Gloom Looming for Sunset Teenspots

By ELIOT TIEGEL

LOS ANGELES — Sunset Strip clubs catering to rock 'n' roll music have come under scrutiny from both city and county agencies, with the possibility that these exposure areas for live talent may be eliminated.

The action by the Los Angeles City Council and the County Board of Supervisors follows a series of disturbances on the famed Sunset Strip by teenage protesters at a 10 p.m. curfew.

Public officials argued in an open meeting last Wednesday (16) that the concentration of big beat clubs along the Strip contributed to bringing together masses of kids, creating law enforcement problems. During the past three years, the Strip, once a showcase for glamorous stars and bistros catering to top entertainment, has turned almost exclusively to being a hangout for the long-haired and mod crowd. When this occurred, clubs such as the Whiskey A Go-Go, Gazzarrini, the Trip, Its Boss and Pandora's Box began booking known and unknown acts.

The major disturbances on two weekends took place near Pandora's Box, located at the strategic intersection of Crescent Heights and Laurel Canyon Boulevard. The City Council began taking steps last week to buy

AGAC to Give Out $2.5 Mil.

NEW YORK — The American Guild of Authors and Composers (AGAC) will distribute to its members $2,500,000 as a result of monies derived during 1966 through the AGAC Collection of Royalty Plan. This figure, which includes royalties from sources other than performances, is an all-time high, according to John Carter, administrator of the collection plan, and Miriam Stern, AGAC executive director.

Last year's collection figure was $2.2 million. The collection plan was initiated in 1959 after decades of writer-composer complaints.

Capitol Forms Folk Label; Will Be Helmed by Venet

By ELIOT TIEGEL

LOS ANGELES — Capitol has formed Folk World, a new subsidiary, to expose the multifaceted sounds of folk music. The new label will be headed by Nick Venet, hired in September to launch a separate top 40 singles department.

Folk World will operate out of Venet's Outpost and, according to Capitol, "the new venture should occupy about 70 per cent of his time. Although Venet says he has been thinking about a folk-flavored line for some time, the activities of Vanguard, Elektra and Verve Followays in developing packages which tie the current amplified guitar sound with folk material, has solidified Capitol's interest.

"Folk music has settled into a branch of the business like country and r&b." Venet said. "and there's a definite folk market, fat and solid."

Playtape to Dupe 50 ITCC Labels

NEW YORK — International Tape Cartridge Corp. last week concluded contracts with Frank Stanton's Playtape to make most of ITCC's roster of labels available for duplication in the Stanton 2-track continuous loop mono system. First releases will include A & M product.

Duplication will be handled by Stanton. Cartridges will carry a suggested list of $1.49 and include four selections from each album. ITCC is providing the Playtape rights to all catalogs for which the firm has multi-configuration cartridge rights. Rights to approximately 50 labels are involved.

ITCC President Larry Finley said, "I feel the Playtape system is not be competition with any other cartridge system. Instead, it will be bought by people to replace their transistor radios. The acceptance of the unit has been outstanding, and record companies should avail themselves of an opportunity to cash in on this market."

Playtape playbacks list at $19.95 and $29.95. Stanton unveiled the unit at MGM's distributor meeting last summer at which time it was announced that the MGM and ABC families of labels will be available in Playtape form.

The International Music-Record Newsweekly

RCA-Italiana's Duplicator Mill

By GERMANO RUSCITTO

TURIN — RCA-Italiana, now launching the Stere-o 8 Cartridge system in Italy (Billboard, Nov. 5), plans to have a duplicating plant operating in Rome by next September. The Lear Jet Corp. licensed playback equipment manufacturing rights to Magnetic Marelli. It is being marketed at $196 by the Radio Marelli Division, largest supplier of electrical accessories to the Italian automobile industry. First sets will be imported. Then, imported components will be assembled.
FOR CHRISTMAS
FROM RCA VICTOR
HERE'S
ELVIS'

New Christmas Single

IF EVERY DAY WAS LIKE CHRISTMAS
HOW WOULD YOU LIKE TO BE

Ask for ELVIS' New RCA Victor Stereo 8 Catalog
'8950

Elvis Sings Christmas Songs
ELVIS' CHRISTMAS ALBUM
LPM/LSP-1951(e)

ELVIS PRESLEY
EPA-4108

His Hand in Mine by Elvis
LPM/LSP-2328

Gold Standard Single—“Blue Christmas” / “Santa Claus Is Back in Town” 447-0647

RCA VICTOR
The most trusted name in sound
Dunhill Is Bidding for Young Artists- Writers

LOS ANGELES—If we are to take the rumor that Dunhill has been buying up and record artists who have begun producing sessions for their own labels, we must at least have a new idea and talent...not new personnel. We're not talking about a production company like a record factory.” The speaker is Jay Lasker, head of Dunhill Records, a free-swinging division of ABC Records, which is out to Cory young people for its disk and publishing operations.

Lasker, a veteran of changing times in the record industry, says this emphasis on youth is gaining him a new position. He has become a counselor- advisor to young people.

Lending a sympathetic should- ter to the Dunhill mosaic, Papas, for example, were broke one year ago when they first came to Dunhill. By the end of this year they will have sold 2 million albums and 5 million singles in the U. S. This should give the group a gross of $750,000. The tape, a fantastic figure for four people who needed $300 to buy an old car not too long ago.

John, the singer among the quartet, recently bought a mansion in the Bel Air section of Los Angeles.

Dunhill's whole aim is to find groups who are like the Dunhill material. Two of the writers for its Trousdale Music company, P. J. Sloan and Steve Barri, have been producing sessions for the new groups, which are recording their own records. Barri was just named head of A&R to re- place the late Tom Shadyac, who resigned from his own production com- pany.

Since selling the company to ABC last May, Dunhill has signed the Woolies, Italian pianist Gabriel Moletier, The Lamp of Childhood, Brass Ring and Mickey and Papas. The last three act top, with Barry McGuire and P. J. Sloan, having cooled off.

Trousdale Music writers are Sloan, Barri, Philips, Moletier and Billy Page. Andrew Wick- atch is producing for the company, which lists about 250 songs in its catalog. Lasker estimates 95 per cent have been recorded, with 80 per cent cut by other companies.

Trousdale follows the tack of custom-developing a song for an artist. Says Lasker, "It's not like the old days when a publisher knocked on a door and said, 'Here's my portfolio. Pick one.'

Lasker feels the good music radiates and that the artist can stretch his muscle and so he feels that Trousdale Music is gearing to expand its catalog and be "freed up" by the group. This is not the same with Dunhill who has developed basic rock music as the "Carole King" and popular with the Top 40 stations and consequently with the pub- lic.

GEMA Suit vs. Net to W. Berlin Court

By OMER ANDERSON

BERLIN—The West Berlin state government is appealing a decision on the royalty suit by GEMA, the West German ASCAP organi- zation in对抗 with the East German Television Network.

GEMA’s suit charges that the ZDF has refused to pay the per- centage of royalties which is due to GEMA’s per- forming rights society, that it is the German equivalent of ASCAP.

The court held that an agreement amount into a separate account to be held there until its dis- pute is settled.

GEMA charges that the ZDF has been televising copyrighted music since last Jan. 1. Without paying a license fee, GEMA claims the ZDF paid the $250,- 000 only after the copyright society agreed.

Indications are that the tele- vision network, a quasi-state concern, is planning to set up a court test of GEMA’s disputed rights and powers.

The ZDF seems to have with- drawn from the case against GEMA to test a law which took effect Jan. 1 of this year, subjecting all German television to stricter legal control. Here- fore, GEMA has operated as a private organization which "co- operates" with government (Continued on page 10).

New Fun & Games: First Family Records

LOS ANGELES—With eyes on Christmas sales and The First Family, movie fans, radio listeners and television watchers have been releasing political satire albums. Now there comes a record race in "Lyndondom," on newly formed PS Records, which was "a Catskill" on Warner Bros., and "The New First Family, 1968" on Veetum.

Comic Lenny Weinrebe, who performed on the "Lyndons," views these disks as the new trends in comedy recordings. Working from that premise, the "days of the sitcom comic on record is fading," Weinrebe said.

Lyndondom-which sources moved from monologists to a staff of entertainers performing sketches. There appears to be more live- ability and replay with this kind of music.

Weinrebe says effective actors can overcome the void of not having a supporting cast by "projecting beyond the mix," which allows the voice greater strength.

Weinrebe plays eight voices on "Lyndondom," including Edith Edmonds portraying President Johnson and Peggy Doyle as Lady Bird, with special mention to an oft repeated line, "the day of the sitcom comic on record is fading."

According to the composer, have had its 1966-67 hits indicating that it has been a very successful year for the group.

Randy Aardvark

NEW YORK—Teddy Ran- dazoo has launched an inde- pendent production and recording company called "Randy Aardvark Records," and has been successful, having sold about two million albums. Most of its hits so far have been by artists such as Jeff Moon & the Tread, and Brian and the Boys. The group have now found a new home, as Randy Aardvark Productions will remain as a separate entity, as said Record Executive.

Stax Launches Hip Label As Memphis’ Pop Entry

By HERB WOOD

MEMPHIS — Jim Stewart, president of Stax Records, has launched a new pop label, Hip Records, to complement his high-falutin’ jazz and rhythm and blues divisions. Stewart began the new label to carry the "memphis sound" over to the pop field.

Stewart has imported singer Sharon Tandy, who recently inaugurated the label, Stewart feels the vocals combine the English and Pop delivery.

Sharon on the hip roster is Tommy Burke and the Courtes. The group's "Rahlay Daye" since has been selling well and sales charts in the South.

Stewart has been very suc- cessful in launching the "Memphis Sound." With such great r&b acts as Otis Redding, Sam & Dave, and Rufus and Carla Thomas, the Stax-Volt labels have continually hit the top of the r&b charts. Stax Records' newest star is Eddie Floyd, whose "Knock on Wood" was No. 1 in Billboard's Top Selling Records last week and is still climbing the Hot List. However, the theme song of the European Hot Market, "Stax Points to Europe as the hottest market for r&b records and artists. His records, distributed by Atlantic, have been sold very well in England and on the Continent. The American charts are so well that Stewart is pack- ing a Stax-Volt Revue tour to Europe in March and April.

"The European r&b Fan," Stewart says, "has less than just the average listener's in- terest in pop music. They want to know more about the artists and the sidemen on the scenes, and are interested in what is going on in nightclubs or in stage concerts, the more they give their un- divided attention to the artist, the less they tend to dislike or discount the music of an instrumentalist."

Changing Hip

The English theme accord- ing to Stewart, has brought about several changes. They have used the American r&b sound and given it their own interpretations, then they brought it back to the U. S. in the form of pop music. "This development of a new genre using basic r&b music such as the Stax-Volt recordings, is now popular with the Top 40 stations and consequently with the public.

Pubs Converge on Singing Convention

NEW YORK—The record division of MGM set new highs so far as RJY Deals, ARNOLD'S ANDROUS, and dealers in new for songs for the National Singing Convention. Videl Poi, president of the National Singing Convention, said last week that he expected more than 1,200 dele- gates from 150 church and con- vention associations for the two- day event, as well as "thousands of interested listeners." Videl told the chorus that they will be displaying their songs, the pub- lishers unveiled new songs. Last year at the national convention in Forest, Miss., it was "I Love My Daddy So," written by Wilber and Ola Belle Wil- son and published by The Stamp-Baxter Music and Print- ing Co., that was best song. The previous year, in Tifton, Ga., a tune written by Videl Poi and Bobby Burnett, also published by Stamps-Baxter, "Touch Me, Lord," took the top prize as a gospel group introduces the songs, listeners join in. Among the radio and television publish- ers attending the convention were Stamps-Baxter Music, Convention Music, Jefferson Music, Tennessee Music, Vaughn Music, Paramount Music, Robert- tone Music and Edwards Music.

Score to Chappell

NEW YORK—Chappell & Co. will publish the score of a new musical which will be released by composer Jerome Moross and librettist Arnold Sundgaard. A 1960, 1967, Broadway produc- tion is planned. Moross also is composing a sonata for classical and pop orchestra, and a suite for string bass, and a suite "Music From the Parks," all of which will be published by Chappell. The publishing firm also is marketing a nastened drive in the pop singles field.

HOLD SERVICES FOR D. S. Cox

NEW YORK—Funeral serv- ices for Desmond Scono Cox, music publisher and songwriter, were held at the Abbey Funeral Home, Glens Falls, N. Y., Cox, who died Monday (14) after a long illness, was the son of B. S. Cox Publica-

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GANGWAYS TUNES
RIDING HIGH WITH DISKMAN
NEW YORK—Songs written by the late Ross
Rodgers, "the father of the country style," are
selling a batch of new material. In one case,
Record producers, particularly, seem to be on
a Rodgers trend. Such a song as Wanda Jackson's
new Capitol product, "I'm Not the Only One Who
Missed You," is on RCA Victor. Twenty
versions are available. Marks' firm is also
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"Rockin' Around the Christmas Tree" and Bell
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Decca. Marks stated that "Rod-
olph, the Red-Nosed Reindeer," has
25 million records, including
versions by Henry Mancini,
Jerry Fake, Faree and Teishe,
and Lena Horne. 
The album will feature songs
by the best-known artists
in the field, including
Elvis Presley, Frank
Sinatra, Nat "King" Cole,
and Bing Crosby.
with the new
Paul Revere
and The Raiders
single—
"Good Thing"
"Undecided Man"
4-43907
In the hit tradition.
On COLUMBIA RECORDS
Dom Cerulli joins Columbia Records as director of advertising. He reports to Stanley J. Kavan, vice-president of merchandising and advertising. Cerulli had been associate creative director for the W. H. Schneider Advertising Agency and had been associated with Guild Bascom & Benfigli and West, Weir & Bartel, both advertising agencies. He had also been with RCA Victor and Warner Bros. Records. His news background includes a stint as a reporter and radio writer for United Press International in New York and Chicago, and as editor of WLVI, Lynn, Mass.

CERULLI

He was also associate editor of Downbeat, freelance writer for leading consumer publications, co-author of "Limited World" written and TV and creator of the Jazz Essential Series for Verve Records.

Sonny Kirshen has been named United Artist Records' national director of single sales, replacing Andy Meile, who resigned to go to Enosh Light's Project J label. Kirshen will be in charge of sales for all UA, Solid State and Ascot singles, as well as Veep singles and albums. He had been Eastern sales and promotion manager for Mercury Records, Midwest and Southwest sales manager for Verve Records, and a sales executive with I.C. Distributors. Kirshen will headquarter in New York and report to Mike Lipson, vice-president and director of marketing.

Phil Skoff has resigned as executive vice-president and board member of Liberty Records. He held the post three years, joining the firm last year. Skoff's resignation was decided immediately after the company joined Liberty from Kapp Records, where he had been vice-president. He began in the record industry as a shipping clerk with M.S. Enterprises in Chicago, working his way up to promotion and sales positions.

Steve Barri named a&r head of Dunhill Records, following the resignation of Len Adler as a&r vice-president. Barri has been with the company's publishing wing.

Russ Regan resigns from Loma Records, Warner Bros. subsidiary, as general manager to join Universal City Records, as A&R and promotion manager and talent buyer. Named artist relations head for the new label is Sum Ashue, previously talent co-ordinator for the late "Lloyd Thaxton" TV show.

Jim Halsey has left GAC, Los Angeles, to reopen a personal management firm he formerly operated in Independence, Kan. Halsey had closed his office several months ago to launch a country music division for GAC. Jim Wagner, of GAC, has also replaced Halsey in Independence. Artists Halsey took to GAC who will remain with the firm for bookings, go to Halsey for management, include Hank Thompson, Wanda Jackson, Buddy Cage, Sue Thompson, Roy Clark, Tex Williams and Mary Taylor.

Arthur Castor and Nat Shapiro will be involved with scouting for recording talent in the area of theater and will work on the development and production of special recording projects featuring theatrical personalities for Mercury Records in connection with the upcoming New York and Los Angeles Theatre Division, as reported in Billboard Nov. 19.

Dick Corby has been named co-ordinator-artist relations for the New York a&r staff of Mercury Record Corp. Formerly with Beta Distributing, New York, and lately with Merrec of New York, Corby's promotion marks first screen material submitted for all the Mercury family labels and will travel the East Coast with acts.

Executive Turntable

Postman Makes Disk Trade His New Stamping Grounds

NEW YORK — This week, Billboard's record review panel received a 100 albums and over 200 singles for evaluation. Among these were a single and an album by Van Morrison, featuring Syd Barrett and Anthony and another catalogued head leader-trumpeter Syd and the label, LIM Records, drew a blank from the public. It seems that the band organizer were familiar, nobody had ever heard of LIM. This

is in itself is unusual. The average weekly record barrage generally contains at least one new band.

What is unusual, however, is how a couple of rock amateurs, with little capital, are fighting to gain a foothold in one of the most competitive of all businesses. The story of LIM Records is that of the pleasure of Florence Schatte, and, to a

(Continued on page 5)

Closing Prices on Industry Stocks

American BroadMO 56 63 643 71 651 68 670 70 V 1

Adolescent 55 28 1874 23 230 301 24 26

Ampex 27 17 1406 23 230 20 21 25

Audio Devices 411 18 43 371 21 21 20 22

Acoustic Research 39 17 160 15 14 15 15 15

Automatic Radio 77 2 20 73 2 23 21 21

Automatic Retailer Assn. 41 23 57 54 46 46 41 40

Audio Engineering 62 18 411 37 37 37 37 37

Columbia Pic. 39 1 214 32 32 32 32 32

Wall Disney 61 40 1117 69 61 64 23 23

Warner Bros. 2 6 18 20 20 20 20 20

General Electric 120 30 791 98 98 98 98 98

Handleman 173 13 10 16 15 15 15 15

MGM 611 21 377 41 41 41 41 41

MCA 35 24 83 33 33 33 33 33

Merkato 295 23 366 32 32 32 32 32

Milestone 35 23 366 32 32 32 32 32

OCT 36 24 1739 49 49 49 49 49

Earl 35 10 19 21 19 19 19 19

U.S. FOLK SONG ARCHIVE GOING TAPE, COMPUTER

WASHINGTON—The Library of Congress' Archive of Folk Song is moving into the tape and computer age. With the help of some recent grants from the library, the museum hopes to transfer much of the folk music on aging and deteriorating tape and disk to—tapes and to look into a computerized cataloging system for the more than 75,000 folksongs and stories in the Archives. A computer cataloging technique could, if successful, have wide application to other collections of sound recordings, the library points out.

Under a grant from the Rockefeller Foundation, a group of the library's director, will write a program for storage of Folk Song through computer technology. If it works out well, the computer technology could make available to researchers, for multiple uses, much in-depth information previously available only on printed lists, bibliographies and other reference tools.

Arthur Scherer, who heads the Folklore Fund for Music at the Folger Shakespeare Library, has been named as director of the Pilot Project for the Folk Song Archive. If the Folk Song Archive is imagined as a computer terminal for the folktale, the library hopes to extend the idea to all the music in the archives at the same time. The project will be aimed at assembling a complete collection of the United States, as well as a collection of the world's music, stored on magnetic tape. The library hopes to extend the project to all the music in the archives at the same time. The project will be aimed at assembling a complete collection of the United States, as well as a collection of the world's folk music, stored on magnetic tape.
Their names are Sandler and Young. They entertain.

They entertain on the Ed Sullivan Show, the Today Show, the Tonight Show, the Andy Williams Show, the Mike Douglas Show.

Now they entertain on Capitol.

Their first album is called Side by Side, and it's creating a sensation. One of the album cuts, "Dominique," has already made major Top 40 playlists.

The album is (S)T-2598.

The single is #5795: DOMINIQUE b/w Chicago.

You should ask for them. Everybody else is.
Ivor Coast Office

LOS ANGELES—Ivor Coast Office is a new agency specializing in the music-recording industry, which will open a West Coast office in January, according to its president, John Kurland an attorney and former director at Columbia Records was here last week to firm up arrangements for the new office, which will be staffed with local people.

A nucleus of signings handled by the year-old firm are the Mannas and Papas and Neil Young of the group Buffalo Springfield. "Girl From U.N.C.L.E." TV star Robert Vaughn is another promising vocalist on London Records.

‘White Christmas’ Still a Winner

NEW YORK—Irving Berlin’s “White Christmas,” which was first heard in the film, “Holiday Inn,” released in 1942, has garnered about 450 mechanical licenses as of last year. This figure will, of course, be increased when the tally is completed by the companies who purchased the rights.

Biggest recording of the classic was the Bing Crosby version that was first cut in 1942 when the film was released. Bing’s disk sold 21 million and is still selling.

The tune has accounted for a total record sale of approximately 50 million disks, though it has not hit the 100 million mark.

Approximately 5 million copies of Ike, the British pop hit, sold on “White Christmas,” including choral, organ, piano, and orchestra arrangements.

Jump Into Paradise

Where the Beat Is Brassy!

Recorded by Joe Sherman and the Arena Brass on Epic Records

 Sinatra’s R&B Disk a High Flyer

LOS ANGELES—A radical shift to a rhythm and blues sound for Frank Sinatra has produced a string of hits, including a top single in the vocalist’s career with Reprise. In three weeks the Sinatra recording, "That’s Life," has broken among the country and, according to producer Jimmy Bowen, is being aired on r&b stations—a first for Sinatra production.

The label quickly developed a merchandising program for the song which has placed Sinatra in a new contemporary bag. The song is meant to be Sinatra’s follow-up to "Strangers in the Night," but a trip to London to film "Naked Runners" and his marriage to Mia Farrow, delayed its recording.

According to Mr. Ostin, Reprise general manager, the song was initially brought to the company as a demonstration disk on March 24. Ostin was so impressed with the song which correlates to Sinatra’s phenomenal career much in the manner "It Was a Very Good Year" described a mellowing Sinatra—that he special messengered the song to the vocalist. Sinatra shared Ostin’s enthusiasm for the song to cut the song before the London trip. But the session never came off.

Sinatra was then involved with "It Was a Very Good Year" in the fall. The fall hit "That’s Life" was so strong that both should be included in the entertainer’s TV special, "A Man and His Music," part II (which CBS airs Dec. 7).

"That’s Life" was sitting around for six months before being recorded," Ostin recalled, "and instead of being released as the follow-up to "Strangers," "Summer Wind," called from the "Strangers" LP, followed suit.

Riddle-Arranged

For the TV special, Nelson Riddle arranged "Life." Because the song was written between a B flat and an F, Sinatra extended his voice on the TV show interpretation. This scheme was carried to the single, although Ernie Freeman was hired to write the arrangement in a more r&B flavor by adding a girl vocal group like the Blossoms singing fills behind Sinatra and a bluesy organ line. Producer Bowen notes that the lyrical blues feeling seemed right for an r&B approach. The arrangement was made to fit the tempo Frank sang the song," Bowen said.

you have to try to be different with an artist like Sinatra. A lot of people were shocked by the single. But Sinatra thinks more contemporary now that he did several years ago.

Reprise placed the single in a special colored sleeve which announces the song’s inclusion in the Port Jervis, a special promotional piece was prepared for Budweiser, a sponsor of the special and the single’s blasing sales (180,000 copies the first weekend) "That’s Life" cutout a covering album of current tunes, including “Winchester Cathedral.”

At his just-concluded Sands, Las Vegas, show, Sinatra gave his show with "That’s Life" after it fractured the audience in a one-minute segment. "Sinatra told me he felt the song was one of the greatest hits he’s ever done. He doesn’t recall any other song receiving such reactions," Ostin said.

Columbia Opens a New Studio

NEW YORK—Some 300 traddies attended the opening of the new Columbia Recording Studio on Wednesday (16) with Kenneth Raine, vice-president of recording operations, as host. Also present were four Epic recording artists who were on Budweiser, sponsor of the special and CBS executives and the press.

Col. Going All-Out on Barbra’s ‘Night’

NEW YORK—Columbia Records is running an all-out advertising campaign for Barbra Streisand’s new single, “Silent Night.” A special sleeve carries rave reviews of her concert performance of the carol, while a brochure features Columbia also has designed a special browser rack for in-store use.

Miss Streisand is joining A&R, a composer member after the publication of her first single, “My Star,” written by Charles Cahan, by Emanuele Music Corp.

WNEW to Air Bands Live

NEW YORK—WNEW, New York’s major Easy Listening format station, will broadcast live the first cut of Duke Ellington’s release of Nov. 21, "Songs of a Different Count Base." Dec. 19 at the Riverboat, located in the Emmons brothers, including William B. Williams will enclose the 11:30-midnight shows.

Postman Makes Disk Trade His New Stamping Grounds

The new disk is unusual because it is an empty one, destined to be filled at a later date with a record submitted by a trade firm. The record company will not have the expense of pressing, printing, packaging, and distribution with no cover charge being paid to the company.

The disk was sent by Paul F. Lowry, owner of Palen Press, to RCA Victor Records. As Lowry jokingly told the disk is a "product" which goes through the RCA press department and emerges as a workable product ready for issue to the trade.

Lowry said that RCA Victor is the only company which has given practical attention to their postman since the days of the great Victor. RCA Victor will not have to pay the usual 10 cent fee for a stamped envelope for the disk, as Lowry has paid the postage himself. The record company will not even pay for the pressing, as the postman disk is not a product of RCA Victor.

The record trade is using these disks to save money on pressing and packaging costs for their disk products.

Los Angeles—Nancy Sinatra, riding a string of hits singles and albums, is preparing a new album for Sire Records. Nancy has been involved in a substantial flatt of mail from fans, which has caused the company to ramp up the production.

The Reprise artist released her second album, "Look Out Girl," a week before recording an album of 1920s songs, "Naked Reprise", on Europe and TV guest appearance. "The new album of the month," she said, adding that "Naked Reprise" has seven injunctions with six to go.

A hit for 20 years ago, the LP "Naked Reprise" will cap the 25th anniversary of important year in her entertainment career. Her entertainment career began with "So Long Babe," then bashed wide open with "These Boots Are Made for Walking."

A mail from Nancy is an integral segment of her correspondence received from all over the globe, including a lot of Communist countries. "It must indicate they’re playing her stuff on their radios," Miss Sinatra said, while making phone calls to key discotheques in New York and Los Angeles and the presses of the Burbank offices. In between greetings to distributors, Miss Sinatra has been trying to deal artistically on the level of her contemporaries. "It’s a challenge," she said, "it’s a good feeling knowing you can still communicate and say something." She feels a singer today doesn’t look for material. "You don’t write songs that way anymore. You’re lucky enough, you start a trend. Most of the time your material is dictated by the market," Miss Sinatra and her producer, Duane紎, are encouraging that a renaissance of 1920s songs will be the next trend. With a megaphone trumpet from "Winchester Cathedral" having opened the doors, the new LP will have a Distinct flavor.

Nancy Sinatra’s Vietnam Tour

SET FOR EARLY 1967

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The Reprise artist released her second album, "Look Out Girl," a week before recording an album of 1920s songs, "Naked Reprise", on Europe and TV guest appearance. "The new album of the month," she said, adding that "Naked Reprise" has seven injunctions with six to go.

A hit for 20 years ago, the LP "Naked Reprise" will cap the 25th anniversary of important year in her entertainment career. Her entertainment career began with "So Long Babe," then bashed wide open with "These Boots Are Made for Walking."

A mail from Nancy is an integral segment of her correspondence received from all over the globe, including a lot of Communist countries. "It must indicate they’re playing her stuff on their radios," Miss Sinatra said, while making phone calls to key discotheques in New York and Los Angeles and the presses of the Burbank offices. In between greetings to distributors, Miss Sinatra has been trying to deal artistically on the level of her contemporaries. "It’s a challenge," she said, "it’s a good feeling knowing you can still communicate and say something." She feels a singer today doesn’t look for material. "You don’t write songs that way anymore. You’re lucky enough, you start a trend. Most of the time your material is dictated by the market," Miss Sinatra and her producer, Duane紎, are encouraging that a renaissance of 1920s songs will be the next trend. With a megaphone trumpet from "Winchester Cathedral" having opened the doors, the new LP will have a Distinct flavor.
Another Smash for...

BOBBY DARIN

THE GIRL THAT STOOD BESIDE ME

Produced by KOPPELMAN & RUBIN • Written by JEFFRY STEVENS

Atlantic 2365

from Bobby Darin’s great new album...

BOBBY DARIN: IF I WERE A CARPENTER

Atlantic 8135/5D8135
AGAC to Distribute Royalties to The Record Tune of $2.5 Million

*Continued from next page*

charging inadequate payment. The first year $400,000 was collected. In 1961, AGAC started using electronic data processing equipment. “Today,” Carter stated, “the entire process is done by computers. We issue no longer true because AGAC’s policy has inculcated an element of fear in the publishers who were tardy in payments. Therefore, the business of collecting from publishers has become more stabilized.” Carter feels that the audits often are a help to publishers in that they often reveal instances where proper payment is not being made for mechanicals. The system also leaves on publishers’ bookkeeping costs.

Pro Writer Field

AGAC’s membership includes much of the creative professional writer field. Stern and Carter note, however, that the organization’s members from the rhythm and blues and Latin fields are increasing. The executive state AGAC is encouraging writers in the jazz and country fields to join. “We want to give them a professional orientation and more protection with regard to collections and contracts.”

Carter stated the writer today needs protection more than ever. “The public may have a personal manager and an investment counsel. He needs it because the music business is larger and more complex, and there are new uses of music, such as the tape cartridges.” Carter continued, “There are actually hundreds of song writer contracts, and a publisher may use more than one; therefore, the use continues to favor himself to the maximum as possible. More writers, he said, are demanding to have contracts on a Writer Protection Plan.

Writer Problem

Stern and Carter noted that this problem of keeping today stems from the fact that publishers' catalogues often change hands and many writers do not even know who the company now operating the company they cannot even check up on royalties.

Carter and Miss Stern stated that since AGAC started using electronic data processing, the checking of these problems has been solved on a mass scale. The problem is being resolved, and one of our key concerns for the near future is the establishment of procedures whereby we can better check on the income from overseas sources (income other than performances). The music business today is global. We must consider it a world market.”

Carter and Stern concluded: “Catalogs are becoming more valuable all the time, particularly in view of the projected changes in the Copyright Act. Writers should take care of their rights.”

Capitol Forms Folk Label: Will Be Helmed by Venet

*Continued from next page*

First product on the specialty label, which will emphasize albums set for early summer, and will go through Capitol’s normal distributors as sales force. First artists signed are Fred Neil, formerly of Elektra, the best of Poole TLC (fender loving care) and URCO’s. That stands for unidentified funny objects.”

A Launching Pad

The label will be a launching pad for folk-rock groups, blues-oriented artists, and other groups. There are a few strong feeling to repackage folk albums from the Capitol catalog to fully cover the broad sweep of expression. Although folk music has become a welding chapel for rock groups with their amplified instruments and menace songs, Venet is not against releasing product by a lone vocal instrumentally unamplified guitar, a throwback to what is becoming an outdated style of folk presentation. “In the next year we will see the biggest to come from the folk artists going pop,” Venet said. He cites the success of the Lovin’ Spoonful and The Byrds as contemporary groups which emerge from folk music backgrounds.

The new label will emphasize albums by “people buying folk music want packages.” Venet noted that there will be singles offered from the LPs, but he looks upon them as airplay samplers for the albums.

Gloom Looming for Sunset Teenspots

*Continued from next page*

Trip and the Boss most seriously affected. The Whiskey remains leading room, but it, too, has diminished in power. The current policy is to book groups for short stints.

CBS Records Does Bit for UNICEF

NEW YORK—CBS Records is donating the services of its Press & Public Information Section for a series of 10-inch 33 1/3 r.p.m. disk folk songs of Polish, South American and Hawaiian origin, a traditional French Carol, and the United Nations Song.

The recording, packaged for gift mailing, is available at a $1.25 list at record retailers and the United States Committee for UNICEF, 331 East 38th Street, New York, Proceeds will benefit UNICEF and the United States International School Scholarship Fund.

Uni Release Date

LOS ANGELES—An early January date has been set for the release from Uni Records, MCA’s newly named top 40 label. Labels now will be Universal City Records, in small type. The new company is geared to move to 2525 Sunset Boulevard. Both bought masters and company-produced sessions will be included in releases. Several groups have already been signed to the company with contract forms yet to be completed.

AN R & B SMASH BREAKING OUT I LOVE YOU MORE

LEE WILLIAMS & THE CYMBALS

C-521

CARNIVAL RECORD CORP.

350 Chadwick Street

Newark, N. J.

November 26, 1966, Billboard

Jump Into PARADISE

Where the Beat is Brassy!

Recorded by JOE SHERMAN AND THE ARENA BRASS

on EPIC Records

TWO MERRY SINGLES

FOR CHRISTMAS FROM JEWEL—PAULA

"PLEASE COME HOME FOR CHRISTMAS"

The Uniques

Pamela 535

"CHRISTMAS IN VIETNAM"

Johnny & Jon Jewell 776

D.I.'s, for samples contact:

Jewel—Paula

The Texas Store of Records

Phone (512) 487-7782

GEMA Suit

*Continued from page 3*

The club's lawsuit is based on the county's attitude toward the rock clubs is evidenced by the short license renewal for the Whiskey, rather than granting it a normal six-month permit. The Strip area has become a major haunt on weekends for teenagers, which has drawn the ire of business owners, who are clamoring for the ends of clubs because of "unseemly characters" hanging around. The club's license lawsuit is granted by the State, with the county handling the dancing permits. This public outcry is the latest in the area's involvement with rock and roll music. Business has dropped considerably at the best clubs during the past year, with the agencies, which is outside their formal control.

This lofty status claimed by GEMA has been under attack for several years now by various GEMA opponents, notably the coin machine operators. The column accuses GEMA of "monopolizing the music-royalty rights." GEMA's hard-nosed approach to the collection of royalties, which highly gratifying to its U.S. beneficiaries, has not endeared themselves to the organized German clients.

The law, effective last Jan. 1, pits disputes between GEMA and its clients under the Federal Court of Oklahoma, which has the power to determine the facts and arbitrate the dispute. GEMA is pressing court action to have their legislation declared unconstitutional.
new & fantastic from Stax-Volt!

**SINGLES**

**OTIS REDDING**
Try A Little Tenderness  
Volt 141  
From the album DICTIONARY OF SOUL

**SAM & DAVE**
You Got Me Hummin'  
Stax 204  
From the album DOUBLE DYNAMITE

**CARLA THOMAS**
All I Want For Christmas Is You  
Stax 206

**BOOKER T. & THE MG’S**
Jingle Bells  
Stax 203  
From the album IN THE CHRISTMAS SPIRIT

**JOHNNIE TAYLOR**
Little Bluebird  
Stax 202

**ALBERT KING**
Crosscut Saw  
Stax 201

**LP’s**

**THE OTIS REDDING DICTIONARY OF SOUL**  
Volt 415

**CARLA THOMAS**
Stax 709

**IN THE CHRISTMAS SPIRIT**  
BOOKER T. & THE MG’S  
Stax 713

**DOUBLE DYNAMITE**  
SAM & DAVE  
Stax 712

**AND NOW!**  
BOOKER T. & THE MG’S  
Stax 711

That Great Memphis Sound!

Distributed by ATLANTIC-ATCO RECORDS, 1841 Broadway, New York, N.Y. 10023
TAPE CARTRIDGE TIPS

by Larry Finley

MILAN — Tape cartridges are steadily gaining ground in the Italian market. Some companies have already entered while others are still awaiting government consideration of public interest. A project to equip Italian cars with tape cartridge players or at least the means to accommodate them or tape cartridges to the line has not yet materialized.

First in the field here was Ecocina, a Milan company.

SONY UNVEILS PLAYBACK UNIT

TOKYO — Sony has announced its first cartridge (Philips type) playback machines, "Musical-magic 100," selling price here will be $69. Initial monthly output is to be 10,000. Blank SONY magazine tape cartridges, $6.50 (500 minutes) and $7.50, will sell in stores here at $2.80 and $1.50.

RCA-Italiana Plans Duplicating Plant

in Italy and finally Marelli will switch to full manufacture.

RCA-Italiana is immediately making 300 cartridges available yes. This includes three albums by Italian artists. After Feb. 19, weekly will be 50 units. Prices range from $6.40 for a 40-minute single to $12 for an 80-minute RCA classical or pop cartridge.

Both the RCA cartridges and the Marelli radio-tape player being marketed at prices higher than the corresponding ones in America. This, in spite of inferior Italian standard of living and average income.

RCA and Marelli executives pointed out that amortization problems, customs duties on imports and the market size, which reflects the buying power, had compelled them to fix the present prices.

Launched at Show

The Lear Jet system and the RCA cartridges were launched at Turin Auto Show, with executives of Italian car and accessory manufacturer present.

Presiding over the meeting was Gianluigi Orsini, RCA Italiana managing director. He called the introduction of tape cartridges a further step into the new frontiers for record music (Billboard, Nov. 12).

Orsini underlined two key points of RCA-Italiana's future policy: first, it was only interested in selling recorded music and had no proprietary interest in any player mechanism, it would support all player manufacturers whether aiming for domestic or car use.

Secondly, its tape cartridge factory would be available for the entire Italian record industry for third-party work just as RCA-Italiana's pressing plant was producing for other record companies.

Story of Cartridges

During the Turin Auto Show division vice-president Victor Records and head of the international liaison department, told the story of tape cartridges from their inception.

Others taking part in the meeting were Irwin J. Tar, division RCA Victor vice-president, in charge of recorded tape market development, Peter F. Bannberger, RCA Overseas vice-president; Benito Bolle, RCA-Italiana's head of technical services, and Etole Zeppengo, RCA-Italiana ad director.

Marelli's participants included Antonio Ingignoli, projects head. Also present was Harvey Anderson, Lear Jet European director.

Marelli will also market a car tape player only to be used with existing car radios as well as domestic use.

Seita said that the tape cartridge business is expected to grow very quickly and will reach the turnover of records within about five years in the most advanced countries. The future may see a tape market for adult music and a singles record market for pop hits, he said.

Material from individual Italian companies is available from different tape cartridge producers because the companies' general policy is to lease material on a nonexclusive basis.

Ecocina and Philips cartridges, equivalent to the original LPs, are sold at the competitive price of $6 plus the same 4 per cent income tax and 10 per cent luxury tax applying to records. RCA's Precautions have obtained the last two exclusively, and is able to export these cartridges anywhere.

Philips launched its Musiciette campaign last month through Phonogram, its Italian affiliate, and is promoting its portable tape recorder-player. This retails at $80. The reel-to-reel Musiciette use material from RCA, Deutsche Grammophon, Fontana and Mercury, plus albums featuring Mina (Rifi) and Adriano Celentano (Clan). Thirty-two Musiciettes have been released so far.

Sil of Turin is marketing five luxury models of tape recorders and players for domestic car use costing between $333 and $500, and using endless loop 4-track flat-top stereo and mono cartridges playing up to two hours. The entire is drawn from Saar, Rifi, Clan, Angelicum (classic) and Kapa, and is its Italian licensees — Fonti-Cetra.

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NOW YOU CAN IMPORT CAR STEREOS DIRECTLY FROM JAPAN

10 Models to Choose From - 3 Different-3 Tracks - 5 Different- 4 Tracks - 2 Different- 8 Compatible (All are fully guaranteed) Available with your brand or without brand

Now! Available Only From Sentry Industries... This "PILFER-PROOF" TAPE CARTRIDGE DISPLAY RACK

FREE! ($25.00 Value)

FREE WITH YOUR ORDER FOR 95 ASSORTED ENCORE 8 TRACK TWIN PACK Stereo Cartridges (Two Full Albums in Each One) only $1.57 EACH (5T.95 ITO) GUARANTEED TOP QUALITY 100% FREE EXCHANGE PRIVILEGE

Sentry Industries, Inc.
311 So. 4th Ave., Mt. Vernon, Ill. 62864
Phone (948) 397-2000

November 26, 1966, Billboard
The Horn's Happening!
AL HIRT'S New Single
"(Theme from) THE MONKEES" c/w "THE EVIL ONE"
# 9023 RCA VICTOR™
© The most trusted name in sound
French Response Impresses RCA's 'Demonstration Team'

By MIKE HENNESSEY

PARIS—Despite the big lead held by Philips in the tape cartridge field in France — their system is being used by Barclay, Pathé Marconi, Vogue, Polydor — RCA is optimistic about the potential French market for their Stere-o8 cartridge tapes.

Philips launched its system this spring to become universally adopted in France, thus averting a cartridge war. But though theirs is the only system currently on the French market, the signs are that France is heading for the same situation in the States — with at least two, possibly more, systems bidding for supremacy.

This week, RCA and Motorola executives staged a conference and demonstration in the Hilton Hotel, Paris, presided over by French RCA chief Henri Fromont. Afterwards, Oscar Kustis, vice-president and director general of Motorola, New York, said: "We have been favorably impressed by the reception. We did not expect this degree of acceptance."

The demonstrations of the RCA-Motorola equipment were preceded by two conferences, one for the auto industry, attended by representatives of three of the major French auto manufacturers — Citroen, Renault and Simca — and one for the press. The RCA-Motorola team is touring Italy, Germany, France, Britain and Sweden to demonstrate the equipment and a tape cartridge depot has been established in the free port of Amsterdam for European distribution.

Dario Sorio, vice-president of the RCA Victor Record Division and director of the department of international liaison, said: 'Our tapes are already on the market in Italy with local retailers and next year we hope to introduce duplicating facilities.

"The purposes of our visit to Paris is to talk to manufacturers of automobiles, with radio equipment manufacturers and record manufacturers. We feel that the real future of tape cartridges lies with our system. The small cassette is too limited in sound and playing time. It is to the cartridge what the LP is to the LP."

(Continued on page 18)

Ampex Builds Catalog Powerhouse

By RAY BRACK

CHICAGO — Ampex Stereo Ampex is building a CATRIDGE catalog to be reckoned with. Now boasting the MGM, Verve, Rama Sutra, Vanguard, Elektra, Nonessch and Monument labels and ILS language study tapes, a new AST general manager Donald Y. Hall said that over a hundred releases from the new labels in both 4 and 8-track cartridges will be out by the end of the year.

Ampex, reportedly the nation's largest manufacturer and marketer of open-reel stereo tapes, began manufacturing and marketing stereo tape cartridges in August with London product on an exclusive basis. A&M was added in September.

The addition of the new labels gives Ampex one of the strongest catalogs of top-selling cartridges in the industry," Hall said. "Ampex already offers eight of the top 25 cartridges on Billboard's Top LP list."

Hall reported that during Ampex's three months experience with cartridges, sales have exceeded our best expectations, and we are increasing our production capacity in Spanish for release next month.

"Although by December we will be offering over 200 selections on 4 and 8-track cartridges," he said, "we are not attempting to concentrate on fewer numbers of albums. We are striving instead to maintain the high quality of cartridge tape we produce while taking care to select labels and albums that sell in volume."

Ampex, unlike some other marketers of cartridge tapes, Hall said, produces its own masters.

AST, currently manufacturers and markets open-reel language study tapes exclusively for the Institute of Language Study, has been working with the Institute to develop auto-player tapes for on-the-road instruction. The initial releases will offer courses in Spanish, French, German and Italian.

All the new titles will be available in 4- and 8-track cartridges, Hall said. Vanguard, Elektra and Monument will be offered in both 8-track and 4-track Fideloscopes. The Ampex open-reel catalog embraces 47 labels and 1,600 selections.

TAPE CARTRIDGE

CAP OF CANADA IN CARTRIDGES

TORONTO — Capitol Records Canada, Ltd., entered the tape cartridge field in Canada this month with an introductory release of 10 cartridges, featuring such artists as Jackie Gleason, Al Martino, Nat King Cole, Frank Sinatra, Dean Martin, Nancy Wilson. Capitol is importing its cartridge product from the U. S. initially, and in relatively small quantities, while assessing the market potential and trying to influence it.

Suggested list price ranges from $7.98 to $19.98.

Sentry Sets Ad Drive

MOUNT VERNON, N. Y.—Sentry Industries, manufacturer of budget tape cartridge products, is engaging in a heavy promotion advertising campaign geared to inform dealers and consumers about the many products offered, including its new 4-track prerecorded Norelco Cassettes. Sentry also offers 4-track stereo cartridges and 8-track stereo twin-packs, each listing for $5.95. Sentry 4-track stereo cassettes lists for $4.95.

Also offered are empty 4 and 8-track cases, blank 4 and 8-track cartridges, 4 and 8-track playback accessories for car and home, in a wide variety of Japanese and reel-to-reel tapes. The marketing campaign includes a 95-cartridge poster, posters, displays and catalogs.

NEW! NEW! NEW! FROM MUNTZ STEREO-PAR!

MUNTZ STEREO-PAR

7210 DENSMORE

VAN NUY4S, CALIF.

(213) 989-5000

39.95

Supernova Stereo

For Home Office or Office

with Self-Contained

(Speakers Optional)

79.95

For Home Office or Office

with Self-Contained

(Speakers Optional)

NOT AFFILIATED WITH MUNTZ TV

MUNTZ STEREO-PAR

November 26, 1966, Billboard

Copyrighted material
Anyone can move a mountain.
Only the "Chorale" can make it soar.

The renowned Harry Simeone Chorale
sings

Anyone Can Move a Mountain
c/w Ballad of Smokey the Bear

From the Videocraft TV Musical Spectacular "Ballad of Smokey the Bear"
Thanksgiving Day, November 24, on the NBC Television Network

On COLUMBIA RECORDS

www.americanradiohistory.com
**TOP 20**
Spots—Predicted to reach the top 20 of the Hot 100 Chart

**THE MAMAS & THE PAPAS—WORDS OF LOVE**
(Flip: "Portobello Road")...The group's ecstatic vocal treatement was on par with the glistening reverberations of the Marsha & the Yandellas hit. DuShall 4607

**LOS BRAVOS—GOING NOWHERE**
(Writer: Stevens)...

**CAT STEVENS—I LOVE MY DOG**
(Writer: Stevens)...

**JIMMY RUFFIN—FIVE PASSED THIS WAY BEFORE**
(Producer: Dean-Weathersean—(Writer: Stevens—BMD)...The group's harmony was unassailable, with the lead vocals of the Marsha & the Yandellas hit.

**TOP 60**
Spots—Predicted to reach the top 60 of the Hot 100 Chart

**BOBBY DARIN—THE GIRL THAT STOOD BESIDE ME**
(Writer: Stevens—Chordum—BMI)...She was a presence to be reckoned with...The group's vocals were as harmonious as the music itself.

**ROY ORBISON—COMMUNICATION BREAKDOWN**
(Writer: Williams)...The group's vocals were harmonious and the music was as captivating as the vocals.

**OTIS REDDING—TRY A LITTLE TENDERNESS**
(Writer: Stevens—Walling—BMI)...The group's harmonies were as soothing as the music itself.

**SAM & DAVE—YOU GOT ME HUMMIN'**
(Writer: Stevens—BMD)...The group's vocals were as harmonious as the music itself.

**CHART**
Spots—Predicted to reach the Hot 100 Chart

**BARRA STRIFLAND—SLEEP IN HEAVENLY PEACE**
(Writer: Gruber—(Writer: Gruber)—BMI)...

**ELVIS PRESLEY—IF EVERY DAY WAS LIKE CHRISTMAS**
(Writer: Presley)—BMI...

**JOAN BAEZ—THE LITTLE DRUMMER BOY**
(Writer: Drummie)...

**JAMES BROWN & THE FAMOUS FLAMES—THE CHRISTMAS SONG**
(Writer: Torese-Tills—BMI)...

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**SONNY JAMES—BAREFOOT SANTA CLAUS**
(Writer: James—BMI)...The group's vocals were as harmonious as the music itself.

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Spots—Predicted to reach the Hot 100 Chart

**SLIM HARPO—I'M YOUR BREAD MAKER, BABY**
(Writer: Shuman-Ragovoy)...

**TOMMY TUCKER THAT'S LIFE**
(Writer: Graham)...The group's vocals were as harmonious as the music itself.

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SHOUT HAS TWO MONSTERS BUSTIN’ IN ALL MARKETS

FREDDIE SCOTT

"ARE YOU LONELY FOR ME"
S-207

DONALD HEIGHT

"MY BABY'S GONE"
S-204

SHOUT RECORDS, INC.
1650 BROADWAY, NEW YORK, N. Y.
Produced by: Bert Burns
A Mayhew Production
TAPE CARTRIDGE

Irwin J. Tarr, division vice-president of Recorded Tape Marketing for RCA Victor, signs a contract between Victor and the Institute of Language Study for a language course series to be released by Victor on 8-track stereo tape cartridges. Looking on are Robert Livesey, left, president of the institute, and David Savage, manager of planning and merchandising for the Victor department. Four language courses are slated for release next year.

French Response Impresses RCA

"There are 12 million cars in France and we are confident there is a big potential market for our cartridges."

Initially, the RCA Stereo-8 tapes and playing equipment will be imported. "Depending on the reception the system gets," said Kusisto, "the tape decks and audio modules could be imported and the rest assembled here. That would be the second logical phase—depending on the impact made by the first phase. One has to remember that tooling costs are very high."

Kusisto said no definite agreement had yet been reached with auto manufacturers in France, "but the directors have all asked to have our system installed in their personal vehicles." And on show at the demonstration was a Renault, equipped with a Motorola system.

Kusisto did not consider that the relative smallness of European cars would be a problem. "It was a proviso that the right acoustic bounceoff and it works really well."

The RCA-Motorola team included in addition to Dario Soria and Oscar Kusisto, Irwin J. Tarr, vice-president of the RCA Victor Record Division, Peter F. Baumberger, vice-president of RCA Overseas, S.A. of Geneva and Richard A. Winsauer, international exploitation manager of Motorola Automobile Products. A $4.95 Retailer

For Dealer Information on Prices and Available Distributorships

Call: Write: Wire

STEREO PRODUCTS MANUFACTURING CO.
22 W. Wadsworth St.
Akron Louisiana 44308
Phone: 216-434-6665

Duke-Peacock's Setup Expanded

HOUSTON—Duke-Peacock President Don Robey has announced an expansion of his operation, together with changes in the promotion set-up. Pearl Woods is now heading the Eastern division in production and promotion, replacing Boo Fraizer, who has moved to Mercey. Steven Debose heads the West Coast division. Both new appointees report to Dave Clark, who heads up national sales and promotion. Joe Scott heads the ad department, headquarters here.

London Launches Adventure Drive

NEW YORK—A special promotion, including the purchase of radio time in Boston, Miami and Los Angeles, is being conducted by London Records in connection with its new release on the Coliseum label, "Jungle Adventure," which features the Don Randi Trio, Curtis Amy, and the Exotic Strings. The album, which was produced by Tutti Camaratou, also contains jungle animal sounds. Bulk samples are available to distributors for radio stations and special stereo copies are planned for in-store demonstrations.

Col. & Arvin Frame Unit

TOKYO—Nippon Columbia has disclosed that its new compatible 4 and 8-track CARTRIDGE player is a joint development with Arvin Industries. According to a company spokesman, the Columbia-Arvin system is fully automatic with an electro-mechanical sensing device which selects 4 or 8-track operation. The new player will be sold in the U.S. by Arvin and elsewhere by Nippon Columbia under its own brand name, Denon.

Maxin Off to Coast

NEW YORK—Arnold Maxin, executive vice-president and general manager of Big 3 Music (Robbins-Fein-Mille), flew to the West Coast last Thursday (17) to discuss music for "Grand Prix," the forthcoming MGM film, which has a score by Maurice Jarre. Jarre's last MGM film score was "Doctor Zhivago."
These 4 are only part of our service
(and they don’t keep bankers’ hours)

Because they don’t keep bankers’ hours, they make every day pay off for you. They are a vital part of the Cryovac record overwrapping program and they see to it that your packaging lines keep humming along in top shape. They are equipment service engineers. And good ones. (We have two engineer/salesmen, who work with them, supplying technical assistance.)

When you add their service to the other elements of the Cryovac program (films, the versatile, up-to-date SA-1 machine, and technical assistance in depth) you know why this program is the one for you.

Whether you want to overwrap single LP’s, LP albums, tapes or tape cartridges — this one program wraps them all — faster, better and more economically. When we say “only Cryovac offers you a complete record overwrapping program,” we mean it.

These men are four very good reasons we can mean it.
Announcing the solo debut of a first magnitude star.

GENE CLARK.

Former member of The New Christy Minstrels and an originator of The Byrds. Now, Gene does a single—revealing emphatic, thought-provoking lyrics and vividly expressive music he has written himself. And a bright talent assumes even greater brilliance.

"ECHOES"

on the streets you look again, at the places you have been or the moments that you thought where am I going, though the walls are like the dead, they reflect the things you’ve said and the echoes in your head continue showing, here the castles you can build, out of dreams you have fulfilled won’t keep out all of the ill wind that is blowing, and you’ll look still for a trace of an opening in the place, where you’ll find the life that you were used to knowing.

you can walk out in the night, and be sure that it’s all right to exaggerate the world that’s only being, you can watch regina dance through the crystal panes of glass yet you know that there’s so much that she’s not seeing, till you held one precious thought, after all this time you’ve sought that she might be just protecting what she longs for, and her eyes are veiled with black, cause she plays she can’t look back at the love she wanted so, now says is no more.

the lights go on, commence the cold, as your senses will be sold to the parrot watchers mimicking no reasons, to pretend that what they are, from the fact completely far while the truth may be betrayed, lie and treason, build their towers in the sand, don the roles of their command while their kingdoms in the innocence they’re stealing and infection easily spreads, through the searching, twisted heads as they team up to tear down each other’s feelings.

"Echoes"

on COLUMBIA RECORDS

www.americanradiohistory.com
Another ride to the top!

LOS BRAVOS
“Going Nowhere”
Talent
Rock Rolling on Colleges' 'Teen's List' Across Nation

But today, a major record act like the Four Seasons on Philips Records will easily play 80 per cent of their performances on college campuses.

And these, he said, are shows where the Four Seasons get a percentage of the gross "and are taking out good money." Their manager, Fred Wein-}

trub understands the college market and how to handle the public relations and of it. As an example of the demand, the Four Seasons did 14 college dates in October alone.

"The funny thing," Rubin said, "is that today when you talk to a student on campus who's seeking to buy talent, they'll read you the tradeupper chart position of the artist's current record. When this happens, you can be assured that consciousness has changed. You can even tell you where the record was on the tradepaper that week."

"What's happening on campus is, of course, the same thing throughout the industry. R&B record talent is getting much wider acceptance and a lot of acts are getting more R&B-oriented."

EBO Talent

SAC (formerly Shaw Artists) has a firm with an extensive list of campus talent, including the Drifters, the Coasters, Bobby Hebb, Charlie John, Ben E. King, and Otis Redding. Tom Carroll, executive assistant to SAC's president, Mr. & Mrs. Robert DeNiro, said that in the "last couple of years there has been a much wider acceptance of such acts in all campuses. The interesting factor is that in R&B acts are by south- erners and there are no geographical barriers."

He felt that one reason for the increased campus tour business could be traced to the growing number of black record players and the heavy airplay given R&B records on pop music stations.

Extra Dates Up

"This academic year will sur- pass last school year in the number of dates played by our acts. We have roughly 50 R&B acts and it would not be a large victory with Coca-Cola as interest in R&B acts in 75 different campuses in a given week, either performing at a concert or at a student dance."

One of the ways SAC artists have been able to get on campus, Carroll said, was by showing R&B talent before the tradeupper chart record and

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Frank, Fisher: A Win Parley at Las Vegas

LAS VEGAS—Two of the top names in the recording industry and in the music business opened here Nov. 2. In what other town can you find the leader of the "Choir," Frank Sinatra, at the Sands, and Ed- die Fisher, at the Riviera, on stage at different hotels at the same time?

Both turn-away crowds and, as usual, both did an outstanding job. Sinatra causing his usual excitement in town, he was here for only two weeks. Fisher is on until Dec. 5.

Sinatra walked onto the stage at the Sands and re- ceived a standing ovation before he even sang a note. There was a grote treat because Gori- don Jenkins and a 35-piece record- ing orchestra of 20 strings, backed Sinatra.

He sang all the songs he's so famous for singing; "Autumn Leaves," "It Was A Very Good Year," "Shadow of Your Smile," "Foggy Day," "Under My Skin," "September of My Year," and "Yes Sir, That's My Baby."

Sinatra doesn't have too much of a new song audience. He offers a joke or two.

He forgot the words to "Strangers in the Night," the recording hit which has sold over 2 million copies. But he jokely got his way, then intro- duced some of the opening night audience including his mother, Mila.

Fisher, not as powerful as Sinatra had been in audience at the Riviera begging for more. His distinctive funny voice seems richer than ever. He's relaxed and obviously has fun with his sing-along. He enters the room from the rear, singing, "Open a New Window," and later goes to the audience to sing a song for them. "Let Me Entertain You," Eddie also sings, "If She Walks in the Room, I'd Like to Strat- age any time."

Joining Eddie on the bill is the Doodletown Pipers, 10 young men who offer such songs as "Sweetheart of Sigma Chi" and "Yesterday." The big showdown closes for two weeks after Eddie's appearance, then Eddie Debbi Reynolds does the Christmas show.

Anita Bryant's Parley Path Pays

LOS ANGELES—Anita Bryant avoids the nightclub circuit in favor of radio, through industrial conventions and special shows. This is a well-protected financial circuit, she said.

Her ability to perform in a show and recording firmas Coca-Cola, AC Spark Plugs, "America's Most Romantic Mo- tors and American Telephone and Telegraph, is a result of her byline with Coca-Cola as their Coke girl in radio-TV ad- versitement. The Coca-Cola company has her on a hefty guaranteed income for her promotional efforts for the soft drink. Anita has a lot to do to pick and choose her other activities.

The industrial circuit is little publicized, she said, but she can earn $600 a week. "To make a point in the business is a matter of a lifetime."

The only drawback is that the dates are locked in tight 10 months. Because of these advance commitments, she has to turn down two

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(Continued on page 20)

Village Gate Swings

New York—With Carmen McRae, the Modern Jazz Quar- tet and Blossom Dearie, the Village Gate offers what is probably the best nightout in the music city. The admission charge for Miss McRae and the MJQ is a modest $3.50, while Top of the Gate patrons can hear Miss Dearie, Miss McRae, making her unum- about Gate opening Tuesday (16), with two sets nightly, anywhere in the best legit singers in the business. The Village Gate's new- stream album, "Live at the Vil- lage Gate," is still a strong seller.

Openers was "Clear Day," which came across loud and clear, each syllable treated with care. In addition to her splendid vocal equipment, her own would make Professor Henry Higgins jealous.

Miss McRae sang — "This Year," which she sings in the forthcoming Warner Bros. film "Hotel," and did Duke Elling- ton's "Statin Doll." The former is a ballad which has strong hit potential, and the latter is a bluesy, swinging number which Miss McRae handles with taste and imagination.

Most enthusiastic audience re-actions earned "Ain't," which Miss McRae has recorded as a single and which is the title of her latest Mainstream album. She also scored with a prowess on "Body and Soul," a "bouncy "He Loves Me," and "Mambo Man." "Lucky to Be- longing Hearcules." Backing by the Norman Simmons Trio was top rate.

Upstairs, Blossom Dearie's little girl voice and jazz treat-ment of "You Turn Me On" was warmly received by the crowd. Miss Dearie, who recently signed with Font- tana, will have an album out in the near future. It's "Blossom Time at Ronnie Scott's in Lon- don."
Canterbury is New
Canterbury has a Hit

DON GRADY
THE CHILDREN OF ST. MONICA

REGIONAL BREAKOUT

SEATTLE
KJR's
P. D. Pat O'Day
Says
"Hottest New Record in Seattle"
"No. 2 in Request"

SEATTLE
KTR
1st week ..... 50
2nd week ...... 16
This week ...... 4

THROUGH ONE OF OUR 31 DISTRIBUTORS ACROSS THE NATION!
Hendricks, In Fine Voice

LOS ANGELES—Jon Hendricks, a vocalist looking for a repeating engagement, found it at Shelly's Manne Hole Tuesday (26) when he stepped out of the blue tradition. The appearance marked his first at the Hollywood jazz spot, following a two-year absence from the Los Angeles area for the Sunnatale, Cali, performer.

Hendricks' warm, husky voice was modeled along nicely by the Larry Vockovich Trio, which has been supporting the following for past year, "Everyday I Have the Blues" was Hendricks' robust opener, followed by the plaintive "It Was a Dream" from his '41 album "Northern Tunes." "Shadow of Your Smile" otherwise program of unfaithful renditions. The lyric's humorous personality 'knoc through on his clumbing, "John's Mumbles."

ELOIS TIEGEL

Rock Rolling on Colleges' Teen's List

• Continued from page 28

Many acts, he said, because of success in all areas of the business like TV appearances and major concerts, have outgrown colleges and Eastern College students have found some rock acts provide a great source of entertainment. The college boy is becoming a regular at the college night or club right next to two or three high-priced ones. "True, some of the acts may not have a hit record at the moment, but they're professional entertainers."

Frank Barsalona, president of Premier Talent, said during the last year and a half a rock 'n' roll, folk-rock, and rock was made in the No. 1 demand on campus and the demand was still growing. "College boys and girls want to have a party for the contemporary record and music." said Barsalona.

$1,000 Per Night

Between 25 and 40 per cent of the acts booked by Premier Talent are working each week at one college or another, ranging from the No. 1 demand on campus and the demand was still growing. "College boys and girls want to have a party for the contemporary record and music."

But I would say that our artists play as many college dates as they play in the picture shows. This demand is up 25 per cent in the last year and 100 per cent over what it was a year ago, said Barsalona.

The William Morris Agency books acts like Jay and the Americans, the Beach Boys, the Associates, and the Beatles and they work every night of the week. Barsona said. Premier Talent books more than 100 acts, including the Yardbirds, the Hollies, Mitch Ryder and the Detroit, ttk-wt, the Beau Brummels, and the Animals. The animals last April and May did a complete college tour, he said, playing 35 to 40 different campuses and are planning the same type of tour in February and March. He saw nothing unusual in the growing demand for rock 'n' roll on campuses. "If you think about it, the kids in the movies today originally supported this type of music when it first came into popularity. Can you see it by the acts they buy, it's only the people that can afford it," he said.

"It was a few years ago, even though the act wasn't a hit that's a hit's part of the act. They think the act is Boppin' Berry and the Isley Brothers."

The Righteous Brothers, who are booked by Premier Talent to play 25 dates each season during the coming college tour, are scheduled to play a rock 'n' roll on campuses. "If you think about it, the kids in the movies today originally supported this type of music when it first came into popularity. Can you see it by the acts they buy, it's only the people that can afford it," he said.

The Rolling Stones, Rolling Stones, and the Animals are known for their electrifying performances at colleges. The Rolling Stones, Rolling Stones, and the Animals are known for their electrifying performances at colleges. The Rolling Stones, Rolling Stones, and the Animals are known for their electrifying performances at colleges.

"I think the hook will be a very big act on college campuses in days to come," said Barsalona. "It's true that they could play discotheques, but we feel they're more entertaining. We believe that the act of giving a concert you enjoy. Artistic freedom is the key to the success of these artists, familiar with the college scene and is doing a good job trying to establish themselves there."

Spending Cited

Last year, past college kids have really become conscious of record sales, said Barsalona. "Most kids today spend from $1,000 to $1,500 a night and often playing three dates a week. The act that work every night of the week, he said. Premier Talent books more than 100 acts, including the Yardbirds, the Hollies, Mitch Ryder and the Detroit, ttk-wt, the Beau Brummels, and the Animals. The animals last April and May did a complete college tour, he said, playing 35 to 40 different campuses and are planning the same type of tour in February and March. He saw nothing unusual in the growing demand for rock 'n' roll on campuses. "If you think about it, the kids in the movies today originally supported this type of music when it first came into popularity. Can you see it by the acts they buy, it's only the people that can afford it," he said.

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NEW YORK—Only music can fully exploit the high fidelity and stereophonic capabilities of FM, David H. Polinger, president of New York's WTMF-FM, Full conference of the National Association of Broadcasters here last week. Polinger was speaking at the day-and-a-half conference, one of many, statewide series by the NAB, included Polinger and WPXI-FM manager Lynn Christensen, both of whom spoke on FM radio.

Polinger said that WTMF-FM, built some six years ago, has been a profitable radio station for the past three years. In designing the programming, the station decided that "all too long too much of FM had catered only to a select few." Also, the station wanted to "reach" personalities. Supporting his speech with taped examples of music and personalities, Polinger said, "it is my sincere recommendation that any FM station to be successful maintain a radio station first." Citing figures of increased FM set sales and increased FM penetration, Polinger felt that FM station owners were going to make enough of the point that FM radio is about to explode. Advertising people cannot afford to overlook FM any more.

Christian brought out a good point station owners might consider—that the FCC separation ruling doesn't mean AM and FM stations have to be in the same city. "Maybe you really ought to do with your FM radio station," he said, "is to indeed program it separately—500 miles separately." He suggested that AM-FM owner-ship groups, now limited to seven markets could exchange or barter halves of their duos.

KEZY Goal: Being Entertainment Voice

By ELIO TIEGEL

ANAHEIM, Calif.—"We don't want to be just another Los Angeles radio station," said Howard Kester, vice-president of KEZY, a 5,000-watt AM outlet which reaches into the Los Angeles market. "We want to be the entertainment voice of Orange County." Since the recent power boost from 3,000 to 5,000 watts, KEZY is heard in regions of Los Angeles, but Kester's hands programming instead toward the 1.2 million people of Orange County, the adjacent area to Los Angeles County.

Located on the Disneyland Hotel, KEZY is the only adult-oriented AM station in the county. The only other licensed AM station in the region is the Hollywood-based KFBR 1200. In request Hot 100 format. Hence there is no audience competition between the two stations.

"Music people are interested in us because of the excellence of KMPC in Los Angeles and KGOL in the San Fernando Valley," Kester said. "We can offer other outlets playing album sounds," Kester said. KEZY's music programming (Continued on page 40)

NOVEMBER 26, 1966, BILLBOARD
FM Radio Is No Stepchild, Asserts Dot's Rosenberg

LOS ANGELES—"It's a big mistake to classify FM radio as a stepchild. FM is extremely important because the FM listener is an album buyer." This is the way Ted Rosenberg, Dot Records' vice-president for merchandising and national promotions, put it in the recent promotion meeting about FM radio.

Dot is currently servicing FM stations in a concentrated effort to get its product before this special audience group. Rosenberg feels the medium is impotent to a considerably larger audience than electronic radio in the last few years when people began taking notice of the service for its clear fidelity.

While in New York to purchase with Columbia Records as district sales manager, he took a survey among dealers to ascertain what median they felt brought it out in customers. "A rather substantial per cent reported FM radios as an important instrument," he said.

Wherever Rosenberg talks with his promotion staff he "pushes FM heavily." You can't actually promote an album's sale like you can through exposure on KMPC here, he noted. "But the influence is there." KMPC is a top AM station in this area.

Stereo sales have increased so rapidly over mono in the short period Rosenberg has been with the company. (Continued on page 38)

**STATIONS BY FORMAT**

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<td><strong>WLCX</strong></td>
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**FM Radio Frequencies**

| **WZFM** |
| **WABA** |
| **WABC** |

**RADIO-TV PROGRAMMING**

FM Radio Is No Stepchild, Asserts Dot's Rosenberg

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Stereo sales have increased so rapidly over mono in the short period Rosenberg has been with the company. (Continued on page 38)
JOIN IN THE HICKORY PARADE OF STARS

“MY YESTERDAY LOVE” — Hickory #1422, by the Newbeats, is their newest solid sound. It is being "picked and played" all across the country!

“CALL HER YOUR SWEETHEART” — Hickory #1411, by England’s Sensational Frank Ifield, is good listening on anybody’s favorite station. Sales are solid. It’s another big one for Frank!

“SOMEONE” — Hickory #1423, by Sue Thompson, is her greatest record. "Sue with Soul means Sales for Sure!"

Hickory RECORDS, INC.
Nashville, Tenn.

www.americanradiohistory.com
**WDRC Again Tops: Boosted by Deejay**

- **Continued from page 35**

"... everything." This includes everything from records to promotions; the station depends upon constant audience research conducted through personal contact at record hops by the deejays, questionnaires on contests, and the phone whenever a listener calls in.

The person who "keeps on top" of records at the station is Bertha Porter, a veteran of nearly every national record company promotion executive. The KRM has been named the most co-operative music librarian in exposing new singles records.

Parker felt that the only music trend today among records was virtually "no trend." It's completely baffling, he said. "The record chart is very diversified; more than I can ever remember. A hit record can feature great production like a Peruka Clark number or feature hectic guitars." He felt that lyrics of today's hit records were, for the most part, more interesting than they've ever been. Bertha Porter, too, felt there was a greater acceptance of music today for a greater variety of music.

Like many Hot 100 format radio stations, WDRC sells its sound, without even the extent of playing records featured on Billboard's Easy Listening Chart. After 3 p.m., these Easy Listening records are replaced with 100 hard rock tunes. "This is a policy we feel is effective, but we couldn't do it without it. We just go on assumption...."

---

**First Prize**

**"GALLO de ORO" (GOLDEN CROW AWARD)**

INTERNATIONAL SONG FESTIVAL

RIO DE JANEIRO

---

**Polinger Says**

"Progressive" policies with groups owning facilities in several other markets. This, he feels, would double each group's market representation.

Owners of AM and FM operations in the same city, he felt, "with the rapid growth of FM, you have to eventually sell against yourself." He pointed out that many sections of the country various audience surveys now report FM stations "already attracting greater share of radio audiences" than AM stations. FM, he added, is also being bolstered today by a 9:00 plus station "Drive with FM" campaign designed to build FM's radio audience. "AM's last great stronghold," he also noted rapid advances in FM broadcast engineering—"as of Nov. 1, 34 per cent of FM stations were broadcasting in stereo with new stations going stereo every week."
EXPLOSIVE!!
nancy

"SUGAR TOWN"
PRODUCED BY LEE HAZLEWOOD
0527

ANOTHER CHART IMPERATIVE FROM
reprise RECORDS
TOP SELLING R & B SINGLES

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<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
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<tr>
<td>1</td>
<td>LOU BOWLS SOULIN’</td>
<td>Carlin 1246 (MI)</td>
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<td>2</td>
<td>2 SUPREMES 6-60-60</td>
<td>Motown MPL 649 (MI)</td>
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<td>3</td>
<td>THE EXCITING WILSON PICKETT</td>
<td>Atlantic 1210 (MI)</td>
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<td>4</td>
<td>IN THE WATER</td>
<td>Atlantic LP-3730</td>
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<td>5</td>
<td>GETTYIN’ READY</td>
<td>Frank Zappa, Casablanca 51 (MI)</td>
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<tr>
<td>6</td>
<td>ON TOP</td>
<td>Motown MPL 647 (MI)</td>
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<td>7</td>
<td>TELEQUIP</td>
<td>T平坦, Imperial V 6633 (MI)</td>
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<td>8</td>
<td>COME BACK</td>
<td>A&amp;M Records, F1106 (MI)</td>
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<td>9</td>
<td>STAND IN FOR LOVE</td>
<td>Imperial, imperial 6677 (MI)</td>
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TOP SELLING R & B LPs

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<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label &amp; No.</th>
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<tr>
<td>1</td>
<td>ROAD RUNNER</td>
<td>Dr. Hook &amp; the Medicine Show, Bell SLP 7003 (MI)</td>
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<tr>
<td>2</td>
<td>A CHANGE IS GOING ON</td>
<td>Curtis Mayfield, Atlantic 4642 (MI)</td>
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<td>3</td>
<td>SOUL BROTHER</td>
<td>James Brown &amp; The JB’s, King S 5505 (MI)</td>
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<td>4</td>
<td>LENDER TOWER</td>
<td>Capitol, Capitol T 2535 (MI)</td>
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<tr>
<td>5</td>
<td>A COLLECTION OF 16 BIG HITS, VOL. 2</td>
<td>T-6150 (MI)</td>
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<tr>
<td>6</td>
<td>HOLD ON! COMIN’ ON</td>
<td>Sam &amp; Dave, Stax 7006 (MI)</td>
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<tr>
<td>7</td>
<td>WARM AND TENDER SOUL</td>
<td>Duke Ellington, Savoy V-1591 (MI)</td>
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<tr>
<td>8</td>
<td>TRUE STORY</td>
<td>Atlantic 1210 (MI)</td>
</tr>
<tr>
<td>9</td>
<td>SOUL OF THE MAN</td>
<td>Atlantic 1210 (MI)</td>
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Radio-TV Programming

BBC’s Pop Production

Chief Researching US

Continued from page 35

buyers are buying and what listeners would rather listen to. For example, a record by the Beatles comes out, everybody who is going to buy it, no matter how it is done. On the other hand, if it could have sold every copy of every record every week, we wouldn’t have to sell it in bulk. But our research tells us the record stays popular quite a long time, so we are no longer buying up. In England, the BBC gets daily reports on the size of its audience by the use of various technical aids. This means we can range around 11 to 12 million listeners, and the people who are busy making the executives are provided with an in-depth study of specific things like which people are interested in a particular personality or artist. One of the reports also provides a reaction index to the audience, determining how much they liked a particular record at the moment. As a result, a particular half-hour drops below a 60 per cent "like" rating, meaning less than 60 per cent of the people liked it. We look at the product to see what went wrong. Most of the shows on BBC, however, achieve 60-70 ratings.

Mammoth Surveys

Among other research projects, there are occasional "mammoth" surveys. One of these was done on the first visit of MacLean to a major American radio station, MacLean was an analysis of what in people who are listening to whom. For the survey, he found out what made people switch off... the tolerance level. It was found that people would stick with a record or song they don’t like for two or two and a half minutes. It was also found that the number of songs that they might keep and choose from is constantly being changed by what the weather is like and by what the weather is like.

Keith’s Goal

Continued from page 35

keeling is formulated by Kester and his two new operations manager Bruce Fowlstone, formerly of WHDH, Boston. The station has a typical day, with 30 to 40 of these tunes appearing weekly.

"In the Orange County station," Kester said, "We want to enjoy an Orange County identity. In its college campus, we want to become the station for adults through the musical tastes of Frank Sinatra, Ray Conniff, Peggy Lee and the Tijuana Brass, Kester has hired the former Los Angeles region disk jockey.

Ted Quillin, formerly with KRLA, Pasadena, heard from 6 to 10 p.m. and 2 p.m. to 7 p.m. on the other voice, is the regular host. They are now with the KTMY, Inglewood, Calif., and are heard on the night program, "wanted for Murder." They are now with the KTMY, Inglewood, Calif., and are heard on the night program, "wanted for Murder," and the "Walk The Line" at midnight. To make room for Quillin, and the other voice, was switched to the midnight program, which is now devoted to the local community.

The station uses a mild re-verification effect under all packages. If the packages are not taped, a "tight sound." Both hits and radio hits are found, and it is decided on concentrating on becoming Orange County's only non-rock station. Kester feels KPFI has a uniqueness which can be sold to advertisers.
SMASH!!

DON HO

"TINY BUBBLES"

BOOMING BREAKOUT IN ILLINOIS (WLS, CHICAGO) OVER 20,000 ALREADY SOLD IN HAWAII ALONE!

ANOTHER CHART IMPERATIVE FROM DON HO...STATESIDE!

JUST CONCLUDED; RECORD ENGAGEMENT, COCOANUT GROVE, LOS ANGELES OPENING NOVEMBER 27TH; ROYAL BOX, AMERICANA HOTEL, NEW YORK CITY SOON – THE SANDS, LAS VEGAS!

www.americanradiohistory.com
**Electric Guitars Shattering Mexico's Traditional Sounds**

**By KEVIN M. KELLEGHAN**

MEXICO CITY—Electronics may shatter a romantic Mexican tradition, the serenata. There was a time when the young Rita would visit her girl's home in the early hours of the morning with a Spanish-guitar-playing trio. They'd sing love songs under the window, while the boy stared in vain at the closed curtains. One of the rules of the serenata was that the young Rita never acknowledged the serenata while it was in progress. To a great extent, that lovely tradition is disappearing.

Today, the girl is likely to be found in a rock music cafe, juggling with her boy friend to the music of a go-go electronic trio. And instead of a name like "Los Panchos," the go-go trio's name might be "Los Rockin' Devilkins." "Los Crazy Babies," "Holly Holts," "Americana"—American style rock music has trickled into practically every musical variety show on TV: a disheartening sight of other Mexican electric guitar groups with English-language names mount to playback their latest singles, singing about singles hits while teens jerk and surf and watch millions of network TV viewers.

Ten years ago, girls' skirts were being worn on the ankles, blouses covered the shoulders and a girl had to be back home from a date before the sun went down.

America's electric guitar has invaded Mexico's radio, TV and nightclubs. "Shiva-Drum," "Muffles," "Hollywood Go Go" and "Hollywood a Go-Go" are some of the U.S. rock music programs aired in Mexico. Records by Johnny Rivers and the go-go trio's name might be "Los Rockin' Devilkins." "Los Crazy Babies," "Holly Holts," "Americana"—American style rock music has trickled into practically every musical variety show on TV: a disheartening sight of other Mexican electric guitar groups with English-language names mount to playback their latest singles, singing about singles hits while teens jerk and surf and watch millions of network TV viewers.

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American Artists Cross Into The German-Language Zone

HAMBURG—West Germany record companies are pressing ahead with a project called "Musik auf Deutsch," and Paul Anka has just become the latest American artist to take the leap into recording in German.

In fact, little darts is required, as it has become good premarketing policy for English-language artists to switch to German for recording in this country.

Deram's program is even bigger this year when they make the effort to sing in the tongue. Teldec is going on with its new Hildegard Knef German-language release, "Ich braue dehn Vindell," which underscores the advantage of bilingual artists such as German-born Miss Kell in this country.

Macar Diamonds' new release (for Philips) are selling well mainly because she sings in German. The language sales stimulus is illustrated by the effort which country and western star Wanda Jackson has put into learning German, despite the fact that many of her German countrymen prefer their country in straight English.

The wisdom of waxing in German is shown in Frank Sinatra's "Strangers in the Night," Sinatra's original is taking second place on the chart in English versions.

"In the classical field, Teldec raced a new series of recs devotion to "recital of a rich past." "Musikal-Erbe's" "The German Reformation" is a new one which can be played more than one time -a version of "Mozart's Brandenburg Concertos," "Mozart's "Don Giovanni"...(France), "Mozart's Requiem," "Haydn, Mozart, Beethoven, Wagner, Bruckner, Mahler..."...

Kaempfert Award

PALMA, Majorca — A gold disk representing world sales of 25,000 on his "Swinging Safari" Polydor album was given to Bert Kaempfert at a gala here at the Hotel Bahia Palace. Polydor's Klaus Reinheimer flew the journals for the occasion.

November 26, 1965, Billboard

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November 26, 1965, Billboard
INTERNATIONAL NEWS REPORTS

From The Music Capitals of the World

AMSTERDAM

AVRO-TV's screening of the "Dean Martin Show" is a big boost to his disc sales, says Negra Rerite. Distributor. There is activity on the entire Martin catalog. Negotiations are in progress to arrange Dutch appearances for Bobbie Hobb and Joe and Tina Turner. Dutch singer Wilko Alberti flew to Paris to congratulate French hit vocalist Michel Polnareff, as a party given to mark his recent successes. Tamia Motown sources are coming back strongly in the Dutch market, according to Arthone Fieschler, executive Pete Fellman, "Reach Out, I'll Be There." By the Four Tops, is heading the comeback. Protest singer Hendrieka de Graaf introduced his second Decca LP at the historic Weigh House in Haarlem, center of protest balladry.

BERLIN

Hans Carles, composer, conductor and GEMA chairman, has been appointed counselor of state by the Austrian federal president, Gustav Radolf Sollner. Berle, one of the German opera's "Drenten Deeds" next year with Josef Kriese conducting. The recent Berlin Jazz Days starred the Dave Brubeck quartet, Stan Getz, Quartet, the Albert Ayler Quintet, Astrud Gilberto, Illinois Jacquet, Rufus Harley and the bass talent of the Copenhagen Orchestra and the Rachel Kuhn Quartet. Dietmar Schoener, Henni Niessen, Thomas Tipton, Horst Wilhelm and Professor Günther Weissachmann took part in the filming of a TV spectacular with Erika Koth, to be called "Rendezvous mit Erika Koth." Opera singer Dierk Fischer-Dieskau returned from his second season of Japan, this time with the Deutsche Opera. 

DUBLIN

First Irish solo artist to break through to the showband-dominated local chart is folk singer John McEvoy, otherwise tagged the Rambler. Like the Johnstones, and Wayne and the Cadets, he is signed to Tom Costello. All three acts have been No. 1 this year.

HAMBURG

An imposing array of foreign pop talent is set to tour Germany in December. The names include Dave Dee, Dozy, Beaky, Mick & Tich, the Spencer Davis Group, the Dave, Les Bivouac, the VIPs, Ian and the Zombies, the Rutles, and the Rivals. Germany's top pop singer Roy Black's "Don't Touch Alien Cities" and "Ganz in Web" reached the 500,000 mark. Manfred Webb, producer of "Sounds of Tomorrow" has signed German singer Carsten Freyholz, Webber also plans a new top 10 label, to be handled by Philips and CBS.

French stars Dalida and Michel Polnareff visited here separately for photo sessions. Arists will release 100 LPs on its Melodia-European label of repertoire drawn from Soviet sources. RCA Victor is releasing a jazz star series featuring the work of Fletcher Henderson, Benny Goodman, Lionel Hampton and King Oliver. Arista's seasonal LP by Nino Rota for its Hansa label recorded 21 internationally known Christmas tunes. Soviet pianist Krystof Bichler cancelled his concert here. There are now 12 versions here of "Lara's Theme," from the "Dr. Zhivago." Actor-singer Heinz Hogge has signed with DGG and Carmen Coren has switched to German Vogel.

LONDON

Album production by British record companies is soaring. The switch from single to album production accelerated sharply in August this year, according to latest statistics from the British Board of Trade. Manufacturers turned out 2,720,000 albums this month—an increase of 30 per cent over August '68. In the first eight months manufacturers produced 10 million LPs, 10 per cent more than in the same period last year. Single production fell from 4,790,000 in August '68 to 3,500,000 this year. As a result, manufacturers' value of sales in August were $44,800,000—a 2 per cent drop from last year. Polydor's international repertoire chief Andre Pondale says here for talks with British Polydor head. Another Polydor official from Polydor in the classical department, also in for discussions, is Robert Resnitz, who records for Polydor in Germany, as well as here. EMI is releasing a five-year-old American single "Sweet Machie" on the stereo on MGM as a result of requests following airplay on pirate radio. Pierre Romans, head of Isove, came in for talks and to acquire material for his publishing company, Universal Songs.

Producer Tony Hatch flies to Los Angeles Monday (31) with recording engineer Ray Prockett for a session with Petula Clark at Warner Bros. studios. Polydor launched a new international label which will switch to it from Robert Nipperwood's recently launched action label.

To record stereo albums, Frank Fowle flew in from Paris for (EMI) and Tuttie Camarata (Decca). Motown Records has obtained U.S. rights to the Escorts. Tony Tony looks leaves the BBC Dec. 31 and is succeeded as external broadcast director by Charles Garvan.

"Frank Sinatra Sings Music for Pleasure," his first British budget-price LP, collected a 30,000 pre-release sale. Jimmie Johnson, head of the Disney Music Division, was in London for meetings with staff from France, Germany and Scandinavia to settle future European distribution plans. Rovens's head Jerry Oard joined them. Johnson was also visiting Paris.

GRAEME ANDREWS

LOS ANGELES

KNX, the CBS station, is going full guns with two programs to spotlight show business personalities. Weekday afternoons, and Sunday afternoons, Lloyd Goodstadt's "Hollywood's Golden Age," which draws such guests as Maria Callas, Stan Worth and Oscar Brown Jr. And on Sunday evening, "The Young Set," spotlights teen stars, hosted by Scott O'Neill. Recent guests have included the Carolees and producer Randy Sparks.

Vocalist Hanna Arno has left for one-nighter contract building up to her debut at Caesar's Palace Dec. 9, on the bill with Johnny Mathis. The continental performer has returned to the hibachi circuit after giving birth to a daughter, her first child. Her husband and manager Charles Thibman, has just released the LP, "A Taste of Hanna" on the Chisum label, which was produced and arranged by R. B. Barnum. Thibman is currently setting up national distribution.

For singer-actress B. B. C. tapes two "Swinging" Country shows for NBC-TV Dec. 8. The Band Without a Name will perform in the film "Thunder Alley." An American International and also cut the title song... John

(Continued on page 50)
this record is breaking...

"BEAR WITH ME A LITTLE LONGER"

b/w It's Beginning To Hurt

MONUMENT 45-980

BILLY WALKER

NASHVILLE/HOLLYWOOD

billy walker is another reason why monument is artistry
**NEW YORK**

A son was born to Artene and publicist Dick Gresh. . .

Julius La Rosa sings the title song of the MGM film "The Veteran Affair."


Bobbi Hackett and his quartet opened a two-week stand at the Steak Pit in Paramus on Nov. 15. Frank Fontaine plays host at a Christmas Party at Delmonico Restaurant on Dec. 22 for the La Guardia House for Children. . .

The Paul Horn Quintet and the Pair Extraordininaire appeared with Sergio Mendes and Brazil '66 at the Community Concert in San Diego on Nov. 17. Charles Aznavour and the Doodletown Pipers headline the Roger Miller Show on Dec. 5.

John Jones and his Quartet open a week-long engagement at the Rainbow Room this week (23). The stand runs through New Year's Eve. The New York Times judge a beauty contest at the University of Arkansas on Tuesday (22). . .

Chris Montez has been booked by Capitol Booking for appearances in Montgomery, Ala., Friday (25) and Jacksonville, Fla., Saturday (26) with Sonny & Cher. Capitol Booking has added Ruby Dee & Count Basie to its client roster. . .

The Mollers give a concert on Friday (25) at the Park Center in Charlotte, N. C. A Dec. concert is lined up for Syracuse University. . .

Sunny & Cher are permanently located in their TV appearance. . .

 Legendary music manager Alan Tarin has a new record deal for CBS-Italian. . .

The I-Palad group's new single, produced by Southern Music general manager Alberio Cartier for the S-Gerial label, is released with the group's debut at a club here. . .

Vedette issued the first single by her present singer Ruby Ciuplano "Umam, Unmih" (Men, Men) b/w "Ciao E Gino, To You and Me Alone," published by sister Concern Records. . .

Lando Fiorini, top young singer in the traditional Italian style, has signed with Vedette. GERMANO RUSSETTO

**MILAN**

As the year ends, some contracts between record companies and artists are not being renewed. Many changes are announced or rumored. Ornella Vanoni did not renew her contract with Decca and is expected to join Atoll. Memo Randelli switched from Rott to Comed Caronelle, the Curci-published group's subsidiary. Randelli is already linked with Curci as a composer. Renzo Gerussi moved from Saar to Ricordi, but it is not yet known which Ricordi label he will work with. Italian EMF marketed a mono and a stereo recorded set, retailing at $25 and $28 plus taxes, respectively, which includes 15 albums of classical music and an illustrated booklet.

Giampiero Rossi, Giovannino Anziduki and Giuseppe Rovida of Rott are back in Milan after their business trip around the world. Tom Jones and his manager, Gordon Mills, were here. Jones was flying some segments and his own show for Italian TV, Victorio Sanamic, Vickman manager at Supermac, anticipates that Decca-Italiana will issue Jones' Italian recording of "Three There Was A Time," in its original Italian, "Lullabi Occasione." Mills notes a big U. K. market for Italian ballads.

Giampiero Sciaseli, Darian International A&R director, said that "Sombrero" by Billy Stewart, Cetad label, passed the 20,000 copies sale mark and that James Brown is going to record his 'It's a Man's Man's World.' in Italian. Dianora's new group I Neari Angeli (The New Angels) debuts with "Una Camera," in Italian, version of "I Can't Control Myself." Tiffany Records, Marino Musicalu's new company, has signed American Angelus Cassidy. First re-lease is "Venti chil di Pietra," b/w "Se vi dolo veritare," both published by Al Monti Record, also owned by Marini. Composer-singer Carlton Jamieson, one of the worldwide hit "Senza fine," produced his career's other hit "Senza fine," produced the new record for CBS-Italian. . .

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Vedette issued the first single by its present singer Ruby Ciuplano (26) (Continued on page 39)
More 4-Track and 8-Track stereo tape cartridge excitement from Liberty Stereo-Tape. Specially programmed and quality controlled for the consumer that's on the go and in the know.

Specially programmed and quality controlled for the consumer that's on the go and in the know.

Liberty Stereo-Tape...the best shape entertainment has ever been in!
Barbra Streisand is one of those miracles which comes along once in a lifetime.

On COLUMBIA RECORDS
The all new
'All Star Custom Series'
Brand new
Liberty Stereo-Tape
8-Track cartridge
innovation!
Each Twin Pak
Cartridge
Specially programmed
to create
over one
full hour
of a musical mood!
WARNER BROS.

Laugh With

A MONTH OF COSBY!!!
UNPRECEDEDNT PUSH FOR
UNPRECEDEDNT PRODUCT!
AN ALL-OUT SALES SALOON
THE REIGNING RECORD
COMEDIAN OF OUR TIME
4 ALBUMS IN RELEASE!
GOLD AWARD WINNERS!
NOW-AND STILL-ON THE CHARTS!
ALL AT THE SAME TIME!!!

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* BANNERS! STREAMERS!
* BROWSER BOXES; WINDOW-COUNTER DISPLAYS!
* AD MATS! PUBLICITY KITS!

WATCH BILL COSBY RECEIVE FOUR GOLD RECORD AWARDS ON THE H"
S. PRESENTS...

Bill Cosby!!!

WS 1518 W 1518

BILl COSBY IS A VERY FUNNY FELLOW

Produced by ALLAN SHERMAN

WS 1567 W 1567

"I started out as a child"

bill cosby

WS 1606 W 1606

BILL COSBY/WHY IS THERE AIR?

WS 1634 W 1634

BILL COSBY

wonderfulness

FOR

WS 1519 W 1519

CONDITION!!

-- ALL 4,

- ALL 4

HITS;

RS

WARNER BROS.

RECORDS

PROMOTION WILL INCLUDE:

* INTENSIVE RADIO, TV, NEWSPAPER & MAGAZINE COVERAGE!

* NAT’L MAG CONSUMER ADS; PROMOS; TRADE ADS; MAILERS; ETC.

HOLLYWOOD PALACE SHOW, ABC, TV, SATURDAY NIGHT, DECEMBER 17!

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"COMING ON STRONG"
THE BRENDA LEE SMASH SINGLE
A BRAND-NEW SMASH ALBUM
DECCA

COMING ON STRONG
BRENDA LEE
INCLUDING: WHAT NOW MY LOVE • YOU DON'T HAVE TO SAY YOU LOVE ME • YOU'VE GOT YOUR TROUBLES • UP TIGHT • STRANGERS IN THE NIGHT • CALL ME

DECCA RECORDS, a division of MCA, Inc.

NOW IN STOCK AT ALL DECCA BRANCHES FOR IMMEDIATE DELIVERY
### Billboard Top LP's

**For Week Ending November 26, 1966**

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

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Original Chart Position</th>
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<tbody>
<tr>
<td>1</td>
<td>YESTERDAY AND TODAY</td>
<td>Lou Rawls</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>SPOONFUL</td>
<td>The Monkees</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>FIDDLERS ON THE ROOF</td>
<td>Johnny Rivers</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>BLOWN ON BLONDE</td>
<td>Lou Rawls</td>
<td>9</td>
</tr>
<tr>
<td>5</td>
<td>THE MAMAS AND THE PAPAS</td>
<td>The Mamas &amp; Papas</td>
<td>3</td>
</tr>
<tr>
<td>6</td>
<td>WHAT NOW MY LOVE</td>
<td>Johnny Rivers</td>
<td>10</td>
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<tr>
<td>7</td>
<td>THE ANIMALS</td>
<td>The Animals</td>
<td>8</td>
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<td>8</td>
<td>THE GREGORY BAND</td>
<td>The Gregory Band</td>
<td>4</td>
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<tr>
<td>9</td>
<td>THE FIRST MILLION</td>
<td>The First Million</td>
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<tr>
<td>10</td>
<td>THE SEARCHERS</td>
<td>The Searchers</td>
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**Record Industry Association of America seal of certification as million dollar LP's.**

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<tr>
<td>1</td>
<td>EAST WEST</td>
<td>East-West</td>
<td>8</td>
</tr>
<tr>
<td>2</td>
<td>THE DAVE CLARK FIVE GREATEST HITS</td>
<td>Dave Clark</td>
<td>7</td>
</tr>
<tr>
<td>3</td>
<td>THE TWO TON CATS</td>
<td>The Two Tones</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>THE WILD ANGELS</td>
<td>The Wild Angels</td>
<td>5</td>
</tr>
<tr>
<td>5</td>
<td>THE SONG OF MUSIC</td>
<td>The Song Of Music</td>
<td>4</td>
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<tr>
<td>6</td>
<td>POP FREE</td>
<td>The Police</td>
<td>3</td>
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**Going places**

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<td>THE TIME OF MY LIFE</td>
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<td>THE PETER, PAUL AND MARY ALBUM</td>
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<tr>
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<td>Johnny Rivers</td>
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**646 - Music, Inc.**
David Houston

Here's the latest single release from David Houston, who won the 1966 Billboard Favorite Country Single award with his half-million seller, "Almost Persuaded."

"Where Could I Go? (But to Her)"

A Lasting Investment in Listening.
The Town and Country Sound on EPIC
PUBLISHING BIGGEST MELODIES, LISTED

CORRECTION:

Available ASCAP INT'L Canada and NOW WIRE of /OR GUIDE."

D. Shank, "Irti JAZZ Harry 195028

"Blowin' Seasonal."

from the third group of "Choral Hymns from the Portland School" serves as an appropriate prelude. These other hymns from the same level fill the first side.

OLI!

Corrections are also made in the "SPECIAL MERIT PICKS" section, where the original text included an incorrect listing for Olivia. The corrected text now accurately lists Olivia as a "SPECIAL MERIT PICK."
You can't keep a hit single in an album.

WORDS OF LOVE & DANCING IN THE STREET
THE MAMAS & THE PAPAS

4057
PRODUCED BY LOU ADLER

DUNHILL

NEW YORK / A SUBSIDIARY OF ABC RECORDS INC. / BEVERLY HILLS
(A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.)
Knots to Unite

The seven-article trend series which ran on these pages through Nov. 12 pointed out several serious problems facing classical music and recordings. While the 26 record company officials quoted during the four-page spread of articles on several issues there seemed to be surprising agreement among majors and independents.

The twin areas of artists and repertoire provide serious challenges to the industry. Robert Musser, head of Angel Records, and Clark Gablehouse, president of Golden Crest Records, both noted the difficulties faced by young instrumentalists in trying to find work at a level commensurate with their skill and talent. Moreover, Cahalle or Ellen Sulcini have an easier time striking the public's fancy.

Many record companies recognize their responsibility to develop new talent, but are faced with the realization that a Herowitz or a Sullivan sells more records. And, what of the contemporary symphony orchestras in this country? It's staggering to realize how few of these orchestras record any more. The high cost of recording orchestral works is often cited. This might be a good place for philanthropic subsidy.

In repertoire, the companies are bungling over each other to recuperate exploited works and neglected composers. It is no easy thing for contemporary works. Orchestras sometimes play works of living composers and instrumentalists, too, but all too often the works of these stars fly away from unusual works as Jean Martinon, conductor of the Chicago Symphony, pointed out at a recent press conference. And even he hasn't had any of his compositions recorded yet, perhaps David Hall, president of Recorders Inc. has the answer with a separate system of recording contemporary works that can meet the University Press for Books. But, wouldn't cost a stumbling block here, too? An answer will have to be reached soon. Even the supply of Telemann's works isn't inexhaustible.

---

Pittsburgh Plays Variety of Fare With High Proficiency

NEW YORK — The Pittsburgh Symphony, under William Steinberg, one of the country's top orchestras, demonstrated its prowess at Carnegie Hall last Monday (14). Major works were Stravinsky's "Capriccio for Piano and Orchestra," with Hilde Somer as soloist and Brahms' "Symphony No. 1." The program opened with two newer pieces, Virgil Thomson's "Fantasy in Homage to an Earlier England," which premiered in Karlsruhe this spring, and Robert Starer's "Matschule," which was receiving its initial New York performance. The former is an approachable, simple, but sensitive hommage to Purcell. It is in four movements, with alternately slow and spirited passages. The latter seemed a minor work in five variants, skilfully written, but shadowy and lacking in sustained interest.

A different cast was the Steins- tetten-London punk-jazz septet, played by Miss Somer, who has recorded for CRI and Dento. A special attraction of any contemporary music, Miss Somer gave the too rarely heard display an impressive reading. The orchestral support was admirable, the percussion was admirably unobtrusive, and the casting was superb.

After the intermission, the Pittsburgh, which now records exclusively for RCA Victor, turned to the more familiar Brahms. Finally, the orchestra sparked in material it has recorded several times. It is somewhat surprising to perform well-known works, because the audience demands more from the artists. The Pittsburgh clearly was up to the challenge.

---

Bream Artist With Double-Duty Mastery

NEW YORK—Julian Bream gave a top-notch recital at Carnegie Hall Tuesday night, playing both lute and guitar. The British artist divided his program between the two instruments. He devoted the first half to 16th-century lute music by Frescobaldi, Robert Johnson, Gregory Hawer, Adalbert Petrucci, and John Dowland. Bream's precision evoked the varying dance rhythms of the pieces, without losing sight of their inner logic.

Johnson's "Balliard," "Pavane," and "Almaine" proved exquisitely played, with both slow and more spiritual passages. The subtle, graceful "Villanelle" was followed by a "Filumene," requiring and receiving quick, facile movements by the RCA Victor artists. Bream's artistry was never more evident than in the guitar half of the program as he ranged from Bachstelze and Bach to the R. Smith-Brandtle "El Prolifico de Oro," composed by a master of the form for the audience to the latter work "El Prolifico," played by Garcia Lorcan whom he jokingly said he wasn't going to read the program. The old ballad "El Prolifico," was a fine example of the sound of contemporary classical guitar music.

His reading of a Bach "Prelude and Fugue," was a brilliant baroque playing. The intricacies of the piece and of the Brazilian "Valsa" in E Minor were kept well under control. Bream also managed his native work of Grieg, Giuliani and Torroba, it's difficult to say otherwise with his masterly technique and Jutland.

---

Mme. Darre Is Superb Pianist

NEW YORK—In the second of her three Chopin-programmed concerts at Philharmonic Hall last Sunday (13), pianist Jeanne Marie Darre gave a two-hour performance that was bright and vividly colorful.

The near-capacity audience heard "Dante"; Darre's Chopin's 24 preludes and 12 etudes, in which she made magnificent transaction of the keyboard. She tender touch to the dynamics demanded by the material. The magnetic quality and charm of the gifted pianist was ever present in her command of the instrument.

The Vanguard recording was overwhelmingly received with warmth and affection and was forced to beg off after a standing ovation.

---

'T Antony' Music Playing Take

NEW YORK—Now that Samuel Barber's "Antony and Cleopatra" has settled down at the Metropolitan Opera, "the" Antony has moved on to the Seattle Opera. The opera, which seems the new opera contains better music than appearances. In the Seattle production, numerous scene changes frequently interrupted musical values.

The voices, especially of the principals, sound good and the English dictio is very much improved. Leon- tye Price, spoofing out some unnaturally smooth vocal lines, is comfortable as the heroine, but her costumes hardly do her justice. Justino Diaz as the noble Antony puts his rich baritone-baritone to effective use. He also looked the part.

Edward Fleisher possesses one of the purest bass voices around, is, vocally a brilliant Emburich, among the four roles. Thomas, who turns in some of the top acting in the opera, is a full-bodied voice. Cleopatra's two attendants, the dependable Rosalind Elias and Helen Amparino, who returned to the Met in the opera on opening night, also are valuable members of the cast. Unfortunately, both women have assayed "Carmen" with the Met, roles rumored to be in Miss Price's future at the house.

---

Top-Notch Singing By De los Angeles

NEW YORK—Victoria de los Angeles, in some of her best singing and most careful programming charmed a packed Carnegie Hall audience last Sunday afternoon (13). Singing in five languages, the Spanish soprano also displayed a satisfying variety of styles, a highlight of which was the eightpart "Tosadillas" by Granados, which she gave to commemorate the 100th anniversary of the composer's birth.

Miss De los Angeles was at her best in the Spanish selections which were performed with such warmth of expression. Her facility with rapid passages in her native language, her meaningful interpretations stood her in good stead. She concluded the program with a new work, which drew a total of five encores from the audience. The last of which was an ethereal Spanish piece, with Miss De los Angeles accompanying herself on the guitar.

Another appended encore was the "Himno" from Bizet's "Carmen," the Angel Recording artist's only selection in French during the afternoon, after opening with a Marcello aria and two numbers from "Porgy" by Gershwin, both arranged by Respighi. They proved effective warm-up pieces for "So Shall the Lute and Harm Awake" from Handel's "Judas Maccabaeus," which drew some of the finest coloratura singing of the day. In this one, however, the selection could have been clearer.

Sustained throughout her phrasing and interpretation marked the four Schumann and four Brahms lieder, well placed throughout the half of the program. The varied program, however, was an extremely difficult high notes, which have sometimes soured the artist in the past. The performance was a superb piano accompanist.

---

4 Mozart Operatic Reissues Turnabout's Newest Bargain

NEW YORK—The Turnabout Records release of four historic Mozart operatic recordings has turned a few heads. While the Mozart Society sees stress musical values rather than great voices, they also contain examples of the top vocal artists of the 1930s. And there is Fritz Bosch conducting the Glyndebourne Festival Orchestra in all four selections as he did during the festival this summer. The artists contributed their services for the works, which were recorded in the early 1930s by NBC for the Presbyterian Church in New York.

The voice that comes over best is Ina Soupre, who copes with two of the toughest roles in the series, Donna Anna in "Don Gio- vanni" and Ezio in "Le Nozze," and Don Giovanni. In "Die Zaubereffekt" is notable in Henry, however, is Asslidi Rustamova as the Countess in "Figaro," a fine vocal portrayal.

Artistry abounds in the group, especially the polished John Browne in his famous interpretation in the title role of "Don Giovanni," and as Don Alfonso in "Cosi," and Gerhard Hengel as the Sacramento, a "the Flute." The "Don Giovanni," one of the best-known recording of "Don Giovanni," which has a somewhat subdued Leopoldo (Continued on page 65)
by Salvatore Baccaloni. Also featured are Luigi Hellett- grim, Audrey Mildmay, and Kolomon von Patsky.

Bechstein’s expert hand has made New York theঙঙঙঙঙ of the new European and American piano package a memorable experience. This set, without doubt, makes the most familiar artists: Helge Roswein, Lotte Lehmann, and Ernst Berger, all standouts. Wilhelm Streisand is fine as a deep-voiced, magnetic figure. The entire group is a delightful upper-right section of the sixth side of this Mozart set, which contains the cantatas “Eine kleine Freiheitskantate” and the duo “Lustige Musik.” Other soloists include Hugues Cuendet, Jean Giraudon, and Claudio Arrau. Selected for its excellence, it is a great find for all lovers of Mozart.

Will Domgraf-Fasold’s fascination with the violin is captured in a program that includes not only Hellett- grim, Roy Howard, and Mischa Maisky. The “Così” cast includes Miss Hellett- grim, Irene Enigme, and Helmut Vedel. This is the first time these three have appeared together on record. The disks are being reissued and are available at Voss, Turnabout’s parent label, and EMI of England, parent of the Turnabout Co.

FRED KIRBY

**BEST SELLING SEMI-CLASSICAL L.P.’S**

This Week

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<th>Title, Artist, Label &amp; No.</th>
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<tr>
<td>2. BEST OF THE BOSTON BOPPS—Bopps (Fiedler), RCA LM 2381 (M); LSC 2381 (S)</td>
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<td>6. CONCERT IN THE PARK—Boston Bopps (Fiedler), RCA LM 2379 (M); LSC 2379 (S)</td>
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<tr>
<td>7. I LOVE YOU—ROMANTIC MELODIES OF ERNIE GRIEG—Various Artists, Capitol P 8627 (S); SP 8627 (M)</td>
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**Lyric Opera Benefit**

CHICAGO—Leading artists of the lyric opera, headed by Bruno Walter, principal conductor, and Ernst Haefliger, Hans Hotter, Eugene Onegin, Erich Kunz, Alfred Kraus, Claire Watson, Nicola Ghiuselev, Mady Mesplé, Marguerite Roinaud and William Wildemann.

**NEW ACTION L.P.’S**

**CHORUSANO PLAYS, FOR CHORUS & ORCHESTRA**

N. Y. Philharmonic (Bernstein), Camerata Singers, Columbia LM 216 (12).

**BEETHOVEN: SYMPHONY No. 9, "CHORAL"**

Various Artists/Vienna Philharmonic (Schmidt-Tabarek), London A 4159 (M); RCA LM 2342 (S).

**HAYDN: SYMPHONIES Nos. 1 to 5, "SWEET"**

Wolf-Furtwangler, Columbia, MS 4159 (S).

**BERLIOZ: COMPLETE SYMPHONIES Nos. 4-12, "12-12 SOUNDS"**

Berlin Phil. Orch. (Karg-Klass), DGG (No More!)

**GERHAN: RHAPSODY IN BLUE**

Phil. Orchestra (Mendelsohn), Col. M 5113 (M); MS 6912 (S).

**GENIUS OF PUCCINI**

Various Artists, Angel, MS 1683 (S); SRL 3483 (M).

**WAGNER: DIE WALKURE (S 1-12)**

Berlin Phil. Orch. (Karg-Klass), Angel PC 4075 (S); RCA Victor LM 2431 (M).

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Reeves' Disks, Firm Boom

By HERB WOOD

NASHVILLE — The remarkable sales success of Jim Reeves records in England (Billboard, Oct. 31) and around the world, has resulted in a corresponding boom in business for Jim Reeves Enterprises here. The firm, headed by the late singer's widow, Mrs. Reeves, is bigger now than at any time since the death of Reeves in 1964.

The corporation consists of four top publishing houses, Open Road, Tuckahoe and Acclaim, licensed by BMI, and Ma-Ree, licensed by ASCAP; an independent production firm, a record label (Shannon Records), a radio station and Mary Reeves, Inc., which publishes the Jim Reeves Memorial and Souvenir Photo Album. Mrs. Reeves manages the entire operation, located in suburban Madison, Tenn.

Much of the business revolves around the publishing firms mentioned above, and four other publishers that Mrs. Reeves manages for other firms. Such outstanding songwriters as Buddy Mize, Vic McAlpina, Billy Large and members of Reeves' band, have contributed material is in the Open Road catalog.

Mrs. Reeves is also involved in personal management, handling London Records' artist Barbara Cummings, Cunningham's Billy Large and the Blue Boys, who record for Victor.

To the tremendous popularity of Reeves on a worldwide scale, Mrs. Reeves personally answers hundreds of fan letters that pour into the Reeves headquarters weekly. Most of the correspondence is from foreign countries, presenting the problem of translation. As Mrs. Reeves says, "I don't try to translate the letter word for word, but just enough to understand whether the writer wants a picture or a letter in return. Then I answer each letter and attempt to answer the request of the writer."

In a special tribute to the fantastic selling power of Reeves' records, Billboard presented Mrs. Reeves with an award for "Outstanding Achievement" at Billboard's Country Music Awards show Oct. 18. The photo-engraved plaque ceded Reeves top-selling singles and albums for the year 1965-1966.

To underscore the Reeves boom in the British Isles, Jim Reeves Enterprises has authorized an official fan club for England headed by David Bussey, 9 Kingsley Drive, Harrogate, Yorkshire.

With the overseas clamor for Reeves' disks continuing unabated, the domestic product has been equally successful of late, and continues to dominate the country music charts. The most recent hit, "Blue Side of Loneliness," was No. 1 on Billboard's Hot Country Singles Chart, while Reeves' album, "Distant Drums," has been on the country LP chart for a remarkable 25 weeks, six weeks longer than its closest competitor.

The burgeoning popularity of Reeves records and Reeves written material keeps the public

Jim Gemmill In Tie With Smiley Wilson

RICHMOND, Va. — Jim Gemmill Productions, Inc., with headquarters here, has been named exclusive representative of the Wilburn Brothers, Loretta Lynn, Jean Shepard, the Osborne Brothers and Harold Morrison for 1967 fairs and outdoor celebrations in North and South Carolina, Virginia, West Virginia, Maryland, Pennsylvania and New York. The pact was announced jointly by Jim Gemmill and Smiley Wilson, of the Wil-Helen Agency, Nashville, who handles the above artists.

Gemmill will continue his exclusive management of Presta Record artists Barbara Allen, (Continued on page 70)

Si Siman Preps Four Air Shows

SPRINGFIELD, Mo. — Si Siman, vice-president of Radio-Orkat Enterprises, Inc., here, has been awarded the contract to produce four quarter-hour radio shows for the Missouri State Conservation Commission.

Shows will star Woody Brad- see (Smoky the Bear), Slim Wilson's Tall Timber Boys, with guest stars Wayne Carson, Speedy Haworth, Paul Mitchell, Bill Ring, Don Clements, Shirley Jean, Della Rae and Gary Alan.

The new shows will be directed toward fire prevention and upland game and will be aired during 1967.
What a Way to End a Year
3 BIG HITS!
"Don't Come Home A-Drinkin'"
Written by Loretta Lynn & Peggy Wells

"The Kind Of Woman I Got"
Written by Danny Walls

OSBORNE BROTHERS

"Hurt Her Once For Me"
Written by Johnny Russell & Vince Finneran

For booking contact: Smiley Wilson
Wil-Helm Agency
Nashville, Tenn. 37203
615-244-1403

SURE-FIRE MUSIC
801 16th Ave., South
Nashville, Tenn. 37203
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</tbody>
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| 2 | OPEN UP YOUR HEART | RAY CLARK<br>DEAN MARTIN<br>ROY CONNOLLY | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 2 | SPAIN<br>FOUR<br>S | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 1 | I GET THE FEVER | BOB HAYES<br>DAVE BRADDOCK<br>DOROTHY PETTITTE | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 5 | SWEEP THANG | DON THRasher<br>DONALD J. JR. | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 4 | ROOM IN YOUR HEART | BARBARA WOOD<br>LYNN MORGAN<br>THE COUNTRY MUS<BR>C | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 6 | ALMOST PERSUADED NO. 2 | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 7 | TOUCH MY HEART | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 8 | IT TAKES A LOT OF MONEY | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 9 | THE BOTTLE LET ME DOWN | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 10 | ALMOST THERE | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 11 | THE HURDING’S ALL OVER | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 12 | THE GAME OF TRIANGLES | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 13 | MARGIE’S BOY | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 14 | BAD SEEDS | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 15 | LONG TIME GONE | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 16 | WHERE DO MY EVERYTHING | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 17 | BLUE SIDE OF LONESOME | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 18 | MADE IN BLUE | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 19 | ONE IN A ROW | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 20 | THE COMPANY YOU KEEP | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 21 | IT’S ONLY LOVE | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 22 | UNNITIMIDATED GALL | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 23 | APARTMENT 29 | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 24 | THE TANK MAN | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 25 | STAND BEHIND ME | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 26 | VOLKSWAGEN | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 27 | STATETOWN | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 28 | HOW LONG HAS IT BEEN | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 29 | CASINO RAISE YOU | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 30 | ANOTHER STORY | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 31 | PRINCE | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 32 | WHERE IS THE CIRCUS | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 33 | ALMOST PERSUADED NO. 3 | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 34 | LITTLE JOHNSON GIRLS | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 35 | WALKING ON NEW GRASS | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 36 | GONE DOWN THE ROAD | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 37 | THROUGH THE FLOWERS OF TRUE HEART | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>| | 38 | THIS MUST BE THE BOTTOM | BILLBOARD SPECIAL SURVEY for Week Ending 11/26/66<br>
Hickory Captures Country Category
Eight Big Country Hits, all on Hickory

NASHVILLE — Hickory Records has eight singles, all moving upwards at the same time. Numerous Hickory distributors have voiced excitement over having eight hot Hickory hits, at one time. One distributor said, “I’ve never seen anything like it.”

Here is a list of the eight fast moving Hickory releases:

Ernie Ashworth's brand new release "Sad Face" Hickory #1428. Pick hit last week in Billboard! This week in Cashbox!

Bob Gallion's "I've Got Better at Home" Hickory #1421 — the Georgia Gentleman is going home with a winner this time for sure.

David Price's "Jack Knife" — Hickory #1416 is David's first Hickory release and his springboard to success. Watch it move!

The Mathis Brothers' fabulous record of the great song "When I Stop Dreaming" — Hickory #1414 is waking up listeners and D.J.s all over the country.

James O'Gwynn's "I Won't Live Here Anymore" — Hickory #1429. James has moved in on the charts to stay with this big Hickory single!

Roy Acuff's brand new release "I Couldn't Believe It Was True" — Hickory #1424. The King of Country Music's up tempo version of this great standard will please many fans.

"Doctor R. D." — Hickory #1418 — by Bill Carlisle, the Grand Ole Opry’s Jumping Minstrel, once again hits the funny bone.

Frank Ifield's "Call Her Your Sweetheart" — Hickory #1411 is going great in two directions, Country and Pop. Just take a look a this week's Billboard, Cashbox, and Record World charts!

"Once" is too much.
It's like "Gone."

"Once" has 'em talking. Folks in the trade say this hot new single has the heart appeal (and the sales appeal) of Ferlin's all-time big one "Gone." Watch for it on the charts.

Ferlin Husky
ONCE
b/w Why Do I Put Up With You
5775

Personal Management: Hubert Long
806 - 16th Avenue South/Nashville, Tennessee
Publishing: Harbot Music Company
806 - 16th Avenue South/Nashville, Tennessee
Nashville Scene

- Continued from page 66

OUTSTANDING "BT" FEATURES: Every room air-conditioned — full-length mirror — electric blanket — 24-hour switchboard — light furnished served in ratio to attractive prices and most important — excellent service with a smile.

DIALS THAT $12.00 AND UP.
A FEW OF OUR AFFILIATIONS.

THE TAPE CARTRIDGE CONFERENCE REPORT BOOK
(Limited Supply Available at $5 Per Copy)


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

COUNTRY MUSIC

James Promotion Swinging

NASHVILLE—Wade Pepper, national country music promo director for Capitol Records, reports that the group's "Sunny James Month" promotion campaign is in full swing, with the artist and his record label, Capitol, taking the plunge with in-store appearances. James appeared at the N-K Store, a Handleman outlet, in the Atlanta area, for an autograph session, and performed one of the most successful promotions of its kind, according to the Handleman representative.

To keep the radio stations aware of the month-long promotion, James taped four separate station breaks for 144 country music outlets. In conjunction with the promo spots, the label bought time on many major market stations to advertise the James catalog, including his latest LP, "The Best of Sunny James."

The rock jobbers have accepted the "Best of LP better than any other James album in the catalog." Pepper said, "Capitol had to increase its target production figure by 30 per cent over the originally forecast numbers."

for over-all national distribution. "This is due primarily to the tremendous push of the rock jobbers, one-stops and dealers." Pepper said that one-stops had initiated their own promotion of the James product with mailings of order forms and ad material. Des. 19, which had also co-operated in the campaign with co-op ads with the label in local papers.

If the campaign ends at the present pace, the sales results on the James product right and the "Best of LP in particular, will far exceed the expectations of the Label. Since James has the only new Christmas single on the Capitol label, and a new Christmas LP, the promotion many carry over into December.

Gemmill—Wilson

Specializing in management and promotion of talent for East Coast fairs and celebrations since 1962, Gemmill has for the last two seasons handled the Barbara Allen show, which headlined most major fairs and celebrations in 1965-1966. In addition, Miss Allen did a headline stint at the Golden Nugget, Las Vegas, made weekly appearances on the syndicated Billy Grammer TV show, and regular performances on the WWVA "Jamboree" in Wheeling, W. Va.

Yesteryear's Country Hits

Change-of-place programming from your librarian's shelves, featuring the disks that were hits in the same market 5 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—5 Years Ago November 26, 1961

1. Big Red Jake, Jimmy Dean
2. We're On Our Way, Waylon Jennings
3. It's Your World, Marty Robbins
4. You're The Reason, Bobby Edwards, Creed
5. Tender Years, George Jones
6. Salt, Pepper, Ray Price, Columbia
7. Happy Birthday To Me, Hank Locklin, RCA Victor
8. I Love You, I Love You, I Love You, Dolly Parton
9. Love Is A Many Splendored Thing, Maxine Brown
10. The Voice In The Back, Faron Young, Capitol

COUNTRY SINGLES—10 Years Ago November 26, 1956

1. Singing The Blues, Marty Robbins, Columbia
2. Yes, Sir, That's My Baby, Ray Price, Columbia
3. Don't Be Cruel/Hard Dog, Eddy Arnold, RCA Victor
4. I Won't Love You For Money, Johnnie Cash
5. Love Me Tender/Any Time You Want Me, Dale Proctor, RCA Victor
6. Searching, Kitty Wells, Decca
7. I Don't Care If You Don't Love Me, Webb Pierce, RCA Victor
8. Conscience I'm Guilty, Hank Snow, RCA Victor
9. You Are The One, Carl Smith, Capitol
10. A Matter Of Trust, Jim Reeves, RCA Victor.
You can’t miss with Impulse sales!

Coltrane Live at the Village Vanguard
Again John Coltrane
Impulse A-9124.

Spellbinder
Gabor Szabo — Impulse A-9123.

Spanish Rice
Clark Terry & Chico O’Farrill
Impulse A-9127.

Archie Shepp Live in San Francisco
Impulse A-9118.

Everywhere
Roswell Rudd — Impulse A-9126.

A PRODUCT OF
ABC RECORDS, INC.
A SUBSIDIARY OF
AMERICAN BROADCASTING
COMPANIES, INC.
HAVE A BALL
with these sure-selling
Christmas singles

EDDY ARNOLD
"The First Word"
c/w "The Angel and the Stranger"
'9027

BROOK BENTON
"Our First Christmas Together"
c/w "Silent Night"
'9031

ARCHIE CAMPBELL
"Christmas Eve in Heaven" c/w "Christmas at the Opry"
'9028

LORNE GREENE
"Must Be Santa"
c/w "One Solitary Life"
'9037

WILLIE NELSON
"Pretty Paper"
c/w "What a Merry Christmas This Could Be"
'9029

BARRY SADLER
"I Won't Be Home This Christmas"
c/w "A Woman Is a Weepin' Willow Tree"
'9008

KATE SMITH
"Happy Birthday, Dear Christ Child"
c/w "Christmas Eve in My Home Town"
'9007

HANK SNOW
"The Christmas Cannonball"
c/w "God Is My Santa Claus"
'9030

RCA VICTOR
The most trusted name in sound
WELL, I'M A MONKEES' UNCLE!

THE ORIGINAL SOUND TRACK ALBUM
METRO-GOLDWYN-MAYER PRESENTS A CARLO PONTI PRODUCTION
DAVID LEAN'S FILM OF BORIS PASTERNAK'S
DOCTOR ZHIVAGO

Music composed and conducted by Maurice Jarre

Over 1,000,000 albums sold, but we're still #2.

But it seems we must try harder.

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

www.americanradiohistory.com
It's singles week at Kapp, fellows.

Want to meet a nice record?
JOHNNY MATHIS' NEW HIT ALBUMS SHOULD FILL YOUR CHRISTMAS STOCKING

WITH THIS FREE DISPLAY, YOU'LL HAVE A HARD TIME KEEPING YOUR STOCK FILLED. CONTACT YOUR MERCURY DISTRIBUTOR, TODAY!

PRODUCED BY GLOBAL RECORDS, INC.
The $2 record that's really going places. Pickwick/33.

We took terrific pops albums from 14 record labels including the brilliant Capitol catalog and put them on Pickwick/33. Big names like Judy Garland, Sammy Davis, Jr., Ferrante & Teicher and Ray Anthony.

Then we packaged them in magnificent jackets that reflect the top talent within.

Why?

So you could sell more Pickwick/33 $2 records.

The market is there. 20 million impulse record buyers.

And at a $2 pre-discounted selling price these great recordings of big names mean fast turnover.

Besides that, Pickwick/33 has a product identity that no other record label has.

It's the $2 record that's sold like a national brand.

Get going... with the $2 record that's really going places.
CHECK THESE GREAT NEW RELEASES

- Dionne Warwick: "Where There Is Love"
- Chuck Jackson: "Tribute to Rhythm and Blues Vol. 2"
- B. J. Thomas: "Tomorrow Never Comes"
- The Kingsmen: "Up and Away"
- Wilson Pickett: "The Greatest Hits from the Soul of Texas"
- Various Artists: "Great Wilson Pickett Hits"

SCEPTER IS PROUD TO PRESENT
PAUL VANCE
HIS NEW SINGLE—HIS FIRST ALBUM
"MA VIE" SCE 12175
B/W "IT HAPPENS EVERY DAY"

THE SWEET SOUND OF SUCCESS IS ON SCEPTER
CHICAGO — It's a fact that half a million guitars and related accessories such as amplifiers will comprise a good chunk of the $2.5 million in musical instrument merchandise that dealers will buy at the National Association of Music Merchants Show held in Chicago for the Christmas season.

But veteran (5 years, at least) guitar retailers hereabouts report that the main reason for that kind of volume is the absence of any unusual sales for the frettet instruments.

"With Christmas all year round," insisted John Parker, manager of Guitar World, one of the largest guitar dealers here, "we want to run full-page ads in metropolitan dailies featuring nothing but guitars." Guitar fads have changed over the past few years," he said, "but the sales have held up. We went from the folk (flat top) guitar craze to the hollow-body amplified to the current, the slim-line, or miniature guitar craze."

**WHAT INSTRUMENTS ARE MOVING?**

In any case, the following points are discernable on the present sales trend:

- **Solid body** guitars. For the second year in a row, solid body guitars are expected to be the best sellers. Sales of the imported Japanese-made instruments are up this year.
- **Gibson's** Fender and Gibson/Gretsch, Harmoni, Baldwin, etc. He says that right now Gibson, Fender and Vox are the hot brands. In amplifiers they cited Vox and Fender as moving well.
- **Vox**. The solid body line by Fender is in again," said, "and we're doing a good job with the Japanese Goya slim line." The store also carries Gibson, Calamarzo, Hofner and Harmony.

At Carnevale Music Mart, Bennie Carnevale said "We feel..."

**YOU NAME IT—IT'S AMPERIFIED**

ELKHART, Ind. — C o n n Corp. here has announced that it is now prepared to amplify any instrument in the world, including piccolo, tuba. A spokesman for the major instrument manufacturer said it is even possible to wire all the instruments in a concert band into a single amplifier.

But though experienced guitar and amplifier dealers may disagree on the prime sales trends, most concur on important product and market facts that cannot be bucked by any retailer who would like to supplement his disc revenue with strong amplified instrument movement are the year ends. We collected the following tips from the guitar pros:

- **Fender** and **Gretsch**, the major names in the market season that means that slim-line sales are up. The 12-string, basses, all amplified and amplified guitars as well.
- **The biggest thing now** is the slim-line acoustic," Schofield said, "but in the meantime, a lot of us are looking into what the customer wants, about half. But the old flat top is still enjoying some attention. Martin's Jumbo D series is still a big seller."

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BILLY JOEL'S 'PUMPKIN SEEDS' ARE 'FILLER' SINGLES

Music critic Eric Solotaroff/773

"I've been noticing 'filler' singles on the Billboard charts lately. These are songs that are not the main events of the week's musical landscape, but rather little sidebars that are added to spice up the chart's overall flavor. Billy Joel's 'Pumpkin Seeds' is one such example. It's a good fun record, but it's not going to change the world or anything. It's just another little piece of the puzzle."

---

A LITTLE TASTE OF THE WHOLE MEAL

Music critic John Williams/777

"I was at a party last night and someone played 'Pumpkin Seeds' by Billy Joel. It was a bit of a surprise, but it was also kind of fun. It's a good little number, and it's nice to hear a new Billy Joel record."

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A NEW ERA OF MUSIC

Music critic Michelle Green/777

"I think 'Pumpkin Seeds' is a really interesting record. It's different from what Billy Joel usually does, and it's refreshing to hear something new. It's a good record, and I think it's going to be big."

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Music critic Sarah Brown/777

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BTUL VENDING news

Holiday Merchandising? Vendors Views Differ

By EARL PAIGE

CHICAGO—Does the Christmas selling season have any effect on the bulk vending business? Are manufacturers, as in the past, supplying special Christmas assortments this year? What about candy and nuts vending during the Christmas season? Are there any regular items that could have special Yule appeal this year?

In broaching these and other questions it should be recalled that during recent years attempts to offset the tendency of locations where one might seek to remove candy machines and replace them with seasonal or holiday vended merchandise by offering special Christmas-slanted items to bulk vendors.

One such assortment it was recalled featured golden one-inch balls, Christmas wreaths, Santa's, Santa C's as a s, snowmen, reindeer, jumbo Christmas balls and special Christmas displays to capture the eye of the Christmas shopper.

Little Enthusiasm

The enthusiasm, however, for Christmas bulk items per se has not been overwhelming, according to bulk operators. The chief criticism is that by the time the routes are serviced the leftover Christmas items are dated and stale.

Bernard K. Bitterman, who with his son, Alan, operate Bitterman & Son Distributing Co. in Kansas City, said, "We used to use a little Santa Claus years ago but in the past several years we haven't found Christmas items too profitable. Many of the routes are out here in Missouri and Kansas and so forth and they are up and down and the man who operates gets beat on his machines after Christmas the merchandise is stale."

Irv Katz, S&P Distributing, St. Louis, was of somewhat the same opinion as he said, "I can remember being really hung on some items in the past. A Christmas item itself is a very hard go," he said, although Irv was optimistic about a couple of items. Katz said some items may have seasonal appeal.

"I think these Terry Tune handshakes are a very catchy item and will give machines a new look for this time of year," Katz said. "And this is important. We're constantly exploring ways to give our machines a fresh, eye-appealing look."

"Another item I have high hopes for," Katz, "is this Crack-Tup thing. These are sticker items with cute sayings on them such as 'Help Stamp Out Bare Feet,' and things like this. Cute items such as this often catch on well during a special selling season."

Katz, well known for his ingenious use of custom displays which he and his staff design themselves, did not discount entirely the possibility of incorporating some display approach to seasonal merchandising. It has been rumored in recent months that a number of operators and distributors have hired commercial artists to design specialty displays.

There would certainly seem to be any number of new items introduced since September that might lend themselves to seasonal slants. Knight Toy & Novelty Co. has introduced several imaginative Christmas fronts such as its

Pat and Lyn SAY:

Licorice Gems!

(+/4) 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

STANDARD SPECIALTY COMPANY

1028 44th Ave. Oakland, Calif. 94601

DISTRIBUTOR INQUERIES INVITED

(Continued on page 82)

(Continued on page 82)
**SCHOENBACH CO.**

**Manufacturers Representatatives**

**New—American**

- New York, N.Y.
- Chicago, Ill.
- Atlanta, Ga.
- Columbus, Ohio
- 1436 Broadway, New York, N.Y.

**With every OAK**

**VISTA Model 5**

**vendor, we are of-**

**fering ONE FREE FILL**

**(200 c. of**

**regular fuel)**

**FULL PRICE: $18.50**

**F.A. B. Berklin, N.Y.**

**If this ad is returned with order**

**HOT HOT 10 VEND ITEMS**

**at 10c per item**

**One 2 VEND ITEMS**

**at 2c per item**

**SCHOENBACH CO.**

**1911 Lincoln Pl., Brooklyn 2, N.Y.**

**Phone: 367-5660**

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**SCHOENBACH**

**Groan**

**Mini**

**you**

**AMERICAN**

**$39.95**

**LET'S**

**OF**

**vendor, with**

**Mac**

**Enterprises**

**Here it is in the**

**Girl From**

**UNGEL CHER**

**as well as its Marvel Super Heroes**

**series. Mixes, such as those of-**

**opened by Penny King which in-**

**clude Bible with Lord's Prayer, Happy**

**Man, Mean Man, Cy-**

**cles and other items of**

**imaginative freshness for**

**mementos. Monel Novelties &**

**Premises have its series of**

**Monster Heads and has also**

**brought out Green Hornet rings.**

**Another ring item with possi-**

**bilities is Karl Guggenheim's**

**Mod Rings.**

In the realm of edible items

Walt Swanson, Kelling Nut Co. here, readily admitted that the fall season into and past Christmas was an exceptional season for bulk operators. "Sold peanuts, cashews, pistachio and especially mixed nuts are very good this time of year," Swanson said, "I suppose people's appetites are whetted for nuts anyway and they seem to take advantage of this kind of mer- chandise here. It's presented in clean, attractive, machines," he said.

What about candy? Don Fer- rara of Ferrara Candy Co. here was less optimistic about candy as a bulk vending item although he did say all operators were missing a lot to not trying more of it in their vendors. "We're doing very well with dedications in theaters and other types of locations like this on Raw Breakers, Boston Beans, Red Hots and another item we call Lenore Head, which is a lemon-flavored candy," Ferrara said.

"In the past few years bulk vendors have told me that gum, rather than candy, has been their best mover but people are eating more and more candy and I think bulk operators should be trying for this business," he said, in noting he had observed a number of multiple stand displays lately without a single ma- chine offering candy.

Helping to explain the emer- gence of gum as a major bulk vending item, Bitterman noted that 100-cent penny chewable products show exceptional up- wards during Christmas while 5 and 10cent merchandise tend to drift off. "You have to re- member that kids are exposed to a tremendous array of charm and trade merchandise on the toy counters in stores and that a successful vending item is one that offers a contrast to what is generally available," said the 50-year veteran of bulk merchandising. "This is why gum becomes such a profitable item. The kids have plenty of pencils and nickels, and there's a variety of gum items," he said.

**Machine Placement**

Even more important, per- haps, than bulk merchandise key to Christmas sales was the subject of machine place- ment during the peak selling sea- son. One bulk operator pointed out that mothers, beset by their children at every toy de- partment, are often prone to satisfy youngsters by giving them

---

**VICTOR'S**

**77’ & 88’**

**WITH DELUXE CONSOLE STAND**

---

**The Original American Radio**

**Display the merchandise as no other vendor has in the past.**

**Competitive patterns for greater in-**

**ventory and greater minimum floor**

**space.**

**Lever sells unit itself and sells**

**forward on ease of service.**

**Each unit has its own individual**

**salesman for easy and quick handling of orders.**

**Truly the ultimate in beauty, as**

**and service.**

**Victor's 77' and 77' units are avail-**

**able for immediate delivery.**

---

**LOGAN DISTRIBUTING, INC.**

1820 W. Division St., Chicago, Ill. 60622

Area Code 312-944-8700

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**WINTRI IS CLEAN-UP TIME;**

**Logan’s Nelson Tells Why**

---

**HEADQUARTERS**

**NEW ITEMS FOR...**

**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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www.americanradiohistory.com
**One-Stops Favor MOA Affiliation**

Chicaco — This may come as a surprise, but a lot of one-stops have felt unwanted by the national jukebox operators association.

And they're pleased, even flattered, at the overtures of the Music Operators Association of America. (See Billboard, Nov. 19).

"I've been trying to give MOA my year for years," said Lew Choate, prominent Seattle record merchant. "I've never been told even how I might join as an associate member or something."

(A number of MOA top officials are on record as opposing one-stops as regular members. Present MOA affiliates are associate members.)

Choate, who has definite opinions on the role of the one-stop and the Little LP in the operating business, would have considerable to contribute to full-fledged dialog between one-stops, operators and record manufacturers.

Most of what is being said about the Little LPs is nonsense," he said, "as was much of the criticism of the one-stops so far." (Continued on page 3.)

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**The Show Survey: Swing to Vending Following Natural, Inevitable Course**

By EARL PAIGE and BENN OLLMAN

**Chicago** — Businessmen like Raymond Passikowicz, Columbia Coin Machine Co., Baltimore, stand as examples of the music-game operator's new vending adventure.

Passikowicz's firm is one of countless operators that have formerly dealt only in music and games but are now exploring vending. Columbia Coin Machine Co. moved into full line vending about a year ago. "We're getting our feet wet in the vending phase of the coin machine business," said Passikowicz, "and we're quite pleased with results to date. Most of our vending equipment is in schools, colleges and small factories.

The swing to vending of one former coin operator seems to follow a natural course. According to Howard Ward, with Westhinghouse Electric Corp. in Dallas. "So many phonographs and game operators have gone into cigarettes," he said, "and then it's only natural to spread out into candy, soft drinks and finally into full line." Ward indicated that diversification into vending among music-game operators was quite apparent in Texas.

Pat Storno is an example of the kind of operator Ward speaks of. Storno, who operates S&S Amusements, Tom River, N. J., has recently branched into cigarette vending. "Music is still our bread and butter," he said. (Continued on page 93)

**Montana Assn. on the Move! to Eleet Board**

By PAUL ZAKARAS

**Butte, Mont.** — The Montana Music Operators Association met here last week (5) and worked out a procedure for setting up a young track group's board of directors. It was decided to have a five-man board which is to be elected at the MOA's next quarterly meeting on Jan. 28 at Great Falls.

In other action the MOOA: Present official copies of its bylaws to the members.

Agreed to allow suppliers of records and equipment, such as one-stops, record distributors, cigarette wholesalers and others who share the interest of the operators, to join the group as "associate" members and fixed a dues schedule for such members.

Discussed upcoming legislation — including several bills which might influence the shape of the industry — that is due to be acted upon by the Montana State Legislature at the opening of its next session in January.

Discussed methods of combating the rising cost of location commissions.

The meeting was held at (Continued on page 93)

**Trade School Talks in Southeast**

**Richmond, Va.** — In a weekend series of association meetings beginning here Nov. 18, Southern operators placed in earnest into planning of a regional school for coin machine technicians.

Best with a continuing shortage of trained personnel, operators here, in Columbia S.C., on Oct. 19 and in Dayton Beach, Fla., on Oct. 20 discussed planning a school in Atlanta. The Music Operators of Virginia, South Carolina Coin Machine Operators Association and Florida Music and Amusement Association were expected to pledge support for such a school.

Establishment of the Atlanta school is to be under the direction of Jack Mora, founder of the Institute of Coin Operators in Denver, Colo., the first trade school devoted exclusively to the training of coin machine technicians under provisions of various federal manpower training programs.

**Tallahassee**

Morgan addressed the MOA members here, travelled on to Columbia to meet with the South Carolina operator on Saturday and was in Daytona Beach on Sunday for a meeting of the Florida association called by president Wesley Lawson.

Newly-elected Music Operators of America president James Tolianto was also present at the Richmond and Daytona Beach meetings and was tentatively scheduled to stop by the South Carolina meeting.

Other features speakers here at the MOA annual convention were MOA executive vice-president Fred Granger, MOA board chairman John Wallace, and MOA counsel Nichols Allen, all were expected to report in full on the copyright question to Dominion State operators.

A special guest here was expected to be the Lieutenant Governor of the State, Mr. Tiator.

**Trade Show**

Healing up the planning of the convention here was MOA president Dick Lumpkin.

Beginning the 19th in Columbia, S.C., the state's operators staged their 4th annual convention featuring a trade show 20 major coin machine firms exhibiting. All the major jukeboxes and (Continued on page 8.)
Operator Canale Top Vote-Getter

MEMPHIS — Operator Drew J. Canale, easy primary winner, polled all Shelby County candidates in his recent election to State Senate seat number 33.

Canale, president of Canale Amusement Co., polled 82,692 votes in trouncing his Republican opponent.

"My campaign manager did an outstanding job running my campaign," Canale said, referring to local Seedberg distributor George Sammons, president of Sammons-Pennington Co.

The newly elected official also gave a lot of credit to his lovely wife, Helen, from behind the scenes handled the maze of campaign speaking engagement details.

An attorney and operator, Canale has assured his coin machine and jukebox colleagues that he'll be constantly on the watch in the State Legislature.

"If you have any problems," he told his fellow operators, "just call on Canale."

1-Stop's Favor MOA Affiliation

Continued from page 83

MOA convention, about which I read in Billboard.

In Touch

"Does MOA want me?" said Pat Sipiora of Singer One-Stop, Chicago, "I had never really considered joining until I saw it."

Sipiora said that he recognized that MOA, in seeking more one-stop operators, would also be seeking new members of service. But he commented: "As a one-stop, I joined more to learn how I can serve the operator than to learn how they can serve me." He suggested that MOA and one-stop representatives get together for talks soon.

Said Chuck Sinnen, of Hi-Fi One-Stop, Peoria, III. "I just don't know. I'm now a member of a local Coin Machine Operators Association. But if the national association is really interested in one-stop members, I'll consider joining."

New Attitude

Oscar Bucheisen, of Redisco One-Stop, Baltimore, who is an ex-MOA member said, "Just the night of the MOA copyright fight and some of its other efforts, he is considering rejoining. "Operators have a new attitude toward MOA," he said. "And I do too. They're helping my customers make more money. I think I'll probably join again, particularly if I find that a lot of other one-stops are going along with the idea."

Jerome Pergament, manager of Redisco International One-Stop, Miami, expressed uncertainty about the advantages of MOA membership but said he is currently giving it thought. "We belong to the local and State groups."

"I belong to MOA and to the Music Operators of Virginia, and I would belong to a lot more operator organizations if I had time to make the meetings," declared Pat Cohen, owner of Pat's One-Stop, Richmond, Va. "I think it's only right. After all, it derive part of my living from selling jukebox operators. What affects them affects me. And this goes for local and national problems."

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NATIONAL VENDORS' Jack Kincaid, left, demonstrates company's newest model unit to Mr. and Mrs. Charles Bailey, Indiana Vendors, N. Joseph, Ind.

NEW MAC-VEND chip and snack vendor is priced over $100. Owners are with Value Vendors, Inc., Akbar, Ky.

MOD SCENE greeted music-game operators at the Avenue booth at the NAMA show.

CLOSE SCRUTINY is given to the dollar bill and quarters by Fred Ponder of Bracken & Ponder, St. Louis, Mo.
Better get this Christmas package early.
You’ll make a bundle.

Other manufacturers talk about making more money for you.
Rowe AMI does it!

Here’s a great profit-making package for the new Rowe AMI
Music Merchant—a new holiday season front panel and
a Santa Claus “Play Me” Record. Put your locations’ customers
in the right spirit...the Holiday Spirit.

For a profitable New Year,
see your Rowe AMI Distributor now.
Tell him Santa sent you.

Rowe
MANUFACTURING
75 Troy Hills Road, Whippany, New Jersey 07981
93 Firms at Biggest ATE

• Continued from page 81

timistic about the new timing making the ATE a pre-rather than past-Christmas event. Machine
 distributors and manufacturers are generally in favor of the change, a Billboard survey
 showed.

It gives them more time to produce economically for the new season and their customers have
time to mail in orders.

A number of firms supplying prizes for use in amusement and gambling machines are not too
enamored of the change, however, and many are starting to concentrate on the jukeboxes, amusement
tables and fruit machines.

Freeze

Coupled with Britain's current freeze, few manufacturers
were willing or able to forecast its effect on attendance or future business prospects.

Singleton, who doubles as secretary of the Amusement Cater-
ers Association, feels the coin market has not been seriously
affected and reported no great downturn among its members.

He noted that exhibitors could be expected to be concerned
about the effect the current wage freeze might have on con-
cumer spending.

Customary secrecy was being maintained by some exhibitors
regarding their stands and products. However, Gordon Walker
of Ruffler and Walker, the largest exhibitor, was very optimistic.

His company is delighted with the new arrangements, especially
the chance to spread out its stand.

It is expecting great interest

from abroad regarding its new simulated aerial bombardment
game featuring explosive hits on moving targets. New also will
be the Hovercraft and Torpedo units.

A Mar-Matic Sales, fruit machine

manufacturer, is also taking
advantage of the larger floor
area to divide its stand into three
sections. Visitors can view
the Red Arrow bar, a dimly lit area
or the Mar-Matic Club for
variations of the new Keeny
range of coin or token-operated machines. Making its world
premiere here will be Jennings penny-players, Bally, Ltd.

Attracting much attention will be

Stymy's new venture. Branching
out from jukeboxes it will be
introducing the Go-Cart
on a plastic scale, also a
new range of Riviera fruit ma-

chines. In the Family Game Products

area the newest family fruit machine

manufacturer, will introduce a new

range of Riviera fruit machines for

use in clubs and the Tankard series for pub or arcad-

ie sites.

The Ainsworth stand will fea-
ture the Grosvenor fruit machine
claimed to be the most advan-
taged machine at the show. In a

compact console with in-built
mobility—its castors for floor

clearance— this features a new jam-proof totem
box, bent coin release system,
dual thrusters for coin or cash
and can be converted for one

or two pull operation. Latest

models in the Nevada and Olymp-

cian ranges will also be shown.

SEEBURG GIFT

TO U.S. NAVY

CHICAGO — Recuperating servicemen in Navy hospitals in
Japan, Guam, the Philippines and in this country are now list-
ening to music furnished by phonographs and records don-
ated by the Seeburg Corp.

Here Louis J. Niezio, Seeb-

burg president, conceived the idea and observed housing
planes near his home which is

close to Glenview Naval Air

Station. Advertising manager

Frank Luppino worked out the

details with the Navy and Seeb-

burg distributors. One phonograph

was even installed aboard the

U.S.S. Repon stationed off

Vietnam.

Amusement Trades Exhibitors

Alexandra Palace

London

Nov. 28—Dec. 1

COMPANY

Academy Signs, Ltd. . F 15-16
Ainsworth Consolidated Industries (GB), Ltd. . P 5-8
American Food Machinery, Inc. . E 1-4
AMF International, Ltd. . 3-4, 7-8
Amusement Equipment Co., Ltd. . L 1-4, 7-10
Amerikon Equipment Co., Ltd. . G 4-9
Aristar and Weston . H-1
Cyril Assor Photomaton (London), Ltd. . B 4
Cyroll Photomaton (London), Ltd. . B 5
Automatic Coin Equipment (Cardiff), Ltd. . U 4-6
Auto-Sco (Scooter), Ltd. . E 9-1
Aviso Ltd. (Symplay) . E 5-8
Avery Publishing Company . W 1-2
Beacon Signs, Ltd. . T 1-2
Bell & Bennett Engineering Co., Ltd. . A 3
B. H. Bowring . E 1
The British Automatic Co., Ltd. . W 3-5
Bukley Seeburg, Ltd. . N 1
Club Specialty Overseas, Inc. . B 6-9
J. F. Costelloe (Belmont), Ltd. . V 11-12
Couthrey Automatic Supplies, Ltd. . B 4-5
Delma Amusements, Ltd. . W 1-2
Direct Machine Distributors, Ltd. . T 1-6
Tischburn Equipment Co., Ltd. . W 4-6
Electric Shop Developments, Ltd. . W 9
E.G.M. . N 7-8
G. B. Cuttler, Ltd. . V 4
Goldhill and Medado, Ltd. . K 4
Golding Automatics, Ltd. . M 5-6
Graywall and Co. . W 10-11, 0 1-4, 7-8
Holdemans, Ltd. . K 6
I.C.C. Machines, Ltd. . D 11
Instant and Ashley, Ltd. . H 7
H. P. Jackson and Sons, Ltd. . F 12-13
Dennis C. Jezard . Q 6
Geo. F. Joyce and Son, Ltd. . N 2
Joyride Manufacturing Co., Ltd. . M 4
J.W.S. Automatics, Ltd. . L 6
Kraft Automatics, Ltd. . B 6-8
W. Lancaster Co. and Co., Ltd. . M 7
Mar-Matic Sales, Ltd. . K 1-23
Mar-Top, Ltd. . C 4-7
Melody Automatics . D 2
Melody Manufacturing Co., Ltd. . D 3
Millen (Mills-Shako), Ltd. . B 9-11
Mills Bel-O-Matics, Ltd. . Q 1-4
Mills Novelty Co., Ltd. . V 7-10
Minto Automatics, Ltd. . D 1A
Modern Products (Lindsey), Ltd. . W 12
Newdor, Ltd. . J 1-2
P.A.D. Automation, Ltd. . W 12
B. M. Phillips, Ltd. . F 11
Phonoautomatic Equipment (Distributors), Ltd. . C 1-3, 8-10
Pugh Automatics . L 5
Rally S.A. . G 8-9
Regent Automatic Supply . N 9-10
Gonson Reversor and Sons . G 6-7
Robey Bros. . U 3
Robinson Patents (London), Ltd. . S 4-6
Ruffler and Walker, Ltd. . J 1-2
Samson Novelty Co., Ltd. . S 1-3
The Scottish Automatic Printing Co., Ltd. . H 4
W. & J. Shaw . P 1-4
Moriis Sheras and Sons, Ltd. . M 1-3, 6-10
Phillips Sheras (Private), Ltd. . A 8
S. L. Coin Machines, Ltd. . Q 5-8
Standard Coin Counting Co. . Q 5-6
Shelwood, Ltd. . V 5-6
Street Automatic Machine Co., Ltd. . H 5-6
Sky-Ride Crompton, Ltd. . D 7
Superior Co., Ltd. . G 1-3
Tesi Bros. . Q 2-4
Tesi Bros. Automatic Co., Ltd. . P 1-2, 9-10
I. H. Toby (Hardware), Ltd. . K 7
Vale Amusements (Bingos), Ltd. . K 5
Vane Automatics (Rambagates), Ltd. . F 14
Warren Jethro and Co. . A 3
Whitaker Bros. (Shaw), Ltd. . F 59
Whitaker and Co., Ltd. . N 5-6
Winchester Joiner Co., Ltd. . N 7-8
The World's Fair, Ltd. . W

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Fumbleproof.

Just turn the key.
From then on, the Seeburg Stereo Showcase is the easiest to service. Even for your newest routeman.
Up pops the spring-open lid. Flip up the hinged, one-piece title strip panel to eye-level, where all titles are easily readable. There are no catches for you to fumble with, no trays to remove, no obstructions in the way.

One thing does pop out. That's the inside quality of this superb phonograph. No flimsy construction, no skimping on materials, no cut corners in a Seeburg!

All title-strips and records are easily accessible, easily removable for servicing. And when you're all through, simply slam the strip-panel shut, push down the lid, and turn the key. That's all.

All we've said is true. But there's only one real way to convince you. If you happen to have a new routeman, take him with you to see this great new phonograph at your Seeburg Distributor's. Let him try it. Guys like him are our best salesmen for the Seeburg Stereo Showcase!
Color-Sonics Appoints III. Distributor

CHICAGO—A distributor firm headed up by president Larry Kahan, vice-president Ronald Kahan and secretary-treasurer Robert Frank and known as Color-Sonics of Illinois, Inc., has been appointed exclusive distributor for Color-Sonics throughout Illinois and in Gary, Indiana.

In announcing the appointment, Color-Sonics’ president Stanley Green said the firm would deal directly with juke-box operators on a sales or lease basis and would furnish experienced sales and service personnel. After initiating operations in the metro Chicago area a mobile vehicle will be used for contacting the juke-box operators out-State.

In detailing the two distributing policies, Green said the purchase finance plan would allow operators to finance a purchase of a new juke box equipment outright with a down payment system, Model 2600 is priced at $7,055 including 26 films. The lease program allows a 10 per cent buy-back option with no penalty payment on a 36-month monthly rental plan. Four films are exchanged per month at a cost of $56 per month. Operators return films of their choice.

School Talks In Southeast

• Continued from page 83

game manufacturers were represented. Organizer was association president H. C. Keels. Featured speaker was the Honorable Robert McNair, governor of South Carolina.

In announcing the Daytona Beach school discussion, Lawson said he intended to contact all operators in the State, whether association members or not. He said that because of the acute shortage of men, he expected a large attendance at the Plaza Hotel to hear what Moran had to say.

The nation is alive, currently, with talk of organizing trade schools. Illinois operators are on the verge of getting a program started for Chicago.

A full report by Billboard's Earl Paige will appear next week.

Vendors Differ

• Continued from page 82

pennies and nickels when they see bulk machines nearby.

"We encourage our operators to take advantage of toy departments as a new location for vending machines this time of year," Bitterman said. "And in fact, we have operators tell us that store managers often call up and request additional equipment for high traffic locations in stores.

But Bitterman was quick to caution operators about making changes that may end up with thinking about supplying stores with additional equipment during peak selling seasons. "We always stress the importance of taking in entirely different equipment for toy departments or other stores," said Bitterman. "If you move your display from its regular position up in the front of the store you might find that they have something else there when Christmas is over. It's hard to get back into a spot once you've moved out," he said.
Illinois Tops List in MOA Show Attendance

CHICAGO — Host State Illinois led all others in representation at the largest Music Operators of America show in several years. Nearly 400 Illinois registered for the Oct. 23-30 event, the third most of 2,500 persons.

Ohio, surprisingly, was runner up, followed in this order, by Michigan, New York, Indiana, Wisconsin and Missouri with large delegations.

Attendance at all 50 states was the most balanced in years, with all states represented and strong attendance from the Southeast and South, relatively speaking. Louisiana sent some 50 persons to the show, for example.

International attendance was boosted by the 85-man delegation of the Music Merchants Trade Association of England. Canada sent 50 column south of the border to the show.

Some 114 persons registered from foreign lands other than Canada, including Philippines, Mexico, France, Norway, Sweden, Spain, Germany, Finland, Bermuda, Belgium and Japan. California lost the battle of the Coast giants, mustering only a third of the number attending from New York State.

Even Wyoming showed up well, with six registrants.

Runyon Show Draws Who's Who in the East

NEW YORK — It looked like a regional meeting of the MOA.

There was George Holtzman, vice-president of the Music Operators of New York; Millie McCarth, head of N.Y. Coin Machine Association; Tony Wilkins, president of the Connecticut Music Operators; Carl Pavesi, Seymour Pollak, Louis Tartaglia of the Westminster Guild and Jack White representing the officers of the N.Y. State Guild. Looking further around the room, there was Ted Blatt and Ron Baskett, attorneys for MONY and Lou Werner of the New York State Music Operators.

LYDIA'S FORA was followed by a banquet for operators, wives and guests. Approximately 50 persons were in attendance.

The MOA was formed in October 1965—the fruition of a movement led by operators Zolly Kilmann and Elmer Boyce.

Boyce, who owns Music Rentals in Missoula, is serving as the group's first president. Other officers are: Lou Antonich of East Helena, vice-president; B B Walker, Helena, Helena, secretary-treasurer, and Ross Walker (wife of the secretary-treasurer), executive secretary.

A delegation of nine members of the MMOA had attended the MOA convention in Chicago and reported on the national group's

New Equipment

Rowe—Model 212 Coffee Vendor

Interior view of Rowe's new 212 single cup coffee vendor which delivers coffee nine different ways as well as whipped coffee, tea and soup. A unique feature of this machine is its "double steeping" brewing concept. This is accomplished by use of a piston circulating 200 degree water through grounds and through a permanent stainless steel filter screen belt that back into the boiler chamber before piston completes second stroke to finish cycle. Use of a permanent stainless screen belt eliminates need for filter paper and compressed air in piston cylinder produces dry grounds.

Are there any notable events or activities mentioned in the text?

The text mentions the Illinois State Music Association's hosting of the largest Music Operators of America show in several years. The event was attended by 400 Illinois residents. International attendance was also noted, with 114 persons registered from foreign lands other than Canada. The event also featured the Music Merchants Trade Association of England, who sent 50 members to the show. Additionally, the Runyon Show was noted for drawing a Who's Who in the East, with notable personalities such as George Holtzman and Millie McCarth in attendance. The MOA (Music Operators of America) was also mentioned, with a delegation of nine members attending the MOA convention in Chicago and reporting back. The new equipment section highlights the Rowe Model 212 Coffee Vendor, which offers various coffee brewing options and a unique "double steeping" brewing concept.
Select-a-Trip

1. **SKIING IN CHILE**
   - Rowe AMI Select-A-Trip

2. **A WEEK IN MIAMI**
   - Rowe AMI Select-A-Trip

3. **AFRICAN SAFARI**
   - Rowe AMI Select-A-Trip

4. **MEDITERRANEAN CRUISE**

5. **GOLF IN THE BAHAMAS**
   - Rowe AMI Select-A-Trip

6. **SO. AMERICAN TOUR**

7. **FISHING IN CANADA**
   - Rowe AMI Select-A-Trip

8. **GREEK ODYSSEY**
   - Rowe AMI Select-A-Trip

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

**AROUND-THE-WORLD CRUISE**
- Rowe AMI Select-A-Trip

**EXPLORE MEXICO**

**EUROPEAN GRAND TOUR**
- Rowe AMI Select-A-Trip

**SAIL YOUR OWN YACHT**

**A VISIT TO VENICE**
- Rowe AMI Select-A-Trip

**BULL FIGHTS IN SPAIN**

**SIGHTS OF THE ORIENT**
- Rowe AMI Select-A-Trip

**HAWAIIAN HOLIDAY**
Rowe Phono Bows in Memphis

MEMPHIS — The Rowe-AC Music Merchant was elaborately introduced to Tennessee, Mississippi and Arkansas operators and their wives during a gala presentation by Southern Amusement Co. at Holiday Inn here recently.

On hand to greet the over 100 persons were Mrs. Celia G. Hodge, Southern president; sales manager, Ben Fontaine, who en- couraged the presentation; Rowe's regional sales manager, Hans Von Reydt; Bill Kiel, Rowe field service engineer, and a spe- cial guest, executive director of the Arkansas Music Operators Association, Charles Stewart, who addressed the gathering.

Southern personnel who were on hand included Charles Mc- Dowell, general manager of Southern; Bill Dotson, route manager; Wolf Leibovitz, secretary-treasurer; Luther Ballew, parts manager, and his wife; George Johnson, vending sales manager; Mr. and Mrs. Paul Barnett, Frank McLellan, Mr. and Mrs. Charles Stringer, Tim Sharp and Mr. and Mrs. Albert Attili.

Operators present included Mr. and Mrs. Kirt Bridges, John Haley Music Co., Canton, Miss.; Mr. and Mrs. Roy Raines, Raines Amusement Co., Corinth, Miss.; Mr. and Mrs. Don Wallace, Wallace Amusement Co., Col- umbus, Miss.; Mr. and Mrs. J. W. Butler, Clarksville Amuse- ment Co., Clarksville, Miss.; Mr. and Mrs. Frank Harris, Co-op Amusement Co., Poplar, Bluff, Mo. Also attending: Mr. and Mrs. Elmer Womack; Weaver Music Co., Jonesboro, Ark.; Mr. and Mrs. Joe McKin, Gay Amuse- ment Co., Blytheville, Ark.; Cecil Hill, Hill Amusement Co., Little Rock, Ark.; Jack Gun- son, Twin City Amusement Co., Little Rock, Ark.; Mr. and Mrs. Billy Foster, Foster Vending Co., Pine Bluff, Ark.; Charles Kringel and J. W. Singletan, Kinzel Music and Vending, Little Rock, Ark.; Jourd White, Jourd White Sales Co., Part, Tenn.

Others included Mr. and Mrs. Bill Forsythe, Forsythe Vending Co., Millington, Tenn.; Mr. and Mrs. L. P. Dickens, Endco Sales.

(Coordinated on page 96)

MUSIC
Sechur
SS-160 Write $1,095
Flywood $995
Electra 875
480 775
LPC-1 575
DO-160 425
AV-100 295
AV-100 345
222 325
222 325
KD-200 195
R 150

Rock-Ola
Grand Prix II, Model 426 $845
Princess Royal, Model 424 $645
Startel, Model 429 596
418 SA 575
Capri II, Model 414 495
408 495
407 495
1485 295
1475 295
1468 150

Wurlitzer
2200 $1,245
2304 $345

BOWLERS
Chicago Coin
Flair Write $745
Corvette $695
Preview $695

ROWE'S
Japan

You Can't Miss...With Chicago Coin's NEW SUPER-SCOPE RIFLE GALLERY

For the First Time...
A Realistic Telescopic Sight!
Two Separate Target Areas!

UPSIDE DOWN MIRRORS
Target Area Looks 8 ft. Deep

EXCLUSIVE TWO-WAY MIRROR
With New, Exciting Flying Targets

BLACK LITE GAME
3rd Dimensional Targets To Test Players Skill

17 DIFFERENT MOVING, SPINNING, AND VANISHING TARGETS
For Continuous Action!

NEW INSERT LIGHTED FRONT CABINET
For Eye Catching Appeal In All Locations

(Continued on page 94)
DISTRIBUTOR ASSN.
NAMES NEW OFFICERS

CHICAGO—The National Coin Machine Distributors Association announced this week its newly elected slate of officers and board of directors who were named as the 19-year-old organization held its annual election during the recent trade conventions here.

Heading the association are President Norman Goldstein, Monroe Coin Machine, Cleveland, Ohio; Executive Vice-President Ed Shaffer, Shaffer Music Co., Columbus, Ohio; Vice-President Sam Weinman, State Sales & Service, Baltimore, Md.; Secretary-Treasurer Burt Betti, Beton Enterprises, N. Bergen, N. J.; Executive Director O. L. (Bob) Sifer, Chicago.


Swing to Vending Follows Natural, Inevitable Course

Continued from page 83

"But we are definitely trying other things to diversify our operations," said A. A. Agee, Service Vending Co., Baltimore, Md. "This is why we've added a number of additional items to our operation in the past year. We've also gone into cigarette vending in order to provide our music and game sports with a complete equipment package."

Many operators, naturally enough, are wondering how far to diversity in the vending direction, or how "total" their equipment package should be. Looking ahead, C. L. Hopkins, Hopkins Music & Vending, Galion, Ohio, said, "I'm going to check out some of those exhibitors at the show, too, indicating that he is considering going into hot vending. "I've seen a lot of changes in this industry and expect to see some more," he said philosophically.

Large numbers of operators have split their companies into separate sections, as have Harlan Beach and Irv Linderholm, Fargo, N. D. Three of their employees, Ralph M. Swenson, Lloyd Berg and Milan Olson, were at the NAMA show wearing name plates with T.M. Coffee Co. inscribed on it. "We also took in the MDA show," Swenson said, "because we have another company that is called United Music." Separate

Many operators have learned, as has John Vlassis, owner of Missouri Valley Amusement, Lee's Summit, Mo., that the vending end of the operation works better when handled separately. Many, president of the Missouri Coin Machine Council, an organization of primary music-game operators but also a member of the NAMA-affiliated Missouri Automatic Merchandising Association, has separate revenue for music and games.

This is the way Aaron Skora, inventor of the company's line of machines, described his company's operation in Detroit where one part of the company is known as Modern Music and the other as Modern Cigarette Service. From operators like Mario Cipolla and his son, Thomas M. of Loran Music Co., Amhurst, Ohio, who were at NAMA "just looking around and thinking," to long-time music-game operators like Harlan Wingrove, Emporia, Kan., an MCA director, who said, "We've been in vending for years," the diversification move into vending was repeated again and again.

But the picture is not 100 per cent in the direction of vending. Said A. D. Agee, Service Vending Co., Nashville, "I left vending five years ago and went back where I started — in the music and game business."

Seeburg Jet Coffee Vendor

Seeburg has designed a new compact coffee vendor for lower volume locations. Measuring 68 inches tall, 10 inches wide and 28½ inches in depth it features wood-grain panel styling in a unit of 400 cup capacity with optional soup kit. A drygrounds brewer, 15-second vending cycle, disposable filter paper, no exposed wiring, 4-stack cup turntable on door, "built-out" and "Coffee Now Brewing" lights, 10-cent standard and optional pricing, extra creme-sugar buttons, 5-selection post mix and gravity fed open water system are some of the other features.

Jackson Addition

STUTTGART, Ark. — Local operator Glen E. Jackson, president of Jackson Amusement Co., has proudly announced the birth of his third child, a 3 oz. baby girl. Mother and daughter, he said, "were doing swell!" Jackson has been operating phonographs and games in these parts for 15 years.

ALL MACHINES READY FOR LOCATION

Bally Champion Horse... $445.00
United Lucky Star... $295.00
AM Lyric... $250.00
Rock-Ola 1458... $165.00
Rock-Ola 1448... $175.00
Seeburg 0100... $345.00
AM 125-200... $195.00
Wall Max... $35.00
Seeburg 3MW Wall Box, A1, Bolt Complete... $5.00
Seeburg 13 Eignal Machine... $65.00
Seeburg E2 Signal Machine... $75.00
Eastern, 22 Col... $45.00
Cabinet: LEWIS Cell, Write Or Cable

lewjones distributing Co.
Exclusive Wholesaler Distributor 1311 N. Capitol Ave. Indianapolis, Ind. Tel: Meridian 5-1593

9 Big-Action Features

1. Superb light-box animation presents a beautiful ballerina dancing on stage throughout play of game.
2. New carousel note unit scores up to 500 points on numbered targets and "shoot again" feature dual-color backlit.
3. Full top to bottom existing playboard action.
4. 4 button roll-up score carousel values.
5. New decoder scoring indicating units gives ultra-efficient performance.
6. New automatic electric ball lift for faster more convenient play.
7. New illuminated, score-card holder includes easy-to-read "Balls to Play" and "Game Over" lights.
8. New, all-stainless steel front molding, provides a fresh clean appearance and comfortable feel.
9. New, triple coin-chute combinations, now available for increased convenience and earning power.

November 26, 1966, Billboard
Close the Flipper-Gap!

Hit the lucky U-Bumper... and see the Flipper-Gap snap shut! Flipper action continues when buttons are pressed... but ball is a busy "captive" on the playfield until either one of two L-Bumpers is hit. And nimble Flipper-skill can keep closing the Flipper-Gap again and again with a single ball. No wonder BAZAAR is bringing in biggest solo player collections in years!

NEW Super BONUS
Open-and-Closed Flippers are only one of many new money-making features crammed into BAZAAR. Another is the exciting new ball-to-ball carry-over Super-Bonus, which advances each time all four L-U-C-K Lamps are lit by skill, scores Points, Replays or Added Balls. Another play-enhancing feature is the tantalizing Red Arrow action, constantly shifting-score-value of Bumpers... and big-score Top Rollers, which jump from 10 to 200, 100 or 50 on Rebound bounce-off... and easy-open Free-Ball Gate, which opens when center Top Roller is hit or Gate-Bumper is hit with Red Arrow lit... and... but you've got to see and play BAZAAR to get the feel of the biggest, brightest Bally "B" game ever built. See BAZAAR at your Bally Distributor now.

Bally

Single Player

Bazaar

NOVEMBER 26, 1966, BILLBOARD

See your distributor or write BALLY MANUFACTURING COMPANY - 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.
Four listening level speakers, two middle range and twin tweeters acoustically coordinated with a pair of twelve-inch woofers give the WURLITZER AMERICANA a musical mix that is so spatial, so realistic as to rival the original recording session. Is it any wonder professional artists and thousands of location goers have already pronounced it the finest sounding phonograph the industry has ever built.

THE WURLITZER AMERICANA
WITH SOUND
As Big as All Outdoors

THE WURLITZER COMPANY
NORTH TONAWANDA, NEW YORK
COMEDY SPOTLIGHT

THE NEW FIRST FAMILY, 1940
 đuổious Artists. Verve V-15353 (M); V-2010 (M)

Check out this charming variety record for Bob Barker and George Foster, creators of the original "First Family" Allergy. This is a completely different conception of the White House, the album the same of the assorted gags, routines and impersonations based on President, Mrs. Lincoln, Son Rv, Versa, Ivers, Nixon, etc. Unhurried, relaxed, enjoyable. For the story, these grown in hooky right up to "Jimmy Carter," etc. 

POP SPOTLIGHT

THE BEST OF BERMAN'S HERMITS - VOL. 2

MGM K-4416 (M); SE-4416 (S)

Check up another her sellers with this package destined to speed to the top of the LP chart. Hermits kids spotlighted in this recording on a group of their recent hits, "Lady Godivas Motorcycle," "My Love, My Life," "My Baby," etc. For school sales decals, a large variety of school, community, etc.

POP SPOTLIGHT

THE DEAN MARTIN TV SHOW

Reprise R-6233 (M); RS-6233 (S)

Called from highlights performances on his TV program, Martin comes up with a top-notch sales entry. This material is some of the best in the standard category, it is a new capsule to "What Can I Say After I Eat?" Also, "Frenchie," the new recording of the trio. "Fairly Average" and the Los Angeles orchestra, but it has a usual form.

POP SPOTLIGHT

COMING ON STRONG

Brenda Lee. Decca DL 4835 (M); DL 74352 (S)

With her smash hit single "Coming On Strong" now at the top of the LP chart, this material features re-recordings of recent hits, "I Don't Care Anymore," a record of recent hits, "I Don't Care Anymore," and other platters of Brenda Lee's hits, "Time After Time," etc. All recorded in the usual way at her RCA Victor label.

POP SPOTLIGHT

ON THE TOWN

George Jones. Reprise S-1700 (S)

A reasonably priced 15-track album featuring George Jones, "I'm Throwing Shade," "My Garden," "This Old Guitar," etc. Compare the title with this is a big seller.

COUNTRY SPOTLIGHT

THE KITTY WELLS SHOW

Varetous Artists. Decca DL 4031 (M); DL 74251 (S)

A typical session package featuring Kitty Wells, Johnny Wright, Bill Phillips, and others doing a live performance of the Kitty Wells loved show. All of the artists, one should start performing this album will zoom up the chart.

CLASSICAL SPOTLIGHT

HANDEL'S MESSIAH (2 LPs)

Various Artists / Robert Shaw Chorale / J. Wilburt Daniel. RCA Victor 367-072 (M); LSC-6172 (S)

Noted as the first pressing of the 1733 performance. This 2 LP contains the material used in this season's festival competition for top vocal ensembles. Directed by John R. Robinson, Frederick Coull, Richard Lewis and Thomas Paul. Certain critical pieces along with the London Symphony String and orchestra.

CLASSICAL SPOTLIGHT

GERSHWIN'S PORGY & BESS SYMPHONIC SUITE

London Festival Orchestra / Ebook, LSO SLP 31001 (M)

Robert Freeman's laudable arrangement of music from Gershwin's immortal popular opera makes for interesting listening. This 2 LP is equally priced, and could also have a pop market impact.