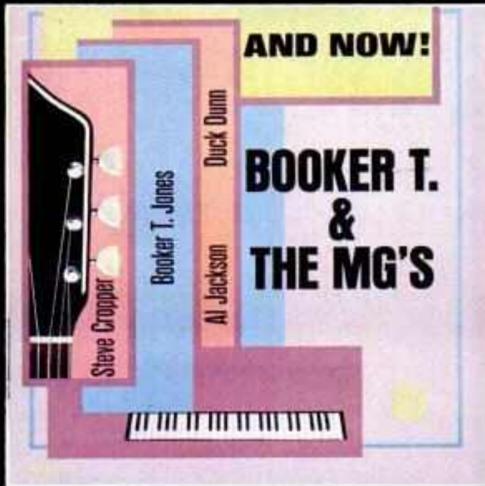
A TIME TO LOVE LESLIE UGGAMS Atlantic 8128



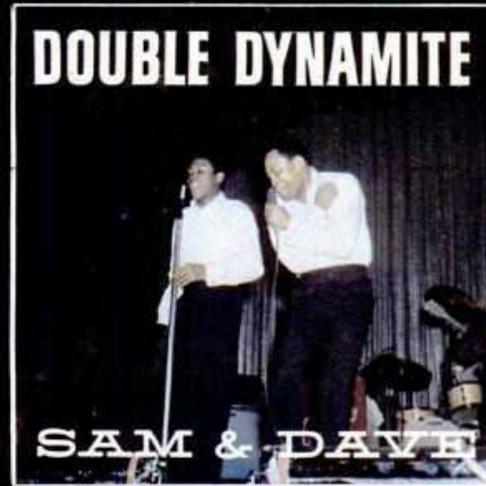
THE COUNTRY SIDE OF ESTHER PHILLIPS Atlantic 8130



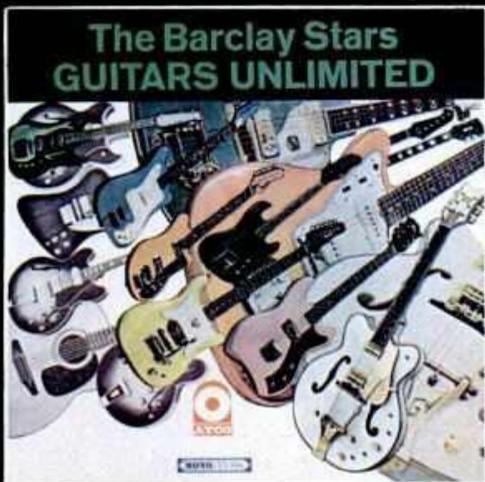
MEMPHIS GOLD Stax 710



BOOKER T. & THE MG'S Stax 711



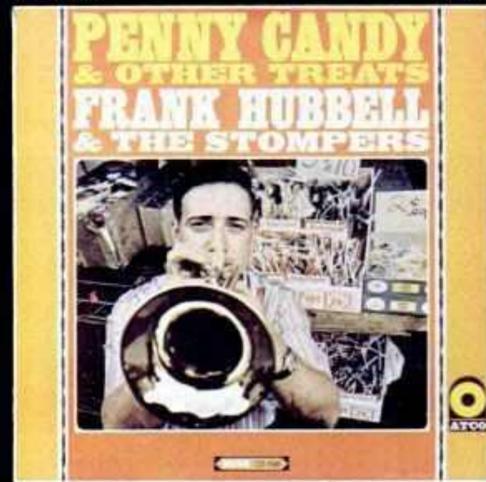
DOUBLE DYNAMITE SAM & DAVE Stax 712



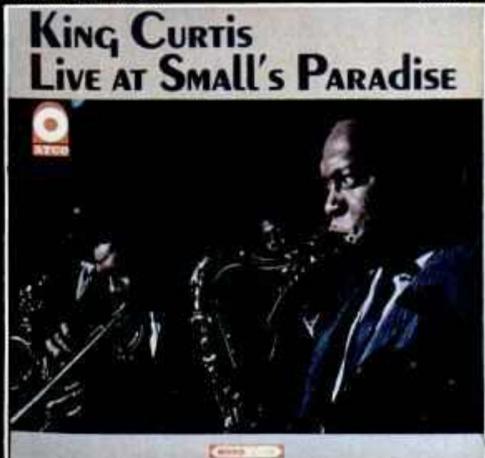
GUITARS UNLIMITED THE BARCLAY STARS Atco 33-194



MUSIC IN FIVE DIMENSIONS CLYDE BORLY & HIS PERCUSSIONS Atco 33-195



PENNY CANDY & OTHER TREATS FRANK HUBBELL & THE STOMPERS Atco 33-196



KING CURTIS LIVE AT SMALL'S PARADISE Atco 33-198



THE TWO SIDES OF MARY WELLS Atco 33-199



BUFFALO SPRINGFIELD Atco 33-200



ATLANTIC

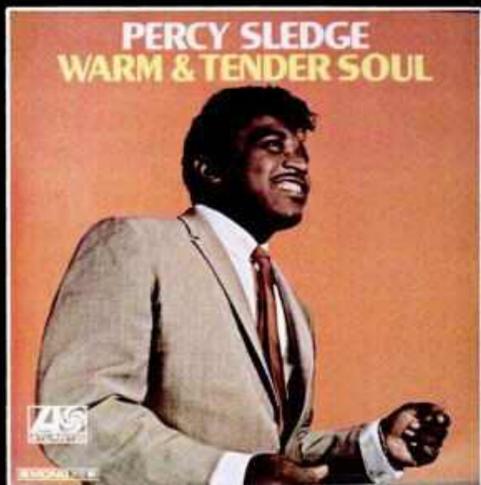


ATCO RECORDS 1841 Broadway, New York, New York 10023

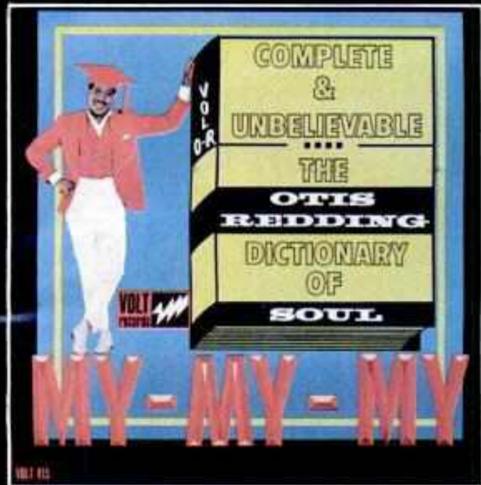
ATLANTIC-ATCO

October

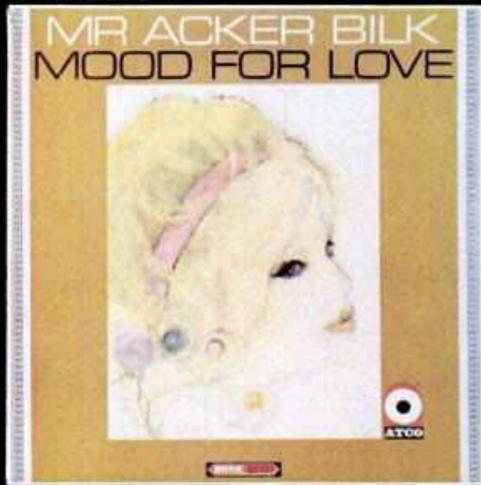
ALL NEW ATLANTIC JAZZ LP'S ARE PACKAGED IN DELUXE DOUBLE-FOLD JACKETS!



WARM & TENDER SOUL
PERCY SLEDGE Atlantic 8132



THE OTIS REDDING
DICTIONARY OF SOUL Volt 415



MOOD FOR LOVE
MR. ACKER BILK Atco 33-197



BACK DOOR MEN
THE SHADOWS OF KNIGHT Dunwich 667



NEW MANN AT NEWPORT • HERBIE MANN Atlantic 1471



BOSS SOUNDS! • SHELLY MANNE & HIS MEN AT SHELLY'S MANNE HOLE Atlantic 1469



BLUES AT CARNEGIE HALL • THE MODERN JAZZ QUARTET Atlantic 1468



DRUMS UNLIMITED • MAX ROACH Atlantic 1467



THE GREAT ARRIVAL • SERGIO MENDES Atlantic 1466



INDO JAZZ SUITE • JOE HARRIOTT DOUBLE QUINTET Atlantic 1465

See your Atlantic or Atco Distributor for complete details of the October release program. (All Available in Mono and Stereo)

"YOU DID IT", SAYS MAURICE CHEVALIER TO MIREILLE MATHIEU AFTER HER OVERWHELMING TRIUMPH AT PARIS'S OLYMPIA THEATER.

« C'est gagné ! » a dit Maurice Chevalier à Mireille Mathieu, qui a triomphé à l'Olympia



Dans sa loge tapissée de télégrammes de félicitations, Mireille Mathieu (19 ans), qui faisait ses débuts de vedette à l'Olympia et venait de séduire 2.000 spectateurs, jette sur le grand « Ancien » un regard chargé de gratitude. Maurice Chevalier a été le premier à lui dire : « C'est gagné. »

(Lire en rubrique « Spectacles » l'article de Monique FLEURY.)



in her dressing room, littered with telegrams of congratulation from all over the world, 19 years old mireille, who in her first star performance at the olympia has just been wildly acclaimed by over 2000 spectators, smiles gratefully at the greatest french music hall star, the first to congratulate her.

Indie Meisel Defects From GVL: Calls Long Blackout Unbearable

By OMER ANDERSON

BERLIN — West Germany's successful independent disk producer, Peter Meisel, has pulled his recording artists out of the dispute between German radio networks and the GVL, the artists society.

Meisel broke the GVL solid front against the ARD, West Germany's TV-radio network in renewing his contract with Ariola. He withheld from Ariola the broadcasting rights for his production on Ariola's Hansa label.

Meisel said he would allow radio stations to play his disk productions under the old conditions. This means that a group of top German pop artists will again be available to the ARD, the West German radio network.

Meisel's artists include Nini Rosso, Marion, Elisa Gabbai, the Troggs and the Peels.

"The struggle between the ARD and the GVL is a question of survival for us," Meisel

said. "German producers are those mainly affected. The big firms are in a position to hold out."

Cites Competition

"But for us, a long broadcast blackout is unbearable. We are, in any event, always threatened by the Damocles Sword of overwhelming foreign competition."

"The radio is our main promotion vehicle. We are already in the process of forming a GVL-independent orchestra."

Hans Blume, Hansa press chief, said radio stations were enthusiastic about Meisel's defection from the GVL. There are signs that Meisel's move may start a stampede of recording artists from the GVL. Michael Holm, a top German pop singer and author, has resigned from the performing artists society. Holm predicted there would be a rush of artists to join him. He said that if the GVL tries to hold him to a five-year membership, as is provided in the contract, he will take the GVL to court. Holm

will record on the Hansa label.

The GVL's battle with the radio stations threatens to kill the goose laying the golden eggs. A long radio blackout would depress disk sales severely and might kill the careers of young artists.

Most artists appear to agree with Meisel and Holm that it is virtually impossible for the GVL to win its current campaign against the ARD because of the non-commercial organization of German radio. Since the ARD is state-financed, it has very little dependence on advertising; and it has a largely captive audience inasmuch as it is Germany's only radio network. Therefore, while ARD listeners may write outraged letters to the network, they, in fact, can do very little to sway the network.

On the contrary, some ARD executives, after making a study of slipping disk sales, have expressed the view that the network should charge for disk exposure as advertising.

Pay As You Play Plan Introed In Europe by Philips of France

PARIS—Philips (France) has become the first company in Europe to introduce credit facilities for disk buyers. The firm has launched a scheme throughout France permitting installment payments over six months for 12-inch LP's.

The deposit is fixed at 25 per cent of the retail price and the plan will operate for disk purchases of not less than 250 francs (\$50) and not more than 700 francs. The scheme will be financed by Radio-Fiduciaire credit company. For a

purchase of 250 francs, for example, the customer will pay 70 francs down and the balance of 180 francs—less 2 per cent—will be paid to the dealer by the credit company.

To complete the purchase, the customer will pay six monthly installments of 34 francs 60 centimes—making a total of 277 francs 60 centimes. This means that interest paid by a customer on a credit purchase amounts to about 11 per cent.

The plan covers all 12-inch

LP's in the Philips, Mercury and Fontana catalogs and is aimed particularly at stimulating the sales of collections of LP's, like the "Dansez Avec..." series, the "Airs de France" folk series, "Plaisirs de Jazz," the "Grands Auteurs, Compositeurs et Interpretes," etc.

The introduction of the plan has been timed with the Christmas gift market, and is the latest move in a long-term Philips' campaign to get French record buyers more LP-conscious.

Adamo and Sheila Top French Singers of '66: Magazine Poll

PARIS — Adamo and Sheila are the top French singers of 1966, according to the annual readers poll carried out by the million-selling pop magazine "Salut Les Copains."

For the first time since the poll was started in 1963, Johnny Hallyday and his wife Sylvie Vartan have been displaced from the No. 1 positions. Both placed second this year.

Tops in the foreign category

were the Beatles, with the Rolling Stones second and Bob Dylan third.

In the French top 10 for the first time were fast-rising newcomers Michel Polnareff who came in at No. 6, and long-haired protest singer Antoine at No. 4.

Newcomers to the girl singer poll were Mireille Mathieu (fifth), Annie Philippe (sixth), Adamo's sister, Delizia (seventh) and Stone (eighth).

Male Singers: 1, Adamo; 2, Johnny Hallyday; 3, Claude Francois; 4, Antoine; 5, Herve Vilard; 6, Michel Polnareff; 7, Hughes Aufray; 8, Frank Alamo; 9, Eddy Mitchell; 10, Richard Anthony.

Female Singers: 1, Sheila; 2, Sylvie Vartan; 3, Francoise Hardy; 4, France Gall; 5, Mireille Mathieu; 6, Annie Philippe; 7, Delizia Adamo; 8, Stone; 9, Michele Torr; 10, Petula Clark.

Foreign Artists: 1, Beatles; 2, Rolling Stones; 3, Bob Dylan; 4, Tom Jones; 5, James Brown.

The poll confirms that France is essentially a country of solo singers. A French group has never figured in the top 10.

Milstein in Germany — After 33 Years

COLOGNE — Nathan Milstein is making his first German tour since 1933. The American violin virtuoso will play in four German cities during October—West Berlin, Hamburg, Munich and Stuttgart. In Berlin, he will give an orchestra concert with the Berlin Philharmonic directed by Herbert von Karajan.

Electrola is using Milstein's milestone German tour as an all-stops-out sales promotion vehicle for his records on the Angel and Sax labels.



LUCIANO DEL'INNOCENTI of C&C, Iuri Petrov of the Soviet Embassy in Rome, maestro David Oistrakh, Iuli Salekov of the Soviet Commercial Delegation in Rome, at the cocktail party held to announce the inking of contract between MK and C&C, for distribution here of the Russian catalog. For the first time in Italy, the catalog will be released on a royalty basis. In Europe, only German Ariola reached a similar agreement.

Poles Do About-Face: Lift Ban on Western Beat Bands

COLOGNE—Poland has rescinded all restrictions on Western beat bands and is now welcoming them on a large scale.

The change by Polish Communist authorities coincided with the visit of Germany's No. 1 beat band, the Lords, who record for Electrola.

Electrola reported that the Lords were treated like lords on their recent tour of Poland. First, they were booked for the tour with great fanfare by Pagard, the national Polish artists' agency. Ostensibly, the Berlin beat band was booked for the VI International Lieder Festival at Zoppot, the only festival in the Soviet bloc which unites artists from East and West.

The Zoppot appearance was

then expanded to five cities, and when huge crowds turned out in each city, the tour was expanded to eight cities—Stettin, Bromberg, Plock, Breslau, Opoln, Klaisz, Wlodziawek and Poznan. Electrola reported that young and old flocked to hear the Lords. In no city were there fewer than 20,000 persons, and the crowds were so large that sport stadiums were used.

The five Berlin youths were given the celebrity treatment everywhere, even by Communist officials who asked for their autographs and complimented them on their artistry. The climax came with an invitation to the Lords to appear on Polish TV's Liederfestival. At Kalisz enthusiasm ran so high that the Lords had to be

(Continued on page 48)

CBC Bows Writing Contest

TORONTO — The Canadian Broadcasting Corp. radio network has launched a nationwide songwriting competition for original, unpublished songs. Songs can be folk, country, jazz, ballad or novelty. Closing date for the competition, open only to Canadians, either professional or amateur, is Jan. 31, 1967.

Thirty-two songs selected from entries will be broadcast in a series of network programs beginning Apr. 2. A panel of four judges, representing the

composing, performing and recording fields, will select the semi-finalists, and the winning song will be chosen on the final broadcast, June 11.

The composers of each song chosen for broadcast will receive \$50. Semi-finalists will win \$500. The writer of the winning song will receive \$1,500 and a recording contract with RCA Victor. Details and entry forms are available from CBC Song Market, CBS Radio, Box 500, Terminal A, Toronto 1, Ont.

U. K. Decca's Deram to Go International

LONDON—British Decca is launching its new Deram label internationally. First singles on the label in America will be "I Love My Dog" by Cat Stevens, already seeing chart action here, and "Happy New Year" by Beverley. The new label will be reserved for British product around the world.

Announcing the plans to launch the label globally, Decca managing director W. W. Townsley said "It will enable us to have a common catalog throughout the world, unlike Decca label material which we have to switch to the London logo in America to avoid confusion with U. S. Decca."

Townsley added: "We are delighted with the reception the new label has already received in Britain. We think it will become one of the major world labels. Deram is not intended to be a minor subsidiary of Decca."

First Deram releases in the U. S. are expected at the end of this month.



GIOVANBATTISTA ANSOLDI, left, Rifi chairman, and Germano Ruscitto, Billboard's Milan correspondent, view a symbol of Kangaroo Records, which will be marketed by Rifi. Rifi will market a seven-inch series by I Giganti, Iva Zanocchi, Johnathan & Michelle, Mario Anzidei, Fausto Leali and Giorgio Gaber. Each disk will include a pouch containing a single six-inch record in a full-color sleeve.



TONY BENNETT pays a surprise promotional trip to London. CBS managing director Ken Glancy hosted a party for him. Left is Glancy, with Robert G. Cato, director Art and Design, Columbia Records, New York, right, and Bennett.

From The Music Capitals of the World

AMSTERDAM

Japanese duo the **Peanuts**, who appeared at the Grand Gala du Disques, have also taped a special show for local KRO-TV. Capitol released a strong batch of LP's including the controversial LSD Documentary. . . . **Spencer Davis**, leader of the British hit group, introduced his new Fontana LP "Autumn 66," to the Dutch press during his stay in Holland. Davis also boosted the "Stars Charity Fantasia" LP whose profits go to the Children Fund. Argo's third volume of "The Golden Age of Piano Virtuosi" released here by Phonogram, has roused plenty of reaction from classical critics. The albums are compiled of recorded tapes from Ampico Piano rolls made in the early twenties by various top pianists. . . . Dutch r&b group **Q '65's** first Philips' LP is being given special promotion. French group **Les Provinciales** here to record a show for local DRO-TV. CBS recently issued an EP by the group.

BAS HAGEMAN

CHICAGO

The newly occupied 8-story headquarters of Chess Producing Corp. on the near-south side is undergoing extensive remodeling into a vast, self-contained recording company complex. Topped by penthouse sales offices, the building will also house four large studios, the Chess, Checker, Cadet business offices and will eventually sport, according to **Leonard Chess**, a full floor of tape duplicating facilities for Chess' 4- and 8-track program as announced by **Marshall Chess** (see story elsewhere). . . . **Jules Herbuveaux**, WEFM station manager, has announced

Rifi and Belter Renew; N. Y. Next Rifi Stop

MILAN — Giampiero Rossi, Giovanbattista Ansoldi and Giuseppe Velona, Rifi president, chairman and managing director, and international manager respectively, are back from Barcelona, Spain, where a contract between Rifi and Belter for distribution of the Italian catalog was renewed for three more years. Rifi will participate in the 1967 Festival of Mallorca, Spain, with a top team of artists.

Rifi executives will go to New York to meet with the U. S. recordmen. They will stay at the Park Sheraton Hotel; their operational center will be care of their U. S. representative, Richard H. Roemer.

After New York, they go to Los Angeles, then proceed to Tokyo to discuss Rifi artists' future release with Philips' executives.

On their way back to Milan, they will stop in Beirut, Lebanon, to meet with Mario G. Haddad, managing director of the Rifi's co-owned SLD (Societe Libanaise Du Disque).

Delpech on Festival

PARIS — In a recent note from Paris, it was incorrectly stated that Michel Delpech recorded for the CBS label. He is, of course, a Festival artist.

broadcasts of the New York Philharmonic weekly. . . . **Steve Steinberg**, 6' 3" son of Mercury Record Corp. executive vice-president **Irwin Steinberg**, is re-writing the Highland Park, Ill. High School pass-catching record book as a 17-year-old end; has caught four TD passes in the past two games. . . . Dunwich Productions' **George Badonsky**, **Bill Traut** (who has left Seeburg to go full time with Dunwich) and **Eddie Higgins** have plowed some of their burgeoning capital back into the company: they've bought a record player for the office. They've also released local group **Saturday's Children's** "You Don't Know Better"; have signed **Amanda Ambrose**; will soon release a new single by the **Shadows of Knight**, recorded with a new technique "that breaks every rule in the book"; have just released "Mandy" by the **Boys Next Door**, an Indianapolis find; and are now releasing "Project Blue" by the **Banshees** nationally. In addition, **Higgins**' single of "Alfie" is just being released on Atlantic going good music and top 40. The album in a month. . . . Nov. 4 and 5 finds **Woody Herman** at the Univer-

(Continued on page 50)

EMI's Lomas Festival Star

BARCELONA — An outstanding figure to emerge from the Festival of Mediterranean Song, now rapidly becoming a key musical event for southern Europe, was EMI's Bruno Lomas. Despite fierce competition, Lomas' version of "Como Ayer" won. It was written by Manolo and Ramon Dinanico, and also performed by them.

EMI has already issued record versions of the winning song in Spain by both Lomas and the Duo Cinamico. It is expecting releases in other countries bordering on the Mediterranean.

Philips in Tokyo Moves Offices

TOKYO — Philips Industries here has moved its headquarters to the recently completed Kokusai Building, Marunouchi. The facilities include Industrial Development and Consultant Co., Ltd., the Philips Industries head office in Japan; Philips Product Sales Corp. of Japan, the import organization of Philips equipment and products; a Philips pharmaceuticals section; a branch of International Trading Co., Ltd., the export organization; Tokyo Music Publishing Co. and a representative office for the Philips group of record labels.

About-Face

• Continued from page 47

brought to the stadium in a closed delivery van. The Lords received for a single evening as much money as a high-ranking Polish official gets in a month, a fact which didn't appear to disturb Poland's proletarians.



GALLO (AFRICA) LTD. moved into its new Johannesburg, South Africa, building on Oct. 3. The modern quarters include first-floor recording studios, which were designed by the firm's Council for Scientific and Industrial Research, which has a specialist acoustical department. The official opening of the new structure is set for Dec. 20.

The Sorrows Are Out of Roses Fest

ROME — The Sorrows, Pye-RCA Italiana, who were to participate in the third Festival of Roses, will not appear. The reasons were not disclosed. Gianni Morandi, also RCA Italiana, winner of the first festival, will enter with "C'era un Ragazzo Che Amava I Beatles E I Rolling Stones" (There Was a Boy Who Loved The Beatles and The Rolling Stones), a "protest" song written by new talent Mauro Lusini. The tune will be repeated on the second turn. Morandi, who sold 2 million records during the last three years with "normal pop" repertoire, decided to change.

There's little doubt that Joan Baez, Barry McGuire and Bob Dylan are influencing the Italian product. First to launch a folk song here was I Marcellos Ferial, Durium, in 1964, with "Angelita di Anzio," based on a World War II incident. Adriano Celentano was the second to emphasize folk songs with his latest San Remo hit, "Il Raggiato Della Via Gluck" (Tar and Cement). Currently, the Italian groups have both folk and protest repertoires. Morandi is the first Italian singer of star level to jump on the protest wave.

Critics' Award Given Karajan

HAMBURG — Herbert von Karajan has received the 1966 Prize of the German Phonograph Record Critics for his recording of Jean Sibelius' "Fifth Symphony."

Karajan recently was decorated by President Kekkonen of Finland for his interpretation of the works of Sibelius.

Four other prizes have been awarded for Deutsche Grammophon releases. The record critics cited:

Grammophon's recording of Mozart's piano concertos in the interpretation by Geza Anda with the Camerata Academica of the Salzburger Mozarteum; the complete works of Beethoven in the interpretation by Wilhelm Kempff and Pierre Fournier; Schoenberg's "Gurre-Lieder" under the direction of Rafael Kubelik; and a release of the Archive Production with works of John Dowland, reissued from the Studio of Early Music directed by Thomas E. Binkley.

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DTL 823



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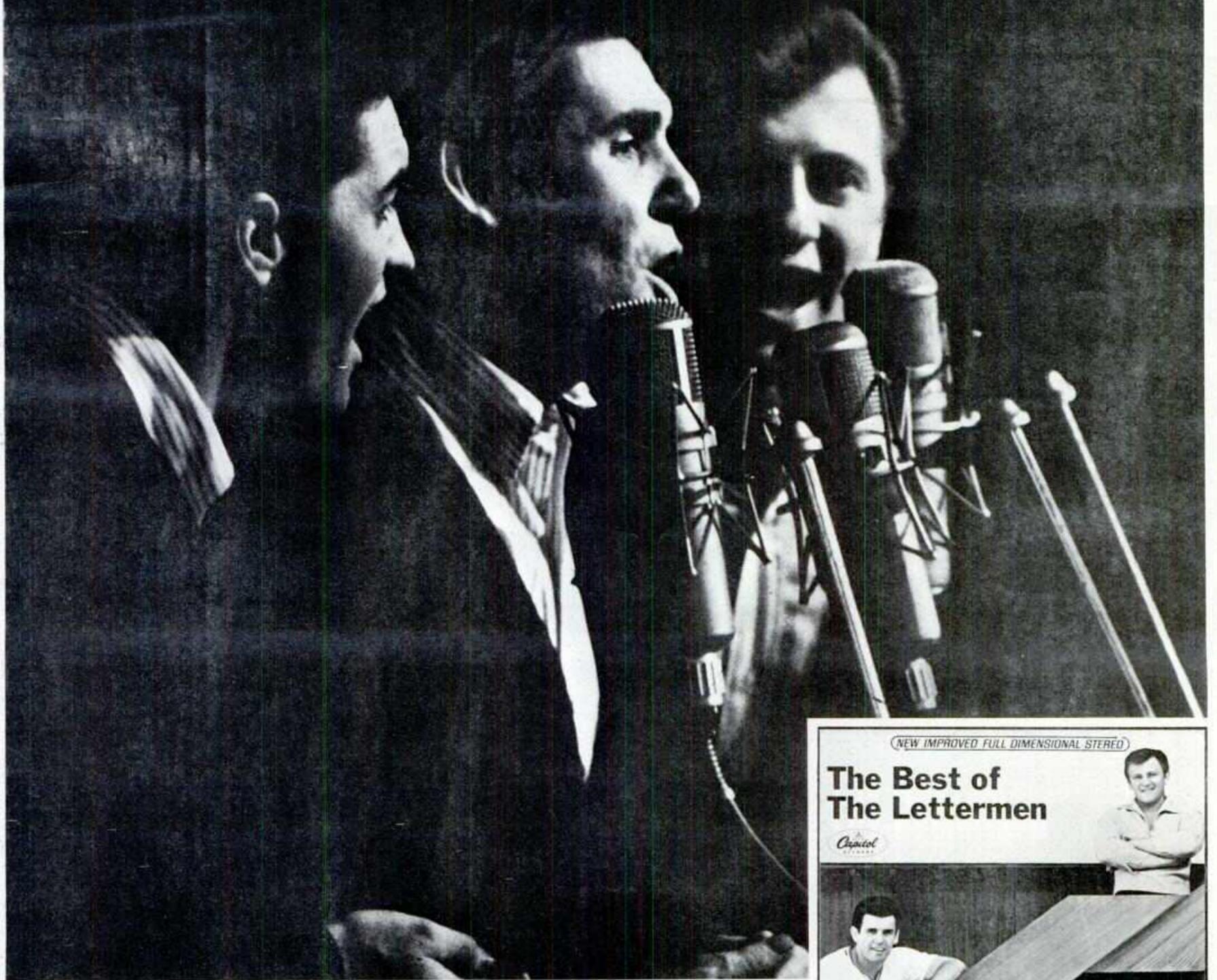
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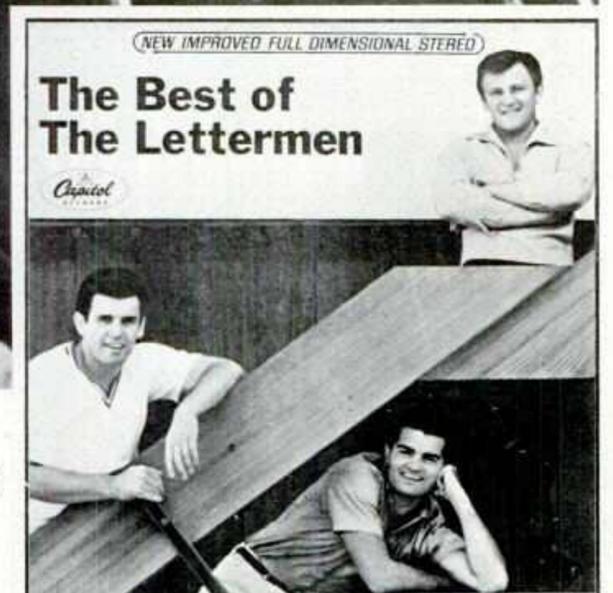
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From The Music Capitals of the World

• *Continued from page 48*

city of Wisconsin. . . . Good music WCLR in Crystal Lake,

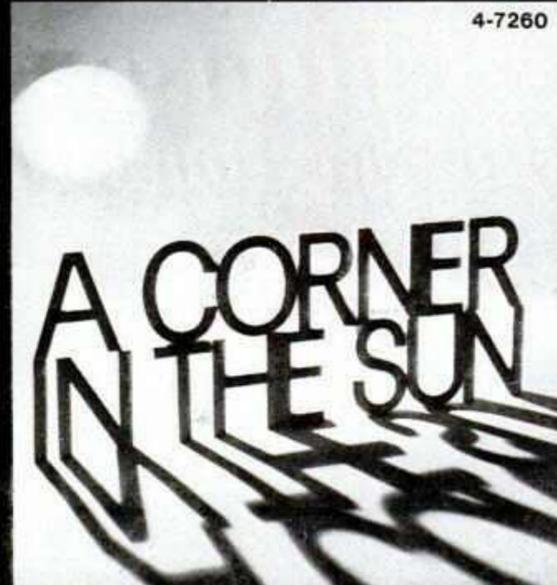
Ill., is celebrating its first birthday. Congratulations go to president **George L. DeBeer**, vice-president and station manager

Arthur L. Thorsen, vice-president general manager **Lynn W. Renne**, chief engineer **Barnard A. Carlson** and program director **John Kennedy**. . . . WLS-FM is now signing on at 6 a.m. (did sign on at noon) and now carries the **Clark Weber** show from sister rock station. . . . The Fine Arts Quarter Concert series at the Goodman Theater is all sold out by subscription for the sec-

ond straight year. . . . WLS's **Art Roberts** on his second "Kumsitz" TV show had on the **Buckinghams** and the **McCoys**. . . . Ill **Sammy Davis Jr.** went on with two postponed benefit performances at McCormick Place here last week. . . . **Ken Nordine**, father of "word jazz," is fitting an interesting half hour of music into WBBM Radio's talk format. . . . Eight-year-old

Stephanie Chase and 11-year-old **Larry Foster**, both accepted for study at Juilliard, appeared on WGN-TV's "Artists' Showcase" Sunday (16). . . . The **Chess Bros.**' WVN and WSDM-FM are offering public-service pre-election recaps with messages from candidates. . . . After 17 years with Club Laurel, **William McLaughlin** has entered the booking business; has 10 rooms in the area now. **RAY BRACK**

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By **WALTER JACKSON**

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LOS ANGELES

Columbia cut a comedy album with **Jerry Lester** titled "The Sex Revolution" before invited guests in its main Sunset Boulevard studio. **Bob Mersey** from New York a&r'd the session.

Gogi Grant selected by the State Department to represent the U. S. at the first annual Brazilian song festival in Rio de Janeiro, Oct. 23-30. She will sing "Song of Nostalgia" by **Jerry Livingston-Ray Evans** and "The Star-Spangled Banner."

"Where the Action Is" saluted **James Brown** Oct. 14 to launch a new programming policy of devoting entire shows to major disk names. The afternoon show is on ABC-TV.

TV appearances are being lined up for the Brazil '66 group which is preparing its second A&M album. . . . **Charles Aznavour's** current American tour covers 11 major concert and nightclub bookings. . . . Warners awaiting word from the RIAA on gold disk certification for **Bill Cosby's** four albums, all monologs, which would be the first time a talk artist has been thus acknowledged.

"Chester Unlimited" with **Lloyd Chester** on KNX is interviewing show folk daily from 3:15 to 4 p.m. . . . **Johany Ray's** debut Reprise single is "Step Aside" with **Lee Hazelwood**.

The **Righteous Brothers** will produce disks for Verve under terms of a new development pact with the label.

Enduring Songs, label aimed at senior citizens, is offering retirement clubs copies of its latest release, "Carol of Christmas." Company co-owner **Earl Olin** is pegging the single as a Christmas present.

Mel Carter booked into the Coconut Grove for a fast seven days starting Oct. 31. It will be his debut in the main room. . . . **David Rose** scoring "Hombre," new 20th Fox film. . . . **William Lava** handling a similar musical scoring gig for Warner's "Chubasco" feature film.

Our Productions, headed by **Steve Clark** and **Curt Boettcher**, will produce all **Clinger Sisters** disks for Greengrass Productions.

Up north in the Lake Tahoe/Reno area: **Trini Lopez** plays Harrah's Reno main room for two weeks starting Oct. 26. **Buddy Greco** and comic **Alan King** co-starring at Harrah's Tahoe South Shore room, with **Sarah Vaughan** in the Stateline Lounge. The Sahara Tahoe Hotel's headliner is **Shirley Bassey** in its High Sierra Theater with acid comic **Don Rickles** in the Apsen Grove lounge and the Tokyo Happy Coast remaining at the Juniper Showbar through Oct. 24. **ELIOT TIEGEL**

MILAN

Fred Denis, English CBS export manager, met with **Joe Giannini** of CBS Italiana. . . . CGD issued the first album by **Caterina Caselli**, the San Remo performer, including six songs from her previous singles and six originals, among which two will be selected for her next single, according to buying audience reaction. . . . Bluebell assigned its catalog distribution to Musikvertrieb AG of Zurich, for the Swiss territory. . . . Bluebell will also market the American ESP-DISK' free jazz catalog, including such artists as **Ornette Coleman**, the **Giuseppe Logan Quartet**, **Paul Bley Quintet**, **Albert Ayler Trio**, **Pharaoh Sanders** and **New Jazz Art Quarter**. The first six albums to be sold at 2,400 lire (\$3.86), retail. . . . In conjunction with the movie opening of "Il Papavero E' Anche

(Continued on page 52)

there's been a lot of Basie

BUT

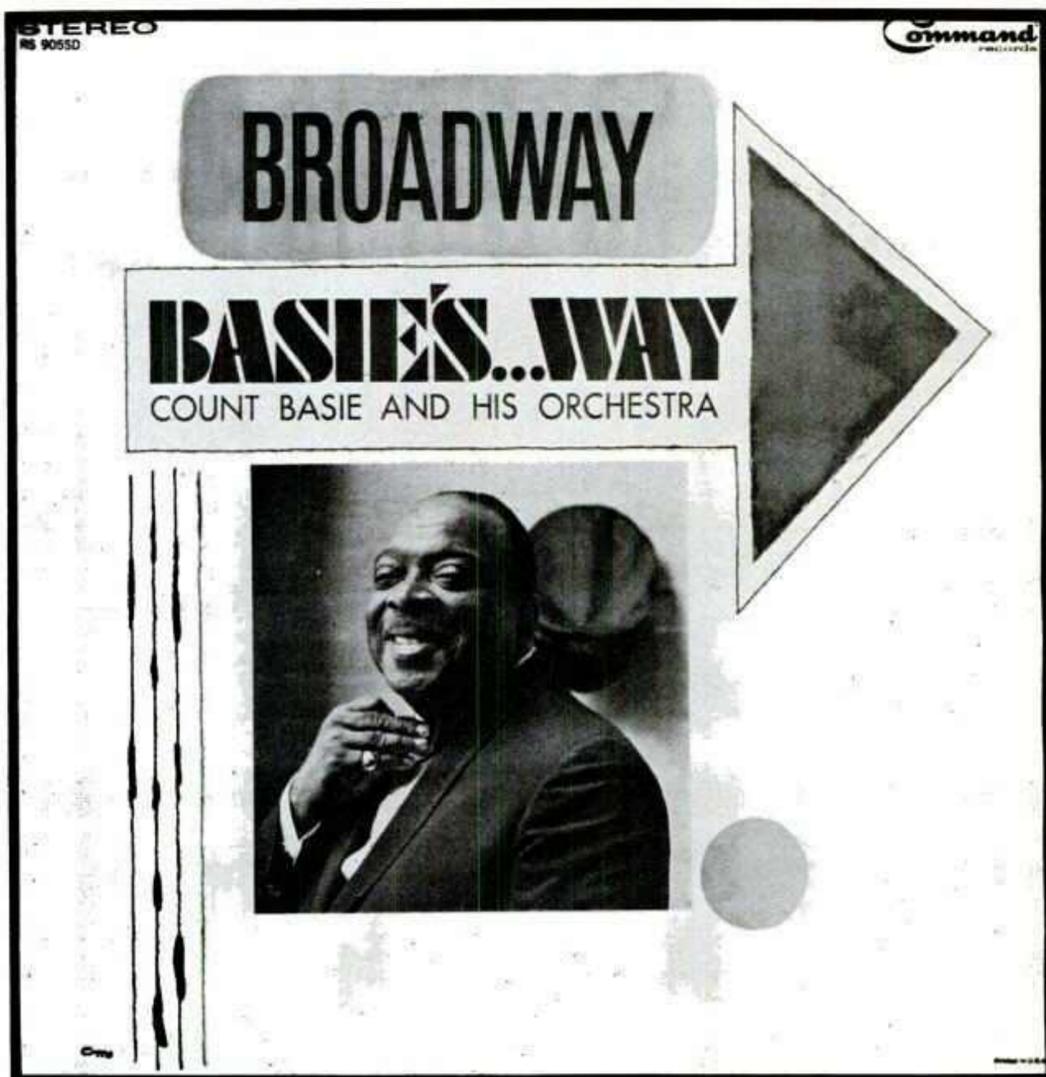
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**From The
Music Capitals
of the World**

• Continued from page 50

Un Fiore" (The Poppy Is Also a Flower) and "La Ragazza Made in Paris" (The Girl Made in Paris), whose soundtracks include **Trini Lopez's** performances, CGD is launching "Trini Lopez Month." Displays, posters, pamphlets, special discounts are part of the promotional campaign. . . . Durium issued "La Ballata Dello Yankee" (The Yankee's Ballad) by **Nini Rosso**, from the original "Yankee" soundtrack.

Tiffany Records issued an album by **Lilana Zoboli** and a singles series by **Tony Raico**, **Manolo Pelayo**, **Gastone Parigi** and the **American Morgana Taylor**. . . . **Emilhenco** of Montecarlo label, controlled by Radio Montecarlo, here to record the Italian versions of "Pardon" b-w "Ils Sont Jeleoux" for GTA Records. . . . RiFi issued five more pocket records. Pop label with cover versions of recent Italian hits. Performers were **Brunetta**, **Fabrizio Ferretti**, **I Mat '65** and the **Coconados**. . . . Italian EMI released a new album by **I Gufi (The Owls)**, a sophisticated group which sings, plays, dances and mimes in a cabaret style, in conjunction with the debut of their new theatrical show "Milan Sings, No. 2." Segments are to be filmed for the Italian TV. . . . **David and Jonathan** recorded their first title in Italian, "Innamorati Unitevi" (Lovers Get Together). . . . Carisch also released the movie theme "Alfie," by **Cilla Black**. Four more versions by **Equipe '84**, **Dischi Ricordi**; **Cher**, Imperial-Italian EMI; **Salida**, Barclay-RCA Italiana, and **Milena**, Caln, are available. . . . Fonit-Cetra presented a new album by **Sergio Endrigo**, including both previous hits and new tunes. Endrigo will film a 45-minute "special" TV show. By "special," the TV executives mean a show completely dedicated to one artist. **GERMANO RUSCITTO**

MEXICO CITY

Ella Fitzgerald is appearing at La Fuente nightclub for two weeks. . . . **Lola Beltran's** latest Peerless LP is on the market. . . . **Los Tres Con Ella (RCA Victor)** left last week for appearances in Buenos Aires. . . . **David Zaizar (Peerless)** recorded that big hit of years gone by, "Pajarillo Amarillo." . . . Capitol is bowing "Fiesta," a series of albums featuring music typical of Mexican regions but with the added "ambiente" or atmosphere of a party in the studio. . . . **Los Plebeyos** waxed songs for CBS: "Deseo Volvo," "Tango Amargo" and "Rojo Sangre." . . . **Beatles' "Revolver"** is out on Capitol. . . . **Los Yakis** offer a Spanish language version of "Yellow Submarine" on Capitol. . . . **Cuco Sanchez (CBS)** has just recorded a new LP with two of his latest compositions: "Dios Dijo Amaos" and "El Pecador de Estrellas." . . . **Sonia Lopez** is preparing three new albums for CBS, directed by **Jamie Ortiz Pino**. Sonia's first LP will be "Romance y Ritmo con Sonia Lopez." . . . **Alvaro Zermeno's** LP on the Polydor label is reported gaining acceptance, especially the band "Acompaname." . . . **Monica Contla**, daughter of **Ignacio Contla**, who forms one half of one of Mexico's most well-known comedy teams, **Pompín y Nacho**, just finished her first LP for Capitol. Leadoff song, and title of the album is "Monica." . . . **KEVIN M. KELLEGHAN**

MUNICH

On their first visit to Germany, **Herb Alpert and the Tijuana Brass** guest-starred in a major TV spectacular "Rhine Rendezvous," a co-production by the Austrian, Swiss, French and German TV networks. The show was taped on a boat cruising on Lake Bodensee between Germany, Austria and Switzerland. To tie in with the visit, **Teldec** rushed out two new singles on the London label, "Flamingo" and "The Work Song."

. . . The **Golden Gate Quartet** opened at the Darmstadt NCO Club and Rhein-Main Officers Club. . . . **Tex Williams** and **Dick Haynes** both started tours of Army clubs in West Germany. **JIMMY JUNGERMAN**

NEW YORK

Roy Orbison opens a six-week tour of the United States and Canada next month with the **Newbeats**. Orbison is in Hollywood for his first film, "The Fastest Guitar Alive" for MGM and guest shots on "The Man From U.N.C.L.E." . . . **Charles Aznavour** left for Hollywood recording sessions for Reprise Records after the last of three Carnegie Hall concerts on Sunday (16). . . . The **Yardbirds** return to the United States on Thursday (20) for an extended U. S. tour. . . . **Eddie Hazell** appears on the **Merv Griffin Show** on Monday (17). . . . **Sonja Loew** has written two songs to be featured in the **Lou Walters "Ooh La La Patee"** Latin Quarter Review. **Henry Tobias Music Co.** will publish the songs, "Don't Fool Around With Love" and "My Zigeuner."

Jerry Vale headlines at the **Queen Elizabeth Hotel** in Montreal for two weeks beginning next Monday (24). . . . **Erroll Garner**, who played a concert at Jones Hall in Houston on Oct. 8, headlines at Pittsburgh's Carnegie Music Hall on Dec. 3. He guests with the **Cincinnati Symphony** in April. . . . The **Buddy Rich Band** into the **Jersey Steak Pit** next Wednesday (26) to be followed by the **Jimmy Dorsey Band** on Nov. 16 and the **Count Basie Band** Dec. 14 and 15. . . . **Ray Martin** is set as composer-conductor-arranger for **Oldsmobile's** new one-hour color film, "The Spy Who Came in for the Olds," slated for release this month. . . . **Jerry Evans** will appear on the "Shower of Stars" hotel circuit in Miami Beach this fall and winter. . . . **Leroy Pullins** played a concert in Newark on Saturday (16). He's in New York for recording meetings with his producer and manager, **Bob Lissauer**, and **Dave Kapp** of **Kapp Records**.

The **Ray Bloch Orchestra** will supply the music at the Dec. 19 second annual **Golden Hills Academy Ball** in Ocala, Fla. . . . **Provi Garcia**, director of **Peer-Southern Latin Music** department, in Puerto Rico for business meetings. . . . **Blossom Dearie** opened at **L'Intrigue** last Tuesday (11). . . . **Florence Henderson** signed with **GLG Productions** for personal management. . . . **Johnny Tillotson's** three-week tour of Japan begins on Friday (21). . . . The **Vagrants** play three nights at **Ungam's** beginning next Friday (28). . . . Three acts recently signed by **The Richmond Organization**, **Robert Cameron** on **Epic**, **Tony & Siegrid** on **RCA Victor**, and **Steve Elliott** on **Warner Bros.**, last week cut their debut disks.

Vicki Carr will make her first European tour this spring. . . . The **Bitter End Singers** are set for a second appearance on the "Gary Moore Show" after their first stint on Oct. 9. . . . The **Peco Seco Singers** will appear for four dates and **Tony & Siegrid** for two dates with the **Smothers Brothers** this fall. . . . **Dover Records** of New Orleans through **Bontemp** owns all rights to **Robert Parker's** "Barefootin'." Neither the song nor the Parker recording on **Nola** have been released overseas. . . . **Carol Ventura** opened a two-week stay at the **Living Room** last Monday (10). **Bobby Short** headlines the show through Nov. 6.

Glen Yarbrough's second appearance on "Swinging Country" is listed for Tuesday (20). . . . **Peter Rachtman** and **Tom Drake** have formed **Rachtman-Drake Associates**, a personal management firm. . . . The **Smothers Brothers** will spend 10 days in England before their Nov. 23 opening at the Plaza. In England, the duo

will do a 30-minute BBC special, the **Val Doonigan Show**, the **Eam Andrews Show** for **ITV** and a guest shot on the English version of the **Tonight Show**. . . . **George Dopwell**, formerly with **Duke Ellington**, is the new road manager of the **Pair Extraordinaire**.

Martha & the Vandellas will appear at **Read Field** in **Kalamazoo, Mich.**, on Friday (21). . . . **Stevie Wonder** listed for a concert at **Xavier University** next Saturday (29). . . . **Dick Manning** signed to compose the score for "The Ballad of Queenie Swann," which is scheduled for London production in April. . . . The **Four Tops** will perform at **New Rochelle High School** on Thursday (20). . . . **Glenn Yarbrough** is on a one-month concert tour. . . . **Jr. Walker & the All-Stars** will give a concert on Friday (21) at **Tennessee State University**. . . . **Enzo Stuarti** is filling a three-week

engagement at **San Francisco's Fairmont Hotel**. . . . The **Mamas & the Papas** began an eight-city tour in Boston last Friday (14). Other dates are **Washington (15)**, **Baltimore (16)**, **New York (21)**, **Chapel Hill, N. C. (22)**, **Atlanta (23)**, **Detroit (29)** and **Chicago (30)**. . . . **Phil Green** is the new road manager for the **Smothers Brothers**.

Smokey Robinson and the Miracles are slated for a concert at **Franklin & Marshall College** next Saturday (29). . . . **Abraham Kaminstein**, U. S. register of copyrights, is among the guests at the 35th anniversary ball of the **American Guild of Authors and Composers** at the **Plaza** next Thursday (27). Also listed to attend are **New York Mayor John Lindsay, Sen. and Mrs. Jacob Javits, Congressman Emanuel Celler**, and **Congressman and Mrs. Theodore Kupperman**. . . . **Danny Thomas** and *(Continued on page 54)*

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AUSTRALIA

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This Week	Last Week	Title	Artist
1	5	STEP BACK	Johnny Young & Kompany (Clarion)—Alberts
2	1	YELLOW SUBMARINE/ELEANOR RIGBY	Beatles (Parlophone)—Northern
3	6	OUT OF TIME	Chris Farlowe (Stateside)
4	2	GOD ONLY KNOWS	Beach Boys (Capitol)—Alberts
5	9	YOU CAN'T HURRY LOVE	The Supremes (Tamla-Motown)
6	—	LADY GODIVA	Peter & Gordon (Columbia)—Alberts
7	8	SUMMER IN THE CITY	Lovin' Spoonful (Philips)—Alberts
8	—	SUNNY	Bobby Hebb (Philips)—Connelly
9	—	BORN A WOMAN	Judy Stone (Festival)—Wallaby
10	—	JUST LIKE A WOMAN	Manfred Mann (HMV)—Alberts

AUSTRIA

(Gottfried Indra, Vienna)

This Week	Last Week	Title	Artist
1	1	LEG DEIN HERZ IN MEINE HAENDE	Roy Black (Polydor)—Schneider
2	2	MONDAY, MONDAY	The Mama's and the Papa's (RCA)—Intro
3	5	YELLOW SUBMARINE	The Beatles (Odeon)—Budde
4	—	DU ABER SCHAUST MICH NICHT AN	Randy Scott (Polydor)
5	4	DU BIST MEIN ERSTER GEDANKE	Cliff Richard (Electrola)—Weltmusik
6	3	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Schneider
7	6	MOTHER'S LITTLE HELPER	The Rolling Stones (Decca)—Gerig
8	—	WITH A GIRL LIKE YOU	The Troggs (Hansa)—Intro
9	7	BLACK IS BLACK	The Rangers (Hansa)—Siegel
10	8	SLOOP JOHN B	The Beach Boys (Capitol)—Weinberger

BRITAIN

(Courtesy Record Retailers)

This Week	Last Week	Title	Artist
1	1	DISTANT DRUMS	Jim Reeves (RCA Victor)—Acuff-Rose
2	2	BEND IT	Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn
3	3	I'M A BOY	The Who (Reaction)—Fabulous
4	6	WINCHESTER CATHEDRAL	New Vaudeville Band (Fontana)—Meteor
5	7	HAVE YOU SEEN YOUR MOTHER	Rolling Stones (Decca)—Mirage
6	4	YOU CAN'T HURRY LOVE	Supremes (Tamla-Motown)—Belinda
7	10	QUANTANAMERA	Sandpipers (Pye)—Harmony
8	5	LITTLE MAN	Sonny and Cher (Atlantic)—Belinda
9	17	I CAN'T CONTROL MYSELF	Troggs (Page One)—Dick James
10	9	ALL I SEE IS YOU	Dusty Springfield (Philips)—Belinda
11	11	WALK WITH ME	Seekers (Columbia)—Springfield
12	14	ANOTHER TEAR FALLS	Walker Brothers (Philips)—West One
13	15	SUNNY	Georgie Fame (Columbia)—Campbell-Connelly
14	8	TOO SOON TO KNOW	Roy Orbison (London)—Acuff-Rose
15	12	SUNNY	Bobby Hebb (Philips)—Campbell-Connelly
16	24	LADY GODIVA	Peter and Gordon (Columbia)—Dean Street
17	16	I DON'T CARE	Los Bravos (Decca)—Palace
18	29	I'VE GOT YOU UNDER MY SKIN	Four Seasons (Philips)—Chappell
19	—	REACH OUT I'LL BE THERE	Four Tops (Tamla-Motown)—Belinda
20	35	NO MILK TODAY	Herman's Hermits (Columbia)—Hournew
21	13	ALL OR NOTHING	Small Faces (Decca)—Robbins
22	27	DEAR MRS. APPLEBEE	David Garrick (Piccadilly)—Dick James
23	20	WHEN I COME HOME	Spencer Davis Group (Fontana)—Island
24	19	WORKING IN THE COAL MINE	Lee Dorsey (Stateside)—Ardmore and Beechwood
25	21	GOD ONLY KNOWS	Beach Boys (Capitol)—Immediate

This Week	Last Week	Title	Artist
26	18	YELLOW SUBMARINE/ELEANOR RIGBY	Beatles (Parlophone)—Northern
27	—	STOP, STOP, STOP	Hollies (Parlophone)—Gralto
28	31	BORN A WOMAN	Sandy Posey (MGM)—Shapiro-Bernstein
29	25	LAND OF 1,000 DANCES	Wilson Pickett (Atlantic)—Dick James
30	28	SOMEWHERE MY LOVE	Mike Sammes Singers (HMV)—Robbins
31	23	GOT TO GET YOU INTO MY LIFE	Cliff Bennett (Parlophone)—Northern
32	22	LOVERS OF THE WORLD UNITE	David and Jonathan (Columbia)—Mills
33	33	IN THE ARMS OF LOVE	Andy Williams (CBS)—Compass
34	—	TIME DRAGS BY	Cliff Richard (Columbia)—Shadan
35	42	BEAUTY IS ONLY SKIN DEEP	Temptations (Tamla-Motown)—Jobete
36	26	ASHES TO ASHES	Mindbenders (Fontana)—Screen Gems
37	32	SUNNY	Cher (Liberty)—Campbell-Connelly
38	6	SUMMER WIND	Frank Sinatra (Reprise)—Blossom
39	49	HIGH TIME	Paul Jones (HMV)—Dean Street
40	—	ALL THAT I AM	Elvis Presley (RCA Victor)—Belinda
41	34	HOW SWEET IT IS	Junior Walker (Tamla-Motown)—Belinda
42	—	SOMEWHERE MY LOVE	Manuel (Columbia)—Robbins
43	44	QUE SERA SERA	Geno Washington (Piccadilly)—Melcher
44	—	IF I WERE A CARPENTER	Bobby Darin (Atlantic)—Robbins
45	30	MAMA	Dave Berry (Decca)—Francis, Day and Hunter
46	37	THERE WILL NEVER BE ANOTHER YOU	Chris Montez (Pye)—Morris
47	39	I CAN'T TURN YOU LOOSE	Otis Redding (Atlantic)—Copy Control
48	48	CHANGES	Crispian St. Peters (Decca)—Essex
49	7	HAVE YOU EVER LOVED SOMEBODY	Searchers (Pye)—Gralto
50	41	MORE THAN LOVE	Ken Dodd (Columbia)—Keith Prowse

IRE

(Courtesy Dublin Evening Press)

This Week	Last Week	Title	Artist
1	1	THE MERRY PLOUGHBOY	Dermot O'Brien (Envoy)—CDA
2	4	I CAN'T GET YOU OUT OF MY HEART	Brendan Bowyer (HMV)—Southern
3	9	SHOWBALL CRAZY	Hoedowners (Pye)—Acuff-Rose
4	6	TOO SOON TO KNOW	Roy Orbison (London)—Acuff-Rose
5	2	PRETTY BROWN EYES	Joe Dolan (Pye)—Palace
6	—	DISTANT DRUMS	Jim Reeves (RCA Victor)—Acuff-Rose
7	10	ALL OR NOTHING	Small Faces (Decca)—Robbins
8	5	GOD ONLY KNOWS	Beach Boys (Capitol)—Immediate
9	7	MAMA	Dave Berry (Decca)—Francis, Day and Hunter
10	—	THE TRAVELING PEOPLE	Johnstons (Pye)—Mecolico

FRANCE

(Courtesy Record Retailers)

This Week	Last Week	Title	Artist
1	4	NOIR C'EST NOIR	Johnny Hallyday (Philips)—Nouvelles Edition Barclay
2	1	LE DESERTEUR	Les Sunlight (A.Z.)—French Music
3	3	LOVE ME PLEASE LOVE ME	Michel Polnareff (A.Z.)—Meridian
4	5	ET MOI ET MOI ET MOI	Jacques Dutronc (Vogue)—Alpha
5	6	QU'ELLE EST BELLE	Mireille Mathieu (Barclay)—Legrand
6	—	CELINE	Hugues Aufray (Barclay)—None
7	2	LES JOLIES COLONIES DE VACANCES	Pierre Perret (Vogue)—Nouvelles Editions Barclay
8	11	BLACK IS BLACK	Los Bravos (Barclay)—Ami
9	—	MOTHER'S LITTLE HELPER	The Rolling Stones (Decca)—None
10	9	ANGELIQUE	Michel Orso (Riviera)—707

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YELLOW SUBMARINE/ELEANOR RIGBY	The Beatles (Parlophone)—Ed. Leeds/Basart
2	3	ALL OR NOTHING	Small Faces (Decca)—Ed. Melodia-Trident
3	2	SUNSHINE SUPERMAN	Donovan (Epic)—Ed. Holland Music
4	—	QUANTANAMERA	Sandpipers (London); Digno Garcia (Palette)—Ed. Jean Kluger-Holland
5	—	OUT OF TIME	Chris Farlow (Stateside)—Ed. Essex-Basart
6	—	BLOWIN' IN THE WIND	Stevie Wonder (Tamla Motown)—Ed. Basart
7	4	MOTHER'S LITTLE HELPER	The Rolling Stones (Decca)—Ed. Essex-Basart
8	7	GOD ONLY KNOWS	The Beach Boys (Capitol)—Ed. Francis Day Melodia
9	5	HI-LILI-HILO	The Alan Price Set (Decca)—Ed. Francis Day
10	8	WITH A GIRL LIKE YOU	The Troggs (Fontana)—Ed. Leeds-Basart

HONG KONG

(Courtesy Record Retailers)

This Week	Last Week	Title	Artist
1	1	YELLOW SUBMARINE	The Beatles (Parlophone)
2	2	TINA	Gary Lewis (Liberty)
3	4	LOVE LETTERS	Elvis Presley (RCA Victor)
4	9	GOD ONLY KNOWS	The Beach Boys (Capitol)
5	5	VISIONS	Cliff Richard (Columbia)
6	6	ARABESQUE	The Ventures (Liberty)
7	—	SUNNY AFTERNOON	The Kinks (Pye)
8	3	HANKY PANKY	Tommy James and the Shondells (Roulette)
9	—	COUNTING	Marianne Faithfull (British Decca)
10	—	LAST TRAIN TO CLARKSVILLE	The Monkees (Colgems)

ITALY

(Courtesy Musica e Dischi, Milan)

This Week	Last Week	Title	Artist
1	1	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)
2	2	BANG BANG	*Equipe 84 (Ricordi)
3	7	UN RAGAZZO DI STRADA	*Corvi (Ariston)
4	3	SOGNANDO LA CALIFORNIA	*Dik Dik (Ricordi)
5	5	RIDERA	*Little Tony (Durium)
6	4	NOTTE DI FERRAGOSTO	*Gianni Morandi (RCA)
7	9	TA RA TA TA	*Mina (Ri Fi)
8	6	BANG BANG	Cher (Liberty)
9	12	THEME FROM "DR. ZHIVAGO"	MGM Singing Strings (MGM)
10	8	PAINT IT, BLACK	Rolling Stones (Decca)
11	—	THEME FROM "DR. ZHIVAGO"	Bob Mitchell (Variety)
12	10	CHE COLPA ABBIAMO NOI	*Rokes (Arc)
13	—	YELLOW SUBMARINE	Beatles (Parlophon)
14	13	DON'T BRING ME DOWN	Animals (Decca)
15	11	TEMA	*Giganti (RiFi)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	YUME WA YORU HIRAKU	*Sono Mari (Polydor); Midorikawa Ako (Crown)—JASRAC
2	1	KOHKOTSU NO BLUES	*Aoe Mina (Victor)—JASRAC
3	3	YOGIRI NO BOJO	*Ishihara Yuujiro (Teichiku)—JASRAC
4	6	YANAGASE BLUES	*Mikawa Kenichi (Crown)—JASRAC
5	4	ONNA NO TAMEIKI	*Mori Shinichi (Victor)—JASRAC
6	5	KOI TO NAMIDA NO TAIYOH	*Hashi Yukio (Victor)—JASRAC
7	7	YASAHII AME/NANDEMO NAIWA	*Sono Mari (Polydor)—JASRAC
8	9	AOI HITOMI	*J. Yoshikawa & Blue Comets (Columbia)—Seven Seas
9	—	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Revue Japan

This Week	Last Week	Title	Artist
10	8	HOSHI NO FLAMENCO	*Saigo Teruhiko (Crown)—JASRAC

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SENZA FINE	The Brass Ring (RCA)—Pending
2	2	MI RAZON	*Sonora Santanera (CBS)—Brambila
3	—	BRASILIA	Tony Mottola (Command)—Pending
4	4	FUISTE A ACUPULCO	*Los Apson (Peerless)—Brambila
5	3	EL DESPERTAR	*Marco Antonio Muniz (RCA)—Emroth
6	7	EL ULTIMO BESO	The Last Kiss—*Polo (Peerless)—Pending
7	8	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Pending
8	5	TANGO NEGRO	*Jorge Valente (CBS)—Emroth

This Week	Last Week	Title	Artist
9	10	TIERRA MALA	*Irma Serrano (CBS)—Brambila
10	9	SIEMPRE TE AMARE	*Los Reno (Peerless)—Mundo Musical

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	YELLOW SUBMARINE	The Beatles
2	2	THE COMING GENERATION	The Gremlins
3	9	ELEANOR RIGBY	The Beatles
4	8	SUNSHINE SUPERMAN	Donovan
5	4	HITCH HIKER	Bobby and Laurie
6	7	MOTHER'S LITTLE HELPER	The Rolling Stones
7	5	WILD THING	The Troggs
8	3	BUS STOP	The Hollies
9	11	WITH A GIRL LIKE YOU	The Troggs
10	15	BLACK IS BLACK	Los Bravos

From The Music Capitals of the World

Continued from page 52

the Vogues did the annual benefit show at Cobo Hall in Detroit for St. Jude Hospital. . . . The Pair Extraordinaire will appear with Bob Newhart at the Seattle Coliseum on Nov. 5 in connection with the University of Washington homecoming activities.

PARIS

Barclay artist Jacques Brel had a triumphant opening at the Olympia Theater. Applause at the end of his three-quarter-hour show lasted for 12 minutes and he was called back for seven encores. The only other singer on the bill, Festival's Michel Delpech also scored heavily with the audience. . . . M. Mainchin, formerly president of La Voce del Padrone, in Milan has replaced G. G. Cross as president director general of IME Pathe-Marconi in France. . . . Vogue singer Jacques Dutronc who had a big hit with "Et moi, et moi, et moi," is recording an LP for release at the end of the month. . . . Lionel Hampton and his band got a tremendous reception when they played the Olympia for a Europe No. 1 Musicorama concert. . . . The Modern Jazz Quartet played concerts at the Maison de la Radio and at the Salle Pleyel. . . . Philip's Johnny Hallyday made his first appearance since the big new TV pop show "Tilt Magazine," produced by Michele Arnaud. Also featured were the Alan Price Set, Herb Alpert and the Tijuana Brass, Sonny & Cher, Adamo, Jacques Dutronc, Tino Rossi, and Georges Brassens. The show, which will come from a different French town each month, will invite viewers to vote for a monthly hit performer.

Perre Barouh, who has had much success with the theme from the film "Un Homme et Une Femme," will appear at the Theater de l'Est Parisien in Gabriel Cousin's "Black Opera" set to the music of Duke Ellington in January. . . . The first New Faces show at the Bobino Theater featured French Canadian singers Gilles Vigneault and Pauline Julien, and Patrick Abrial, Serge Alexandre and Serge Franklin. . . . Under the name of the Emperor, newcomer Norbert Saada has recorded the French of the Napoleon XIV hit "They're Coming to Take Me Away Ha-Ha!" for Barclay. . . . Philips artist Claude Francois flew to Britain to record a TV series for BBC.

MIKE HENNESSEY

TORONTO

"The Merry Ploughboy" by the Carlton Showband, hit spin-off from a beer commercial, on Casl here and Mala in the U. S., has been picked up by W & G Records for Australia and by Viking for New Zealand. . . . W & G has

snapped up the latest by The Guess Who, "And She's Mine," from Quality, for release in Australia. . . . Arc Records reports official sales of 100,000 for "Off to Dublin in the Green" by the Abbey Tavern Singers and to salute this phenomenal sales figure will present gold records to the Irish group and to Carling Breweries, whose radio and TV commercials featuring the number created initial interest. . . . Consumer reaction to the Studio 2 Stereo series recently introduced by Capitol has topped all expectations and led to release of several albums from the catalog in mono as well.

Victor Linn, director, administration, of Epic Records, New York, in Toronto to attend a cocktail reception hosted by Columbia to launch "Bound to Fly" by 3's a Crowd (5), also sat in on a recording session with Larry Lee and the Leesures, toured Columbia's HQ here, visited radio station CHUM. Linn plans to return within a few weeks to dig more Toronto talent. . . . Indy producer Rich Shorter up from New York early this month to put the finishing vocal touches on sides recorded in New York by the Paupers for their first release for Verve Folkways. . . . Jack Hershorn, general manager of the Vancouver-based New Syndrome label, has just completed a trip through the prairie provinces, Ontario and Quebec, calling on distributors and radio stations and garnering reaction to dubs of upcoming releases by the Eternal Triangle, Gillian Russell and Mike Campbell. The young label has just signed a new group, William Tell and the Marksmen.

Ian and Sylvia will be heard weekly on the CBC-TV network performing the theme song, composed by Ian, of a new public affairs series, "Sunday." . . . Record debut of the Five Canadians (four of whom are Canadians, though living in San Antonio, Texas), "Writing on the Wall," recorded in Victoria, B.C., on the Stone label, is breaking first on small stations from coast to coast. . . . Gordon Lightfoot, whose UA single, "Spin, Spin" is hot across Canada and seeing good regional action in the U. S., appears at Philadelphia's top folk club, the Mainpoint, next month (4-6). . . . The Mama's and the Papa's headline the University of Toronto homecoming show (20) with ARC Records singing satirists, the Brothers-in-Law. The Brothers-in-Law are also booked for the University of Western Ontario homecoming (14) and the University of Windsor homecoming (29). . . . Canadian record companies explain, via this column, that Oct. 10 was Thanksgiving Day in Canada, hence the "no answer at that number" reports on phone calls to companies here on that date. KIT MORGAN

"A Man & a Woman"

5866

A SPECTACULAR NEW SINGLE BY

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PRODUCED BY DICK GLASSER



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DIRECTION: WILLIAM MORRIS AGENCY, BEVERLY HILLS, CALIFORNIA

CLASSICAL MUSIC

'Traviata' Colorful, Hardy Production

NEW YORK—The Metropolitan Opera's new production of "La Traviata" at Lincoln Center is a hardy, multi-faceted, decorative one that is hardly routine.

Staged by Alfred Lunt, it has a splendor and simplicity all its own and a dimension heretofore not realized. For Lunt has added to the roles a theatrical feel which does not interfere and manages to stay inobtrusively in the background of the singing. Gone are the exaggerated poses and gestures and the meaningless movements; characterization is achieved through acting which runs parallel with the music through the voice.

The settings have been notably changed as well. Cecil Beaton has a large canvas to work with and has made his settings

magnificent, multi-colored and dazzling to the eye, whether they be at Violetta's summer home, with its huge pastel designs and background of valleys and mountains, or at the ballroom, with its grand staircase rising to the center of the stage. And the costumes, from the hired domestics to the principals, are like feathers from a peacock, spread discriminately and tastefully around.

The work was conducted by the youthful Georges Pretre, who blended a new approach with a vigorous design into the proceedings. A veteran in leading "La Traviata," Pretre is conducting the opera at the Met for the first time this season. To his credit was the fact that practically every note offered by the singers was easily heard. His tempo was always on target, in fast or slow passages, in a score which can be difficult if mishandled.

The singing, the last mentioned here, was of primary importance. All the performers were particularly engaging, and while two of the three principals, Anna Moffo (Violetta) and Robert Merrill (Germont) have sung these roles many times, they contributed a refreshingly vivid approach. Bruno Prevedi (Alfredo) was strong and showed great potential. He has

(Continued on page 57)

Issue Date of Tristan Upped

NEW YORK — MGM's Deutsche Grammophon division has advanced the United States release date of its Bayreuth Festival recording of Wagner's "Tristan und Isolde" from February to January. The five-disk set was recorded this summer under the direction of conductor Karl Boehm, a Deutsche Grammophon artist.

The pressing features Birgit Nilssen in her first recording for the label and tenor Wolfgang Windgassen as her Tristan. Other stars are Christa Ludwig, Martti Talvela and Eberhard Waechter. The release date was changed after a Hamburg visit by Jerry Schoenbaum, general manager of MGM Records' classical division. The agenda of Schoenbaum's European visit included a&r discussions on Deutsche Grammophon and on Heliodor, MGM's low-priced classical line, and visits with Verve-Folkways licensees in Paris and London.



ARTHUR FIEDLER, musical director of the Boston Pops Orchestra, RCA Victor recording artists, makes a recent in-store appearance at Discount Records Store in San Francisco. From left are Joe Sinai, a member of the San Francisco Symphony Orchestra; Bill Graham of Calectron, Victor's San Francisco distributor; Fiedler; Art Kay, also of Calectron, and Raul Acevido, manager of Discount Records Store.

Classical Notes

Virginia Zeani will make her Metropolitan Opera debut in a non-subscription performance of "La Traviata" on Nov. 12. . . . Pianist Andre Watts will make his New York recital debut next Wednesday (26) at Philharmonic Hall. . . . In addition to the labels listed last week containing Lili Kraus performances, the pianist also is represented on three Monitor pressings in music of Mozart and Beethoven. . . . The Dallas Civic Opera is the third unit to show interest in performing in the old Metropolitan Opera House, if its demolition can be prevented. Interest previously was indicated by the Rebekah Harkness Foundation for a six-week ballet season

WELL-ORGANIZED UNIT

American Symphony Makes Lots of Music—All Rousing

NEW YORK—The American Symphony Orchestra celebrated its fifth birthday last Monday (10) with a rousing Carnegie Hall concert. The performance, which opened the orchestra's New York season, featured a full-orchestra version of Beethoven's "Symphony No. 4" and a driving set of excerpts from Wagner's "Goetterdamerung," which bore the unmistakable stamp of Leopold Stokowski, the unit's conductor.

Samuel Rubin, president of the American Symphony Orchestra Association, told the audience before the second half of the program that the orchestra was organized on a five-year plan. Well, the plan has borne fruit. The opening program, a gala salute to the United Nations, offered a fine, well-disciplined ensemble, who never sounded better than in the Beethoven symphony. Using a full 100-piece orchestra, Stokowski drew forth a rich sound with strings and woodwinds especially brilliant. This treatment would make an interesting recording.

In the "Goetterdamerung," however, the orchestra really left loose. "Siegfried's Rhine Journey" and "Death and Funeral March" were played straight. The brasses came to the fore, augmenting the other sections. Percussions, especially tympany, were perfect.

But, the surprise was yet to come. As a finale, Stokowski led his own arrangement of "Bruenhilde's Immolation" without soprano. The performance was overwhelming. The climaxes were almost deafening. At times, it seemed Stokowski might lose control of his furiously playing musicians, but the maestro was always in charge.

Stokowski has developed a fine collection of skilled musicians. (Continued on page 57)

and the Vienna State Opera Company. . . . Pianist Susan Starr makes her New York recital debut at Carnegie Hall on Wednesday (19). . . . Juanita Waller, former Billboard staffer, appeared in the title role of Monteverdi's "L'incoronazione di Poppea" in Zurich, Switzerland. FRED KIRBY

BENEFIT IS LED BY STOKOWSKI

PHILADELPHIA — Leopold Stokowski conducted a benefit concert with members of the striking Philadelphia Orchestra on Friday (14) at Convention Hall. Stokowski was the orchestra's conductor from 1912 to 1941. The concert is being sponsored by a newly-formed Citizens Sponsors Committee for the Musicians of the Philadelphia Orchestra. Stokowski and the players, who have been on strike since Sept. 20, contributed their services for the concert, which benefited the strike fund.

Cliburn Recital Album Pushed

NEW YORK — A new Van Cliburn recital album is being pushed into release this week by RCA Victor. The LP contains Beethoven's "Sonata No. 26 in E Flat, Opus 81-A (Les Adieux)" and Mozart's "Sonata in C (K 330)." His first recital album, "My Favorite Chopin," is No. 8 on Billboard's classical charts.

Cliburn's career was the subject of a feature in the magazine. (Continued on page 57)

Record Execs Speak Out on Repertoire

(Fourth 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—Differing experiences with standard and more-esoteric material were found by the four record company officials in this week's article. Is Horowitz, classical a&r producer for Decca's Gold Seal division, cited expansion into unexplored repertoire; Leo Hofberg, manager of London's import division, noted renewed interest in renaissance and medieval music; Bob Reid, a&r head of Capitol's Imports, found there was still a market for new treatments of standards despite activity in unusual product; while Cy Leslie, president of Pickwick International, reported strong public acceptance of standard titles. Their remarks are presented in discussion form.

HOROWITZ: While the baroque trend appears somewhat built up, the interest seems to be there. I also notice a revival of interest in certain areas of contemporary music, for example, Charles Ives. The Ives interest extend beyond his orchestral works into chamber music. Mahler also is being recorded more.

HOFBERG: Renaissance and medieval music is being explored more thoroughly by record companies. Companies are looking for other areas of music, having been forced to by the tremendous suplication in standard material. There also is a very strong trend in spoken word product because of the tremendous scope of literature. Our Shakespeare recordings on Argo all include music of the era.

REID: The repertoire is expanding. But we will always have new artists doing standard repertoire. Tchaikovsky's "Sixth Symphony" and Beethoven's "Fifth" always sell. Klemperer, Bernstein and Ormandy all record standard material.

LESLIE: There has been a good acceptance of our budget standard material. The esoteric market is being split too much. Standards identify best with our kind

of product, which consists of reissues. It has been a very good market. We also have a label, Allegro, with more esoteric material.

HOFBERG: The baroque trend is not tapering off, but more selectivity is taking place. At first, people did not pay attention to whether a work or a recording was good or bad. Today, for something to be recorded, there has to be a justification for it, a proper esthetic experience, a good performance.

HOROWITZ: While there's nothing like a pot-boiler with top names, companies now can do almost anything. Interest seems to be growing in early baroque and pre-baroque. We've been successful with the Pro Musica.

REID: Records have played an important part in expanding classical repertoire with a major share of this expansion spurred by the smaller labels. Interest in the 19th century is growing. Nicolai and Lortzing are being recorded. There's a revival in Liszt music. In baroque, while there are some genuine discoveries in the Telemann kick, I suppose Vivaldi is the only major composer to be discovered by renewed interest in that period.

HOFBERG: The consumer has been ahead of the record companies. European companies generally have been more adventurous in repertoire, which is one of the reasons European recordings have slowly penetrated the American market. Telefunken and Argo have been investigating Webern, Stravinsky, Holst.

REID: Expansion of interest in 19th century material has provided opportunities for virtuosos, such as Callas, Sutherland, Caballe, Horowitz, Lewenthal and others, to perform virtuoso material. In opera, much of this "new" repertoire stems from Callas, who opened up many doors.

LESLIE: We found out when Pickwick-33 entered the classical field last year that the market is definitely there for the more popular type of material with such artists as Nathan Millstein, Erich Leinsdorf and Wil-

liam Steinberg. As the standard of living improves and educational limits are broadened, people seek to improve themselves culturally. We are starting to approach the European scene, where 30 to 40 per cent of album sales is in classical music.

HOROWITZ: There is not one classical-buying public. There are many publics. If a company can capture any one segment of this public, it is successful. Guitar recordings, for example, have increased with Segovia still leading the way. There has, however, been a virtual disappearance of the recital disk, except for a few relatively top names. This means a whole area of repertoire is falling by the wayside.

HOFBERG: Interest in almost-forgotten repertoire has forced many record companies to turn to musicologists, especially in the medieval and renaissance field where manuscripts are difficult to obtain. Musicologists have even been forced to turn performer so this music will be performed properly.

REID: Imports are doing well across the country, especially in the major markets of New York and California. There doesn't seem to be any saturation point for the expansion of repertoire. There will be more expansion in radio performances because of the recent FCC ruling requiring differences of programming for AM and FM outlets in major markets. However, there will not be as much modern music played because of royalties involved.

LESLIE: Racks are beginning to recognize that budget classical product is ideal for rack operations. A few racks do outstanding jobs with classical material. Budget records enable the racks to get into the classical field with the maximum possible turnover. Racks in college book stores do especially well with classical product.

HOROWITZ: It's a healthy sign that more music is now available to the public. The industry will be better off in the long run because the public can draw from a wider selection.

Clib'n Award To Rumanian

FORT WORTH — Radu Lupu, a 20-year-old Rumanian pianist, garnered first prize in the second Van Cliburn International Quadrennial Piano Competition here Oct. 8. In addition to a \$10,000 award, Lupu's victory meant an international tour, including an April 12 debut at New York's Carnegie Hall. He is slated to appear with the Fort Worth Symphony on Tuesday (18).

Other winners in the 47-contestant field were Barry Lee Snyder, 22, Bethlehem, Pa., \$3,000; Blanca Uribe, 26, Colombia, \$2,000; Maria Luisa Lopez-Vito, 27, of the Philippines, \$1,000; Rudolf Buchbinder, 19, Austria, \$750, and Benedikt Kohlen, 21, Germany, \$500.

Lupu also won special awards before the finals for the best performance of Willard Straight's "Structure for Piano," written for the competition, and of an Aaron Copland sonata movement. Ralph Votapek of Milwaukee was the winner in the first contest four years ago. Since then, Votapek, who averages 50 concerts and recitals a year, has recorded for Cambridge and Concert-Disc.

28 Concerts in Musical Weeks

PARIS — The Paris Musical Weeks—from Saturday (22) to Nov. 22—will feature 28 concerts in which contemporary music will predominate, including works by Andre Kovach and Gunther Schuller.

There will be concerts by the National Orchestra of the ORTF, the London Philharmonic Orchestra, and the Orchestra of the Gewandhaus of Leipzig.

To commemorate the 20th anniversary of UNESCO, Darius Milhaud has been commissioned to write a cantata.

WFMT-FM Airs Opera Previews

CHICAGO — WFMT-FM, Chicago's venerable fine arts outlet, is airing a unique series of previews of the Chicago Lyric Opera's nine productions for this season.

WFMT began broadcasting outstanding recorded performances of opera prior to the Lyric's premiere production of the same work some 13 years ago.

The complete opera, with synopsis, program notes and information about the Lyric production, is broadcast.

Cliburn Recital

• Continued from page 56

ject of a portrait on the Bell Telephone Hour on Sunday (16). The TV show includes footage from Cliburn's recording session for the new album at Webster Hall.

Well-Organized

• Continued from page 56

cians and, especially in the Wagnerian excerpts, he was out to prove it. This orchestra is well on its way to being one of the foremost aggregations in the country thanks to its veteran music director. Although it does not have an exclusive recording contract, it is well represented on Columbia. The American Symphony also has recorded for RCA Victor, Decca and CRI and has an LP com-

ing from Vanguard. Diamond's "Overture to Shakespeare's 'Tempest'" was a brief apt curtain-raiser following the "Star Spangled Banner." Mayor John Lindsay also addressed the international gathering, which included many United Nations representatives. Forthcoming concerts will have such soloists as harpsichordist Rafael Puyana, pianist Andre Watts and Beveridge Webster, mezzo soprano Maria Lucia Godoy, and violinists Yehudi Menuhin and Joseph Silverstein. Guest conductors will be Karl

'Traviata'

• Continued from page 56

the round, full tenor voice that's been so badly needed for so many years by the opera company. This role should open the doors for him for other duties. Merrill has never sounded

Boehm, Menuhin, David Katz, Paul Kletzki, Vladimir Golschmann and Henry Lewis.

FRED KIRBY

better. He delivers soundly from the moment he entered in Act II and began his impassioned plea to Violetta. His tone never lost in composure or resonance. and, with Lunt's different approach, he acted the role of the father unflinchingly and with believability.

Miss Moffo's role, as conceived in this staging, was perhaps the most difficult, for more is demanded of her acting skills than the others. A lesser performer would find it an extreme handicap, and certainly would detrack her from concentration

on voice. But Miss Moffo, who has recorded the role for RCA Victor, comes through admirably in both cases. Whether singing softly in "Dite alla giovine," or in "Ah Fors e lui che 'Anima," her trills were accurate and on pitch. And, in the last act, she moved from couch to bed, and ended up on her back without losing control or tone. The scene was typical of her achievements.

Minor roles were handled ably, and the company, the gypsy dancers fit in handsomely.

ROBERT SOBEL

CLASSICAL MUSIC

Billboard SPECIAL SURVEY for Week Ending 10/22/66

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 (3-12" LP) Various Artists, RCA LM 6171 (M); LSC 6171 (S)	4	23	20	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symph. Orch. (Szell), Angel 36347 (M); S 36347 (S)	8
2	2	VERDI: NABUCCO (3-12" LP) Sulliotis, Gobbi & Various Artists/Vienna Op. Orch. (Gardelli), Lon. A 4382 (M); OSA 1382 (S)	8	24	18	MONTERRAT CABALLE SINGS SONGS OF ENRIQUE GRANADOS RCA LM 2910 (M); LSC 2910 (S)	7
3	4	MAHLER: SYMPHONY NO. 7 (2-12" LP) N. Y. Phil. (Bernstein), Col. M2L 339 (M); M2S 739 (S)	8	25	23	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	29
4	3	RACHMANINOFF: PIANO CONCERTO NO. 2 Entremont/N. Y. Phil. (Bernstein), Col. ML 5481 (M); MS 6148 (S)	9	26	26	REVERIE Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)	17
5	7	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	29	27	25	DVORAK: SYMPHONY NO. 9 ("New World") N. Y. Phil. (Bernstein), Col. ML 5793 (M); MS 6393	6
6	6	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335	12	28	24	PURCELL: MUSIC FOR THE THEATRE Bath. Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	18
7	5	GERSHWIN RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	9	29	19	TCHAIKOVSKY: OVERTURE 1812 Minn. Symph. Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	15
8	8	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	9	30	28	BACH ORGAN FAVORITES Biggs, Col. M1 6148 (M); MS 6748 (S)	5
9	10	NIELSEN: SYMPHONY NO. 6 Phila. Orch. (Ormandy), Col. ML 6282 (M); MS 6882 (S)	3	31	—	PROKOFIEV: PETER AND THE WOLF Royal Phil. Orch. (Dorati), Sean Connery, London PM 55005 (M); SPC 21007 (S)	1
10	11	ORFF: CARMINA BURANA New Phil. Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	9	32	32	ROSSINI: WILLIAM TELL OVERTURE N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)	13
11	15	BACH: LUTE SUITES NO. 1 & 2 Bream, RCA LM 2896 (M); LSC 2896 (S)	7	33	—	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Columbia ML 6256 (M); MS 6856 (S)	16
12	14	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	18	34	34	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	29
13	13	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP) Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	8	35	38	SIBELIUS FESTIVAL—FINLANDIA Phila. Orch. (Ormandy), Mormon Tab. Choir, Col. ML 6132 (M); MS 6732 (S)	3
14	9	TCHAIKOVSKY: CONCERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	28	36	29	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	20
15	12	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	22	37	39	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	21
16	16	PUCCINI: MADAMA BUTTERFLY (3-12" LP) Price, Tucker/RCA Ital. Op. Orch. & Chor. (Leinsdorf), RCA LM 6160 (M); LSC 6160 (S)	3	38	35	RODGERS: VICTORY AT SEA, VOL. II RCA Victor Symph. Orch. (Bennett), RCA LM 2226 (M); LSC 2226 (S)	4
17	17	ARTUR RUBINSTEIN/CHOPIN RCA LM 2889 (M); LSC 2889 (S)	16	39	—	SATIE RIANO MUSIC Aldo Ciccolini, Angel 35442 (M); (No Stereo)	1
18	30	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	2	40	36	BACH ON THE PEDAL HARPSICHORD Biggs, Col. ML 6204 (M); MS 6804 (S)	26
19	22	WAGNER: LOHENGGRIN (5-12" LP) Various Artists/Boston Symph. Orch. (Leinsdorf), RCA LM 6710 (M); LSC 6710 (S)	3				
20	21	FALLA: LA VIDA BREVE (2-12" LP) De los Angeles & Various Artists/Orq. Nac. De Espana (DeBurgos), Angel BL 3672 (M); SBL 3672 (S)	3				
21	33	PUCCINI: LA BOHEME (2-12" LP) Various, RCA Victor Orch. (Beecham), Seraphim 1/6000 (M); (No Stereo)	2				
22	27	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell/Phila. Orch. (Ormandy), Col. ML 5498 (M); MS 6193 (S)	5				

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/RCA Victor Orch. (Beecham), Seraphim 1B 6000 (M); (No Stereo)	5.	MOZART: SYMPHONY NO. 41—Vienna St. Op. Orch. (Prohaska); Vang. VSD 167 (M); VSD 167 SD (S)
2.	HINDEMITH: CONCERT MUSIC FOR STRINGS AND BRASS—Phil. (Hindemith), Seraphim 60005 (M); S 60005 (S)	6.	TCHAIKOVSKY: SYMPHONY NO. 5—Halle Orch. (Barbirolli); Vang. VSD 139 (M); VSD 139 (S)
3.	SMETANA: MY FATHERLAND (2-12" LP)—Czech. Phil. (Ancerl); Crossroads, 222/60001 (M); 222/60002 (S)	7.	HONEGGER: SYMPHONY No. 2 & 3—Czech. Phil. (Baudo); Crossroads 221/60009 (M); 221/60010 (S)
4.	NIELSEN: SYMPHONY NO. 4—Halle Orch. (Barbirolli), Vang. VSD 179 (M); VSD 179 VSD (S)	8.	HAYDN: CREATION (2-12" LP)—Wenglor, and Various Artists, Berlin Radio Orch. and Cho. (Koch), Heliodor 25028-2 (M); S-25028-2 (S)



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Buckley Opens 4th Music City Outlet



SONNY JAMES, center, Capitol recording artist, chats with WLAC's Herman Grizzard, right, and Capitol country promo chief Wade Pepper at the opening day festivities at Louis Buckley's new record store.

NASHVILLE—A gala, two-week celebration marked the opening of Louis Buckley's fourth retail record outlet in Music City, Oct. 7-22. The store, located in the heart of the "Grand Ole Opry" district, is the only fully stocked outlet in the area, offering a complete line of singles and albums, from classical to country.

Buckley, the South's leading record merchandiser and promoter, celebrated the store's opening with a massive advertising-promotion campaign, employing the facilities of local TV and radio stations. Herman Grizzard, veteran disk jockey and WLAC-Radio personality, conducted remote broadcasts from the store, interviewing the top artists in the country music field. The daily broadcasts featured appearances by such stars as Sonny James, Roy Acuff, Johnny Cash, Faron Young, Tex Ritter, Chet Atkins, Flatt & Scruggs, Carl and Pearl Butler, the Wilburn Brothers, Bobby Bare, Hank Snow, the Carter Family, Charlie Louvin, Billy Walker and many others. The appearance of these artists was a silent tribute to the work Buckley has done in promoting Nashville and the music industry over the last 30 years.

The veteran music dealer also leases, operates and stocks the record centers of Harvey's Department Stores, as well as his

own record shops. Included in the Buckley operation is a large mail-order record business, which receives orders from over 40 States. The addition of the "Buckley No. 2" store makes it the largest retail record operation in the South.

Although he has been and is a staunch supporter of the "Nashville sound," Buckley also promotes the sale of "Top 40" and r&b disks, employing solid advertising campaigns on the city's top rock and "soul" stations, WKDA, WVOL, WMAK, WSIX and WLAC, as well as all-country WENO and part-country WSM.

Buckley also promotes his records in extensive ad campaigns in the local papers and on the three TV stations in Nashville, accounting for high-volume business enjoyed by his four outlets. His local promotion campaigns during the Opry Anniversary Celebrations of the past few years, in co-operation with record manufacturers, laid the groundwork for the record-breaking volume of music advertising seen in Nashville for this year's festivities.

Although the addition of the new store is more than enough to keep him busy, Buckley plans to expand his operation again in 1967 when Harvey's opens its Hundred Oaks Store, in which the venerable "music man" will lease and operate his fifth retail record outlet in the Nashville area.

4,500 to Invade Nashville For WSM's Celebration

• Continued from page 1

Seeley, Boots Randolph, Don Bowman, and many others.

The Country Music Association will hold a membership meeting at 10 a.m., Thursday. It will include election of officers and directors and other CMA business.

On Friday, the CMA will host a dinner-show-dance which will feature the announcement of newly elected members to country music's Hall of Fame, and a show written and produced by Gene Nash, and starring Faron Young.

WSM will host a buffet breakfast and "spectacular" Friday morning. The breakfast will begin at 8 a.m., followed by the spectacular to be broadcast over WSM with Dave Overton as emcee.

Dot Lunch

Dot Records will hold a luncheon and show Friday at the Municipal Auditorium to be hosted by Randy Wood. Lawrence Welk and Pat Boone will be special guests.

Decca Show

At 5:30 p.m. Friday, Decca Records will give a party and show downstairs at the Municipal Auditorium headlined by Hall of Fame artist Ernest Tubb.

RCA Breakfast

Saturday morning, RCA Victor Records will hold a breakfast at Municipal Auditorium, followed by a show starring their complete country music talent roster.

Col Show

Columbia Records will follow the RCA Victor party with their traditional luncheon show at the "Grand Ole Opry" beginning at noon, with Carl Smith as emcee.

Sachs on the Mend

CINCINNATI—Bill Sachs, Billboard executive news editor, who underwent eye surgery Sept. 22, is mending nicely at his home here and is expected to resume his Billboard duties the first week of November. Sachs will miss the Country Music Festival in Nashville this week for the first time. Sachs' home address is 3445 Camellia Court, Cheviot, Ohio 45211.

Cap Party

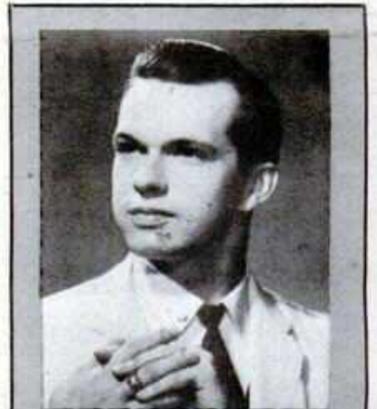
At 5 p.m., Capitol Records is giving a pizza party and show at the Municipal Auditorium, featuring the label's artists.

Topping off the full schedule of Saturday events will be the "Grand Ole Opry" show beginning at 6 p.m., and followed by the traditional Pamper dance at Municipal Auditorium.

For those still able to function, Columbia Records will complete the action-packed celebration with a coffee clatch on Sunday morning at the Hermitage Hotel. Along with the traditional banquet shows of the major manufacturers, there will be hospitality suites and open house events given by countless record and instrument firms. Monument Records will have a hospitality suite for the first time with Jeanie Seeley, Billy Walker, Boots Randolph, and Grandpa Jones on hand. Mercury Records will host a reception at the Hermitage Hotel with Roy Druskey, Faron Young, and Dave Dudley greeting visitors. Starday Records will hold its annual Country Corner Key Club at the Hermitage. Visitors will receive keys to a large treasure chest, according to the label's Jim Wilson. If the key fits the chest, the visitor wins a prize. Starday will also sponsor shuttle buses to and from the convention area and the Country Music Hall of Fame and Museum.



Sonny James, "The Southern Gentleman," from Hackelburg, Alabama, hits high speed this week with a single and two albums on Billboard's Survey of Hot Country Music. "Room in Your Heart" (Capitol 5690) is a sentimental single. Two albums, "Til the Last Leaf Shall Fall" (Capitol T2561M, ST 2561S) and "True Love is a Blessing" (Capitol T2500M, ST2500S) offer a sterling showcase for Sonny's talents. With a lifetime of music background (he's been singing since he was four years old) Sonny James knows how to get the sound he wants—and that's why he plays an Epiphone Guitar. (Advertisement)



CASH McCALL has a monster in the making. "SHOOT LOW SHERIFF," SINCERE BB 8336. Nationally Distributed by Sounds of Nashville. DJ's for samples contact: M & M Promotions, RR #2, Jackson, Mich. (Advertisement)

You'll miss the best part of the 41st Anniversary Birthday Celebration

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DELAYED OPRY NETWORK BOOTH

Municipal Auditorium

October 20-21-22

WSM-Nashville, Tennessee



MEET COLEEN SHARP

She's got the voice to match her beauty! Next week her initial release on Boone Records will be announced. Give it a listen . . . you'll say WOW . . . is COLEEN SHARP! (Advertisement)

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 October 23, 1961

1. Walk on By, Leroy Van Dyke, Mercury
2. Tender Years, George Jones, Mercury
3. Under the Influence of Love, Buck Owens, Capitol
4. I Fall to Pieces, Patsy Cline, Decca
5. Hello Fool, Ralph Emery, Liberty
6. It's Your World, Marty Robbins, Columbia
7. Walking the Streets, Webb Pierce, Decca
8. Big Bad John, Jimmy Dean, Columbia
9. Sea of Heartbreak, Don Gibson, RCA Victor
10. You're the Reason, Bobby Edwards, Crest

COUNTRY SINGLES— 10 Years Ago October 20, 1956

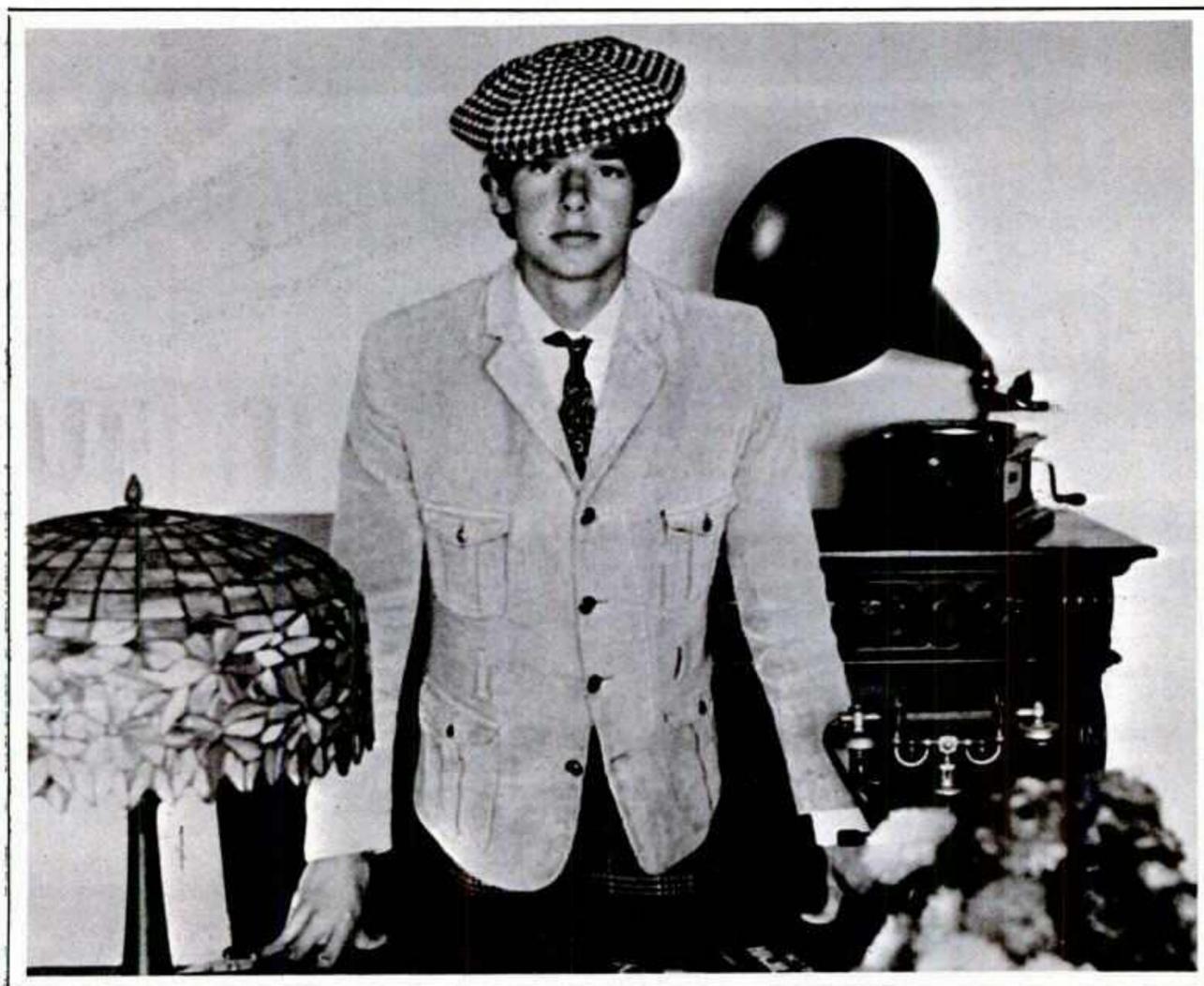
1. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
2. Crazy Arms, Ray Price, Columbia
3. I Walk the Line, Johnny Cash, Sun
4. Singing the Blues, Marty Robbins, Columbia
5. Searching, Kitty Wells, Decca
6. Sweet Dreams, Faron Young, Capitol
7. You Are the One, Connie Smith, Columbia
8. Conscience I'm Guilty, Hank Snow, RCA Victor
9. Love Me Tender, Elvis Presley, RCA Victor
10. Teen-Age Boogie/I'm Really Glad You Hurt Me, Webb Pierce, Decca

The Los Angeles Times said,
"FANTASTIC" IN PERSON...

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and a SMASH!



"Poor Little Bird" & "Where did Robinson Crusoe go with Friday on Saturday night?"

From the most talked about new LP of 1966...

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*After 30 years of continuous success on RCA Victor—
this star shines brighter than ever!*

HANK



SNOW

Let the record speak for itself!

THIS IS MY STORY

HANK SNOW

Tells the inspiring story of his climb to stardom.



LPM/LSP-6014(e)

Handsome book-type package is a two-record autobiography that offers one disc of Hank's narration, and another that includes ten of his biggest songs. The inside spread features many pictures and captions illustrating Hank's career. Also heard in the recordings are the voices of Hank Williams, Red Foley and many others who have known Hank through the years. Great collector's item—should sell very strongly!



LPM/LSP-3548



LPM/LSP-3471



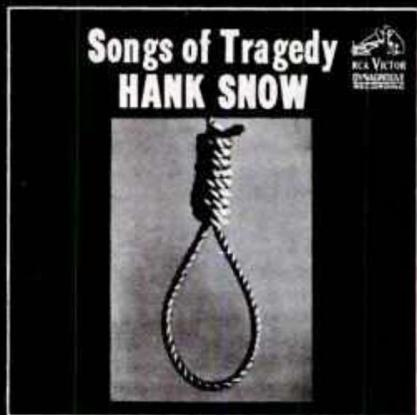
LPM/LSP-3378



LPM/LSP-3317



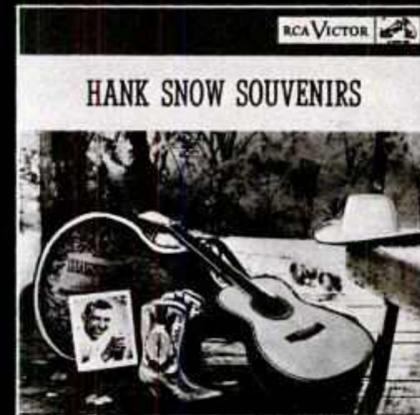
LPM/LSP-2952



LPM/LSP-2901



LPM/LSP-2675



LPM/LSP-2285

- "Gospel Train" LPM/LSP-3595
- "The Best of Hank Snow" LPM/LSP-3478(e)
- "More Hank Snow Souvenirs" LPM/LSP-2812
- "3 Country Gentlemen" (with Hank Locklin and Porter Wagoner) LPM/LSP-2723
- "Railroad Man" LPM/LSP-2705
- "Together Again" (with Anita Carter) LPM/LSP-2580
- "Big Country Hits—Songs I Hadn't Recorded Till Now" LPM/LSP-2458

- "When Tragedy Struck" LPM-1861
- "Hank Snow Sings Sacred Songs" LPM-1638
- "Hank Snow's Country Guitar" LPM-1435
- "Hank Snow Country and Western Jamboree" LPM-1419
- "Country Classics" LPM-1233
- "Just Keep A-Movin'" LPM-1113

Camden Albums

- "Travelin' Blues" CAL/CAS-964(e)
- "The Highest Bidder' and Other Favorites" CAL/CAS-910(e)

- "The Old and Great Songs by Hank Snow" CAL-836
- "The Last Ride" CAL-782
- "The One and Only Hank Snow" CAL/CAS-722(e)
- "The Southern Cannonball" CAL-680
- "The Singing Ranger" CAL-514

Gold Standard Singles

- "I've Been Everywhere" / "90 Miles an Hour" 447-0728
- "I Don't Hurt Anymore" / "A Fool Such As I" 447-0562
- "With This Ring I Thee Wed" / "I'm Movin' On" 447-0557

Here's looking forward to many more years of the same, Hank.

RCA VICTOR

The most trusted name in sound



Billboard SPECIAL SURVEY for Week Ending 10/22/66

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
2	1	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)	8	39	40	MY UNCLE USED TO LOVE ME BUT SHE DIED Roger Miller, Smash 2055 (Tree, BMI)	5
2	1	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)	11	40	46	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	2
3	3	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	11	41	23	I HEAR LITTLE ROCK CALLING Ferlin Husky, Capitol 5679 (Acclaim, BMI)	12
4	5	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)	9	42	50	MAN WITH A PLAN Carl Smith, Columbia 43753 (4 Star, BMI)	4
5	6	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)	9	43	53	THE GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	2
6	9	IT TAKES A LOT OF MONEY Warner Mack, Decca 32004 (4 Star, BMI)	8	44	34	PURSUING HAPPINESS Norma Jean, RCA Victor 8887 (Wilderness, BMI)	11
7	7	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)	10	45	45	HE WAS ALMOST PERSUADED Donna Harris, ABC 10839 (Gallico, BMI)	4
8	4	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	18	46	47	COME ON AND SING Bob Luman, Hickory 1410 (Cedarwood, BMI)	5
9	14	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)	11	47	48	THIS GUN DON'T CARE Wanda Jackson, Capitol 5712 (Barmour, BMI)	7
10	19	EARLY MORNING RAIN George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	8	48	58	ROSES FROM A STRANGER Leroy Van Dyke, Warner Bros. 5841 (Acuff-Rose, BMI)	2
11	18	ALMOST PERSUADED NO. 2 Ben Colder, MGM 13590 (Gallico, BMI)	5	49	51	LITTLE PINK MACK Kaye Adams, Tower 269 (Central, BMI)	2
12	13	BLUES PLUS BOOZE (Means I Lose) Stonewall Jackson, Columbia 43718 (Sure Fire, BMI)	12	50	60	UNMITIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	2
13	10	IF TEARDROPS WERE SILVER Jean Shepard, Capitol 5681 (Tree, BMI)	15	51	61	SHOW ME THE WAY TO THE CIRCUS Homesteaders, Little Darlin' 0010 (Mimosa, BMI)	2
14	17	SWEET THANG Nat Stuckey, Paula 243 (Su-Ma/Stuckey, BMI)	7	52	52	A WOMAN NEVER FORGETS Kitty Wells, Decca 32024 (Wells-Cedarwood, BMI)	2
15	24	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	8	53	54	I'M DOING THIS FOR DADDY Johnny Wright, Decca 32002 (Southtown, BMI)	2
16	26	BAD SEEDS Jan Howard, Decca 32016 (Stallion, BMI)	3	54	55	PRISSY Chet Atkins, RCA Victor 8927 (Victor, BMI)	2
17	22	IT'S ONLY LOVE Jeannie Seely, Monument 965 (Pamper, BMI)	7	55	59	EVIL OFF MY MIND Burl Ives, Decca 31997 (Wilderness, BMI)	2
18	8	4033 George Jones, Musicor 1181 (Blue Crest/Husky, BMI)	13	56	56	DADDY'S COMING HOME Charlie Walker, Epic 10063 (Southtown, BMI)	2
19	12	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)	18	57	57	YOU CAN'T STOP ME Billy Mize & the Jordanaires, Columbia 43770 (Seashell, BMI)	2
20	11	THE TIP OF MY FINGERS Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	14	58	68	I JUST COULDN'T SEE THE FOREST Lefty Frizzell, Columbia 43734 (Golden Eye, BMI)	2
21	15	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)	18	59	63	GOIN' DOWN THE ROAD Skeeter Davis, RCA Victor 8932 (Crestmoor, BMI)	2
22	16	AT EASE HEART Ernie Ashworth, Hickory 1400 (Acuff-Rose, BMI)	15	60	62	THE PROOF IS IN THE KISSING Charlie Louvin, Capitol 5729 (Barmour, BMI)	2
23	28	FIVE LITTLE JOHNSON GIRLS Stonemans, MGM 13557 (Jack, BMI)	3	61	64	WISH ME A RAINBOW Hugh X. Lewis, Kapp 771 (Famous, BMI)	2
24	29	LONG TIME GONE Dave Dudley, Mercury 72618 (Newkeys, BMI)	3	62	70	ANOTHER STORY Ernest Tubbs, Decca 32022 (Marson, BMI)	2
25	38	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	2	63	74	THE BARON Dick Curless, Tower 255 (Aroostook, BMI)	2
26	27	APARTMENT #9 Bobby Austin, Tally 500 (Owen, BMI)	3	64	69	NOT THAT I CARE Jerry Wallace, Mercury 72619 (Sure Fire, BMI)	2
27	21	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure Fire, BMI)	21	65	65	OH, LONESOME ME Bobbi Martin, Coral 62488 (Acuff-Rose, BMI)	2
28	20	THE SHOE GOES ON THE OTHER FOOT TONIGHT Marty Robbins, Columbia 43680 (Mariposa, BMI)	16	66	66	YOU WOULDN'T PUT THE SHUCK ON ME Geezinslaw Brothers, Capitol 5722 (Geezinslaw, BMI)	2
29	35	COMING BACK TO YOU Browns, RCA Victor 8942 (American, BMI)	3	67	67	THE GOODIE WAGON Billy Large, Columbia 43741 (Tuckahoe, BMI)	2
30	32	THE GREAT EL TIGRE Stu Phillips, RCA Victor 8868 (Delmore, ASCAP)	10	68	72	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	2
31	36	BRING YOUR HEART HOME Jimmy Newman, Decca 31994 (Newkeys, BMI)	3	69	73	THE BEST PART OF LOVING YOU Hank Locklin, RCA Victor 8928 (Coldwater, BMI)	2
32	42	SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	2	70	75	TONIGHT'S THE NIGHT MY ANGEL'S HALO FELL Sheb Wooley, MGM 13556 (Vanjo, BMI)	2
33	33	LOVE'S SOMETHING (I Can't Understand) Webb Pierce, Decca 31982 (Cedarwood, BMI)	9	71	71	TEARDROP LANE Ned Miller, Capitol 5742 (Central, BMI)	2
34	39	THE TALLEST TREE Bonnie Guitar, Dot 16919 (Hearthstone-Acclaim, BMI)	2	72	—	WHERE IS THE CIRCUS Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	1
35	41	ONE IN A ROW Willie Nelson, RCA Victor 8933 (Pamper, BMI)	4	73	—	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	1
36	44	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	2	74	—	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	1
37	37	LOOK INTO MY TEARDROPS Conway Twitty, Decca 31983 (Wilderness, BMI)	6	75	—	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	1
38	43	VOLKSWAGEN Ray Pillow, Capitol 5735 (Raleigh, BMI)	3				

Billboard SPECIAL SURVEY for Week Ending 10/22/66

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	1	I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	11
2	2	ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	11
3	3	CARNEGIE HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	13
4	5	THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)	15
5	4	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	13
6	6	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	7
7	8	SUFFER TIME Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)	13
8	9	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	3
9	7	STEEL RAIL BLUES George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	8
10	11	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)	5
11	12	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	8
12	10	TILL THE LAST LEAF SHALL FALL Sonny James, Capitol T 2561 (M); ST 2561 (S)	5
13	15	GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	22
14	14	LET'S GO COUNTRY Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)	12
15	13	LONESOME IS ME Charlie Louvin, Capitol T 2482 (M); ST 2482 (S)	12
16	18	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	22
17	21	SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)	5
18	16	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca DL 4792 (M); DL 74792 (S)	13
19	26	CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	3
20	20	CONNIE SMITH SINGS GREAT SACRED SONGS RCA Victor LPM 3589 (M); LSP 3589 (S)	7
21	19	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)	27
22	22	DON'T TOUCH ME Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)	16
23	17	ALONE WITH YOU Jim Edward Brown, RCA Victor LPM 3569 (M); LSP 3569 (S)	13
24	24	I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)	18
25	25	COUNTRY ALL THE WAY Kitty Wells, Decca DL 4776 (M); DL 74776 (S)	15
26	29	MISS BONNIE GUITAR Dot DLP 3737 (M); DLP 25737 (S)	5
27	23	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	11
28	33	THE SEELY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	2
29	36	BREAKIN' THE RULES Hank Thompson, Cap. T 2575 (M); ST 2575 (S)	2
30	30	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol T 2547 (M); ST 2547 (S)	17
31	27	I'M A NUT Leroy Pullins, Kapp KL 1488 (M); KS 3488 (S)	7
32	31	SOMETHIN' FOR EVERYONE Elton Britt, ABC ABC 566 (M); ABCS 566 (S)	5
33	34	COUNTRY SHADOWS Hank Williams Jr., MGM F 4391 (M); SE 4391 (S)	2
34	39	A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	2
35	32	GETTIN' ANY FEED FOR YOUR CHICKENS? Del Reeves, United Artists UAL 3530 (M); UAS 6530 (S)	8
36	35	MAN WITH A PLAN Carl Smith, Columbia CL 2501 (M); CS 9301 (S)	11
37	—	NAT STUCKEY SINGS Nat Stuckey, Paula LP 2192 (M); LPS 2192 (S)	1
38	37	THE WAY YOU LIKE IT Buddy Cagle, Imperial LP 9318 (M); LP 12318 (S)	4
39	28	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)	22
40	—	THE MAN BEHIND THE BADGE Red Simpson, Capitol T 2569 (M); ST 2569 (S)	1



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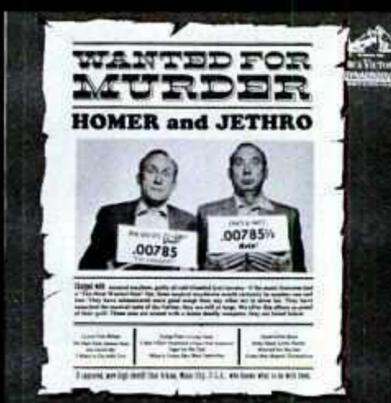
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TAPE CARTRIDGE TIPS

by *Larry Finley*

Ten days ago we visited "Music City," U. S. A. (Some folks still call it Nashville, Tennessee.) We were amazed and astounded at the growth of "Music City" and were surprised to learn that the music industry is rated as bringing in over one hundred million dollars a year to that area.

Our hosts for the weekend were Don Pierce, President of Starday Records, and his right hand, Hal Neely, who is General Manager of all of Don's various enterprises.

One thing that was certainly most noticeable was the friendly feeling between the various record companies as well as the manner in which everyone works together to further the music industry in the "Music City," U. S. A., area.

Although we had heard many stories about it, for the first time we visited "Randy's Record Shop" in Gallatin, Tennessee, which was actually the birthplace of Dot Records. Don and Hal were most complimentary in telling us stories about Randy Wood, President of Dot Records. Randy maintains a beautiful farm in Gallatin and is most active in politics as well as civic and charity matters. For the first time, we learned of his many charitable contributions and of the many scholarships that he has awarded to people in Tennessee.

We played golf at the Bluegrass Yacht and Country Club, whose membership roster includes Randy, Don, Hal, Ray Price, Boots Randolph, Fred Foster, Grady Martin, Jimmy Newman, Charley Walker, just to name a few.

Hal Neely was especially busy making preparations for the "Pro-Celebrity" Golf Tournament which was held this past weekend with such stars as Perry Como, Lawrence Welk, Dizzy Dean, Buck Owens, Lesley Gore, Pete Fountain, Woody Woodbury, Sonny James, Eddy Arnold, Minnie Pearl and a host of others.

From the golf field there were such golf stars as Mason Rudolph, Byron Nelson, Tommy Bolt, Joe Campbell and many others.

In our discussions, we found a great deal of enthusiasm and optimism for the tape cartridge industry, and it is our feeling that "Music City," U. S. A., will play a most important part in the development of this new industry.

In addition to 71 other important record labels, ITCC is now delivering Starday and Dot on both 4 and 8 track.

If you are a distributor who is as enthusiastic as ITCC or the folks in "Music City," U. S. A., why not contact



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TAPE CARtridge

Chess Producing Holds Reins Over Chess, Checker, Cadet Items

By **RAY BRACK**

CHICAGO—Chess Producing Corp., resisting overtures for exclusive contracts from independent marketers, has brought the production and distribution of Chess, Checker and Cadet tape CARtridge product under company control effective this month.

The firm will even set up its own duplicating operation in its new 8-story headquarters here in a few months, according to co-owners Leonard and Phil Chess.

Chess 4-track cartridges are now in distribution exclusively through Chess Producing Corp. distributors and other selected outlets outside the pale of customary disc distribution, according to company international director Marshall Chess, who conceived and carried out the company's tape move.

Eight-track Chess-Checker-Cadet product will enter distribution via the company net next Nov. 1.

"We made this move because we strongly feel that the odds are in favor of success," Marshall Chess said. "We reached this conclusion, in part,

after attending several special conferences on the subject of the tape cartridge.

"All the duplicators have wanted our catalog exclusively, but we didn't want to go with them because nobody really knows where the industry is going."

Till now, Chess has licensed its catalog to Muntz and Musictapes.

Duplication initially will be handled by General Recorded Tapes, Sunnyvale, Calif. "We will eventually form our own duplicating subsidiary," Chess said. A floor in the large building just occupied by Chess is being tentatively reserved for the duplicating firm.

According to Chess director of album sales Dick LaPalm, the company will have released 21 titles in 4- and 8-track by Jan. 1, all in 4-color packaging carrying reproductions of the LP covers. The initial release will include product by Ramsey Lewis, Ahmad Jamal, Ray Bryant, Etta James, Chuck Barry, Bo Diddley, Billy Stewart and **MOTIS Mabley**.

Pricing is standard, Marshall Chess said: \$6.98 suggested retail on 8-track and \$4.98 on 4-track.



CHESS PRODUCING CORP. executives Marshall Chess, left, and Dick LaPalm confer before announcement of company's decision to handle its own production and release of 4 and 8-track cartridge product on the Chess, Checker and Cadet labels.

Muntz Studio to Cut Teen Talent

• *Continued from page 1*

tra's "Strangers in the Night" and the Association's "Cherish."

Muntz said the recording studio will place him in a "trading position" with the labels he currently represents. The intention is to lease or sell the tapes, but Muntz is not closing the door on expanding his own recording activities. If he gets into larger production, he would rent commercial studio time.

The new building will be numbered nine of a complex which spreads out on two separate blocks of an industrial section of Van Nuys in the San Fernando Valley.

Has 18 Slaves

The new cartridge duplicating line in Building Nine will be 120 feet long. It takes about 45 seconds to duplicate a song

in the mini-pak, with the reproduction done in the cartridge itself. The company currently has 18 slaves duplicating 8-track product which the president said is 10 per cent of his activity. He has just started heavy duplication of the mini-pak after a short halt. There are currently 10 slaves turning out the single paks. The company has also just begun to deliver its M-30 model, the small \$39.95 model which plays the mini-pak as well as regular album 4-track cartridges. Muntz estimates selling 500,000 M-30 units during the new car model year.

Factory-installed player units will take a long time to become a major factor in the industry, Muntz said. He claimed "kids buying Mustangs are having the units installed after they drive away. Why should they

pay \$120 for a unit when they can get one for \$39.95. Eventually, the car market will control 80 per cent of the player sales, but that could take up to 10 years, or as long as it took for car radios and air conditioners to belong to a mass audience purchase."

On a repertoire front, the company has re-signed ABC Records and its subsidiaries to a five-year pact for an undisclosed, but reportedly impressive guarantee. ABC Records has been in the Muntz library since 1963. Other recent library additions include Elektra, Monument, Old Town, and Sonic.

Orion Products Develops A New Cartridge Loader

SAN FRANCISCO—A new tape CARtridge loader, designed to quadruple the number of cartridges being filled with pre-recorded tape has been developed by Orion Products, Inc.

The semi-automatic device is the first of three devices to be made available to tape cartridge duplicators. In effect, the machine enables an employee to load four cartridges in the same time that he previously handled one.

"Aside from loading the cartridge more efficiently and correctly," Bob Peyton, manager of engineering, said, "Model DS-101 increases productive output, thus freeing personnel for other work." The compact 22x13x6-inch unit does much of the work previously done by hand. Operating at a high winding speed of 60 inches per second, each machine handles about 40 cartridges per hour.

At the end of the entire program on the tape, the machine

automatically stops, cuts and marks the tape between each load. Silence sensing is used to activate the stop. Each mark is both visible and touch sensitive. A 24-inch leader is automatically set from the end of the program.

Another feature of the device is a safety mechanism preventing the tape from being cut in the wrong place. As long as an electrical signal indicating voice or music is on the tape, the cutter will not function. Price of the unit, which is currently available, is \$945.

Orion, principally a data process tape recorder manufacturer, will also market a "run-in" unit. The equipment is designed to take the excess tape out of the loop once it is spliced. Automatically, it will adjust the proper tension level for the tape and eliminate blank tape which is not needed. The run-in unit will be available in late November. Cost has not been announced.

Third on the company's list of new tape cartridge duplicating equipment is a reel loader. The unit takes a 14 inch pancake of tape and loads it onto seven inch reels. The reels are then used by duplicators on their bank of slaves.

TAPE CARTRIDGE CONFERENCE REPORT BOOK

The complete text of speeches delivered by key industry leaders in the record, tape and automotive fields at The Billboard Forum Tape Cartridge Conference recently held in Chicago.

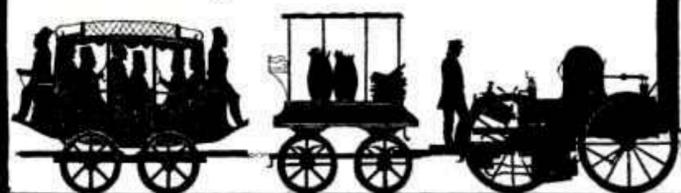
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TAPE CARTRIDGE

MARUWA LISTS OUTPUT FIGURES ON EQUIPMENT

TOKYO—The Maruwa Electronic & Chemical Co., Ltd., of Japan reports CARtridge playback equipment production figures from July 1964, to September 1966:

Model M-80 (4-track auto playback)	124,000 units
Model 1201 (4-track home playback)	26,000 units
Model 1201RC (4-track home combination cartridge & phono playback)	5,000 units
Model M-30 (4-track auto playback)	10,000 units
Model M-12 (4 & 8-track playback)	4,000 units
Total	169,000 units

Production thus far has been for export to the American market. A new company, Mecca Stereo Pak, owned by Maruwa is currently supplying the Japanese market with playback equipment and pre-recorded cartridges. (Billboard, June 4.)

Norway to Get Units By Norsk Phonogram

OSLO — Tape CARtridges were launched in Norway this month by Norsk Phonogram. They are marketed as "Musik Kasett," the Norwegian version of the Philips' Musicassette.

"We waited until now because the cassette repertoire in Europe has been too limited. At first it was mainly intended for the German market and not suitable for Norway," explained Phonogram's Helge Buen. During the year, the cassettes have broken through in The Netherlands and France. Now this autumn's launching of the Philips' system in Britain has made available a wide range of material suitable for Norway.

On the two European systems—Philips and the rival Grundig—only the former has been introduced. It has won support from several companies. In addition to the Philips' group, it

also embraces material from British Decca and DGG-Polydor with EMI likely to come in later. For the present, Norsk Phonogram is marketing all the cassettes, irrespective of the firm of origin, under special license deals.

The Grundig system, used in Germany by Telefunken and Teldec may, it is understood, be taken up by RCA Victor here. Meantime, no decision has been made by DBS as to which system to use. The Philips' cassettes are marketed here at \$6.50, comparing with a standard LP retailing at \$5.50 to \$6.50. Playback equipment starts at \$100. Only players available are for mono production, but the cartridges are also suitable for stereo playback. Stereo equipment is expected to be imported shortly.

ITCC Is Releasing 58 8-Tracks and 47 4-Tracks

NEW YORK — International Tape Cartridge Corp. is releasing 58 new 8-track CARtridges and 47 new 4-track cartridges this month in what president Larry Finley termed as "a new all-time high record of releases for any firm."

This massive cartridge release follows what was "our biggest month of business, September," he said. He attributed most of this business to non-record distribution channels. There are 21 different labels in the 8-track releases, including A&M, Atco, Atlantic, Audio Fidelity, Dot, Impulse, Kapp, MGM, Moonglow, Command, Horizon, Roulette, Verve, ABC, 20th Century-Fox, Cresendo, Starday, Musicor, Mainstream, Laurie, and Kama Sutra.

The 4-track release involves 19 of the above labels. "This is evidence of our faith in the tape cartridge business," Finley said. "Because of the publicity given ITCC in the Wall St. Journal and a story sent nation-

wide by UPI, I've gotten over 100 inquiries about the business in the last 10 days."

Artists in the releases include most of the name acts of the labels, including Herman's Hermits, Enoch Light, Lawrence Welk, Herb Alpert, Jack Jones, the Shondells, Roger Williams, Otis Redding, Bobby Darin, the Righteous Brothers, Gene Pitney and the Lovin' Spoonful.

Muntz Plans Selling Drive

LOS ANGELES — Muntz Stereo-Pak will shortly design a merchandising campaign to dent the Eastern market with its brand name on 4 and 8-track CARtridge players. Newly named special projects national sales director Curt Howard will helm the drive to introduce Muntz's \$39.95 4-track playback unit and its \$1.19 mini-pak hit single cartridge.

The company also plans offering the M-12, a compatible 4 and 8-track player retailing for \$109.95 including speakers. Muntz acknowledges the inroads made by 8-track since RCA-Motorola-Ford and Lear introduced the system. But plans are for a young East Coast distribution network to break open the 4-track market.

RELEASE #12—WEEK OF OCTOBER 22, 1966

MUNTZ STEREO-PAK NEW RELEASES

POSITION & TITLE	ARTIST	LABEL	MUNTZ CAT. NO.
THE VERY BEST OF ROY ORBISON	Roy Orbison	Monument	10-470A
FEELING GOOD	Jean DuShon	Cadet	10-471A
I DON'T WANT TO WALK WITHOUT YOU	Gale Storm	Hamilton	10-473C
YOU'RE GONNA HEAR FROM ME	Julius La Rosa	MGM	10-474A
LEADER OF THE PACK	The Shangri-Las	Red Bird	12-226B
CHAPEL OF LOVE	The Dixie Cups	Red Bird	12-227B
AND THEN . . . ALONG COMES THE ASSOCIATION	The Association	Valiant	12-229A
SIGN OF THE TIMES	King Richard's Fleugel Knights	MTA	14-492A
THE FANTASTIC BOOTS RANDOLPH	Boots Randolph	Monument	14-493A
LIBERACE—NEW SOUNDS	Liberace	Dot	14-494A
LEONARD ATKINS' STRINGS	Leonard Atkins	Rexford	14-496C
MR. ELIMINATOR	Dick Dale	Deltone	21-403B
CHECKERED FLAG	Dick Dale	Deltone	21-404B
THE MAMAS AND THE PAPAS	The Mamas & The Papas	Dunhill	21-408A
THE EXCITING WILSON PICKETT	Wilson Pickett	Atlantic	21-409A
RAIN FOREST	Walter Wanderley	Verve	23-136A
ENJOY THE GOOD OLD DAYS WITH THE BANJO KINGS	The Banjo Kings	Good Time Jazz	25-129A
KID ORY FAVORITES, VOL. 1	Kid Ory	Good Time Jazz	25-131A
BURNIN'	Sonny Stitt	Cadet	26-383A
LEROY WALKS AGAIN	Leroy Vinnegar	Contemporary	26-389A
GOTTA TRAVEL ON	Ray Bryant	Cadet	26-390A
A LEGEND	Patsy Cline	Everest	54-234B
LET'S HIT THE ROAD	Various Artists	Starday	54-235B
HISTORY REPEATS ITSELF	Buddy Starcher	Starday	54-237B
DVORAK: SYMPHONY #5	Ludwig/London Symph.	Everest	90-112B

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NAVY

OCTOBER 22, 1966, BILLBOARD

New Album Releases

ALEORE

GILBERTO MONREIG—La Combinacion Perfecta (The Perfect Combination); LPA 8530

AMY

LEE DORSEY—The New Lee Dorsey Working in the Coal Mine; 8011

ARGO (LONDON IMPORT)

JOSEF LHEVINNE—The Golden Age of Piano Virtuosi; DA 41
OLIVIER MESSIAEN — The Nativity; ZRG 447, ZRG 5447
SIMON PRESTON—Crown Imperial; RG 448, ZRG 5448
MARISA ROBLES—Harp Music of Spain; RG 457, ZRG 5457
VARIOUS ARTISTS—Over Here, Irish Songs; RG 459, ZRG 5459
MENDELSSOHN—String Symphony No. 9, 10, 12—Academy of St. Martin-in-the Field; RG 467, ZRG 5467
THE ELIZABETHAN SINGERS — I Love My Love; RG 496, ZRG 5496
MALCOLM WILLIAMSON—The Happy Prince; NF 5, ZNF 5

BLUENOTE

DONALD BYRD—Free Form; BLP 4118, BST 84118
WAYNE SHORTER—The All Seeing Eye; BLP 4219, BST 84219
CECIL TAYLOR—Unit Structures; BLP 4237, BST 84237
STANLEY TURRENTINE—Rough 'n' Tumble; BLP 4240, BST 84240

CAPITOL

BAVARIAN RADIO SYMPHONY (Ludwig—Paprika!); PP 8645, SP 8645
HOLLYWOOD BOWL SYMPHONY (Newman)—Hollywood Pops!; P 8639, SP 8639
The Best of JOHAN JONES; T 2594, ST 2594
The Best of DEAN MARTIN; DT 2601
PRO ARTE ORCH.—"Mod" Concert; P 8642, SP 8642
The Best of TEX RITTER; DT 2595
The Best of ROGER WAGNER CHORALE: Christmas Carols; W 2591, SW 2591

CAPITOL (FRANCE)

VARIOUS ARTISTS—French Masonic Music of the 18th Century; ASTX 348
GRIEG: SONATA IN E MINOR OP. 7—Aldo Ciccolini (Piano); SAXF 1045

LOUIS COUPERIN & JACQUES CHAMPION DE CHAMBOONNIERS: Harpsichord Pieces; SAXF 1055
TINO ROSSI—Corsican Songs; FSX 171

CBS

Four Melodic Masterpieces of Samuel Barber—New York Philharmonic (Schipper); 32 11 0005, 32 11 0006

COLUMBIA

BOSS GOLDIES—Sounds From the Grooveyard; CL 2559, CS 9359
EYDIE GORME & THE TRIO LOS PANCHOS—Navidad Means Christmas; CL 2557, CS 9357
SKITCH HENDERSON & THE "TONIGHT SHOW" ORCH.—More Skitch Tonight; CL 2450, CS 9250
LOS TROVADORES—Romantic Folk Songs of South America; EX 5169

COMMAND

COUNT BASIE & HIS ORCH. — Broadway Basie's Way; RS 905 SD

CONCENTRIC

BOBBY COLE—A Point of View; M/1000, S/1000

CRESCENDO

BILLY LEE RILEY—In Action; GNP 2028
JACK SHELDON—Play Buddy Play; GNP 2029
BILLY STRANGE & THE CHALLENGERS; GNP 2030
THE CHALLENGERS—Wipe-Out; GNP 2031
The Best of JOE & EDDIE; GNP 2032
THE SEEDS—A Web of Sound; GNP 2033

HIBACK

PAUL FRESCO—Love in the Sun; HM 101

LIBERTY

JULIE LONDON—For the Night People; LRP 3478, LST 7478
BILLY MAXTED—Billy Maxted's Jazz Band; LRP 3474, LST 7474

MAINSTREAM

MAURICE SMITH—Bitter Acid; 56085, 6085
SOUNDTRACK—The Wrong Box; 56008, 6088
CLARK TERRY/BOB BROOKMEYER QUINTET —Gingerbread Men; 56086, 6086

BREAKOUT

NATIONAL BREAKOUTS

The Mama's & the Papa's, Dunhill 4050

Petula Clark, Warner Bros. 5863

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.

Chantays, Dot 145 (Downey Music, BMI) (Boston, Houston)

Hardtimes, World Pacific 77851 (Minit, BMI) (Houston)

Music Machine, Original Sound 61 (Thrush, BMI) (Los Angeles)

Tom Rush, Elektra 45607 (Gandalf, BMI) (Boston)

Traits, Scepter 12169 (Keymen, BMI) (Houston)

Patti Page, Columbia 43794 (Gallico, BMI) (Baltimore)

Don Cherry, Monument 971 (Sunbeam, BMI) (Houston)

Terry Knight & the Pack, Lucky 11 230 (Milky Way-Trio-Cotillion, BMI) (Cleveland)

Barbara Lynn, Tribe 8319 (Fame, BMI) (Houston)

MONITOR

BACH: SONATAS FOR CELLO & HARPSICHORD—Edmund Kurtz, Frank Pelleg; MC 2108, MCS 2108
FERNANDO FARINHA—The Portuguese Hits of Fernando Farinha; MF 467, MFS 467
HAYDN: SHORT MASTERPIECES FOR THE KEYBOARD—Nadia Reisenberd; MC 2098, MCS 2098
THE LATVIAN FOLK ENSEMBLE OF NEW YORK—Songs & Dances of Latvia; MF 466, MFS 466
SCHUBERT: THE TROUT PIANO QUINTET IN A OP. 114—The Pascal String Quartet; MC 2106, MCS 2106

MONUMENT

BRUNO CANFORA & HIS ORCH.—Romantic Riviera; MLP 8056, SLP 18056
GUITARS EXTRAORDINARY — The Fabulous Jokers; MLP 8059, SLP 18059

MUSICOR

JUDY LYNN—Honey Stuff; MM 2112, MS 3112

MELBA MONTGOMERY — Don't Keep Me Lonely Too Long; MM 2114, MS 3114
GENE PITNEY—Young & Warm and Wonderful; MM 2108, MS 3108
GENE PITNEY—Greatest Hits of All Times; MM 2102, MS 3102
GEORGE STONE—Sings and Shate Along; MM 2105, MS 3105

NONESUCH

BACH: LUTE MUSIC—Walter Gerwig; H 1137, H 71137
BACH: CANTATA BWV 199—Soloists Ensemble; H 1136, H 71136
BRUCKNER: SYMPHONY NO. 7—Hague Philharmonic (Schuricht); H 1139, H 71139
DEMANTIUS: ST. JOHN PASSION—M.C.R.V. Vocal Ensemble (Voorberg); H 1138, H 71138
ELGAR: STRING QUARTET IN E MINOR—Claremont Quartet; H 1140, H 71140

PACIFIC JAZZ

CHICO HAMILTON — Jazz Milestones; PJ 10108, ST 20108

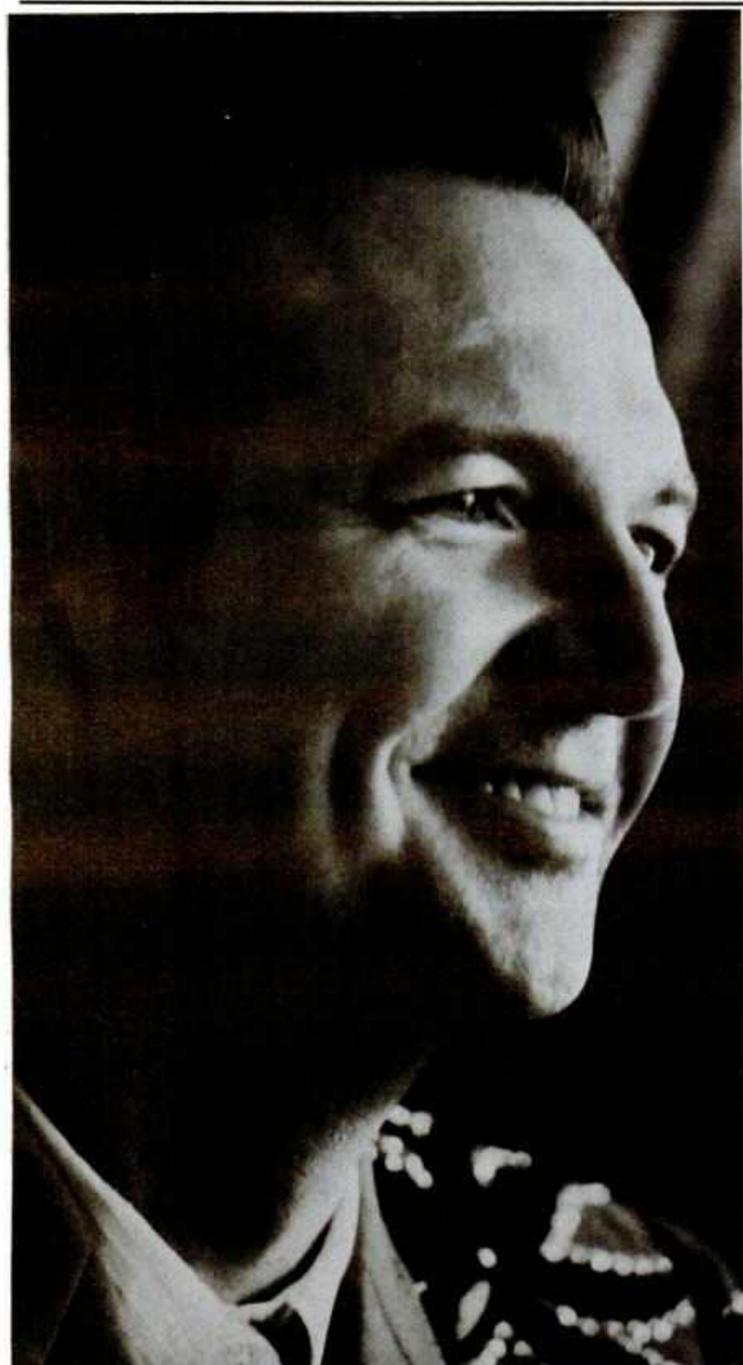
BUD SHANK & THE SAX SECTION; PJ 10110, ST 20110
GERALD WILSON ORCH.—The Golden Sword; PJ 10111, ST 20111

PRESTIGE

BILLY BOY ARNOLD; 7389, 7389S
CHET BAKER—Groovin' With the Chet Baker Quintet; 7460, 7460S
MILES DAVIS Greatest Hits; 7457, 7457S
DON FRIEDMAN — Metamorphosis; 7488, 7488S
HOMESICK JAMES—Blues on the South Side; 7388, 7388S
ROLAND KIRK—Funk Underneath; PR 7450, 7450S
FREDDIE ROACH—The Soul Book; 7490, 7490S
BOBBY TIMMONS—The Soulman; PR 7465, 7465S

RCA VICTOR

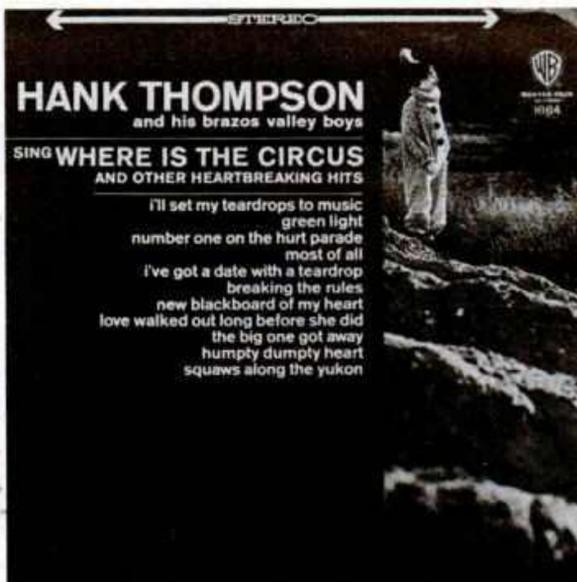
VARIOUS ARTISTS—Meet the Best in the West-Bar None!; PRM 194



Hank Thompson's First on Warner Bros.

"WHERE IS THE CIRCUS"

(5858)



and a
great album
1664



WARNER BROS.
RECORDS

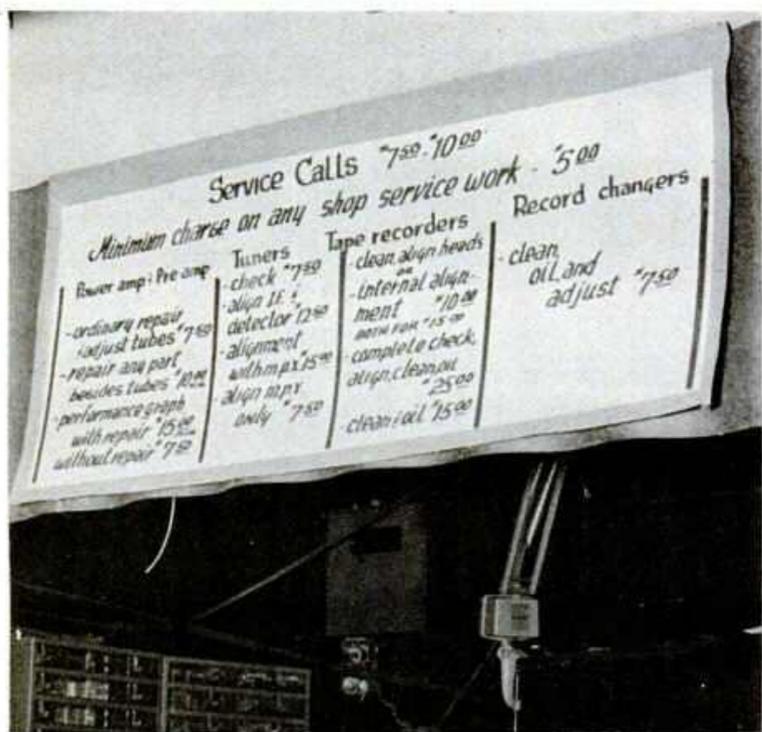
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FOR A SANE (and profitable) service policy, Birmingham, Ala., dealer Alton Lawrence posts these set service work prices. He realizes 10 per cent of his gross from service, and average of \$1,500 per month.

Service Plan Realism: Refuse Profitless Work

By BOB LATIMER

BIRMINGHAM, Ala.—It isn't difficult to keep service department profits consistent provided the dealer maintains "a high-end service atmosphere" as he does in merchandising equipment, according to Alton Lawrence, owner of Lawrence High-Fidelity Center here.

One of the South's most successful stereo-equipment dealers, Lawrence maintains what he feels are "realistic minimums" on prices. He refuses profitless work and averages a service gross of about \$1,500 per month.

"Over the year, the amount will vary between \$1,000 and \$2,000 monthly," he said. There is no such thing as planning for a particularly heavy service load except in advance of the Christmas holiday when people simply want to make sure that phonographs, tape recorders, etc., are in top condition," he confided.

The service department is set up at the rear of the wedge-shaped Lawrence store, easily in view of the entering customer. With an eye toward first impressions, Lawrence has framed the service bench in a decorative window, where knowledgeable customers can note such top-notch equipment as a Heath kit oscillator, B & K tube volt meter, an Eico analyzer, a Textronic multipurpose oscillator, a Hewlett-Packard oscillator, a Fisher multiplex generator, B & K tube tester, and associated Macintosh equipment. The entire service department is trimmed in walnut with brushed-steel points and plenty of stainless steel, on all types of services offered, which are listed on a sign directly above the window. "Our thinking is that the customer who sees an obviously expensive line-up of test equipment is less likely to argue over the minimum prices shown," Lawrence said. "The man who

comes in with a predetermined amount he wants to spend fixed in his mind will be quick to change when he sees the equipment line-up."

Typical Prices

Typical repair prices, including the all-important minimums, are listed on a sign directly above the service window. Amplifier repairs, tape recorder service, and general electronic repairs are all included, with the emphasis on the "complete package," several services tied up in one. Minimum service call rates, for example, are \$7.50 or \$10, with a minimum of \$5. Ordinary amplifier repair begins with a minimum of \$7.50 including tube adjustment, with a \$10 additional charge for repairing any other amplifier part. A profitable sideline which has been developed by service manager John Combs, is performance graphs, priced at \$5 with a repair job, or \$7.50 as a separate operation for the serious-minded stereo owner. Tape recorder repair prices include the \$7.50 minimum, offer cleaning and aligning of the head, and internal alignment at \$10, complete inspection, alignment, and guarantee at \$25. The service department handles chiefly the three lines sold by the Lawrence organization: Ampex, Sony, and Tandberg. All other tape-recorder work brought in is refused on the basis that the customer who has bought an inexpensive recorder is not likely to pay the standard rates charged at Lawrence.

Service manager Combs is paid a salary plus commission. He has been well trained in assessing the profit possibilities of any service work brought in, refusing jobs which indicate too problematic a margin. In two years there has not been a setback month in which service profits fell off.

Indicative of the steady tenor of the service department profit situation at the Birmingham firm is the fact that in Lawrence's nine years of operation he has never found it necessary to run a "service sale" with discount prices on any type of service or

What the Dealer Should Know About the New Wage-Hour Law

CHICAGO—The new 1966 Wage-Hour Amendments recently passed carry much of import for both the large and smaller volume dealer.

In an interpretive bulletin mailed to members, the National Association of Music Merchants has clarified the following provisions of the law pertinent to both the large and smaller volume dealer:

- **Stores doing \$1 million annual gross sales** and over have been covered since 1961. The new 1966 Wage-Hour Amendments contain exemptions important to retailers grossing under \$250,000, or who operate units doing under \$250,000 a year, or who employ salespeople on commission.

- **Newly covered beginning Feb. 1, 1967**, will be dealers with annual gross sales of \$500,000 or more. Beginning Feb. 1, 1969, stores with annual gross sales of \$250,000 or more become covered.

- **Minimum wages** for em-

ployees in stores that were covered by the 1961 Amendments will receive a minimum of \$1.40 per hour starting Feb. 1, 1967. On Feb. 1, 1968, these same employees will receive a \$1.60 minimum hourly wage.

Employees in stores that become covered Feb. 1, 1967, will receive a minimum wage of no less than a dollar an hour, rising to \$1.60 according to the following schedule:

Feb. 1, 1967 to Jan. 31, 1968	\$1.00
Feb. 1, 1968 to Jan. 31, 1969	1.15
Feb. 1, 1969 to Jan. 31, 1970	1.30
Feb. 1, 1970 to Jan. 31, 1971	1.45
Feb. 1, 1971 and after	1.60

- **In stores that become covered Feb. 1, 1969**, employees must receive a minimum hourly wage of \$1.30, rising to \$1.60 based on the above schedule.

- **Overtime pay for employees** covered by the 1961 Amendments is to be based on 1½ times their "regular" pay rate after 40 hours per week. For employees who become covered Feb. 1, 1967, overtime pay is due at 1½ times their "regular" pay rate based on the following schedule:

Feb. 1, 1967 to Jan. 31, 1968	after 44 hours per week
Feb. 1, 1968 to Jan. 31, 1969	after 42 hours per week

Feb. 1, 1969
after 40 hours per week
Overtime pay at 1½ times their "regular" rate after 40 hours per week is due employees who become covered Feb. 1, 1969.

- **Commissioned salespeople** are exempted under the new amendments if their "regular" rate is over 1½ times the legal minimum applicable to them and more than half their earnings are from commissions. (The following has been added to section 4 (i) of the Law: "In determining the proportion of compensation representing commissions, all earnings resulting from the application of a bona fide commission rate shall be deemed commissions on goods or services without regard to whether the computed commissions exceed the draw or guarantee.")

- **Exempted** from the provisions of the new Wage-Hour Law Amendments are stores with less than \$250,000 gross annual sales volume. Even though a retail business has total gross sales over \$250,000, an individual store comprising part of the total business is exempt if the individual store's gross sales are less than \$250,000.

When further clarification of the new Wage-Hour Law Amendments is considered necessary, NAMM officials say they will issue further bulletins.

1967 Music Show Plans Announced

CHICAGO—The 1967 Music Show set for the Conrad Hilton Hotel here June 25-29 is expected to attract 500 exhibitors and another record crowd of 20,000-plus, according to a new 24-page exhibit plans book just issued by the National Association of Music Merchants.

The booklet recounts the history of the Music Show, now the nation's largest industry showcase, and includes complete information for firms wishing to exhibit. Complete floor plans are also included.

Firms wishing to reserve the same location for the 1967 show must notify NAMM staff direc-

tor Foster Lee before Dec. 1, 1966. He said that the space assignments are being made earlier than usual to cope with increasing demands of exhibitors for space.

Declares the show booklet: "A total of 6,824 buyers, a new attendance record, were at the 1966 Music Show. Four out of five of these buyers did not attend any other national trade show. Two-thirds of these buyers represented full-line music stores; 22 per cent were combination music-TV-radio stores; 10 per cent were TV-radio and 6 per cent were department stores.

Products

Products to be displayed at the 1967 show will include musical instruments, records, television and radio sets, phonographs, videotape recorders, tape recorders, tape cartridge players, intercoms, walkie talkies, speakers, antennas, TV stands, sound silencers and finance plans.

Represented by buyers and executives at the show will be music stores, TV-radio-appliance stores, department stores, furniture stores, record shops, camera stores, mail order houses, jewelry stores, hi-fi shops, music studios, gift shops, post exchanges, bookstores, drugstores and equipment rental firms.

All exhibitors must be commercial members of NAMM at a dues rate of \$50 annually. Firms which did not exhibit in the 1966 Music Show will be assigned space on the basis of date of application, applicability of products to the music industry and participation in previous shows.



WELL-TRIMMED SERVICE WINDOW at Lawrence High Fidelity, Birmingham, Ala., inhibits customer squawks about service costs by prominently arraying high-priced-looking testing equipment.



CLASSIFIED MART

BUSINESS OPPORTUNITIES

MANUFACTURERS' REPRESENTATIVES now calling on auto stereo accounts. Choice territories open. Manufacturers of 4 and 8 track. Humorous party tapes by Redd Fox, etc. Reprs., distributors, dealers, write Laff Productions, Division of E. & S. Enterprises, 6933 N. Rosemead, Suite 35, San Gabriel, Calif.

DISTRIBUTING SERVICES

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.

RECORD RIOT 45'S, BRAND NEW, some late hits, \$6.50 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212; 343-5881.

WANTED TO BUY

WANT RECORDS: 45's & LP's. SURPLUS returns, overstocks, cut-outs, etc. Harry Warriner, Knickerbocker Music Distributors, 453 McLean Ave., Yonkers, N. Y. Phone: Greenleaf 6-7778.

EMPLOYMENT SECTION

HELP WANTED

HEAD BOOKKEEPER WITH EXPERIENCE in record business to work for controller of substantial manufacturer. Write fully. Premier Albums, Inc., P. O. Box 1074, Clifton, N. J.

MASTERS FOR QUICK RELEASE. Material for "Duke Earl"—R&B, also English group-type material. Bee Records, 664 Schuykill Ave., Reading, Pa.

OPPORTUNITY TO RECORD ON major label for Rock and Roll, R&B artists with own material. Write: P. Silver, Box 245, Bala-Cynwyd, Pa. Give all details include age/s.

WANTED: AMBITIOUS, INTELLIGENT young man to be right hand man to record exec. New York area. Legal knowledge desired but not necessary. Box 273, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

WANTED: CONTRACTING AGENT to book top shows on the road. Top percentage paid. Call: 922-2962, Chicago.

PROMOTIONAL SERVICES

EXPERIENCED SOUND TECHNICIAN—Will furnish, set up, operate top professional equipment on location for artists hampered by poor sound systems inherent in most clubs, hotels, outdoor spots. Great sound guaranteed. Reasonable fees. 572 Union Blvd., Totowa Borough, N. J. Phone: Area Code (201) 274-6772.

READ "SONGWRITER'S REVIEW" magazine, 1697-B Broadway, N. Y. C. 10019. \$3 year; sample, 35c. Guiding Light to Tin Pan Alley. Est. 1946.

RECORD PROMOTION AND PUBLICITY. Masters produced, pressed, Co-Op Recording Plan. Compare! Geo. E. Primrose, 165 O'Farrell St., San Francisco, Calif. 94102.

National Record Promotion

(You Record It—We'll Plug It)
Music Makers Promotion Network
★ New York City ★
20 Years' Dependable Service
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Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.
★ DISTRIBUTION ARRANGED
★ MAJOR RECORD LABEL CONTACTS
★ NATIONAL RADIO & T.V. COVERAGE
★ BOOKING AGENT CONTACTS
★ NASHVILLE NEWSPAPER PUBLICITY
★ RECORD PRESSING

General Office:
801 17th Ave. S., Nashville, Tenn.
Mailing Address:
14881 Overlook Dr., Newbury, Ohio
Send ALL Records for Review to:
Brite-Star, 14881 Overlook,
Newbury, Ohio
CALL: Cleveland (216) JO 4-2211

10 1/2 MILLION RADIO LISTENERS, 40 radio stations coverage. Complete States: Texas, New Mexico. Emphasis: Personal presentation, telephone. Director: Musical programming. Submit records: Request appraisal, brochure. Will purchase masters for release: DJ Star recording label. Star Records Promotions, 102 Texas Ave., El Paso, Tex. 79946.

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All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

PRESSING
No job too small
DISTRIBUTION ARRANGED



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N.Y., N.Y. 10019
CI 7-2159

MISCELLANEOUS

FLUORESCENT FIXTURES: USED 4 ft., 4 tubes, \$1.50 ea. on an entire lot basis of approximately 1,000 pieces. F.O.B. Columbia Iron & Steel, P. O. Box 301, Albany, N. Y. 12201.

G.M.C. CUSTOMIZED DIESEL BUS. Recent complete overhaul. Seats 10 plus 4 bunks, lockers, air cond., refrigerator, etc., \$5,500. Contact: (212) CO 5-5587.

30,000 PROFESSIONAL COMEDY LINES! Forty books plus current comedy, a monthly service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y.

WANTED TO BUY

SCOPITONE FILMS WANTED

Will buy used Scopitone Films. Please send titles and numbers. BOX 279, Billboard, 188 W. Randolph, Chicago, Illinois 60601

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all-new 14-track album, mono/stereo, \$6.15 airmail on release day. 300-page new LP/EP catalog, \$1 surface, \$2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

BEATLES NEW ALBUM! STONES' new English album, "Aftermath," English "Rubber Soul," 14 cuts on each, and any other English album, mono or stereo; \$6. airmail. Stones' "Poison Ivy" E.P.; \$2.20. Pop catalogue airmail: \$2. Record Centre, Ltd., Nuneaton, Eng.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

LEARN TO SPEAK THE LANGUAGE of the top Liverpool Beat Groups! Just send \$5 for a tape recording of the genuine Liverpool accent—words and phrases—to Dawson, 15 Addingham Road, Mossley Hill, Liverpool 18.

when answering ads . . .

Say You Saw It in Billboard

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 25c a word. Minimum: \$5. First line set all caps.

DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

BOX NUMBER: 50c service charge per insertion, payable in advance; also allow 10 additional words (at 25c per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES
International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.

DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

Classified Advertising Department

BILLBOARD MAGAZINE
188 West Randolph Street
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in _____ issue(s):

PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

AUTHORIZED BY _____ AMOUNT ENCLOSED _____

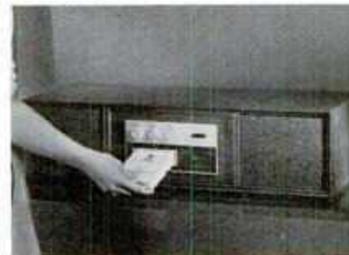
Type of classified ad desired—check one

REGULAR CLASSIFIED DISPLAY CLASSIFIED

HEADING DESIRED: _____

New Products

RCA '67 tape recorders



Mark 8 stereo tape cartridge player by RCA Victor. Uses same system found in automobiles. Model YHD38 features two 9-inch speakers and may be played through a console by means of an accessory cable. The self-contained model is available at \$149.95.



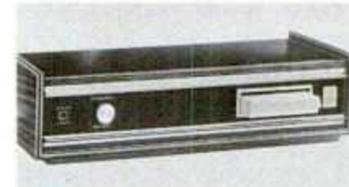
Stereo Mark 8 module operates through separate amplifier / speaker of console by plugging in accessory cable. Plays at 3 3/4 ips and has a retail price of \$99.95.



Stereo cartridge recorder module by RCA Victor. Solid-state operation through separate amplifier / speaker system. Plays 4-track at 3 3/4 and 1 7/8 ips. Danish walnut veneer base. Priced at \$169.95.



Seven-inch reel-to-reel solid-state RCA Victor tape recorder. Operates in vertical position and plays 3 3/4 and 1 7/8 ips. Has fast forward, rewind, stop, play, record and automatic loudness controls. Retail for \$99.95 complete. Model YHH33 similar to one pictured above but plays three speeds. Price \$139.95.



G. E. tape player

General Electric has introduced a cartridge tape component designed to operate with FM stereo radio or stereo phonograph. Model M8600 plays 8-track tape cartridges through stereo radio or phonograph equipped with standard input jacks. Tone, volume and balance are controlled through companion radio or amplifier. Suggested price: \$99.95.



Arvin radio

A sample of compact restyled radio recently introduced by several manufacturers. Above is an Arvin solid-state AM/FM clock radio. It has 10 transistors, lighted clock and slide rule dial. Features include wake-to-music or wake-to-alarm and repeat-a-call alarm. The cabinet is no larger than a slim cigar box. It retails for \$49.95.



Admiral phono

The Playmate II solid-state portable phonograph by Admiral plays monaural only, has separate tone and volume controls, compact four-speed record changer, lifetime lubricated motor, floating sapphire LP stylus and special 45 rpm adapter. The high impact plastic cabinet is available in tan or green and has a price of \$29.95.



Zenith radio

AM clock radio by Zenith. Solid-state, transistorized unit has big clock face with luminous hands. Wakes and lulls you to sleep with music. Choice of three colors. No price.

EIA-NAMM Show Conflict

NEW YORK — Electronics Industries Association has scheduled its first consumer electronics show here June 25-28. The dates of the program are identical to those of the National Association of Music Merchants Convention in Chicago.

EIA, who had been represented at the NAMM show each year, decided to hold their own showing apart from NAMM because of numerous gripes it has against the Music Merchant society. "It's a case of the tail wagging the dog," said Jack Wayman, staff vice-president of the consumer products division. "We're a \$5 billion industry. The rest of the music product market doesn't even approach this figure." Key to the dissension, according to Wayman is that NAMM will not permit EIA to stage its own meeting during the Chicago show.

Although Wayman refused to reveal the number of companies exhibiting, authoritative sources said that some 15 have already indicated that they will be exhibiting. The show will be held at the Americana Hotel and New York Hilton.

Say You Saw It in Billboard

Hot Merchandising Program Launched by American Gum

By HANK FOX

NEW YORK—What may be the first promotion and incentive award plan to be geared directly to gum ball bulk vending operators has been launched by the American Chewing Products division of Philadelphia Chewing Gum Corp.

The incentive approach to merchandising has been used extensively in other phases of industry, but has been left relatively untouched in bulk vending.

The program's group of added bonuses is designed to carve a greater share of market for the company by inducing operators to buy from American. Included in the campaign are gifts, discounts, special promotional rates,



NEW YORK BULK VENDORS chat with Edward Fenimore, president of American Chewing Products, before the association's monthly meeting where Fenimore unveiled the company's new ball gum promotion program.

a liberal payment plan and a get-acquainted trial offer.

By creating a demand for the ball gum and trading card products, the program should also spur operators to attain a rapid turnover in their vending machines.



CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

Northwestern
CORPORATION
2604 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

The aim of the entire program, according to Edward L. Fenimore, president of the company, is "to create a new and wider image for American gum." The company, a bulk vending manufacturer for the past 40 years, was acquired by Philadelphia Chewing Gum Corp., a premium manufacturer, earlier this year. Philadelphia Gum has been quite successful with a similar merchandising plan for some time in non-bulk vending items. "We think of ourselves not as a producer of goods, but as a producer of customers for our goods," Fenimore told the New York Vendors Association as he unveiled the program at their October meeting.

Through the facilities of its parent company, American will attempt to update and broaden its image. "We want to reach every bulk vendor in the country," said George Boardman, the company's sales manager. "We've already dealt with the operators," he continued, "but we're aiming to greatly expand the number on a national basis." He said the company will use new merchandising ideas, new packaging methods, design changes and a new logo.

"We must use a more modern approach to marketing in keeping with today's times," he said.
(Continued on page 71)



EDWARD FENIMORE tells operators of American Chewing's new merchandising campaign. Highlight of the program is an incentive plan in which an operator has a choice of an added discount or a free gift. Among the prizes are clock radios, televisions, watches and cameras.

EDITORIAL

Dynamic Marketing

Almost commonplace in most industries has been the hard-hitting, merchandising drive complete with promotion and advertising campaigns and incentive programs. The goal of inducing the potential buyer with the offering of free television sets, radios, watches has proved to be more than successful as witnessed by the increased efforts on the manufacturers' part to further develop these programs.

The progressive goals serve a twofold purpose. Aside from upping manufacturer sales, they spur retailers to push their merchandise at a faster clip. If sales are slow, they are more apt to find out why and correct the situation (just so they can buy more from the manufacturer who is giving the prizes).

The bulk vending industry has been remiss in similar marketing programs. While there have been some in the past, none have had all the dynamic ingredients needed. Bulk manufacturers have shown themselves to be highly imaginative and creative when it comes to charms and gum. However, the sales effort used by many is quite old-fashioned. To be content with using informal person-to-person methods of selling the operator is being behind the times.

American Chewing Gum Products Corp., a ball gum manufacturer, has a goal—to become one of the top ball gum manufacturers in the business. It came to the New York Bulk Vendors meeting last week and unleashed a program of incentive gifts, discounts and special trial offers which made many an operator look up and listen attentively. This is the 1967 method of merchandising. This is the 1967 method of developing profits to a peak. We congratulate American Gum for their forward stride in the bulk vending industry.

NAMA Exhibits (Contd.)

CHICAGO—Continued from last week is the listing of exhibitors at the National Automatic Merchandising Association Convention and Trade Show here Oct. 29-Nov. 1.

Control & Instruments, Div. ITT546
Cook Chocolate Co.667
Curtiss Candy Co. ..200, 201
Custom Music, Div. of RoweA13
Dalason Prods. Co.600
Dean Milk Co.403
Delicia, Inc.564
Delta-Soar International Corp.744
Ditchburn Vending Machines, Inc. ..B6, B7, B8
Dr Pepper Co. ..556, 557, 558
Economics Lab., Inc.117
Electro Counter & Motor Co.205
Electronic Shineboy544
Everpure, Inc.B16
F & F Lab., Inc.648
Fearn Foods, Inc.214
Fixtures Mfg. Corp. ..B17, B18
Frito-Lay, Inc.618, 619
General Cigar Co., Inc. ..555
General Foods Corp.404
Giepen Assoc., Inc.116
Goetze's Candy644

Gold Medal Prods. ..562, 563
Gordon Foods, Inc.617
Great Lakes Equip. Co. ..719
Green River Corp.305
Guardian Filter Co.166

Hamilton Scale Corp.720
Hayssen Mfg. Co.547, 548
H. J. Heinz Co.354
Hershey Choco. Corp. 660, 661
Hills Bros. Coffee, Inc. ..620
Holiday Cup Corp.560
Hollywood Brands, Inc. ..609

Illinois Lock Co.118, 119
Inter-County Ind., Inc. 767, 768

Johnson Fare Box Co. 150, 151

K-Way Dispensing EquipmentA8, A19
Keathley's, Inc.B24
Kraft Foods 721, 722, 723, 724

LaTouraine Coffee Co., Inc.561
Lektro-Vend Corp.747, 748, 749

Liggett & Myers Tobacco Co.615, 616
Lily-Tulip Cup Corp.405

Litton Ind., Atherton Div.501, 502
P. Lorillard Co.400
Luden's, Inc.663

(Continued Next Week)

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c\$14.50
N.W. Deluxe, 1c or 5c Comb. .. 12.00
N.W. 10-Col. 1c Tab Gum Mach. 18.00
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red\$.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
Mall-ette, 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

VICTOR PEN VENDORAMA



Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES AND SERVICE CO.
MOE MANDELL

446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

YOU COUNT MORE WITH OAK



OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheel-mounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is 19½ lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
650 SOUTH AVENUE 71, LOS ANGELES, CALIFORNIA 90031

OPERATORS

make 20¢ profit
on every sale

If you are considering placing Plastic Laminating machines at your locations, we have an interesting proposition for you.

We manufacture a compact (6"x8"x17") laminating machine which you can rent for Five Dollars per year. You'll operate this rented machine as if you owned it.

If you want to keep the machine for more than one year, you can keep renewing the one year lease for as long as you like. The rental will never be more than Five Dollars for any one year.

Interested? Write

STEINER MFG. CO.

45 Bergen St., Brooklyn, N. Y. 11201

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.

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 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE

GRAFF VENDING SUPPLY CO., INC.

2956 Iron Ridge Road Dallas 47, Texas

New 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.

KARL GUGGENHEIM

MOD RINGS. In line with its teen customer emphasis, Karl Guggenheim, Inc., has followed up the Go-Go Ring with the Mod Ring, a big, bold dime item that comes in assorted finger sizes. The one-piece article is in three basic styles and comes in a wide assortment of colors. Packed in KG capsules 250 to a bag with free displays.

MACMAN ENTERPRISES

MARVEL SUPER HEROES. Inspired by the comics and the new TV show viewed five nights a week in 35 major markets, these new items are described by Bernie Greenberg as "one of our most colorful and varied series to date." Series includes Super Hero Heads With Loop for 1-cent vending. The heads are finely detailed replicas of the comic characters. For 5-cent vending, the series has a one-piece, detailed vinyl ring featuring six of the Super Heroes. Each ring (assorted colors), shows the full figure. Also for 5-cent vending are "peel-off strips" of Super Heroes. Each strip has four action panels. There are eight different panels

in the series. And for dime vending, the series features (a) large vinyl reproductions of six of the Marvel Heroes, each with a loop for key chain use, etc., and (b) Marvel Action Flicker Rings, 12 different colored flickers of the Heroes in action. They are mounted on a plated ring. Heroes include Thor, Sub-Mariner, Spiderman, Captain America, Iron Man, Dr. Strange, The Incredible Hulk and the Fantastic Four.

CRAMER GUM

HORNET GUM. This a green ball gum hatched from the Cramer hive. Each ball is printed with secret messages, such as, "006 captured by Agent CG3," "Contact killed Agent CG3," and "I'm Trapped! Agent CG3." Hornet displays available.

PENNY KING

PLATED FOOTBALLS. Just in time for the season. Large, plated footballs for penny vending (they'll work in penny machines). Vacuum plated in assorted silver and gold. Bag of 500 with display front or box of a thousand without a display.

Bulk Banter

NEW YORK

Arthur Bianco and his wife, Marie, celebrating their 27th wedding anniversary on Saturday, October 22. . . . Manny Greenberg and his son, Bernie, are on the go. Manny leaves (13) for Virginia, the Carolinas and Florida. He'll meet with several southern distributors who may not be able to attend the NVA board of directors meeting in Chicago. After January 1 Bernie Greenberg and his wife, Gloria, depart on a tour of Spain and Tangiers. During the 10-day trip he hopes to stop at Gibraltar. Bernie says the trip is a vacation "with a touch of business."

HANK FOX

TEXAS

What's good for the bulk vending industry is good for the nation. Dalton Wick, of Graff Vending, tells us that new machine sales are booming. And because bulk vendors are doing so well in Seattle, Oakland and Houston, Wick says the automobile companies also are in good shape. It seems that several of Graff's employees and customers have just bought new cars. Among the new-car buyers are H. V. Jordan (Chrysler), "Pop" McClure (Cadillac), Jim Parker (Mustang), Dalton and Margaret (two Mercurys), Al Dunn (Comet), Jo Lemay (Chevrolet), Milton Hampton (Ford), and Everett Graff (Cadillac). "We believe in spreading the wealth," Wick said.

Don't Exhibit Formally at NVA Meet

CHICAGO — Bulk vending manufacturers are advised that no formal exhibits will be permitted during the National Vendors Association board of directors meeting to be held here Oct. 30.

The Conrad Hilton will not allow exhibits on a formal basis in rooms. However, a manufacturer, having a room in the hotel, may present his products informally to buyers.

American Gum Bows Hot Marketing Plan

Continued from page 70

"Bulk vendors have always been interested in new ideas—it's their lifeblood. Our program is prepared to meet their needs."

The program centers on a gift incentive plan in which valuable gifts of the operators' choice are given free with purchase of a specified number of cases of bubble gum. Operators have the option of an extra 10 per cent discount on 5-39 cases of Magic Color ball gum and Chicks gum, a larger discount on more than 40 cases or a choice of 12 gifts. The prizes include a Polaroid Swinger Camera, free with 20 cases, a men's or ladies' Helbros watch (20 cases), a General Electric Snooz-Alarm Clock radio (15 cases) and a 12-inch GE portable television (100 cases).

"An operator doesn't have to buy all the cases at one time," Boardman said. "He may request gift coupons for the amount of his purchase. When he has saved up enough for the gift he wants, he simply sends the coupons to us and we'll mail the prize." Boardman said there was no time limit on the listing of gifts. "We will be adding gifts from time to time."

American buys a large number of prizes at one time and stocks them in their own warehouse. "We then, can ship them quickly and efficiently to the operators. If an operator wants a prize which we are no longer listing," Boardman continued, "we will go out and buy it, even if we have to pay more money." The gift promotion is applicable to American's Magic Color ball gum, tablet gum and three types of Chicle gum. Promotional discounts are available on American's line of trading cards. American has sports, television and comic licenses for the 1966 National Football League, Green Hornet, James Bond 007, Casper, the friendly ghost, CBS' Daktari, Tarzan and Marvel comics.

American's liberal pricing policy is another feature of its new marketing program. Since all customers will order directly from the main offices, the payment terms are 2 per cent—10 days, net 30 days from date of shipment. As an added inducement, freight charges will be prepaid on 15 cases or more of ball gum and on four or more cases of trading cards. Orders can be sent by mail or called-in collect to Boardman.

As a get-acquainted deal, American offers vendors five cases of any item or ball gum assortment at a 10 per cent

discount off the invoice, a free General Electric alarm clock, all freight prepaid and the 2 per cent—10 days, net 30 days terms.

American will promote the entire program to operators on a nationwide basis through mailings, trade advertising and, as Boardman hopes, mouth-to-mouth conversation.

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Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

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Key Chain Assmt. 9.00
Necklaces, Brooches, Bracelets (Penny King) . . . 8.00
SUPER BALLS for 25¢ VEND 21.25

HOT 5c VEND ITEMS

FROM \$4 TO \$5 PER BAG

1c VEND ITEMS

(all price per M)

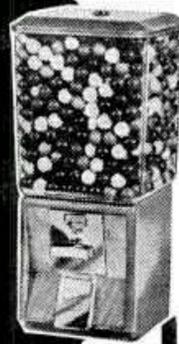
Mini-Books \$10.00
Yo-Yo 7.50
1c Mixes from 3.50

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Royalty Bill Will Die in Rules Committee: Granger



MOA'S MASTER OF MEMBERSHIP BOB NIMS. In this photo, Nims, right, is seen receiving Music Operators of America dues check from Jesse Gardner, Gardner Music Co., Morganza, La. Gardner was the 50th new MOA member signed by Nims, chairman of district five in the national association's drive for 250 new members. Thus, Nims became the first of nine district chairman to reach his quota—almost two months early!

MOA EXHIBITOR RECORD

CHICAGO—The 55 exhibitors signed for the 1966 Music Operators of America Convention and Trade Show here, Oct. 28-30, is a new association record, reported executive vice-president Fred Granger last week. He also issued the following official program schedule:

FRIDAY, OCT. 28	
8:30 a.m. to 3:00 p.m.	Registration
9:00 a.m. to 3:00 p.m.	Exhibits Open
11:00 a.m. to 12:00 noon	Wisconsin Association Meeting
3:30 p.m. to 6:00 p.m.	MOA Industry Seminar
Hospitality suites open in evening.	
SATURDAY, OCT. 29	
9:00 a.m. to 5:00 p.m.	Registration
9:00 a.m. to 5:00 p.m.	Exhibits Open
11:30 a.m. to 1:30 p.m.	General Membership Meeting
Hospitality suites open in evening.	
SUNDAY, OCT. 30	
10:00 a.m. to 2:30 p.m.	Registration
10:00 a.m. to 3:00 p.m.	Exhibits Open
11:00 a.m. to 12:00 noon	Illinois Association Meeting
6:00 p.m. to 7:00 p.m.	Cocktail Hour
7:00 p.m. to 1:00 a.m.	Gala Banquet and Show

Paige Joins BB

Earl Paige, whose by-line as our St. Louis correspondent has become familiar to our readers over the past two years, has joined Billboard's Chicago staff

as a coin machine, music and audio retailing reporter. He comes directly from the Granite City (Ill.) Press-Record; also has considerable operating, one-stop and record retailing experience.

MOA to Repeat 2c Proposal to 90th Congress

By RAY BRACK

CHICAGO—The copyright question must wait until next year for an answer.

Music Operators of America executive vice-president Fred Granger stated flatly last week that the Copyright Revision Bill carrying a highly controversial jukebox royalty section will die in the House Rules Committee when Congress adjourns late this month.

"The bill will not get to the floor of the House this year," Granger said. "A new copyright revision bill will be introduced in the House Judiciary Committee next year to be ruled out again by a majority vote."

The 1966 bill emerged from the House Judiciary Committee just two weeks ago carrying a legally limited royalty provision amounting to about \$19 annually per jukebox. Both advocates and opponents of such royalty payments sharply criticized the language of Section 116 of the measure for what were described as "totally unworkable" means of assessing jukebox royalty payments.

"The committee proposal was so unworkable it was something we could fight," declared MOA president John Wallace. And the MOA, according to Granger, fully intends to resume the fight for its own 2-cent-per-side royalty proposal with fee based on acquisition for jukebox use rather than on performance.

"We will stand on the MOA proposal when the bill is re-introduced in the 90th Congress," Granger said, "and we will fight for our proposal all

(Continued on page 82)

'66 a Fairly Good Year: Operators

By EARL PAIGE

CHICAGO—A survey of coin machine business trends as operators from all points of the country plan trips here for the overlapping MOA-NAMA conventions, averages out on the optimistic side.

Earl Porter, an official of the Music & Vending Assn. of South Dakota, said, "We've had a pretty good summer and early fall after a slow period in April and May. But the pheasant crop is very slight this year and they've cut the season down," Porter stated, indicating that prospects are not quite so optimistic in his area.

By contrast, Russell Mawds-

ley, president of both the 18-year-old Western Massachusetts Music Guild and the newly formed Massachusetts Coin Machine Assn., said, "Business here has been good. Our major problem is getting help. So many operators are going into different phases of the field and especially vending." Continuing, Mawdsley said, "With companies like Pratt & Whitney employing thousands of skilled workers it's becoming very difficult to get good mechanics."

Employment

The employment picture also was reflected in a darker note from Harry Schaffner, vice-president of the Illinois Coin

Machine Operators Assn. at Alton, Ill. Business around here has been very slow," Schaffner reported. "I think it's because everybody is working. They're just not spending time in the taverns or restaurants like they normally do. I think people are changing their leisure habits," he reflected.

In a directly opposite view of the employment picture, Music Operators of America president John A. Wallace said, "West Virginia is a bad area to gauge business because we've had such a migration of workers and particularly young people who just have nothing to look forward to in this State. Still," he said, "operators have adjusted to this and

with everything considered business has held up fairly well."

Howard Ellis in Omaha reported, "We've had a very good summer here. I just can't complain. Music and games have held up real well. We had good weather with only a few hot days this summer and we're having a fine fall."

Another definite note of optimism was given by Clarence H. Holland, executive secretary of the Music and Merchandising Vending Assn. of Mississippi. "Business is more than holding its own down here," Holland said. "In fact, operators are so busy that we didn't even have a

(Continued on page 74)

Those 'New' Labor Laws: ARA & EDA

(Second in a series.)

By S. JOHN INSALATA

The Area Redevelopment Act, passed in 1961, had as its two major features provisions for the training of unemployed and

underemployed persons in areas of the country designated as "redevelopment areas."

It also provided for a system of loans for persons or businesses in such areas.

The bill was in part a product of the experiences of the recession of the late '50's and was

not popularly received everywhere in the nation.

The ARA—as it was called—was, nevertheless, generally regarded as a constructive piece of legislation, though experimental in some respects.

Today the law has been supplanted, in effect, by later laws attempting to accomplish the same or similar goals.

For example, the training provisions of the ARA were built upon and expanded by the Manpower Development and Training Act of 1962 and its amendments. (Billboard, Oct. 1.) The reconstruction and finance features of the ARA were replaced, for the most part, by the Public Works and Economic Development Act of 1965, commonly called the EDA.

When you hear your local labor officials talking about the ARA, chances are they are out of date.

In the federal government's own words, the EDA attempts to "create a climate conducive

to the development of private enterprise in America's economically distressed communities. This takes in some Billboard readers.

The EDA attempts to do this by providing for public works projects where needed, industrial and commercial loans and some technical assistance in the form of studies and grants-in-aid to assist with local economic development programs.

As with other recent labor laws, it calls for a continuing program of research and information to locate man power and economic problems and pinpoint causes and find cures.

The portion of the law of greatest interest to most operators at present appears to be the loan provision.

Are you eligible for a loan under the EDA? Here are the basic points in determining your eligibility:

• Business loans are available only to firms in areas designated (Continued on page 75)

This Operator a Hard Knocks School Dropout

By PAUL ZAKARAS

DENVER — Earlier in the year Colorado operator Charles N. Morrison sent his son to Denver's Institute of Coin Operations. Now, the father is making plans to attend.

"That boy learned more in five months at school than I've learned in the college of hard knocks during six years. He can fix a machine like nothing now. After I saw the difference, I de-

ecided I'd better come in and brush up on a few things. I'm not going to take the whole program—just a couple of the machines that I know very little about."

Morrison told Billboard that he entered the coin business six years ago when he bought a small route in Northern Colorado's resort area. "I was running a grocery store, too," he said. "Me and my wife, Myrna, (Continued on page 82)

Lou Christie To Appear At MOA Show

CHICAGO—Lou Christie has joined the talent aggregation signed by Hirsh de LaVie for the annual banquet and floor show of the Music Operators of America here, Oct. 30.

Also appearing will be Eddie Fisher, Al Martino, Boots Randolph, Harriet Blake, Charlie McCoy, Fran Jeffries, Enzo Stuarti, Billy Walker, Marilyn Maye and Lanie Kazan.

Hirsh also promises a big "surprise" talent.

The banquet is at 7 p.m. in the Great Hall of the Pick-Congress Hotel.

On the preceding day, during the MOA annual membership meeting, Dr. Whitt Northmore Schultz will address the group on the topic, "The Gold Mine Between Your Ears."

On the first day of the convention, Oct. 28, the convention program will feature two afternoon seminars: one on programming and the other on the copyright question.

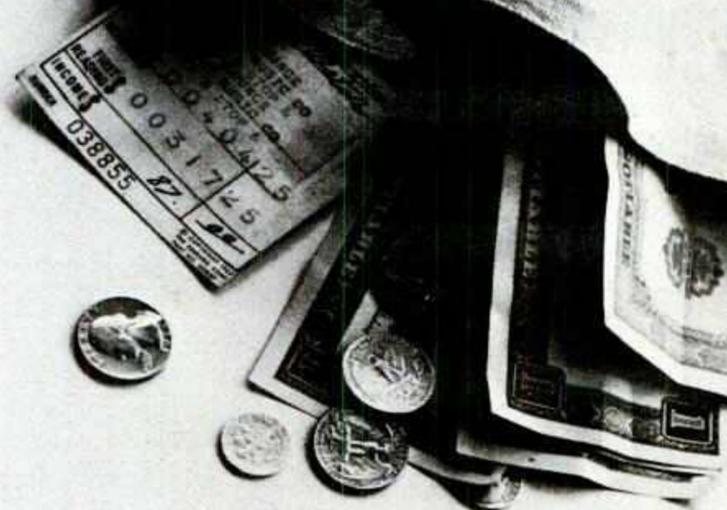
The show is a sellout, with a record number of new products slated for premiere.

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See for Yourself—Booth 85 at the MOA Convention.

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Sooners View New Seeburg

OKLAHOMA CITY — Operators here and across the vast expanse of "Suther-Land" stretching from Kansas City across the rolling prairies of Oklahoma and throughout Texas were introduced to the Seeburg Showcase at Sutherland Dis-

tributing Co. showings recently. Coinmen from every part of Oklahoma and nearby Arkansas were in for the affair here held at the Sheraton Hotel. The list of Sooner State operators included Garland Brock, Bixby; (Continued on page 75)

450 Cavort at Concord

KLAMESHA LAKE, N. Y.— If a New York location owner needed a jukebox repaired on the Oct. 7-9 weekend, he was hard put to find his operator in town, for some 450 operators and their wives were scattered about the numerous golf courses, pools, cocktail lounges and other areas at the Concord Hotel busy enjoying themselves.

It was the anniversary convention and outing sponsored by the three State associations. Also partaking in the festivities were several record company officials and their families. "This was the best convention to date," said Al Denver, president of Music Operators of New York. George Holtzman, the association's vice-president and chairman of the convention committee, said the next day, "We're starting to plan next year's outing."

"The whole idea behind the weekend vacation is to make it a pleasure trip," Holtzman added. "We try to keep business at a minimum. It's a chance for operators to get better acquainted and socialize with one another. Also it brings the record companies closer to the industry."

Aside from MONY, the New

'66 Fairly Good

• Continued from page 75

quorum at our last association meeting." Vending has been especially fertile, Holland related as he said, "It seems like every time I go out visiting routes I see a new product being dispensed."

Tight Money

"Pretty good," is the description of business down Beaumont, Tex., way, where Hugh G. Freeland, general attorney for the Jefferson Coin Machine Council, reported. "The rice crop was very good around here but we've had a slow-up in construction with very few housing starts. This is also the picture over in Houston, I understand," Freeland stated. "It seems there's a lot of business but that money is still rather tight," he said.

The squeeze on dollars wasn't quite this apparent over in New Mexico. "Albuquerque isn't booming like it was 10 years ago," said John Snodgrass, son of prominent industry figure Harry J. Snodgrass and now helming Servomation of New Mexico here, "but we've still seen a steady increase in business."

But tight money was the picture in South Los Angeles and Orange County where Norm Niederhelm, manager of Music-Matic in Santa Ana, reported that the saturation point was being reached on the sale and resale of bars. "Bars that were selling for \$10,000 three years ago, said Niederhelm, whose firm is a member of the California Music Merchants Assn., "are now being priced as high as \$16,000. We have several locations that are closed because of this kind of inflation," he said.

No Complaints

However, 500 miles up the California coast, the picture was definitely brighter. Henry Leyser, prominent industry figure and head of San Francisco's Associated Coin Amusement Co., said, "Business is very good here, very good indeed." Even while mentioning some recent adverse changes in the Alcoholic Beverage Commission's licensing laws, Leyser was not discouraged. "We have no complaints," he said.



IRV KEMPNER, ace pitcher for the distributors sets to fire a strike. Actually, the ball was high (about two feet over the batter's head). The operators fought down to the last out, but lost 15 to 11. Maybe next year.

York State Operators Guild and the Westchester Operators Guild also co-sponsored the affair.

The extensive sports facilities at the resort proved to be one of the major attractions. Without having to wait three hours, golfers, with clubs in hand, rose early to trek to one of the three courses located on the grounds.

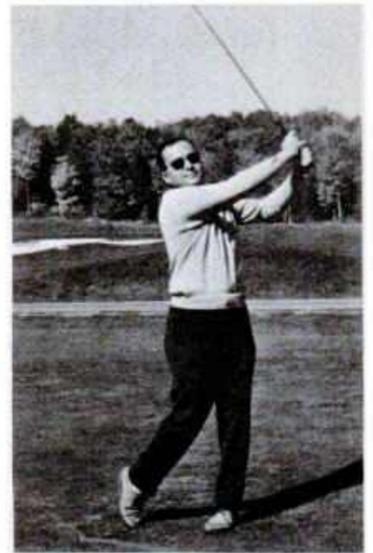
Softball fans headed to the diamond after lunch for the operator-distributor game. For the first time in five years, the distributors, behind the clutch pitching of Irv Kempner, defeated the operators. It was a pitcher's duel to the finish as Kempner gave up only 11 runs to lead his team to a 15-11 win. Little did Kempner know at the time, but a scout from the Los Angeles Dodgers was frantically trying to track him down as the former Brooklyn Bums were losing the World Series.

Evening activities centered around the Concord nightclub, where a different variety show was put on each night.

And speaking of being put on, the Billboard editorial man, thinking he had the room all to himself, woke up one morning to find a representative of another trade magazine in the other bed.

The weekend, coming on the heels of humid and cold weather, couldn't have offered nicer weather. As most operators brought along warm clothes, expecting icy weather, the temperature rose to 76 degrees under sunny skies.

One unfortunate point, though, the Concord's grounds were just a little too huge. Many of the operators were scattered throughout and had difficulty finding anyone else. This was



MILTON BLOCK of Melody Amusement follows through in top form. All that's missing now is a tee and a ball. The three-day weekend is conducted as a pleasure trip. Business talk is kept to a minimum.

the first year the convention was held at the Concord. Previously, the organization used the Nevele and the Laurels. "It was too big for us, even though we had more than 450 people," Holtzman said. "Next year we'll go back to one of the other resort hotels."

However, the size of the area didn't prevent anyone from having a good time, and the operators left looking forward to next year. Bernie Block, promotion director of Blue Note Records, summed it all up: "I'm glad I came. This gave me a chance to meet the operators personally and I had a great time."



AL DENVER, president of Music Operators of New York, addresses N. Y. operators and their wives at the anniversary convention and outing held this year at the Concord Hotel at Klamesha Lake. Sponsoring associations were MONY, Westchester Operators Guild and New York State Operators Guild.

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Vending News Digest



UNVEILING NEW COLOR-SONICS machine at Los Angeles premiere is Stanley Green, company president, as distributor Henry Leyser (left), president of Associated Coin Amusements, Oakland, and Color-Sonics executive vice-president Hank Schwartz, stand by.

Expect 10,000 at NAMA Show

CHICAGO—National Automatic Merchandising Association officials estimate that 19,000 persons will roam the McCormick Place exhibit during the 1966 Convention and Trade Show, Oct. 29-Nov. 1.

With the exhibit the NAMA will conduct four days of programs dealing with systems procedures, problem analysis decision making and preventive maintenance of vending equipment on location. These sessions will be held at the Conrad Hilton Hotel. A major address will be delivered by Miss Eva Adams, director of the U. S. Mint. Her topic: "Making Money."

This, the 30th anniversary convention of the NAMA, will be the largest vending show ever held.

NAMA Wants Gross Tax Relief

LAKE OF THE OZARKS—During the meeting of the new Missouri Automatic Merchandising Association here recently counsel E. L. Philippine said the association should work toward relief from the State's 3 per cent gross receipts tax.

"The recent Missouri Supreme Court decision on gross receipts tax," he said, "makes this a seller's tax rather than one the consumer is obligated to pay. This is because the court ruled that since the tax on any sale of 14 cents or less cannot be collected over the counter it cannot be a consumer tax. Thus it becomes a tax upon all sellers for the privilege of engaging in the business of selling."

He pointed out, however, that retailers receive on the average 99.92 per cent of their tax liability because often, a customer will roam from one counter to another and make six separate 15 cent purchases and thereby pay six cents sales tax on a 90 cent purchase. He suggested that vendors work for a dime exemption. "Contact your elected representatives with tact," he said.

New Labor Laws—ARA and EDA

Continued from page 72

as redevelopment areas or centers, including those areas inherited from the administration of the Area Redevelopment Act.

- The law provides for loans as much as 65 per cent of the over-all cost of land, buildings, machinery and equipment necessary for creating what is called a new or expanded facility or plant.

- The loan must be one which could not be obtained from private sources.

- The loans are long-range, up to 25 years, currently at the rate of 4 1/8 per cent interest.

- The borrower must comply with all other applicable federal labor laws, including the Equal Employment Opportunity section of the Civil Rights Act of 1964.

- The project must not be inconsistent with other federal redevelopment plans for the area.

- The project must not be in a "crowded" industry; that is, an industry experiencing a prolonged overcapacity situation.

- There must be reasonable assurance that there will be repayment of the loan.

Although somewhat complicated in its designations of eligible areas and somewhat stiff in its loan requirements, the EDA expresses a long-term policy of promoting permanent employment and new business opportunities. It eliminates much of the resentment caused by the use of terms such as "depressed area." The EDA could mean new opportunity for you as an operator.

The preceding is the second in a three-part series by Mr. Insalata, a regular contributor to Billboard. The complete series is available in reprint form at 15 cents per copy—10 cents each for orders of 50 or more. Write LABOR LAW REPRINT, BILLBOARD MAGAZINE, 188 WEST RANDOLPH STREET, CHICAGO, ILL.

Next: Equal Pay and Equal Employment Opportunity.

Seeben Moving To Dock Dist.

ANTWERP—Seeben, S. A., Benelux distributors of the Seeburg Corp. line, will soon move its offices from mid-town to the humming port district here, manager Henri Herbosch has announced.

Copyright Battle Sparks MOA Membership Push

CHICAGO — The copyright fight aggressively carried on by the Music Operators of America has helped stimulate its current drive for new members.

"We've noticed more memberships coming in since the bill came into the news," said MOA president John A. Wallace, who, with executive vice-president Fred Granger and the MOA legislative committee has been on top of the bubbling legislative situation in Washington constantly of late.

"I think our battle has helped the membership drive," Wallace said.

"You know, the attitude of too many operators is let the other guy do it, Wallace said. "Operators have been saying for years that MOA will take care of the copyright royalty threat but the time has come when most operators are seeing that everybody has to help."

Of the membership drive itself, Wallace said, "I'm very happy. I think we'll have no trouble of going over our goal of 250 members. We won't

shoot way over it but we'll make it, I'm sure of that."

As for operators in his own district, Wallace indicated that membership in West Virginia is well over 50 per cent "We have about 84 operators in the State and at least 49 have joined MOA," he said. "Virginia is also strongly represented but the other two States in our area are weak," referring to Tennessee and Kentucky.

"We've always found that where a State organization is strong and active MOA membership will be strong, too," he said.

Wallace indicated that with the certain renewal of the copyright battle next year and much discussion of the matter in the coming MOA convention, that now would certainly be the time for operators to join MOA and help present a united front.

Three membership drive chairman out of nine have gone over their quotas—Bob Nims in the South, Harry Snodgrass in the Southwest and Les Montooth in the Midwest.

Texas Operators See Showcase Two Places

SAN ANTONIO—Texas operators in the San Antonio and El Paso areas turned out in impressive fashion for the debut of the Seeburg SS-160 during two recent showings held by Sutherland Distributing Co.

Over 75 persons representing some 34 operator organizations were on hand at the El Tropicano Hotel in San Antonio. From the factory were Ed Blankenbecker and Ed Claffey, who, along with the distributor president, Dave Sutherland, were introduced by San Antonio branch manager H. C. Clarkson.

Here representing San Antonio operations were Mr. and Mrs. W. Johnson, Johnson Sales Co.; Carlie Ball, Ball Amusement Co.; Mr. and Mrs. Steve Daniel, Daniel Music Co.; Mr. and Mrs. Calvin Williams, Williams Amusement Co.; Mr. and Mrs. Richard Guitierrez, Richard Guitierrez Co.; R. E. Burns, Georgette Becu, Joe Soto, Ben Baxter, Burns Amusement Co.;

Alex Hebeeb, Joe Friesenhahn, El Dorado Music Co.; Tom Hernandez, Hernandez Music Co.; Leon F. Iltis, L. F. Iltis Co.; Gus Peters, Fiesta Vending Co.; Charlie Taylor, Acme Music Co.; Jack W. Holquin, Holquin Music Co.; Charlie Taylor, Roger Montemayor, Linterna Verde Music Co.; John Arbuckle, Standard Music Co.; Harold Stein, Stein Vending Co.; Robert Cardenas, Cardenas Music Co.; Jesse Trevino, San Antonio Amusement Co.; Floyd Lindsey, Shamrock Music Co.; Harlan O. Whitaker, Whitaker Music Co.; Douglas Wildenstein, Houston Music Co.; Mattie Johnson, Car-

(Continued on page 79)

Sooners View New Seeburg

Continued from page 74

James Mannis, M&M Music, Altus; Ray Swanson, Swanson Music Co., Sawton; Floyd and Kenneth Prestage, Southwest Music Co., Altus; Earl Fair, Royce G. Rudick, Elvin Moses and James E. Amor, Jet Music Co., Stigler; W. Hanna, Hanna Music Co., Sayre; George Goursparis, City Vending, Muskogee; Marvin Siler, Siler Music Co., Wewoka; Carl Jackson, Western Novelty, Seminole; Victor Hamel, H&H Music Co., Duncan; J. C. Hunter, Sooner Amusement Co., Chickasha; Faye Lowther and Commercial Music Co., Davis.

Jack Haggard, Shaw Vending Co.; Tommy Burden, Tommy's Auto Vending, and R. Taylor, Allied Music Co., Tulsa. Local operators included Jim Weatherall, Recreational Equipment Co.; J. Jacobs, Oklahoma City Music Co.; W. B. Atkins, Atkins Music Co.; Doug Hopkins, Modern Music Co.; Park Bingham, Bingham Music Co., and R. M. Horner, State Vending, Fayetteville, Ark.

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LOCATIONS



Wurlitzer Phono Has Golden Bar

NEW YORK — Under the theme "Sound as big as all outdoors," Wurlitzer unveiled its new line of phonographs to its Northeastern distributors at its regional sales-service seminar Thursday (13). The showing was the first of five to be held throughout the country.

The new units, united by the name "Americana," are lower and narrower than last year's models and incorporate several new features not included before.

"We're pulling out all stops this year," said A. D. Palmer, advertising and sales promotion manager, "because we think we have the best machine on the market." Johnny Bilotta, an up-state New York distributor said in an enthusiastic voice, "We

just can't miss with this one. It's got the Golden Bar which no one else has."

The Golden Bar is one of the three main new features of the 100 and 200 play Americana series. The other two are the dollar bill acceptor and the full-color outdoor scenic panels. Other innovations center about simplicity of repair and ease of

operation. Several options, such as a public address converter system are also available.

Simply stated, the Golden Bar is a patented pre-selection device which automatically selects 7 to 15 songs at the touch of the bar for 50 cents. The operator determines which are the location's top songs by checking the meter and asking the owner.

"We've got the best dollar bill acceptor in the industry," said general sales manager, Bob Bear. "National Rejectors make the unit and what's more, the operator doesn't have to know how to repair it. National guarantees the entire unit."

Tying in the outdoors concept, Wurlitzer has developed a series of versatile front lighted panels. Six outdoor scenes are presently available. The specially prepared art work is fade resistant to the fluorescent light behind the scene. "A whole series will be available shortly," Palmer said, "including holiday and personalized panels."

The Americana's ease of service is a highly desirable characteristic to an operator. Palmer said that more than 95 per cent of all servicing can be done from the front without ever having to move the phonograph away from the wall.

The Many Motivations Of the Music Merchant

By BRUCE WEBER

LOS ANGELES—In jukebox programming, operator motivations vary. One operator may stress popular music recorded by proven artists. Another may be keyed toward minimizing the value of "request" selections and instead "play the charts."

Bob Holland, president of Downbeat Amusement Co., Long Beach, Calif., believes the "can't miss" method of financial progress in jukeboxes is in merchandising techniques.

Although he feels the record manufacturer can do more to improve its relationship with the operator, Holland feels it's "up to the operator to improve his own business" by using merchandising techniques to sell locations the value of the jukebox.

He admits "keeping your eye on the record charts" is only one way of properly servicing jukebox locations. But he feels there is more to being an operator than servicing and stuffing a jukebox.

First, operators should be aware of their location. Visiting the location at different periods of the day, Holland said, enables the operator to personally investigate the jukebox location.

Second, getting a feel for the type of music requested. By placing "request" tunes on the machine, he said, the operator can, at times, increase his revenue if the tune is requested by a frequent patron of the location. Knowing the neighborhood of the location also affords an operator the opportunity to program correctly.

Third, follow the music on radio stations in the immediate area of your location. Often, radio programming will typify an area, giving the operator another source, beside the record charts, to follow.

Fourth, be aware of the merchandise available to the operator. There is enough product, Holland said, to give listeners a variety of material. Programming is an important step to fol-

(Continued on page 77)

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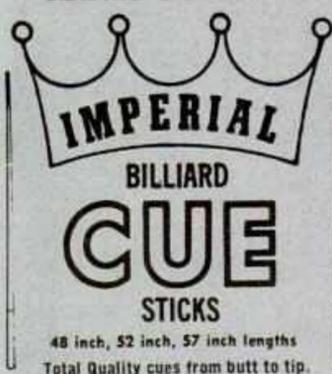
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FRIDAY, OCTOBER 28

9:00 AM—Exhibits Open
11:00 AM—Meeting of Wis. Assoc.
3:00 PM—Exhibits Close
3:30 PM—MOA Industry Seminar
on Record & Jukebox
Industry
4:45 PM—Seminar Coffee Break
5:00 PM—Seminar Continues on
Copyright Question
6:00 PM—Seminar Closes
Hospitality Suites Open in Evening

SATURDAY, OCTOBER 29

9:00 AM—Exhibits Open
11:30 AM—Brunch for MOA members
followed by Meeting &
Program
5:00 PM—Exhibits Close
Hospitality Suites Open in Evening

SUNDAY, OCTOBER 30

10:00 AM—Exhibits Open
11:00 AM—Meeting of Illinois
Association
3:30 PM—Exhibits Close
6:00 PM—Cocktail Hour
7:00 PM—Gala Banquet & Show
in the Great Hall



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THE BLUEBOOK

Mean Valuation of Used & Reconditioned Coin Machines Oct. 22, 1966

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. For purposes of actual pricing, the following generalizations—except in rare, accidental instances—are unfit for application to any specific buyer-seller situation. Such is inevitable with national average figures.

FLIPPER GAMES

Bally

	Average
Aces High 4P, 9/65	325
Band Wagon 4P, 5/65	300
Big Day 4P, 9/64	250
Blue Ribbon 4P, 2/66	No Avg.
Bongo 2P, 3/64	215
Bull Fight 1P, 1/65	235
Bus Stop 2P, 1/65	240
Campus Queen 4P, 9/66	No Avg.
Cross Country, 4/63	115
Cue-Tease 2P, 7/63	140
Discotek 2P, 9/65	275
50/50 2P, 8/65	250
Gold Rush 1P, 5/66	No Avg.
Grand Tour, 7/64	210
Happy Tour 1P, 7/64	225
Harvest 1P, 10/64	210
Hay Ride 1P, 11/64	175
Hootenanny 1P, 11/63	135
Mad World 2P, 9/64	225
Magic Circle, 6/65	230
Monte Carlo 1P, 2/64	185
Moonshot, 3/63	125
Sheba 2P, 3/65	270
Six Sticks 6P, 4/66	No Avg.
Sky Diver 1P, 4/64	175
Star Jet 2P, 12/63	160
Trio 1P, 9/65	285
2 in 1 2P, 8/64	245
3-in-Line 4P, 8/65	330
Wild Wheels 2P, 3/66	No Avg.

Chicago Coin

Bronco 2P, 5/64	200
Firecracker 2P, 12/63	150
Hula Hula 2P, 5/66	No Avg.
Kicker 1P, 8/66	No Avg.
Mustang 2P, 10/64	265
Royal Flash 2P, 8/64	200
South Pacific 2P, 11/64	250
Sun Valley, 8/63	155

Gottlieb

Aloha 2P, 11/61	130
Bank-A-Ball 1P, 9/65	310
Big Top 1P, 1/64	260
Big Casino 1P, 4/61	125
Bonanza 2P, 6/64	300
Bowling Queen 1P, 8/64	255
Buckaroo, 6/65	375
Captain Kidd 2P, 7/60	100
Central Park 1P, 4/66	No Avg.
Corral, 10/61	95
Cover Girl 1P, 7/62	175
Cow Poke, 5/65	300
Cross Town 1P, 9/66	No Avg.
Dancing Dolls 1P, 6/60	90
Dodge City 4P, 7/65	450
Egg Head 1P, 12/61	120
Fashion Show 2P, 6/62	160
Flipper 1P, 11/60	95
Flipper Clown, 4/62	125
Flipper Cowboy 1P, 10/62	175
Flipper Fair 1P, 11/61	165
Flipper Parade, 5/61	115
Flipper Pool 1P, 11/65	305
Foto Finish 1P, 1/61	100
Flying Circus, 2P, 7/61	95
Flying Chariots 2P, 10/63	225
Gauche 4P, 1/63	250
Gigi 1P, 12/63	200
Happy Clown 4P, 11/64	350
Hi-Dolly, 5/65	355
Ice Revue, 12/65	345
Ice Show, 1/66	No Avg.
Kewpie Doll 1P, 10/60	90
Kings & Queens, 4/65	300
Lancer 2P, 9/61	125
Liberty Belle 4P, 3/62	155
Lite-A-Card 2P, 3/60	90
Majorettes 1P, 8/64	250

	No Avg.
Masquerade, 2/66	No Avg.
Mayfair 2P, 6/66	85
Melody Lane 2P, 9/60	85
Merry-Go-Round 2P, 12/60	100
North Star 1P, 10/64	235
Oklahoma 4P, 2/61	155
Olympics 1P, 9/62	150
Paradise, 11/65	425
Preview 2P, 8/62	175
Rack-A-Ball 2P, 12/62	225
Sea Shore 2P, 9/64	295
Seven Seas 2P, 1/60	100
Ship-Mates 4P, 2/64	330
Showboat 1P, 1/65	125
Skyline 1P, 1/65	310
Slick Chick 1P, 4/63	160
Spot-A-Card 1P, 3/60	75
Sunset 2P, 11/62	155
Sweet Hearts 1P, 9/63	195
Swing Along 2P, 7/63	225
Texas 4P, 4/60	100
Thoro Bred, 2P	325
Tropic Isle 1P, 5/62	140
Wagon Train 1P, 4/60	85
World Beauties 1P, 2/60	95
World Fair 1P, 5/64	195

Keeney

Colorama 2P, 12/63	85
El Rancho Hacienda, 11/62	85
Go-Card 1P, 5/63	75
Poker Face 2P, 9/63	160
Rainbow, 6/62	275

Midway

Rodeo 2P, 11/64	185
Winner 2P, 12/63	175

Williams

	No Avg.
A-Go-Go 4P, 6/66	No Avg.
Alpine Club, 3/65	300
Beat the Clock 1P, 12/63	200
Big Chief 4P, 9/65	410
Big Daddy 1P, 9/63	210
Big Deal 1P, 2/63	185
Bowl-A-Strike, 12/65	300
Coquette, 4/62	145
Double Barrel 2P, 9/61	100
Eager Beaver 2P, 4/65	360
8 Ball 2P, 1/66	No Avg.
El Toro 2P, 8/63	250
Four Roses 1P, 12/62	125
Full House 1P, 3/66	No Avg.
Golden Bells 1P, 9/59	50
Heat Wave 1P, 7/64	230
Hollywood 2P, 2/61	105
Jumpin' Jacks 2P, 4/63	195
Kingpin, 9/62	175
Kismet 4P, 1/62	125
Lucky Strike 1P, 8/65	325
Mardi Gras 4P, 11/62	195
Merry Widow 4P, 10/63	285
Metro 2P, 1/62	175
Moulin Rouge 1P, 6/65	300
Oh, Boy 2P, 2/64	265
Palooka 1P, 5/64	215
Pot o' Gold 2P, 7/65	400
Pretty Baby 2P, 2/65	275
River Boat 1P, 9/64	250
San Francisco 2P, 5/64	250
Ski Club, 3/65	345
Skill Pool 1P, 6/63	180
Soccer 1P, 3/64	200
Space Ship 2P, 12/61	140
Stop & Go 2P, 8/64	285
Teachers' Pet 1P, 1/66	345
Tom-Tom 2P, 1/63	200
Trade Winds, 6/62	125
Vagabond, 10/62	180
Valiant 2P, 8/62	200
Viking 2P, 10/61	120
Wing Ding 1P, 12/64	250
Whoopee 4P, 10/64	350
Zig-Zag 1P, 12/64	285

Motivations of Music Merchant

• Continued from page 76

low in increasing a machine's revenue.

Holland, in the coin machine business for 13 years, credits today's aggressive operator with the financial growth of the industry. "Today, operators are better businessmen than their counterparts of, say, 10 to 20 years ago," Holland said. "The operator today is well versed in business practices, contracts and leases. He is more logical and has more common business sense."

Not eager to label the record manufacturer "unco-operative," Holland does believe the coin industry and the record companies have "some talking to do" to improve relationships. "The record companies," Holland said, "can help the operators

merchandise product wisely merely by sending promotional records, which most companies have ceased doing. Several years ago, the major record labels would keep the operators informed of new artists, fresh material, gimmick selections, etc. Now, however, the operator is left to merchandise the product by himself."

Holland also tips operators that the search for new, young, untried artists, often on small labels, will prove worthwhile on certain jukeboxes, depending on the location.

"I'm always on the lookout for young talent, regardless of past performances, unless of course, they flop miserably. The last few years," he said, "many of the rock 'n' roll-type artists, and not the accepted 'name'

talent, has stimulated jukebox sales."

Although Holland's company (Continued on page 82)

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Ditchburn to Show Compact Ice-Maker

CHICAGO—What is reportedly the most compact ice-maker on the market is being readied by the American Division of Ditchburn. The product is called "Magicold," an ice-in-the-cup soft drink vender to be marketed exclusively in the U. S.

The unit is 56 inches high, 27 inches wide, with 600-cup capacity and nine-gallon syrup reserve. An "instant ice" mechanism forms cubes the second the customer's coin is deposited, eliminating the need for ice storage. The unit will premiere at the NAMA exhibit here, Oct. 29-Nov. 1.

Current Little LP Releases

A complete listing of 7-inch stereo LP's available for jukebox programming.

ARTIST	TITLE	LABEL	CAT. NO.	Continued From Previous Week				ARTIST	TITLE	LABEL	CAT. NO.
Hugo & Luigi Chorus	The Cascading Voices of Hugo & Luigi	Seeburg-RCA	404	Billy May	Jimmy Lunceford in Hi-Fi	Seeburg-Capitol	334	Sonny & Cher	Look at Us	Seeburg-Atco	933
Dick Hyman	Electrodynamics	Seeburg-Command	591	Melachro Strings	Our Men in London	Seeburg-RCA Vic.	259	George Sontag	Pianorama	Seeburg-Decca	277
Dick Hyman	Provocative Piano Vol. 2	Seeburg-Command	62	Marilyn Michaels	Fantastic, Exciting Debut of M. Michaels	Seeburg-W.B.	778	Sammy Spear	A Little Travelin' Music	Seeburg-London	490
Dick Hyman	The Man From O.R.G.A.M.	Seeburg-Command	984	Jody Miller	Queen of the House	Seeburg-Capitol	852	Stanley Bros.	Drunken Driver	Seeburg-King	273
Impressions	One By One	Seeburg-ABC	906	Roger Miller	Golden Hits	Seeburg-Smash	1021	Sonny Stitt	At the D.J. Lounge	Seeburg-Atco	364
Impressions	People Get Ready	Seeburg-ABC	801	Mills Brothers	These Are the Mills Bros.	Seeburg-Dot	1038	Sonny Stitt/P. Gonsalves	Salt & Pepper	Seeburg-Impulse	804
Impressions	Ridin' High	Seeburg-ABC	955	Mills Brothers	Gems	Seeburg-Dot	638	The Sunsetters	The Sunsetters	Seeburg-Dearborn	724
Impressions	The Impressions Greatest Hits	Seeburg-ABC	799	Billy Mitchell	This Is Billy Mitchell	Seeburg-Smash	408	Supremes	A Bit of Liverpool	Seeburg-Motown	923
Burl Ives	My Gal Sal Part 1	Seeburg-Decca	10021	Willie Mitchell	That Driving Beat	Seeburg-Hi	987	Supremes	Where Did Our Love Go	Seeburg-Motown	922
Burl Ives	Singin' Easy	Seeburg-Decca	566	Lou Monte	Pepino, the Italian Mouse	Seeburg-Reprise	418	The Surfaris	It Ain't Me Babe	Seeburg-Decca	894
Jackie Ivory	Soul Discovery	Seeburg-Atco	989	Hugo Montenegro	Bongos & Brass	Seeburg-Time	84	Billy Taylor	Right Here, Right Now	Seeburg-Capitol	656
Milt Jackson	Jazz 'N' Samba	Seeburg-Impulse	806	Hugo Montenegro	Montenegro in Italy	Seeburg-Time	85	Clark Terry	Happy Horns of Clark Terry	Seeburg-Impulse	805
Milt Jackson-Wes Montgomery	Bags Meets Wes	Seeburg-Riverside	127	Hugo Montenegro	Montenegro-70	Seeburg-Time	83	Sonny Terry	Talkin' 'Bout the Blues	Seeburg-Wash'ton	139
Etta James	Waiting For Charlie	Seeburg-Argo	368	Montgomery Bros.	The Montgomery Bros.	Seeburg-Time	134	Jon Tex	The Love You Save	Seeburg-Atlantic	1026
Gordon Jenkins	France-70	Seeburg-Time	63	Wes Montgomery	Full House	Seeburg-Riverside	461	Carla Thomas	Comfort Me	Seeburg-Stax	1027
Henry Jerome	That New Country Feeling	Seeburg-Decca	938	Marlowe Morris	Play the Thing	Seeburg-Riverside	190	Pat Thomas	Desafinado	Seeburg-MGM	295
Little Willie John	The Sweet, The Hot, The Teenage Beat	Seeburg-King	381	Ernst Mosch	Festival in Bohemia	Seeburg-Columbia	489	Three Sounds	Beautiful Friendship	Seeburg-Limelight	947
Willie John	Recording Session	Seeburg-King	272	Motion Pictures	New Themes From Motion Pictures	Seeburg-London	88	The Tikkis	In Town Tonight	Seeburg-Minaret	751
Johnny & Jack	Smiles And Tears	Seeburg-Decca	308	Tony Mottola	Love Songs, Mexico/S.A.	Seeburg-Time	982	Bobby Timmons	Bobby Timmons Trio	Seeburg-Riverside	140
Al Jolson	Rainbow 'Round My Shoulder	Seeburg-Decca	1035	Tony Mottola	Roman Guitar, Vol. 2	Seeburg-Command	89	Ernest Tubb	Blue Christmas	Seeburg-Decca	737
Elvin Jones	Dear John C	Seeburg-Impulse	916	Tony Mottola	Romantic Guitar	Seeburg-Command	428	Ernest Tubb	By Request	Seeburg-Decca	1031
George Jones	Heartaches & Tears	Seeburg-Mercury	868	Mr. President	Original Broadway Cast	Seeburg-Columbia	522	Caterina Valente	Madison, Tamoure, Bossa Nova	Seeburg-Decca	557
Quincy Jones & Orch.	I Dig Dancers	Seeburg-Mercury	130	Gerry Mulligan	Feelin' Good	Seeburg-Limelight	967	The Big Valley	Original Soundtrack	Seeburg-ABC	909
Quincy Jones	Quincy's Got A Brand New Bag	Seeburg-Mercury	964	Rick Nelson	Best Always	Seeburg-Decca	828	Dick Van Dyke	Songs I Like	Seeburg-Command	633
Quincy Jones	Quincy Plays For Pussycats	Seeburg-Mercury	902	Peter Nero	Career Girls	Seeburg-RCA Vic.	818	Various Artists	Compositions of Dizzy Gillespie	Seeburg-Riverside	458
Spike Jones	My Man	Seeburg-Liberty	726	Peter Nero	Hail the Conquering Hero	Seeburg-RCA Vic.	402	Various Artists	Compositions of Horace Silver	Seeburg-Riverside	460
Spike Jones	Washington Square	Seeburg-Liberty	626	Anthony Newley	Tony	Seeburg-London	28	Various Artists	Mal Richtig Tanzen, No. 2	Seeburg-Telefunken	525
Tom Jones	Tom Jones	Seeburg-Parrot	882	Jimmy Newman	Artificial Rose	Seeburg-Decca	1028	Various Artists	Mal Richtig Tanzen, No. 3	Seeburg-Telefunken	526
Bert Kaempfert	Bye Bye Blues	Seeburg-Decca	993	The Oberkrainers	Open House on the Rhine	Seeburg-London	491	The Village Stompers	Washington Square	Seeburg-Epic	579
Bob Kames	Bob Kames Goes Western	Seeburg-Columbia	377	Oliver!	Boy for Sale	Seeburg-RCA Vic.	252	Eddie Vinson	Back Door Blues	Seeburg-Riverside	141
Navy Kay Trio	Our Hawaii	Seeburg-Columbia	319	Oliver!	Original Noisier Hot Shots	Seeburg-Dot	637	Porter Wagoner	Thin Man From West Plains	Seeburg-RCA Vic.	857
Sammy Kaye	Shall We Dance	Seeburg-Decca	1030	Buck Owens	I've Got a Tiger by the Tail	Seeburg-Capitol	814	Lil' Wally	Beautiful Polka Music	Seeburg-Jay Jay	723
Anita Kerr Singers	The Genius in Harmony	Seeburg-RCA	249	Junior Parker	Driving Wheel	Seeburg-Capitol	390	Lil' Wally	Lil' Wally's Greatest Hits	Seeburg-Jay Jay	721
Warren Kime	Pieces Of Eight	Seeburg-Prima	921	Leonard Pennario	Rhapsody Under the Stars	Seeburg-Duke	236	Lil' Wally	Oh Bay, Polka Joy!	Seeburg-Jay Jay	720
B. B. King	Confessin' The Blues	Seeburg-ABC	910	Emilio Pericoli	Sings the Golden Hits of Italy	Seeburg-Capitol	395	Lil' Wally	Wish I Was Single Again	Seeburg-Jay Jay	722
Ben E. King	Ben E. King's Greatest Hits	Seeburg-Decca	734	Peter, Paul & Mary	See What Tomorrow Brings	Seeburg-W.B.	926	D. Washington/Q. Jones	The Queen & Quincy	Seeburg-Jay Jay	798
Wayne King	Dance Date	Seeburg-Decca	1034	Oscar Peterson	Eloquence	Seeburg-W.B.	946	Ben Webster	Sweet Edison	Seeburg-Mercury	196
Kingston Trio	Kingston Trio No. 16	Seeburg-Capitol	478	Oscar Peterson	With Respect to Nat	Seeburg-Limelight	968	Kitty Wells	Sinos Songs Made Famous by J. Reeser	Seeburg-Decca	996
Roland Kirk	We Free Kings	Seeburg-Mercury	212	Webb Pierce	Sweet Memories	Seeburg-Limelight	994	Lawrence Welk	Apples & Bananas	Seeburg-Dot	839
Lambert, Hendricks & Ross	Sing a Song of Basie	Seeburg-Impulse	914	Leontyne Price	Swing Low, Sweet Chariot	Seeburg-Decca	250	Lawrence Welk	Champagne on Broadway	Seeburg-Dot	1001
Bob Leaper	Big Band, Beale Songs	Seeburg-London	764	Jimmy Pruett	Good Time Piano	Seeburg-RCA Vic.	328	Lawrence Welk	Golden Trumpet Classics	Seeburg-Dot	944
Brenda Lee	Bye Bye Blues	Seeburg-Decca	997	Arthur Prysock	Double Header With A. Prysock	Seeburg-Capitol	890	Lawrence Welk	My First of 1965	Seeburg-Dot	838
Brenda Lee	By Request Part 2	Seeburg-Decca	10011	Arthur Prysock	Intimately Yours	Seeburg-Old Town	775	Lawrence Welk	1963's Early Hits	Seeburg-Dot	469
Brenda Lee	Merry Christmas	Seeburg-Decca	738	Bill Pursell	Our Winter Love	Seeburg-Old Town	475	Lawrence Welk	Today's Great Hits	Seeburg-Dot	943
Barbara Lewis	Baby I'm Yours	Seeburg-Decca	930	Marvin Rainwater	Love's Prison	Seeburg-Columbia	552	Welk and Hodges	Lawrence Welk & Johnny Hodges	Seeburg-Dot	1037
The Letterman	College Standards	Seeburg-Atlantic	433	Bill Guess	The New Thresholds in Sound	Seeburg-Bravo	400	Dottie West	Dottie West Sings	Seeburg-Dot	975
Enoch Light	At Carnegie Hall	Seeburg-Command	68	Sid Ramin	Mexican Pearls	Seeburg-RCA Vic.	892	Dottie West	Here Comes My Baby	Seeburg-RCA Vic.	856
Enoch Light	Great Themes From Hit Films	Seeburg-Command	70	Don Randi	The Soul Album	Seeburg-Palomar	1023	Wilburn Bros.	The Wilburn Bros. Show	Seeburg-Decca	1029
Enoch Light	Let's Dance the Bossa Nova	Seeburg-Command	431	Otis Redding	Solid Gold Soul, Vol. 1	Seeburg-Volt	1024	Hank Williams, Jr.	Pallads of Hills & Plains	Seeburg-MGM	1012
Enoch Light	My Musical Coloring Book	Seeburg-Command	430	Otis Redding	C'mon and Hear	Seeburg-Atlantic	907	Tommy Willis	Man With a Horn	Seeburg-Gregory	874
Enoch Light	The Roaring 20's	Seeburg-Grand Award	492	Phil Regan	When Irish Eyes Are Smiling	Seeburg-ABC	792	Sonny Boy Williamson	Down & Out Blues	Seeburg-Checker	370
Enoch Light	The Roaring 20's Vol. 3	Seeburg-Grand Award	493	Paul Revere/Raiders	In the Beginning	Seeburg-Coral	960	Gerald Wilson	Moment of Truth	Seeburg-Pac. Jazz	447
Enoch Light	Stereo/35mm Vol. 2	Seeburg-Command	71	Righteous Brothers	Best of the Righteous Brothers	Seeburg-Jerdon	1022	Jackie Wilson	Spotlight on Jackie Wilson	Seeburg-Brunswick	898
Enoch Light	Vibrations	Seeburg-Command	72	Howard Roberts	H.R. is a Dirty Guitar Player	Seeburg-M.G.	588	Jackie Wilson	Soul Time	Seeburg-Brunswick	833
Living Guitars	Folk-Dixie Jamboree	Seeburg-RCA	630	Jim Robinson	Jim Robinson	Seeburg-Capitol	135	Nancy Wilson	Today, Tomorrow, Forever	Seeburg-Capitol	10009
Guy Lombardo	Play a Happy Song	Seeburg-Camden	443	Rolling Stones	The Rolling Stones Now	Seeburg-Riverside	881	Paul Winter Sextet	Jazz Meets the Bossa Nova	Seeburg-Columbia	343
Johnny Long	Johnny Long's Golden Hits	Seeburg-Decca	437	Jimmy Roselli	New York My Port Of Call	Seeburg-London	1002	Hugo Winterhalter	A Season for My Beloved	Seeburg-ABC	481
Trini Lopez	The Folk Album	Seeburg-Everest	823	Russell M. Brown	Ask Me Now	Seeburg-U.A.	958	Jimmy Witherspoon	Roots	Seeburg-Reprise	415
Trini Lopez	The Latin Album	Seeburg-Reprise	713	Bobby Rydell	Somebody Loves You	Seeburg-Impulse	811	Howlin' Wolf	Tell Me	Seeburg-Reprise	371
Trini Lopez	Rhythm & Blues Album	Seeburg-Reprise	887	S/Sgt. Barry Sadler	Ballads of the Green Berets	Seeburg-Capitol	977	Johnny Wright	Hello Vietnam	Seeburg-Chess	940
Charlie Louvin	Less & Less, & I Don't Love You	Seeburg-Reprise	784	Mongo Santamaria	Go Mongo	Seeburg-RCA Vic.	463	Si Zentner & M. Denny	Exotica Suite	Seeburg-Decca	555
Gloria Lynne	Love & a Woman	Seeburg-Capitol	945	Dick Schory	5-Percussion	Seeburg-Riverside	401	Si Zentner	Put Your Head on My Shoulder	Seeburg-RCA Vic.	974
Gloria Lynne	Soul Serenade	Seeburg-Fontana	815	Shirley Scott	Everybody Loves a Lover	Seeburg-RCA Vic.	807	Si Zentner	Waltz in Jazz Time	Seeburg-Liberty	357
Loretta Lynn	I Like 'Em Country	Seeburg-Fontana	1032	Shirley Scott	Latin Shadows	Seeburg-Impulse	956	Big Band Sound	Golden Age of Dance Bands	Seeburg-Soma	50 7-116
Loretta Lynn	Songs From My Heart	Seeburg-Decca	827	Harry Secombe	Ph-nomenal Voice of H. Secombe	Seeburg-Impulse	835	Buddy Cole	Dance Band Hits	Seeburg-Soma	50 7-112
Les McCann	Les McCann Sings	Seeburg-Decca	451	Doc Severinsen	The Big Band's Back in Town	Seeburg-Command	985	Hollywood Theater Orch.	Music Man/South Pacific	Seeburg-Soma	50 7-109
Les McCann	On Time	Seeburg-Pac. Jazz	450	Doc Severinsen	Fever	Seeburg-Command	136	101 Strings	American Waltzes	Seeburg-Soma	50 7-120
Les McCann	The Shampoo	Seeburg-Pac. Jazz	449	Doc Severinsen	Tempetuous Trumpet	Seeburg-Command	136	101 Strings	Broadway Cocktail Party	Seeburg-Soma	50 7-115
Barry McGuire	This Precious Time	Seeburg-Pac. Jazz	961	Robert Shaw Chorale	Many Moods of Christmas	Seeburg-Command	564	101 Strings	Exodus (Other Themes)	Seeburg-Soma	50 7-110
Carmen McRae	Lover Man	Seeburg-Dunhill	194	Robert Shaw	23 Glee Club Favorites	Seeburg-RCA Vic.	181	101 Strings	Fire & Romance of South America	Seeburg-Soma	50 7-121
Charles Magnante	Romantic Accordion	Seeburg-Columbia	981	George Shearing	Shearing With Montgomery Bros.	Seeburg-RCA Vic.	137	101 Strings	Fly Me to the Moon	Seeburg-Soma	50 7-118
Gia Malone	This Is Gia	Seeburg-Command	920	Allen Sherman	My Son the Celebrity	Seeburg-Jazzland	393	101 Strings	Hawaiian Paradise	Seeburg-Soma	50 7-122
Junior Mance	Get Ready, Set, Jump	Seeburg-Decca	675	Allen Sherman	My Son the Nut	Seeburg-W.B.	551	101 Strings	I Love Paris	Seeburg-Soma	50 7-114
Junior Mance	Junior Mance	Seeburg-Capitol	131	Felix Slatkin	Headon	Seeburg-Impulse	354	101 Strings	Million Sellers 60's	Seeburg-Soma	50 7-123
Henry Mancini	Academy Award Songs	Seeburg-Jazzland	973	Nina Simone	Pastel Blues	Seeburg-Liberty	903	101 Strings	Million Sellers 50's	Seeburg-Soma	50 7-105
Mankiff Bros.	Who Stole the Kevshka	Seeburg-RCA Vic.	439	Zoot Sims	Down Home	Seeburg-Philips	276	101 Strings	Million Sellers 40's	Seeburg-Soma	50 7-106
J. Mann Singers	Invisible Tears	Seeburg-Everest	728	Frank Sinatra	A Man & His Music	Seeburg-Bethlehem	951	101 Strings	Million Sellers 30's	Seeburg-Soma	50 7-107
Mantovani	The Incomparable Mantovani	Seeburg-Liberty	766	Frank Sinatra	It Might as Well Be Swing	Seeburg-W.B.	551	101 Strings	My Fair Lady	Seeburg-Soma	50 7-111
Mantovani	Mantovani Magic	Seeburg-London	988	Frank Sinatra	Moonlight Sinatra	Seeburg-Reprise	711	101 Strings	The Soul of Mexico	Seeburg-Soma	50 7-117
Dean Martin	Everybody Loves Somebody	Seeburg-London	714	Nancy Sinatra	Boots	Seeburg-Reprise	1000	101 Strings	World Greatest Standards	Seeburg-Soma	50 7-119
Dean Martin	Houston	Seeburg-Reprise	952	M. Singleton/G. Jones	Duets Country Style	Seeburg-Reprise	1006	Monty Kelly/Buddy Cole	Pops Concert	Seeburg-Soma	50 7-108
Dean Martin	I'm the One Who Loves You	Seeburg-Reprise	886	Roy Smeck	The Manic Ukulele of Roy Smeck	Seeburg-Mercury	99	George Montalba	American Theater	Seeburg-Soma	50 7-113
Dean Martin	Somewhere There's a Someone	Seeburg-Reprise	1005	Roy Smeck	The 3d Man Theme	Seeburg-ABC	170	Seymour & His Trumpet	Golden Trumpet Hits	Seeburg-Soma	50 7-100
Dean Martin	Songs From the Silencers	Seeburg-Reprise	1007	Arthur Smith	Great Country & Western Hits	Seeburg-ABC	842	Seymour & His Trumpet	Golden Trumpet Hits	Seeburg-Soma	50 7-101
Grady Martin	Songs Everybody Knows	Seeburg-Decca	632	Arthur Smith	Original Guitar Boogie	Seeburg-Dot	757	Seymour & His Trumpet	Golden Trumpet Hits	Seeburg-Soma	50 7-102
Al Martino	We Could	Seeburg-Decca	782	Connie Smith	Connie Smith	Seeburg-RCA Vic.	854	Tommy Wills Combo	Golden Trumpet Hits	Seeburg-Soma	50 7-103
Johnny Mathis	The Shadow of Your Smile	Seeburg-Capitol	1018	Jimmy Smith	Got My Mojo Working	Seeburg-Verve	1008	Jimmy McGriff	Man With a Horn	Seeburg-Soma	10 1000
Ernest Maxin	Movie Themes	Seeburg-Mercury	79	Smothers Brothers	Two Sides of Smothers Brothers	Seeburg-Verve	213	Jimmy McGriff	Jimmy McGriff at the Organ	Seeburg-Sue	11P 1020
Billy May	Billy May-70	Seeburg-Riverside	80	Joanie Sommers	Sommers' Seasons	Seeburg-W.B.	350	World Pacific	Boss Baroque	Seeburg-World Pacific	WPS 4-1838
		Seeburg-Time		Sonny & Cher	Baby Don't Go	Seeburg-Reprise	927	The Folksingers	12-String Guitar	Seeburg-World Pacific	ST 4-1812

Texas Operators See Showcase

• *Continued from page 75*

la Ayala, Matin Coronado, Phil's One Stop.

Operators from outstate areas included Henry Casal, Casal Vending Co., Uvalde; Ramon Garcia, Ramon Garcia Co., Karnes City; Jack Jones, Jack's Music Service, Bandera; Mr. and Mrs. V. S. Howard, Mr. and Mrs. Robert Young, H&Y Enterprises, Carrizo Springs; Tony Daywood, Daywood Vending Co., Austin; Jack W. Holquin, Holquin Music Co., Seuquin; Robert Gregory, Gregory & Son Dist. Co., Austin; Frank Helphenstine, Rogert Dever, Jerry's Music Service, Austin.

In addition to manager Harry Clarkson, the following San Antonio staffers also worked hard during the local presentation: Jack Whitaker, sales manager; Douglas Wilenstein, W. D. Carr, Jim Johnson, Rufus Allen, Jr., Mateo Alvarez, Kenneth Cain, Carol Galbraith, Robert McMeen, Fernando Rodriguez and Tommy Swanson.

Ed Claffey centered his talk around the "Two I's," which he

termed Investment and Income, while Blankenbeckler spoke on the increasing cost of operating and suggested operators consider two-for-a-quarter play. Dave Sutherland promised a more intimate distributor-operator relationship, and during his introduction, Clarkson said, "The new features and innovations that Seeburg has introduced in the Showcase will give the fun-loving public more reason than ever to play the phonograph."

Dave Sutherland and Blankenbeckler were on hand for the El Paso showing during the same week at the Ramada Inn where Percy Fielding, branch manager, and his wife, Mildred, served as hosts. Following another well-attended gathering Billy Wakefield and A. Aguilar, service personnel at the branch, addressed the meeting in regard to service of the SS-160. A buffet and cocktail party were a feature of each showing.

Some of the El Paso area operators at the show included Mr. and Mrs. Larry McCollum, Tony Yanez, Reyes Castillo, Action Vending Co.; Mr. and Mrs. Leonard Furr, Southwest Music Co.; Joe B. Mora, Mr. and Mrs. Dean Nicols, Mr. and Mrs. Gilbert Aikman, Mr. and Mrs. Dean Rothbardt, Ramero and Raymond Hernandez, Francisco Coroesdry, Frontier Music Co.; Ester De Lonzano, Charles Percy, Remy Guilar Jr., Jose Estrada, Fidel Vizcaino, Marfa; and Mr. and Mrs. B. L. Kink, Odessa.

Branch personnel in addition to the Fieldings included Mr. and Mrs. Bill Wakefield, Mr. and Mrs. A. Aguilar, Marvin Rowin, Mieke Fielding, Linda Lunt, J. B. Brock and Tina Hobart.

Three 'Theques' In One Location

MEMPHIS—Allen C. Smith's American Vending Co. here has just installed three Seeburg Discotheques in the Stork Club.

Each Discotheque is on a different floor—second, first and basement.

The club caters to persons who are abroad after midnight, such as employees of others clubs with earlier closing hours.

"Action has been great on all three levels so far," Smith said.

LAST CALL

Get Your M.O.A. and N.A.M.A. Ad Plans Finalized Immediately. Special Billboard M.O.A. Issue will be dated Saturday, October 29. Distributed at the M.O.A. Convention Friday, October 28. Distributed at N.A.M.A. Convention, McCormick Place, Saturday, October 29.

Ad Deadline: Wednesday, October 19.

This fact-packed issue offers advertisers a once-a-year opportunity to display and sell equipment at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

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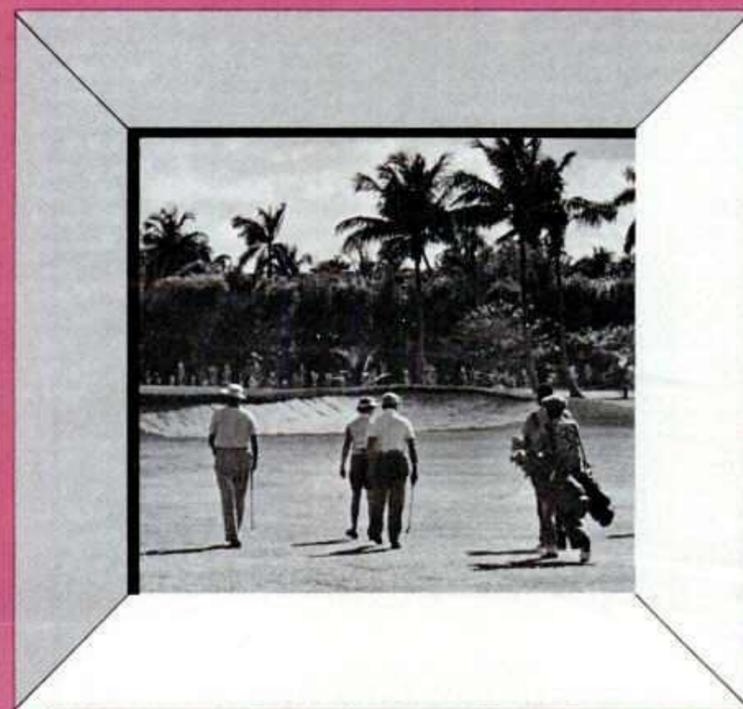
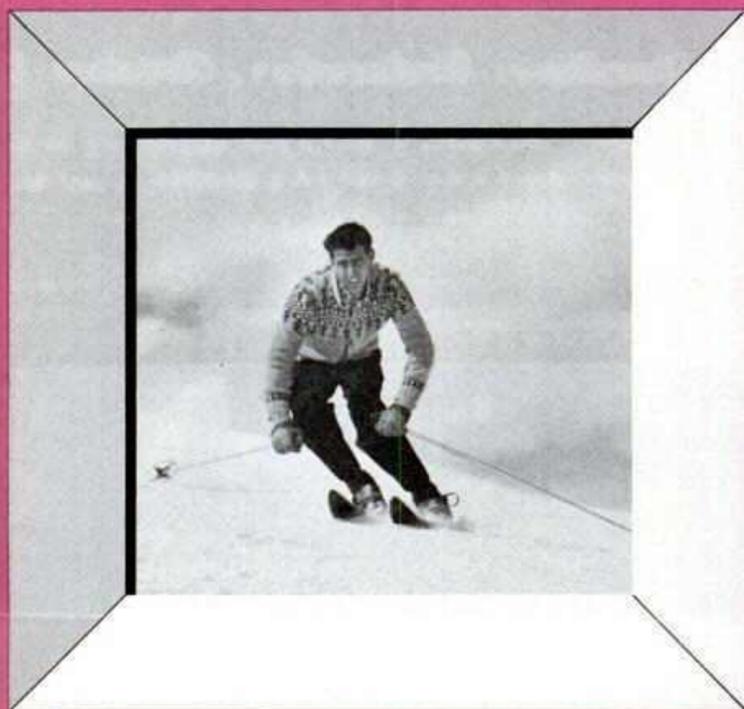
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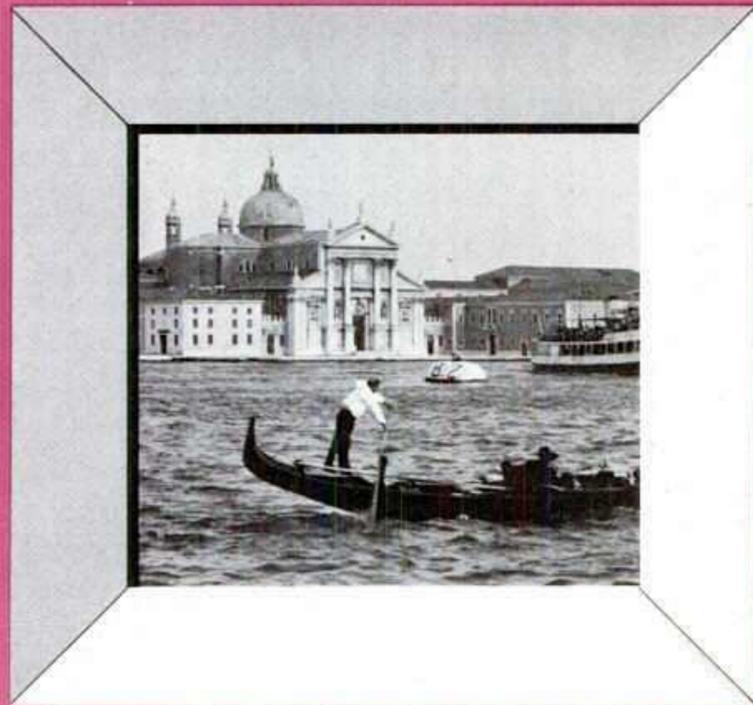
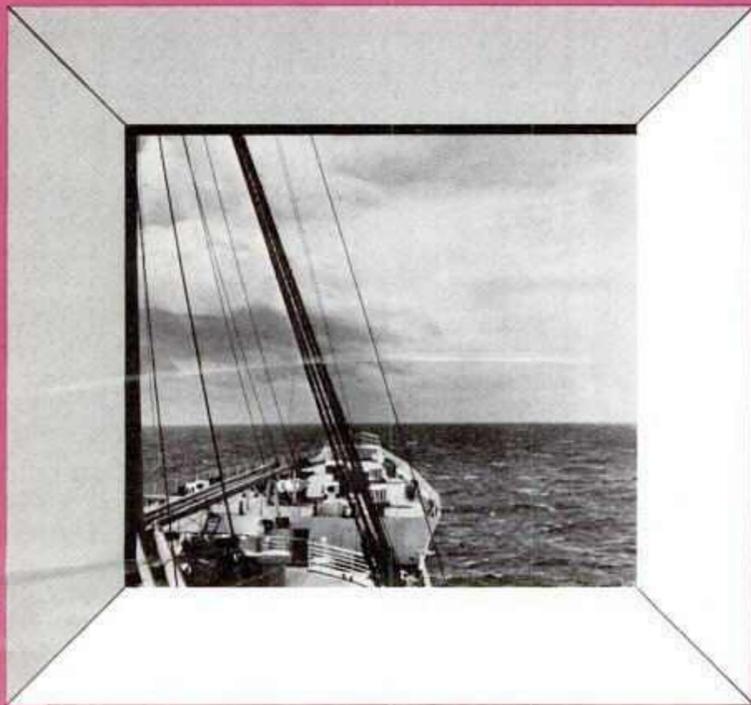
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Granger Sees Royalty Bill Death

• Continued from page 72

the way. We will see to it that public hearings on Section 116 are held next spring."

In the meantime, the MOA legislative committee will bring members up to date on all late royalty developments in a special seminar at the MOA convention here at 3:30 p.m., Oct. 28.

"Although the MOA has not

been talking much about it," Granger injected, "the nation's operators can rest assured that we've been on top of the situation since the House Judiciary voted out the bill. In fact, we were in contact with the house rules Committee at that time."

He said that the MOA has not asked its membership or the industry at large to contact congressmen, "because now is not the right time. When we

know that something is going to the floor that we don't like, then we'll be in touch with the membership and explain in careful detail how our objections can be raised to our elected representatives in Washington. And we'll follow such contact up thoroughly.

Several operators have expressed concern to this reporter during the past two weeks over what they felt was unfortunate

unilateral action by the jukebox manufacturers following the vote of the full House Judiciary Committee. "It appears to me," one remarked, "that the manufacturers are implying that MOA will not capably carry on the battle for the operator. I hope I am drawing the wrong inference. MOA and the manufacturers must work together. Congress has an habitual distrust of manufacturers speaking for an industry. On the other hand, the MOA through its long vigil in Washington has gained the respect of legislators and has

greatly boosted the stature of the national trade association and the entire industry."

Apparently having received similar comments from members, MOA officials met last week with executives of the Seeburg Corp. and Rowe Manufacturing Company to, as Granger put it, "clear up any misunderstanding that may exist." He said MOA officials would like to discuss recent developments with Rock-Ola and Wurlitzer executives as well.

It is the opinion of many veteran copyright observers that Congress would be delighted to let both the MOA and performance rights societies assist the tedious process of advise and consent by arriving at some mutually agreeable compromise. MOA officials and representatives of three major societies did hold two meetings in which peripheral areas of agreement were reached. But when it came to the question of fee amounts, there was stalemate. A third meeting is not now planned.

Said Granger, "The MOA legislative committee feels it has scored a victory up to this point. What has happened this far is only the first stage in the fight—the first skirmish. We succeeded in stopping the original bill, which contained an outright removal of our traditional exemption. Second, though our own proposal was not accepted in total by the subcommittee, we did succeed in getting a statutory limitation written into the subcommittee's proposal. And third, we objected to the mechanics written into the subcommittee's proposal, and, though the subcommittee did not see fit to change the procedure, we can now fight to get it changed. I am confident that we will do so."

Motivations

• Continued from page 77

maintains a strong preference for pop artists—45 per cent of Downbeat Amusement Company's jukebox chart selections are by pop artists—he revealed that 23 per cent of his chart selections are teen-flavored music. He also programs country-western music to the tune of 19 per cent and schedules 10 per cent rhythm and blues.

"Operating today," Holland said, "is all in the merchandising. And today's operators are better able to handle the industry problems because they're smarter, more aggressive and are excellent businessmen."

Hard Knocks

• Continued from page 72

and my boy. Soon it got to the point where we realized that we'd have to decide between the two. So we turned the store into a warehouse and expanded the route. We have now diversified into everything but cold food. It is still a family business, though," he said. "The wife takes care of the books while Charlie—son Charles A. Morrison—and I handle the route.

"Charlie's knowledge of pool tables and hot drink machines—learned at school—really came in handy when we first began to install these machines. He is a very capable mechanic and I am letting him gradually become part owner of the business." Morrison said he had come to Denver from Leadville in order to sign up for a three-week course on bowlers and "possibly a course on pin games." His wife, who accompanied him because she wanted to see the school, told Billboard that she found the coin business "very interesting." And, she added, "it has been very good to us."

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