R&R-ers Strike It Rich in 'Klondike'

By ELIOT TIEGEL

LOS ANGELES—This city has become a rock 'n' roll Klondike as flashily dressed groups and long-haired minstrels prowl the streets for club dates and recording contracts.

The record companies are here, eager to sign new contemporary groups, but there aren't enough big beat clubs to provide exposure for the young singers and instrumentalists. It has only been in the last four years that Los Angeles began to emerge as a contemporary music center, competing with the Eastern cities and launching such significant trends as surfing and hot rod sounds.

Since Dick Dale and the Beach Boys launched the surfing sound—a hard-driving guitar sound which gave the West Coast record companies a new promotional tag to tie on rock music—young performers have been flocking here in growing numbers.

Now, according to record executive Elektra's Billy James, the market is bubbling with good—and bad groups—and the most amazing thing is frenetic way the record companies are out to sign these relatively unknown aggregations. James himself is hot on the trail to sign the Peanut Butter Conspiracy (four girls, one guy) who apparently have interested several companies in their potential. "Los Angeles has become a Klondike," James says, "with the old-style managers..."

(Continued on page 8)

'Pinney Woods' Industry's New R&B Happy Hunting Ground

By CLAUDE HALL

NEW YORK—More and more, where its happening is the "Swamp Bottoms" or, as Atlantic Records' Jerry Wexler puts it, "in the deep piney woods." And what's happening is r & b.

The result is that nearly all major record companies have either launched drives to capitalize on the r & b record market or have strengthened already existing departments. In addition, the labels are striving in many cases to give the r & b sound to their pop artists by recording them in the deep South's studios.

RCA Victor Records, while avoiding publicity, has been signing an extensive roster of r & b artists. At the same time the label is scouting for a way to enter the field. Warner Bros. Records, last week, hired Buzzy Willi's, formerly of Roulette Records, as part of a program to step up the activity of its Loma label. EMI Records in England recently began establishing themselves in the r & b market, largely due to the popularity of American r & b records abroad.

EMI intends to draw upon Capitol Records some months ago to invade the r & b market, hiring several promotion men. Last week, Kapp Records announced it was going into r & b production. Hickory Records in Nashville, largely a pop-country label, has signed r & b talent. Decca Records, while set with its Brunswick label, is, however, seeking stronger ties with r & b; the company recently added Joe Meclin, formerly with Atlantic Records, and Carl Davis to its staff to add fiber to its r & b activities.

MGM Records is trying to get a slice of the action through its Verve Blue label Columbia Records, while set with its Okeh subsidiary, is on the alert for r & b masters through its Date Records label, established some months ago. Starday Records has reactivated its Hollywood Record label after many years and is driving away at the r & b scene. Dot Records is moving forward.

Problems Paved

While r & b music is the thing today, it poses several problems for the major labels by its very nature. The majors, who've always been able to hold on firmly...
The Name’s Ames!
The Single’s a Show Stopper!
“MY CUP RUNNETH OVER”
(From the new musical “I Do! I Do!”)

7" “It Seems a Long Long Time” 9002

The top cut could be the breakout smash tune from the show! Penned
by Tom Jones and Harvey Schmidt, authors of Ed Ames’ big hit,
“Try to Remember,” it’s another winner from this talented threesome.
Better order now — this one looks like it’s straight ahead!

RCA VICTOR

The most trusted name in sound

www.americanradiohistory.com
MOA Will Seek U.S. Hearings
On Royalty; Reaffirms Stand
By RAY BRACK
CHICAGO — With a clear mandate from the coin machine distributors, an annual convention of the Music Industry Trade Association resolved last week to reaffirm its stand on the jukebox royalty issue.

The national jukebox operator association board of directors took the action over a weekend meeting here in the first move by the MOTA to resolve the copyright conflict.

The MOA convention ended with continued nagging uncertainty about its role in the total music industry. The other record companies (RCA Victor, Columbia, Capitol, MGM, Verve, Decca, and Mercury) enjoyed a substantial show, but the MOTA was not in attendance. The MOA is scheduled to hold its next convention in June.

The MOTA was formed by jukebox operators to prevent the expansion of the copyright law to pro-box operators.

Three hundred and ninety-six firms exhibited an all-time record for the organization.

(Continued on page 57)

A&M Aiming for Expansion
On Pub Front

LOUISIANA — One of the most successful independent record labels, A&M Records, is preparing a major expansion of its distribution network and is considering an entrance into television distribution.

The company, which has had success with its current distribution network, is looking at new markets and is considering the expansion of its production capabilities.

This expansion is expected to include the establishment of new recording studios and the acquisition of new recording equipment.

(Continued on page 62)

A Salute to Gilbert
The Country Music Association's fund-raising campaign has been very successful, according to the reports of labels, publishers and artists and other segments of the country field. (See separate story.)

The drive has been so well planned, in fact, that the CMA's Country Music Museum and Hall of Fame building is now a reality. Additional funds have been raised in excess of the initial goal. The CMA's Country Music Museum and Hall of Fame building is now a reality.

The drive was launched last year, and the proceeds will be used to fund the construction of the museum.

The Country Music Museum and Hall of Fame building will be located in Nashville, Tennessee, and will feature exhibits that showcase the history and culture of country music.

Esteemed members of the country music community will be invited to attend the museum, including some of the country music's most prominent figures.

(Continued on page 62)

MCA's Record Club
Offering a Lot on Lot

LOS ANGELES—A record club, created during the summer by MCA at its Universal City Studio exhibit is preparing to offer its full line of music, as well as its broadcast and retail division.

The club, which has been in operation for several weeks, is being advertised in national magazines and is available to anyone who subscribes to the service.

The club offers a variety of music, including classical, jazz, rock, pop, and country, as well as a selection of special offers and promotions.

The club will be available in selected markets throughout the United States and Canada, and will also be available through mail order.

(Continued on page 62)

Big 3 Hold Major Parley
NEW YORK — The Big 3 will hold a series of major meetings from Nov. 7 to 15 for coast-to-coast songwriters and publishers. The talks, which will take place at the company headquarters, are designed to set up specifications for the Big 3's first formal licensing agreement.

The conferences will be directed by general manager Arnold Mark and will feature the top songwriters and publishers in the industry, including Jay Lowy.

West Coast representatives who will be present include Jim Kiner and Ed Machag, as well as Bob Porter, Burt Slater, and Donnie Baker. The meetings will be held at the offices of the Big 3's headquarters.

(Continued on page 62)

BB Int'l Expands; Gurbakupto N.

LONDON—Billboard this week takes a major step forward in its coverage of the international music scene with the opening of a new subscription service for the European music business.

The new service, called the BB International Music Service, will provide comprehensive coverage of the European music scene, including news, reviews, and analysis on a weekly basis.

The BB International Music Service will be available to all subscribers of Billboard, and will be published on a regular basis.

(Continued on page 62)

A&M Launches Sussex, Indi Production Co.

NEW YORK — Clarence Avant, head of Avant Garde Enterprises, bowed a new independent record production firm last week—Sussex Productions.

The firm already has placed "Pretty Little Face," by the Four H's, with MGM's Verve Records. Other artists are being lined up.

(Continued on page 62)
Executive Turntable

Andy Miele joins Enoch Light's new Project 3 label as national sales manager. Miele comes from United Artists Records, where he had been national singles sales manager for nearly four years. Prior to that he had been director of marketing at MGM Records for two years and with Capitol Records for nine years.

Winston (Buzz) Willis has been named national promotion manager for rhythm and blues for Warner Bros. Records, according to an announcement by J. K. Maitland, W-B president. He will headquarter in New York and be responsible for A&R promotion, artist relations, and will be involved in market development and special projects. Willis is on the executive board of the National Association of Radio Announcers and is a former vocalist with the Solitaires. Previously, he was on the promotion and public relations staff of MGM and Roulette Records.

Daniel P. Collins will be the new manager of distributor relations for RCA Victor succeeding Daniel J. Finn, who is retiring this year. Before joining Victor, Collins was vice-president in charge of sales for the Musical Instrument Division of the Sylvania Corp., a firm he joined in 1962 after a 14-year association with Billboard, where he was advertising sales manager. In his new position, Collins will report to John Y. Burgess Jr., division vice-president of commercial sales for Victor.

Max Callison has been named Midwest sales manager for creative products of the Capitol Records Distributing Corp.

(Continued on page 10)

Atlantic Bosses Polydor Talks To Step Up In LP Marketing

LONDON—Atlantic Records' head Ahmet Ertegun was in London last week for talks with the label's British distributor, Polydor. The talks are key to stepping up LP marketing plans.

Ertegun who declared himself "delighted" with Polydor's handling of Atlantic, was discussing plans to market more Atlantic LPs as well as new ways of promoting and selling them with Roland Rennie, head of the British label.

Hurt Dies at 74 in Mississippi

GRENADA, Miss. — Mississippi John Hurt, country blues singer, died, Wednesday, (2) in a hospital here after a short illness. He was 74 years old. (In 1963, Hurt was inducted into the Piedmont Records. More recently, he has appeared on Vanguard, including "Mississippi John Hurt Today!" a current release, Hurt, who often composed his own words and music also used to write songs. The latter, released on Folkways, has been heard on folk festivals, and his "Mississippi John Hurt" album, was a hit on the Folkways label.

Japanese Copyright Law Revised

Tokyo—Based on the April report from Copyright Revision Committee, the Ministry of Education has made its own revision text, "Law Text Concerning Copyright and Neighboring Rights," revealed to the public last week. The 150 article-text is an all-over revision of the copyright law which was promulgated in 1899 and though revised partially a few times, is inadequate today. Among the revised items are:

(1) Copyright term will be extended from the present life of a writer plus 35 years after his death, to a life of a writer plus 50 years. The law, however, still remains under pseudomyony or an organization name will be protected for the period of 50 years after its publication. With films and photos, this will also be the case.

(2) Royalties will derive from records used in broadcasting and public performance. According to the present provisions, however, those who play records on radio or in such public places as restaurants, bars, teaprooms, etc., are not required to obtain copyright owner's license if only the source of a record (title, writer, manufacturer, artist) is clearly indicated at the time of the use and accordingly, there is no need to forgo.

(3) In order to protect the rights of performing artists, record manufacturers, and broadcasting companies, neighboring rights to copyright will be protected. All rights of these people are preserved under the existing law by copyright. The proposed revision in contract, will not turn to copyright for protection of these rights but will employ the neighboring rights.

Upon hearing comments from industries concerned, the Ministry will draw up the bill with the advice of the Bureau and will submit it to the Ordinary Session of the Diet next spring. The bill is expected to become effective as of Jan. 1, 1968.

Billboard

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Editor in Chief Lee Zito

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Talent

Talent Trek to Fairs — A great array of recording talent made the fair and rodeo circuit this year. Did dealers benefit?

Bulk Vending

Bulk Vendors in Chicago — Full coverage of NVA board of directors meeting. $2,000 NVA Grant to the New York Bulk Vendors Association and semi-annual National Vending Machine Distributors Association.

Coin Machine News

MGM Convention Report — Sixteenth annual Music Operators of America convention saw the industry under the jibekobol operators Copyright stand.

Features

Vox Joe

Chart

Top 40 Easy Listening

Top 40 "B" Records

Hot Country Albums

Other Records

Record Reviews

Single Reviews

Top LP's

Earnings

New Album Reviews

Platonic, Singers

Best-Selling Classical LP's

Best-Selling R&B

Best-Selling Country

Hot Country

Single Reviews

Japan

Top 40 Easy Listening

Top 10 "B" Records

Feed Back

Best-Selling Country

Hot Country

Japan
NO SUB-TITLES NECESSARY

Even if you don't understand the language, When Robert Goulet sings an Italian ballad you know you're listening to good music. That's why Bob's single is being translated into a smash on radio stations and in record stores from coast to coast!

"FORTISSIMO"

And "bravissimo" is the word for these Robert Goulet albums.
MTA Eyes All

LOS ANGELES—MTA Records, a new company formed by former Columbia and exec Bob Thompson, is aiming at the folk music field.

"We're trying to avoid that 40 image," he said. "There are too many acts. Additionally, in the U. S. Why limit yourself to

Chess Is Named
Man of the Year by Urban League

CHICAGO — Leonard Chess, president of Chess Producing Corp. here, has been named the Chicago Urban League's "Man of the Year.

Chess was honored at the Urban League's annual Golden Fellowship Dinner at the Conrad Hilton Hotel last week. The Chicago record company executive, producer of producer under the Chess, Checker and Chess Tone labels, was also named Chicago Urban League executive secretary Edwin Berry for "giving of the best in the service of human relations." 

Chess is the top ticket seller for this year's banquet raising some $15,000 for the fifth annual event. Owned of radio station's WGN and WSDM-FM. Chess, donated considerable radio time to the event.

Roulette Purchase

NEW YORK—Roulette Records last week purchased the masters of "I'm Loving You," from George Tobin of Brahma Productions. Record features Kermit Joseph and Lacie of the Lovable Soul Brothers. Dick Lawrence, program director of WPTP, Albany, has been playing the dub and getting great audience response, said its promotion chief Red Schwartz.

UA's Fox Score Out

NEW YORK—United Artists Records has issued the Burt Bacharach score of the United Artists film "After the Fox" which stars Victor Mature and Peter Sellers.

LINKE OHIO U.'S ALUMNI OF YR

ATHENS, Ohio — Personal manager Richard O. Linn presented the "Alumni of the Year" Award, given by Ohio University president Vernon Alden. The presentation was during the annual homecoming game at the stadium.

The masterful Badrach of the New England Band received the award.

Hit Singles Push
Sang Fontana To Peak Market

CHICAGO — Singles like "Witcher Cathedral" by the New Sealed Band and "Ain't Nothing But a Thing," have been key hits for Fontana Records. Both singles have been recorded by George Burns and the Ink Spots.

"Ain't Nothing But a Thing," the second "Thumbs" Carlile LP has helped bolster sales, Dennis said. Again, Fontana is on the regional promotion posts to national positions has contributed to smash and Fontana's success, too, said Dennis, who was in Los Angeles before coming here. "I'm going to make sure that those perfect records are made quite an evening for the likable Brit.

Levine, Goldberg
Form No. 1 Prod.

LOS ANGELES — No. 1 Productions, an independent company to emerge as a product, has been formed by arranger Hank Levine and producer Larry Goldberg. Duo is hustling around town placing masters, and has already set "Life's Exactly Like a Dream," the Crusaders on Tower; "Let's Fresher Than Both Gypsies on Loma; "Lotto Works Hard" by the Laughing Wind Band and the Crusaders on the In-Bettie on Highlander. For their own label, Bull Frog, the pair have consigned "Dandy" by Rock Bottom and the Crusaders on Tower.

Albums consigned are by the Crusaders for Tower and the Fire Escape. The two acts men claim forthcoming single releases by Kim Fow- ley for Loma plus discs by Pat and Lolly Vegas and the Sons of the Pioneers. The two with the two in producing English product. Levine has been on the circuit since 1957. Goldberg has been in the jazz field since 1960, in both promotion and a&r positions.

KEY FIGURES in the new UA-Cameo Parkway global publishing agreement are, left, Neil Bogart, Cameo Parkway sales manager; Michael Shapiro, president of the company; Jay Dagenet (seated), CP director of publishing and recording, and Murray Deutch, UA music companies executive vice-president.

Matt Monro Is Performer
With Great Many Talents

NEW YORK—Matt Monro is a performer with many talents. He is versatile, has a sharp sense of humor and an excellent singing voice, able to hold long notes without strain or loss of tone. Yet, in his debut appearance (1), at the Hotel Plaza's Persian Room all his qualities failed to jell.

His act is filled with too much humor, and it becomes difficult to judge him as a serious singer. It makes his performance choppy and detracts from his singing ability, and one gets confused by the various reactions of other singers. It is impersonation or improvisation? The only act of all that smoothered less complicated and the best, has been made quite an evening for the likable Brit.

Levine is usually was one able to distinguish an individual singing style. His renditions of "Born Free," "When You Be a Man," and "I Have Dreamed" from "The King and I" are examples. The second song was his best song of the evening, which was performed under a cold, his voice here was dramatic and commanding. Other songs were: "My Man," "The Cor- ards, "I Left My Heart in San Francisco," "In the Mood," "Softly," "Sally," and "My Kind of Girl," all of which are identi- fied with his style. The usual hotel orchestra was not at its best, and played rather stiffly at the beginning in contrast to Monro's informal manner. His musical director was Bob Smale.

Levine has purchased some on discs here, his "My Kind of Girl" single of some years ago caught on nicely. He's signed with Capitol Records which released his "This Is the Life" LP recently. Monro's new album is "Here's to My Lady being released Monday (7). A high promotion is being run for him which should give the singer some much needed ex- posure. But what he needs at the moment is an act with less clowning and one which will establish him a strong, as the fine singer he really is.

BOB SOBEL

Sceptor's 500
LP Sales Plan

NEW YORK—Sceptor Records is running a $150,000 dis- tributor sales program, the biggest such program in the com- pany's history. The plan, which was developed by Marvin Schlichter, Sceptor vice-president, explained that during the 60-day sales drive, most of the new releases and purchases by distributors will carry special markings which can be credited to gifts including cars, speedboats, and cash and black-and-white TV sets.

Points will be earned on purchases from the regular Scepter catalog, which runs through November. During December, awards will also be earned on sales of new Scepter albums, including those by Dionne War- wick, B. J. Thomas, Paul Vance, the Kingsmen and Chuck Jack- son, Full-page color ads in the trades listing all distributors are backing up the promotion. Schlichter estimated the campa-ign will produce more than $1 million in sales during No- vember and December based on initial orders.

LA Invasion
Folksters

LOS ANGELES—A concentration of folk artists has been playing area clubs in one of the strongest exposure pushes for the music this year. Bob Lind, at the Pasadena Ice House and Joe Brompton, at Haight Street Ice House, launched the invasion Tuesday (1). Both have worked in the area, the Joe and Eddie team, has six-book day. Lind appears through Nov. 27.

Launching the music locally is Oscar Brown Jr. who brings
The Sound of Money

That's What I Want

Part 2

jr. Walker and the All Stars

The Sound of Young America

MOTOWN RECORD CORP.
in the other specialty fields, find it difficult to promote R&B product. RCA Victor, for example, launched an R&B division with a new label, but basically had to drop the project. United Artists Records has yet to make a saleable dent with its own label. Clarence Avant, head of Avant's new division, has said that some record manufacturers are hurt in the R&B field because of the lack of knowledgeable R&B people in the executive capacities in their companies. "A lot of brains and talents are not being fully utilized. They have the capital, they can capitalize on the R&B market merely by hiring Negro producers and Negro promotion men. This doesn't represent a sincere effort on the part of the record labels."

Indie Producer

Naturally, in many cases, the record companies look toward the independent record producer as a source of material. It is no secret that the search is in the South, namely the States of Texas (southern area), Louisiana, Tennessee, Mississippi, Alabama and Georgia. This situation has led to the formation of several independent label like Star, Tropic and Goldfish which are distributed by the larger record companies. In the case of Stax Records in Memphis, for instance, owner Jim Stewart's label is distributed by them.

Though the number of independent record producers in the South is too vast to count, it seems that most of the action lately has been by a select group. There is Scepter, Fame Productions, Muscle Shoals, Ala.; Jim Stewart of the Volt-Court, Huey P. Meaux, Tribe Records, Pasadena, Tex.; Bill Lowery of SML-Jaxa; Quinn Ivy and the Swampers, Muscle Shoals, Ala.; and Maj. Bill Smith, Fort Worth, Brad Shapiro in Miami is near to breaking through as a major producer.

Key to Success

The key to the success of many of these producers is that they are often able to work with the band and the studio musicians available in their area. For example, producer Huey Meaux feels that there is "one of the greatest sounds in the world through this unique echo chamber background." 

Wexler, vice-president at Atlantic Records, produced the album "Thousand Dances" hit with Ric Hall in Muscle Shoals. He recently had him there again recording.

Wexler says, "We make certain types of records and wish to capture the pristine R&B sound, you need to go South." Wexler said. "Just as New York musicians are great on certain types of music, so too are these Southern musicians." Others who've had Hall's studio include producer Buddy Killen who recorded Joe Tex. "Hold on to What You've Got," Whig Killen performed Tex in Nashville; he often uses musicians from Memphis to get "a sound." He and Green produced Percy Sledge's hit "When a Man Loves a Woman" in their own Muscle Shoals studio.

Stewart's label includes such as "The Midnight Hour." Stewart, this week, has six singles on Billboard's Top Selling R&B Chart, plus three more on the Hot 100 chart including ""B-A-B," Honey Thomas and ""Knock on Wood," by Eddie Floyd. Stewart is currently working on his next album that almost around the clock. A few months back, the Beatles were considering recording there to get the Memphis sound.

with out-of-town line-plates and electric guitars clutched in their hands. Capitol and MCA, for example, have taken cognizance of this magnetic pull Los Angeles has, and have set up companies in the city to sign up these rock-and roll-represented representatives. And there is hardly a company in town that won't be receptive to a dub or master from any of these groups. Everyone knows that tomorrow's Beatles would be walking the streets.

R&R-ers Strike It Rich in Klonide

and the young hippies running around trying to sign these groups.

Why the concern to sign untetis performers? "Because our competition sees the success other people have had with new groups. The Mercury and Phils have had a cent when they came here, but Barry McGuire brought them to the Adler and look what happened." Way to Companies

James says that a group which is lucky enough to snatch up a contract at the session last week Strip clubs catering to the 18 through 21 crowd is almost assured of getting a contract on his company record, "There are just so many hustlers running around trying to sign them." The clubs right in the center of the big beat scene, like the Go-Go, the Gazzarri, the Trip (which emphasizes rhythm and blues) and it's Boss. In Hollywood, the Red Velvet and the Hulla-Hula, and the Strip are the places where R&R men and talent managers can be found.

New York independent producers have begun opening offices here. Koppelman and Rubin have opened an office and Kama Sutra is mentioned as being coast representation. The Los Angeles scene is a potpourri of the established groups, like the Byrds, Leave and Seeds and the ever present players like the Ever Present Players and the Buffalo Springfield, Gentle Soul, Doors, New Society, Knack, The Prince and the rock and roll-represented representatives, like freak rock, psychedelic, psychotic, trip and happening in their songs. This is the way they present the music, and it is even some groups which have experimented with LSD and the instrumental group playing on Capitol's "LSD And Me," which was recorded on the drug when they recorded the music.

There is an unnatural aesthetic rivalry between Los Angeles and San Francisco, the Northern California groups are migrating here where the label can catch them. The R&B market there is a host of executives flew to San Francisco to audition the group.

Perhaps it's Southern California's all-year-round weather which a host of executives flew to San Francisco to audition the group. It is every Southern California's all-year-round weather which a host of music companies are looking for. There are about 60 music companies in the area and two-thirds of them are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new. A host of music groups are looking for something new. A host of music companies are looking for something new.
YOU'VE HEARD KARATE
YOU'LL BE HEARING KARATE AGAIN
KARATE'S BEEN COVERED

"Imitation is suicide."
The original belongs to:

"KARATE"
THE EMPEROR'S
MALA 543

BELL RECORDS • 1776 Broadway, New York, N.Y. • 10019
Executive Turntable

Don Grierson has been appointed district sales promotion manager for Capitol Records Distribution Corp. He will be responsible for promotion of singles in the Los Angeles, San Francisco, Salt Lake City, El Paso, Las Vegas, Phoenix, San Diego and Albuquerque area. He will report directly to Mauri Lathower, Capitol’s single record sales manager. A native of England, Grierson was raised in Australia and was a disk jockey for four years before coming to America in 1963. Before joining Capitol, he served in sales and promotion capacities with record merchandising and California stations.

Ira Howard has been named a professional manager of Mills Music. He was formerly with Screen Gems Music, serving as professional manager and director of music and talent development. His Mills duties will be co-ordinated with those of Bernie Pollack and Robert Reno, other members of Mills’ professional department.

Jordan Malek has been appointed assistant to Frank Gauna, United Artists Records art director. Malek will administer final preparation to all album mechanicals and art work prior to printing. He also serves as staff photographer at label reception sessions and official functions. Malek previously was art director of Popular Movie and Fab Teen magazines. Charles S. Brown has been named general manager of the Music City Album Co., Nashville manufacturer of record jackets.

NMPA Warns On Fake Books

NEW YORK—The National Music Publishers’ Association has mailed a circular to all sheet music outlets in the United States warning them of penalties for dealing in pirated material. The circular, which bears the heading “It Doesn’t Pay to Sell Illegal Fake Books!” lists judgments, attorney’s fees and possible indictment for a criminal offense among the risks involved.

The circular explains, “We want you to stay in business. We want you to prosper. We do not want to impose shattering economic penalties on you.” Leading jobbers throughout the country have been asked for their co-operation in further distribution of the circular. Salvatore T. Chiantia, NMPA president, explained, “NMPA’s campaign has been a success, but there is still some traffic in illegal fake books and we are determined to stamp it out. We have successfully dealt with over 100 persons trafficking in these books and will continue to conduct this vital campaign to protect the rights, not only of NMPA members, but of all music publishers whose valuable copyrights are being pirated by unscrupulous thieves.”

NMPA Names 2

NEW YORK—Jean Aberbach and Wesley Rose were elected directors of the National Music Publishers’ Association at a meeting last Tuesday (1).

MMP Pub Buys

NEW YORK—MusicMusic Music, publishing firm, has entered the film theme business with the acquisition of the title song from “Weekend, Italian Style,” which will premiere in art houses this week. The song, written by Johnny Graff and Lenney White, was recorded by Bob Swanson and the Bee Jays on KSP.

NEW YORK—Atco has obtained the soundtrack for the forthcoming American International film, “Good Times.” The track features Atco artists Sunny & Cher. Both the film and album will be released next month.

Bernstein to Quit N.Y. ’Harmonic’

NEW YORK—Leonard Bernstein last Wednesday (2) announced he would leave as music director of the New York Philharmonic when his contract expires in 1969. He will devote his time to composing, and will conduct as “sacred conductor” for a few concerts a year. Bernstein, who will have conducted the Philharmonic longer than any other conductor in the orchestra’s history, has been frequently represented on the Classical Charts in Columbia Records pressings.

Last week he is listed conducting the Philharmonic in Nos. 51, Mahler’s “Symphony No. 5”; (No. 10), “Bernstein Conducts Ives”, (No. 18), Beethoven’s “Symphony No. 5: How a Great Symphony Was Written”; (No. 25), Gershwin’s “Rhapsody in Blue”; and (No. 29), Dvorak’s “Symphony No. 9 (New World).”

Scepter Signs Two

NEW YORK—Scepter Records has signed Paul Vance and Lee Rocker to produce exclusively pressings by Maxine Brown. The agreement calls for the waxing of an album and a series of singles.
this record is breaking...

"BEAR WITH ME A LITTLE LONGER"

b/w It's Beginning To Hurt

MONUMENT 45-980

BILLY WALKER
TAPE CARTRIDGE TIPS
by Larry Finley

NASHVILLE—Larry Finley's International Tape Cartridge Corp. last week acquired exclusive tape rights to the Star- day Records catalog. The deal concluded between Star- day and ITCC grants the tape firm both Capitol and re-tet-to-red rights. Starday will go on a simultaneoustree releasing schedule, issuing tapes and cartridges on a day by date basis.

Concurrent with the ITCC deal, Starday notified the four other tape firms with whom it has four-year deals that it will not renew its contract with them. Heretofore, in addition to ITCC, the Starday catalog was being duplicated in tape form by Aurasonic, GRT, Muniz and Musiglac.

Under terms of the ITCC-Starday contract, the Finley firm will make the recording company's product available in 4-track, 8-track and reel-to-reel forms. Starday will allow existing contracts with other duplicators to run their contracts with their date of expiration. All contracts are due to expire by the year end.

Through Usual Distributors Starday will channel all tape product aimed at audio outlets through its regular disk distrib- ters. ITCC will handle marketing of cartridge products in non-disc areas such as the automotive field.

Allied with the deal is a reorganization of ITCC's management. The Hal Nealy, Starday vice-president and general manager, the label resorted to the use of multiple duplicators when it first entered the tape field 18 months ago. At that time, Nealy said, the firm was uncertain as to what course it should pursue in the field, and rather than take a chance on missing out, it decided to assure itself of covering all possible bases by giving at one time as many as six duplicators the rights to its catalog (Aurasonic, Autostereo, GRT, ITCC, Muniz and Musiglacet). Only One Firm Nealy said that the company's experience has convinced its management that for a number of reasons the label would be better off to abandon multiple duplicators in favor of only one firm being responsible for its tape product. These reasons, Nealy said, include:
- Producing the consumer by making certain that he gets un- form quality when he buys a Starday cartridge.
- Maintaining price stability of tape product, possible when one firm handles it, as opposed to a number of firms pursuing our releases, each charging a different price.
- Assuring the label's artists that each recording issued in LP form will have its tape ver- sion on the market, as opposed to the "cherry-picking" procedures followed in multiple duplicator deals.
- Protecting the dealer from being hit with several tape ver- sions of the identical LP.
- Assuring dealer and consumer of uniformity in size and appearance of cartridges bearing the Starday brand, thereby avoiding confusion created by each duplicator using a different form of packaging.

Another strong factor in the decision, Nealy said, is Starday's concern that the use of multiple duplicators can lead to the foot- balling of cartridge prices. Should the cartridge product pipeline be filled before sufficient playback equipment is on the market, some may panic and start dumping product. Nealy said he could inflict irreparable harm on the industry. Thus use of a single duplicator should allow the record label to con- trol the amount of product issuing and maintain its price, he said.

Variety Programming Spice Of Capitol's New Twin Packs LOS ANGELES—Twin pack tape CARTRIDGES, designed to offer a programmed variety of institutional and vocal enter- tainment, have been developed by Capitol Records in the 8- track configuration.

The new product titled, "Capitol 4 Star Series," carries a suggested list of $5.99. Four packs comprise the initial release debuting this week. John Palladino, a member of the company's ad staff, pro- grammed the new cartridges.

His first efforts team Al Mart- ino, George Shearing, Nancy Wilson and Gladys Knight in pack No. 1; Nat Cole, Ray Anthony, Peggy Lee and Jackie Gleason in Pack No. 2; the Kingston Trio, Howard Roberts, the Lettermen and the Hoffyfire Strings in Pack No. 3; and the Beach Boys, Glen Campbell, the Outsiders and Chad and Jeremy in pack No. 4.

On Four Selections Each artist is heard on four selections, with the tape de- signed so that the listener may shift from one artist to another by flicking the channel selector switch on his player.

If the listener wishes to re-pro- gram an artist, he pushes the channel selector until the artist is repositioned. A Capitol spokesman promised that the company would be pushing to dial switching on a car radio, in that you pass through each station's location before hitting on the desired frequency.

Capitol's theory in develop- ing the program twin pack is that listeners don't enjoy 60 minutes of one performer. The label plans all "Star Specials" to be a mixture of vocal and instrumental sound. The car- tridges have no individual theme or title, just a catalog number. The material selected is of hit-caliber quality.

Cap Offering a New Sound Unit as Travel Companion LOS ANGELES — A new sound system, designed to re- place conventional automobile speakers in cars, is being offered by Capitol Records, for use with tape and AM/FM radios. The sound displacement system is called stereo car audio, and consists of 13 frequency tuned pipes which resonate and ex- pand the audio spectrum, says Capitol.

The modulators (model XF-13) are mounted in the auto- mobile's rear package deck between the back seat and the rear win- dow, thus avoiding cutting into doors where conventional speakers are placed. The label claims the modulators have a frequency response of 40 to 13,000 cycles an inch, with its max- imum mensions are 6½ inches deep. 8 inches wide and 10 inches high, of one pounds.

The units are being built for Capitol at the Janks Camera Co., Universal Tape Deck Co. Capi- tol field-tested the equipment over the past few months in New York, Chicago, Dallas and Atlanta, before selecting promotion points before going into a national program, according to special products man Mylo Mathes. The modulators suggested retail price will vary from $49 to $59.

Col. Issues Eight-Tracks
NEW YORK—Colonia Records is releasing 13 8-track stereo tape CARTRIDGES this month, including a twin-pack featuring Bob Dylan's "Blonde on Blonde." The release con- tains single packs by Andy Will- iams, Les and Larry Elgart, Steve Lawrence, Mitch Miller, Thelonious Monk and Patil Pete.

Masterworks twin-packs have music from the "Tape Album I" and "American Country." The album "Golden Timate of Their Lives," by Offenbach, Delius and Chopin with Eugene Ormandy and the Phila- delphia Orchestra. Single packs include three by the Philadel- phia Orchestra and one con- ducted by Andre Kostelanetz.

Heilichers' Prods. Dept.
MINNEAPOLIS — Heilicher Brothers has created a new tape products division. According to a company spokesman, the "re- cent growth in sales of automo- bile tape CARTRIDGE players has resulted in this new depart- ment.

Kenneth N. Hegstrom, for- mally an account executive for Heilicher, has been named di- rector of sales for the depart- ment. He will buy all prerecorded tape products, including reel-to-reel and 4 and 8- track continuous loop tape car- tridges. Hegstrom will also helm the sales and distribution of Lear Jet automobile and home cartridge players.
One of the differences between these two tape systems...

is that ours records.

The Norelco compact cassette both records and plays back—something the other cartridge can't do. And isn't that why people buy a tape recorder instead of a phonograph in the first place?

But recording isn't the only advantage. The cassette uses reel-to-reel principles so you get a fast forward and rewind. And you can index, too. Which means you can preselect anything on the tape or replay anything in seconds. You can't do this with the continuous loop-type cartridge.

As you can see, the Norelco compact cassette is about one quarter the size of the other cartridge. It uses half as much tape. Plays longer. Sounds better. Costs less. And it works in any position—even upside down.

Since Norelco invented the compact cassette—the most advanced system there is—over 40 different tape recorder manufacturers have adopted it. And this is just a start.

So far, over one million cassette tape recorders have already been sold. And Norelco offers the best and most complete line of cassette machines. Look at the models below and see what we mean.

If you would like further information and the name of your nearest representative, please write to Dept. B, North American Philips Company, Inc., High Fidelity Products Department, 100 E. 42nd St., New York, N.Y. 10017.

Here is the best and most complete line of cassette tape recorders:

<table>
<thead>
<tr>
<th>Compact Cassette</th>
<th>8 Track Cartridge</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Physical Features:</strong></td>
<td><strong>Physical Features:</strong></td>
</tr>
<tr>
<td>Size</td>
<td>5½&quot; H x 4&quot; W x ¾&quot; D</td>
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<tr>
<td>Weight</td>
<td>4½ oz.</td>
</tr>
<tr>
<td>Playing Position</td>
<td>Horizontal or at a 45° angle only.</td>
</tr>
<tr>
<td><strong>Technical Features:</strong></td>
<td><strong>Technical Features:</strong></td>
</tr>
<tr>
<td>Type</td>
<td>Endless Loop</td>
</tr>
<tr>
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</tr>
<tr>
<td>Tape Speed</td>
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<td>Stereo</td>
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<td>Automatic Stop</td>
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<td>Fast Rewind</td>
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<td>Fast Forward</td>
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<td>Record</td>
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<tr>
<td>Maximum Playing Time</td>
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<td>Tape Life</td>
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<td>Convenience Features:</td>
<td>Convenience Features:</td>
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<td>Blank Tape</td>
<td>No</td>
</tr>
<tr>
<td>Prerecorded Library</td>
<td>Yes</td>
</tr>
</tbody>
</table>

Here are the facts:

- **Carry-Corder** '150'
  - Cordless. Capstan drive and constant speed motor. 100-7,500 cpm.
  - Comes with prerecorded tape cassette, dynamic microphone, fitted carrying case, patch cord, 3 lbs. with batteries

- **New Continental '450'**
  - Stereo-mono. 4 track.
  - Solid state. 2 satellite speakers in matching cabinet.
  - Dynamic microphone.
  - Stereo record.
  - Tape speed: 7½ ips.
  - Tone, balance and loudness controls. 60-10,000 cpm.
  - Public address system.Vu meter, digital counter. 8 lbs. less speakers.

- **New Continental '550'**
  - Solid state. 2 track mono.
# Tape Cartridge Installation of Spurt of 60% in '67 Cars: Ford

DETROIT—Ford Motor Co. projected tape cartridge installation figures for the 1967 model year reveal an increase of up to 60 per cent over last year's final production run in some of its models.

A Ford spokesman said that in each model the figures indicate an upsurge in the percentage of Ford cars being shipped with the units. Last year, customers ordered some 26,300 Galaxies with tape cartridge equipment (equivalent to 2.5 per cent). Figures for the 1967 model year are projected to 4 per cent. This means that if Galaxie production remains the same as last year (and it's expected to increase), at least 52,000 players are expected to be installed. Total Ford installation in 1966 was slightly under 70,000.

Projected installation figures for the Ford Mustang (rapidly becoming the hottest of the Ford products) are also anticipated to increase about 60 per cent. Some 13,700 tape cartridge playback units were factory-installed in 1966 Mustangs. Last year's figures indicate factory-installed units only. The Ford spokesman added that many local dealers have made arrangements to install hang-on units for the customer. No figures are available

---

## Ampex Names Fine-Tone Audio

**NEW YORK—**Fine-Tone Audio Products Co. has been named 4 and 8-track cartridge distributor for Ampex for metropolitan New York, including New Jersey and Connecticut. The company, which presently distributes the Ampex reel-to-reel configuration for the same area, has begun to manufacture tape cartridge carrying cases. Its first tape box, available in two-tone black and two-tone brown, holds three cartridges and doubles as an arm rest between the front two passengers.

### Mobile Fest Entries

**MOBILE, Ala.**—The deadline for registration for the April 7-8 second annual Mobile Jazz Festival is Jan. 1. Finalists in the band, combo and vocalist categories will be chosen via performance tapes by Feb. 1.

### Epic, West Disk Tie

**NEW YORK—**Epic Records has acquired distribution rights to "The Eggplant That Ate Chicago," by Dr. West's Medicine Show and Junk Band on Go Go Records.

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---

## THANK YOU BILLBOARD

And all the great people who responded to my ad in the October 15th tape section. Unfortunately, the ad was misleading. It was intended as a follow through from interviews I've had applying for the int. position of retail record buyer. Replies are now in.

Thanks all.

---

### AUTOMATIC, BERLITZ IN DEAL

**MELROSE, Mass.**—Automatic Radio is testing the market potential of language tape cartridges by purchasing "several thousand" Berlitz language packages. The deal was concluded between Automatic Radio's marketing chief Dave Nagler, and Berlitz. Hal Fogelson, Automatic Radio is serving as a distributor for tape cartridge product, channeling it via its representatives to the automotive accessories market.
Change the artist.
Not the tape.

Four stars on one tape...a bright new idea in 8-track, exclusively from Capitol.

Four Star Special!
Vol. 1.
Al Martino
George Shearing
Nancy Wilson
Glen Gray

Exclusive Select-a-star Programming!

Four Star Special!
Vol. 2.
Nat Cole
Ray Anthony
Peggy Lee
Jackie Gleason

Exclusive Select-a-star Programming!

Four Star Special!
Vol. 3.
The Kingston Trio
Howard Roberts
The Lettermen
Arranged and conducted by Stu Phillips

Exclusive Select-a-star Programming!

Four Star Special!
Vol. 4.
The Beach Boys
Glen Campbell
The Outlaws
Chad & Jeremy

Exclusive Select-a-star Programming!

Push a button. George Shearing. Push it again, Nancy Wilson. Push it again for Al Martino, again for Glen Gray. It's the wildest new idea since 8-track itself. You get the equivalent of four L.P. sides, one each by four top stars, all on the same tape. Exclusive Select-a-star programming; another industry first from Capitol, leader in B-Track!
**A BENEDICTIOII DELIVERED BY FATHER O'CONNOR**

Father Norman J. O'Connor, noted expert on jazz, presented the following benediction Oct. 24 at a United Jewish Appeal dinner in New York honoring David Rothschild, record buyer of the Korvette department store chain.

Dear God,

There is a line from a Psalm that rings so clearly in my head this night—What the Psalmist wrote was:—For your kindness is a greater good than life—my heart takes that line and tells it to the world that kindness, any kindness, is greater than life—because without it life shall not be... for this very night the world fights and cries and is lonely and is hurt, and retaliation must be done and harm must be matched and hatred and spite must exist—but, somehow, someway—let me live this kindness, let me live it with courage and defiance—because though there be Jew and Gentile, white and black, smart and dumb, rich and poor, know that behind the eyes of every man, all those eyes, the ones that flash, the ones that are dull, the ones that flash, the ones that are brown, is a human who wants to love, to be loved.

God, your kindness living these days you give me—and on occasions such as these we see that kindness is available in our world—let us know and continue to know that it is more important than life—and we shall make the world kind—right in this kindness and action, support us all the days of our lives, till evening comes and the busy world is hushed and the fever of life is over and our work is done, then, in your mercy give us a safe lodging and a holy rest at last—go in peace and please, be kind, be kind... .

**FM's Spotlight**

**London Phase 4**

LONDON—A series of FM programming spotlight radio Phase 4 disks began on Sunday (6) in the New York, Los Angeles and Chicago markets. London Records reports the line is having its most profitable year. New Phase 4 releases are highlighted from Handel's "Messiah" with Leopold Stokowski conducting the London Symphony, Robert Farnon conducting the London Festival Orchestra in Gershwin's "Porgy and Bess" and albums with Frank Chacksfield and Stanley Black conducting the London Festival Orchestra.

**Villanova's Jazz Fest Feb. 24 & 25**

VILLANOVA, Pa.—The Villanova Jazz Fest was held on Feb. 24 and 25, the first of three regional festivals which will provide contestants for the first National Music Festival, planned for May in Miami Beach. Sam Kenton will be chief adviser for the Villanova event. The festival will be recorded for later broadcast by ABC radio.

**London Inks Barry**

NEW YORK — Songwriter-independent producer Jeff Barry has signed London Records to produce records for the company's Parrot Records label. It was announced last week by Walt Maguire, singles adr and sales chief.

**A Benediction Delivered by Father O'Connor**

For further information about PROVEN PERFORMANCE equipment for cartridge production, contact: Ron Matthews.
BELAFONTE:
New Calypso Concept
and here's what we're doing to help you sell it...

Belafonte & Brass: Calypso Combination

The bright, happy rhythms of calypso...the exciting voice of Harry Belafonte...the colorful backdrop of today's brass sound—it's a winning combination of man, music and beat! In this great new album, you'll hear a fresh new dimension of Belafonte's celebrated calypso style as he sings such favorites as "Mama Look A Boo-Boo," "Hold 'Em Joe," "The Jack-Ass Song" and "Man Smart, Woman Smarter." Other selections include

"Judy Drowned," "Zombie Jamboree (Back to Back),"

"Coconut Woman" and five more songs sure to delight islanders from the Caribbean to Manhattan.

RCA VICTOR

The man whose name is synonymous with great calypso music has an eager following of fans who will be looking for this album of all-time calypso favorites. Featured full-page national consumer advertising, in color, will reach millions of record buyers. Attractive display and promotional material is now available. Order today! LPM/LSP-3658
Really COMING ON STRONG!

BRENDA LEE

HEADING TO THE TOP OF THE CHARTS WITH HER SMASH SINGLE

"COMING ON STRONG"

DECCA

DECCA RECORDS, a division of MCA, Inc.
Neal Will is only part of what we sell
(but he's very important)

Neal is your "answer man" when it comes to record overwrapping. As an engineer/salesman for Cryovac, he knows film, equipment and has the technical knowledge to keep your production lines humming. (Neal is but a part of a capable team of experts that makes possible on-the-spot service throughout the country.)

When you combine his technical knowledge with the advanced features and versatility of the Cryovac SA-1 machine, and a wide range of shrink films, you know how we can answer any needs you may have.

Whether you are overwrapping single LP's, LP albums, tapes or tape cartridges, Neal has the answers on how you can wrap them faster, better and more economically. One reason for the answers is that only Cryovac offers a complete record overwrapping program of films and advance design equipment.

Another reason is the technical assistance of engineers such as Neal Will. That's why he's very important.

Cryovac

W. R. Grace & Co., Cryovac Division, Duncan, S. C.
THE SOUND OF SALES!!
from
THE SOUNDS OF ASIA!!
The Sounds of Today in a most unusual release from WORLD PACIFIC

SOUND OF THE AUTO
Kimio Eio
WP-1439/WPS-21439

THE SOUNDS OF SUBBUKASHMI
WP-1440/WPS-21440

DRUMS OF NORTH & SOUTH INDIA
Featuring Allarakha, Ghulam Ali, Kanai Datta, Ramakrishnan, and Sivaraman
WP-1437/WPS-21437

brilliant interpretations
by
indias master
musician

THREE RAGAS
Kani Shankar
WP-1438/WPS-21438

SOUNDS OF THE VEENA
Balamand
WP-1436/WPS-21436

www.americanradiohistory.com
NOW! AVAILABLE ONLY

"PILFER-PROOF"
CARTRIDGE RACK... the
most practical
ever devised

ITCC IS NUMBER 1 IN THE

Billboard's "Top LP's" chart for
week ending November 5, 1966,
shows ITCC first in labels represented

1. ITCC 41 albums 4 and 8 track
2. The Columbia label 16 albums 8 track only
3. The RCA label 14 albums 8 track only
4. The Capitol label 14 albums 8 track only

CONTACT YOUR NEAREST

... there are over 1700 reasons why you should!

ITCC is delivering over 1700 titles in both 8 and 4
track cartridges from more than 70 important labels
(over half are exclusive with ITCC)
FROM YOUR ITCC DISTRIBUTOR!

- Ingenious locking device permits removal of any cartridge in less than 2 seconds
- Sturdy construction—will not tip
- Every title easily readable
- Customer can "touch" every cartridge but can't remove it
- Entire rack revolves
- Ideal for any type location.

A COMPLETE STEREO TAPE CARTRIDGE DEPARTMENT IN 18 SQUARE INCHES OF FLOOR SPACE... PILFER-PROOF

... AT LESS THAN HALF THE COST YOU'D EXPECT TO PAY!

TAPE CARTRIDGE INDUSTRY!

BEST SELLERS CURRENTLY ON THE BILLBOARD "TOP LP" CHART

(WE WOULDN'T BE SATISFIED BEING SECOND!)

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Go Ahead and Cry</td>
<td>Righteous Brothers</td>
<td>Verve</td>
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<tr>
<td>Rain Forest</td>
<td>Walter Wanderley</td>
<td>Verve</td>
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<tr>
<td>The Best of Herman's Hermits</td>
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<td>MGM</td>
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<td>Wipe Out</td>
<td>Surfers</td>
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<td>Tequila</td>
<td>Wes Montgomery</td>
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<td>Born Free (Soundtrack)</td>
<td>Roger Williams</td>
<td>Kapp</td>
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<tr>
<td>I'll Remember You</td>
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<td>MGM</td>
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<td>Both Sides of Herman's Hermits</td>
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<td>Kapp</td>
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<td>Hoochie Coochie Man</td>
<td>Jimmy Smith</td>
<td>Verve</td>
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<td>A&amp;M</td>
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<td>Alfie</td>
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<td>Herb Alpert &amp; The Tijuana Brass</td>
<td>A&amp;M</td>
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<td>Sam the Sham &amp; The Pharaohs</td>
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<td>The Red Riding Hood</td>
<td>HANKY PANKY</td>
<td>A&amp;M</td>
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<tr>
<td>The Soul Album</td>
<td>Otis Redding</td>
<td>VOLT</td>
</tr>
</tbody>
</table>

ITCC DISTRIBUTOR NOW!

ITCC offers the top current cartridges as well as the largest selection of the standard hit albums. And, because ITCC duplicates and distributes both 4 and 8 track, it offers dealers COMPLETE coverage of the market.

INTERNATIONAL TAPE CARTRIDGE CORPORATION
ITCC Building
663 Fifth Avenue
New York, N.Y. 10022

DATE__________________________

☐ DEALER ☐ DISTRIBUTOR

CHECK INDUSTRY ☐ RECORD ☐ AUTOMOTIVE ☐ Other

☐ Please send me the name of my nearest ITCC Distributor.

☐ As an established distributor I am interested in details concerning the ITCC line of 4 & 8 track stereo tape cartridges.

Name ________________________
Address ______________________
State _______________________  

www.americanradiohistory.com
For Week Ending November 12, 1966

HOT 100

Star performers—Sides registering greatest proportionate upward progress this week.

1. "(When She Needs Good Lovin') She Comes to Me" — Chicago (Decca 39231) — 12
2. "Wish You Were Here" — Buddy — 83
3. "I Can Make It With You" — Marty & the Toppers — 69
4. "I'm Ready for Love" — Evelyn Shore — 90
5. "Secret Love" — Dave & the Submarines — 13
6. "I Ain't Gonna Lie" — Slim Whitman — 82
7. "Spin Out" — The Yardbirds — 39
8. "A Satisfied Mind" — Hot — 55
9. "I'll Keep You Mamboin' — Sammy Davis Jr. — 11
10. "I Was a Carpenter" — Frank Ifield — 25

**HOT 100—A TO Z** (Publisher—Licensee)

**BUBBLING UNDER THE HOT 100**

Compiled from national retail sales and radio airplay charts by the Music Popularity Dept. of Record Market Research, Billboard.
America's Brightest New Star

NOEL HARRISON

In An Old Dusty Room
Bob Lind's new composition

B/W
Cheryl's Going Home

NOEL HARRISON is "MARK SLATE" in NBC-TV's "THE GIRL FROM U.N.C.L.E."

Produced by: CHARLES GREENE/BRIAN STONE
A York-Pala Production

www.americanradiohistory.com
The Rolling Stones have America's teenagers asking, "Have You Seen Your Mother, Baby, Standing in the Shadows?" (London 903) their newest hit on the Hot 100. The Rolling Stones' particular brand of rhythm and blues captures the best of the younger generation and expresses it in a fresh, r'n'roll way. They build their sound around the best kind of guitar. Both Brian Jones and Keith Richards play Gibson guitars—the choice of leading musicians. (Advertainment)

Unqualified in Passivity at any Price

GLOSSY PHOTOS
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'New' Rydell
At Las Vegas

LAS VEGAS—Booby Rydell, just a few years ago as the "King of the Teens," has graduated to a place among The "Young Kings," as they are called by the young ballad singers. Rydell had really ignored the rock 'n' roll tunes here, instead charming his followers with such exquisitely romantic songs as "Ne-

obody T'd Somebody Loves You," "I Will Wait for You," "The Joker," and "You Gotta Enjoy, Joeie." He moved from song to song smoothly, and was quick with his humor. Rydell says one of his goals is to do a legitimate play on Broadway.

TALENT
Barbett Swings in Modern Jazz

By ELIOT TIEGEL
LOS ANGELES—"The bloom seems to be off the bush for the rock go-go groups and there seems to be nothing in the wings to come on," believes bandleader Charlie Barnet. While his new band avoids interpreting Hot 100 chart tunes, the veteran music man feels there is potential for someone to develop a rock band to get kids in a "big band" frame of mind. Jazz bands, such as Barnet's, which have hit the bistro circuit again after 15 years, don't appeal to teenagers, he admits.

Recently rock 'n' roll entrepreneurs Charlie Green and Brian Are turned into Barnet's wavelength for they have just formed exactly what Barnet had in mid-fifties—rock 'n' roll rock band. This new organization is called the Charlie Green Band and will cut for Loma, the Warner Bros. Records subsidiary.

Recently lured out of "retirement," Barnet is adamant in his desire to play strictly for listening. His current stand at the Chez, a new local band house built around modern arrangements of principally jazz compositions.

"One of the reasons I walked away from the scene," he remarked, "was because dancers were driving me nuts. You're either playing too fast or too slow. It's like some 'Latin' someone would request, you can't expect to be all things to all men.

Barnet believes that "you can't have a musical organization with any integrity on this basis. Concerning today's crop of dance bands. Let the guys with the guitars have the rock 'n' roll; those jazz bands are not for dancing. The moment you play for dancing, you have to worry about temps, also the length of the arrangements."

Big Band Great

A stanza figure in the big band swing era, Barnet says he's out to perform exclusively in locations where he can play music for listening. His latest gig was the Basin Street East in New York has booked the band starting Dec. 12, and he has a February date at the Tropicana in Las Vegas.

Also squashed are one-night-ers for dancing. College concerts are another. Barnet says six to collegiate dancehalls. Recalling the big band era, Barnet has been deprived of the chance to listen to the music at the bandstand more than they danced to it.

His Los Angeles band is comprised of local players, some of whom hopes to take him to other places. Among the crew are pianist Jack Splirling, Al Pro- cino, Bob Young, Conti Can- dolli and Max Bennett have

been at the Chez. Modern jazz pianist Jack Wilson was hired by Barnet for the engagement. A new pacifier with Blue Note, Wilson draws plaudits from the leader for his originality and skill in be a band pianist. "It's an art unto itself," admits Barnet.

To hire top players, many of whom work recording and film studio dates, Barnet paid them for any day dates lost while they recorded. "It's very something but it was well worth it," Barnet recalled. A heavy rehearsal schedule is a must in putting together a band for a lengthy engagement, the saxophonist notes.

Barnet feels his quasi-return to the field, the activity of Buddy Rich and Duke El- lington, are helping give adult "something of their own, instead of hand-me-down dances (dances) from the kids."

Listeners of the band era come out near-garage for a shot of nostalgia, Barnet explains. He also thinks the late 1970's campus shows are too "boring and small a band. Some are cur- ious," he says contemplatively. The group has found that something which was talked about and then disappeared.

Barnet feels the "ghost bands" groups retaining the names of the bands which have done harm to the band business. They are not in natural progression, he believes, by playing old songs. "I'm sure if Glenn Miller were alive, they would have gone onto new things."

He is a fan of the Buddy De- Francoed Miller band attack- ing more contemporary sound. But as for himself, he strictly avoids chart tunes for the sake of recording today's hit songs.

Bikel Offers a Solid Double-Header Hit

NEW YORK—Elletra Rec- ords' Theodore Bikel gave a Town Hall performance at the Carnegie Hall concert stage Saturday night (29) by actually combining two shows in one. At the start, Bikel was accom- panied by Fred Hellerman on guitar and a bass player. The music included an Israeli song, "Come Away, Melinda," which Hellerman wrote, and a beautiful "Fathers for All," a pastime which was named possibly Bikel's best effort of the evening. The overall lyrical impact presented with vocal impact.

Brass guitars and bass accompaniment were replaced by Sasha Polnoff on balalaika, Lonya Kalbous on accordion, and Alex Kuchma on bass balalaika, and helped Bikel present a Russian segment of his show that proved an audience pleaser. One mélange of "Moonshine," which featured a rising tempo and a rousing finish, was a highlight.

Then Bikel, who has 16 al- bums to his credit, returned to his original accomplishments for a duet of "When My Shadow Comes." The entire show was well-paced, well-heeled, and almost as solid as sad songs slow songs followed fast ones. For an musician, who has added Bikel puts on a great show, yet retains an enlightening ethnic or folk flavor.

CLAUDE HALL

Feenjon Group Is a Hit in Any Language

NEW YORK—The Feenjon Group moved up to an appearance at Town Hall audi- ence on Oct. 29 with a full program of more than 30 se- lections. Included were songs in Hebrew, Greek, Arabic, Spanish, French, English, and Yiddish. Some of the strongest responses went to numbers also on the group's first record for Fran Records, which was re- cored live at the Cafe Feenjon in Greenwich Village, home base of the Feenjon Group.

Afram Grobard, the strong- voiced Israeli baritone, who was billed as a guest star, is featured on the disk, along with three of the members of the Town Hall aggregator, leader Menachem Dworman, who played cello and guitar, and on bass, Efimion Hevron Levi, who played tin- gling and Greek Tsaro Maro guitar. Rounding out the group were Jimmy Linardo of Corto, who played accordion, and Grobard and Mar- galit Ancor and Israeli Sabra, who played tambourine.

Among the 18 numbers in the first part of the program were "Az Adon" (As my Lord), "Hane-Shivu," "Olam Hu," and the obvious number, and the wild "Tubba-Fett in the Ramp;" while Levi carried the lion's share of the vocal honors, including "Wallia," which he also did his turn, including a selection from "Zelma the Greek" and "Moshufa.

Grobard came on after inter- mission, first with only Dwor- man accompanying, then the whole group; Two of his big numbers, which also are on the record, were the Hebrew "Sall- ah" and "Az de Rabbe Zingt; Chai-Bie-Bie" in Yiddish. These have the audience clapping along and joining in as they did throughout the evening.

Grobard also performed a medley of "Fiddler on the Roof," and "What New My Love." The latter was sung in Hebrew, English and French. Miss Ancor also scored in sev- eral languages, including the Spanish "Esperanza, Esperanza" and an African number of Mir- iam Makeda's. After the group's concluding "Hats Nigutie," the audience yelled for more. On the whole, it was a rousing, enjoyable evening.

FRED KIRBY

November 12, 1966, Billboard
JAMES BROWN says:

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KING 6056

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I AM GRATEFUL TO VICE-PRESIDENT HUMPHREY FOR THE HONOR & CITATION HE BESTOWED UPON ME.

THANKS TO ED SULLIVAN, MIKE DOUGLAS, UPBEAT SHOW, WHERE THE ACTION IS AND ALL MY D. J. FRIENDS FOR THE WAY YOU HAVE RECEIVED ME AND THE "JAMES BROWN SHOW."

KING RECORDS, INC. 1540 BREWSTER AVE. • CINCINNATI 7, OHIO
Ho Gives Hawaiian That Punch

LOS ANGELES—Don Ho, a troubadour of modern Hawaiian music, has begun generating waves. The relatively unknown entertainer amazed the management of the Coconut Grove by selling out its opening night performance Monday (7) plus the first two Friday and Saturday night performances. These advance reservations exceed anything in the club's history and are remarkable in light of Ho's limited exposure on the mainland and his one previous appearance at the Grove last March.

His record company, Reprise, is fashioning its promotion gun to blast the Don Ho image into the forefront, and the singer himself believes he can crack the mainland market with a contemporary Hawaiian sound.

In Hollywood recently to complete his first LP, Ho said Hawaiians have updated their popular music and it no longer consists of war chants and rhythms beaten on gourds.

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The state's romantic flavor is still very strong, but now words are sung in English with a modern beat. Ho's delivery flows easily and he inserts a sappiness in his bozo act.

Hawaiian war chant and wedding songs are passe in his opinion. "There are so many beautiful things being written that I favor the new ballads and the drinking and happy songs," Ho credits writer Kuki Lee with a prolific outpouring of material which pleases his audiences at Duke's place.

Ho's style involves an audience sing-along. The key, he explains is having his audience join him. "That's the Hawaiian way," he says. This sing-along worked at Ho's first Grove engagement and he feels it can take hold in New York also. He is booked into the Americana later this year and then the Sands in Las Vegas. Ho's way with an audience is reminiscent of the manner in which Trini Lopez involved his audience at P. V. P.

Ho, who has been leader of his own group for two years, was a featured performer at Sinatra and brought to the attention of producer Sonny Burke who records him. A recent Ho single, "Tiny Bubbles" sold over 20,000 copies. Reprise, high sales for the Islands.
Mgmt. Firm Set Up
NEW YORK—Ken Greengrass and Jack R. Talan have formed a partnership, Greengrass Talan Management Associates.

"Ooh-La-La" Performance—Becaud's One-Man Show

NEW YORK—Gilbert Becaud breezed onto the Longacre Theater Stage last Monday (31) and the result was a one-man show of top pop sung by a dynamic performer. Becaud, who writes his own material, sang most of his numbers in French, but engagingly explained most of them. He spoke to the audience at the Longacre Theater, walked the aisle, and even had the audience join in "Quand Il Est Mort Le Porteur."

In English, the Liberty Records artist sang "Forever," "Sands and Sea," both of which drew big hands, and "The Other Three," a war song. His subjects were varied, the growth of a tree, the death of a friend, man against the crowd, the artist turned commercial, beatnick love, the return of Christ, but the thundering ovation was saved for his most famous composition, "What Now My Love?"

First, he sang the contemporary standard in English, then in French, each time to a driving conclusion. The effect was electric. But, then it was too, even in his softest numbers. He was backed by a five-man combo led by Gilbert Sigrist.

FRED KIRBY

Youngbloods' RCA Promotion

NEW YORK—To give the Youngbloods firm footing with their first single, "Grizzly Bear," RCA Victor Records is launching an extensive promotional campaign behind the group. This includes a nine-city tour to meet dealers and the press.

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Rojac 111

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Original soundtrack from the TV special. Features the stars in the great roles they play. Should be a sure-shot best seller for children and adults. LSC/LSO-1130

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**DENNY BELLINE AND THE RICH KIDS**

**STAY WITH ME**

**LOCKS THE FRIED EDDIE & LEE DAVIS**

**THE KEYBOARD SOUNDS OF TODAY**
Keyboard team plays Spanish Fita, "Manny (Manny's Blasie Theme)," "Who's Afraid" (Theme from "Who's Afraid of Virginia Woolf"). LPM, LSP-3665.

**THE POPULAR JULIE ELLINGTON**

**THE Paul HORN QUINTET**
An album filled with great songs: "Games That Lovers Play," "Lara's Theme" (Dr. Zhivago), "How Insensitive," "Yesterday," "Once I Loved." LPM, LSP-3678.

**HAWAII**

**GREAT COUNTRY SONGS**
Don Gibson

**THE BOSS OF THE WEST**
Lorne Greene
"Bonanza" man Lorne Greene paints a "portrait" of the Old West and its legendary heroes—in story and song—as only he can. Powerful. LPM, LSP-3687.

**THE HORN NEEDS THE HORNET**
"The King" plays "Green Hornet Theme," "Get Smart Theme," "J.T. Cat," "Theme from Run for Your Life." LPM, LSP-3715.

**WALTERS FOR MURDER**
The charge is musical mayhem and the boys are loose with "What a Lousy Day Was Yesterday," "Tiger by the Tail," "Wanted for Murder." LPM, LSP-3687.

**HARRIET TERRORSON**

**LORNE GREG**

**MEDICOS**
Great original soundtrack recording features the Mexican-flavored music from the exciting new motion picture. It looks like a ratioonal best seller. CGM/CGO/5001.

**WINCHESTER CATHEDRAL**
Their first RCA Victor album and it includes the sound of "Winchester Cathedral." Also, "Ida Sweet As Apple Cider," "Bend It," "Boo-hoo." LPM, LSP-3734.

**THE PROFESSIONALS**

**THE SIDKICKS**
Their first album and it's a sensation! Features their new single "Fill the Flax," as well as "Suggestion," "Bust By," "Ask Your Friend." LPM, LSP-3712.
Music of Irving Fine
Boston Symphony
Erich Leinsdorf

Van Cliburn
Beethoven
"La Esfinge" Sonata
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Sonata in C, K. 279

Elgar Violin Concerto
London Symphony Orchestra
Sir Malcolm Sargent

Van Cliburn
A new and glittering performance of two issued on RCA Victor Red Seal— an event bound to create great attention.

Handel
Toccata Concerto in C
J. C. Bach

Lorin Hollander
Concerto in F
F. COLOMBO

Guarneri Quartet
Some of the 17th century's most popular music performed as Handel intended, and with tremendous vivacity by these virtuosos.

Haydn
Symphony No. 84
"The London"

London Symphony Orchestra
Sir Malcolm Sargent

The Guarneri Quartet's third Red Seal recording. They are joined by Kroyt and Schneider, two members of the fabled Budapest String Quartet.

Price personally selects hymns, with such universal appeal as "Lead Kindly Light", "The Lord's Prayer", "Rise Up, Song and Holy, Holy, Holy". LM/LSC-2918*.

Handel's "Messiah"
"Hallelujah"

"In treble there are few to match him in any age brecket" (Louis Biancolli). Here is a program of great strength and warmth.

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1 of 16 original recordings from the Vintage Series series. LM/LSC-2916*.

London Symphony Orchestra
Sir Malcolm Sargent

"Handel's Messiah"

The Lord's Prayer"

"Hallelujah"

"Cold in Hand"

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"Dead Drunk Blues"

"Sugar"

"Bogle"

"One O'Clock Jump"

"Indian Summer"

"Old Man Blues"

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Beethoven
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**RADIO-TV Programming**

**KMPC Treats Undergrounders To Live, High-Level Concerts**

By ELIOT TIEGEL

LOS ANGELES—Free live concerts by major stars for members of KMPC's Teenage Underground, have become a vital activity of the Golden West Broadcasters' flagship operation.

Approximately 1,000 youngsters attended the most recent concert which featured Jack Jones Saturday afternoon (29) in the Ambassador Hotel's Coconut Grove night spot. The four-hour show featured an all-star concert number six in the series began last January when Arthur Lyman initiated the concept at the bidding of station personality Roger Carroll. The first free bash took place at an Inglewood club, Casa's Rock and Roll, which offered 250 teenagers, Jones in April, Don Ho presented a version of his act for 500 teens in May, and Petula Clark during two weeks last May, Petula Clark performed for 600 Underground members in the Embassy's Embassy Room.

Tony Bennett brought the action back alive at the Grove in May when 980 persons answered the station's offer for a free show. Bennett was so enthused with the whole idea of performing before teen-agers, Carroll said, that he talked up the idea with his friends Steve Lawrence and Eydie Gorme. The husband and wife duo were booked into the Carousel, a theater in the round, at West Covina, and they contacted Carroll about donating their talents. The Steve and Eydie show was subsequently booked into the Grove and drew over 1,000 persons.

*Moves Quickly*

With each concert the number of persons wishing to attend has multiplied and the recent Jack Jones was the largest to date. The Grove. In fact, the station had to halt its on-air promotion for the Steve and Eydie show was subsequently booked into the Grove and drew over 1,000 persons.

*Move Quickly*

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The next artist scheduled for an Underground show is Don Ho, who will do his turn while appearing at the Grove in early November.

While other radio stations around the country have promoted rock 'n' roll, country, and R&B shows for listeners, these affairs have been on a paying basis. KMPC is possibly the only major market station in the U.S. offering free entertainment to youngsters with major pop music headliners. The "TAU" de-emphasized the rock roll in favor of a more mature sound.

"We are working on concerts with the Smothers Brothers and Elia Fitzgerald," Carroll added. The station, through an agreement with G. David Schine, the Ambassador's president, can call on any artist playing the Grove for an Underground concert. The artist's donate their services, perform their night club acts and reap the benefit of free advertising on the station. Musicians backing the headliner are paid through agreements worked out between a record company, the Grove and sometimes the artist himself.

Carroll, who books the acts for the shows, says he would like to develop teen-agers who can win their way up. He and Johnny Magnus are co-hosts of the "TAU" and appear at each concert. The organization's 8,000 members have been recruited during the past 7 months.

(Continued on page 56)

**KNOB-FM Using "Calling Card"**

**A-R Giving DJ's 1st-Class Servicing on Golden Oldies**

NASHVILLE — Acuff-Rose Publications has serviced hundreds of radio stations with copies of the firm's newly produced albums of "golden oldies." The four albums, produced for programming only contain the original masters of some of the firm's top copyrights, covering the fields of traditional country music, modern country, Top 40 and "good music."

According to Acuff-Rose's promotion manager, Joe Lucas, the firm has shipped almost 8,000 LP's, or approximately 2,000 of each album. Reports from the stations has been highly favorable, in the form of unannotated letters from program directors and deejays. Lucas said.

The albums serve a threefold purpose for the publishing firm, first aiding the stations in the programming of "oldies," thus providing a solid promotion for the firm's publishing catalog. Second, the company benefits by the large increase in performance plays. The albums also serve to give the stations older copyrights for possible re-recording.

Approximately 250 country stations received copies of the traditional and modern country LP's, 150 receiving performances by such all-time country music superstars as Roy Acuff, Eddy Arnold, Don Gibson and Carl Smith. Gibson's "Oh! Lonesome Me" was one of the highlights of the package.

Some of the copyrights contained on the Top 40 and good music LP's were the originals—used by permission—performed by the Everly Brothers, Sam Cooke, Marty Robbins, Count Basie and Al Hirt.

ANACHEIM, Calif.—The "Jazz Knob" may be gone, but its successor, an all-pop KNOB-FM, has developed a distinct swing of its own. The new Knob, as its listeners call it, is trying for a niche in the cosmopolitan Los Angeles market with an allegiance to stereo format six days a week. On Sunday, the sound is exclusively ethnic.

Owner Jack Banoczi said that the all-adult concept grew out of a program aired in 1963 on Banoczi's former Orange County FM'er, KGGK. Banoczi, who bought the 79,000-watt KNOB jazz operation from Ray Torian last April to supplant KGKG's 1,000 watts, said his station was playing audience requests long before KWIZ, the Santa Ana AM station started and drew attention to the policy by scoring in Pulse surveys.

The current adult stereo music emphasis is built around a compilation of calls received during the week which influences the station's selection of material the following week. Presently, all calls are answered by the disk jockey on the air in the booth. New equipment is being installed in the station's new studios in the Charter House Hotel across from Disneyland, which will allow calls to be compiled from the Long Beach and Hollywood area in addition to local area requests. KNOB-FM's transmitter remains in Long Beach where several of the jazz shows had originated.

Five months ago, the entire broadcast operation was shifted to Anaheim. KGKG, Banoczi's former property, had been located in Garden Grove for six years and was sold to Oliver Berliner, the Latin music publisher, last March.

Heavily Vocal

KNOB's sound is heavily vocal. Banoczi thinks it's "ridiculous" the way stations feel they have to have three instruments for every vocal. The majority of the music is culled from stereo albums, but the station drops in a new single which appears to be skyrocketing toward top sales. In this area there is a dearth of stereo material, but Banoczi feels the exposure for a good single is important and thus his rejiggering for breaking the stereo mold.

The station's three disk jockeys, Be Cory, Mike Botula and Jason Durkin (who has an extremely low voice) work six days through an 18-hour schedule. On Sunday the station features Dutch, German, Yiddish, polka, Greek, French, South American, Mexican, Swedish and Yugoslav music hosted by someone from these communities. This format has been in effect one month and the aim is to lure new listeners with the hope that this specialized programming will catch on and they will stay tuned the rest of the week. In a sense KNOB is filling some of the ethnic FM slack created when KFMM—which played foreign language music mornings—was sold to Storer recently and went to a country format.

Promotion Run

For the past three weeks the station has been running a promotion built around joining the KNOB "Rock a Roll Revolt." Banoczi says this idea grew out of listener response to the station's midday-of-the-road pop format. There are some 500 members in the club which qualifies for three prizes a day.

There are five FM stations in fastest growing area, but KNOB's immense power carries it into the Los Angeles market.

HOLLYWOOD DEJAYS OF KMPC, Johnny Magnus, left, and Roger Carroll, right, confer with Kapp Records artist Jack Jones prior to his special performance at the Coconut Grove for 1,000 members of the station's Teen-Age Underground.
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Camera," "Andy of Mayberry," "I've Got a Secret," "Password," and "Frontier," and are programmed on both CBS-TV and NBC-TV. The commercials feature Tex Ritter, a former president of the CMA, telling about the album in front of the Hall of Fame.

Martin Gilbert said last week that the radio-TV campaign behind the second volume illustrated radio's potential in the country music industry. Gilbert, one of the nation's leading experts in the music business, is also planning a mail-order album about the turn of the year to raise money for the National Association of Radio Announcers. This project is being co-ordinated by Clarence Avant and the Jack Daniel Distillery, and will also be promoted nationwide via radio and TV.

The third country album under representation, a total contribution of the music industry. Some of the songs include "Together Again," "Lovescat Blues," "Dang Me," and "Least of All You." Among the artists and labels are Jimmy Wakely, Ferlin Huskey, Sonny James, Buck Owens and Tex Williams' Capitol Records; Ray Price, Flat Tops, Johnny Horton, Johnny Cash and Lefty Frizzell, Columbia Records; Loretta Lynn, Webb Pierce, Patsy Cline and Kitty Wells, Decca Records; Del Wood, Faron Young, Lee Roy Van Dyke, George Jones and Rex Allen. Mercury Records; Harold Williams, MGM Records; Grandpa Jones, Monument Records; Jimmie Rodgers, Columbia Records and Floyd Cramer, RCA Victor Records; and Roger Miller, Smash Records. Publishers represented on the album, which contains 25 tunes, are BMG, Gee, Bee Gees, Marcon, Central, American, TNT, Cedarwood, Cajun, Panpet, Okeh, Wellington, Sam Lowe, Tommy and Better Cup, Mills, Athens, Cranmat and Tree.

WMAD to Country

MADISON, Wis. — WMAD, 1,000-watt station, launched a modern country music format Oct. 17. Station is giving exposure to a number of country singles as well as two pick hit albums, said program director John Howard. The programming is in on a playlist of 65 records.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago
November 13, 1961

1. I've Been a Fool, Johnnie Ray, Columbia
2. Raindrops Keep Fallin' on My Head, B.J. Thomas, Columbia
3. Willow Weep for Me, Roger Williams, RCA
4. All My Love, Bobby Vinton, Epic
5. Love Me Tender, Elvis Presley, RCA

POP SINGLES—10 Years Ago
November 10, 1956

1. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA
2. Green, Do It, Don't Tell Me, Teddy Wilson, MGM
3. I Get Along Without You Very Well, Ray Price, RCA
4. For the Good Times, Hank Williams Sr., MGM
5. Jealous Again, Bob Evers, Columbia

RAB SINGLES—5 Years Ago
November 13, 1961

1. Please Mr. Postman, Marvelettes, Tamla
2. Hot, Tex Ritter, Columbia
3. High School Of Love, Pat Boone, Capitol
4. The Boy, Frank Ifield, Capitol
5. I Need a Miracle, Ferlin Huskey, Columbia
6. I'm a Fool, Hank Snow, Decca
7. The Prettiest Picture in the World, Pat Boone, Capitol
8. Big Noise, Little Eva, Aristides
9. I Love You More, Freddy King, Federal
10. Don't Cry for Me, Bobby (Blue) Bland, Duke

POP LPS—5 Years Ago
November 13, 1961

1. Judy at Carnegie Hall, Judy Garland, Columbia
2. Camelot, Original Cast, Columbia
3. Blue Hawaii, Elvis Presley, RCA
4. Portrait of Johnny, Johnny Mathis, Columbia
5. Jump Up Calf Jr., Harry Belafonte, RCA
6. The Sound of Music, Original Cast, Columbia
7. The Kingston Trio Close Up, Capitol
8. Reunion, Perry Como, Columbia
9. Exodus, Sound Track, RCA Victor
10. Saturday Night, Various Artists, Columbia

Joe Mc has been added to the deejay line-up at KLOL, the country music station in Lincoln, Neb. Joe has switched over to sales. The 5,000-watt station needs promotion tapes and station breaks in addition to new release records.

D. L. Provost, general manager for 17 years of WBAL, Baltimore, and WINS, New York, has retired, resident manager of both stations now report directly to the Hearst magazine group.

Patrick Connolly has joined KING, Seattle, as a sales announcer; he was formerly with WPAC, Atlantic City, and WHCF, Panama City, Fla., and his most recent assignment was as program director for a college station in Pennsylvania.

Reuters—VW British Consulate-General in Nazi Germany

1941

Jules Henry, program director of WFUN-FM, a Rochester, Mich., stereo station, has been appointed assistant to an assistant in charge of program operations; he continues his 11:30 a.m. to 2 p.m. programme, everything from classical to big bands and jazz. Send special to general manager Richard E. Brodkey, Box 1149 at the campus. New car, just a 10 a.m.-2 p.m. show on WKBG, Kalamazoo, Mich., and his most recent assignment was as program director for a college station in Pennsylvania.

Sterling Yates is giving up his KOKA, Pittsburgh, radio show next month. Yates had been commencing for more than a year in ABC, New York; Terry McGovern, all-night man on KOKA, moves up to handle Yates' old Sunday morning show.

Maury Benkoll has been named program director of WCRS, New York; he was president of Shinn Productions, a radio production firm that was a former program manager of WABC and was being promoted national program director of ABC radio network. Benkoll succeeds James McGauley, whose resignation was announced.

Ken Collier, who hosts a 7:05-10 p.m. "Let Your Hair Down" on Miami's WIOD, has worked out an agreement with the Eden Roc Hotel in Miami to interview the record artist who performs there. Interviews are incorporated into station's programming; he recently spent a week in...
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The newest addition to Billboard’s roster of industry-service annuals...providing an in-depth study of the various forms of religious music (gospel, sacred, spiritual) which have grown to be a major force in record industry. Listings of artists, publishers and record manufacturers specializing in religious music.

ANOTHER MAJOR INDUSTRY SERVICE FOR BILLBOARD SUBSCRIBERS
RADIO-TV PROGRAMMING

KMPC Treats Undergrownders

- Continued from page 32

years over the air by the two DJ's.

Thank You Letters
Carroll estimates that 75 per cent of the people who attend the "TAU" concerts write the station "thank you" letters for its efforts. When the show first was developed, the House of Sight and Sound and Capitolf Records were the first two assisting outside organizations. Capitol reportedly heard about a similar teen movement in Phoenix and brought the idea to the San Fernando Valley retailer, who sponsors both the Carroll and Magnus programs.

Initially, albums were given out as prizes. Next, two cars and a sailboat were offered. Now the free concerts are the prestige offering of the station's youth movement and the idea now appears to gaining momentum among performers working the L. A. area. Performers are now offering their services, according to Carroll, who is just beginning to realize how the idea can snowball.

WKTE to Country

KING, N. C. — WKTE has switched to a country music format. Station manager is Ray Childress; Bow Crews is program director; Ed (Big Daddy) show in music director. Lee Childress and Kenny Lowe round out the staff.

KGBP PUTS ON BLUEGRASS HR.

LOS ANGELES — Another country music powerhouse—KGBP—is making a niche for its bluegrass music fans. KGBP-FM has set aside an hour each week. Joe Nixon, morning AM personality, is host. According to Bill Thompson, operations and program manager, KGBP-FM will add interviews with bluegrass artists soon. Station plans to begin the show in stereo after the first of the year.

TOP SELLING R&B SINGLES

This Week Title, Artist, Label, No. & Pak. Weeks on Chart

1 5 NEVER LET ME GO Gene Pitney, Decca 3829 (5) 3

2 20 RAY, DO THE PHILLY DOG Olympic, 5552 (Kamen-Orton, BMI) 8

3 28 HOW SWEET IT IS (To Be Loved by You) Jr. Walker & The All Stars, Soul 55024 (5) 12

4 19 CAN'T SATISFY Ramsey Lewis, Label 555 (Jacobs, BMI) 4

5 30 UP TIGHT Ramsey Lewis, Label 555 (Jacobs, BMI) 4

6 21 HEAL MY BACK Marvin Gaye, Motown 3501 (Label) 15

7 36 STANDING IN QUOTH The Four Tops, Motown 4167 (Napier & Big Joe Tate) 3

8 33 MY SWEET POTATO Booker T. & Md.G., Star 196 (Instrumental, BMI) 7

9 34 POVERTY Bad Boy, Don't 1800 (BMI) 16

10 35 CAN YOU BLAME ME Jimmy Norman, Sam 116 (Box Art, BMI) 4

11 45 POURING WATER ON A Drowning Man James Caw, Goldville 311 (Prestige-Quincy, BMI) 3

12 38 I'M STILL WAITING Patti LaBelle & The Bluebelles, Atlantic 2340 (Stash-Bond, BMI) 7

13 39 NEVER LIKE THIS BEFORE McKinley Bell, Soul 191 (East, BMI) 6

14 34 SOMEWHERE (SOMEBODY) NEEDS YOU Russell Banks, Epic 9740 (BMI) 4

15 48 I'M GONNA MAKE IT EASY (If You Come on Home) Aretha Franklin, Atlantic 5002 (Atlantic, BMI) 3

16 47 I'LL BETCHA (Gotta Love Me) Manhattan, Carnival 322 (Hannon, BMI) 2

17 50 COME BACK 5 Star Steps, Wendy C 603 (Canad, BMI) 2

18 43 FUNCTION AT THE JUNCTION Sammy Davis, Soul 190 (BMI) 7

19 49 YOU KEEP ME HANGING ON Supremes, Motown 1501 (BMI) 7

20 45 I'M READY FOR LOVE Martha & Van Vandell, Gordy 7056 (Jacobs, BMI) 7

21 49 PEAK OF LOVE Bobby McClure, Checker 1156 (Den/e, BMI) 7

22 40 DON'T PASS ME BY Big Brother, Re Joc 14409 (Streeten, BMI) 7

23 40 HYMN 35 Mighty Memphis, Skiffmore 201 (BMI) 7

24 42 AM I A LOSER Redd Foxx, 16966 (Harrington, Parkway, BMI) 7

25 45 I FOOL YOU THIS TIME Sonny Bono, Checker 1155 (Cochran, Jackson, BMI) 7

TOP SELLING R&B LP'S

This Week Title, Artist, Label, No. & Pak. Weeks on Chart

1 15 WILD IS THE WIND Nina Simone, Philips FMM 700-307 (5) 11

2 16 SOUL BROTHER #1 James Brown & Famous Flames, King 962 (M) 5 9 (3)

3 16 TENDER LOVING CARE Kemper Wilson, Capitol 2755 (M) 17 5355 (5)

4 17 SOUL OF THE MAN Bobby Bland, Duke DLP 79 (M) 4 79 (5)

5 23 THE NEW LEE DORISI Amy 2071 (M) 2071 (5)

6 22 A CHANGE IS COMING DOWN Willie Mays, McGiff, Atlantic 446 (5)

7 20 ALFIE Sam & Dave, DLP 3199 (M) 3 3199 (5)

8 20 SOUL ALBUM Otha Redding, Volt 419 (M) 5 419 (5)

9 20 SOUL MESSAGE Robert Glasper, Prestige PR 7400 (M) 3 7400 (5)

10 24 MEAN GREENS Eddie Harris, Atlantic 4465 (M) 2 4465 (5)

11 25 MOMS MARBLEY AT THE WHITE HOUSE Conference, Mercury MG 21090 (M) 2 61090 (5)

12 25 LIVE. Carla Bryant, ABC 42009 (M) 6 42009 (5)

13 25 DREAM OF ME Nancy Wilson, Capitol 2753 (M) 3 2753 (5)

14 25 HOLD ON! I'M COMIN' Sam & Dave, DLP 708 (M) 7 708 (5)

15 25 IT'S MY LIFE Sam & Dave, DLP 708 (M) 7 708 (5)

16 25 I'M GONNA MAKE IT EASY (If You Come on Home) Aretha Franklin, Atlantic 5002 (Atlantic, BMI) 3

17 25 I'LL BETCHA (Gotta Love Me) Manhattan, Carnival 322 (Hannon, BMI) 2

18 25 COME BACK 5 Star Steps, Wendy C 603 (Canad, BMI) 2

19 25 FUNCTION AT THE JUNCTION Sammy Davis, Soul 190 (BMI) 7

20 25 YOU KEEP ME HANGING ON Supremes, Motown 1501 (BMI) 7

21 25 I'M READY FOR LOVE Martha & Van Vandell, Gordy 7056 (Jacobs, BMI) 7

22 25 PEAK OF LOVE Bobby McClure, Checker 1156 (Den/e, BMI) 7

23 25 DON'T PASS ME BY Big Brother, Re Joc 14409 (Streeten, BMI) 7

24 25 HYMN 35 Mighty Memphis, Skiffmore 201 (BMI) 7

25 25 AM I A LOSER Redd Foxx, 16966 (Harrington, Parkway, BMI) 7

26 25 I FOOL YOU THIS TIME Sonny Bono, Checker 1155 (Cochran, Jackson, BMI) 7

Billboard SPECIAL SURVEY for Week Ending 11/24/66

Billboard SPECIAL SURVEY for Week Ending 11/3/66

This Week Title, Artist, Label, No. & Pak. Weeks on Chart

1 1 SUPREMES' A Go Go, Lot 2560, The Supremes, Motown 5799 (5) 8

2 2 LOU RAWLS SOULIN', Lot 2560, The Supremes, Motown 5799 (5) 8

3 3 ON TOP Lot 2560, Motown LP 47 (5) 8

4 4 IN THE WATER Lot 2560, Cadet LP 774 (M) 8

5 5 THE EXCITING WILSON PICKETT, Lot 2560, The Exciting Wilson Pickett, Motown 5799 (5) 8

6 6 GETTING' READY Lot 2560, Tamamlers, Gordy 918 (M) 5

7 7 RAY'S MOODS Lot 2560, Tamamlers, Gordy 918 (M) 5

8 8 LOU RAWLS LIVE! Lot 2560, Tamamlers, Gordy 918 (M) 5

9 9 TEQUILA Lot 2560, Verve V 5853 (5)

10 10 LIVING SOUL Lot 2560, Prestige PR 7400 (5)

11 11 ANGELES Thompson, Lot 2560, Prestige PR 7400 (5)

12 12 HOLD ON! I'M COMIN' Lot 2560, Prestige PR 7400 (5) 8

Billboard SPECIAL SURVEY for Week Ending 11/13/66

This Week Title, Artist, Label, No. & Pak. Weeks on Chart

1 2 LOU RAWLS SOULIN', Lot 2560, The Supremes, Motown 5799 (5) 8

2 1 SUPREMES' A Go Go, Lot 2560, The Supremes, Motown 5799 (5) 8

Billboard SPECIAL SURVEY for Week Ending 11/3/66

This Week Title, Artist, Label, No. & Pak. Weeks on Chart
ALL OVER THE WORLD ANYWHERE YOU FIND RUSSIAN DRESSING, DUTCH CHOCOLATE, FRENCH CHAMPAGNE, CHINESE CHECKERS, TURKISH TOWELS, DANISH PASTRY, PERSIAN RUGS, BRAZILIAN COFFEE — YOU WILL FIND BILLBOARD

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NEW ACTION ALBUMS

NATIONAL BREAKOUTS

PARSSEL, SAGE, ROSEMARY AND THYME

Simon & Garfunkel, Columbia CL 2563 (M); CS 9563 (S) (350-05263-3; 350-09163-5)

VAUDEVILLE!

Eric Rogers, London (NA): SP 44083 (S) (640-44083-5)

NEW ACTION LP'S

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action in specialty

JE M'APPELLE BARBRA

Barbra Streisand, Columbia CL 2547 (M); CS 6347 (S) (350-05147-3; 350-03847-5)

96 YEARS...

9 (Quantum Mark) & That Mysterians, Compass C 2004 (M); CS 2004 (S) (350-02004-3; 350-02004-0)

GOLDEN GREATS

Vic, Donna, Dufton BLP 2048 (M); BST 8048 (S) (435-02048-3; 435-08048-5)

POPULAR SPECIAL MERIT

PRESENTING...THE JAMES BROWN SHOW

Various Artists, Smash MGS 27087 (M); SRS 67087 (S)

The driving excitement of a James Brown show! With James' solid band, including T-Bone Walker, Billy Branch, and Thomas Johnson, the favorites are "Papa's Got A Brand New Bag," "Cold World," and "Green Grass Of Home"...to name a few.

THE COUNTRY SIDE OF ESTEVEDA

Atlantic 8130 (M)

The country is the country, the backing is the backing...just listen to "Ain't nobody's business," "Fixin' To Kill," "Shake," and "Hound Dog." Check out "The Good Old Days," "You're Just Like Me," "I Can't Help But Love You," and "You Can Never Tell."

THE GALS & PALS SING SOMEH/M FOR EVERYONE

Fontana MGS 27557 (M); SRF 67557 (S)

In their second Fontana album, these swingin' gals deliver a string of hits that would have been huge hits in the Big Apple. Captured on a deal with the Del-Fi label, this is a true collector's item for fans of the hard-to-find material.

SPECIAL MERIT PICKS

SPECIAL MERIT PICKS are now released of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

SPECIAL MERIT

A HAND ON THE GATE

Various Artists, Verve Folkways FW 7040 (M); FVS 9040 (S)

Although "A Hand On The Gate" is a hard act to follow, this release comes close. The album was produced by the brilliant Quincy Jones. The result is a true treasure. Basket is included.

DARLING BABY

The Elegins, VIP 400 (M)

With their hit single "Heaven Must Have Sent You," leading the way, the Elegins have put together an album which shows them at their best. The talent of the frontman is matched by the skill of guitarist. The result is a solid dace beat. Desired for the LP chart.

ORIGINAL CAST SPECIAL MERIT

THE PULLMAN NIGHT TRIPPER

Various Artists, Verve Folkways FW 7040 (M); FVS 9040 (S)

This release is a tribute to the memory of bluesdom's most beloved performers. The blues music is performed by some of the finest talent in the business. The result is a true treasure. Basket is included.

CLASSICAL SPECIAL MERIT

BACH: JOHANNES-PASSION (Highlights)

Various Artists/Concertos Musicales, Telefunken SWAT 64790 (M); SSWAT 64790 (S)

The memorable "St. John Passion" released earlier this year and sponsored in part to a splendid highlight disk. Authentic in its execution, this album will appeal to lovers of Bach in general. The result is a true treasure. Basket is included.

SPECIAL MERIT

THE HOLLOMID STRING QUARTET

Loma LOMA 4001 (M); LPS 7001 (S)

This is a startling release which captures the mood of the classical era with grace and precision. The result is a true treasure. Basket is included.
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STEREO 5184 MONO 4184
The original motion picture sound track album, complete with music, and John Huston’s sensitive and moving reading of the opening passages from the Book of Genesis—the beginnings of man’s great adventure on earth.

STEREO 53187 MONO 3187
Art Linkletter’s warm and imaginative narration, especially written for children, together with excerpts of actual dialogue, sound effects, and music from the film’s sound track. Inside the jacket is the entire printed text of the script of this album. Hear the voices of John Huston as Noah, George C. Scott as Abraham, Ava Gardner as Sarah and Peter O’Toole as the Three Angels.

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R-6222 RS-6222
R-6130 RS-6130
R-6123 RS-6123

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MGM RECORDS

www.americanradiohistory.com
Hollywood tape interviews with artists. Bill Ballance, night man with KFI News, has departed the station after three months. His successor is Herb Sammons leaving WLW, Bixby, Miss. A former member of the Air Force radio-TV network in King Salmon, Alaska, & WNBR's morning deejay, who has held the same time—"Johnny's Note"—published by Music Music Music on RSP Records by Ginny Gibson.

Record companies desiring an interview or tape of a recording zone to try Radio Free Europe. With 31 transmitters in operation the RFE beam to millions of listeners in Europe, Czechoslovakia, Romania, Bulgaria and the GDR. The RFE record libraries are maintained by RFE, its German headquarters, and the other in New York, which about 20 per cent of the programming originates. Send three copies of production and two of albums to Albert Ark, who also does a record artist interview show on RFE, at Radio Free Europe, 2 Park Ave., New York.
SZELL TO MAKE 3-FEST TREK

CLEVELAND—George Szell and the Cleveland Orchestra will appear at the Salzburg, Edinburgh and Lucerne Festivals next year, reportedly the first time that any orchestra, American or European, has appeared at all three festivals in one season. Szell will conduct eight of the 10 concerts, while Herbert von Karajan will be guest conductor for single concerts in Salzburg and Lucerne. Two previous European tours by the Cleveland were part of the State Department's Cultural Presentations Program, but this tour will be financed privately through contractual agreements between management.

Stuttgart Group Debuts in Paris

PARIS — The Classic Philharmonic Orchestra of Stuttgart had its world premiere at the Theater des Champs Elysees on Oct. 26 where it was acclaimed by a packed house. The new orchestra, founded by Karl Munchinger to replace the famous Stuttgart Chamber Orchestra which won the Grand Prix du Disque in 1951 with its interpretation of the "Brandenburg Concertos," comprises 45 musicians.

Featured soloist with the orchestra was American pianist Julius Katchen, who played Mozart's "Piano Concerto in C Major. (K 503)." The orchestra's program consisted of Mozart's "Haffner" and "Jupiter" symphonies.

WBZ-TV Search

BOSTON — WBZ-TV has launched a talent search for youngsters 16 years of age and under. Those passing an audition will be featured on 45-minute talent segments of "Boomtown" show every fourth Sunday. Producer is Sebastian Pantonini.

COLLEGE RADIO MEET APRIL 15

NEW YORK—The 1967 national convention of the Intercollegiate Broadcasting System will be held at the Bronx campus of the New York University here April 15. The IBS association has over 500 member college radio stations throughout the U. S. and Canada. Last convention drew 400 students and faculty advisors representing 275 college stations in 20 states._
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PUSHIN' TOO HARD...
The Seeds, GNP Crescendo 372 (Neil Sedaka, BMI) (Detroit)

LOVE'S GONE BAD...
Chris Clark, V. P., 20308 (Jofate, BMI) (St. Louis)

HEY JOE...
Tom Rush, Columbia 43848 (Bloodwood, BMI)

WILLY...
The Willow, Co. & Co 239 (Blue River, BMI) (Detroit)

STANDING ON GUARD...
Frotome, Big Wheel 1967 (Maple-Big Wheel, BMI) (Baltimore)

TINY BUBBLES...
Dun H. & Aila, Rerise 5007 (Granite, ASCAP) (San Francisco)

SOCIETY'S CHILD...
Adding in, Verve-Folkways 5027 (Verve, BMI) (Seattle)

IF YOU GO AWAY...
Cryon Stamos, Columbia 43854 (Destination, BMI) (Milwaukee)

THE BEARS...
Festival Group Alive, Valiant 754 (Precoek, BMI) (Seattle)

WSM Skeds '67 Opry Festival

NASHVILLE—Bob Cooper, general manager of WSM Radio, announced the dates for the 1967 celebration of the "Grand Ole Opry's" 52nd Anniversary. Next year the celebration will be held Oct. 10-21.

Although an attempt was made to move the convention dates to an earlier weekend, conflicts in scheduling the various facilities for the four-day festivities forced the station to reschedule the event for the third weekend in October.

Association, Hirt, Cosby Roll in Gold

NEW YORK—Al Hirt's RCA Victor LP, "The Best of Al Hirt," has been certified by RIAA for sales topping $1 million. Previous Hirt albums gaining gold record awards were "Honey in the Horn," "Cotton Candy," and "Sugar Lips." "The Best of Al Hirt" was released last year.

LOS ANGELES—The Record Industry Assn. of America has certified simultaneously all four of Bill Cosby's Warner Bros. albums as gold disks, a reported first for a comic. The LP's, with few stereo sales, are "Wonderful," "Why Is There Air?" "I Started Out As A Child," and "Bill Cosby Is a Very Funny Fellow, Right?"

Also given a gold record was the Association's "Cherish" single, giving six-year-old Val- sas Records its first million seller.

The group received the gold disk on last Friday's "Milton Berle Show" on ABC-TV. The label's previous smash single, "Rhythm of the Rain," did not achieve this status, according to the company.

In another move, the label has purchased the rights to the "The Bears" by the Fastest Group Alive from producers Dan Moore and Jeff Thomas. The single was tested on the Teen label in Seattle initially by the two a/d men before selling it to Valiant.

? & Mysterians Get Gold Record

SAGINAW, Mich.—A gold record signifying 1 million sales for the single "96 Tears" was presented to ? and the Mysterians at a United Fund Con- cert here last Wednesday (26). Neil Bogat, sales manager of Cameo-Parkway Records' New York branch, made the presen- tation. The group, in turn, pre- sented plaques to radio stations WKNX and WSAM of Saginaw and WTAC of Flint, Mich., and Jim Leach, Bill- board's correspondent at Central Michigan University, for their help in having the record reach No. 1 on the Hot 100 chart last week.

COUNTRY SINGLES
5 Years Ago
November 13, 1961
1. Walk on By, Leroy Van Dyke, Mercury
2. Big Bad John, Jimmy Dean, Columbia
3. It's Your World, Marty Robbins, Columbia
4. Tender Years, George Jones, Mercury
5. Under the Influence of Love, Buck Owens, Capitol
6. Walking the Streets, Webb Pierce, Decca
7. You're the Reason, Bobby Edwards, Crest
8. Backtrack, Faroo Young, Capital
9. Soft Rain, Ray Price, Columbia
10. Happy Birthday to Me, Hank Locklin, RCA Victor

COUNTRY SINGLES
10 Years Ago
November 10, 1956
1. Crazy Arms, Ray Price, Columbia
2. Singing the Blues, Marty Robbins, Columbia
3. Don't Beat Your Husband, Elvis Presley, RCA Victor
4. I Walk the Line, Johnny Cash, Sun
5. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA Victor
6. Searching, Kitty Wells, Decca
7. Sweet Dreams, Faron Young, Capitol
8. Conversation I'm Sorry, Hank Snow, RCA Victor
9. You Are the One, Connie Smith, Columbia
10. I'm a One-Man Man, Johnny Horton, Columbia

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NOVEMBER 12, 1966, BILLBOARD
Is Quality Slipping
Or on the Upgrade?

(Seventh in a series on classical music and recording trends as seen by leading figures in the classical records field who were interviewed for this series.)

NEW YORK—Differences of opinion on the quality of classical product were expressed by three record company officials in this week's article. The remarks of Ralph Siegel, director of creative production for Victor Records; Ira Steinschneider, manager of the Cambridge Recordings; and Peter Fritsch, president of Lyricond Records, are printed, for the first time, in this issue.

STEIN: The market is definitely rising. There is much more wealth of material, more material recorded better. The musicians are properly regarded in Europe. We're starting to sell material that couldn't sell before.

FISHER: Unfortunately, there is a tremendous quantity of titles which are being recorded instead of quality. I honestly think the level of quality is going down with the price. The sad part in the overall business is that there is an impossible gap between the buck, the market price of the classical repertoire, but I think its recording is going to continue to expand at the expense of other periods.

Fritsch: The market trend is becoming exhausted being the property of the budget labels. Gross profit should be returning in the near future. However, the budget material. A $25 list price makes it impossible to produce quality new material. This price essentially requires reissues or leasing of masters from Europe or the European/European material.

STEIN: Big symphonies as well as string quartets depend on good performances, not packaging, but we have to make the package. The same thing that is currently going on in the classical market is rising and shipping familiar things to kids. People are beginning to realize that the low price is not an indicator of superiority.

Fritsch: Colorful cartoon treatment of serious material is in bad taste. Sooner or later, the public will agree with this. For example, there are too many Karel Anensky/Robert Magnesonic/ Karel Anensky meet toodling on piccolos. Color-splashing cartoon covers are identified with budget lines. The most colorful covers are associated with electrical labels.

STEIN: Budget records belong in racks, but material is not. One can always go wrong toward what was the surface. Beethoven is still being filled in. There will always be a market for standards. Some people, however, like to hear unusual material. That's the strength of our Urania line, which has much material not available elsewhere.

FISHER: Classical records are getting to be as much of an improvement as the market for classical records. The market for recording here. Every aspect of the business at present is unstable, including price and repertoire.

Fritsch: There's a distinct trend for small independent companies to enter specialty fields. In our case, we're involved in orchestral music. We are picking up catalog items, killing off the smaller titles by smaller labels. We are trying to be room for a certain amount of duplication in specialty areas without the risk of the small label.

STEIN: I don't think we've scratched the surface in repertoire or potential customers. Companies realize there's a big market out there that hasn't been tapped. The product is the reason prices have come down. The public is more receptive to all types of material.

Fritsch: There's a distinct trend towards rock jobbers just as it is in the regular jobbers. We're closer to the old majors and companies, and budget lines, since that's where clubs place their emphasis. But, for people in specialty fields, there's no reason for a price squeeze.

(To be continued)

November 12, 1966, Billboard

CHICAGO SYMPHONY playback of Nielsen's "Symphony No. 4" is listened to by three conductors during recording session in Chicago. From left are Morton Gould; Howard Scott, RCA Victor Red Seal conductor; and Max Stein, Chicago Symphony conductor who conducted at the session, and Arthur Fiedler, conductor of Boston Pops.

Advance Revue Copies Out on RCA's "LUCREZIA"

NEW YORK—In an unusual move, RCA Victor is distributing advance copies of Doremi's "Lucrezia Borgia" for review one month before boxed copies are available in the stores. The unusual move is believed designed to reduce sales of a pirated edition of the opera, which stars Monterrant-Caballe as does the Victor version.

The pirate copy comes from a performance of the American Opera Society on April 20, 1965 conducted by Josef Perlea. Other stars in the cast were Alain Vanzo, Kostas Paskalis and Jane Berrie. On the Victor three-record package, in which Perlea conducts the RCA Italian Opera Orchestra and Chorus, the other stars are Alfredo Kraus, Ezio Flagello and Shirley Verrett.

Victor plans to distribute the finished product packages by the end of December, about one month after reviews are expected to begin appearing.

Crowd-Pleasing Program

Darre's Chopin Makes Philharmonic Half Tingle

NEW YORK — Jeanne-Marie Darre, who has her Philharmonic Hall audience last Sun- day (30) with a Chopin program, will open her evening with her usual lightness and facility of touch in a crowd- pleasing and a strikingly full house, applauding many times in the wrong places, indicated that it was eager for the romantically foamy. Unfortunately, the audience was never exposed to the louder, more-acrobatic passes but in the sensitively played slower moments.

But Mme. Darre, a marvel of restraint in her performance, never lost the lyricism of the music even in the moments of pianistic aeroacrophobia. She began with the "Barcarolle Op. 60" with its flowing lyricism and grace. The predilections of the audience were evident in the 14 Waltzes that followed as the softer pieces did not elicit the response drawn by the louder ones.

Three of the Waltzes, which are known by many for their inclusion in Ken Stylel's, were special delights. Two required dexterity and speed, while one was slower and more graceful. The second of these was especially stunning in the softness the Vanguard Records artist displayed at the climaxes. The "Minute Waltz" was flaw- less in a mono version on Arturo. With recent concert showing renewed interest in Janacek, Mme. Darre worked this situation may be remedied soon.

ORCHESTRA 134-00-28 1/2 134-00-28 1/2

Scherman & Soloists Give "Jenufa" a Solid Reading

NEW YORK—Thomas Scherman, conductor and the Little Orchestra Society, gave "Jenufa" a real or even solid performance at the last Tuesday (1) by giving Janacek's opera a solid New York performance since the Metropolitan Opera's 1924-1925 season. The performance was performed by a group of soloists, Salome's and subtitles, the title role, Ivo Zdek, making his American debut, and Choe Oshian.

Miss Koula, who has appeared at the Met as "Salome" and "Jenufa" in the Dutch "Dutchman," sings in her native German. Fortune did not sing in Czech. Fortunately, the artists used the front of the stage to perform the work and, with the very deepest of the intense piece came over. Miss Koula's singing voice had dramatic impact in the role of the heroine. Her singing was superb.

In Zdek, making her first local appearance in many years, was clearly the hit of the evening. With the title role, Ivo Zdek, making his American debut, and Choe Oshian. Miss Koula, who has appeared at the Met as "Salome" and "Jenufa" in the Dutch "Dutchman," sings in her native German. Fortune did not sing in Czech. Fortunately, the artists used the front of the stage to perform the work and, with the very deepest of the intense piece came over. Miss Koula's singing voice had dramatic impact in the role of the heroine. Her singing was superb.

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New releases from the hottest new classical line!

Classical Notes

Violinist Arthur Grumiaux appeared in the first of four performances with the New York Philharmonic under Lorin Maazel on Thursday (3). The violinist also appeared at Hunter College on Saturday (12). . . . Jay S. Harrison, Columbia Records' director of editorial services, is teaching a course in 20th-century music at New York University. Violinist Michael Rabin gave a recital at Philharmonic Hall on Friday. Beverly Wolf substituted for Regina Safyat last Wednesday (2), when the Pittsburgh Symphony under William Steinberg gave the first of two recitals at Carnegie Hall. pianist Hilde Somer will be soloist next Monday (4), at the orchestra's second Carnegie appearance.

Classical Records

Violinist Arturo Campoli, music director of the strikebound Philadelphia Orchestra, flew to London last Thursday (1) to begin a 17-day European tour, which will include guest conducting assignments with the London Symphony, Chicago Symphony, Philharmonic and the French National Orchestra. Malcolm Frager was soloist with the Detroit Symphony under tenor Efrem Zimbalist last Tuesday. Judith Rasmin will sing leader of a program of Bach, Brahms, Wolf and Strauss at a Town Hall recital on Dec. 4. Alan Waterman has been named acting manager of the Symphony.

Best Selling Semi-Classical LPs

This Week
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<th>Title, Artist, Label &amp; No.</th>
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<td>1. GERSHWIN: Rhapsody in Blue-An American in Paris-London Festival Orch. (Black), London (No. Label) (No. 22009) (5)</td>
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<td>2. RODGERS: Victory at Sea-Volume I-LRC Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2202 (5)</td>
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<td>3. Concert in the Park-Boston Pops (Fiedler), RCA Victor LM 2367 (M); LSC 2767 (5)</td>
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Cliburn's second solo album will be heavily advertised in national magazines and supported with attractive display and promotional material. Contact your RCA Victor distributor today!
Moves on to Make Italy Think P's

By MIKE HENNESSEY

PARIS — The strike of Paris studio musicians, now two months old, is getting growing repercussions on the French record industry. Talks to achieve a settlement have been broken and locked this week and record companies were trying to find ways to continue their musical activities.

Although the musicians are nominally claiming an increase in scale from 70 francs for a three-hour work week, the fundamental causes of their dissatisfaction go deeper. They claim that recording musicians is a complex business.

Instrumentalists playing instruments which are not easily portable get extra money for transport; vocalists who must double get extra payment and so do soloists. This means that violists and tuba players are getting no other instrument and these seem to be the main agitators in the strike, get only the basic rate.

Furthermore, there is great concern that one single track is used over and over again by the other music rs. They believe their recording is different and is worth more.

French Product Cut

The result of the strike is that, despite efforts to record their French artists in other countries — like Belgium and Britain — the flow of French product on to the market has been reduced to a trickle.

The principal record companies are taking advantage of this to put out French releases made up of success foreign material. This situation has caused concern, however, because of great concern to French composers who will be finding their royalties seriously diminished.

Although the musicians' unions of Belgium and France have declared their solidarity with the French union, there seems to be no objection to French artists recording in these countries, which local record and curator and are arranged.

Lack of Space

However, is the lack of studio space. At one point the recording studios in Brussels were so heavily booked that Belgian artists and musicians have been forced to go to French studios to record. French publishers with extensive foreign contracts are suddenly finding that whereas there was some resistance French record companies to the release of foreign product, they are now releasing as much as they can. Some French singers have been recorded back by groups including, RCA, Decca, Philips and Philips, overwhelmed by orders, have released an LP of new large Bransons songs taken from a recording made by pianist in his own home with bassist, Pierre Nicolas.

For the settlement is reached, it can only be temporary because the problems of French musicians are very deep and of very long standing. Paris had 7,000 professional musicians in 1930; today there are only 2,000 and half of those are women. Because recording work is almost the only field left, it is thought that a later provision will have to be made for women to draw royalties in the same way as publishers and composers.

Meanwhile, the effect of the strike can be judged from a comparison of the output of French EP's and small LP's in the companies in September-October 1965 and September-October this year.


Position to Compute

The move should put Decca in a stronger position to compete against similar-priced lines such as Pye's Golden Guinea series, EMG's Concert Classics and CBS Records. The Decca label has a strong following, and this new release will help it compete in this market. The label is also being sold to a younger audience, and this new release will help it attract this audience.

Pye, Roulette License Pact

LONDON — Pye will be the new British licensee for Roulette. The deal initially covers a three-year period.

It was set by Pye managing director, Louis Benjamin, in talks with Roulette's Morris Levy and Norman Kurtz during his New York visit last month.

Pye will only be releasing future Roulette product. The deal also includes a guarantee of minimum sales and budget-price albums as well as full-price LP's and singles.

Roulette was with EMU until earlier in the year. Subsequently, its material has been released on independent British labels, including King.

British Manufacturers Escalating Budget-Line War

By GRAEME ANDREWS

LONDON — The trend to increasing emphasis on quality goods, low prices, and record budgeting is gaining momentum in Britain with the major manufacturers making very strong releases in these price brackets in time to catch the Christmas trade upswing.

The budget sector of the market has been transformed by the high selling of low-priced albums. The success of this has caught the attention of the industry taking a proper along standard-price market.

The new emphasis on quality-low-price material is highlighted by British Decca's totally revamped Ace of Clubs line, which has become a major budget album price. With Pye's Golden Guinea series, Ace of Clubs was a pioneer in the U.K. low-price market. It was the first line to make a growing inroads being made by the clubs.

But from this month, all future releases on the label are being completely upgraded. Albums will usually be offered in stereo as well as mono, will feature previously unreleased material and will be issued in full colour sleeves, a more modern logo.

Position to Compute

The move should put Decca in a stronger position to compete against similar-priced lines such as Pye's Golden Guinea series, EMG's Concert Classics and CBS Records. The Decca label has a strong following, and this new release will help it compete in this market. The label is also being sold to a younger audience, and this new release will help it attract this audience.

Pye has put Decca in a position to take advantage of the growing number of low-priced albums, and this move will help it attract more customers to its line.

The new release will help Decca to compete against similar-priced lines such as Pye's Golden Guinea series, EMG's Concert Classics and CBS Records. The Decca label has a strong following, and this new release will help it compete in this market. The label is also being sold to a younger audience, and this new release will help it attract this audience.
RSL (Record Source International) A Division of Billboard

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A unique monthly record and news service designed to inform record companies and publishing firms throughout the world of new music record product emanating from Italy which is judged to have the greatest potential for appeal and acceptance in all of the world's principal record markets.

RSI Italiano will provide member subscribers in each market with sample copies of the best new Italian releases each month, a confidential newsletter covering copyright and licensing information for each selection, and an English translation of all lyrics.

THE SERVICE

EACH MONTH—VIA AIR SHIPMENT

1. An actual sample of each of the 10 best singles of the month... through the cooperation of all Italian Record Manufacturers.

2. A detailed Newsletter (in English) outlining for each selection the existing copyright commitments, foreign licensing availability, and all personal contact information — plus a full report on each record's initial activity in Italy via broadcast/telecast exposure and record sales.

3. A literal translation or synopsis of the lyrics in English.

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Germano Ruscitto
Director
RSI ITALIANO
Milano, Italy

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- The review and evaluation of all Italian record releases
- The selection of the 10 "best" each month
- Compiling and editing the Confidential Newsletter
- English translation of lyrics
- Arrangements with manufacturers of selected records for shipment of samples to the RSI Fulfillment Center in America for packaging and shipment to RSI Italiano subscribers around the world.

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Italy Is Hit Source For British: Shane

ROME—It is a potentially huge source of hits for the British disk market. This is the theory of Cyril Shane, general manager of Shapiro-Bernstein Music in London. Shane, a frequent Italian visitor, is due again later this month to seek more local material for placing with British artists.

From songs which were not hits in Italy, he found "Ti Vedo Usare" and "Dimmelo, Parlam" which became "Don't Answer Me" and "A Fool Am I" respectively, for Cilla Black; "Uno Dei Tanti," recorded by Shirley Bassey as 'I Who Have Nothing'; and "Un Giorno O L'Altro," which became "You're Not So Good For Me" for Tom Jones. From Italian hits Shane picked "L'Ultima Occasione" for Tom Jones as "Once There Was a Time"; "Se La Vita E' Cosi" for the Bachelors as "For the Rest of My Life"; and "L'Uomo D'Oro" for Teni Daly, a new British girl singer, as "Like the Big Man Said."

(Continued on page 52)

On November 8 and 9
ALBERTO CARISCH
publisher will be in Paris
at the
HOTEL PRINCE DE GALLES
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3 Red Countries Snub Fest; Czechs Play It Independent

NUREMBERG—The Soviet Union, Poland and East Germany boycotted the 1966 East-West jazz festival in this former Nazi shrine.

Invited as representatives of Communist countries were Alex Bataiev, Moscow; Roman Waschko, Warsaw; Karlbein Drechsel, East Berlin, and Lubomir Dovzuka, Prague.

Only Deruzka appeared, however. The Soviets declined the invitation; the Polish delegation simply failed to show, and the East German excused himself on grounds of "pressing business" in East Berlin.

Deruzka took part with such zest as to suggest that Czechoslovakia and the rest of the Soviet bloc have split over not only the question of "Jazz—Out West" as a festival (as festival is called) but the entire issue of just how far a circum-spect Communist country should go in letting its hair down for Western music.

There has been abundant evidence that the barrier has all but fallen for Western pop in Eastern Europe. Western beat groups (the Lords are the latest万万日本 in an enthusiastic welcome behind the Iron Curtain.

There was speculation that the three Communist countries objected to the choice of Nuremberg as the site.

The Czech delegate, by contrast, was outspoken in rejecting official censorship of Western music in his country. Lubomir Dovzuka said that Czechs had no difficulties now with listening to what music they wished. He added that there is no longer an "official opinion" regarding acceptable music, and he noted that in Czechoslovakia beat enthusiasts have taken over the "protest against the older generation."

West Germany was represented by Joachim Ernst Berendt, Siegfried Schmidt-Jouk and Werner Goertz.

Market Dates Set

CANNES, France—The third Marche International des Programmes de Television (International TV Program Market) will be held in the Palais des Festivals here April 7-13. A total of 1,612 participants from 53 countries attended last year's event. The market gives a chance to view new TV shows and buy them, as well as compare productions from all over the world.

BOBBY GOLDSBORO, left, shares hand with Glenn Reva, who organized the "Carravella Tiro (Golden Caravelle) Show" after reaching an agreement for Goldsboro's appearance. Goldsboro is in Italy to record "Mi Fa Male," an Italian version of "It Hurts Me."

CBS Will Bow Bernstein Pkg. Of Falstaff'

LONDON—CBS launches Leonard Bernstein's first recorded opera performance of Verdi's 'Falstaff,' here early next year following this month's release.

The opera was recorded in Vienna last March. The cast is identical to that in the stage version Bernstein conducted in Austria, with baritone Dietrich Fischer-Dieskau in the title role.

As Fischer-Dieskau will appear in London early next year in another of Verdi's operas, Falstaff, his recording of the massive 8th Symphony of a Thousand has been brought forward from December 6 release to this month while Bernstein is in Europe for concert and TV work. CBS is giving the recording big promotional exposure in consumer magazines. Bernstein will record the whole cycle of Mahler symphonies for CBS No. 6 has just been completed, leaving Nos. 1, 4, 9 and 10 to complete the venture.
Hansa Looks to U.K. for Records

LONDON—Hansa, the German
publishing firm, is setting up
a London office to get a supply of records for its record label following its split from the main body of German manu-
facturers in the dispute of bou-
quet. Intrad Miss Sennert of Han
sa said here that the firm was taking special precautions to be avoided by two British producers, Steve Batt and Allan Caddy, would be in charge.

After setting up the deal, Miss Sennert left London to spend last week in New York and this week in Los Angeles to seek out U. S. masters for German release before return-
ing to Hansa's Berlin head-
quarters.

Schrade to Head DGG in Mexico

HAMBURG—In a top level executive switch, Hans Schrade, former chief of the DGG in Ger-
many, has moved to Deutsche Grammophon Gesellschaft and has taken over the head of its Mexican branch.

New Philharmonic head is Hans Nielson, whom Schrade replaced in charge of DGG's German department. He has been succeeded by Richard Busch.

C. T. Metaxas, former DGG chief in Mexico, has returned to Hamburg where he is now responsible for Philip's German marketing.

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INTERNATIONAL NEWS REPORTS

W. BERLIN FILM TESTS MAKE BRIGHT SALES PIC

BERLIN — West Germany abounds with film festivals this autumn, and all of them are accepting records as never before. The few foreign festivals have just begun, but the Berlin festival is now in full swing and Manheim. But the music lingers on as disk sales react to the festival stimulus.

The most spectacular example is provided by the West Berlin festival, which featured the reception of outstanding records of 1964 by German music critics. In all, 30 awards were handed out before a blue-ribbon audience which included Georg Solti, Lorin Maazel and Thomas E. Binkey.

Of the London fest at Berlin, 12 went to Telford, and the record company is now processing the awards into glossy disk sales promotion.

The radio stations receive the awards, and which are now under intensive sales promotion, are Richard Wagner's "Gotterdammerung" (the complete opera) with the Vienna Philharmonic under Georg Solti; Bela Bartok's "Bluebeard's Castle" (the London Symphony Orchestra under Georg Solti); Tshikovsky's Six Symphonies; and Dobermann's "Marilyn Horne Sings Arias From Italian and French Operas" (the orchestra of the Covent Garden Royal Opera House, Henry Lewis); Richard Strauss' "Aris fomir цены" (Boston Symphony Orchestra, Erich Leinsdorf); and Frederic Chopin: "Polonaises, Andante Spianato and Grande Polonaise, Impromptu Nr. 4".

Polydor Offers Wide Variety Of Yule Items

HAMBURG—Polydor has packaged two special Christmas offerings, a 16-record package and a 30-record box set, to be played on all the radio stations.

The second Polydor package stresses traditional production, including Folklore Festival (Vol. 6 Spain and Vol. 7 Greece), "Dances and Accords in 1966"; Martha Jackson; Duke Ellington Classics; Oscar Peter-
son, and Count Basie. It has the "George Gersh-
in Song Book" with Oscar Peterson and Buddy De Franco and two Billy "The Best Rockin" All Girl Band in Show Business

The Pretty Kittens

The two packages illustrate the aggressive new marketing approach and then exploiting new mar-
ket trends with high-volume promotion. In this instance, the dominance of the Polydor moment is international pro-
duction.

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Cali

November 12, 1966, Billboard
Capitol presents Maria Cole.

Maria Cole Love Is A Special Feeling

Capitol ST-2612 Records
By HERB WOOD

Producer Jack Clement has a new Ben Colder album due for release this week. The LP, titled "Big Ben Strikes Again," features Colder's hot single, "Almost Persuaded." Canada's gift to country music, Stu Phillips, back on the tour trail, filling concert dates in the Northeast. Phillips was spurred by the tremendous appeal of the Nashville sound in the area, giving credit to stations WIRZ, Newark, N. J.; WTHE, Long Island, N. Y.; and WYNR, Rochester, N. Y., for building its popularity. Harry Alliff, better known as "Big Slim, the Lone Cowboy," died Oct. 17 in Waterloo, N. Y. The popular performer was a regular on the WWVA Jamboree from 1937 until his last appearance in 1965. Big Slim is credited with bringing Hank Snow from Canada to the U. S. in 1944. "An Old Christmas Card," first recorded in 1949 by Ray Smith on Columbia, was recorded in 1964 by the late Jim Reeves on RCA Victor and enjoyed healthy sales. With Reeves' popularity at an all-time high here and abroad, the record is being released again and after 16 years it may become a yeuletide "standard." Windy Hill, country music deejay at KJNO, Juneau, Alaska, asks that artists and agents remember "the only exclusively c&w deejay within many hundreds of miles of this point," and put him on their mailing lists. Capitol's Merle Travis returns to California, his long-time home, to tape segments of Dick Clark's "Swinging Country" on NBC-TV. The December date follows his European tour of military installations. "Little Jimmy Dickens will start the New Year off right with a week's engagement at the Flame in Minneapolis (Jan. 2-7), followed by a week at To- ronto's Horseshoe Tavern (Jan. 9-14). Gino King, lead guitarist for Dickens' Country Boys, recently recorded a album tribute to Carl Smith aptly called, "Twelve Reasons Why I Like Carl Smith" on Canada's Records. The album for Nashville Scene should be addressed to Herb Wood, Billboard, 226 Capitol Blvd., Nashville, Tenn.

HOLIFIELD-MOELLER SET CASH DATES

NASHVILLE — Saul Holiff, personal manager of Johnny Cash, has named Moeller Taleni as the exclusive representative for the "Johnny Cash Show," for fair and rodeo bookings, dur- July, Aug. and September 1967. Holiff also announced that separate booking engagements, arranged by the Moeller Agency, would give Cash "the largest single monetary guarantee in the history of country music for a one-day engagement." Holiff, based in London; Ontario, Canada, selected the Moeller organization to represent the Cash show for the summer of 1967 because of the company's "outstanding record, both with normal personal appearances and at the fair and rodeo scene." Moeller also has set eight dates in April and May for the Cash show, including the record guarantee date. Although the exact figure was not disclosed by Holiff or Moeller, Holiff identified the amount by saying, "not only the largest sum of money ever to be received for an individual performance, but twice as large as any figure previously recorded." The engagement is booked for May 7.

COBO PACKAGE $37,775 GROSS

NASHVILLE — Country music promoterickle Blake, president of Sponsored Events, brought all-star packages into Detroit's Cobo Hall and grossed a whopping $37,775 for the two-performance program Sunday (30).
The show, booked by Hubert Long and Talgo Agency, starred Marty Robbins, Sonny James, Ernest Tubb, Webb Pierce, Tex Ritter, Warner Mack, Jan Howard, David Houston and George Hamilton IV. The all-star bill drew a total crowd of 15,200 to the two performances.

Three Detroit radio stations and CKLW-TV joined forces to promote the show. St. Joe's, WOL, WWJ and WOJO, all country music-oriented outlets, supported the promotion by Blake.
The first performance, at 2 p.m., drew about 7,000 fans, with the evening performance pulling more than 8,000 of Michigan's country music faithful. Seats were scaled at $2 and $3.50, with the best seats selling first.

"LITTLE PHIL"
Little Mr. Dynamite and THE NIGHT SHADOWS

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RAY PRICE AND BUCK OWENS, right, headed a country music show presented recently by A. V. Bank, center, president of KBER, the country music outlet in San Antonio.

PERRY COMO, second right, receives congratulations from Gov. Frank Clement of Tennessee after winning the 1966 Music City U.S.A. Pro-Celebrity Golf Tournament. At the far left is PGA star Mason Rudolph, and Amos Evans, second left, publisher of The Nashville Tennessean. Rudolph, Evans and Como comprised the winning team in the 36-hole, low team ball event.

MORE $ in 67 for MUSIC CITY TOURNAMENT

NASHVILLE — Don Pierce and Brooks Nevin, executives of Starday Records and co-chairmen of the Music City Pro-Celebrity Golf Tournament, have announced plans to increase the budget of the 1967 tournament. The $66,000, which drew over 10,000 music and golf fans, had a budget of $20,000 for purse and expense money, doubled that of the 1965 event. The 1967 tournament, according to Pierce, should have a budget of $30,000.
The 1967 tournament will precede WSM's Grand Ole Opry Celebration.

Perry Como, winner of this year's tournament on the team with Pro Mason Rudolph and publisher Amos Evans of the Nashville Tennessean, has already made plans to return to defend the team championship in 1967. Other recording stars who took part in this year's tournament, Lawrence Welk, Paul Stookey (Peter, Paul & Mary), Boots Randolph, Nat King and Eddy Arnold have also said they would be playing next year. RCA Victor recording artist Archie Campbell will return to defend his 1966 championship title, as will PGA star Rudolph, who won the Low Pro title and top money.

Pierce and Neely are meeting with the tournament committee and with representatives of the Professional Golf Association to cement plans for next year's event. Pierce predicted that "this tournament will continue to grow and grow, putting country music and Nashville all over the sporting pages of the nation."

Following is a list of the top finishers in the 1966 36-hole, low team ball event:

118—Pro Mason Rudolph, Perry Como, Amos Evans
121—Pro Herbert A. d'a m's, Royce Hawkins, Grady Martin
123—Pro Bob Hamilton, Dick Westman, Tim Hardin
125—Pro J. C. Goose, Charlie Walker, Lester Wilburn, Bob Nevin, John Priddy, Chet Atkins, Sam Fleming

CAPITOL TOPS C&W SALES AND CHART MARKS IN OCT.

NASHVILLE—For the first time in more than three years a record manufacturer has held the top three positions on Billboard's Hot Country Singles Chart. Capitol Records turned the trick in the Oct. 29 issue, climaxing the biggest country music sales month in the label's 24-year history.
The three positions were held by Capitol's top vocalists: Buck Owens, Sonny James and Merle Haggard. Owens' "Open Up Your Heart" was in first place, followed by James' "Room in Your Heart" and Haggard's "The Bottle Let Me Down" single.

Capitol also held a solid share of the album listings, with nine country LPs in the 40-position chart. Buck Owens again led the way with his "Carnegie Hall Concert" album topping the chart and his "Dose on Mother's Bible" still on the list after six months. Other Capitol artists with albums on the chart were Sonny James, Charlie Louvin, Merle Haggard, Jean Shepard, Wanda Jackson and Red Simpson.

The label is striving to improve their sales record set in October with a nationwide advertising and merchandising campaign to boost its "Sonny James Month." (Billboard, Nov. 5.) Their "My Christmas Dream" LP is already in the stores and a "Best of Sonny James" album is being released Monday (7).

To add to the sales potential of November, the label is releasing the new Jean Shepard-Ray Pillow album, "Talk the Dog."
The Standells

The HOT ONES Have TWO Hot Ones

Their Chart Climbing Single

WHY PICK ON ME

TOWER 282

Their Great New Album

Why Pick On Me

Sometimes Good Guys Don’t Wear White

(S)T 5044

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9220 SUNSET BLVD.,
SUITE 330
LOS ANGELES, CALIF.

www.americanradiohistory.com
### HOT COUNTRY SINGLES

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<tr>
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<th>Last Week</th>
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<th>Artist, Label</th>
<th>Title, Label</th>
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<tr>
<td>1</td>
<td>11</td>
<td>1</td>
<td>Buck Owens, Decca</td>
<td>OPEN YOUR HEART</td>
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<td>2</td>
<td>12</td>
<td>3</td>
<td>Bob Wills, Columbia</td>
<td>I'LL MEND YOUR HEARTS</td>
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<td>3</td>
<td>13</td>
<td>2</td>
<td>Ray Price, Columbia</td>
<td>TAKE ME OR LEAVE ME</td>
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<td>4</td>
<td>14</td>
<td>5</td>
<td>Jimmie Davis, Decca</td>
<td>A WEEKEND A DAY</td>
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<td>5</td>
<td>15</td>
<td>7</td>
<td>Hank Snow, Decca</td>
<td>Aenade's Call</td>
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<td>16</td>
<td>9</td>
<td>Webb Pierce, Decca</td>
<td>OH, WHAT A NIGHT</td>
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<td>7</td>
<td>17</td>
<td>11</td>
<td>Western Caravan, RCA Victor</td>
<td>BANJO ON THE BASS</td>
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<td>8</td>
<td>18</td>
<td>10</td>
<td>Red Sovine, Capitol</td>
<td>I'M TELLIN' YOU THE TRUTH</td>
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<tr>
<td>9</td>
<td>19</td>
<td>12</td>
<td>Jack Greene, Capitol</td>
<td>WILL YOU EVER FORGIVE ME</td>
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<td>10</td>
<td>20</td>
<td>8</td>
<td>George Jones, Capitol</td>
<td>I'LL WALK A MILE IN YOUR SHOES</td>
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### HOT COUNTRY ALBUMS

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<td>Bob Wills, Columbia</td>
<td>THE MUSIC OF THE WEST</td>
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<td>12</td>
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<td>Jack Greene, Capitol</td>
<td>THE BEST OF THE BEST</td>
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<td>3</td>
<td>13</td>
<td>2</td>
<td>Webb Pierce, Decca</td>
<td>THE SINGS OF WEBB PIERCE</td>
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<td>4</td>
<td>14</td>
<td>5</td>
<td>Red Sovine, Capitol</td>
<td>RED SOVINE'S SINGS OF THE COUNTRY</td>
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<td>THE BEST OF THE WEST</td>
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**Billboard Special Survey for Week Ending 11/11/66**
A GREAT SONG
A GREAT ARTIST
A HIT RECORD
"THE WIFE OF THE PARTY"

LIZ ANDERSON

Publisher:
Yonah Music, Inc.
Greenback Music
806 16th Ave., South
Nashville, Tenn.

Personal Management:
Casey Anderson
806 16th Ave., South
Nashville, Tenn.
Phone: A.C. 615; 254-7708

"RIDE, RIDE, RIDE"
Chart 1375

LYNN ANDERSON

Publisher:
Yonah Music, Inc.
806 16th Ave., South
Nashville, Tenn.

Bookings:
Country Talent
806 16th Ave., South
Nashville, Tenn.
Phone: A.C. 615; 254-7708

Top records of the week
Compiled by Billboard

This Week
1. "They're Coming To Take Me Away, Hallelujah"
2. "I Could Live Without Your Love"
3. "Napoleon XIV"
4. "See You In September"
5. "You're My Heart"
6. "Riding the Charts"
7. "I've Never Been To Me"
8. "Over The Rainbow"
9. "Over The Rainbow"
10. "I'll Take You To The Top"
11. "I'll Take You To The Top"
12. "I'll Take You To The Top"
13. "I'll Take You To The Top"
14. "I'll Take You To The Top"
15. "I'll Take You To The Top"
16. "I'll Take You To The Top"
17. "I'll Take You To The Top"
18. "I'll Take You To The Top"
19. "I'll Take You To The Top"
20. "I'll Take You To The Top"

Every Sunday

Some 980,000 families see Billboard's Top Records of the Week
in the Philadelphia Inquirer Special Sunday Amusement Section

An important reader feature from Philadelphia's leading daily newspaper.
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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-Stop and Importers to contacting manufacturers who can use our new recording facilities for tape and reel-to-reel products."

The Tape Cartridge Conference Report Book
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The complete text of all speeches delivered at the Billboard Forum's Tape Cartridge Conference recently held in Chicago.

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A unique and vital 56-page transcription of the first inter-industry seminar ever conducted for key industry leaders in the burgeoning Tape Cartridge field.

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[Illustration]

Selling Through Dealers
An Installer's Experience in Selling Playback Equipment and Tape Cartridges: John Robinson
A Record Dealer's Experience in Selling Playback Equipment and Tape Cartridges: Arnold G. D FOODS
An Auto Accessory Dealer's Experience in Selling Playback Equipment and Tape Cartridges: Arnold F. Reilly
A Department Store's Experience in Selling Playback Equipment and Tape Cartridges: Dave Cryderman

Selling Through Mail-Order
Evaluation of Subscription Sales in Tape Cartridge Distribution: Ernie Brown

Selling Through Mailers
Evaluation of Subscription Sales in Tape Cartridge Distribution: Sam Brown

Selling Through Advertising
Evaluation of Subscription Sales in Tape Cartridge Distribution: Charles Brown

Selling Through Merchandising
Evaluation of Subscription Sales in Tape Cartridge Distribution: John Brown

Selling Through Kiosks
Evaluation of Subscription Sales in Tape Cartridge Distribution: Charles Brown

Opportunities for Sale of Playback Equipment in the Automobile Field: David O. Smith
Opportunities for Sale of Playback Equipment in the Home: John O. Smith

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Did Drive of Disk Talent on Fair Circuit Dent Inventory?

CHICAGO — More disk talent than ever before made the fair and rodeo circuit in 1966, but the retailer reportedly did not move product commensurate with this exposure.

According to A M U S E M E N T Business Magazine, the disk talent trend took a big break this year, with the all-time booking mark this year. But a Billboard spot check of record distributors in key fair cities revealed, with some exceptions, a disparity between exposure and sales.

"We are mostly to blame," admitted one distributor spokesman who didn't want to be quoted. "But dealers and fair officials are at fault." He said record companies do not give extensive exposure and dealers of artist appearances. Much of the reason for this, he said, is poor liaison between personal managers and record company publicity departments, "a pressing problem in the business."

Negligent

Dealers, he said, are loath to take fair exhibit space and are too concerned with their own window displays. Fair publicity, he concluded, lags emphasis on building attendance, "naturally.

Examples of the paradox:

- Last year, record stores reported virtually no action, sound effects artist Wes Harrison, appearing at the Illinois State Fair, worked a 15 per cent deal with under-the-stand commercials and sales of 200 singles and LP's per night.
- Perry Como appeared at the Wisconsin State, Allen Town, Compton, New York, Ohio State fairs, and in all aces but the latter, Como catalog remained static.

Example

The Ohio State Fair, 1966, stands as an example of what can be accomplished through artist appearances. Billboard correspondent Ray Howard reported that during the Aug. 25 Sept. 5 Ohio State Fair, Columbus and central Ohio music stores and all department stores capitalized on the appearance of the greatest array of recording, TV, stage and theatrical stars ever assembled in this State during a single week.

"Ohio State Fair editions of Columbus newspapers are carrying special ads and window and departmental displays are attention to the musical theme of the 1966 Ohio State Fair."

"The imprint given to the popularity of these stars by their appearance at the State Fair, where gate admission only is being charged, is certain to carry through the fall right into our Christmas record sales," said the manager of one of the large downtown music store departments.

"Top-name entertainers booked for the fair include Bob Hope, Rudy Miller, Art Linkletter, Lovin' Spoonful, Perry Como, Jimmy Dean, The King Family and many others." According to fair manager Jeff Kerr, Ohio State spent $300,000 for talent, and record dealers say the array of acts meant many thousands of dollars in plus business because they worked at it.

Some record companies have taken upon themselves the chore of notifying distributors well in advance of fair appearances. But the information does not always filter on to dealers. RCA Victor distributors, for example, knew several weeks ahead of the fact that Andy Arnold would be at the Indianapolis State Fair grounds Sept. 10, the Utah State Fair Sept. 11, etc. But dealer awareness was contingent upon distributor action.

And dealer awareness, distributors say, is not enough. Newies are hastily erected window displays—though they are better than nothing. It has been suggested that the ideal way for retailers to profit from fair appearances is to catch the crowds with an exhibit at the fair grounds. But many dealers bulk at spreading their retail efforts over two places at the same time. Perhaps the solution is a plan adopted by several dealers in concert at a fair this year. They set up a 200-square-meter grandstand booth and sold only grandstand products and both artists booked at the fair. They split a good net.

Philips Names 24 New Radio Distributors

NEW YORK — To meet "a startlingly rising demand for the complete line of Noroleco radios, Norelco America, Philips Co., Inc., over the past six months has appointed 24 new distributors. According to William B. Kepple, manager of the Noroleco Radio Department, "Dealer and consumer interest in quality radios is growing at the highest level ever and will continue an upward trend."

He said that the geographical dispersion of the new distributors gives the Noroleco radio division broader dealer coverage and will improve service.

"The retail base for sale of quality radios is growing hori-zontally as well as vertically," Kepple said. "We are finding and selling our high quality prod-ucts on the part of department stores, mass merchandisers, jew-elery, drug and photo outlets, audio and electrical dealers and appliance stores."

Kepple said the new Noroleco model 1967 portable AM-FM-stereo is "clearly the hottest product my department has ever had."


Six New On-Reel Tapes From Capitol

HOLLYWOOD — Capitol Records has introduced six new 78 rpm reel-to-reel tapes, including product by the Beach Boys, Harry Belafonte, Andy Williams, and Englebert Humperdinck.

The full release:

"Pet Sounds," the Beach Boys (ZT 2385); "A Beautiful Noise," Harry Belafonte (ZT 2576); "How Sweet It Is," Johnnie Taylor with the Coasters (ZT 2578); "The Southern California Mormon Choir Sings the Songs of Christmas," The Mormon Choir (ZT 2590); "This Is Love," Al Martini with Paul Revere & the Raiders (ZT 2592); "Young's Magic Horn," the Lon-don Philharmonic Orch., Wynn Morris, cond. (ZT 2630).

NAMM SERVICES

Insignias, Decals, Etc.

(OA continuing series of articles describing National Association of Music Merchants (NAMM) services to the dealer. The series is presented by popular request.)

CHICAGO — Three forms of the National Association of Mu-sic Merchants emblem is available to members for advertising or promotional use.

One form is the ideal, which is sent to all members for use on glass areas of store doors, promi-nent display windows, delivery truck windows, etc. Additional decals are available if desired. A member is asked to return the year at charge. Size: 3½ by six inches.

Another form is the sidem, identifying member merchants for news releases, advertisements and promotional mailings. There is no charge for these mats, which measure 5½ inch by 1 inch.

Third form is an electro cut of the NAMM seal for use on any printing is required. It will last for thousands of impressions. It may be used, for example, on invoices, statements, shipping labels, letterheads, en-volopes, programs and miscellaneous advertising. The size of the electro cut is 5½ inch by 1 inch. It costs $2. Black and white glossy reproductions of the same seal are available with- out cost to members requiring special sizes which may be re-produced locally.

Code of Ethics

NAMM also makes available the association Code of Ethics printed on heavy coated paper with the association seal in the background, surrounded by a red border. This is good for display in the store or department. There is no charge.

The NAMM Code of Ethics reads: "To deal honestly in all merchandise of guaranteed quality, . . . To give honest counsel on subjects of musical merchandise, . . . To refrain from unjust criticism and unfair competition. To adhere, faithfully, to all undertakings and warranties, . . . To co-operate toward the aim of a closer alliance among all devoted to music in all its branches."

For more information on NAMM services to record re-tailers, contact National Association of Mass Merchants, 222 West Adams Street, Chicago.

Scanning The News

Admiral Corp. has announced expansion and realignment of re-gional managers. New regional managers named by Clarence B. Finsen, vice-president, independent distributor, are as follows: John Mitchell, Phoenix; Art Tye, Dallas; Donald Reeder, Denver; C. C. Oviatt, Harris, Dallas; William Compton, (Continued on page 64)
HELP WANTED

COMPLETE. MANAGER FOR DISTRIBUTION
COMPANY. Must have strong sales ability and experience. We are looking for someone who would be interested in the electronics field. This is an independent opportunity. Write: Withers, P.O. Box 350, Chicago, III. 60601.

FIELD REPRESENTATIVE WANTED to cover East and Midwest for recent introduction. Send resume to: Chicago Office, 322 N. State, Chicago, Ill. 60602.

WANTED: BOOKING AGENT for company new attraction, beautiful idea. Existing bookings. Send resume to: Jim Coyle, Variety Show, Inc., P.O. Box 250, Chicago, Ill. 60604.

POSITION WANTED

MAN. 25, BACKGROUND IN MUSIC,
enjoys administrative, with some
experience in booking. Seeking a similar.
secure situation in New England, Calif.,
Billboard, 148 W. 40th St., New York,
10018. Can be reached at Los Angeles.
11 YEARS RECORD INDUSTRY PRO-
fessional experience. Write: C. W. 
Mattingly, Reprise Records, 5010 Beverly 
Boulevard, Hollywood, Calif. 90027.

PROMOTIONAL SERVICES

PRODUCERS-SONGWRITERS: WE WANT
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new music we have. Bill Ward, Randy 
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Pavilion Pl., New York, 10028.

National Record Promotion
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• DISTRIBUTION SERVICES

• NATIONAL DISTRIBUTION CONTACTS

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• RECORD LABEL CONTACTS

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• RECORD PRESSING

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Say You Saw It in Billboard
CHICAGO—A new constitution and pension plan were approved by the National Vendors Association board of directors at their semi-annual board meeting, Oct. 30. In addition, the more than 35 board members heard Rolfe Lobell, chairman of convention plan committee, list the tentative schedule of meetings through October 1968.

Due to the unplanned room arrangements for the director's conclave, members eyed the program schedule of upcoming meetings with particular care. Bulk vendors arriving at the Conrad Hilton found themselves isolated from other members of their industry. Operations seeking to visit the numerous manufacturers on hand for the meeting found that they had to search for rooms throughout the big hotel. Jane Mason, NVA executive secretary, finally was able to gather a complete list of names and room numbers of bulk manufacturers, however, were prohibited from hanging at the hotel because they were sharing the building with NAMA.

The new constitution, which was the first order of business, spells out for the first time a full definition of a manufacturer. Furthermore, it precisely stipulates that manufacturers are prohibited from holding office. As approved by the directors, it reads: "MANUFACTURERS: Any individual, firm or corporation who offers for sale to the bulk vending trade any item for which he is the prime or sole source, or who manufactures, manufactures or causes to be manufactured such an item."

Under the article regarding eligibility for office, "All regular members shall be eligible to hold office in the Association, unless they are manufacturers."

The clear indication of the manufacturers position regarding office eligibility in Chicago. Harold Bell, former president of NAMA, was next in line for the presidency. However, health reasons forced Bell to decline the position. Harold Foltz, secretary, would have then been the nominee. But Foltz, who with his brother Roger, owns the largest vending machine company in the nation, Folz Vending Co. in Oceanside, N. Y., was declared ineligible because the company had formed a manufacturing division, Lawson Novelty Co.

Proposals to waive the regulations were defeated by both the board and the general membership despite the claim that the company is geared to vending. After the election, the new officers will submit a committee to clarify the language of the constitution.

The new constitution, as presented, did not include any maximum number of stocks buys or vaccine compositions of 50 per cent or more operators. The omission has caused some operators voiced their objections to the new committee statement which said that the 50 per cent regulation had always been used as an unwritten guideline. Also approved at the board meeting was a variable pension plan.

The program is the same as that presented and approved this year by the Musicians' Agents of America. Offered by Labin Associates of Chicago, the plan includes a life insurance package coupled with an investment program. If the approval of the plan does not mean that members are required to join. The plan is offered as an individual basis, that is, no minimum number of stocks is needed, but NBA's endorsement was required before any member could sign up. The plan is not available to the public at large.

The insurance section comprises parts - pre-retirement death protection, guaranteed cash value for emergency of opportunity and guaranteed cash value at age 65. The investment phase, which may be purchased separately involves mutal fund common stock. Also, an annuity option is available. The money accumulated may be converted to annuity at age 65 at the rate attained at entry into the plan.

In other business, Rolfe Lobell distributed the proposed schedule of meetings and conventions through 1968. Most of these meetings are scheduled for the October semi-annual board meeting. "The plan is to avoid this year's confusion and disparity, the director's meeting last fall, 1965. We will be held on the outskirts of Chicago or neighboring suburb. "Since many of our members' activities are intertwined with MOC and NAMA, we should hold our meetings near to each other," Lobell said. Because of this diversity by operators, MOC timed its convention with NAMA's this year.

The general consensus for the meeting to be held on the outskirts of town or in one of the Chicago suburban areas from the convenience of the set-up. Without the need to attend the other conventions, NVA board members can still make arrangements without any interference from the other groups.

NAMA policy, which is that all bulk operations are complete organization are held at the same hotel. Because of the large convention crowd and bulk vendors found themselves in rooms only at the Conrad Hilton. But since NAMA was also held at the Hilton, bulk manufacturers who did not belong to NAMA were prohibited from attending.

Jack Nelson Elected NYMDA Interim Pres.

CHICAGO—Elections and a discussion of problems facing the board were the semi-annual meeting of the National Vendors Marketing Distributors Association here, Oct. 30 at the Conrad Hilton Hotel.

Mr. Nelson, a vice-president of Vendco was elected to fill the position of secretary-treasurer through April 1967. Until that time he will serve as both president and vice-president. The vacancy in the highest office was caused by Irwin Nable, former NYMDA president resigning his post and entering the Jennon Co. in the National Vendors Association last April.

The 23 members attending the meeting also voted to retain Bernard Folz of Butterman & Son to the office of secretary-treasurer.

Problems:

High on the agenda of the meeting was the "(Continued on page 66)"

$1,500 NVA Grant to NYBVA

CHICAGO—Board members of the National Vendors Association presented a $1,500 grant to the New York Bulk Vendors Association. The contribution supplements the moneys collected by the local association from its members for contributions to free New York operators from excessive financial tax burdens and other industry problems. NYBVA has already paid the substantial part of its expenses.

However, before the board's unanimous approval, Roger Folz, president of NYBVA, had to amend his request to stipulate that the grant would be contingent upon all members of his organization joining the national association.

Foltz, in his statement to the board, noted the industry advances that have been achieved through the efforts of the board. Top on the list was the recent sales tax battle which exempted bulk vending operators from the 5 per cent fee they would have paid on all vended merchandise. Through the numerous meetings taking place between the association and tax officials, an agreement was reached. Also, bonus and salaries tax would be levied on merchandise vended at 10 cents or less which in turn has saved its members thousands of dollars.

NYBVA has also spearheaded the drive against slugs. The problem, which is serious, but not exclusive to regions where bingo

BULK VENDING NEWS

NVA Board Okay Bills, Pension Plan

Jack Nelson Elected NYMDA Interim Pres.

$1,500 NVA Grant to NYBVA

THE TITAN II

The Titan II sytets all types of bulk merchandise and capsules, including wrapped gum. It is the ultimate in mass merchandise display and stimulates greater sales through outstanding point of sale. New features include a larger coin box with larger change compartment, interwoven coin channels all coins into coin box without being counted. Coin channels are interchangeable with the Stand-And Count. Lebanon vaulted coin box from one product to another. The avtophone feature is a service head designed for versatility and convenience. The new slip-top mechanism can be easily modified for any change. The mail order...
NVA BOARD OF DIRECTORS gather from all parts of the nation for the semi-annual board meeting at Chicago's Conrad Hilton Hotel. More than 35 directors were on hand to ratify NVA's new constitution and bylaws, approve a variable pension plan and hear the tentative calendar of events through 1968.

NORTHWESTERN
Model 60 Bulk-Pak
Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEEKS, DUBBLE BUBBLE, TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

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Manufacturers Representative
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VICTOR 77 GIFT BAR
Beautiful Presentation-Finished capsule capsule vending unit, specially designed for the finest top money-earning locations. Beautiful lighting display,(sys 150 sq. in.) is sold at favor of $4.00.

LOGAN DISTRIBUTING, INC.
1893 W. Brainerd St., Chicago, Ill. 60639
Phone: (312) 92-6470

NVA Bd. Sets Bylaws, Pension

- Continued from page 65

formal exhibits in their rooms. (Northwestern, Vendor Manufacturers and Serbe exhibited at NAMA.)

Upcoming in April 1967 will be the NVA convention in New Orleans. Scheduled for April 6-8 at the Monte Leone Hotel in French Quarter, the conven-

Nelson New NVMDA Head

- Continued from page 65

closed meeting was a discussion of packaging and pricing of charms and capsule mixes. Recom-

specific contents to be disclosed. Distributors feel that they are being overpassed by manufac-

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You need all three to meet competition, and you need them NOW!

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The Penny King Company
1239 W. Mission St. • Pittsburg, Pa. 15203
World's Largest Selection of Capsules and Charms From Factories in Hong Kong & U.S.A.

Nelson New NVMDA Head

- Continued from page 65

closed meeting was a discussion of packaging and pricing of charms and capsule mixes. Recom-

specific contents to be disclosed. Distributors feel that they are being overpassed by manufac-

STEM SPECIALTIES COMPANY
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Pat and Lyn
SAY:
LICTOCHE GEMS!
(Hi"" BITS OF CANDY-COATED LICORICE)
HIGH COUNT plus HIGH FLAVOR plus HIGH COLOR ADD UP TO HIGH PROFITS!!

Pat and Lyn
CANDIES
DELIVERED TO YOU BY THE WORLD'S LARGEST BULK VENDING CANDY MANUFACTURER!


NEW VICTOR 77 GUM & CAPSULE VENDORS
A REAL SALES STIMULATOR IN ANY LOCATION
Beautiful eye-catch design. Mixed merchandise irresistible. Convenient, interchangeable, automatic, dis display panel. Vends 100, some grande V,'s Venden, 5'0 or 50'c coin

NEW ITEMS HIGH QUALITY LOW PRICES

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.

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Copyright Accord Achieved at MOA Convention

Tolisano Is Elected MOA President

CHICAGO—James F. Tolisano, Florida operator and leader in the revival of that State's trade association, was elected president of the Music Operators of America at the annual convention here last week.

Tolisano, who held the post of MOA secretary last year, succeeds John A. Wallace of Oak Hill, W. Va., who becomes chairman of the board. A former New Englander, Tolisano now resides in Clearwater, Fla., and is owner of West Coast Music. Elected secretary was William B. Cannon, MOA treasurer last year. That post will be filled this year by Howard Ellis of Omaha; John Trucano, Deadwood, S. D.

MOA Member Drive Hits 307: Still Going

NEWLY INITIATED MOA MERIT AWARDS were presented to the above for their efforts in the highly successful 1966 membership drive. Pictured, from left, are C. C. Bishop, Frank Fabiano, Lou Glass, Bob Vihon, Bill Cannon, Bill Anderson, national chairman Jack Bess, Bob Nims, Les Montooth, Ted Nicholas and J. Harry Snodgrass.

DENVER SCHOOL SOLID; PLANS MORE

CHICAGO — The Denver school is now on a solid footing, founder Jack Moran said at the Music Operators of America Convention here last week. A few weeks ago, the two-year-old school for beginning coin machine mechanics was suffering from lack of students, a paradox in the midst of the industry's acute labor shortage.

"After the articles which ran in Billboard," Moran said, "I began getting calls from all over the country from operators desiring to send out a man for training." Moran added that he also found an "angel" to help over some of the financial rough spots that are inevitable when new—coming federal funds are to be depended upon for school financing.

Moran, who sold out his Denver operation to pioneer in the technical training field, achieving for the first time the use of federal manpower training funds for the instruction of coin machine mechanics, said that he will now set up a school in Atlanta and another in Chicago. The Atlanta school is scheduled to open in November, and tentative opening date for the Chicago school is Jan 15, 1967.

"Associations in Florida, South Carolina, North Carolina and Alabama," Moran said, "are strongly behind the Atlanta school. The Chicago school is backed by the Illinois association, he said.

Operators may pick their own men to send to all three schools, Moran explained at his MOA booth, and may send them for training at federal expense. All that is required is an operator's letter of hiring intent.

EXECUTIVE COMMITTEE OF MOA poses following election at 16th annual convention. First row, from left, President James Tolisano, Clearwater, Fla.; Clinton Pierce, Brodehead, Wis., member of past president's council; Secretary William Cannon, Haddonfield, N. J.; Lou Casola, Rockford, Ill., member of PPC; J. Harry Snodgrass, Albuquerque, N. M.; Bob Nims, from left, Board Chairman John Wallace, Oak Hill, W. Va.; Executive Vice President Fred Granger, Chicago; Vice-President Les Montooth, Pheonix, Ariz.; Vice-President Al Denver, Brooklyn; Vice-President Frank Fabiano, Buchanan, Mich., Secretary-Treasurer Harry Shaffer, Emporia, Kan.; Vice-President Harry Leyser, San Francisco; Vice-President A. L. Pierce, Manhattan, Kan.; Treasurer Howard Ellis, Omaha; Vice-President Russell Mawdsley, Holyoke, Mass., and Sergeant-at-Arms John Trucano, Deadwood, S. D. Not in picture is Vice-President Tom Greco, Glassco, N. Y.
By BRUCE WEBER

LOS ANGELES — Bowling manufacturers, just now beginning to recover from an eco-

nomic recession, are showing signs of a

slowly improving market. The situation is

gradually improving, and the industry is

beginning to feel the benefit of the recov-

ery from the downturn of the 1950s.

However, there are still a few problems

that need to be addressed before the in-

dustry can fully capitalize on the current

trend. One of these problems is the lack

of an adequate supply of new machines.

The supply of new machines has been

limited due to the economic conditions of

the past few years.

On the other hand, the industry is ex-

periencing a steady increase in demand

for reconditioned machines. This trend is

expected to continue as the demand for

new machines decreases.

The industry is also facing challenges

related to the pricing of new and recondi-

tioned machines. The prices of these ma-

chines have been increasing due to the

economic conditions of the past few years.

Manufacturers are trying to balance

the need to maintain profit margins with

the need to remain competitive in the mar-

ket.

In conclusion, the bowling industry is

experiencing a slow but steady recovery

from the downturn of the 1950s. However,

there are still a few challenges that need to

be addressed in order for the industry to

come full circle and enjoy a stable future.

HOW DOES BOWLING ALLEY

RATE AS LOCATION TODAY?

By BRUCE WEBER

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SHOW PHOTOS

Photo coverage of the big

MOA and NWMA show

appears in next week's

Billboard. Inclement weather in the

Midwest this week caused a delay.

when answering ads . . .

Say You Saw It in

Billboard

NOVEMBER 12, 1966, BILLBOARD
How can Seeburg guarantee that this will never happen?

We do it with a revolutionary new kind of trip-switch nobody else has.

Seeburg's new magnetic reed switch trips records with fantastic regularity. It's just one of the little extras that make the Seeburg Stereo Showcase the most advanced coin-phonograph in the world.

With this switch, there is never any "sticking" at the end of a record to annoy location patrons and make the bartender drop everything to cancel it.

We won't bother you with the technical details. (Ask your distributor for those.) We will tell you that it works so well we've placed a five-year warranty on it.

Operators and location personnel who have seen this new switch in operation cannot praise it enough, enough, enough, enough, enough ...

--- Growth through continuous innovation

The Seeburg Sales Corporation
• International Headquarters
Chicago 60622
Seattle One-Stopper Critical
Of Little LP Planning,romo

SEATTLE — This month marks eight years since Lew Choate left Decca's organization to help found the Seattle Record One-Stop. Today, as manager and co-owner, Choate has some definite views on jukebox operator needs and says, "The coin machine part of my business has become my first love."

To prove his point, Choate said that he prepares two weekly record "sheets." Besides the normal "Top-40" type listings for record dealers, he distributes a sheet called "Box Score," aimed solely at phonograph operators.

"With the vast number of new titles coming out all the time, not to mention a greater number of Little LPS, I'm saying that it's important to the operator to have the record in his hands before it's been on the market."

"The timing of Little LP releases is very bad," said Horie. "The record manufacturers should use the same principle in releasing Little LPS as they do with big ones: Take immediate advantage of a hot single, put it on LP and release it along with other examples of the artist's recent releases.

"The important factors," he said, "are immediacy of release and sound. In the former case, if a Little LP comes out in time to take advantage of the excitement created by a big single it will receive a better response. Also, if it comes out simultaneously with the big LP, it will help sales of the album by exposing the product. Conversely, the play of the Little LP will be helped by the advertising and promotion of the big LP.

"The 'sound' factor is important because it is not the name that people pay to hear, but the sound associated with that name. Having heard an artist's sound on a single, people will be induced to try a Little LP, but will not continue to play it if it does not have the same sound. Because of the quickly changing styles of music, new record companies and new artists are coming up all the time, people are very much aware of what is current and what is dated," Horie said.

"If you do it properly," added Choate, "the manufacturers are trying to push off some two- or three-song LP's for coin players. After a few bums the buyer naturally becomes discouraged and begins to stay away from little LPS.

"The Little LP record industry treats the Little LP's just like any other product," said Horie. "It does not think of it as LP's and LP players, however, that the Little LP could be of great advantage to the manufacturer — it has definite promotional as well as sales value. This value would be evidenced if the record companies would only try to take advantage of it. They can never forget that, with it, the record companies could very little extra to release a Little LP with material taken from a new No. 1.

"The Little LP also has the potential of helping to sell the additional adult product," Horie continued. "But it has to be the right kind of adult product. Too many old line operators are not using Little LP's to their best advantage. The present generation of young adults — that middle twenties group which makes up the greatest single user of coin operated machines — has grown up with Elvis Presley, Guy Lombardo will not suffice for them. They need a Little LP in the form of the recent Ramsey Lewis and Tina Brav's sound is good example of this type, but it has the definite beat that is so familiar to this young adult group.

"And to make matters even worse," said Choate, "the manufacturers will probably be too impatient with the Little LP and will discontinue it. Remember the stereo 45's that came out when stereo phonographs were first produced? Well, after a few years the record companies gave up on them because there weren't enough of them being sold and you couldn't sell a 45 stereo single today.

"What had happened," said Horie, "was that operators were not going to scrap all their old machines at once. They changed gradually — a few at a time — and were incapable of using very many stereo 45's for quite a while. Now, practically every jukebox in the country can play a stereo 45 — but it's considered an experiment that failed and no one would try it again.

"Similarly," Choate said, "there are many jukeboxes incapable of playing the Little LP today. Also, because Little LP product has not been thought out well, operators have been unable to find only a limited use for it."

"I finally boils down to this," said Horie. "The jukebox industry is based on the idea of the consumer being able to select the music he wants, when he wants it. So, whether it is stereo, or Little LP, the prime consideration has to be sound. The Little LP has to be treated with the same merchandising philosophy that record firms treat the rest of their product. Until the record industry adopts such a policy, the Little LP will not be a big success in the coin industry."

THE COMEDY

Bill Moran Has Been Fixing
Machines Since Toddler Age

By BOB LATIMER

DENVER — About 20 years of coin machine repair work at age 21 sums up the experience of Bill Moran, who recently joined his father Jack in the management of the Institute of Coin Operations here.

Jack Moran has provided a much-appreciated service for the coin machine industry throughout the country with his Institute, having averaged an average of 17 or 18 mechanics per session. All are accredited automatically "good operators" and distributors, vending organizations, etc., before the ink is dry on their diplomas. Now in the second year, the Moran school has received full government certification, and as a result is pulling applicants from throughout the nation. For example, slated to start shortly are two students from Hugh Gorman, vending division sales manager, Chuck Miller, Eastern regional manager, Robert MacKeown, Midwest regional manager, William Kirk, field service representative, Edward Lorkowski, field service representative and Ray Anderson, service manager.

"Young Moran has literally grown up with the coin machine industry, working with his father from toddler age. He handled tools and minor disassembly while in grade school and worked with his father during afternoons and evenings all the way through high school and a year of college. He intended to be a commercial artist, his major while attending the University of Colorado. But, as he put it himself, "I became disenfranchised early in the program." He joined his father with coin machine mechanic training instead several months ago.

Bill can handle any aspect of the school's operation, but confines himself primarily to the ministrative work and promotion of the school, "It's a field with a great future," said the younger, particularly gratifying because of the great need for trained men in the industry today."

Coinmen
In the News

NEW ENGLAND

Municipal North Beach Park Super, William Keough reported that Canteen Company's vending machine and service operation will gross in excess of $20,000 for the year according to Thomas V. O'Keefe of Canteen Co. in South Burlington, Vt. Canteen's deal yields the city five cents per cent of the gross above $75,000. New Hampshire's director of the Tobacco Tax Division, Frank Cash, reports that revenue increased $150,000 over last year in the first quarter of fiscal 1966. Net revenue as of Sept. 20, 1966, was $2,314,684.44, against $2,580,572.17 last year at the same time. Over 250 Manhattan (N.J.) Club members flocked to John T. Lazar, owner of Lazar Music Co. at a testimonial dinner for the operator held at Atauri's Chateau Banquet Hall recently.
endorsed, drafted on the eve of the MOA convention, pledged a united front of manufacturer-MOA copyright front, a close working relationship, and urged passage of the newly revised consent decree to keep the royalty proposal made in January, 1966.

Key points of the MOA proposal were ignored in the section (116 of the Copyright Revisions Act) of the House Judiciary committee on July 7, 1969, until Congress convenes next January. Outgoing MOA President John Lawyer called on MOA members “to assist the legislative committee. Study section 116 of the bill and contact your congressman and senator personally. Tell them that the proposals as they stand and that we want a hearing on the bill. Yes, we are asking you to contact your congressman.”


date

MOA Executive Vice-President Fred Grenger made it clear that the association is not calling for a letter-writing campaign, but rather in-person chats with elected officials to acquaint them with the industry’s position and the flaws in section 116 of the operator’s view.

Another Wing

“If that section gets through,” observed Allen, “they’ll have to add another wing to the Library of Congress for all the bookkeeping it requires.”

The clashing vocation tended the MOA campaign. A group of long-time ubiquitous representatives, including Mr. Harry Withrow of Birmingham, Ala., and distributor Meyer Partch of New York, were among the survey’s primary sources.

Unity on the copy question was achieved in what was unorthodox procedure. A recognized new wave of equipment tailored trade show visitors (see photo section) including generation video machines that should assume their place at last in the coin machine industry.

Very Welcome

Sirs: Paul Zakarias’ article on page 59 of the April 15 issue of Billboard was very, very welcome to the Veterans Administration. Please pass the word to all your people who have all our readers and advertisers.

L.C. Fitzgerald
Veterans Administration
Los Angeles, Calif.

Mr. Fitzgerald is referring to an article in Billboard’s May 22 issue and most of its readers and advertisers should take the time to read it.

Chicagoland

Canteen’s McGuire Elected President of the NAMA

BY EARL PAIGE

CHICAGO — James T. McGuire was elected president of the National Automatic Merchandising Association at its 30th anniversary convention here last week. McGuire is vice-president of Canteen Corporation here, has served on the NAMA board since 1962.

McGuire has worked as a member of a number of association committees. Since 1963 he has been a member of NAMA’s executive committee.

A graduate of Boston College, McGuire belongs to the Chicago Athletic Club, Merchants and Manufacturers Club and the Executive’s Club of Chicago.

The association also named a new senior vice-president, vice-president and treasurer during a convention and made the following appointments.

JAMES T. McGUIRE, vice-president of Canteen Corp., who was president of NAMA during Chicago convention.

MOA DIRECTOR, one of whom were elected at the annual convention of the National Automatic Merchandising Association’s convention, are, from left, Jack L. Burlington, Vendo Co., Kansas City, re-elected; McGuire, E. H. Fling, Service Systems Corp., Buffalo, N. Y.; and Ted R. Nicolai, Servomation Western, Inc., San Bernardino, Calif., re-elected to the board of directors.

The five new directors named.

(Continued on page 78)

CELEBRITIES LIKE PRESS CLUB PHONO

NEW ORLEANS—Lawrence Lagarde, of TAC Amusement Co. here, has one definite location in mind as a spot for See- borg’s new Showcase—the Press Club at 201 Carrattes. The club is a must for most conventions appearing in various clubs here, and not a few like Frankie Randall who recently appeared here, spot their recordings on the well-programmed phonograph.

Affluent Society Spawled

Vending, Says Sociologist

By BENN OLMANN

CHICAGO—Only a society as affluent as the one we Americans enjoy could spawn and support an industry like yours, the annual meeting of the National Automatic Merchandising Association was told by Dr. Raymond MacC, head of the sociology department, Northwestern University.

"Where people spend all their time working just to obtain essential food and shelter, an industry like yours is meaningless." As a sociologist, said Dr. MacC, he has studied a bright spot for the vending industry. He tied in the population explosion as a potential factor in predicting further growth. Dr. MacC’s talk also spotlighted the declining percentage of unskilled workers in the American labor force. In 1926, he said, “roughly 36 per cent of the American population was in the unskilled labor class. By 1950, the percentage of workers without special skills had dropped to 19 per cent, and today the figures have fallen to 7 per cent.”

The implications of these statements will be discussed in a paper to be presented at the annual meeting of the American Sociological Association in the fall.

Mo. Association Feted John Fling

CHILLICOTHE, Mo.—John Fling was guest of honor at a meeting of the Missouri Coin Machine Council held at Regers Dinner House here recently and was presented a set of pipes and a walnut smoking set. A gold plaque was affixed to the smoking piece commemorating Fling's 20 years with the association.

Members of the association welcomed Bill Taylor, Melody Music, St. Joseph, Red Howe, Howe Amusement Co., Kansas City, and Walter Cob, Acme Music, St. Joseph as special guests at the meeting. President John Masters, special World's Fair guest in Baltimore through his long friendship with Oriole manager Hank Baur who hails from Kansas City, announced that he had signed John Balk, Worldfitter distributor in Kansas City, to a MOA membership.

(Continued on page 78)

The Greatest Juke Box of All Time

THANKS, everybody, that I had an opportunity to talk with all the MOA show. The Americana makes sense to everybody—and its beauty, serv- iceability and sound make ($5) for the operator. It was the greatest acceptance we ever have had on a product. We wrote more orders in the first three hours than we ever did during any whole convention.

PS: NAMA was hot for us, too. Plenty of interest and orders in the Candy Shop-Snack Shop machine. If you weren’t there get in touch pronto to find out what you’re missing!

John Bilotta
75 Companies Sign for Vienna Show

VIENNA—At least 75 coin machine manufacturers and distributors will exhibit their wares at the second International Congress and Exhibition of Coin-Slot Machines for Industry and Trade (INCOMAT) here Nov. 12-15. But the Japanese, who were expected to show up in quantity with a variety of coin machines for the first time, will be conspicuous by their absence.

Billboard European Editor Don Wedge reported from London that as of Oct 28 no Japanese firms had taken space for the exhibition at the Kunstlerhaus here, whereas reports emanating from the Austrian Coin Machine Trade, the show sponsors, last summer indicated that as many as 12 Japanese exhibitors were expected.

No explanation for the failure of Japanese firms to show up has been forthcoming. It is expected that Billboard correspondent Omer Anderson, who will be covering the INCOMAT event here, will learn why the Japanese have further delayed their expected entry into the European coin machine market.

Be that as it may, the exhibition, which will run simultaneously with business sessions (see program) is expected to be an unqualified success. Though officials had hoped for some 200 exhibitors, the 100 eventually expected to sign should draw an excellent buying crowd.

With the massive U.S. exhibitors, the Music Operators of America and the National Automatic Merchandising Association just completed, some 10 U.S. firms will be left with plenty of space to display their wares. U.S. game and vending firms will be represented.

Theme for the congress is "One coin machine world for all." The one-world aspect of the theme, however, will carry less significance with legal struglge participation by several coin manufacturers from communist countries has also not materialized.

The second INCOMAT show was held here in 1964.

Badger Assn. Briefed On Copyright Bill

CHICAGO — An advance briefing of the status of pending federal performance fee legislation was given members of the Wisconsin-Music Merchants Association at the group's pre-convention meeting, Friday morning.

C. S. Pierce, Brodhead, state president, and a leader in the MOA's efforts to defeat the proposed law, said, "I wanted to present this preview of what will undoubtedly be said on the regular convention program in order to give you an insight to the years of hard, dedicated work of the MOA legislative committee.

There is no longer much doubt that the jukebox industry will have to come up with some sort of performance fee. What still has to be determined is: the amount we will have to pay, and how can it best be handled."

"Although the bill died in the rush to end this last session of congress, it is certain to be revived under a new number and with equal vigor by its proponents," he added.

Pierce urged all the Wisconsin operators to contact their congressmen during the legislative recess. "Now is the time to talk to them and explain our position, while they are at home mending their political fences."

Louis Glass, Modern Specialties, Madison, association vice-president, told of a recent ruling by the Wisconsin tax department (Continued on page 78)

FOREIGN JUKE IN MOA DEBUT

CHICAGO — The introduction of "the Jupiter" jukeboxes at the MOA show was the first foreign entry in several years. Jupiter Corporation officials claim the new phonograph as the world's first "electric" jukebox. It requires one year guarantee for all parts, features a 4,500-piece access component, a continental appearance, personal service and requires little space.

Three models are available: the Jupiter 80 (with 80 selections), Jupiter 100 and Jupiter 120, a stereo unit.

VIENNA COIN MACHINE CONGRESS PROGRAM

VIENNA—Following is the program for the second International Congress and Exhibition to be held here at the Konsturms, Nov. 10-15.

SUNDAY, NOV. 12

3:00 p.m. Work Group: International Operation and Problems. Chairman, Mr. Heim Keiser, president of the Schweizerischen Automatenbranche. Report: Coin Machines In Light Of International Statistics. Lecturer: Mr. Peter Nann, Augsburg, president of the Bayerischer Automatenverband.

TUESDAY, NOV. 15

10 a.m. Work Group: Jukeboxes, Coin Machines for Games and Entertainment. Chairman: Mr. Paul Damm.


Vienna Trade Show Exhibiting Companies


NOVEMBER 12, 1966, BILLBOARD
DAT ROCKAKA addressing members of Amusement Trades Association while English coin machine operators were visiting Rock-Ola plant in Chicago.

STUDIED INTEREST is registered in the expressions of these English operators as they view production line at Bally plant during tour while ATA group was in Chicago.

ENGLISH MEMBERS of Amusement Trades Association about to embark for Bally plant tour. On left, Vivian Ruffler, daughter of William Ruffler, of Ruffler & Walker, English coin distributors; center, Tom Mink of Bally, in white shirt, and right, Herb Jones, director of public relations and service at Bally.

THE WURLITZER CO.

WURLITZER'S Americana, which debuted at MOA convention along with its companion music selector console, the Satellite. Phonograph incorporates many new features including optional dollar bill acceptor, changeable scenic panels, spot on top deck for location license and completely new styling. (See story.)

November 12, 1966, Billboard

What ATA Group Found in U.S.

By EARLE PAIGE

CHICAGO—Were England's music and game operators crying vendling and other forms of diversification as were their American counterparts during the dawdling trade shows here? The answer from 82 members of Britain's Amusement Trades Association was "yes.

"The saturation point is pretty well reached on music machines in our part of the country," said Edward Woodhouse, of Nottingham, who along with his wife were among the group that toured the Music Operators of America and National Automatic Merchandising Association trade shows here and made trips to other American cities. "We're over here looking for other types of machines," Woolhouse said.

He said the relatively high costs of new equipment in England, which had to last last January's repeal of the income allowance, has forced British operators to buy more used machines. "Oh, you have a few sites that warrant newer equipment, but by and large furnish- ing music in pubs is merely a bloody convenience to them. We've got to diversify, simply have to," he said.

The Nottingham operator and his wife and several others in the group explained that the income allowance cutback was a severe blow to British expansion into vending. Operators, prior to Jan. 1, 1966, could obtain a 30 per cent initial allowance and another 20 per cent first year depreciation.

Adding to the problem of English operators being less liable under the present conserva- tive government is the fact that vending, generally, hasn't caught on well with the country's smaller operators. They are no less interested, however, and many, such as Ivor Osmund, Dennis Franklin, Brian Blackburn and Gerald Peregio, belong to three trade associations.

Osmond said: "The Amusement Trades Association is composed of operators of fruit machines, pin tables and bingos. Then we have the Phonograph Operators Association (POA). Another is the Amusement Carriers Association for Arcade and Travelling Showmen." Explaining the plight of vending in England, Osmond said that cigarettes are dispensed in packs of 10, and filter brands in packs of nine cigarettes. "They go for two and six," he said, meaning two shillings and six pence, or 35 cents in American money.

Commissions on cigarettes and even candy, the Englishmen are generally unheard of because locations want the convenience of machines. Many operators, such as Peter Wiseburgh, of Quick Maid, London, are quite optimistic.

"We just completed a top- whip installation," he said. "It's a factory where they're renting the machines for three pounds a week. In addition, we're offering to buy the bev- erages for them so it's their re- spective machines filled. "We are," he said, "giving them one of our maintenance men but they're paying the chap's salary." Ian Pearce, of Hertfordshire, a city of 12,000 30 miles from London and already in cigarette vending along with his music, was equally enthusiastic though cautious about other types of vending.

In fact, Pearce was formerly exclusively in vending as a Can- ton Co. distributor. "I sold out my interest and went into music," he said, "then my locations started wanting cigarettes because the bartenders were stealing too many. Now I'm back in vending."

PIC Appointment

CINCINNATI — Patterson International Corporation here, a manufacturer of coin operated devices and currently with Foxhall Match, Fit Match and Drag Strip amusement games, has announced the appointment of Milne G. Denny as executive vice-president and director of the corporation. The announcement was made by L. T. Patterson, PIC president.

Denny, who served for several years as a faculty member at the University of Cincinnati, will be primarily concerned with pilot programs to test market reaction to new PIC products. Patterson International, in addition to manufacturing leisure time products, now holds the national sales rights to an automated postcard vending machine and a coin operated 45 rpm phonograph record vender.

WILLIAMS Electronic Manufacturing Corp. displayed Big Strike (left), a new single-player add-a-ball with carry over feature and Casanova (right), a one or two player flipper game. Seen at exhibit were president Sam Stern, vice-president Jack Mitte, sales manager Bud Lurie, Herb Gettlinger, Al Gregg, Frank Murphy, Norman Clark, Don Curnen, Pete Sagan and Steve Korte. Also displayed, United Encore six-player shuffle alley and Aztec bowling alley, among vast array of Williams' products.

BASEBALL GAMES HERE'S THE PITCH!

A Scoring Line-Up Of Hit Values—Catch These Bats! You Score in Savings!

1 CC All-Star Baseball...$225.00
2 King Deluxe Baseball...75.00
2 Wm. Official Baseball..125.00
3 Mid. Deluxe Roller Champ..175.00
4 Mid. Top Hit...295.00
6 Mid. Double Play...345.00
4 CC Big League...195.00
10 Mid. Little League...375.00

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A Rowe AMI "first"!... the super merchandising feature that really sells music in quantity.

The Rowe AMI Dollar Bill Acceptor is the most sensational "first" in the industry! It's the money-makin'est, money-takin'est feature ever... customers go wild over it!

Completely test proven, absolutely reliable mechanism. Easy on-location service - mechanism pulls out on sliding rack for simple servicing.

Remember... Rowe pioneered and perfected the original Dollar Bill Changer. We've had almost 10 years of experience with this type of mechanism... longer than any other manufacturer!

Gives You These Big Benefits:

Creates a tremendous double-overplay! • Does not make change—customer must play dollar's worth of music. • Moves more money through phonograph faster than ever before. • A must for every location - most talked-about feature in the industry! • It'll make your profits skyrocket!

Extremely quiet and attractive, rejects all paper currency except dollar bills.
“PLAY-ME” RECORD

These sales-stimulating records are increasing location play by over 40%.

NOW... a phonograph that “talks” to your customers... invites ‘em up to play. Another Rowe AMI exclusive... “Play-Me” talking records are original Rowe AMI Recordings... Rowe “Personalities” talking directly to the location’s customers. Professional, first-class entertainment... featuring light, humorous invitations to “come up and play some music.”

The Music Merchant’s special timer lets you pre-set these records to play in sequence after a dead-time interval of anywhere from one minute to thirty minutes. Two “Play-Me” records are supplied with each phonograph.

PLUS... you can have the country’s top jukebox stars promoting more play at your locations... exclusively on the “Play-Me” Records. Don’t wait, listen to them now at your Rowe AMI Distributor.

GUARANTEED... to get additional play!
New Merchandise
Continued From Last Week

AVENCO

GRANGER TO ATTEND VA. CONVENTION

RICHMOND, Va. — Music Operators of America Executive Vice-President Fred Granger has accepted an invitation to address the annual convention of the Music Operators of Virginia here Nov. 18-19. The invitation was extended by MOA President Dick Lumphkin. During his trip here Granger is expected to report on the recent national convention of the MOA and perhaps announce preliminary MOA plans for increasedonestop participation in the MOA.

AVENCO'S new Executive 700 single cup fresh brew coffee unit was among products displayed at this Minneapolis company's exhibit at the 1966 NAMA. Important feature of the machine, a 700-cup capacity unit offering coffee and tea four ways as well as hot soup and whipped chocolate, is its "componentized" construction. All major components such as brewer, tea unit, soup unit, etc. are quickly removable.

This American division of Ditchburn, international British music and vending complex, introduced its Magicold soft drink vendor featuring "instant ice" in a unit measuring 56" high and 27" wide yielding a 600-cup capacity with 9-gallon syrup storage in reserve.

Vender's ice is formed instantly upon deposit of coin and drops simultaneously into cup along with the syrup, thus eliminating ice storage problems. Unit has five selections, carbonated and without carbonation.

Personnel at the exhibit were four other basic models and 16 models in all were shown, including executive vice-president Dick Cole, sales director Stan Gaines, Jerry Leitser, chief engineer, U. S. operation, G. Norman Ditchburn, chairman of the board, parent company in London and Harold Fay, a company director.

United's
6 PLAYER SHUFFLE ALLEY

ALL NEW CABINET design

5 WAYS TO SCORE including DIAMONDS FEATURE

United's
AZTEC BOWLING ALLEY

5 WAYS TO SCORE including MARK FEATURE

Williams® ELECTRONIC MANUFACTURING CORP.
3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

NOVEMBER 12, 1966, BILLBOARD
At Trade Shows

SHELDEN, DICKSON & STEVEN

MAGIC BASEBALL, a game featuring a plastic baseball suspended by a column of air that can be adjusted to raise or lower the ball, offers players nine swings for 10 cents. Dimensions of the game, brought out by new MOA exhibitor Sheldon, Dickson & Steven Mfg. Co. of Omaha, is 72" high, 24" wide and 24" deep.

WHERE ARE THE ONE-STOPS, LITTLE LP'S, STEREO SINGLES?

CHICAGO — Record company officials and jukebox operators met here during exhibit time at the MOA convention, but the bridge over the gap of understanding between the two was missing. Both operators and record people asked the question, "Where are the one-stops? With few exceptions, he was nowhere to be found.

Also, record company people said that owners of jukebox operations sent the wrong personnel to the convention. They suggested that operators, mainly owners, came to Chicago and left home their programmers and route men who deal with records.

A barrage of allegations against the one-stop was loosed during the three-day convention, and was strongly evident during the programming seminar on the first day. Record company executives felt that they were two steps away from the jukebox operator and in many cases, three steps from the proper person in charge of programming.

Operators, on the other hand, said that they can't obtain Little LP's and stereo singles. "The operator spends thousands of dollars each year on new equipment which is equipped with stereo amplifiers, a multitude of stereo speakers and special adapters for 33 1/3 r.p.m. stereo Little LP's," said one southern distributor. "When he buys a new photograph, he receives several Little LP's, but when he goes to his one-stop he finds that he can't get material to replace the LP's on his jukeboxes."

Because operators cannot purchase Little LP's at their one-stops, they come to believe the record companies are not producing them. "That's simply not true," said one official.

(Continued on page 78)

USED EQUIPMENT CLEARANCE

Our loss is your gain. We must make room for new equipment coming in. Check these prices against all competition, then mail us your order. All games are in the "Chrome Cabinets," completely cleaned and ready for location. Phone at our expense for information.

FIVE BALL FREE PLAY

Gott. Bowling Queen $200
Gott. Stick Chick 120
Gott. Sweethearts 125
Gott. World’s Fair 175
Gott. Pacific 125
Gott. Skyline 125
Gott. Kings & Queens 275
Gott. Bank A Ball 300
Gott. Ice Revue 325
Gott. Central Park 350
Gott. Carsell 100
Gott. North Star 225
Gott. Rack A Ball 125
Wms. Full House 355
Wms. Teachers Pet 395

CASH

Free Delivery

COIN’S 6 PLAYER

The Game that Can Command More than a Dime!

NEW GIANT OVERSIZE BALL...

with a THUMB HOLE!

WIDER PLAYFIELD

Exclusive Swivel Score Rock

5c-10c-25c Individual Coin Chutes

15¢ Play—2 for 25¢

Also Adjustable to 15¢ Play

NEW LARGER CASH BOX

with Removable Partitions

3 WAYS TO PLAY

DELIVERING IMPERIAL (Pool Bowler) • SUPER-SCOPE (Riffle)

CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

CHICAGO, ILLINOIS

3307 Olive Street, St. Louis, Missouri

314 — F 1975

A NEW IDEA!

THE AMITYVILLE, N. Y., company highlighted its product array with the introduction of two new items—its Convertible Time Pool Table and a coin-operated copymaker. The new table, which permits all types of regulation pool using a regular size cue ball when set on time operation, instantly converts to lock-in-coin play. Among other tables displayed were the company’s 67 “Pro” series in five sizes and its 55½-inch by 39½-inch U. S. Club Pool coin-operated table. Diversifying into another field, the company introduced its Coin-A-Copy machine incorporating a "traveling top" enabling the copying of books and three-dimensional items. Unit requires 2 by 4-foot floor area, produces dry copies and carries a one-million copy guarantee. Personnel at the show included president Al Simon; Len Schneller, sales manager; Harry Doyle, general manager, and Al D’Inzillo.

November 12, 1966, Billboard
Where Are the One-Steps, Et Al.

* Continued from page 77.

true,” said Tom Noonan, Columbia Records director of national promotion. “There’s more than an adequate supply of Little LP’s available, not only from Columbia Records, but also from other companies as well.” Some 1,000 Little LP’s are currently available (see Billboard, Oct. 15 and 22).

“The whole problem lies in the one-stops not stocking Little LP’s, and standards,” said Mont Hoffman, Epic marketing director. “And there are certainly enough available.” Epic Records, a leader in the Little LP field, had released eight more about three weeks before the convention. It released its Little LP’s in groups of eight several times a year.

“Most one-stops don’t stock Little LP’s until they get an order,” said Jack Kirby of Monument Records. A spokesman for Capitol Records, “There aren’t many operators here who control records. We see few program- mers or route men. There ought to be a convention for one-stops and operators. We think our Krueger echoed his thoughts,” Mont Hoffman, Epic marketing director. “We couldn’t get any LP releases, as the companies cannot continue if sales are unprofitable.”

Cannon also asked operators to bring their programmers to the convention, and operators apparently feel the lack of interest after the first day. Several company representatives openly lamented the “free-loading” of records by operators during the convention.

Feeling among the operators of the company was certainly expressed Monday, April 22, 2021. Sol Handweiger, MGM Records national promotion manager, who was in attendance, said: “We’re in it for the long run but indirectly by words of mouth, by good feeling toward the company as a result of the convention, we hope to increase sales of our records to the operators.”

Mont Hoffman, Epic’s marketing director, said the company will return next year. However, Capitol Records is not sure. “We’d give away 200,000 records if it meant something,” said a company representative, “but the operators just can’t see it.”

Jack Kirby, of Monument: “It’s very doubtful that we will be back next year. I don’t see how we can justify the cost without gaining anything.”

Company: Monarch. All operators are adequately paid, professionals and technicians. They do not want it bad, and think that if all American companies can have enough discretionary income to permit them to enjoy the comforts of our country, the type of the goods and services you can make are members make abundant.”

The following board members, whose terms expired with the convention, were returned to the board until 1965: William Blatt, Miami; Paul M. Brown, Ontario; A. Cunningham, Lexington, Ky.; Maynard Hopkins, Galion, Ohio; Mr. Hurvich, Birmingham, Ala.; Karl Patsen, White Plains, N. Y.; Ralph Ridgeway, Springfield, Mass.; E. C. Sills, Oakland, Calif.; Leon Tanzkin, Hinsburg, Pa., and Charles W. Tashima, Oahu, Hawaii.

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Elects MOA President

Lou Casoldi

* Re-Elected III. Assn. President

* Continued from page 67.

BOOTH 32 was the scene of much busy activity as David Rosen, Inc. introduced the Italian built Ginekjobebox with decorative assistance from Mont Ginekjobe, Lacy Jones. Several executives from Innocent, the Italian makers of the 2-in-1 record and film machine were in attendance. Standing 6 feet with a width of 2.6 feet and depth of 3 feet, screen that swings in any direction, selector panel accommodating 1,000 titles, capacity for 200 records and 40 films, the machine was heralded as a “250 Plus.” The 250 figure reflecting the 40 films plus 200 records but additionally, nine color slides are available for commercial purposes or announcements and a special “color—dance” selection is keyed to many dance record combinations. Machine is adaptable to any make jukebox and wallbox, has solid state amplifier, 1 to 9 credits for a single coin, has National Rejectors’ mechanism accepting all coins and adaptability for a dollar bill acceptor.

BALT. DISTRIB

GIVES GAMES TO HOSPITAL

BALTIMORE — Arnold A. Kaminkow of General Vending Sales Corp here suggests that more coin machine distributors might consider donating unused equipment to veterans and children’s hospitals.

President of the Veterans Administration here, stated that we felt the public image of our industry could be further enhanced if other distributors considered similar contributions.

Kaminkow recently received a letter from the Veterans Administration here which read in part: “On behalf of the director and the hospitalized veterans please accept our sincere thanks for repairing the bowling shuffleboard box is one of their favorite games.”

Tolisan Is

Elected MOA

* President

* Continued from page 67.

wood, S. D., was elected ser-

Vice-President

Represented as vice-presidents were Albert S. Denslow, Brook-

lyn; Frank R. Fabiano, Bu-

cham, Mass.; W. M. Har-


The following board members, whose terms expired with the convention, were returned to the board, including: Berendt, L. Wolman, N. Y.; Robert Rosen, Baton Rouge, La.; Fred Collins, Greenville, S. C.; John Rowell, Birmingham, Ala.; Richard Lumpkin, Ash-
burn, Va.; Arnold Jones, Milwau-
keee; Orma Johnson, Rock A-
nil, Ill.; Joseph Levine, Phila-
delphia; A. M. Fleishman, Pear-
tville, N. C.; William Hulli-
giner, Delphos, Ohio; Samuel R. Keys, Denver, and Robert O. Walker, Helena, Mont.

Balt. Distrub.

Gives Games to Hospital

BaltimorE — Arnold A.

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ite games."
Because it's BIG in Sound—BIG in Beauty—BIG in Service-Saving Features

THE
WURLITZER
AMERICANA
GOT A
Big Reception
FROM AMERICA'S MUSIC OPERATORS

If you haven't seen or heard this newest, slimmest, most impressive
WURLITZER 3100
Stop in at your Wurlitzer distributor now

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