British Going U.S. Marketing Route

By DON WEDGE and GRAEME ANDREWS

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

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

Though not quite a precedent, moves of executives at such level in the British record business are extremely rare. Norrie Paramor, who has become controller of the EMI group's publishing activities and manager of international pop acts (Billboard, Oct 29), will continue as a general manager of EMI Records until December 11.

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

EMI's move marks the first time a major British manufacturer has gone into rack-jobbing. The giant EMI company has started three pilot programs after studying the results of rackings in America. The company stresses that the move was resisted by the British majors for years—it was only an experiment. But dealers and rival manufacturers know that if (Continued on page 26)
SURE TO SELL LIKE HIS HIT SINGLE!
“GAMES THAT LOVERS PLAY” #8956
EDDIE’S NEW ALBUM

Games That Lovers Play
EDDIE FISHER
Arranged and Conducted by NELSON RIDDLE

Games That Lovers Play — Carnival (Manna de Carnaval)
How Insensitive (Inesentez) — It Never Entered My Mind
Yesterday I Get Along Without You Very Well
Where’s That Rainbow
You’re Devastating
Just Let Me Look at You
Once I Loved
Lara’s Theme (Somewhere, My Love)

INCLUDES HIS CHART-ACTION SINGLE

LPM/LSP-3726

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The most trusted name in sound

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

LOS ANGELES—Columbia in late August is expected to go on the verge of being refashioned. In light of the recent departure of Alan & Jack Sheuer, the label's executive producer, and Larry Marks, one of his staff men going to A&M's growing A&R staff, the company is currently evaluating candidates for the positions.

According to speculation, the label's vice-president, who was here for two weeks ago interviewing production assistants, back last week, put the situation thusly: "We will determine the direction of Col's A&R immediately. We now have a Coast A&R department with a heavy emphasis on the A&R function. We will join the label as A&R top and how many staff producers would be signed has not yet been determined.

When the company to take over A&R assignments formerly held by Irv Townsend, president of Columbia, the Coast operations vice-president in 1964. At A&M Stanton will inherit Herb Alpert's A&R assignments. The trumpeter is based in New York with the Tijuana Brass, Marks.

Kapp in R&B; Pied Piper Deal

NEW YORK—Kapp Records' production deal with Pied Piper Productions, signed this week, will give the label a foothold in the R&B field. The Detroit label, owned by former phonograph record industry executive and head of new label hole in the country during the last few months.

Kapp's best move into the R&B field in the same manner it moved into the country field. The first release under the Pied Piper deal went to distributors this week, a group of songs written and produced by Kapp, includes releases by several recently signed artists. They are Kenny Shephard, Sinis House, and Patti and the Emblems.

The R&B move marks further expansion by Kapp into the so-called "specialty" fields. The Nashville operation, headed by Paul Weindling and Fred Tichnor of the Country Music Association president, has continued to grow in the country field during the last few months.

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Writers Pevin & Mancini Expanding to New Scales

LOS ANGELES—Two West Coast composers have struck out in expansion moves. Movie soundtrack composer Buzz Mancini, who has been contracted by the Houston Symphony Orchestra and head of his own publishing firm, is now embroiled in the 1967-1968 season (see Classical story). The other move involves Henry Mancini, who has set an unprecedented working arrangement with Leslie Bricusse to write songs for Bricusse's new corporation. The two are teaming up on music for "Peter Gunn" for Paramount Pictures, and "The Road" for 20th-Fox. Mancini is an ASCAP composer; Bricusse the lyric writer who belongs to BMI.

Bricusse will be paid ASCAP performance royalties, which will go for his lyrics to the themes for both films, which will be distributed through ASCAP. On subsequent collaborations, indeed, the two men are to be alternated between the two societies, with major soundtracks split the middle. Under this arrangement, Mancini will earn of the royalties. Mancini has formed four ASCAP publishing firms; Bricusse is tied to two British publishing houses but as yet does not have an American publishing firm.

VFW Record Club Rolling; Moving Out Across Nation

MONTGOMERY, Ala.—The VFW (Veteran of Foreign Wars) program of offering records to VFW members for a discount via a mail-order operation known as "House of Records" has been a success to the point of being expanded. Originally the operation is now being set up on a national basis, said Jud Phillips, who created the mail order organization. Each state department of the VFW will receive its share of profits, pledged solely for disabled veteran benefits.


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

LOS ANGELES—Dot Records will establish a subsidiary label for the release of teen and rhythm-and-blues masters from outside production firms and releasing some masters from Dot at the outset, and eventually producing its own records in these fields.

Randy Wood, Dot president, said: "We are looking for the new talent and are not limited to Dot's mask. We are presently looking at some outstanding new talent, but he no longer a staff producer.

First Coast operation Dot men have included Bob Stump, who broke the New Christy Minstrel, now writing shows for Las Vegas, and Bill Smith, a former close friend of Patti Faith, now a member of the company's New York A&R staff.

Bennie Silverman has been the man in charge of the past year coordinating studio activities not functioning as a producer. On his arrival, Townsend has cleared time from his administrative duties to do special record dates.

Cap's Creative Products Creating

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

Formed last August with Harry Myers II as president and manager, creative product has:

- Created a real-to-real demonstration tape for Advert which goes out of stores with new tape machines;
- Signed a Christmas album for the Kroger supermarket chain in the Midwest starring Bing Crosby, who is also the new Dot's president;
- Signed a Christmas album for the McLane's supermarket chain in the Midwest starring Bing Crosby, who is also the new Dot's president;
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- unsigned a Christmas album for the McLane's supermarket chain in the Midwest starring Bing Crosby, who is also the new Dot's president;
- Complete a Christmas album for the Safeway supermarket chain in the U.S. and

California signing Nat Cole with a contract for Capitol investment in the next 50 years.

- Exhibited at the recent New York premium show where My- natt has been able to develop some excellent leads; and
- is now working on a 20-page proposal for various stages of development.

Mynatt says he initially had some difficulty in selling his idea of new corners on the premium show, but in the last two months, a new record subsidiary. Capitol's special products department headed by Rand Butler is scheduled to also exhibit at the premium show.

One of Mynatt's internal projects is "educating" the label's artists to the premium field and its potential. Unlike the normal royalty contract, the sale price of the product, premium royalties, is due because of the self-sustaining 51% shares. Volume sales, Mynatt emphasizes, are the key to the profit differential. A major company may order from 25,000 to 50,000 of a premium album.

In order to service other companies, Mynatt is developing a catalog of albums for firms who will order runs of from 500 to 1,000 LPs. The company may be open a Chicago office by shifting someone in the Capitol family to the new operation. A New York office could also be in operation by Jan. 1, with Mynatt considering interviewing candidates for that post.

Producers' Snubs Spark Indie Move by the Smaller Publishers

By AARON STERNFIELD

NEW YORK—Small and independent publishers in increasing numbers are discovering independent production as a means of getting their properties recorded and eventually building a performance royalty value for their products. It's while more of a drift than a trend, the proliferation of record companies who record their own songs could heighten the tempo of the movement.

One man to experience of Paul Tannen, who operates three BMI affiliated recording companies, (Tannen Music and Sharrow Music, one ASCAP affiliated, and one who has now two independent production companies.

Tannen, who founded Tannen Music 20 years ago, has been a producer for 16 years, ever since he found it was impossible for him to get material on the basis of sheet leads or directly on 78s. He now has wide distribution, extensive catalogues, experienced little difficulty in getting material recorded. And the independent producers, with this finished product, also had big hanging arrangements.

Teen to Be Borne

Starting with Johnny Tillotson as a base, Tannen founded Teen's Record Company, a producer of products from his own copyrights and from Tillotson's written material. He discovered that his own copyrights weren't enough to sustain an independent producer, so he began signing up other copyright owners who would do justice to the songs. Recently Tannen formed a second production firm, PMT Productions, with Joe Scardino and MI Shilman as partners in the venture. PMT will concentrate on children's product.

The two production firms have recorded the Crystals, the Kingston Trio, Sonny and Cher, Sheen, Small, Jayne Kennedy and Turley Richards, for MGM, and have a deal with Columbia. With the increasing cost of demos, Tannen feels he might as well for a little more out of the masters.

Also, the independent production facility provides added assurance that copyrights on the B side of a potentially hot single, an industry band on albums.

Tannen points out that while not too many of the independent companies have their own independent production firms, many of them have at least independent production divisions through which a back-up producer is used to subsidizing the recording sessions.
R&B Zooms in Britain: Fenter

NEW YORK—"U. S. rhythm & blues records and songwriters account for almost 40 per cent of all the single records sold in the United Kingdom," said Frank Fenter, label manager of Atlantic Records in England, who visited the U. S. recently. Fenter should know when he speaks. Prior to his post with PolyGram, Fenter was in charge of A & R Music in London, the British branch of Chess Music's record publishing firm.

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

Fenter says that U. S. records are often appreciated as the perception and analytical qualities of the young British fans of r&b music. Fenter said, "Jim Stewart, head of Stax-Volt Records of Memphis, constantly gets letters from English r&b fans asking things like the names of the musicians who backed Ottis Redding on one of his sessions, or carefully evaluating the arrangements on a Sun & Dave recording. To these fans a r&b record is not merely another good recording—it's an art form. Although there have been English collectors of American r&b for the past 20 years, r&b only became important to the mass market about four years ago. The Beatles were responsible for the breakthrough. Their success helped younger British performers gain enough confidence to perform exactly what they felt, rather than what was supposed to be commercial. Before the Beatles no British artist had been able to perform blues material and make any real impact," Fenter said.

Beatles in Vanguard

The Beatles were the vanguard of youth movement in Britain, a movement that had as its genesis the breaking of the class structure in England. Fenter said, "An indication of the latter is the fact that masses of the popular English groups are all from working class backgrounds. Young British performers from factory towns in Birmingham, Newcastle and Liverpool, feel akin to Negroes. (Continued on page 10)

Monkees Score A (Gold Parlay)

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

ACUFF-ROSE, CHAPPELL TIE

NASHVILLE — Acuff-Rose Publications and the Chappell & Co. Copyrights are teaming up on an album promotion for "Pop Goes the Country" which features the 13-piece Swingster String Singers conducted by Jack Cavendish. Chappell is distributing 13,000 copies of the album through music stores and schools, along with a variety of special arrangements. Acuff-Rose's Hickory label will distribute the album through normal channels, according to W. D. Kilpatrick, director of record promotion and publicity for the label.

Broadway Formula-TV Hit

LOS ANGELES—Jack Ur- benton is using the ingredients of Broadway musicals in his score for the syndicated TV series of animated cartoons, "Super Marvel-Heroes." Ur benton, explained here last week, after scoring a "Nearly Impossible" segment for Desilu which airs Sept. 29, on CBS, that he turned to Broadway concepts to create a memorable score rather than merely background music filling in situation gaps.

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

Peacock, Duke Pitch

HOUSTON—Peacock and CBS records are running a promotion with distributors getting five seven Peacock, Duke sure Shot or Back Beat record they buy. No expiration date has been set for the offer.

SALES FLIRTS

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Three musical hits in one!

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

John Chapman, N.Y. Daily News

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

George Oppenheim, Newsday

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

Richard Watts, New York Post

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

Norman Nadel, World Journal Tribune

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

Walter Kerr, N.Y. Times

On COLUMBIA RECORDS
Where Good Things Come in Threes—in One.

On COLUMBIA RECORDS
Where Good Things Come in Threes—in One.

BARBARA HARRIS
LARRY BLENN
ALAN ALDA
THE APPLE TREE

Good Things Come in Threes—in One.
Popsters Swamped the WSM Scene

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

**Executive Turntable**

Kenny Myers is the new director of corporate development for Dot Records. Myers recently resigned as vice-president and general manager at Musicor, now a subsidiary of Lou Adler's Almo-Southern, which does business as Dot.

**AF, STERN'S IN CHEETAH PITCH**

NEW YORK—Audio Fidelity Records and Stern's Department Store are co-operating on a Cheetah Day promotion Saturday (29) at Stern's outlets here and in Paramus, N. J. The theme, the pop art packaging concept of the AF album, "Where It's At," which was recorded live at the Cheetah. The Teenage Band at Stern's voted the Cheetah Club as the most "now" in the entertainment scene.

The pop art cover bears a four-color reproduction of the Cheetah logo in "heavy-gauge translucent inflatable outer cover which may be used as a throw pillow. Mike St. John & the Prophets, one of the three groups recorded on the album, will provide the music at the festivities.

**LATE CLUB REVIEW**

Peggy Lee Has Shining Hour In a Dazzling Performance

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

But she also sang, and the sum total of her efforts was a Copanight which has seldom been matched. The performer was in a relaxed mood with Miss Lee working effortlessly on such casual classics as "The Boy from New York," "Beautiful Things," "Shadow of Your Smile," "Nees and Easy Does It" and "I Just Want to See You Baby." Her "As You Desire Me" had a pure and innocent quality.

Then Peggy lowered the boom. With the help of the Gypsy country music deejays included Red Jones of WQXI, Atlanta; Don McGregor of WJIN, New Orleans; and Hugh (Baby) Jarrett of WFMQ, Marietta, Ga. However, both Jones and Jarrett have country music backgrounds.

"Doc" Berger Dies

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

He is survived by his widow, Ruth; three sons, Howard, a daughter, Fern.

Cason & Russell Bow Elf Records

NEW YORK—Buzz Cason and George Rose, the new owners of Elf Records, have produced a new label record, Elf 3019, which is being sold exclusively by distribution by Mala-Bell Records. Product on the new label will include pop material as well as Elf. Russell wrote such hits as "The Joker Went Wild," "Blowin' in the Wind," "Bring Me Some Sugar Mama" and "Miss Her" by Gary Lewis & the Playboys.

12 More Execs on Burton Committee

NEW YORK—Twelve more music record industry executives have been named to the Friends of Bob Burton Committee sponsoring a March 21 dinner to raise funds for a law school scholarship in honor of the late BMI president. New committee members include Barney McNett, head of Columbia Records; C. W. Cowan, Joseph D'Imperio, Walter Hofer, Buddy Howl, Bill Gallagher, Don Edmunds, Marvin Kornfield, Charles Schlengel, and Attorney Joseph Hyland. The committee is handling publicity for the organization.

COLEMAN, RICHMOND TO ASCAP BOARD

NEW YORK—Cy Coleman and Harris Richmond have been appointed to the board of directors of ASCAP. Coleman, a noted songwriter, is well known in the Broadway musical scene, "Sweet Charity," also wrote the scores for "Wildcat" and "Little Me," the back-up sound and film scores for "The White Gorilla" and "Peter Goose." Richmond is head of the Richmond Organization.
a Very Important Person with a Very Important Pick

Chris Clark

A Billboard Breakout in San Francisco

LOVE'S GONE BAD

V.I.P. 25038

MOTOWN RECORD CORP.

The Sound of Young America
Language CARtridges to Learn in Driver’s Seat

Music ‘Action’

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

It’s Gordon’s plan to produce the film, which was written and directed by Gordon and with the color in about 15 countries using native music and recording talent. Gordon, who will produce the film himself, is seeing the film. However, Gordon and attorney Jerrold Kishnik, has been meeting with top music publishers and record people to discuss ‘Cycle Sound’ which they believe can be even more promo-

Capital to Salute Sonny James

By HERB WOOD

NASHVILLE — Capitol Records will salute country singer Sonny James by naming November the label’s “Sonny James Month.” Capitol marks the second time that a country star has been selected for the month-long merchandising campaign usually reserved for such acts as Woodstock and the Beach Boys and Beaches.

The honor for James is made possible by Capitol’s cooperation with the record industry’s program to merchandise his catalog. With the release of his new album, the month is highly prized as the period in which to merchandise appropriate seasonal product.

Brown Meggs, Capitol’s vice-president and national merchandising manager, is backing the James promotion with a complete program aimed at dealers throughout the country. The campaign will feature a contest for Capitol Records Distribution that will allow buyers to present press kit, including fan pictures, biographical notes, the “Best of Sonny James” LP and personal letters to disk jockeys.

The label will also spotlight the James catalog of seven LP’s and his two new releases, “The Violin Poems” and “Love, Sonny James.” In addition to the press kit, the label is undertaking a full trade schedule ad campaign, as well as radio spots on top-rated key market stations.

Feature Blow-Ups

The merchandising on the radio and television programs originated from the exhibition. The final test screening Wednesday (12), a 90-minute presentation, was televised by the CBC.

Highly prized Festival du Disque employees in the following: female singer, chansonnier style: Danielle Odic, for her Columbia, Chau-

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

By KIT MORGAN

MONTREAL — The second annual Festival du Disque, a five-day trade fair, was held in Montreal recently, attracting exhibitors and competition entries from leading French-Canadian record companies. Nearly 400 recordings appeared in the categories in the competition, which were judged by two juries (one pop, one classical), and four awards were made on the final night.

During the five-day exhibition, fans visited displays by record companies and allied fields, met their favorite recording artists, and learned about cars and autos. Several radio and television programs originated from the exhibition. The final test screening Wednesday (12), a 90-minute presentation, was televised by the CBC.

Highly prized Festival du Disque employees in the following: female singer, chansonnier style: Danielle Odic, for her Columbia, Chau-

Peer Book Fingers The ‘Lost’ Chord

NEW YORK — Peer Interna-

cational Corp. published last week a book titled “The Guitar: A Musical History.” The book, by John de Lancie, is a history of the guitar from its earliest forms to the present day. The book is designed to introduce the reader to the world of guitar music, and includes sections on the history of the guitar, its various styles and techniques, and the different types of guitar used throughout history.

Brown Meggs, Capitol’s vice-

Blocker Ross’ Business Mgr.

LOS ANGELES — Don Blocker, a long-time music promotion man for Capitol Records, has been named to the second deal of this nature that Blocker has handled. The deal is an agreement with the Capitol Records Corporation to produce and distribute a new album by the singer, who has recently signed an exclusive contract with the label.

Deadline Friday On NARAS List

NEW YORK — Friday (4) is the deadline for music professionals to mail in their eligibility lists for this year’s Grammy Awards. Those who wish to be considered must return their lists to NARAS (National Academy of Recording Arts and Sciences) (12). Companies who have mis-

adoption records, for its LP, “Fern-
WE'RE REALLY SHOUTIN'

Jackie Wilson

Has a #1 R&B SMASH
breaking POP Coast to Coast!

"WHISPERS"

55300 on Brunswick Records naturally

Produced by Carl Davis
LONDON — Dean Martin will receive a merchandizing contract for the calendar that gives Frank Sinatra by the Reprise organization last year. The label has designated Nov. 1 to Dec. 31 as Dean's promotional period for the product and sales merchandising program set to sell two newy recorded albums plus the entire Martin catalog of 13 LPs.

Last fall Frank Sinatra and Warners combined to salute Sinatra's 50th birthday and 25th anniversary in the record business luminary. The television and radio station promotions for the album sparked a sales flow of his product which achieved unprecedented results. The Martin campaign missed the emotional hook of a birthday or show tribute to his career, plus his weekly NBC television exposure, the Burbank company believes these are built-in stimuli.

The new product is: "The Dean Martin Christmas Album," a single disk packaging whose cover will be displayed on six consecutive days (Mon.-Fri., 10 p.m.) while the headliner performs one of the tracks.

**Yule Album Out**

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

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

Reprise has set a $4 million retail release for the program, which runs through the Christmas buying period. The Sinatra campaign resulted in an $8 million retail release and two LPs being awarded gold status.

Merchandising support for the Martin product includes: Shoppers World catalog, clipped free of charge for housing catalog product, store hangars for major accounts, window streamers for dealers' show walls and windows, special goblet cases for the TV album, easy-back jackets for individual LPs and holiday-themed ads.

The company is also arranging a Martin radio day similar to the salute given Sinatra by the national radio broadcasters. Supporting the radio promotion, Martin and some of his "friends" have cut voice tracks; catalog albums will be serviced to FM and college outlets, a radio sampler will be sent AM stations and co-op ad funds for radio time will be available. NBC will distribute the "TV album to its affiliates and radio stations for hopes for extra promotional mileage.

A unique discount incentive program for distributors and dealers includes a three-for-one agreement with Warners, I.A.D, and we'll distribute the "TV album to its affiliates and radio stations for hopes for extra promotional mileage.

A unique discount incentive program for distributors and dealers includes a three-for-one agreement with Warners, I.A.D, and we'll give them a set of three limited edition LPs and a three-for-one prize set of golf clubs.

**R&B Zooms in Britain, Fenter**

*Continued from page 4*

blues—in emotion, feeling and sometimes the words.

"Once the Beatles broke the record market wide open in England, the blues upswing was on. Then the Stones, the Animals, the Yardbirds, Georgia Fame, Spencer Davis Group and many American blues, songs written and recorded by blues artists like Muddy Waters, Willie Dixon, Lightnin' Hopkins and others. The British have been forced into a fast progression with the blues because they have so much potential. And now four black artists have gone from blues to folk to blues to R&B; they've condensed 20 years of American blues into four.

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

Dean Gets Reprise's Frankie Pitch

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Seven hits.
No errors.

ROGER WILLIAMS
BORN FREE

STRANGERS IN THE NIGHT
GUANTANAMERA
THEME FROM "THE BIBLE"
CREST
THE MORE I SEE YOU
SUNSET
ENDLESSNESS
PANDO PEARL OF THE SEA
DARK EYES
SUMMER Samba

JACK JONES SINGS
A DAY IN THE LIFE OF A FOOL
AUTUMN LEAVES
SOMEBEWHERE MY LOVE
SOMEBEWHERE THE SHINING SEA
SOMEBEWHERE THERE'S SOMEONE
WATCH WHAT HAPPENS
PEOPLE WILL SAY WE'RE IN LOVE
I DON'T CARE MUCH
THE FACE I LOVE
LOVE AFTER MIDNIGHT
THE SNOWS OF YESTERDAY
STREET OF DREAMS
Orrtronics Develops Cartridge With Horizontal Path Design

by Larry Finley

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

We visited our new warehouse facilities in South Gate, California, which was just moved to larger quarters at 15164A Stagg Street, South Gate, California. The new warehouse is completely set up to service and ship to ITCC distributors in the West Coast, plus Alaska and Hawaii.

From Los Angeles we stopped in Cincinnati, Ohio, and we wish that every distributor in Ohio, Indiana, West Virginia, Kentucky and Louisiana could see the marvelous, efficient warehouse facility setup for ITCC by our good friend, President George Manley, of Mid-West Tape Corporation.

This operation is an ideal one with a complete IBM control system that assures a complete stocking of every title produced by ITCC in both the 4 and 8 track configurations at all times.

From Cincinnati we drove to Nashville at Automatic Radio Manufacturing Company in Boston. Automatic recently added 10,000 square feet of warehouse space to give ample expansion for immediate shipment of ITCC 4s and 8 track configurations to the automotive trade.

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

All the ITCC warehouse facilities are able to deliver orders in their areas overnight and deliveries (in most cases) and all of the four and eight track ITCC cartridge in quantity in both the 4 and 8 track configurations.

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

OPIELKA, Als.—Orrtronics, Inc., has announced this week that it had gone into production on a new model cartridge which feeds through the machine vertically or horizontally.

In "chips," with other units now on the market," said Orrtronics president Keith Wilson, "I believe this is a pick-up that we have been on the vertical plane. Our decision to go this way is due to the horizontal path was originally aimed at the automotive field because the company's new system utilizes a deck pressure roller.

Roller in Deck

The location of the pressure roller, which is in the deck, or transport, instead of in the cartridge, permits the tape and drive system to automatically disengage when power is turned off.

In the inclination of tape to adhere to the pressure roller and develop flat spots due to storage pressure of a cartridge-contained pressure roller are other advantages of the deck-mounted pressure roller forefined Wilson noted.

Orrtronics, manufacturer of one of the first auto tape players marketed under the title "Auto-Cartridge," quickly fielded the new cartridge with features designed by the company's research and engineering subsidiaries, Cosmos Electronics Corp., Toledo, Ohio.

Wilson pointed out that the elimination of the incandescent pressure roller, plus the horizontal path design, produced a cartridge considerably smaller than others now available. "This," said Wilson, "results in a reduction in space requirement which permits more efficient storage of the required cartridges.

The unit, which uses the Cosmos "Flighton Free" tape employed in the ever-increasing continuous-loop tape systems on the market now, according to Wilson, accommodates eight separate monaural tracks on a quarter-inch wide tape. A maximum of six hours of stereo music is available at the standard three and three-quarter i.p.s. speed.

Ampelex Releases 5 Yule Tapes

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

According to AST general manager John F. Hall, the 8-track titles are "Merry Christmas With Mantovani," (a double play) and "Christmas with Ronnie Aldrich," and "Neil by John Bates.

The 4-track offerings are "Christmas Carol" by Manto- vani and "Noel" by Joan Baez.

RCA CARTRIDGE TO RIDE INTO EUROPE MARKET

AMSTERDAM—RCA Victor tape cartridges will be available for use with the new jet playbacks will enter the European market. RCA’s Dutch licensees, Ingenio, has 10,000 cartridges stored in a warehouse at Schipol Airport, Amsterdam, for distribution throughout Holland and for the use of RCA licensed in all European Common Market countries.

Despite the European dominance of the Philips’ musicassettes, the Victor executives believe that it stands a good chance of creating a worthwhile market for the Line 1/2 "C" player. RCA in Europe is co-operating in the marketing with the Lear office setup this summer in Switzerland.

NEW NOVEL!! NEEDDED!!!

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4 and 8 Track Stereo

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Designed to fit all manufacturers’ cartridge cars and floor space

• Used and new rack displays
• Floor Stand Holders
• Stand and 60 units
• Stand and 100 units
• Photo on request

Manufacturers of all Lines of Music and Record Displays:

WIREMASTER CORP. OF AMERICA
10 W. WEB ST. MERRICK, NEW YORK

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

All models of the new racks come in two styles, brass-plated and black-and-white. Sizes range from the 40 cartridge table unit to the 250 floor-resolving display. According to Guy Barry, sales director, the racks will be available through distributors, wholesalers and rack jobbers.

Retailers desiring the display pieces will be directed to the nearest distributor. The company also has an outlet store direct.

The new models include a 40

(Continued on page 16)

TDK Philips’ Japan Outlet

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

On the last day of November, TDK shipped 300,000 cassettes to the Philips Electron and to Mercury Records. In addition to the manufacture of cassettes in the company, TDK also produced 300,000 Fidelpack type 4-track cartridges for export.

No pre-recorded cartridges have yet been produced, but the company is planning to market music cassette tapes in the near future. There is no printing on making cartridge playbacks.
Another reason RCA Stereo 8 leads in 8-track cartridge tape

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

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


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

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

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

Tape Caddy. Handsome leatherette case holds up to 30 tapes. Makes an attractive consumer offer. IT-757.

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

RCA STEREO CARTRIDGE TAPES

The most trusted name in sound

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## MUNTZ STEREO-PAK

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[Including 4 and 8-track LPs, and 4-track singles]

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


The new cassette playback machine is expected to retail for $59.95 in the U.S. Crown will buy blank cassettes from TDK (Tokyo Denki Kagaku). While the first Crown player will be monaural, stereo machines are planned for late summer in 1967. All machines will be battery-operated with provisions for an ac power adapter.

**General Recorded Tape Ads Label**

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

**Sanyo Elect. Exports**

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

FRANK SINATRA, center, paves over the music score to “That’s Life.” His latest single, at a recording session here last week, Singer begins his annual stand at The Sands Hotel, Las Vegas, Wednesday (4), prior to his upcoming CBS television special, “A Man & His Music, Part II,” Dec. 7.
The "NOW" group with the "NOW" sound
FOLK ROCK WITH THE SOUL OF BLUES

THE FREE SPIRITS

Their First Release

"Tattoo Man"
b/w

"Girl of the Mountain"

ABC 10872

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Design Enjoined In Atlantic Suit

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

The injunction was handed down in a suit by Atlantic Records and the Young Rascals, claiming that the performances on the LP designated as by the Young Rascals of Atlantic A & R artists. Ato is a division of Atlantic.

Producers' Snubs

- Continued from page 3

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

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

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

Edgar Burton of TM Music notes an increase in independent production on the part of publishers, but attributes it to a change. When artists want to write their own material in vogue — as they are today — the publisher is interested in producing records. Within the last three months, TM has signed Larry Cerverdol and the Hornet Men, the New Outlook and Kenny Williams, all of whom have been released on Roulette.

Wiremaster

- Continued on page 12

cartridge unit, 60 cartridge counter; revolving 85 cartridge table display; line of Warner Bros. records, holder. The table models are made piper-proof with glass tops. The revolving units have brass guard rails enclosing the cartridges. Barry says the first forks will hold all manufactur- ers cartridges.

NARM Board to Meet Nov. 2-3

LAS VEGAS — The board of directors of the National Association of Record Merchandisers meets here Wednesday and Thursday (2 and 3) at Caesars Palace. The 1967 NARM convention, to be held at the Century Plaza Hotel, Los Angeles, March 5-10, Convention theme, business sessions and social schedule will be set. Also to be discussed are the excise tax refund situation and the NARM Scholarship Program, in its initial year.

Soul City Aim

- Continued from page 6

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

A former Coast member of the Detroit-based Tamla-Mo- town operation, Gordon says that it is possible to build a stable of r&b acts from the Los Angeles area. There are "bony, rockin' chubs playing un- known artists who could be- come the r&b stars of tomorrow.

But the problem is finding them. "They don't open up to Hollywood," Gordon says. He claims to have found Brenda Holloway in Watts and brought her to Motown. In addition to working with his own acts, Gordon will buy outside masters and use material from other publishing houses.

With the entry of Soul City into the blues field, Liberty gains a new subsidiary in the Mini label, which operates under the Imperial division and specializes in r&b product.

VFW Disk Club

- Continued from page 3

which includes packaging and handling.

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

Abnak Music

- Continued from page 4

ears which hit the charts with "I Saw the Light," distributed by Hanna-Barbera Records. John Abdor says the company decided to set up its own national distribution upon the termination of its pact with HB. Abdor is a wealthy in- vestor with a new, private label, the Bankers Life Commercial In- surance Co. bro. Staff a&r man is Dale Hawkins. Steve Topley, formerly with Hanna-Barbera is the new sales promotion man- ager. A roster of local acts has been established.

merc. is back with muntz

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

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

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

merc. is back with muntz

Steve & Bill Jerome Add 2 More Firms

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

The new firms signed a non- exclusive deal with Jubilee Rec- ords and have obtained record- ing rights for a major studio movie theme.

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

Request Records now distributed by

rcavictor

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

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KINDERSTIMMEN AUS ÖSTERREICH

FESTA NA ALDEIA

VILLAGE FESTIVAL IN PORTUGAL

LA FAMILLE CHIMES AU CANADA

THE CHIMES FAMILY IN CANADA

RODZINA CHIMES W POLSCE

THE CHIMES FAMILY IN POLAND

FESTA NA ALDEIA

Village Festival in Portugal

RLP/SRLP-8045

RLP/SRLP-8086

RLP/SRLP-8087

RLP/SRLP-10076

RLP/SRLP-10080

RLP/8060

RLP/SRLP-10080

RLP/SRLP-9092

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CHART

TOP 20

DONOVAN—MELLOW YELLOW (Prod. by Mickie Most) (Writer: Leich) (Donovan Ltd., BMI)—An other winner from the composer-artist in this off- beat rhythm rocker. Follow-up to "I Was No Surrender" has an infectious quality which should carry it to the top. Flip: "Sunny South Kensington" (Donovan Ltd, BMI). Epic 10908

IAN WHITCOMB—WHERE DID ROBINSON CRUSOE SPEND HIS CHRISTMAS? (Prod. by Ian Whitcombe) (Writers: Lewis-Young-Meyer) (Mills-Waroch, ASCAP)—The English mild ballad sound is in, and this clever, bouncing novelty should strengthen its hold. Whitcombe's appealing delivery and the infectious arrangement will carry it to the top. Flip: "Poor Little Bird" (Burdette, BMI). Tower 274

STEVIE WONDER—A PLACE IN THE SUN (Prod. by C. Paul) (Writers: Miller-Wells) (Stein-Yanwost, ASCAP)—A wonder has a hot top concept in this folk-oriented release, which is in the same bag as his highly successful "Blowin' in the Wind." Exciting treatment by the artist. Flip: "Sylvia" (Robette, BMI). Tamla 54138

THE CYRKL—PLEASE DON'T EVER LEAVE ME (Prod. by J. Swinson) (Writers: Justice, Simon) A medium rock with a harpsichord used in the arrangement makes this latest effort by the highly favored group a sure bet for top of the chart honors. Well blended vocal adds to the appeal. Flip: "Money to Burn" (Nemperor, BMI). Columbia 43871

COUNTRY SINGLES

TOP 10

JEAN SHEPARD & RAY FLOYD—MR. DO—YOURSELF (Prod. by Marvin Hughes) (Writer: MacRae) (Milmos, BMI)—Snash follow-up to "I'll Take The Dog" features clever lyric and top performances by the duo. White was a spin to the top of the country charts. Flip: "I'm Gonna Fall In Love Again" (Central, BMI). Capitol 5769

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

DON BOWMAN—SURELY NOT (Prod. by Chet Atkins) (Writer: Reed) (Vector, BMI)—Clever mixture by this steady performer.Bowman has a sure hit here. Flip: "Dear Sister" (Parody, BMI). RCA Victor 8990

MERLE TRAVIS—MOON OVER THE MELLOWS (Prod. by Marvin Hughes) (Writers: Miller-Wells) (BMI)—Good 'n' country is this Travis treatment of a bright piece of material. Has all the ingredients for a top chart item. Flip: "This Tennessee Waltz" (Tree, BMI). Capitol 5764


TAMMY WYNETTE—APARTMENT NO. 9 (Prod. by Billy Sherrill) (Foley-Owen) (Owen, BMI)—The Bobby Vernon version is currently riding the charts, but this outstanding female interpretation should be stronger. Top country item. Flip: I'm Not Mine To Give (Galliano, BMI). Epic 10995

R&B SPOTLIGHTS

TOP 10

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

THE PLAYERS—I'M GLAD I WAITED (Prod. by Cal Carter) (Writers: Butch & Nance) (BMI)—With "Hell'll Back" starting to fall, the group comes up with a good rock ballad which should keep them among the front ranks. Flip: "Why Do You Love Me" (Alstine, BMI). Mint 32012

CHART

POP SPOTLIGHTS

CHER—BEHIND THE DOOR (Prod. by Sonny Bono) (Writer: Goldens) (Man-Kee Ltd., Equinos, BMI)—An oriented ballad with an exceptions into the idea being given a dramatic reading by the vocalist. Performance and arrangement add up to a hit. Flip: "Magic in the Air" (Cincinnati-Cillet, BMI). Reprise 80327

NANCY SINATRA—SUGAR TOWN (Prod. by Lee Hazlewood) (Writers: Hazlewood-Carr) (Columbia, ASCAP)—A bright new number written and produced by Lee Hazlewood gives the "Boots" gal another strong effort. Has all the right ingredients for top status. Flip: "Summer Wine" (Carr, ASCAP). Columbia 1211

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


TIM HARDIN—HANG ON TO A DREAM (Prod. by Dick Tracy) (Fayland) (BMI)—The composer of "If I Were a Carpenter" has a sure-fire winner in this intriguing original ballad. Coincidentally, another Dick Tracy Wall is being released this week. Verve Folkways 5031

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

CHART

Spotlights—Predicted to reach the HOT 100 Chart

SHADOWS OF KNIGHT—This is the Time to Make Mine Home (Screen Com-Golden State Prod.) (Writers: Garvin-Powell) (Screen Com-Golden State Prod.)—Last chart has the rhythm and the beat, but the result is a highly commercial disk which should make its mark on the Hot 100. Flip: "Any Number of Days" (Screen Com-Golden State Prod.). Decca 32040

Rex Carvin—Gotta Go Now (4 Time Records) (BMI)—The latest from the R&B trailblazer will likely make an impact on the charts. Flip: "Believe It Or Not" (Pronto-Virdum, BMI). Like 302

Rex Carvin—Gotta Go Now (4 Time Records) (BMI)—The latest from the R&B trailblazer will likely make an impact on the charts. Flip: "Believe It Or Not" (Pronto-Virdum, BMI). Like 302

Muscle Beach Party (Film)—Singer: Cherie, BMI. (Prod. by Cherie, BMI). Decca 400 (Film)—Singer: Cherie, BMI. (Prod. by Cherie, BMI). Decca 400

Chiquita—No Time to Love (BMI)—Singer: Cherie, BMI. (Prod. by Cherie, BMI). Decca 400 (Film)—Singer: Cherie, BMI. (Prod. by Cherie, BMI). Decca 400

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

RED CARVIN—I Gotta Go Now (Prod. by Johnson & Gallo) (Writers: Dunn-Garvin-Holman) (Pronto-Virdum, BMI)—Solid and driving beat in this rocker by Garvin should move to the top of the r&b charts in short order. Flip: "Believe It or Not" (Pronto-Virdum, BMI). Like 302

THE PLAYERS—I'M GLAD I WAITED (Prod. by Cal Carter) (Writers: Butch & Nance) (BMI)—With "Hell'll Back" starting to fall, the group comes up with a good rock ballad which should keep them among the front ranks. Flip: "Why Do You Love Me" (Alstine, BMI). Mint 32012

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

LITTLE RICHARD—I Want You To Remember (BMI)—The latest from the R&B trailblazer will likely make an impact on the charts. Flip: "Believe It Or Not" (Pronto-Virdum, BMI). Like 302

Rex Carvin—Gotta Go Now (4 Time Records) (BMI)—The latest from the R&B trailblazer will likely make an impact on the charts. Flip: "Believe It Or Not" (Pronto-Virdum, BMI). Like 302
JUST US.
I CAN'T GROW PEACHES ON A CHERRY TREE.

CHIP TAYLOR AND AL GORGONI...
doing the kind of material that makes the record industry important.

Taylor-Gorgoni writing exclusively for The April/Blackwood Music Publishing Companies.
**BRITAIN’S TOP 50**

Follow the trends now being set by the world-influencing British music market!

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**BROADCASTERS**
**PROGRAMMERS**
**RETAIL DEALERS**

BRITAIN'S TOP 50 chart appears in every issue of RECORD RETAILER. England's only weekly publication serves the retail record industry with total business coverage of this exciting European market...news you cannot afford to miss. Subscribe today!

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RECORD RETAILER IS PUBLISHED EVERY THURSDAY

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Jerry Blaine—Chairman of the Board, JUBILEE INDUSTRIES, INC.

"Do I Use BILLBOARD'S Buyer's Guide? What a Question! What a Book!"

I refer to it easily 15 to 20 times a week—from checking names and addresses of Independent Record Producers, Music Publishers, Rack Jobbers, Distributors, One-Stops and Importers to contacting manufacturers who can use our new recording facilities for tape cartridge and reel-to-reel products.

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**EASY ListENING**

These are best-selling middle-of-the-road singles sampled from national retail sales and radio arbiters airplay listed in rank order.

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**RETAIL PROGRAMMERS**
**BROADCASTERS**
**MUSIC PUBLISHERS**

November 5, 1966, BILLBOARD
The GURUS are hear!

BLUE SNOW NIGHT · COME GIRL

Copyrighted material
For Week Ending November 5, 1966

**Billboard HOT 100**

**STAR performers:** Sides registering greatest proportionate upward progress this week.

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<td>The Glimmer Twins</td>
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<td>51 65 LOOK THROUGH MY WINDOWS</td>
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<td>21 23 28 LITTLE MAN</td>
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<td>14 5 5 PSYCHIC REACTIONS</td>
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<td>26</td>
<td>66  WINDS OF CHANGE</td>
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**HOT 100-A TO Z**

(Publisher-Authenticated)

**BUBBLING UNDER THE HOT 100**
THE HAIR ON MY CHINNY CHIN CHIN

K-13581

HEADED FOR #1

Produced by: Stan Kesler  Management: Leonard Stogel & Associates, Ltd.

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

SAM THE SHAM AND THE PHARAOHS
'Another Hat Gets a 3-Mth. Head Start'

NEW YORK—When Michael Flanders and Donald Swann launch their new revue, "At the Drop of Another Hat," at the Morsey Theater in New York, on Dec. 26, they will have spent another three months on the road. And the original cast album, released by Angel Records, will have enjoyed an equal three months of advance sales in virtually every major market in the East.

The all-new 1966 edition under the direction of George H. Cohen, producer of the original "Another Hat," has a few season's back, opened in Boston on Sept. 26 to raves from the critics. It has since played Indianapolis, Louisville Detroit and Cincinnati, and in each city Angel distributors have sold out their initial pressings. The original cast album, and have replaced. Although it has only been selling at a brisk pace in the theater lobbies where "Another Hat" has been playing for the past month.

Despite this week (2) at the Schubert Theater in New Haven, the Flanders and Swann version of the Little White Dove in Philadelphia (Nov. 7-12), the National in Denver (Nov. 14-16), the O'Keefe in Toronto (Nov. 28-Dec. 10), and to Cleveland (Dec. 12-27). Nine cities between Boston and New York will be covered. The original cast set was recorded in Eng-

SACRED COWS Fair Game To Saturriats at Upstairs

NEW YORK—Few bases are left untouched in "Midle East," the new topical revue which opened last Wednesday (19) at the Village Gate. Most of the satirical forays were in the regular repertory, but Bruce Brodsky's "The southerner" mark often, especially in en-

context.

Before the break, the company lampioned the Festival of Two Worlds in "Spolato." The exercise was not as sharply focused as the earlier one, with Whitney to Jerry Powell's music "Friedrapids." Steinbrenner's "The southerner" its participants through the eyes of the town's Italian residents. The company is not without its success, but its current family is fair game to most conservative ratbites, the sec-

The production's last act was a humorous, satirical "Thanksgiving" piece, with songs, "Lifeclock," "Tipping Point," and "The Wheels of Fortune." It was a well-done, if not as clever a piece of theater as "Another Hat."

Jonah Jones slips into the pop spotlight this week with a new album featuring "The Best of Jonah Jones," Vol. 2. The LP (ST 25945) is the sound is big and brassy; sometimes haunting, sometimes bright. The album in-
cludes some of Jonah's most recent recordings, including two in Jones' own brand of muted jazz trumpet—rich, mellow and stimulating. Jonah's brand of horn is Olds and has been for more than three decades. When-
ever he plays, exciting jazz hap-
pened—the kind that only happens on Olds. (Advertisement)

FRED KIRBY

A YULE RECORD BY JOAN BAEZ

NEW YORK—Joan Baez's expansion of her folk base was not without its drawbacks, as the release of her "Noel" album on Vanguard, the first single has been a success. The album backing includes a consort of high quality, including Barbra Streisand, Jane Morgan, John Mayall, harp, baritone, Baroque organ, winds, strings and per-
cussion. Repertoire consists of 17 European and American Christmas songs, associated with the Christmas season.

(Continued on page 26)

STANDING IN FRONT of the boxoffice at New York's Shubert Theatre, Lewis rens are, left-to-right, the show's producer, Stuart Ostrow, director Mike Nichols, and the composer Jockey Bock. The original cast album will be released by Columbia Records.

Dirksen Talks For the Record

WASHINGTON—Sen. Everett Dirksen has announced that he will become a recording artist via deal with Capitol Records. The announcement, months in the making, has the historical documentary that chronicles the highest profile American history. Senator Dirksen narrates throughout the al-
bum. The original music was composed by John Cacavas. Moreover, the album was written by H. Paul Jeffers, and the executive producer was Art Evers.

The package will mark the Illinois senator's first appearance on record. A 1965, Livingston, Capitol president, has noted that several other ideas have already been discussed with Senator Dirksen in preparations for his campaign to new party.

The album will get its initial commercial distribution in a special cast release at a Dirksen-directed press party to be held in Washington, Capitol, according to Mr. Lin-
ington, is planning an extensive promotion campaign to bat the LP.

M. A. Mangum produced the album and was assisted by Pat Stressed, dirigette orchestra. Dirksen's narr-
ation was recorded in Washing-

natives will be covered. The original cast set was recorded in Eng-

Levy Enterprises

WINS VS. LEWIS

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

FRED KIRBY

Music Can't Take Your Mind Away

100 x 60 COLOR PRINTS $9.50

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100 x 60 PROCESS PRINTS $1.10

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10 x 10 $2.00

10 x 10 COAT OF ARMS $2.50

20 x 20 $5.00

7 1/4 x 11 $1.00

10 x 11 $1.50

10 x 11 COAT OF ARMS $2.00

20 x 20 $5.00

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NOVEMBER 5, 1966, BILLBOARD
meet COLLEEN SHARP

BEAUTIFUL
DYNAMIC

BOONE'S DISCOVERY FOR THE POP MARKET MAKES AN OUTSTANDING DEBUT WITH...

"ARE YOU GUILTY"

Arranged and produced by BOBBY BOBO & RAY PENNINGTON

BOONE 1050

BOONE RECORDS
U.S. ROUTE 42, UNION, KENTUCKY
PHONE: (606) 384-3384

IN CANADA: SPARTON RECORDS

DJ's not on our mailing list... write to...

There's a Boone distributor in your area — contact him today!
1 & 2 Thrids Adds Up to 20 Minutes of Fun

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

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

It all comes off. The satire is gentle, the wit is biting. Expectations are slight, just enough to bring it over the line from a legit presentation to a lampoon. Nothing in the group's repertoire has the ingredients for a hit single, but the sum of their efforts contains material for a delightful album—aied at the urban record buyer.

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

AARON STERNFELD

**Signings**

*Continued from page 26*

Lenn Records. The group is managed by Charlie Green-Brown Stone. The group's MC is the first vocalist signed by the new V&M Records. Located at 183 North Argyll Street in Hollywood, Ban, an English vocalist, has been signed to an Epic Records contract. The first box release on the label will be his English hits, "Pinocchio," and "The Baby Song." Chico Hamilton resigned to a long-term contract with ABC Records for its Impulse line. Epic has signed Jerry and Jeff, whose debut single will be "Come On In... Baby Ray to Imperial, where his final performance will be "I'm Thinking of You." Mike Williams signed with Beacon Recording Productions. His initial recording will be "You Don't Want Me Around." The Doons to the Forest, their debut disk will be "Break on Through."

**Talent**

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

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

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

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

In 1953 the Marienthals brought another Chicago landmark into being on Rush Street when they introduced Mr. Kelly's, which was destroyed by fire this past February. Still later, the brothers launched the St. Louis—This city's Kiel Opera House and Convention Hall has a busy November concert schedule with headliners ranging from the classics to the currently popular.

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

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

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

M.A.M.E.

b/w

Our Day Will Come

A&M RECORDS

823
"There will be a major format attracting a large audience and making a lot of money, and it doesn't even on the air today. That's the kind of thing you don't know what it'll be. Maybe somebody somewhere is already thinking about it. It's apt to be very specialized," he predicted that it could even be an educational format.

Radio Needed

Form releases this week are inevitable, Labuski said, because of the number of radio stations on the air today. We've seen it all because it's an absolute in dictation today. Whatever we've been on.

A few people do badly, some with the same, but not for long. In addition, there are now a few small stations which are broadcast, while others have solid stations making very small mar-

Rapid-Fire Format for KGO-FM

SAN FRANCISCO—The nation's second most popular Top 40 station is now enjoying a new format.

In the recent weeks, KGO-FM, one of the nation's leading Top 40 stations, has undergone a tremendous change. The new format, which has been described as "Rapid-Fire," offers listeners a fast-paced, high-energy sound that is reminiscent of the days when Top 40 radio was at its peak.

The new format features a non-stop, non-repeating playlist of hits, with an emphasis on popular songs and current hits. Listeners can expect to hear a wide variety of music styles, including rock, pop, hip-hop, dance, and country, among others.

The station's new format is designed to appeal to a broad audience, with a particular focus on younger listeners who are drawn to the energy and excitement of top 40 music. KGO-FM's new format is expected to boost ratings and attract new listeners who are looking for a fresh and exciting alternative to traditional Top 40 radio stations.

The station's management has made efforts to ensure that the new format remains true to the station's heritage while also appealing to contemporary tastes. The station has also reinforced its commitment to local news and community events, providing listeners with a comprehensive mix of music and information.

With its new format, KGO-FM is poised to continue its position as one of the top-rated Top 40 stations in the country, offering listeners an engaging and dynamic listening experience that caters to a wide range of tastes.

AIR PERSONALITY Jerry Lebowitz, a well-known personality in the San Francisco radio scene, will be joining the station. Lebowitz, known for his energetic and engaging on-air style, will be broadcasting from 7 a.m. to 10 a.m. each morning.

Lebowitz's addition to the station is expected to further boost its popularity and attract new listeners, with his unique blend of entertainment and information. His expertise in the music industry and his ability to connect with listeners will undoubtedly make him a valuable asset to the station.

KGO-FM continues to be a leader in the San Francisco radio market, with a strong reputation for its diverse programming and commitment to the community. With its new format and talented lineup of personalities, the station is well-positioned to maintain its position as one of the top-rated Top 40 stations in the region.

Since you asked for "POPULAR RADIO" EATS UP COMPETITION IN GEORGIA

ROME, Ga.—A new radio format billed as "Popular Radio" featuring half-century-old hits has been gaining ground in Georgia. Three stations now featuring this type of programing are WYN, WPLK, Rockmart; and WISK, Americus—all owned by the Empire Broadcasting System.

Cal Owen, program director of WYN, said the records are selected from those released during the 1950s and early 1960s, including rock 'n' roll tunes, then a country/town, then a rock 'n' roll record. The "Popular Radio" format was launched by all three stations last June. Rome is a four-station market with WYN the only station programming Hot 100 or with Reprint Records. There are no other stations in the Rockmart area with this type of programming; Americus is a two-station market.

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

WXY'S Triple Play Wins Ratings Game

CLEVELAND—Realizing that the "hot half" of the year, in which a number of older listeners, especially at newtime stations, may still be going strong, one Cleveland station is doing something to keep up the "triple play" feature to capture listeners from other stations. Station WXY is running a promotion called the "Ultimate Song hit," which is designed to attract listeners to the station's music, advertising, and news.

The promotion involves a "maximum" of new records being developed, and the growing spending power of the public, to make it hard to see where we're going to run out of advertising. We've got something they want—ability to reach an audience. The venture has proven so successful that Norman Wain feels it has contributed to the station's No. 1. Hopper (July, August, and September) in the market. Eight months ago, the station was almost lost in the ratings battle.

The triple play feature's success has given rise to another feature—"The WXY Six Pack," which is six records in five weeks for the new music, plus the deejay announcing over the station at the end of a record. The six packs, like the triple plays, are going places in commercials and interviews. Because of this, we can only play them (the six packs) during the five-week period from now and on weekends where we're commercials. Less than a week later, the triple plays, however, came in five minutes before the hour around the clock," said Wain.

WXY has won the battle for new records, but the pattern calls for five from the top per hour, five from the 11-12 category, four from the 21-30 category, and one from the 31-40 category. But with the pick 'n' roll hit (the "Ultimate Song") record or an album cut. The pick 'n' roll hit gets played 12 times a day.

Record selection is left up to the deejays, but the station comes out of its news program with an up-tempo record and slow records are always sent by up-tempo records. This is often a tough rule to follow, Wain said, especially with a record like here.

"During the housewarming, you can get away with these softer songs much easier than during the teen listening times. What we're trying to do is create an A-Go-Go image as a music format and it's got a good set of air personali-

WXY went chicken-cock in format when it was first acquired by the successful team of Norman Wain, who acts as vice-president and general manager, and Bob Weiss, who operates out of WFAS, Westchester County, New York, which the team also controls. But soon the station found that as the audience, it had to go all the way with a Hot 100 format.
This bad apple was picked by everyone!

BAD APPLE
THE PILGRIMAGE

MERCURY SINGLE 72631

PRODUCER: ROY CICALA

www.americanradiohistory.com
PHILADELPHIA—WFIL, which switched to a Hot 100 format about a month ago, is still very strong, according to Easy Listening artists such as Jacqueline, Roger Williams, and Terry Dene. We said program director Jim Hillard about the station. The station is programming music cuts along with Hot 100 reads. It is also rumored that local staff was lured to the station to record their own reads.

Mel Phillips has been named

(Continued on page 32)

STATIONS BY FORMAT

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ANNOUNCER—MORNING MANS

SALES UP 307%

The Sinclair Broadcasting Company has purchased another station. We are expanding and need talented people to help us. Send resume to: Station Manager, Sinclair, P.O. Box 43207, Billings, MT 59106.

FEMALE JOBS—ARE YOU TALKING TO ME? Do you know me? Yes? Do you know why? Then you need to come to work with us. Send resume to: Personnel Manager, Sinclair, P.O. Box 43207, Billings, MT 59106.

ONE OF AMERICA'S BEST-LOVED STATIONS

COME WORK FOR THE BEST... IN THE SHORES OF OCEAN CITY, NEW JERSEY. WE ARE LOOKING FOR A PERSONALITY PROGRAM DIRECTOR... ARE YOU A PERSONALITY? THEN WE WANT TO HEAR FROM YOU.

WYLO Grabs Top C&W Spot

With 42% Vote

MILWAUKEE—WYLO, the country music outlet here, has zoomed to the top in the market as the major influence on country music record sales—indicating the growth of a large audience as well as the ability to sway them to purchase product. The day-time ratings indicate a majority of the votes—42 percent in the WYLO Radio Response Ratings survey. The voters in the survey were the business who made up the market, and the local and national record company executives.

The major country music deejays influencing record sales was Richard Bell, and the second place was Chuck Phillips with 25 percent. A year ago, Richard Bell was second in the market in a similar survey, but at that point the new country music format was only about six months old. Philips, also the station manager, felt that the new country music format was the "magazine" (Continued on page 32)

NOVEMBER 5, 1966, BILLBOARD
GILBERT BECAUD
The Composer of "What Now My Love" Sings

ON A FANTASTIC ALBUM

AND A GREAT NEW SINGLE
#55927

See Him on...
THE HOLLYWOOD PALACE TV SHOW (NOVEMBER 5) / THE TONIGHT SHOW (NOVEMBER 15)
Radio Revenue Up
8.3 Per Cent in 1965

By MILDRED HALL

WASHINGTON — The Federal Communications Commission's financial report for 1965 says radio revenues of $792.5 million for 1965 were up 8.3 per cent from the previous year, and before-tax profits of $171 million were up 9.9 per cent. Radio accounted for 29 per cent of total broadcast revenues, which were more than $2.7 billion for radio and TV in 1965, up just 15 per cent of the overall profits.

The 3,952 independent stations reported revenues up 8.4 per cent to $702.4 million and profits of $78 million—while the 19 network-owned and affiliated stations reported revenues of $358 million and profits of $4 million, up 11.4 per cent. Last year, 91 stations reported revenues of over $1 million, as against 75 stations reporting them in the previous year, but their expenses were over $172 million, up 13.8 per cent.

Radio stations in the top 10 metropolitan areas numbered 224, representing 48 per cent of all station profits. Top ten cities were New York, Los Angeles, Chicago, Philadelphia, San Francisco, Detroit, Washington, Boston, Pittsburgh and Baltimore.

VOC Jox

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YESTERDAY'S HITS

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For KDEO, It's Music, Music

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“FORTUNE TELLER” IS LOOKING AHEAD FOR THE HARD TIMES

See them as the new regulars on “WHERE THE ACTION IS”

Personal Management:
Florence Stanley
9255 Sunset Boulevard
Los Angeles, Calif. 90069
Phone 278-1141

#77851
RADIO-TV PROGRAMMING

KOMA a Record Breaker

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

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

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

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

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

Big Sales—
Strong Action
All the Charts

I BET'CHA
The Manhattan
G-522

Breaking Nationality
New Group—Great Sound
I LOVE YOU MORE
Lee Williams & The Cymbals
C-521

CARNIVAL RECORD CORP.
301 Cheshire Street, Branson, Mo.

The SPIKE DRIVERS
Have something to say!

on

reprise

RECORDS

PERSONAL MANAGEMENT
LEONARD STORTEL & ASSOCIATES, LTD., 155 E. 50TH ST., N.Y., N.Y.
lock the doors,
close the windows, turn
up the sound
and get ready
for imperial's new "baby,"
wild and wailin'
for the charts!!

announcing

THE EXCITEMENT
OF BABY RAY

a brand new
wailing
baby

"something
on your mind"

b/w House On Soul Hill 66216
84 Firms Get With MIDFM As Venture Picks Up Speed

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

Organizer Bernard Chevry said last week that 130 offices available, only 46 remain unleased. This leaves more than 1,000 participants will participate in the six-day market, the first of its kind, whereby is that the total number of companies represented will be around 300.

Chevry, recently returned from a trip to New York, confirmed participation by most leading publishers and disk companies, and plans to London Nov. 3 to

South Pacific Chain Planned by Festival

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

The 14-year-old company will establish its name in New Zealand, Australia, New Guinea, Indonesia, the Philippines and Hong Kong, with offices also opened in Singapore, Thailand, Indonesia and Thailand as soon as import restrictions are lifted, Marks said.

In each area Festival will retain a local citizen as its representative, who will work with its established distribution. Marks will begin reviewing the company on his return from leaving the U.S. in the fall.

The New Zealand company will launch the Pacific chain. Further in the same session, operation as partner with Graphic Supplies, a subsidiary of the Kariidge-Odorin theater chain. The last named organization has established sales and promotion personnel and publishes a monthly movie magazine with a functioning record news department. Roy Fair has been named general manager of Festival in New Zealand. He will be formerly with Everett Music.

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

Export Operation

Festival was previously represented in New Zealand by G. A. Schubert, independent dis- tributors. The company has an export operation to Hong Kong and Singapore. Marks said, for the past six years, with the assistance of the Ministry in Hong Kong and Borneo in Singapore the sales offices. These two companies continue selling the Festival line.

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

Frank Weintrop, European boss of Disney's music operations, hopes that children's records will corner more than 8 per cent of the British market in the next two years, according to latest figures.

The direct distribution path which EMI, Decca and EMI have been following by Polydor in its struggle to get established in the British market. (Phillips went direct last year.)

Weintrop's hope means that Britian's independent wholesalers will be virtually without sales in the coming year. It will also throw increasing attention on the growing number of independent labels which are coming on to the market.

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

Of the principal British record manufacturers—only denton will be putting together independent wholesalers next year, and this is restricted to only one of the larger independent of sales from Polydor's handling is directed by its own sales force. The coming of the pirate radio ships to challenge the BBC has greatly added newsrooms and small independents get exposure of singles product.

Before parliament is likely to be able to change, law will not only make it difficult for the pirates to continue.

Soon perhaps this week, the government will announce plans for the preparation of a new law, or the broadcast industry is being encouraged that they would provide for an immediate national pop music service paid for by advertising but not also the services of EMI and Polydor.

The government report, or the Broadcasting Act, would have to apply to the record producers for a list to release, the IRC and the TV producer.

Both the record producers and the Musicians' Unions for different reasons, anxious to control broadcast use of disks, will negotiate select a mechanism which, the principle-stimulating authority at the time.

A precedent in the case of Radio MANK—only recently encouraged was the use of records, with restriction on the repetition of any given record.

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

EES Pushes Disks for Yule Via Layaway Plan

NUREMBERG—Records are being heavily promoted this season by the European Exchange Company, which distributes the largest and most varied disk inventories in the history of EES disk merchandising. Disk sales for Christmas will be against being promoted with a layaway plan, for those who order the disk for Christmas of $15 will be held at the EES store until the customer has completed his payments. This plan is highly successful in promoting the sale of classical albums, record players, and hi-fi equipment.

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

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EES disk executives report that once a patron buys a few expensive albums under the layaway plan, he is encouraged to build a record library and to make systematic purchases, which are covered by the stimulus which HUL's would be lacking.

There is no additional charge when the merchandise is laid away. Payment varies according to the number of times purchased. Items for the plan must be paid in three stages over 60 days. Purchases more than $100 may be made.

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

Monument Logo Now Intl. With Releases by Festival

LOS ANGELES—Monument Records now has a5足迹 market displayed internationally for the first time as Festival Records of Australia releases six of the American company's albums under the Monument logo.

The release of the LP product marks a new agreement.

Changes Made In EMI Mgt.

MILAN — Francois Minchin and G. C. Alexander, formerly general managers of Italian EMI, have been appointed deputy general managers of the Spanish EMI (Company of Diane). In addition, they were appointed French EMI (Pathe-Marconi) and Italian EMI general managers effective immediately.

This move is consequent to G. E. Cross's resignation from French EMI management. New Spanish EMI top executive was not yet disclosed.
A MAN AND A WOMAN

the johnny mann singers

THE RIGHT CHEMISTRY
FOR THE WILL-CALL COUNTER!
RESTORER HOTEL, in the center of glamorous HOLLYWOOD... It's the
Hollywood Plaza at Hollywood & Vine

HAMBURG — Deutsche Grammophon has announced a
comprehensive program of au-
tumn record releases.

The list of Mozart's sym-
phonies already recorded by the
Berlin Philharmonic under Karl
Bohm will be extended by no
t less than three LP's; this is part
of Grammophon's projected
complete recording of all of
Mozart's symphonies.

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

Grammophon will present,
moreover, a survey of Beo-
thoven's lieder on three LP's
put together and sung by Diet-
rich Fischer-Dieskau with Foreg
Denus at the piano.

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

Grammophon's autumn list
also carries out the comprehen-
sive theme in the case of
a single artist, giving the broadest
possible impression of his talent
and ability. The artist in this
case is Siegfried Behrend, gui-
tarist now under exclusive con-
tract to Deutsche Grammophon.

On the autumn releases Be-
rend can be heard as soloist
in concert; he accompanies
Pilar Lorengar's interpretation
of Spanish romances; and he
gives a recital of his own, de-
voted in general to his artistry
on the guitar.

Some First Ever
These thematically oriented
series are followed by a num-
ber of important recordings,
some of which are the first
ever made of seldom-heard
works. Rafael Kubelik leads the
Berlin Philharmonic in Dvorak's

Herbert von Karajan contrib-
utes a new interpretation of
Richard Strauss's "Don Quixote"
with the same orchestra.

Includes "Te Deum"
The list of first recordings
includes Otto Nicolai's "Te
Deum," a festive performance
by the Berlin Singakademie under
Mathieu Langlo in cele-
britation of its 175th anniversary;
Pfitzner's romantic cantata, "Von
deutscher Seele," under Josef
Keilberth; and Hauer's dra-
matic cantata, "Apollo e Dafne,"
with Agnes Giebel, Dietrich
Fischer-Dieskau and the Berlin
Philharmonic under Gunther
Wiesnewski.

In the field of chamber music,
the survey of Schubert's com-
plete works continues with re-
cordings by the Amadeus
Quartet of the C major Quint-
et and the G major Quartet,
single releases from last year's
subscription album with cham-
ber music.

(Continued on page 40)

PIRATE HEADS FOR ERIN; ERIN HAS OTHER IDEAS

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

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

The Minister of Posts and Telegraphs said, "So far we've not
been troubled much here by the pirates, but unless we take action
now, we could be swamped by them. We must protect our own
commercial radio and TV shows from the pirates who are respon-
sible to no one, being outside territorial waters." It is understood that British Postmaster General Edward Short
is interested in discussing the matter with Irish authorities.
TOP QUALITY!
TOP NAME VALUE!
ONLY THE PRICE IS DIFFERENT FROM SUNSET SO RACK'EM UP!

www.americanradiohistory.com
Bonh Cbs seeks huge sales gains in export europe

frankfurt—the german subsidiary of CBS records expects to triple and possibly quadruple the 1965 sales of 150,000 LP's in Denmark, Belgium, Germany, Norway, Sweden and Finland.

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

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

For example, CBS has scored heavy export sales with Bernd Spiter, a young instrumentalist discovered by Mikulski, and who has sold more than 1,500,000 records in 20 months. Spiter's disks are now selling heavily in the European market.

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

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

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

Selectivity is $5-
To Golden-12

Hamburg — A high Selectivity is the proven success path for Golden-12 label chief Reihard Hart. He has announced that his company has achieved a turnover of more than 20 million in the last five years with only 49 singles and 11 albums. The company issues 12 records a year.

The label, distributed by Metronome, has its biggest successes with Casey Jones and the Governors, "Don't Ha Ha" and "Through a New Window." The Governors have already sold more than 2 million copies of their hit, "Through a New Window."
MOTION PICTURE CO-STARS FOR SINGLES SALES!

CHET BAKER & STRINGS

"ALL" From The Motion Picture - "Run For Your Wife"

BUD SHANK featuring CHET BAKER

(Love Theme From)

‘IS PARIS BURNING’ 77857

b/w ‘A Man And A Woman’

A Paramount Release

WORLD PACIFIC
**From The Music Capitals of the World**

*Continued from page 40*

Columbia, Capitol, Epic, Monument, MGM/Decca, RCA Victor and Monument. Talent on hand to entertain the jockbox operators included Eddie Fisher singing his new RCA Victor single, "Gambles That Love's Paying Off." In the studio Bozio Randolph, Charlie McCoy and Billy Walker; MGM's Lani Kane, Capitol's Al Martino, and Mrs. Nat (K broadcasting) Kunis, who made a surprise guest appearance. The show was sponsored by Hensell Co., K.W.S., Showboat Productions, Washington, D.C. . . .

The Original Bally Dogs presented an excellent concert of Chicago-style jazz on Oct. 16 at the Armitage Avenue Methodist Church. They played such Chicago examples as "Blue Me Blues," "Aunt Hazel's Blues," "Wolverine Blues," "OK Baby," and "First Fall." Down Ben's Don DeMichael marvelled "The Chicago Jazz Club." . . . Making closed-circuit television appearances was the local "Salute to Ed Wynne" dinner will be Red Skelton, Bill Dana, Ditka Shore, Dandridge and olds, Milton Berle, Andy Williams, Petula Clark, Dean Martin and others.

WLS Radio's Art Roberts had DanceDisc Records' Sunday Children's on his Oct. 23 "Karatine" show on WKBK-TV. The group includes Geoff Brian, Ron Holder, Dave Carter, George Palk and Rick Gottlier. Their "You Don't Know Better" is getting national distribution.

One-Disc Records continues to shake up the scene again. George Leaver just picked up Jimmy Robbins' "I Can't Help Myself." It's sold 20,000 here in three weeks and will be given a giant demonstration. One-Disc's Alanna DeConczone is also excitint about Otto Clay's "I'm Sure I Said That." "It's a Boogaloo" by Alvin Cash and the Regulators . . . Philips Spectro- dyne Singers will appear at the International Ballroom of the Cau- rad Hilton Hotel Nov. 28.

Marty Morris and Chicago's Nick Noble are at the Playbilly Club throughout Nov. 13. . . . Dionne Dick Clayton of KBKM, Kaneohe, Mo., played Footman's "Winchester baby" by the New Vaudeville Band for one full hour, over and over again last week; 5,000 telephone calls . . .

**HITCH ON TO THESE TWO NEW RELEASES**

**INTERNATIONAL NEWS REPORTS**

Hitch on to these two new releases

"ALVIN'S BOO GA LOO" by Alvin Cash & The Regulators

"IT IS EASIER SAID THAN DONE" by Otis Clay

by Jimmy Robins

(Mar-V-Lus 26014)

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(Mar-V-Lus 26014)

**NEW YORK**

Latest group taken up by Sd Bermudez is "Joe Noise." Singer Teresa Rinaldi, who handled the upcoming Broadway musical "Gambol," is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a follows the release of his "Joe Noise." is negotiating a disk deal. Richard Miles has written 20 Hawaiian songs for a
A Merry Columbia

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

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

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NEW ACTION ALBUMS

**NATIONAL BREAKOUTS**

MORE *I CANNOT WISH YOU* Ed Ames, RCA Victor LPM 3635 (M); LSP 3634 (S) (725-0635-2; 725-0634-2)

GLYNN EYBROUGH RECORDED LIVE AT THE HUNGRY I RCA Victor LPM 3631 (M); LSP 3630 (S) (725-0631-2; 725-0630-2)

**NEW ACTION LP'S**

These new albums, not yet on Billboard's Top LP's Chart, have recently appeared featuring strong sales action for dealers.

HERSCHEL BERNARDY SINGS FROM FIDDLER ON THE ROOF...
Columbia, CL 6610 (M); OS 19019 (S) (330-06610-3)

HAWAII...
Soundtrack, United Artists QAI 4140 (M); QAI 3143 (S) (875-04143-1; 875-03143-1)

BLACK IS BLACK...
Los Broncos, Press PR 72003 (M); PRS 63003 (S) (725-2303-2; 725-63003-1)

PARSLEY, SAGE, ROSEMARY AND THYME...
Simon & Garfunkel, Columbia CL 2563 (M); CS 9563 (S) (320-0923-1; 320-0923-2)

THE NEW LEE DORSEY WORKING IN THE COAL MINE...
Amy 8011 (M); 8011 S (S) (120-08011-1; 120-08011-5)

SOUNDS OF '66...
Sammy Davis Jr.: Buddy Rich, Reprise R 2214 (M); RS 8114 (S) (780-06214-1; 780-08114-1)

VAUDEVILLE...
Bing Crosby, London (Pye): SP 40083 (S) (640-40083-2)

LIVIN' ABOVE YOUR HEAD...
Joy and the Amazements, United Artists QAI 3341 (M); QAI 5341 (S) (875-04341-2; 875-05341-2)

AMOR MEXICO/S.A. ...
Tony Mottola, Command RS 900 (M); RS 900 SD (S) (352-05900-4; 352-05900-5)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is noted 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.

NOVEMBER 5, 1966, BILLBOARD
NEXT WEEK...

Reprise initiates one of the great, great profit-pointed promotions of this-or any-year; featuring the standard, current and upcoming product of the most salesworthy artist in the business!!!

Your Reprise distributor has all the details . . . see him NOW about operation DEAN MARTIN!

reprise RECORDS
BREAKING OUT BIG FROM THEIR HIT ALBUM
"I LOVE YOU 1000 TIMES"
"I'LL BE HOME"
THE PLATTERS
FLIP SIDE "THE MAGIC TOUCH" MUSICOR 1211

OOPS, WE'RE ON THE WRONG SIDE!
"COME BY HERE"
IS THE HIT SIDE BY
INEZ AND CHARLIE FOXX
PRODUCED BY LUTHER DIXON
"COME BY HERE" IS THE FLIP OF
"NO STRANGER TO LOVE"
MUSICOR 1201

MUSICOR RECORDS • A DIVISION OF TALMADGE PRODUCTIONS, INC. 240 WEST 55th STREET, N.Y.C. 10019
<table>
<thead>
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<th>No.</th>
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<td>The Monkees</td>
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<td>The Monkees</td>
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<td>10</td>
<td>10</td>
<td>&quot;Volete&quot;</td>
<td>The Beatles</td>
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Note: The above list includes the top 10 LPs for the week ending November 5, 1966, as listed in Billboard magazine.

For Week Ending November 5, 1966

Record Industry Association of America seal of certification as million dollar LPs.
November is The 4 Seasons’ Month!
IN HONOR OF THEIR FIVE FABULOUS YEARS

For fabulous sales—go with this comprehensive marketing program

FANTASTIC PRODUCT

Three new Philips albums with all their industry shattering hits

The 4 Seasons
1st vault of golden hits PHM 200-220

The 4 Seasons
2nd vault of golden hits PHM 200-221

The 4 Seasons
Christmas album PHM 200-223

Lookin’ back PHM 200-224/PHS 600-222

The 4 Seasons’ Christmas album PHM 200-223/PHS 600-223

An album of all the best loved Christmas songs.

Pre-sell for your sell through

Merchandising
A dramatic merchandising piece that fits any fixture... rack outlet or independent store, and it’s sized right!

Radio
Extensive radio promotion will make these hits heard as they were never heard before.

Advertising
Effective tools tailored to local needs are available.

Philips Records
One World of Music On One Great Label!
The Incredible
JIMMY SMITH

CLIMBING OUT

"Bucket"!

The Brilliant
LEE MORGAN

SEARCH FOR THE NEW LAND

SEARCH FOR THE NEW LAND

A Product of Liberty Records

BLP 4235/BST 84235

BLP 4169/BST 84169

DOA:
HOT ON THE MOVE!

HEAVEN'S DOOR

by

the

MOD'S MODS

Instrumental 802-A-RE

SPANISH SPY

by

FELIX RANDOLPH

Instrumental 104-A

****

ALBUM BY

MOD'S MODS

Soon to be released

****

REP RECORDS

2292 Brionson Hill Drive

Hollywood, Calif. 90028

From The Music Capital of the World

Continued from page 48

SYDNEY

Frederick C. Marks, executive director of Festival Records, and Noel Brown, national sales manager, have left Australia for an overseas business trip... W & G Records of Melbourne spending several weeks in Europe... LSC has signed young producer of the Tsiomian & W label Records. "From the time the Troggs were signed... the Troggs, the Walker Brothers and the Yardbirds for a tour of Australia during January, George Hilder

TEL AVIV

Eleanor's RCA's Israeli Li- ceris, is receiving Israeli Records for the world market. First big 45s on Hill of Israel, Vol. 4, 1” LP released in Argentina, and the second is an album by the Demes, containing eight minutes. "The Israeli Philharmonic Orchestra's tour of Russia was can... before the musicians left. The Russian ambassador has also announced The English pop group Sing-Sing, popular here for the past four years, has also been signed by producer Mendel Knak. "The English pop group Sing-Sing, popular here for the past four years, has also been signed by producer Mendel Knak. The film

CEMIL KAYNAN

54

November 9, 1966, BILLBOARD
I'd like to thank
the SINGER COMPANY & COLUMBIA RECORDS
for working so well together
in coordinating my products
throughout the world
on my ABC-TV Special
“SINGER PRESENTS TONY BENNETT”
Arthur Fiedler, conductor of the Boston Pops, attends a dealer reception at Grand Rapids, Mich., hosted by the RCA Victor Distributing Corp. of Detroit and RCA Victor Records. From left are Dick Riley, Victor salesman; Harvey Cooper, regional promotion manager; Fiedler; Reid Donaldson, vice-president and general manager of the distribution company of the corporation, and Charlie Hall, Victor field sales representative.

At Carnegie Hall
Puyana, American Symph. A Winning One-Two Punch

New York—Rafael Puyana, one of the world’s foremost harpsichordists, combined with the American Symphony last Monday (24) at Carnegie Hall to present an interesting program of music. The first half of the event was conducted by Leonard Stokowski and was devoted to Bach and Handel, while the most-powerful Poulenc and Hindemith pieces comprised the post-intermission segment.

Puyana’s initial number was Honegger’s “Psalms for Harpsichord in B-flat, Op. 4, No. 6.” which received forceful, yet delicate treatment from the keyboard. The music was preceded by a preludio, the first movement of Handel’s “Royal Fireworks.” The second half of the program included an excerpt from Poulenc’s “Liturgical Piece.” The last number was Hindemith’s “Symphony.” The American Symphony was conducted by Constantine Kontos, who has been associated with the orchestra for many years.

Miami Slates 10 Pairs of Concerts

Miami—Ten pairs of concerts are scheduled for the Greater Miami Philharmonic, which opens its season next Sunday (13) under conductor Paul Sviitek. Solosists for the initial program will be Robert Goby and Jean Claude van Damme, who will perform Beethoven’s “Quintet” and “Violin Concerto,” respectively. Other solosists during the season, which closes on April 10, will be pianists Joyce Arata, Jeanne-Marie Durie and Misha Dichter, guitarist Juan Mercedal, tenor Richard Tucker, soprano Elizabeth Schwartzkopf and violinist Sidney Harth. Conductors will be Frederic Fennell, Milton Katims, Jose Safieb, Andre Watts, Alain Lombard, Serge Fouquier, Emerson Buckley and Irwin Hoffen. All five concerts will be given at the Miami Beach Auditorium. Monday concerts will be at Dade County Auditorium.

Pittsburgh Leads Pickwick’s Pack of Warhorse Reissues

New York—Reissues of warhorses, well-performed, is the stock in trade of the latest LP, a Warner Bros. release on Pickwick ’33. As in the budget line’s first coupled release on Pickwick 16, this year, the Pittsburgh Symphony under William Steinberg appears on a majority of the sets, eight this time, the Pittsburgh’s status among this country’s outstanding orchestras is borne up by this group.

The 10 sets of stereo Reissues of the Pittsburgh Symphony, after “Symphony No. 6” (Prokofiev) on Pickwick 16, range from Haydn to Mozart. They are an interesting potpourri, the only difficult part being the haystack of almost 200 LPs available in this price category. The “Mozart” set offers the usual fare: the symphonies and “Jupiter” and is the only reissue in this group that may be generally available in the stereo warhorse market.

Another Top Performance by Lili Kraus

New York—Chalk up another noteworthy concert by Lili Kraus, whose nine-concert series of the complete Mozart pianos at the Columbia Club continued to draw the high spots of the New York concert season. In last Tuesday’s second concert at Carnegie Hall (25), Miss Kraus turned to two of Mozart’s most-rarely-performed concertos, after an opener of the “Conerto No. 6 in B-flat, K. 283.” The second half of the evening comprised the “Concerto No. 24 in C Minor, K. 491,” which Miss Kraus played with her usual elan.

The early work, which originated in the concertos, allows the pianist to dominate, and Miss Kraus did, with her usual delicacy and precision. Clearly a minor piece without the scope and scale of the later concertos, were it not to later masterpieces like the others on the program, “Conerto No. 6” proved a light opener. Even here, however, the "Andante un poco adagio" could have been more judiciously played. It was beauty associated with Mozart’s second movement that was the phenomenon of the evening. The final "Rondo" also sparkling.

Following the Mozart, with Miss Kraus stunning in the simple pastoral-like "Larghetto," the final concerto, the "Allegretto" finale afforded Miss Kraus a chance for the kind of display that includes a stunning display of her refined virtuosity. Her delicate, knowing touch transmitted the post-intermission "No. 23" to the heathen masses, a wonderful second movement "Adagio" gave way to the joyful "Allegro assai" with Miss Kraus outstanding in both.

Stephen Simon conducted the orchestra.

Does the Selling Price Mirror the Quality?

(Sixth in a series on classical music and recording trends as seen by leading figures in the classical record field who were interviewed separately.)

New York—Recording problems and budget label effects are discussed by a number of important classical music recording artists. The contributing article, an article, is written by Victor Heidenreich, editor of Victor Magazines, the trade paper for the phonograph industry. The article provides an overview of the industry, offering insights into the factors that influence the recording process and the financial considerations involved. The article highlights the challenges faced by record producers and artists in balancing artistic and financial goals, as well as the impact of budget constraints on the quality of the final product. The article concludes with a discussion of the role of technology in the recording process and the potential for future advancements in the industry. The article is a comprehensive look at the landscape of classical music recording, offering valuable insights for both industry professionals and music enthusiasts.
**BEST SELLING CLASSICAL LP's**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No.</th>
<th>Weeks on Chart</th>
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<tr>
<td>23</td>
<td>25</td>
<td>FALLA: LA VIDA BREVE (2-LP)</td>
<td>12</td>
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<td>24</td>
<td>16</td>
<td>GERSHWIN: RHAPSODY IN BLUE</td>
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<td>25</td>
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<td>MONTSERRAT CABALLÉ SINGS</td>
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<td>21</td>
<td>I.M. RACHMANOVSKY: CARLISLE SONGS OF ENRIQUE GRANADO</td>
<td>8</td>
</tr>
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<td>27</td>
<td>22</td>
<td>PICKEN: MARINARA BUTTERFLY (3-LP)</td>
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**NEW ACTION LP's**

- No New Action
- Classical LP's This Week

**BEST SELLING LOW-PRICED CLASSICAL LP's**

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**Carnegie Hall**

- Continued from page 56

**Bayreuth Festival**

- Continued from page 56

Mozart Chamber Orchestra, which teamed well with the soloist. Simon also conducts the Vienna Festival Orchestra behind Miss Kraus in Epix's series of Mozart concerts. Two volumes have been issued to date. "Concertos Nos. 23 and 24" are in Volume 1.

FRED KIRBY

More effort was expended in the past season on linking Bayreuth's crack sales to the famous festival's broadcast activities, and it is not clear how this effort would benefit the festival.

FRED KIRBY

**Classical Music**

- Continued from page 56

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**Bayreuth Festival**

- Continued from page 56

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A radical departure this past season was the invitation to the German Trade Union Federation to sponsor several performances.

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SESAC’s Jim Myers: Gospel a Profession

MEMPHIS—SESAC, the largest licensor of religious music, held a luncheon for 124 people involved in the gospel music field Saturday (22) at the Downtown Motor Inn. SESAC’s William F. (Jim) Myers addressed the gathering, speaking on the importance of treating gospel music as a profession.

In his speech, Myers reminded the guests that gospel music can no longer be considered the "quadrant music" or the "rock public" genre. "But it has emerged as a profession and therefore must be treated as such," he said.

Myers said that gospel music is a profession that has been neglected in recent years. "The field has been losing ground, and it is time to rekindle the interest," he said.

He also emphasized the importance of treating gospel music as a profession. "It is time to treat gospel music as a profession, and that is what SESAC is doing," he said.

Myers also addressed the importance of recognizing the contributions of gospel musicians. "We need to recognize the contributions of gospel musicians and show them the appreciation they deserve," he said.

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St. Louis Gospel Group Cuts First Color Series

ST. LOUIS — The influence and popularity of the Lester Family, already a gospel music tradition in local radio TV here, took a new turn this month when the local group cut its first color television series.

Harvey Lester, father of the three-generation family here, said he had heard of only one other group that had gone to color TV. KSD-TV here will begin programming the show this month.

The family group has been featured regularly here on KSD since 1963 when program director Keith Gunther first saw the possibility of gospel music.

Since then the Lesters have branched out. Their shows are heard on radio Saturdays over KSTL and they have recently been producing television shows for KFPS-TV in Cape Girardeau, Mo.

More recently, Milton Friedland, Plaza TV Corp., has expressed interest in the Lester Family show. This could bring the family into the thousands of homes in the Springfield, Champaign-Urbana and Danville market of Central Illinois.

Identity

"Our main problem," said Herschel Lester, who actually acts as co-ordinator of the family's many enterprises, "is explaining to radio and television people that our music is entertaining as well as religious.

Herschel, who believes the burgeoning gospel music field might still be in search of a clearer identity, said, "The minute I say gospel stations managers react. They want to know right away what religion we are, or what our angle is."

"I always try to explain that the Lester Family's shows are not sermons, that we are non-denominational and that basically our shows are gospel entertainment. If I can get that station manager to hear a tape," Herschel went on, "or watch a filmed show, he sees what I mean."

Certainly Keith Gunther here at KSD was one of the first to see the potential of the Lesters.

First Shows

"Mr. Gunther let us come on in 1963," Herschel recounted, "for a few shows. He liked our program and we cut 37 shows the first year. In 1965 we cut 20 because we found that for half-hour segments you could have some reruns. This year, said the youngish Lester, "we may cut as many as 37 again, although now we're doing color programs."

The color shows, cut at WRAP, Fort Worth, because of a better production arrangement worked out with Dave Turner and the engineers there, amount to an entirely new experience for the Lesters.

It was a new experience for Robert Bell, too, producer and director here at KSD who went along with the Lesters to WRAP as acting director.

"I think it took nearly two hours to do that first half-hour show," said Bell, who explained that the engineers and everybody had to get adjusted to the slightly different aspects of filming a gospel group.

Busy Year for Lesters

ST. LOUIS — The Lester Family here will no sooner conclude their most successful year of gospel concert presentations than they begin plans for 1967. In fact, they have already inked the Kiel Auditorium Opera House for three shows: "We've signed some contracts for next year," said Harvey Lester, who is handling the advance renting of the Opera House, "and will finish our bookings during the National Convention in Memphis.

It has been a triumphant season for the three-generation family introduced to the trade in an earlier profile this year (Billboard, Nov. 7).

Kid Concerts

A Kid concert on April 1 this year had the Blackwood Brothers, Statemen, Stamps Quartet and the Imperials playing to an audience of 4,000.

Recently concluded was the second Kid concert for the year with the Happy Goodman Family, Oak Ridge Boys, Stamps Quartet, Lester Family. An estimated 3,500 attended.

The night previous, 220 miles west of here on Route 66, the family presented the same gospel program at the Shrine Mosque in Springfield, Mo.

This same routine will be followed for the Lesters' third Kid concert Nov. 18, except in reverse order. Here for this program are the Happy Goodman Family, the Statemen, Oak Ridge Boys and Jimmie Davis.

Kingsland Theater

Aside from their Kid presentations, the Lester Family continues booking shows into the 1,500-seat Kingsland Theater in south St. Louis all year.

Here just this month were the Chuck Wagon Gang, Gary and Harmony Boys and the Lesters for one complete weekend show. One week later, another Kingsland Theater attraction featured Paul Ferrin, Virginia McDaniels, First Assembly of God and the TV Choir of Memphis and Terry and Doyle Blackwood.

Billboard Hosts Luncheon For Gospel Music Leaders

• Continued from page 58

board and the industry in order to give the growing gospel music business all the news coverage possible. The meeting became a seminar, with the executives questioning the various members of the Billboard staff as to the problems involved in publicizing the news of the gospel field.

Zito stated that Billboard would back completely the efforts of GMA to bring gospel music to the forefront on a worldwide basis. It was generally agreed that in order to effectively accomplish this goal, the industry leaders and artists must begin to think in terms of the gospel field as a single entity, placing more emphasis on that which will benefit the industry rather than the individual. The rapid growth of the industry and gospel business was cited as an example in which an industry-wide organization (GMA) functioned more effectively than individuals in stimulating expansion throughout the world.

Key GMA executives attending the luncheon were Brock Speer, chairman of the board of GMA and Gosp. Jimmie Davis, president of IMA for 1966-67, and several directors of the GMA board.

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GOSPEL MUSIC

NOVEMBER 5, 1966, BILLBOARD
**CAPITOL MUSIC**

**A Salute for Sonny James**

By HARRY WOOD

MUSIC CITY is slowly returning to normal following the hectic round of parties and shows building the 41st anniversary of WSM's "Grand Ole Opry." The final round of the month, including the Capitol, RCA Victor and Columbia extravaganzas contained some of the greatest talent in the entertainment field and were a credit to the entire country music industry.

One of the highlights of the Columbia show was the first presentation of the annual "Country Gentleman Award," to be received by the artist whose work and reputation among his fellow artists have placed him at the forefront of country music. The award is presented by Columbia in honor of its artist advisor, Direction.

Faron Young and Archie Campbell will headline this year's show to be performed Dec. 22 for the inmates of the Kentucky State Reformatory in LeGrange. Also on the show, which will air the following week, is Bobbie Russell and the Honeymooners.

Archie Campbell will also star on the "Midwestern Hayride" Nov. 12, the show originating WLTW in Cleveland for syndication.

Chicago's Rivoli Club will host Carl Smith on Nov. 4-5. Hank Snow, whose immortality train songs won him widespread fame, will have to sing an important artist for us, not just as a country player. It's the fact that James' popularity extends beyond the country field.

**BEGAN AT FIVE**

November 19, 1966 was a big day in Sonny James' career that began at the age of five when he appeared with the James family of Joplin in the Missouri's shows, the South. His early career was disrupted by a 15-month stint in Korea, but upon his discharge Sonny was signed to a Capitol recording contract by producer Ken Nelson. In the late '70s, James' big hit was the recording of "Young Love," which sold over two million copies, and in 1980, James became a member of the Grand Ole Opry, moving to Nashville to continue his career as a top country entertainer. Then came the phenomenal string of single hits, including "You're the Only One," "The Three of Us," and "From Her to You." The following year's Starlight Awards show, the Festival Telethon, the 20th Anniversary Show, and the 21st Anniversary Show, were among the highlights of his career. James' success continued throughout the decade, with hits such as "True Love," "Take Good Care of My Baby," and "Six Keys to the Highway."

**YESTER YEAR'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.

**COUNTRY SINGLES—5 Years Ago**
November 6, 1961

1. Walk on By, Lenne Van Dyke, Mercury
2. Under the Influence of Love, Billie Joe, Capitol
3. I'm Your World, Marty Robbins, Columbia
4. Tender Years, George Jones, Mercury
5. Walking the Streets, Webb Everette, RCA Victor
6. Big Bad John, Jimmy Dean, Capitol
7. Happy Birthday to Me, Lefty Frizzell, RCA Victor
8. I Fell to Pieces, Patsy Cline, Decca
9. I'll Never Get Over You, Lefty Frizzell, Columbia
10. Hello Feel, Ralph Emery, Liberty

**COUNTRY SINGLES—10 Years Ago**
November 3, 1956

1. Crazy Arms, Roy Price, Columbia
2. Don't Be Cruel, Gene Autry, Capitol
3. Sing Me a Song, Johnny Cash, Sun
4. I'll Be Seeing You, Frank Sinatra, Capitol
5. Love Me Tender, Elvis Presley, RCA Victor
6. Searching, Kitty Wells, Decca
7. Mountains of Music, Johnnie Wright, Capitol
8. Conscience I'm Guilty, Hank Snow, RCA Victor
9. You Are the One, Connie Smith, Columbia
10. I'm Gonna Miss Man, Johnny Horton, Columbia

**RCA VICTOR'S EDYD ARNOLD unabashedly displays his emotions upon being named to Country Music's Hall of Fame at the annual CMA banquet.**

**CMA Banquet Hails New Hall of Famers**

NASHVILLE — The Country Music Association announced the names of the four new members of the Country Music Hall of Fame at the annual CMA banquet and show at Municipal Auditorium Friday (21). The four new members are Jim Denny, Judge George D. Hay, "Uncle" Dave Macon and Eddy Arnold.

Of the four new members, only Hay and Arnold are living, and only Arnold was at the banquet to accept the award. He inaugurated the saying, "Grand Ole Opry," as an announcer on the first "Opry" broadcast over WSM Radio, and was with the show for many years. Arnold was honored for his distinguished career as a country music entertainer, dating back to 1940 when he was featured vocalist with the Pee Wee King Band. "Uncle" Dave Macon joined the "Opry" in 1926 and offered its biggest attraction, while Jim Denny, long associated with WSM and the "Opry," founded one of country music's leading publishing houses, Cedarwood Music.

**Green to Newkeys**

NASHVILLE—Newkeys Music has signed Earl Green to an exclusive writing contract, according to Jimmy Key, president of the firm. Green has penned such hits as "Six Days on the Road," a hit for Dave Dudley and "Our Song of Love," as well as "Give Me Forty Acres."

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Charles S. Brown, General Manager

**HARRAH'S-LYNN In 3-Yr. Pact**

LAS VEGAS — Dick Lane, entertainment manager of Harrah's, has signed country-western star Judy Lynn to a three-year contract to appear at the famous resort. The pact calls for Miss Lynn to appear a minimum of 24 weeks per year, with a salary increase of $100,000 per week. The total amount of the contract is in the $1.5 million range, with_lane, entertainment manager of Harrah's, has signed country-western star Judy Lynn to a three-year contract to appear at the famous resort. The pact calls for Miss Lynn to appear a minimum of 24 weeks per year, with a salary increase of $100,000 per week. The total amount of the contract is in the $1.5 million range, with

**FARON YOUNG, left, and Ben Colder (Sheb Wooley) entertain the more than 1100 members of the Country Music Association attending the annual CMA banquet.**

NOVEMBER 5, 1966, BILLBOARD
### Hot Country Singles

<table>
<thead>
<tr>
<th>Track</th>
<th>Artist/Label</th>
<th>Catalog</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>49DOW</td>
<td>Goin' Down The Road</td>
<td>RCA Victor 4932</td>
<td>4</td>
</tr>
<tr>
<td>54STB</td>
<td>Stand Beside Me</td>
<td>RCA Victor 8981</td>
<td>3</td>
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<tr>
<td>41UNL</td>
<td>My Uncle Used To Love Me But She Died</td>
<td>RCA Victor 8971</td>
<td>5</td>
</tr>
<tr>
<td>52PRI</td>
<td>Pissed</td>
<td>RCA Victor 8972</td>
<td>2</td>
</tr>
<tr>
<td>45HOL</td>
<td>How Long Has It Been</td>
<td>RCA Victor 8973</td>
<td>6</td>
</tr>
<tr>
<td>46SHO</td>
<td>Show Me The Way To The Circus</td>
<td>RCA Victor 8974</td>
<td>3</td>
</tr>
<tr>
<td>45COW</td>
<td>Come On And Sing</td>
<td>RCA Victor 8975</td>
<td>9</td>
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<tr>
<td>31ANN</td>
<td>You Ain't Woman Enough</td>
<td>RCA Victor 8976</td>
<td>10</td>
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<tr>
<td>34SRI</td>
<td>The Streets Of Baltimore</td>
<td>RCA Victor 8977</td>
<td>20</td>
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<tr>
<td>67INT</td>
<td>Where Is The Circus?</td>
<td>RCA Victor 8978</td>
<td>3</td>
</tr>
<tr>
<td>68INT</td>
<td>River Runs Red</td>
<td>RCA Victor 8979</td>
<td>6</td>
</tr>
<tr>
<td>57INT</td>
<td>I'm Only Going Down</td>
<td>RCA Victor 8980</td>
<td>5</td>
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<tr>
<td>58INT</td>
<td>Footprints In The Sand</td>
<td>RCA Victor 8981</td>
<td>3</td>
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<tr>
<td>59INT</td>
<td>I'm Doing This For Daddy</td>
<td>RCA Victor 8982</td>
<td>2</td>
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<tr>
<td>54INT</td>
<td>The Proof Is In The Kitchening</td>
<td>RCA Victor 8983</td>
<td>6</td>
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<tr>
<td>55INT</td>
<td>Only My Heart And Your Hand</td>
<td>RCA Victor 8984</td>
<td>2</td>
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<tr>
<td>68INT</td>
<td>Ease Heart</td>
<td>RCA Victor 8985</td>
<td>17</td>
</tr>
<tr>
<td>73INT</td>
<td>Must Be The Bottom</td>
<td>RCA Victor 8986</td>
<td>2</td>
</tr>
<tr>
<td>65INT</td>
<td>Where's The Highwayman's Barn</td>
<td>RCA Victor 8987</td>
<td>2</td>
</tr>
<tr>
<td>62INT</td>
<td>The Good Ole Grade</td>
<td>RCA Victor 8988</td>
<td>4</td>
</tr>
<tr>
<td>64INT</td>
<td>I'm Gonna Hang Ups My Goggles</td>
<td>RCA Victor 8989</td>
<td>2</td>
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<tr>
<td>71INT</td>
<td>Seven Days Of Cryin'</td>
<td>RCA Victor 8990</td>
<td>3</td>
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<td>61INT</td>
<td>You Can't Stop Me</td>
<td>RCA Victor 8991</td>
<td>2</td>
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<tr>
<td>68INT</td>
<td>Ride, Ride, Ride</td>
<td>RCA Victor 8992</td>
<td>2</td>
</tr>
<tr>
<td>73INT</td>
<td>Home</td>
<td>RCA Victor 8993</td>
<td>2</td>
</tr>
<tr>
<td>74INT</td>
<td>You've Been Wronging The Law</td>
<td>RCA Victor 8994</td>
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</tbody>
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### Hot Country Albums

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<th>Catalog</th>
<th>Weeks on Chart</th>
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<tr>
<td>1ANB</td>
<td>Another Bridge To Burn</td>
<td>RCA Victor 8995</td>
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<td>2AIM</td>
<td>You Ain't Woman Enough</td>
<td>CBS 8996</td>
<td>5</td>
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<td>3CNW</td>
<td>Carnegie Hall Concert With Buck Owens &amp; His Buckaroos</td>
<td>Columbia 8997</td>
<td>15</td>
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<tr>
<td>4ILO</td>
<td>I Love You So</td>
<td>RCA Victor 8998</td>
<td>13</td>
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<tr>
<td>5ASU</td>
<td>Almost Persuaded</td>
<td>RCA Victor 8999</td>
<td>13</td>
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<tr>
<td>7SBM</td>
<td>The Streets Of Baltimore</td>
<td>RCA Victor 9000</td>
<td>7</td>
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<td>9GJO</td>
<td>George Jones Golden Hits</td>
<td>RCA Victor 9001</td>
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<td>1CFT</td>
<td>The Country Touch</td>
<td>RCA Victor 9002</td>
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<td>7SUF</td>
<td>Suffer Time</td>
<td>RCA Victor 9003</td>
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<td>30SWO</td>
<td>Swingin' Doors</td>
<td>Capitol 9004</td>
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<td>6CT</td>
<td>The Country Touch</td>
<td>Capitol 9005</td>
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<td>13LM</td>
<td>The Last Word In Lonesome</td>
<td>RCA Victor 9006</td>
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<td>12JSE</td>
<td>The Last Leaf Shall Fall</td>
<td>RCA Victor 9007</td>
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<td>15LGO</td>
<td>Losin' Country</td>
<td>RCA Victor 9008</td>
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<td>16SCU</td>
<td>Sittin' Up Phillips</td>
<td>RCA Victor 9009</td>
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<td>17CMN</td>
<td>Steel Willie</td>
<td>RCA Victor 9010</td>
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<td>34BON</td>
<td>Born To Sing</td>
<td>RCA Victor 9011</td>
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<tr>
<td>17FDR</td>
<td>Fiddle Drum</td>
<td>RCA Victor 9012</td>
<td>24</td>
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<td>23SST</td>
<td>The Sissy Style</td>
<td>RCA Victor 9013</td>
<td>23</td>
</tr>
<tr>
<td>23CMN</td>
<td>Connie Smith Sings Great Sacred Songs</td>
<td>RCA Victor 9014</td>
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<td>26MBN</td>
<td>Miss Bonnie Guitar</td>
<td>RCA Victor 9015</td>
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<td>28LON</td>
<td>Lonesome Is Me</td>
<td>RCA Victor 9016</td>
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<td>24BRE</td>
<td>Breaking The News</td>
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<td>A Million And One</td>
<td>RCA Victor 9018</td>
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<td>Put It Off Until Tomorrow</td>
<td>RCA Victor 9019</td>
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<td>I Like 'Em Country</td>
<td>RCA Victor 9020</td>
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<td>29WAN</td>
<td>Wanda Jackson Salutes The Country Music Hall Of Fame</td>
<td>RCA Victor 9021</td>
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<td>29EYX</td>
<td>Evil On Your Mind</td>
<td>RCA Victor 9022</td>
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<td>32GEO</td>
<td>George Jones, Monument HM 9023</td>
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<td>Alone With You</td>
<td>RCA Victor 9024</td>
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<td>Hat Stickers</td>
<td>RCA Victor 9025</td>
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<td>37LMN</td>
<td>Leftin' Town</td>
<td>RCA Victor 9029</td>
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<td>Ernest Tubb Sings Country Hits Old And New</td>
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<td>78DA</td>
<td>The Best Of Tex Ritter</td>
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<td>Carter's Choice</td>
<td>RCA Victor 9032</td>
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<td>1CHL</td>
<td>Country Charley Pride</td>
<td>RCA Victor 9033</td>
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*Note: The above list only includes a portion of the songs and artists featured in the Billboard Special Survey for Week Ending 11/2/66. For a complete list, please refer to the original publication.*
NEW ALBUM RELEASES

* Continued from page 54

TMLA

BACH: JOHANNES/KIM TEICNER-B 3536, 54

VARIOUS BIG COUNCIL JOE FT

Ralph Carruthers. Singer-Songwriter, lovely, WST 3010

DIFFERENTS - The Blue Box: FT 3012, FT 3113

WOOODY GUTHRIE-Joshua Tree & Other Dardelca River Songs, Ft 5004

ROGER SPRING-Sgt. Peppers: LV 5005, LV 23000

WINDS: J. F. Abrams- The Prince of Pazz; W 2304, W 3398

WASHINGTON: THE LEGENDS; W 2304, W 3398

WAWARNER BROS.

THE SIBLEY FROM BAND:-Vanion My Esp-

THE KING FAMILY:-Lover W 1665, W 1666

WESTMINSTER

JEAN FRANCES PAULARD CHAMBERS ORCH:-

-Enthronement for the Kings Super.

WST 1074, WST 17712

HARVEST: TWO MEDITATIONS-Various Artists

-Saxo Radio Chamber Orch. (Kopenhagen). WST 3010, WST 17712

WILSHIRE: SYMPHONIES FOR CELLO AND HARP: SCHOE/ Paul Teniers; WST 19119, WST 17712

WORD

J. F. Abrams- The Prince of Pazz; W 2304, W 3398

Ralph Carruthers. Singer-Songwriter. lovely. WST 3010

DIFFERENTS - The Blue Box: FT 3012, FT 3113

FOUR-STAR ALBUMS

* Continued from page 52

RELIGIOUS

GREAT HEBREW PRAYERS

The Rev. Israel Haim, London TW 1014 (M), 9.99419 (S)

THE LORD BLESS YOU

Voltaire Artists. WST 3391-P (M)

SPOKEN WORD

TREASURY OF WALT WHITMAN:

-LEAVES OF GRASS- Alexander Sperber, Spoken Arts SA 307 (V, L), 9.99401 (S)

THE JUNGLE BOOKS, Vol. I

Chapman and Hall, London 9.99852 (M)

TREASURY OF LEWIS CARROLL

Christopher Cameron, Spoken Arts SA 407 (M)

TREASURY OF JOHN GREENLEAF WHITTIER

Dorothy Hall, Spoken Arts SA 996 (M)

INTERNATIONAL

LOS TROYADORES (ROMANTIC FOLK SONGS OF SOUTH AMERICA)

Los Troadoreos, Columbia Ex 1160 (M)

NEW GERMAN BEER-DRINKING SONGS

Cappell T 0141 (M), 9.99415 (S)

THE PERTICARIE MUET OF FERNANDO FABBINA

Fernando Fabbrini, Monitor Rec. MF 467 (M)

FROM ROMA WITH LOVE

Kolia Petrou, Warner Bros. W 1690 (M), W 3398 (M)

THE ROYAL HIGHLAND FUSILIERS

London TW 5414 (M), 9.99415 (S)

THE WONDROUS SONGS OF HEBRE

The Royal Academy of the Arts 4 Corners of the World ECA 2423

THREE-STAR ALBUMS

The following are worthy of considera-

SOUNDBRACK

CHAPLIN'S ALEXANDRA COMEDY Mainstreet: 5039 (M), 9.9999 (M)

A TASTE OF HAWAII

The Wandering Sound 2344 (no stereo)

SOUS CREAM & OTHER DELIGHTS

Sous Cream: 5050 (M), 9.99413 (S)

WALL STREET

John Finnemore, Polydor PL-0165 (M)

THE GOOD OLD DAYS

Leona Berman, PAX-LP, L-P 103 (S)

CLASICAL

ARRR: CONCERTO FOR 4 HANDS AND A

ROVER: SYMPHONIES IN 4 PARTS

Chamber Orchestra of the Radiotelevision of Spain (Fundacion). Archive 3007 (P)

JAZZ

LUCAS MARGALE AT THE ALIBI BAR

Survey LP 1997 (M)

COMEDY

SHERMAN & LARRENO'S SMARF FLOPS Various Artists, LP 3091 (S)

THE DOWNS OF WOLFDOR FERN

Dew yarn, Warner Bros. B 1852 (S), B 2505 (S)

INTERNATIONAL

THE VALLEY IN BROAD DAYLIGHT

Chapman and Hall, London TW 5414 (M), 9.99415 (S)

SONGS AND DANCES OF LATVIA

The Latvian Folk Ensemble. New World

Men Who Read

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MEAN BUSINESS

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- The only rating gauge available to radio advertisers and time buyers based on actual listener “buying responses”... not merely “tune-in”

CONTENTS

THE 41 MAJOR MARKETS
Ratings indicate position held by each station and disk jockey by their musical format in influencing the record buying habits of their listeners—based on actual play and over-the-counter record sales.

ALBANY—
SCHENECTADY—
TROY, N. Y.
ATLANTA, Ga.
BALTIMORE, Md.
BIRMINGHAM, Ala.
BOSTON, Mass.
BUFFALO, N. Y.
CHARLOTTE, N. C.
CHICAGO, Ill.
CINCINNATI, Ohio
CLEVELAND, Ohio

COLUMBUS, Ohio
DALLAS, Tex.
DAYTON, Ohio
DENVER, Colo.
DETROIT, Mich.
FT. WORTH, Tex.
HARTFORD, Conn.
HOUSTON, Tex.
INDIANAPOLIS, Ind.
KANSAS CITY, Mo.
LOS ANGELES, Calif.
MEMPHIS, Tenn.
MIAMI, Fla.
MILWAUKEE, Wis.
MINNEAPOLIS—
ST. PAUL, Minn.
NASHVILLE, Tenn.
NEW ORLEANS, La.
NEW YORK, N. Y.
NEWARK, N. J.
OKLAHOMA CITY, Okla.
PHILADELPHIA, Pa.
PITTSBURGH, Pa.
PORTLAND, Ore.
PROVIDENCE, R. I.
ROCHESTER, N. Y.
ST. LOUIS, Mo.
SAN DIEGO, Calif.
SAN FRANCISCO, Calif.
SEATTLE, Wash.
SYRACUSE, N. Y.
WASHINGTON, D. C.

CROSS-REFERENCE RECAP
BY MUSICAL FORMAT

POP SINGLES
POP LPS
R & B
JAZZ
COUNTRY
CONSERVATIVE
COMEDY
FOLK
CLASSICAL

DJ RANK
STATION RANK
STATION ADDRESS.
ZIP CODE
AREA CODE & PHONE NUMBER

SPECIAL LISTINGS
NATIONAL BANDSTAND SHOWS
Name of Show & Personality
Current number of markets
Producer & Talent Co-ordinator
Full address, area code & phone number

LOCAL TV BANDSTAND SHOWS
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number

COUNTRY TV SHOWS
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number

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*Applicable Tax $

Total Amount of Check Enclosed $
Big Marketing Sales Training Programs Aimed at the Retailer

Chicag0 — Trying to bring image-building promotion rigidly into home electronics sales at the retail level, several major manufacturers are setting up space-age marketing, management and sales training programs in which store managers are ultimately aimed at you, the dealer.

Here are recent major developments in this regard:

1. ALUDIO has instituted a comprehensive marketing and management training program aimed at providing all levels of the retail and distributor strat...
Concord Recorder
Concord introduces tape recorder with built-in AM radio. This solid-state portable operates on batteries or household current and will record directly from a radio. Push a button and one reel will record up to twenty single-playback records. Unit is equipped with remote control microphone. No price.

Admiral Radio
Debonair AM/FM clock radio by Admiral. Has full feature clock controls, lighted clock face and two tone controls. Also has automatic frequency control, slide rule tuning and terminals for outside FM antenna. Price $70.

Alwa Recorder
Alwa model TR-1500 mono-magnetic tape recorder. A dual track, capstan drive unit plays on four D batteries or house current. Records at 3% and 1% ips and has a six-inch reel and remote control microphone. Retail for $99.95.

Aiwa Radio
Aiwa model T-RX-2000 FM/AM pocket-type radio by Aiwa. Has 10 transistors and nine volt battery power source. Weights one pound and two ounces. Model is equipped with earphone, battery and leather case at $24.95.

Kay Guitars
Kay Musical Instruments hard-wood body economy priced electric guitar. Features "thin lite" neck with adjustable truss rod, all-stainless steel tuners located on one side, oval rosewood fingerboard with four inset position markers, adjustable metal bridge and separate vibrato arm, and dual pickup and detachable cord. Priced at $69.95...and available in red, teal blue or shaded walnut.

Shure Mike
Unisphere I (left) and Unisphere I microphone recently introduced by Shure Brothers. Primary feature of both models is that they are designed to pick up sound from front and suppress all other sound and noise from other directions. Two filters in microphones enable them to be used outdoors without windscreen. Unisphere I lists for $98, and Unisphere I at $65.

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WALTER D. MASON 212-794-2317
CRAIG E. PACE 212-794-2314
C. L. ALEXANDER 212-794-2317
CALL CLEVELAND (216) 241-4156

NOVEMBER 5, 1966, BILLBOARD
Seattle Op Will Install Electronic Instant Test Reporting Equipment

By PAUL ZAKARAS

SEATTLE—John C. McDaniel, owner of the Falcon Company of Seattle, will innovate an electronic test system enabling him to evaluate new bulk vending products in their proper environment.

"We are going to install a meter-like equipment in a couple of our best locations which will have large racks. Using a very stable product—like jellybeans—as a guide, we will be able to determine how the new items are selling.

"The device is going to be rather expensive—primarily because we want to image signals directly to our central office. Such speedy knowledge is vital because when a good product comes out there's such a scramble for it, that if you're a day or two late in getting in a large order you may have to wait for much of the month to have the product fulfill the entire stock.

"On the other hand, you can't afford to buy too much of a new product either. Some of the best-looking items have never even been ordered in large quantities because I was sure they couldn't miss, were complete flakes. Experience has shown me that the only way to determine the value of a new bulk fill is to see whether the kids buy it or not.

"But even that in itself is not enough. You have to know how the kids are buying it. For example, if you get a new product, you put it in a machine, and it moves fairly well, you might believe you have something worthwhile. However, the only way you can really judge the product's popularity is by constantly comparing it with an "established" item at the same location. In this way you can see real increases or decreases in the new product's popularity.

"If you have no means to compare with you might be drawing the wrong conclusions from a seasonal fluctuation of some sort.

"Also, in order to be financially valuable, some products have to sell much faster than others. It means nothing to say that you are often refilling a machine with some product if you do not know the comparative value of that fill. Certain products make more money for you by selling only half a machine in the time that others empty a whole machine—even though both are penny items.

"This business is becoming more complex each day," McDaniel added. "And it's going to have to adjust all kinds of modern business methods in order to stay competitive. The metering device I am having made for me is just one example of the ingenuity that this industry is trying to develop. This device might cost me as much as three thousand dollars but I must have it for it will save me much more than that."

New Products

Note: The description of new bulk vending products listed here is based upon the item number on the machine. One delivery date or availability mentioned has been supplied by the manufacturer. Note: Billboard's Vending editor is not familiar with every product in the industry and may have discrepancies between the availability or promised date indicated and what you are told by the manufacturer—Ed.

LAWSON

GREEN HORNET LINE. New from the official licensees of Green Hornet comes a series of rings, a mask, comic strips and puzzles. Twelve different finger rings on sale for ten cents each.

Note: LAWSON's line is a new spin-off line of products with the famous Green Hornet and Kato.

Lever Bros. Introns 5c, 10c Rinso Packs

CHICAGO—Lever Bros. Co. has introduced new Rinso laundry detergent packets and boxes for dime and nickel vending. "Op art" design on the new packages is calculated to catch the eye of busy customers doing their dirty work.

Company also has available plastic bags, another detergent and a fabric softener for laundry-spot vending.

BULK VENDING news

Seattle Op Will Install Electronic Instant Test Reporting Equipment

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Frank & Nancy Sinatra, Eddy Herb Alpert, RCA Win MOA Awards

Sinatras Share Award in Vote By Operators

By RAY BLACK

CHICAGO — Eddy Arnold, recent winner of two Billboard Country Music Awards, was announced "most popular jukebox artist of the year" at the annual banquet of the Music Operators of America here last night (30).

Other winners in the annual poll of U. S. jukebox operators were Frank and Nancy Sinatra, who shared the award for "best jukebox record of the year" for their "Strangers in the Night" and "These Boots Were Made for Walkin'" singles respectively on Reprise. Herb Alpert and the Tijuana Brass, "best instrumental group on jukeboxes.

The Sinatras were each tendered honors because they ran in virtual deadlocks in the voting by MOA members.

Miss Sinatra polled far and away the most votes of any female artist.

The awards were presented by Arnold executives who helped fill coin boxes during the association's 16th annual banquet and floor show, climaxing several days of conventions in the organization's history. More than 600 persons were present at the affair. Far more than the expected 2,000 registered for the three-day convention.

Some of the Arnold singles which helped fill coin boxes during the year were "The Last Word in Lonesome," "I Want to Go With You," "What's He Doing in My World?" and "We Go Away" and others.

Arnold has been a favorite of 16th annual convention. His talk this year was entitled "The Gold Mine Below Your Ears."

MOA Reports on Royalty to Convention

In special seminar session at the just-completed Music Operators of America convention, the association's legislative committee made a full report on 1965-1966 copyright legislation developments. These developments were unfolded chronologically. Excerpts of the report follow.—Ed.

CHICAGO — The Music Operators of America legislative committee reported to the industry at the organization's 16th annual convention on its 1965-1966 copyright legislation activities as follows:

1. In the 89th Congress, 1965-1966, repeal of the jukebox exemption was proposed as part of a general revision of the Copyright Law.

2. At the House Judiciary Subcommittee hearings in June 1965, the jukebox industry position was represented by operators, distributors and manufacturers. The main points were:
   a. Repeal was opposed, especially by the operators to unlimited liability for performance fees.
   b. Operators are paying a fair share of all music royalties through mechanical fees.
   c. The exemption should be reinstated, or at most there should be a jukebox royalty as an addition to the mechanical fee.

3. The industry position, worked out among MOA members and jukebox manufacturer representatives, was basically the

(Continued on page 85)

By MILDERD HALL

WASHINGTON — The House Judiciary Committee report on the amended copyright revision bill (H.R. 4347) says its final decision to remove the jukebox performance exemption, but provide a compulsory licensing system to hold per-box fee at about $19 a year, was made only after all other ideas were found to be unworkable.

The report, although issued by the full Judiciary committee, is actually the work of the House Copyrights Subcommittee which hammered out final terms of the

(Continued on page 85)
Disk Exhibitors Show New Interest in Jukebox

By HANK FOX

NEW YORK—Five record companies were among the seven exhibiting at the MOA convention in Chi-
cago, but their aims and purposes in attending differed. The common reason they gave for their resurgent interest in the industry, however, was the regained stature of the operators’ national trade association.

Several of the companies were at MOA offering the operator special services, while others were seeking to improve their existing programs, and still others were trying to learn more about the jukebox industry and operator programming.

MGM Records activated its sampler packages with a new "Celebrity Series." The package consists of five singles in a special box with title strips. "We were very happy with the results of our sampler program years ago," said Sol Handwerger, the company’s promotion director, who was on hand for the convention. "Now, with the renewed operator interest in MOA, we are resuming our program." The series features a pop or jazz artist each month. This month Linnie Kazim is spotlighted; next month Wes Montgomery.

Also at the MGM booth the company set up a special operator display corner. The concept was based on a cornel-type wall unit which was spun. Stoppers and operators could win singles and albums and every participant won something.

Columbia Records, under the direction of Team Noos at the show, presented the one-stop rhythm merchandising program relating to its "Hall of Fame Series." The program centers around the label’s developing a special set of racks and divider cards. Noos was also gathering information regarding Little LP's. While Columbia has not issued Little LP’s for some time, there were reports that they are studying the market for possible future releases.

Epic Records, one of the leaders in the Little LP market, had Mort Hoffman, its marketing director, at the show to get ideas and sell more Little LP’s. To sample reaction of the Little LP’s previously issued, in response to last year’s MOA panel, Epic sent more than eight mailings to every MOA member. The singers Bobby Vinton and Enzo Stuarti represented the label at the show.

In an attempt to learn more about the interest and requirements of operators, RCA had Joseph D’Imperio, division vice-president, product and development; Ben Rosner, manager of special art projects, and Pat Kelleher, manager of popular promotion, at the MOA. RCA recording artists appearing at the banquet clinking the convention included Eddie Fisher, Marilyn Maye and Eddie Arnold.

At the Decca Records booth, Claude Brennan, national sales manager, and Lew Schol, assistant national sales manager, were promoting the company’s Blue Book Series. Initiated several months ago, the series features old standards.

OPERATORS IT’S HERE!

THE BOOZ BAROMETER AND PUNT-RETURN

Premiere Showing and HIT at the MOA CONVENTION

The newest, most exciting $5 play novelty machine. Designed and manufactured by Northwestern Corporation, a long established firm known for producing quality vending machines.

BRINGS LOADS OF LAUGHS TO CUSTOMERS, AND LOADS OF NICKELS TO OPERATORS.

Lots of fun to play, but more fun to reply.

- Low in cost
- Big in profits
- Great for all locations
- Maintenance! Forget it. Only a low-cost 6-volt battery needs to be occasionally replaced. No electrical outlets or troublesome cords.
- Attractive latched enamel finish: Choice of red, blue, yellow, brown or gray.
- Service? Operator’s only problem will be to empty the heavy-duty cash box... frequently.
- Trouble-Free 5¢ coin mechanism:
  - Small in size: 16” high, 18” wide, 7” base depth. 35” machine depth.
  - Counter or Wall Mounted: Felt bumpers prevent machine from being "The Butts."
  - Cabinet stands optional.

AVAILABLE IN TWO MODELS... the Booz Barometer or Punt-Return

Here’s how the Booz Barometer or “Sorority Test of Champions” works:

Player drops a nickel in coin slot; then maneuvers the hoop as far as possible over the obstacle course without contact. When the ring and rod touch, the game is over. Player then gets his hilarious Booz Barometer rating.

Definitely a game of skill which involves manual dexterity and patience. But the real fun comes in watching an all-thumbs customer who has one small drink get rated "Drunk as a Skunk," while a skillful (or lucky) heavy drinker rates “Sober as a Judge.”

The game consists of an electrified eye ring on a plastic handle which is guided over a crooked metal rod.

Player places the eye ring in the start position on a plastic buffer, drops his nickel and the Booz Barometer lights up, ready for action. If the ring makes contact with the rod, a bell rings, the lights go out, and the game is over.

Punt-Return unit works in similar fashion to Booz Barometer machine. Player must zig-zag for a touchdown. See illustration above for view of playfield.

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Punt-Return unit works in similar fashion to Booz Barometer machine. Player must zig-zag for a touchdown. See illustration above for view of playfield.

WRITE OR CALL RAY GREINER TODAY FOR NAME OF NEAREST DISTRIBUTOR. SEE THESE EXCITINGLY NEW NOVELTY MACHINES. LOW IN COST, BUT REAL PROFIT MAKERS.
At Seeburg we save our punchline for the end. It keeps our inspectors on their toes so you never have to get on their necks.
...we'd rather practice quality than preach it.

But little preaching never hurts. That's why you'll see this sign at the end of every Seeburg assembly line. We have a deadly serious program of quality control.

Does it work?
We'll let you prove it:

Try to find some used Seeburg phonographs for sale. You may locate a few, but you'll never find any sizable quantity.

Because most of them are still out on location earning money.
We put the quality into them before they ever got out of the factory.
We knew you were going to be the next inspector.

Seeburg Growth through continuous innovation.

THE SEEBURG SALES CORPORATION • International Headquarters Chicago 60622
Seeburg Adds
4 Little LP's

CHICAGO—Seeburg released four Little LP's including two country and western packages, one with Eddy Arnold and the other featuring Dottie West. A
(Continued on page 73)

New Products at the NAMA Show

DITCHBURN VENDING MACHINES, INC.

PRODUCT VENDER from Gold Medal Products is available in 8 column (12½" x 31½" x 33") or 12 column (12½" x 49" x 39½") featuring "Box-You-See-Is-Box-You-Get" vending. Units have National Rejectors two-nickel, one dime nonelectric mechanisms and are available with dual pricing for vending 25 cent laundry bags.

POPCORN VENDER by Gold Medal Products features modular styling for use in back type installations, front servicing with large 175 cup capacity at ½ ounce savings vending pre-popped corn. Machine features National Rejectors "switch" coin mechanism yielding either 10 or 15 cent pricing with coin changer and 25 cent mechanism available. Case measures 39 inches high, 23 inches deep and 24 inches wide.

GULF COAST DISTRIBUTING COMPANY
6205 Gulf Freeway
Houston, Texas 77023
Phone: (713) 923-5906

75' El Paso Street
San Antonio, Texas
Phone: (512) 227-3409

CULP DISTRIBUTING CO.
614 West Sheridan Avenue, Oklahoma City 2, Oklahoma
Phone: (405) 232-9511

Hear The Sound As BIG As All Outdoors

COME IN TO SEE AND HEAR THE
Wurlitzer
AMERICANA
ON DISPLAY DURING NATIONAL WURLITZER WEEK, OCTOBER 31 THROUGH NOVEMBER 4

NAMA Convention
Speaker Line-Up

These men were to address themselves to a variety of vending management topics during business sessions of the National Automatic Merchandising Association at the Conrad Hilton Hotel, Chicago, Oct. 30-Nov. 1.

MOA Awards
* Continued from page 68 *

and won a recording contract with RCA Victor. "Most popular artist" on jukeboxes last year was Smash Records' Roger Miller, who also captured Billboard's "most popular jukebox artist award."

Arnold's Country Music Awards from Billboard this year were for "Favorite Male Vocalist" and "Album of the Year" ("I Want to Go With You."

Union Sales Co. Is Sold

GREEN BAY, Wis. — The sizable Union Sales Co. music, games and vending machine operation has been purchased by Richard Mellen from Donald Stowe, Wis.-Conn., Inc. The firm operates several hundred pieces of equipment throughout the Fox River Valley territory.

Union Sales Co. has changed hands several times recently following the death of its founder, Harry Daul, several years ago. Mellen, a newcomer to the coin field, formerly operated the Stardust, popular dance hall and beer bar in the Green Bay area.

Donald Stowe, with this transfer of Union Sales Co. to Richard Mellen, reports that he plans to devote more time now to his bar and restaurant equipment leasing firm. He will also continue to operate his coin machine routes out of his Oshkosh, Wis., headquarters.
Nashville company exhibited its Beaver Ajustomat, a multi-product vending machine with a candy bar capacity of 132 units or with a capacity of 66 pieces of pastry and adaptable for both products. Styled in vinyl clad, the modular constructed unit will be refrigerated in later production to accommodate cans or disposable bottles and work as a soft drink vending. Coin mechanism accommodates any combination of two coins up to a half dollar and can be further adapted. Also exhibited, company's new Beaver Sanitary machine featuring coin mechanism accepting either two quarters or half dollar. Other features include ease hardened cylinder lock, flush wall mounting, coin return when empty and one gross capacity.

Paap said, operators and vendors have shown a great deal of interest in the Rowe "Steel-made" canned drink vender. "Sales of the Steelmade," he said, "have multiplied by at least 10 times in the past year. Besides pop the machine is being used to vend milkshakes and there are several fruit juice companies that are going to be trying it shortly."

(Continued on page 74)
New Merchandise at the MOA Show

Midway Manufacturing Co., proud of its new location at 3700 River Road in Schiller Park, Ill., exhibited its Premiere Shuffle Alley, Captain Kidd rifle game and a new shoe shine machine. Among executives at the exhibit were Henry "Hawk" Ross, Marine Wolverton, Bob Jones, Dick Knapp, Art Rapace and Louis "Cyclone" Irme.

American Shuffleboard Company

THE UNION CITY, N. J., manufacturer of shuffleboard and billiard tables introduced its Shuffle BB at MOA and the innovation of an optional "Gemini" split coin box for pool tables which gives the location its separate key and automatically halves the income 50-50. Shuffle BB is an eight-line game featuring rollover switches across the center of the board, which activates a series of pin gates preventing free shots. Players must press a score button after firing their round of shots in order to continue play. On shots where no score is recorded another "no score" button is provided so play can continue.

American Machine & Foundry Company

AMF entered the coin machine field with two pieces of equipment at the MOA convention. One piece, American Spectacle, is a one- or two-player game housed in a 120-inch long and 33-inch wide cabinet estimated by the company to yield income up to $12 an hour. Game is usually set for dime play with duration of 60 seconds per game. The other entry was American Indy, measuring 36 inches wide, 30 inches deep and 54 inches high. A one-player with game duration of 30 seconds, player competes against lap timer against a background simulating the famed Indy oval's 500 mph classic. Personnel at the exhibit included national sales manager Howard Smith, Bert Lane, Harry Williams, William McBride, Denny Demerson, Gordon Horis, AMF advertising manager John Mascyr, district manager Harry Shuff and regional vice-president Frank Mueller.

BRAD INC.

BRAD, Inc., whose meaningful name stands for Billiard Research and Development, Inc., exhibited an array of products including its specialty compounded leather tip and impact resistant point. Also shown, a cue scuffer, incorporating a parabolic shape to yield a perfect contour and ideal matte finish to tips. Executives at the exhibit included Mr. and Mrs. Howard Reinhart, Joseph Grillo and John Blotta, who heads up distributing and marketing at the company's national sales representative. Blotta joined Brad, Inc. a year ago.

Kiddie Rides for 1 Cent

By Bob Latimer

DENVER—What is certainly the nation's biggest bargain in kiddie-ride entertainment for youngsters is featured at the colorful King's Soopers store in the new Italian Villa Shopping Center here.

The Denver supermarket chain spared nothing in the attempt to create a spectacular supermarket in the new Italian Villa, one of the largest and most costly in the nation. The long low building, surrounded with heavy marble arches and windows, featuring many gourmet and deli- spotted foods is as usual a standard supermarket as store archi- tects could make it.

Just as different is the fact that two kids rides sprawled in the middle of the bucking-horse persuasion. At the front of the store, bear big red and-white signs which proclaim "One Cent Ride" on either side. Shopping mothers do a double-take when they first note the one-cent sign on the usually ten-cent rides, and immediately per- ceive an excellent opportunity to keep their youngsters entertained at low cost while the family mar- keting chores are carried out.

"Quite a few mothers step up to the nearest check-out stand to ask whether the one-cent price on the kiddie-rides is simply a mistake," Bailey Feagans, King's Sooper's manager pointed out. "Invariably, the next act is a search of the pocketbook for pennies."

Since a dime's worth of pen- nies will keep two children hap- pily occupied for half an hour or more, the kiddie-rides have achieved exactly the purpose in- tended, according to Feagans. The kiddie-rides were leased from Bennett Distributing Com- pany, Jefferson County amusement machine and coin operators, on a flat monthly rate. To date, since March, the two kiddie-rides have more than broken even on the penny-per-ride rate, a pleasant surprise to King's Soopers who have extended the one-cent-ride privilege to the firm's Lakeside store.

Draco Sales Company

2005 West Alameda, Denver, Colorado 80223
Phone: (303) 744-1797

NOVEMBER 5, 1966, BILLBOARD
AUTOMATIC PRODUCTS COMPANY

AUTOMATIC PRODUCTS, manufacturers of the familiar Smokeshop and Candyshop venders, displayed two new vending machines, one a selective pastry vender (left) and the other a snack vender (right) both incorporating the company’s 50-cent changer mechanism. Here, representing the company were W. J. Gross, vice-president and secretary, A. R. Gross, treasurer, A. J. “Art” Brier, sales manager and William Herbord, assistant sales manager.

Dynaball Company

DYNABALL COMPANY, the Shoker, Ill., supplier of coin machine parts and billiard accessories, introduced its new “Dyriloon” billiard table cloth. Material, made of 100 per cent nylon, is available in backed and unbacked fabrications and is said to be highly snag-resistant, eliminating the necessity to replace four or five times a year, cutting billiard cloth costs in half. Company also introduced its new loaded “Joker” ball which replaces any ball on the table thus limiting service calls due to a lost cue ball or other playing ball.

BALLY MANUFACTURING, which introduced its revolutionary Loop The Loop game, featuring an across the field ball entry that “looped” the ball into an “S” curve, prior to MOA, launched two games at the show. One, “Six-Shooter” (left), a one-to-six player, and “Bazaar” (right), another definitely revolutionary flipper machine. Bazaar features movable flippers on sliding shafts which skilful player can cause to be closed, thus trapping the ball for additional action on the playfield. At the Bally booth during the convention were president Bill O’Donnell, sales manager Paul Calmar, assistant sales manager Robert Harpling, data engineer Bob Calmar and director of public relations and service Herb Jones.

COLOR-SONICS

Color-Sonics made its official cola machine industry debut at the MOA trade show, showing its recently-introduced jukebox theater and a surprise entry, a self-contained combination unit comprising a jukebox mechanism for record play and a projection unit for sound films. Both units feature the 8mm film cartridge system from Fairchild Camera and Equipment Corp. The combination unit incorporates 24 film subjects and 128 record selections. It has a 352 square inch screen. The standard jukebox theater offers 26 film selections flashed on a 100 square inch screen. Full details and photo of the new combination unit will be published next week.

During exhibit hours Color-Sonics issued survey cards to be filled out by distributers and operators, asking what film selections they enjoyed viewing on the several machines in the company’s 1,000 sq. ft. booth area. The completed cards are intended to indicate to Color-Sonics what operators want in the way of film subjects.

On the last day of the show, Color-Sonics staged a drawing, three winners in which received bags of quarters representing the typical week’s receipts from a Color-Sonics machine. Attending the company’s exhibit were Sue “Sonny” Knaack, vice-president and director of sales and marketing; Henry Schwartz, executive vice-president and Stanley Green, president. Oh yes, exotic dancer Nai Bonet was also on hand.

Coming Events

Oct. 28-30—16th annual convention and trade show of the Music Operators of America, Pick-Congress Hotel, Chicago.

Oct. 29-Nov. 1—National Automatic Merchandising Association convention and exhibit, McCormick Place, Chicago.

Nov. 12-15—International Congress and Exhibition of Coin-Op Machines for Industry

DYNABALL COMPANY

COME IN TO SEE AND HEAR THE WURLITZER

Americana

ON DISPLAY DURING NATIONAL WURLITZER WEEK

OCTOBER 31 THROUGH NOVEMBER 4

NATIONAL AMUSEMENTS, INC.

3018 A Waialae Avenue, Honolulu, Hawaii 96816

Phone: 701-877

Hear The Sound As BIG As All Outdoors

COME IN TO SEE AND HEAR THE Wurlitzer

AMERICANA

ON DISPLAY DURING NATIONAL WURLITZER WEEK, OCTOBER 31 THROUGH NOVEMBER 4

THE WURLITZER CO.

832 Baronne Street, New Orleans, Louisiana 70113

Phone: (504) 523-4734

www.americanradiohistory.com
New Merchandise at the MOA Show

PATTERSON INTERNATIONAL, INC.

PATTERSON INTERNATIONAL CORPORATION, the Cincinnati, Ohio firm, exhibited its Football Match, Flip Match and Dragstrip games as well as its Emadina post card vender. Visitors were treated to a 20-minute film color-sound movie which demonstrated the company’s products on actual location.

Chicago Coin Machine Div. of Chicago Dynamic Industries

IMPERIAL, a new puck bowler, was among equipment displayed by Chicago Coin division of Chicago Dynamic Industries, Inc. Costed with Walnut formica hand rail, 8” x 10”, game featured 200-gauge winning score, double score if strike is made and brilliantly lit scoring drums and pins. They also showed the new Super Scope gun game and their giant ball bowler, Flair.

Executives and personnel at this company were especially busy prior to MOA moving into their new quarters at 3420 West Irving Park Road in Chicago and the ushering in all the salesmen and visitors through the plant during the confab.

As for MOA, the company exhibited its new AAAA billiard cloth with 20 ounce unbacked fabrication in 80 per cent virgin wool and 20 per cent nylon, a Canadian maple cue stick utilizing a Brad, Inc. tip and a complete line of speakers. Later were available as Econo, Aristocrat and Crown models, all assembled and compatible with new photographics.

Dorothea R. Berman, Richard Utsanoff and Lyn Ruber headed up the parade of executives and personnel at the company’s two exhibit booths and hospitality suites.

Irv Kaye Co., Inc.

This Brooklyn, N. Y., manufacturer added the Junior IV 101 by 8-inch size table to its array of Deluxe Eldorado models on display at the show. Models and dimensions of Irving Kaye tables displayed were: Mark V—I14 by 64; Mark IV—106 by 58; Mark III—92 by 52; Mark II—80 by 48; Mark I—77 by 45; Junior IV—109 by 50.

Main features on company’s tables included use of either 2 5/16 or 2 3/8-inch cue ball, genuine cured slate top, two die-cast scoring markers, all-formica cabinet, drawers keyed identically, machine screw cushion mounting, separate maximum security cashbox, mechanism completely contained in one pull-out drawer, and runway systems with no tracks and main runway sliding out for internal access to table.

Showcase Shown In N. Carolina

RALEIGH, N. C.—Personnel from 18 operating companies attended a recent four-day open house display of the Selma Showcase photograph at Southeastern Vending Distributors, Inc., here.

Featuring the affair were Michael D. Wilson, manager of Southeastern Vending; Bill Henley and Glenn Daughtry. Raleigh firms with personnel were Raleigh Music Co., Pierce Music Co., C. C. Bishop Music Co., and Liles Music Co.

Outstate firms represented were Adams Music Co., Huntington; Norman Brosic Music Co., Jacksonville; H&H Music Co., Burlington; Thorpe Music Co., Warrenton; Knutson Music Co., Winter; Steves Music Co., Durham; Modern Music Co., Fayetteville; Wannen Music Co., Albemarle; Cash Music Co., Louisburg; Sharpie Music Co., Durham, and Ayres Music Co., Greensboro.

November 5, 1966, Billboard
FISCHER

FISCHER Empress (101C and 92C) above and Regent (91C, 86C and 77C) below both incorporate the company's new "Wedge-Lock" cushion assembly which utilizes 12 unit-lock clamps that replace more than 50 wood screws. New feature locks cushions, top rail, playfield and frame into a single rigid unit which Fischler claims yields faster ball action, easier set-up and easier cushion replacement.

Other features of both tables include new, truly balanced, smaller, precision weight cue ball, burn-proof top rail, trouble-free mechanism drawer and ball return unit; both down top frame; all metal self cleaning open center railways; heavy die cast leg levellers; cue ball return at opposite end of table; security control metal cashbox and housing; new style die cast chrome corners; one piece side panel; mechanism drawers keyed alike; all wool felt covering.

Company also displayed its new Fiesta Model 58 rebound table.

SOUTHERN MUSIC DISTRIBUTING CO., INC.
503 West Central Ave.
Orlando, Florida
2465 Harper St.
Jacksonville, Florida
826 South Dixie Highway
Hollywood, Florida

SOUTH DAKOTA OPerations Discuss Problems

SIGOU FALLS, S. D. Abolishment of the gross sales tax, group hospitalization and a poor pheasant crop were among topics discussed at the recent meeting of the South Dakota Music & Vending Assn. held at Ramada Inn here. Guest speaker was Robert Chamberland, Democratic candidate for governor. His talk touched on the problems sur-

(Continued on page 78)

THE WURLITZER CO.
2920 West Pico Boulevard, Los Angeles, California 90006
Phone: (213) 731-2521

HEAR THE SOUND AS
BIG AS ALL OUTDOORS
COME IN TO SEE AND HEAR THE
Wurlitzer
Americana
ON DISPLAY DURING NATIONAL WURLITZER
WEEK, OCTOBER 31 THROUGH NOVEMBER 4

THE NEW JERSEY company displayed its new "Select-O-Ball" Model 100 pool table featuring a mechanical coin mechanism and allowing for straight pool, and as well, the selection of other types of games. Company expects to create a new market with a type of table that can appeal to professional billiard lounge customers.

NOVEMBER 5, 1966, BILLBOARD
Fire Damages
• Continued from page 76

Mike V. Stell said a full investigation of the fire would be conducted by insurance investigators and Chattanooga Fire Marshal Mike Quinn.

Fire fighters discovered flames leaping through the roof of the building when they arrived at the 314 Houston Street address at 4 a.m. on Sept. 17.

New Merchandise at the MOA Show

Scopitone

This company's exhibit proved a real crowd-getter with lovely Scopitone actresses Joli Lansing and January Jones lending decor and inviting operators to pose with them for photos. Company introduced a dollar bill acceptor with its units, one of which featured a giant four by six-foot screen coupled with wall box selector, this, a new addition to its 16mm unit. Also displayed were 72 new films as company introduced new price policy and lined up distributors.

Company personnel at the exhibit included president of the board A. A. Steiger, Fred Leuthesseld, Joe Pilofda, general plant manager, Boris Zolitch, Paul Hunter, film producer, Ed LaHood and Ray Krashmer.

Northwestern

NORTHERN'S Punt Return game, demonstrated here by pretty Susan Johnson, one of two nickel novelty machines premiered by the well-known vending company at the MOA. The other machine, Booze Barometer, rates players from "Sobber as a judge" to "Drunk as a skunk." Both require skillful manipulations, are battery operated and are sized for counter location.

ROCK-OLA

ROCK-OLA'S Model 432 Grand Prix Imperial, one of three phonographs displayed at MOA. Company displayed its Model 433 GP 160 and Model 348 Conquistador 100 selection phonograph as well as a full line of vending equipment (see elsewhere in this issue in NAMA product parade). Representing Rock-Ola were executive vice-president Ed Doris, phonograph division sales manager Lester Rock, advertising manager George Hincker, export manager A. Janacek and Dr. David A. Rockeila, assistant to the president.

South Dakota Ops
• Continued from page 77

rounding the 3 per cent sales tax as applied to gross sales.

Also addressing the group was Roger Kelley, representative of Time Life Insurance which handles the group plan for the association.

Operations here, who normally look forward to the pleasant hunting season as a peak period, were lamenting the fact that game birds are scarce this year. "We think it's the fertilizer farmers are using," association president Earl Porter said. "It seems to be killing plums and they've cut the season from 45 days to just five," he reported.

Another matter taken up by the group was a vote to cut back the meetings from four to three. Next gathering will be in Huron, early in January.
THE WURLITZER AMERICANA
Model 3100
THE WURLITZER AMERICANA
Model 3100  200 Selections
THE AMERICANA

IS THE LOWEST, SLIMMEST, MOST IMPRESSIVE WURLITZER EVER BUILT

BIG AS ALL OUTDOORS IN BEAUTY  Focal point of the Americana is its panoramic pictorial dome panel. Two colorful scenes are supplied with each phonograph. Additional ones are available at Wurlitzer Distributors plus illustrations depicting various national and religious holidays. Other outstanding features highlighting the Americana's beauty are title strip holders that glow with a soft turquoise hue . . . new cardinal red contoured selector buttons . . . distinctly different grille that appears to be textured vinyl but is actually perforated metal . . . and new beautifully grained and colored sides of simulated pecan wood. Not a single visible external unit of the entire cabinet has been a part of any previous phonograph — yet one tried and proven coin-coaxing feature has been retained . . . Wurlitzer's exclusive GOLDEN BAR.

BIG AS ALL OUTDOORS IN SOUND  Flanking the pictorial panel are four listening-level speakers, two of middle range — plus twin tweeters. Acoustically coordinated with the two twelve-inch woofers, the six cone responses constitute a musical mix that delivers a sound as big as all outdoors, truly spatial and realistically recreated to rival the original recording session.

The solid state amplifier has an output of 25 watts per channel, a separation capability of 40 db and an automatic level control of 18 db.

Experienced professional artists and musicians have pronounced Wurlitzer Stereophonic Sound as the finest in the commercial music business.

Thousands of music operators and location owners also agree that it is equally superior as a profit-producer.

BIG AS ALL OUTDOORS IN SERVICE FEATURES  Ninety-five percent of the service on a Wurlitzer Americana can be done from the front.

You can change records, change title strips, replace the stylus or the upper fluorescent tube. The Playrak is directly to the right for setting desired plays per coin. Look below the Playrak. There's the complete coin mechanism ready to pick out bent coins, if necessary, or for instant removal with the flip of a latch and the pull of a plug.

Rear service is simple, too. If amplifier service is ever necessary on the Wurlitzer Americana, one key unlocks both panels. The upper metal panel is hinged to raise and latch in position. The lower steel section lifts easily out of its locking slot. The amplifier slides out on roller bearings. Both sides are fully exposed for circuit checking. Stepper installation and adjustment are also accomplished through the same rear opening.

*   *   *

NOW DOLLAR BILL PLAY

Any Wurlitzer Model 3100 can be ordered with a National, U. S. Dollar Acceptor as an optional accessory. Positioned in center of dome, it replaces the pictorial display.
Every restaurant or tavern needs a paging or public address system...to call patrons to the phone...to announce birthday greetings...last call for drinks...to conduct sing-alongs...or for the use of singing bartenders.

The Wurlitzer Public Address Microphone Kit 190 turns the Wurlitzer Americana into an excellent system for all these uses.

It is comprised of a hand microphone, control relay assembly and control case. The mike is equipped with a push-to-talk, flip-to-stay-on type of switch. The transistorized preamp has replaceable relay. The junction box has a volume control and standard mike plug. As illustrated, studio quality Shure Hand Model 430SL microphone suitable for voice or music is available from any reputable electronics dealer.

Wurlitzer Model 5220
Remote Speaker Wall Box

Designed to turn every booth, bar or counter into a new auxiliary earning center, this is the only remote speaker wall box offering half-dollar play for Little LP's and top tunes selection from the Golden Bar. Two 3 x 5-inch speakers are top-mounted for private listening with amazing bass response and true stereo reproduction.

Available without speakers as Model 5220-A. Also as a 100-selection version with remote speakers as Model 5225, and without speakers as Model 5225-A.

WURLITZER AMERICANA SPECIFICATIONS

<table>
<thead>
<tr>
<th>Model</th>
<th>Selection</th>
<th>Height</th>
<th>Width</th>
<th>Depth</th>
<th>Net Weight</th>
<th>Crate Weight</th>
<th>Comments</th>
</tr>
</thead>
<tbody>
<tr>
<td>3100</td>
<td>200</td>
<td>48&quot;</td>
<td>40&quot;</td>
<td>24½&quot;</td>
<td>367 lbs.</td>
<td>415 lbs.</td>
<td>Less Stepper</td>
</tr>
<tr>
<td>3110</td>
<td>100</td>
<td>48&quot;</td>
<td>40&quot;</td>
<td>24½&quot;</td>
<td>356 lbs.</td>
<td>404 lbs.</td>
<td>Less Stepper</td>
</tr>
</tbody>
</table>

WATTAGE:

NORMAL OPERATING 400

MAXIMUM INPUT 130

THE WURLITZER COMPANY
North Tonawanda, New York
111 Years of Musical Experience
Showcase Shown N. C. Ops

RALEIGH, N. C. — Personnel from 18 operating companies attended a recent four-day open house display of the Southeastern Showcase phonograph at Southeastern Distributors, Inc. here.

Hosting the affair were Michael D. Wilcox, manager of Southeastern Vending, Bill Henley and Glen Daughtry. Raleigh firms with personnel attending were Raleigh Music Co., Pierce Music Co., C. Bishop Music Co. and Liles Music Co.

Outstate firms represented with personnel were Adams Music Co., Henderson; Norman Bosie Music Co., Jacksonville; H & H Music Co., Burlington; Thorpe Music Co., Rocky Mount; Cape Fear Music Co., Wilmington; Powell Vending Co., Warren; Knotts Music Co., Winston; Snipes Music Co., Durham; Modern Music Co., Fayetteville; Watkins Music Co., Albemarle, Cash Music Co., Louisburg, Sharpie Music Co., Durham, and Ayers Music Co., Greensboro.

Managers Buy R. F. Jones
Salt Lake City Branch

By GODFREY LEHMAN

SALT LAKE CITY — The two top officials of the Salt Lake City branch of the R. F. Jones Co. have purchased the branch from the San Francisco-based firm, and are now operating it under the name Diamond Distributing Co. Tommy Thompson, who was manager for Jones, is president of the new firm, and Garth Brown, formerly sales manager, is secretary-treasurer.

Diamond continues to represent AMI-Rowe boxes, as did Jones, and covers the states of Utah, Idaho and Montana.

Thompson and Brown have also purchased the Denver branch of Jones, and they have named Bud Carlson as manager. Carlson had been working in the Denver branch for Jones.

From this office Diamond covers Colorado, Wyoming, and New Mexico, to give the new company almost complete coverage of the entire inter-mountain area.

The firm is located at 375 South Second West Street.

One of Diamond's first steps was to give a party for operators to mark the debut of AMI's new 200 - play "Music Merchant," with the dollar bill acceptor and scene changer.
Wurlitzer Debuts 2 Units

- Continued from page 55

... alike companion piece, the Satellite Music Selector Console. The latter, declared company sales manager Robert Bear, is another Wurlitzer first.

First feature to catch the eye of operators approaching the Wurlitzer exhibit was the American's new "panoramic pictorial dome panel." Flanked by the dome speakers is a framed area for display of colorful American scenes, two of which are supplied with each phonograph. The Art Deco operator wants currency instead of color, an optional equipment National Dollar Accepter may be inserted at top center.

Wurlitzer thus becomes the third major phonograph manufacturer to make paper money acceptable, with its 1966-1967 models.

The Satellite Music Selector Console, Model 513, consisting of speakers and selector panel, is a virtual twin to the American in exterior, lacking only the vertical dome panel. It is designed for use with the American in multroom or large-room locations where remote selection and full sound are desirable.

No single visible external unit of the entire cabinet structure has ever been a part of a previous Wurlitzer phonograph, Bear said. "The appearance of the American is entirely new.

The trend today in industrial product design is toward outside consultants, and Wurlitzer retained Van Dyke Associates to do the job.

The unit's height, 48 inches, is 5½ inches less than the Wurlitzer 3000. It is 40 inches wide, or 5 inches more than last year's model. It is 24½ inches deep—2½ inches thinner than the 3000. "It's the huge wall in the space-conscious locations," Bear said.

The Satellite is 36 inches high, 48 wide and 17 inches deep. With the carousel mechanism to encase, the Sat-ellite is 7½ inches shallower than the American.

Details of the new American are as follows:

- Lift-Off Door Panel
- The service door panel carries both the "American" and "Wurlitzer" identification backed by gold light. Construction consists of a steel panel perforated with 179 holes per square inch. The steel panel is joined with a vinyl sheet for a glowing effect, across which sweeps a glass escutcheon strip in which are fixed the identification names. The glass strip is mounted in aluminum extrusion channels.

- Beneath the service door, separated by a charcoal grey steel panel, is the lower speaker grille, framed, like the service door, in bright aluminum extrusions. The grille panel material is textured vinyl of multibuild design bonded to sheet aluminum and drilled with a myriad of tiny perforations. Directly behind this panel are two low-frequency 12-inch speakers with a range of from 40 to 20,000 cps (or Hertz, as this movement of the speaker cone is now called).

- Including the top display panel, location personalization panel and the program panel, the entire dome frame is formed by die-castings (though formed steel is used atop the display panel). A license or operator identification number is placed on a small subplate and integral in the center of the top steel panel.

- Finished in charcoal grey, the top display panel has the panoramic pictorial dome panel at the center flanked by speaker grilles, each containing two speakers, a 3 by 5-inch square and a 6½-inch circular cone. Wurlitzer currently has available six such panoramic scenes for placement in the dome panel, each sub-back-to-back, are shipped with each phonograph. Such personalization panels will also be made available. The center panel may be used to provide a location's specialty or display.

Service-Slanted Showings
- Continued from page 58

... play also was harkened when Ross reminded his audience that the Playtrak credits a half dollar's worth of music when two quarters are deposited consecutively, thus making the mechanism fully versatile.

A little thing again but not entirely insignificant, varying line voltage, prompted Ross to explain that a press-to-reset circuit breaker is now part of the Playtrak equipment. "This we found gives protection for credit coins in case of different voltages or a coin switch failure caused by a defective coin," Ross reminded.

Turning to the keyboard Ross pointed out how its appearance changes from model to model. Sales-appeal wise, the group had arrived at a keyboard which has nine to 19 buttons on its years' buttons in Cardinal red, "a strong color that is assembles sufficiently for erroneous proofed sheet," but Ross went on...

"Here we only restored the what we sometimes do..." For example, you change your mind" reset button in the keyboard," Ross said, "is a different thing. Here, Ross alluded to last year's red, "loaned to be buttons as reported to our automatic reset style keyboard. "Do," Ross continued, "we made detailed reports of the automatic reset style keyboard and decided to go back to the original design using the reset button." Ross added that refinements such as a heavy duty latch, constant duty counter, switches and mechanical linkage were added as well.

Ross explained that although some 45 rpm records sounded "better" at 33 rpm, the company goes to great lengths to ensure that music is reproduced faithfully.

"An instance," the incorporation of a record stripper and newly designed plunger sleeve for the flip-out slot said, "the stripper's function," Ross explained, "is to take the record from the turntable and then into the slot. The striper," he went on, "performs a 45 rpm flip-out playing at 33." Other improvements pointed out by Ross included the switch which included the security of a simple mechanical lockout, and which requires less service. At lever and sprout are now used to couple the record carrier and flip-out plunger to give greater protection during trans- portation of the phonograph. An increase from 10 to 20 stop pins on the electric selector was made to provide a faster selection cycle. Ross explained.

The American uses a solid...
House Committee Defends Royalty Plan

- Continued from page 68

the necessary economic and business factors that are of a period of time, the whole structure of the jukebox industry has been based on the existence of the copyright exemption. Merely withdrawing that exemption might, as they fear, place the operators in a position that would be impossible to sustain with respect to bargaining, and unnecessarily porous with respect to liability.

The report takes note of a future problem that jukebox operators may one day use tapes, not records. This (one of several reasons) makes it necessary to consider whether putting stamps on records for the purpose of paying royalty fees.

The definition excludes any machine that has no magnetic transmission, but does permit local operators to play jukeboxes. Coin-operation and individual choice of music from a posted list of selections are requirements. Excluded are "devices similar to" jukeboxes that perform musical motion pictures, and also excluded are coin-operated machines where the admission charge can be made by the location owner, either directly or through a third party, to cover charges or club fees.

The final two years of a long history of attempts to deal with jukebox exemption removal are noted. The report summarizes the hard-fought battles between jukebox operators and copyright owner-liencors and admits both sides have strong arguments supporting the use of music played to the tune of the operators' jukeboxes.

The report agrees that the situation of the jukebox industry clearly could not face a sudden "open-end" situation with music licensing. Given the present royalty exemption, the alternative "would run the risk of full statutory liabilities, including criminal penalties if fraud is involved.

As reported in "Billboard" issues Sept. 10, and Sept. 17, this year, some jukebox operators are using the compulsory licensing method, paying $2.00 per machine annually with the Copyright Office. He must register each machine in his possession. It places it in a location, but he has a period of one month to get a license for the machine. Therefore, he he can do nothing until the following January 1st, together with a list of all copies of a total of 250,000 records to be played in the machine during each calendar quarter.

The report says that only at the rate of 3 cents per selection per quarter, only a total of 160,000 records, assuming the average box of 160 selections and a total of 480,000 boxes. The committee feels this amount is prohibitive to both copyright owners and jukebox operators.

The report believes the right payment principle would be better served by the use of number of records "actually available for performance in the machine during a particular period of time" rather than "in inventory" rather than "in quarter." Therefore, the report recognizes that regular performance licenses are negotiated between the jukebox operators and the record company or licensing society (ASCAP, BMI, Broadcast Music, Inc.) and requirements set forth in the compulsory licensing approach are necessary. But if the operator declines to use the statutory fee and select the "inventory" method, he will run the risk of full statutory liabilities, including criminal penalties if fraud is involved.

The report notes that most of the proposals made in this report were rejected by the copyright owners, which would be paid only on those selections not under any license agreement of copyright owners or licensing groups.

The report recognizes, or the copyright owner, for the time being, to be identified on the record label or copyright notice. But, the report states that the report reviews the potential for a special claim, listing all selections for which the owner would be due. A new clause in the copyright law would enable copyright owners to seek royalties on all jukeboxes, making it possible for the copyright owner to sue on the basis of all records listed for pay in the box.

MOA Reports on Royalty to Convention

- Continued from page 68

same as in the previous Congress.

4. Through the following 16 months MOA had pursued this position. It was carried on the same man with the advice of Congress, a notice that the copyright license was valid and the manufacturers' counsel and collective judgment of MOA's legal position.

5. At the MOA convention in September 1959 the situation was reviewed by the board of directors and a legislative committee was authorized to develop a jukebox royalty proposal. The proposal was written by members of the House Judiciary Subcommittee, but the members had no assurance that the industry would seriously consider a proposal from operators.

1960: In 1960 the MOA legislative committee meeting in Washington with representatives of the manufacturers, worked up a jukebox royalty proposal that would be based on records purchased, annual registration of operators and payments, and the royalty directly to copyright owners or their agents. The subsequent developments included:

a. Formal submission of MOA's position on copyright form on Jan. 7, 1966, with an objection to a proposal by Copyright Office for a fee of $15 per box, societies offered $20 per box. The meeting ended without agreement on any proposal for the coming royalty period. All these offers were agreed upon by MOA, the ASCAP and BMI committee and manufacturers' counsel.

b. Rebuttal by the committee on June 9 of a royalty based on jukebox record inventory.

c. MOA protest to the subcommittee on June 29 of the MOA legislative committee with the committee chairman and manufacturer's counsel present. The protest letter was brushed off June 29. Subcommittee members had no willingness to hear any change. No agreement was made.

d. On Aug. 2, a meeting of the committee for three performing rights societies, the phonograph producers' council and the committee of subcommittee counsel. It was held that the substitute of subcommittee counsel. It was held that the substitute to be a substitute of subcommittee counsel. It was held that the substitute to be a substitute of subcommittee counsel.

f. "Bargaining" sessions were held with the Copyright Office, Sept. 2. MOA and phonograph manufacturers and performing rights societies demanded to $50 per box. Offered to $10 per box. The MOA and $20 by the societies were made. At a second meeting MOA increased its offer to $10 per box: societies countered with $25 per box. MOA offered $15 per box, societies offered $20 per box. The meeting ended without agreement on any proposal for the coming royalty period.

Agreement was made against the alternative method of payment by some who said operators may not have time to use with public domain music, or music controlled by their own organizations. Such as the Seaburg announcement of the Cheetah operators at $60 a year, or for, if true, Seaburg spoke before the committee. The accounting method was also criticized as "complex." But the committee decided to leave it in, and if it becomes a "source of subterfuge and abuse," the Congress will have to reconsider it.

Special Claim

Further requirements for the operator under the compulsory license. The report recommends that a special claim be made on the box as well as clearly visible listing of all selections available. Compulsory license royalties, the report reminds operators many times would be paid only on those selections not under any license agreement of copyright owners or licensing groups. The copyright owner, or agent, for the time being, to be identified on the record label or copyright notice. But, the report states that the report reviews the potential for a special claim, listing all selections for which the owner would be due. A new clause in the copyright law would enable copyright owners to seek royalties on all jukeboxes, making it possible for the copyright owner to sue on the basis of all records listed for pay in the box.
Select-a-Trip

SKIING IN CHILE
Rowe AMI Select-A-Trip

A WEEK IN MIAMI

AFRICAN SAFARI
Rowe AMI Select-A-Trip

MEDITERRANEAN CRUISE

GOLF IN THE BAHAMAS
Rowe AMI Select-A-Trip

SO. AMERICAN TOUR

FISHING IN CANADA
Rowe AMI Select-A-Trip

GREEK ODYSSEY
...THE BIG FREE BONUS THAT'S YOURS WITH NEW ROWE AMI MUSIC MERCHANT!

See your Rowe AMI Distributor now for details about this big, fabulous "Music Merchant" sales incentive program. He's got your Rowe AMI passport to around-the-world adventure.

You get a choice of over 80 exciting, Rowe-mance vacations... practically anywhere in the world! Only a few are mentioned below. Remember: you're really going places with Rowe AMI!

AROUND-THE-WORLD CRUISE
Rowe AMI Select-A-Trip
EXPLORE MEXICO
EUROPEAN GRAND TOUR
SAIL YOUR OWN YACHT

A VISIT TO VENICE
Rowe AMI Select-A-Trip
BULL FIGHTS IN SPAIN
SIGHTS OF THE ORIENT
HAWAIIAN HOLIDAY

MANUFACTURING
75 Troy Hills Road, Whippany, New Jersey 07981

www.americanradiohistory.com
ANNOUNCEMENT

J. Ruben W. Lawrence, having dissolved our partnership of RECORD DISTRIBUTORS as of October 1, 1966, with Tony Gal- gano, I wish to thank those with whom I had the privilege to do business. I will now be operating as RUBY SALES
4143 W. Armitage
Chicago, Illinois 60629
Phone: 525-5454

Cadbury Bros. Get 80% of Stockdale

LONDON—Cadbury Bros., a leading British confectionery manufacturer, has acquired an 80 per cent interest in Stockdale Industrial Vendors, sole U.K. distributor for Seeburg vending machines. Managing director Bill Stockdale will continue in his post. In addition to its Seeburg distribution, Stockdale operates refreshment vending machines in many factories and similar sites.

Say You Saw It in Billboard

Service-Slanted
Continued from page 84

The state stereo amplifier that was first brought out in the 2900 series, Ross told the assemblage, as he answered the often-asked question of why solid-state is better than tube-type amplifiers. "In a word, reliability," Ross stated tersely.

Ross stated that the normal life of a transistor is usually longer than the life qualities of the phonograph itself. "The tone quality," said Ross, "in a solid-state amplifier does not gradually fade or deteriorate as in tube-type amplifiers when tubes age. The output rating doesn't decrease with age either," he added.

PROFESSIONAL SIZE...PROFESSIONAL WEIGHT

NOW 2¼" MAGNETIC CUE BALL

NOVEMBER 5, 1966, BILLBOARD

YOUR MOST IMPORTANT "RIGHT ARM"

Distributors: You need a strong wholesale trade association and NCMDA needs you. Join now!

All Manufacturers: Working with NCMDA on industry programs and wholesalers' common problems is to your interests and that of your distributor organization. Support and join NCMDA now!

Foreign Importers: Membership in NCMDA is open to you. Join now in the brotherhood of wholesale distributors.


AMONG THE 200 party guests were Mr. and Mrs. Clarence Schermeister, World of Music, Oakaukee, Wis., and Mr. and Mrs. Reid Whipple (right), United, Inc.

Lucky Holder of winning ticket in drawing for new car at United, Inc., party in Milwaukee was H. W. Riffeau, Kaukauna, Wis. right. He is congratulated by United, Inc., vice-president Russ Townsend.

Ad Cinema Films

PHILADELPHIA — Fran Williams, president of Mr. Genies, Inc., producer of records and films for the Cinema Juke Boxes, concluded a tour of U. S. cities recently. He and production chief Bernie Rothman checked with distributors and operators on problems encountered in the new visual field.

Williams, whose firm is now located at 250 S. Broad Street, found that the largest problem was the supply of films. Plans are being drawn for stepped up production and for world wide distribution of film.

BEFORE CURTAIN RAISER (background) on new Wurlitzer phonograph at United, Inc, party in Milwaukee, the head table obliged the Billboard photographer. From left, Paul Jacobs, a Northwestern University student; Mr. and Mrs. Russ Townsend, Harry and Lawrence Jacobs, Wurlitzer sales manager Bob Bear, assistant publicity director Dick O'Connor and service manager C. B. Ross.
Stop. It all happened at a lewish party tossed by United, Inc., in honor of its customers. Hosts Harry Jacobs Jr., president, and vice-president Russ Townsend presided over a drawing in which many Wisconsin operators won prizes—a new Chevrolet Camaro going to one of the inventive Rivoit brothers.

Staged in the elegant Terrace Room, the party attracted some 200 operators and their wives. Elaine Roberts, who was appearing at the hotel, stopped by to greet the operators.

Present with Bear from the Wurlitzer factory were assistant sales manager Al Dietrich, service manager C. B. Ross, a native of Wisconsin, and assistant publicity director Dick O'Connor. The group had motored up from Chicago, where they'd presented the new phonograph to distributor personnel earlier in the day.

Sampling of operator reaction to the totally restyled unit, the Satellite, the dollar bill acceptance and other features indicated a first fine impression. It was to be observed that when the veiled jukebox came on with a snappy rendition of "Happy 10th" and Bear jerked off the covering, happiness was, for that crowd, an American.

Mr. R. W. Pepple and Mrs. Marshall McKee. Pepple is head of Wurlitzer's Seattle operation while McKee heads the Portland, Ore., office of the firm. Assisting the hosts during the day's festivities were Sinclair and Walt Petit, Wurlitzer regional manager and West Coast sales manager respectively.

Top prize winners were Idaho operators Jerry Ingles from Boise and Cliff Denney from Lewiston. Each won a 1966 Mustang. Other prizes included nine color TV sets and 62 purchase certificates ranging from $100 to $50 in value. All 71 "participants" who had qualified for the drawing went home winners.

Operators from four States attended the fête—some driving more than 500 miles from various parts of Idaho, Montana, Oregon and Washington. Several Alaska operators were among those eligible to attend, but could not make it and had their prizes drawn by proxy.

Northwest, which distributes Chicago Coin Slot, Shoot, Midway, Fischer and several other lines as well as Wurlitzer, was founded by Pepple in 1934 in Seattle. McKee became a partner in the business in 1951. In the past decade the firm has become famous with Northwest community as its countenance as well as for sponsoring trips to Hawaii, Acapulco and various other exotic tourist spots.

The following operating firms were among those attending:

From Montana—Direct Services, Columbia Falls; Montana Music Sales, Miles City; Montana Music Sales, Missoula; Missoula; Montana Music Sales, Bozeman. The last firm was represented by Larry Townsend, Montana Music Sales.

From Idaho—Les Prine Novelty, Pocatello; Del Weaver, Sand Point, and Jerry Ingles, Boise.

From Oregon—Rose Lee Vending Co., Portland; Steve Krause, Eugene; Raymond Schrock, Hermiston; A. A. Anderson, Portland; H. A. Benjamin, Portland; L. A. Robinson, Portland; Vern Rau, Seattle; Steve Cripps, Ashland.

Mrs. R. W. Pepple, right, co-owner of Northwest Sales Co., gives keys of new Mustang to beamling winners, Mr. and Mrs. Cliff Denney of Les Prine Novelty Co., Lewiston, Idaho.
2 Wurlitzer Units Debut

Continued from page 94

types may be mounted by raising the dome. Title strip holders are injection molded and glow in turgiduous light. The viewing area is framed by chrome-plated die castings.

Selector Panel

The selector panel is newly designed as well, featuring card-

inal red selector buttons, finger-

tip contoured and separated for fumble-proof punching. The button release is set apart on the panel from the selector buttons for clear distinction. Glowing windows of red plastic behind the buttons carry the letters and numbers.

Next to the coin insert on any 3100 unit may be installed Wurlitzer’s exclusive Golden Bar, a patented, preprogramming selection device predicated upon deposit of 50 cents.

LP display is available as an optional accessory on the 3100 series. If so equipped, any or all sections A through D are adaptable to LP programming by the placement of a wire in an inside receptacle at the front of the phonograph, one wire for each letter. The entire programming model may be programmed to play LP’s on S, T, U and V instead of A, B, C and D if preferred.

Side panels are of 3/4-inch special formica core bonded to paneline with pecan wood grain and color. The kick-plate is finished in high press vinyl edged with aluminum moldings. And a new ball-bearing platform system is featured in the new models.

Front Service

With the new RW 100 key, the dome is released to finger-
lift clearance and may be lifted to automatically latch in the raised position. Complete top servicing is then possible, in-
cluding access to the dollar bill acceptor, the pictorial panel and the personalization strip.

Releasing lock pins in both ends of the program holder per-
mits movement of the unit into service position. The holder may be removed and placed on a table if desired. Also, from the top, meter readings may be taken, records changed, stylus replaced, upper fluorescent tube replaced, Playrak setting changed (the Playrak is in a new position on the cabinet side).

The complete coin mechanism is located immediately at the side for easy access, and may be removed with the flip of a latch and the grasp of a plug.

Said Bear, “Ninety-nine per cent of the service on the Amer-

icans may be completed from the front, because 95 per cent of the service calls are due to faulty coin.”

The lower fluorescent tube is replaced by releasing the two latches and lowering outward the entire lower service door.

For example, the heater assembly, two rear metal panels are unlocked by the RW 100 key. The upper panel is hinged and may be raised and latched automatically in operation. The lower steel door lifts out of its locking slot. The amplifier rolls out when unlatched, exposing both sides for visual inspection and installation of the Kit 140 A or B Kit 190. The amplifier may be completely removed by releasing a spring-loaded lock and unplugging.

Sound System

Wurlitzer is keying its promotion around the catch phrase, “Big in All Outdoors.” This is particularly applied to the sound system. There are six acoustically exalted speak-
The game is profit...go with a winner!

When it comes to winning the game of profit, Rock-Ola equipment is engineered for operator service equipment. Rock-Ola equipment is engineered for operator service equipment has compiled a proud record of proving to users with simple mechanical components that operate performance. A record of long-lasting, trouble-free equipment that consistently gives operators more profit from more locations.


2. Can Cold Drink Vendor Model 3304/Type 419. Largest vendor per can of capacity in the industry. Holds 360 12-ounce cans in five vending columns plus 48 cans in pre-cool. Exclusive spray-proof can opener. Fast roll-down loading.


...the dependable line of money makin’ music and vending equipment

ROCK-OLA MANUFACTURING CORP
800 North Kedzie Avenue • Chicago, Illinois 60651
Parsey, Sage, Rosemary and Thyme
Skeen and Garland, Columbia CL 3363 (M), CS 9363 (S)
A really outstanding collection of songs
from the pen of Paul Kreutter, with every song
being top-notch. Sales are issued by the inclusion of
a "progressive" and "beside" version.
COUNTRY SPOTLIGHT
MARTY ROBBINS
Do You Love Me,
Capitol ST 525 (S), LM 5198 (S)
A real work of art. The melody is
extremely rich, and the harmony
is superb."Curtain call" is a
masterpiece of its kind.
CHRISTMAS SPOTLIGHT
BETTER HOLIDAY GREETINGS
Various Artists
Pioneer CP 1025 (M), 2517 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
SLEIGH BELLS RINGING
Byrd-Anderson, Victor LPM 1037 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS BROTHERS SET
Bach,Bach,Bach, RCA Victor LPM 3664 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE BURLINGTON BAND
RCA Victor LPM 3663 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE GOSPEL BAND
RCA Victor LPM 3662 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE SMITH BROTHERS
RCA Victor LPM 3661 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS QUARTET
RCA Victor LPM 3660 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3659 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS CAROL
RCA Victor LPM 3658 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS HARP
RCA Victor LPM 3657 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SERENADE
RCA Victor LPM 3656 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3655 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3654 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3653 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3652 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3651 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3650 (S)
This is the ultimate in Christmas
songs. If you love Christmas,
you'll love this album.
CHRISTMAS SPOTLIGHT
THE CHRISTMAS SONGBOOK
RCA Victor LPM 3649 (S)
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THE CHRISTMAS SONGBOOK
RCA Victor LPM 3648 (S)
This is the ultimate in Christmas
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CHRISTMAS SPOTLIGHT
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THE CHRISTMAS SONGBOOK
RCA Victor LPM 3640 (S)
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