

Billboard

The International Music-Record Newsweekly

Promotion Keys CMA Hoedown

By BRUCE WEBER

LOS ANGELES—Concentrated efforts are being made by the Country Music Association (CMA) to acquaint key advertising executives and representatives, product sponsors and motion picture and TV executives with the recent boom of country and western music.

More than 500 persons attended the fourth annual country and western "luncheon-hoedown" here (13) sponsored by the Country Music Association of Nashville and 20 affiliated country music radio stations based on the West Coast. The affair was held at the plush Coconut Grove.

"The Big, Wide, Wonderful World of Country Music"—the theme of the show—was just that. The over-all objective of the program was to exhibit to marketing-advertising executives the growth of country and western music and its importance in today's marketing arena.

The CMA and the country and western radio stations, with an assist from LeRoy Van Dyke and His Auctioneers and Auctionettes, Dottie West, Johnny Sea and Minnie Pearl, did accomplish their goal—to show marketing and advertising programming executives that country and western music is an effective aid in increasing and rejuvenating their business.

The CMA program, just one of the devices used to attract attention to country music, was written and produced by Gene Nash. Dan McKinnon of KSON, San Diego, headed the CMA committee for the affair. He was assisted by Dick Schofield of KFOX, Long Beach, and Ken Nelson, country a&r producer at Capitol Records.

Among the participating stations sponsoring the project were KAYO, KCKC, KEAP, KFOX, KGBS, KGUD, KHAT, KHEY, KHOS, KIEV, KLAK.

(Continued on page 8)

TV Movies Recharge Track LP's With New Sales Spark

By MIKE GROSS

NEW YORK—Soundtrack albums will be getting a second sales life through the expansion of the scheduling of feature films in prime network time this season. The networks, ABC, CBS, and NBC, have set aside

AF Records Goes 'Outside' in Push

NEW YORK—Audio Fidelity Records is seeking—and getting—aid from large non-record purveyors of goods and services in an attempt to broaden the label's markets.

This week Herman Gimbel, president of the New York-based label, announced joint promotions with the Winchester-Western Division of the Olin Mathieson Chemical Co. and with the General Wine and Spirits Co., manufacturer of Adandas Tequila.

Briefly, the arrangements call for the sporting arms and spirits manufacturers to promote specific AF albums which tie in with the manufacturer's products.

They are not premium deals. All records go through regular Audio Fidelity distributors and are sold through regular dealers at prevailing retail prices.

Both deals, which come on the heels of a similar arrangement between the label and the Cheetah dis-

(Continued on page 8)

special "Nights at the Movies." CBS and NBC have two such "Nights," and the record companies are scanning the schedules to tie in a new sales pitch for their catalog soundtrack sets in conjunction with the movie's TV showing.

With an estimated 25 to 40 million viewers tuned in on a network showing, record company executives anticipate some sort of sales ruboff for their soundtrack packages in the retail market. The disk executives also figure that the TV showing will be reaching a new audience, too, made up of viewers who missed the film during its movie-house run or those who were too young to be moviegoers at the time of its initial release.

The sales aid to disks of a movie's TV showing has already been proved. Decca Records attests to the sales spurt of its soundtrack package of "The Eddy Duchin Story" after the movie's exposure on TV, and the company also picked up hefty sales on all its Al Jolson material after the television showing of "The Jolson Story." Now, Decca is preparing a tie-in promotion for its soundtrack set of "Hans Christian Andersen" and the TV showing of the Danny Kaye starrer over ABC-TV on Nov. 4.

"Music Man" First

TV's big movie season got under way last Thursday (15) with the showing of "The Music Man" on CBS-TV. The soundtrack album of the Meredith Willson musical starring Robert Preston was released by Warner Bros. An extra sales pickup was also anticipated by Capitol Records, which has the original Broadway cast album starring Preston. The TV showing of the movie was spread over two consecutive nights, which added to the exposure punch.

The next big movie showing is scheduled for next Sunday (25) when ABC-TV will devote three hours of its prime time to "The Bridge on the River Kwai."

(Continued on page 8)

Pontiac, Olds Ride With Eight-Track

By HANK FOX

DETROIT—The Pontiac and Oldsmobile divisions of General Motors have joined Chevrolet in offering the 8-track tape CARtridge playback unit as optional equipment on their 1967 car models. Both divisions will feature a Delco manufactured unit which is claimed to be an improvement on last year's car units.

The tape cartridge player will be available as factory installed, original equipment only on all models except the Oldsmobile F-85. Chevrolet buyers are given a choice of having the unit factory or dealer installed.

Although the player operates as a self-contained unit, Pontiac and Oldsmobile officials say the new car buyer cannot order the unit unless he has purchased a radio with the car. As with the Chevrolet (see Billboard, Sept. 17), the unit will be the hang-on type, located under the instrument panel.

Officials say the unit, in the development stage for nearly two years, has been engineered to prevent problems that other manufacturers faced last year. The opening for the cartridge on the walnut-wooded panel is blocked by a spring-loaded door. This prevents dust and dirt from entering and collecting on the tape head and inner components, it was claimed.

(Continued on page 32)



Japan's famed Miyajima Shrine provides the backdrop for the new colorful Seeburg Stereo Showcase coin phonograph. An exclusive rotating display shows up to 15 Little LP album covers or three scenic panels. Thus, the new phonograph merchandises music with motion, color and sound . . . an unbeatable combination.

(Advertisement)



Sandy Posey struck gold with the high-flying single, "Born a Woman" (MGM K13501), and will be mining more of the same lode with a forthcoming album also titled "Born a Woman" (MGM E/SE-4418).

(Advertisement)

Wally presents **EDDIE & the SLOVENES**

EDDIE'S POLKA • SLOVENE RHYTHM • STEWARD'S POLKA • HAVANA POLKA • BALL IN GOLF • HAPPY MARY POLKA • GENTLEMAN'S ORDER • DANNY ARBY POLKA • GIVE BACK MY BEARS WALK • JOEY FROM HUNTERS • LOVELEAGUE • HAPPY MOUNTY POLKA •

JAY JAY REC 1024

(M) 1102 (S) 5102

Wally **POLAND TOUR**

PHILIP POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA • POLSKA POLKA •

JAY JAY REC 1025

(M) 1101 (S) 5101

Nice with Polish Spices!

Wally

WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA •

JAY JAY REC 1026

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THE WALLY

DECEMBER STYLE POLKAS

POLKA EDDIE

THE ONLY CERTAIN!

WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA •

JAY JAY REC 1027

(M) 1040 (S) 5027

WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA • WALLY'S POLKA •

JAY JAY REC 1028

(M) 1038 (S) 5025

PREMIER ALBUMS INC. Presents The Newest Of


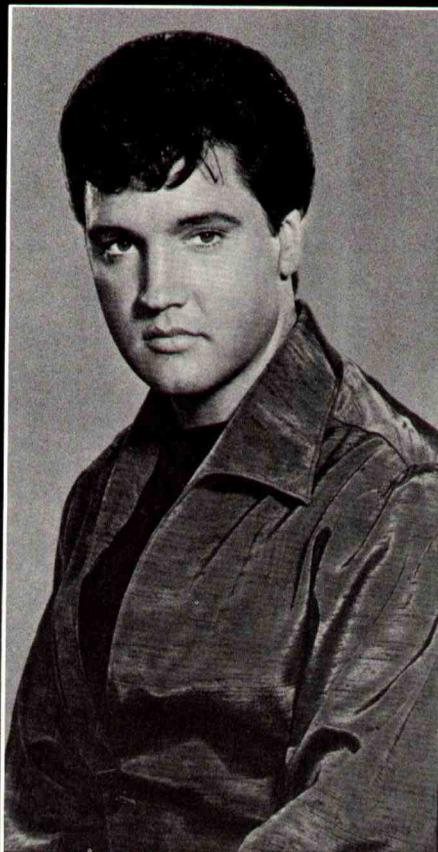
Lil Wally On JAY JAY RECORDS



SEE YOUR LOCAL DISTRIBUTOR

ELVIS

NEW SINGLE!



RCA VICTOR

ELVIS

SINGS
SPINOUT
And
ALL THAT I AM

FROM THE
METRO-GOLDWYN-MAYER
MOTION PICTURE RELEASE
"SPINOUT"
PRODUCED BY JOE PASTERNAK
DIRECTED BY NORMAN TAUROG
A EUTERPE PRODUCTION

Printed in U.S.A.

WATCH FOR ELVIS' "SPINOUT" LP ALBUM

#8941

RCA VICTOR



The most trusted name in sound



Executive Turntable

Joe Medlin has been appointed to the newly created post of national promotion manager of the rhythm & blues division for Decca, Coral and Brunswick records. Medlin resigned last week as national promotion manager for Atlantic Records, a position he held for over three years. Along with his national promotion, Medlin will also be responsible for the scouting of new talent and masters for release on the three labels. He will report to **Lenny Salidor**, national promotion and publicity director.



MEDLIN

Abe Chayet, New York; **Steve Brookmire**, Atlanta, and **Bob Sarenpa**, Los Angeles, have been named regional sales administrators for Mercury Record Corp. Chayet was director of branch sales. Brookmire was an indie distributor for Mercury and also managed its Miami and Atlanta branches. Sarenpa, who will also manage the Los Angeles executive offices, is a former L. A. branch manager. **George Steiner**, former Western regional sales for Philips, now heads the L.A. Mercury branch. Veteran radio billing and programming personage **Chuck Vest** has joined Merrec Distributing, New Orleans, as a local promotion director, and **Al Soponar** has moved from the Mercury accounting department to handle promotion of all labels through Heilicher Bros. in Minnesota and Northern Wisconsin.



VEST



SOPENAR

Marty Goldrod has been called out of the Mercury ranks where he served as a promo man in San Francisco and Hartford, Conn., to appointment as national promotion manager for the company's Fontana affiliate.

Billboard Names Kendall, Wood to Nashville Office

NASHVILLE—Bob Kendall, a 20-year veteran of Billboard, moves into the Nashville office as general manager, and Herb Wood takes over as Nashville news editor. The appointments are effective immediately.

Kendall replaces Mark-Clark Bates, who resigned to form his own advertising agency, the Cumberland Co., here. Kendall, who attended the University of Cincinnati and Xavier University, joined Billboard in 1947 in the Cincinnati office. He was the first sales executive for Billboard in the Nashville area, and her two sister publications, *Vend* and *Amusement Business*. For the last few years he has been in the Chicago office, where he was in charge of the two big *Amusement Business* directories

—*Calvacade of Fairs and the Auditorium, Arena & Stadium Guide.*

Herb Wood joined Billboard's staff in June 1965 as assistant to Don Owens. Later he joined the New York editorial staff as a record reviewer. He covered the New York coin machine and music scenes, and doubled as head of the Billboard record review panel.

He is a graduate of Otterbein College, Westerville, Ohio, where he played varsity baseball, edited the college yearbook and worked as a disk jockey and sports announcer.

He recently was married to the former Jane Cauvet, a former Billboard staffer. Wood began his new assignment last week.

Curci's N.Y. Visit Brings 2 UA Pacts

MILAN—Giuseppe Gramitto Ricci, general manager of the Curci Group, and David Matalon, Cemed-Carosello (record division of the Curci Group) director, have returned from New York, where they met with Mike Stewart and Sidney Shemel, United Artists Records president and legal counselor respectively. Also attending the meeting were Ron Eyre, UA overseas international director, and Murray Deutch, vice-president UA's music publishing division.

As result of the meeting, two contracts were signed. First, UA leased its record catalog to Cemed-Carosello for Italy for a three-year term. Then Cemed-Carosello leased its contract to UA for the United States, Canada and Great Britain for a one-year period, plus two optional years. The second agreement foresees that UA will also distribute the Italdisc-Ducale record catalog, personally owned by David Matalon.

Under UA Logo

The UA catalog will be marketed here under the original UA logo. The Cemed-Carosello and Italdisc-Ducale catalog will be released, to the agreed territories, under the UA logo.

Initial releases by Cemed-Carosello will be three albums, with the movie soundtracks from "Duel at Diablo"—"The Russians Are Coming" and "Cast a Giant Shadow," plus two singles with themes from movies "After the Fox" and "Une Femme Et Une Femme." Dealings have been opened with the Italian Radio-Television Co. (RAI-TV),

NARAS Winds Up Busy Meeting After Setting Five-Pronged Goal

NEW YORK—The officers and trustees of the National Academy of Recording Arts & Sciences (NARAS) wound up its annual meeting at the Hilton Hotel here this past weekend after setting its sights on increasing total membership, public relations, promotion activities and scholarship grants, and decreasing the total number of the Academy's Grammy awards categories in an effort to achieve greater parity in the awards structure.

The two-day conference, attended by all four of the NARAS chapters, also brought in George Avakian as the new

national president, replacing Francis Scott who was picked as this year's national treasurer. Other new officers include conductor-arranger Pete King of Los Angeles as first vice-president, Mercury's Chicago-based Johnny Sippel as second vice-president, and Nashville conductor-producer Owen Bradley as national secretary.

In the revision of the Grammy awards structure, the trustees pared the number of categories from 47 to 42. The new line-up shows the elimination of awards in the fields of classical, contemporary, country and western and in jazz, as well as the trans-

ference of all "Best New Artist" awards from regular membership to special trustee selections.

In addition, the trustees voted to introduce two new awards in the rhythm and blues field and to reinstate the "Best Instrumental Theme" category which had been eliminated last year. Voted down were proposals to combine "Vocal Group" and "Chorus" awards and to telescope the two "Arranging" categories.

Revised Set-Up

The revised 1966 Grammy Awards set-up will offer, in addition to 15 general categories, the following specialized music (Continued on page 8)

NBC Daily Country TV Show Gives Country Music Big Boost

By CLAUDE HALL

LOS ANGELES—"Swingin' Country," NBC-TV's daily color country music show, is shaping up as the biggest national boost for country music and country music artists that the field has today. The 25-minute show, seen around noon in most markets, has been renewed for its second 13-week cycle.

Dick Clark, head of Dick Clark Productions, came up with the idea for the show because, he said, "country music is the biggest single influence on American music today. Look at the number of country music radio stations you have—at least one in every major market."

Clark, considered an expert in the pop music field, has hosted "American Bandstand" 15 years, 10 years of which have been on network TV. His "Where the Action Is" TV pop music show is in its second year on TV. It was through the appearances of country music artists on these two shows that Clark became introduced to the field. He lamented the passing of "The Jimmy Dean Show" on ABC-TV and felt that, because of this, the country field sincerely needed a show like "Swingin' Country."

"I honestly believe this... that the more people you wear over, the better off Nashville, country music artists and deejays, and everybody else in the business will be."

Stars of the show are Rusty Draper of Monument Records; Molly Bee, whose last release was on MGM Records, and Roy Clark of Capitol Records. Guest artists who've appeared on the show have included Buck Owens, Minnie Pearl, Jerry Wallace, the Dillards, Webb Pierce, Faron Young, Ferlin Husky, Don Bowman, Tex Williams, Jimmy Wakely, Hank Thompson, and LeRoy Van Dyke. The show recently teamed up Theodore Bikel and Minnie Pearl in a duet and Clark said, "We've used a tremendous variety of guest artists—not all country, not all pop—to lend the show wide interest."

Buck Owens, who taped a show being aired Monday (19), commented that he felt the network show is a big step forward for country music and its artists and that it was reaching a daytime audience not available in large numbers before.

An NBC spokesman said last week that the daily show has indicated to the network "there appears to be a strong interest in country music today. The show has shown good growth so far and, if it continues, we're sitting pretty." He said NBC-TV was "quite pleased with the showing of the show so far in ratings as well as billings in advertising... the show is virtu-

ally sold out throughout the week." The show is seen by an audience averaging 3,700,000, according to a two-week survey ending Aug. 21. The network says this indicates about 6,500,000 viewers.

Among the pop artists who've (Continued on page 10)

Canadian TV To Accent Pop

By KIT MORGAN

TORONTO—The two Canadian television networks are currently unveiling a fall-and-winter schedule that promises increased emphasis on music, with both Canadian and international artists, new talent as well as established performers. This season marks the introduction of color TV in Canada.

CTV, the independent network of 11 major market stations coast-to-coast, is using the pop music-oriented phrase, "It's happening... on CTV" in its promotional campaign, and announcing its schedule comment that the web was once known as the "game show network" but could now be called the "pop music network" with five Canadian-produced shows covering the contemporary music scene and more to come in U. S. imports.

(Continued on page 24)

NOTICE

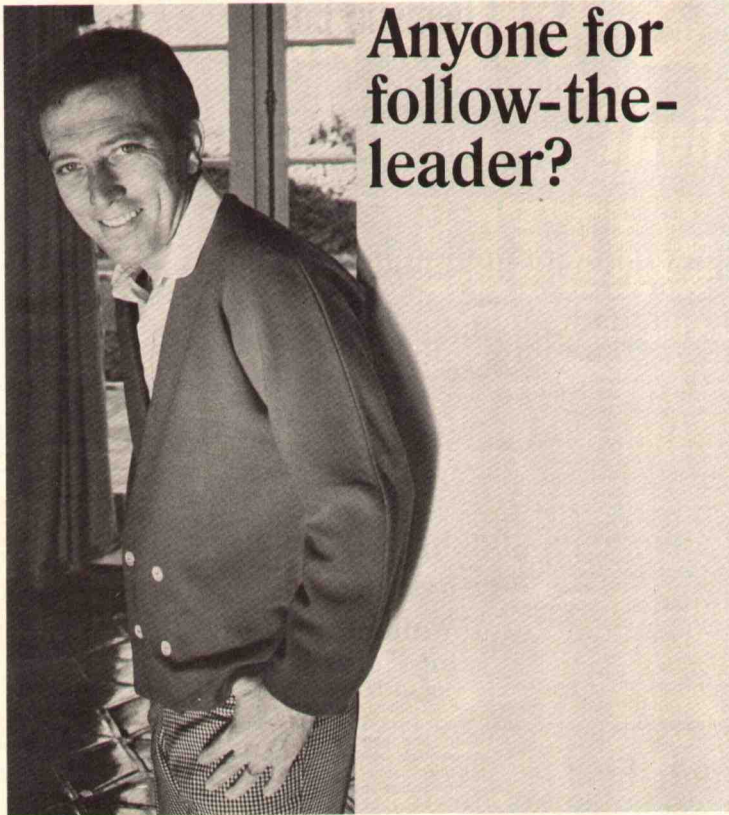
The existence of an organization by the name of Billboard Record Distributors has just been called to our attention. This organization is in no way affiliated or connected with Billboard or The Billboard Publishing Company, and accordingly we have requested that it immediately discontinue using the word Billboard as part of its name.

QUEST'NNAIRE ON DIRECTORY

NEW YORK—Recording artists, personal managers and booking agents who want to be included in the editorial listings for the forthcoming Billboard International Record & Talent Directory are advised to turn to page 72 of this issue and fill out the questionnaire.



THE SOUNDTRACK ALBUM of "The Sound of Music" has passed the 1 million sales mark in Great Britain in 18 months on the market. George R. Marek, second left, vice-president and general manager of the RCA Victor Record Division, presents the plaque to Sir Edward Lewis, chairman of the Decca Record Co. Ltd., RCA Victor's English licensee, while Bill Townsley of English Decca, far left, and Bernard Ness, deputy general manager of RCA Great Britain, look on.



Anyone for
follow-the-
leader?

The line forms
behind Andy Williams.

His new single
is going top 40.

And getting good
music play on radio stations.

And racking up
sales in stores.

No wonder Andy
is such a hard man to follow.

**“In the Arms
of Love”**

4-43737

Where the action is. On COLUMBIA RECORDS 

1,525 AWARDS, \$435,750 GIVEN TO ASCAP WRITERS

NEW YORK—ASCAP gave out 1,525 awards totaling \$435,750 last week to new and established composers. One panel approved 1,018 awards adding up to \$238,250 in the popular-production field, while another granted 507 awards totaling \$297,500 in the standard (symphonic, concert and religious) field.

Included in the popular-production field were awards to Mitch Leigh, composer of "Man of La Mancha"; Tom Jones and Harvey Schmidt, writers of "The Fantasticks"; Paul Parnes and Paul Evans, writers of "Happiness Is"; jazz composer Ornette Coleman; Don Robertson, writer of country and pop hits; and Lyn Duddy and Jerry Bressler, a nightclub writing team.

Four winners of the Library of Congress-Serge Koussevitzky Foundation Grants for 1966-67 are among the recipients in the standard field: Arthur Berger, John Cage, Leo Sowerby and Ned Rorem. Among those receiving awards for the first time are S. T. Beversdorf Jr. of Indiana University, George H. Crumb of the University of Pennsylvania, Jacob Druckman of the Juilliard School of Music, Morton Subotnik of the School of the Arts at New York University, Henry Weinberg of Queens College, Harold Schramm, holder of a Rockefeller Fund Fellowship grant, and John Brodwin Kennedy, Ford Foundation composer-in-residence in the Los Alamos, N. M., school system.

ASCAP members receiving special awards after having gained Guggenheim Fellowships during the past three years include Dominick Argento, Ernst Bacon, John Charles Eaton, Donald Keats, Gail Kubik, Ezra Laderman, Benjamin Lees, Marvin David Levy, William R. Mayer, Frederic Myrow, George Perle, A. George Rochberg, Robert Starer, and Hugo Weisgall.

Awards in the educational field went to the following established composers: William Bergsma, chairman of the Music Department of the University of Washington; Easley Blackwood Jr. of the University of Chicago; Ingolf Dahl of the University of Southern California; Ross Lee Finney of the University of Michigan; Carlisle Floyd of Florida State University; Vittorio Giannini, director of the North Carolina School of the Arts; Peter Menin, president of the Juilliard School of Music; Ron Nelson of Brown University; Mel Powell of Yale University; Vincent Persichetti of Juilliard; and Randall Thompson of Harvard University.

The standard panel limited its awards to members of the society receiving less than \$20,000 in regular performance fees. The cut-off for the popular awards panel was \$15,000. The awards are made to writers "whose works have a unique prestige value for which adequate compensation would not otherwise be received by such writers," and to writers whose works are performed substantially in media not surveyed by the society.

Beatles Hit Jackpot; Find Gold 21 in Them Thar Disks

HOLLYWOOD — The Beatles' Capitol single of "Yellow Submarine" has risen to the gold record level by going over the million sales mark with a sales rackup of 1,200,000 copies in its four weeks on the market. The gold disk award has been certified by the RIAA. "Yellow Submarine" is backed with "Eleanor Rigby," which has been following close behind on the Billboard's pop chart.

With the certification of

"Yellow Submarine," the Beatles now have 21 gold records to their credit. The 21—all earned since January 1964, are the most ever earned by any act in RIAA history. "Revolver," their latest album, hit the million mark two days after release and was certified during the British foursome's recent 14-day American tour.

The Beatles are now in England preparing for their next picture, which will be filmed after the start of the new year.

Monument in Foreign Kick

LOS ANGELES — Monument Records will release more than 30 LP's obtained from foreign sources and featuring international artists with American market sales potential, according to Fred Foster, president of Monument. Product

will be released between now and the end of this year.

Album product prepared for release includes masters by Charles Aznavour, the Knightsbridge Strings, Eddie Barclay and his orchestra, pianist Henry Byrs, the Fabulous Jokers, Digno Garcia, Bruno Canfora and his orchestra, Ornella Vanoni, Ray Martin and his orchestra, Stephanie Grappelly, Los Mayas and a variety of Latin releases from RGE-Brazil.

Foster said Monument also plans future album material from Greece, Israel, Hong Kong, Japan and the Philippines, featuring artists in local languages as well as international repertoire for release in 1967.

He expects additional product to materialize from Australia, New Zealand, Tahiti and Hawaii following a trip by Bobby Weiss, Monument vice-president and director of the International Division. Weiss had been on a foreign market-searching excursion to Europe and the Far East.

Orpheum Offers A Discount Plan

NEW YORK—Orpheum Productions this week announced its fall release schedule of six Riverside and one Jazzland albums, with a discount plan on all merchandise.

Key push will be on the new Mongo Santamaria albums, with promotions planned in conjunction with the artist's West Coast personal appearances. Other featured artists on Riverside releases are Bill Evans, the Wes Montgomery Trio and Art Blakey and the Jazz Messengers. Reissues by Ray Barretto and Johnny Griffin are also part of the program.

Musicor's CARtridge Items to Bow

NEW YORK—The first tape cartridge release of Musicor Records was slated for unveiling here Monday (19) in the first of seven regional sales meetings for distributors. The release includes 30 4 and 8 track items. Also up for discussions—along with new product—was distribution plans for the new Dynamo Records label operated by Luther Dixon of Detroit which Musicor will distribute.

Musicor meetings are being held also in Atlanta Sept. 20, Chicago Sept. 21, and later in Los Angeles, San Francisco, and Seattle. Fifteen new albums introduced included artists such as Gene Pitney with his first solo country performance, the Platters, Steve Rossi, Frank Gallop, Judy Lynn, Melba Montgomery, and the team of George Jones and Melba Montgomery, Tito Rodriguez, Orquesta Broadway, the La Playa Sextet, Al Soyka, and Paul Tripp with his second "Birthday House" LP as well as a new series. The first three sales sessions will be attended by the entire Musicor staff, including president Art Talmadge.

'Wedding' LP's Ring Sales Bell

PHILADELPHIA — Jamie's new hit album, "Our Wedding Album or the Great Society Affair," has topped the 120,000 sales mark, according to Harry Lipsius, Jamie/Guyden president, in less than three weeks in the stores. In its second week on the chart, the LP this week climbed to 121 on the best-selling album chart.

The satirical disk presents an "almost-typical" family wedding, except that the participants are Luci Johnson and Pat Nugent, who are played by Gail Parent and Kenny Solms, who wrote and produced the set. Lipsius said the pressing is receiving disk jockey play from Hot 100 format and Easy Listening stations and is a special favorite for all-night deejays, who can play complete sides.

George Pincus Is Big Game King

NEW YORK—George Pincus is continuing to track down jungle music. After having bagged the music for NBC-TV's "Tarzan" series, he's wrapped up the score to the new ABC-TV series, "King Kong."

A soundtrack album of "King Kong" and a single from the LP are being released by Epic Records to tie in with the start of the series this week. The series has already been sold to several countries abroad and the score will be exploited by the Gil-Pincus - Ambassador overseas firms.

Meantime, "The Tarzan March" is swinging ahead on disks via recordings by the Marquettes on Warner Bros. and Lawrence Welk on Dot.

A Correction

MELVILLE, N. Y.—Merco Enterprises, Inc., moved Sept. 6 to larger quarters at 536 Broad Hollow Road, Route 110, Melville, L. I., N. Y., not 536 Hollow Road as previously reported. The rack operation had been in Garden City, N. Y., since 1962.

Fiesta's Morand Lays Tax Refund Snarl to Dealers

NEW YORK—Record dealers are partially to blame for the currently mixed-up excise tax refund picture, Jose Morand, president of Fiesta Records here, declared last week. "Fully 20 per cent of the money involved is being questioned by the Internal Revenue Service," he said.

Based on a recent audit by the IRS, Fiesta Records was asked to sign a waiver disallowing certain dealer claims for refunds. Without the waiver, the IRS refused to grant any refunds. The waiver was asked because certain dealers had filled out their refund forms incorrectly, said Morand, or had neglected to sign the consent part.

"What are we supposed to do? Absorb the 20 per cent loss that the IRS doesn't refund on?"

"We're a small company. Capitol or RCA Victor probably aren't too worried about the

situation because distributors have to deal with them. But we're getting nasty letters from dealers why we haven't given them their money. And the truth is we can't afford to lay it out.

A lot of the dealers and distributors, Morand said, are demanding he make the refunds or they won't buy from him. "They're holding it against us."

He said he had no axe to grind, but wished record companies with the same problem would get together and do something about the situation. Many dealers sent in their forms properly filled out, some were even notarized, "but the IRS wouldn't accept them because the forms didn't give us consent." Morand felt he was lucky that he even sent out the proper forms. "They were, luckily, the right forms, because we called a major record company and they helped us. But no one from the IRS advised us about them."

Bible Voice & Supreme Labels Let Loose Vs. LSD on Album

LOS ANGELES — Sacred music labels Supreme Recordings and Bible Voice have touched on the LSD controversy with their own sermonizing approach to the subject in an unusual LP, "LSD: Battle for the Mind."

The package is a joint production of Supreme and Bible Voice, which supplied tapes by religious lecturer Willard Cantelton to the Paul Mickelson label.

Mickelson claims that 3,000 copies of the LP have been sold through religious book stores and normal retail disk outlets. Mickelson says this album takes a definite stand in condemning the use of LSD in unsupervised situations whereas, he feels, Capitol's recent documentary "sits on the fence."

"This is very definitely a departure for Supreme," Mickelson said. "We have not billed it as a sacred album. In no way is it designed to be a sermon."

However, the material on the

second side is very strongly aimed at a moralistic viewpoint, with Cantelton quoting sections of the Bible and asking the listener to bow his head and pray for salvation. The opening side of the LP discusses the history of the drug and some of the publicized incidents surrounding users.

Several AM and FM stations here have played excerpts, with one station, KHOF-FM, reporting 53 phone calls from people asking where they could buy the LP, according to Mickelson.

Cantelton had originally cut a tape for Bible Voice on the subject last March, according to owner George Otis. But as the use of LSD grew, Otis felt an album should be developed. So he contacted Mickelson and the finished product was displayed at the recent Christian Booksellers Association convention in Chicago.

The two executives say this venture has opened a new area for them and they are considering other social ills as projects.

Victor to Tape Met Opener

NEW YORK—Although negotiations for recording the opening night at the New Metropolitan Opera House were not completed in time, RCA Victor planned to tape the opener in the hope that it could be released later. In response to a question, a Victor spokesman said, "We were unable to reach a satisfactory arrangement to make this recording for RCA Victor."

"However, so that the opening night performance would not be lost to posterity, we have offered to tape the performance and put the tape in escrow in the hope that further negotiations might make future release of a recording of this historic event possible."

The Met opened last Friday (16) with the world premiere of Samuel Barber's "Antony and Cleopatra," starring Leontyne Price, Justino Diaz, Jess Thomas, Rosalind Elias and Ezio Flagello. It was understood from sources close to the Met that the opera company had agreed to permit Victor to record the

opening, but other difficulties arose.

A musicians' strike caused the cancellation of two new productions, which were slated for this week. The musicians, who have been playing for more than two years under terms of an expired contract, agreed to play for the rehearsals and performances for "Antony and Cleopatra" because of the importance of the opening of the new house.

They decided to formally strike after the opener, and, also, not to play for rehearsals of "La Gioconda" which was to have been given Monday (19) and "La Traviata," whose initial performance was listed for Thursday (22). The next scheduled performance is next Monday (26), when "Turandot" is listed, but that, too, is dependent on a contract settlement. The new production of "Die Frau ohne Schatten," which had been planned for Saturday (24), earlier was postponed to Oct. 2 because of lack of sufficient rehearsal time due to technical difficulties in staging.

SONNY & CHÉR

Their Wildest!

LITTLE MAN

Written and Produced by SONNY BONO

Atco 6440



Already a smash in England!

Management: De Carlo-Kresky Enterprises

CMA Tells a Big and Wonderful Musical Story at Hoedown

• Continued from page 1

KMOP, KRDS, KSON, KSOP, KTOO, KUZZ, KWAC, KWJJ and KWOW.

Belongs to Masses

McKinnon told advertising executives attending the luncheon that country and western music "belongs to the masses," the exact audience advertising and marketing merchandisers are eager to reach. He added validity to "buy country and western music" appeal by informing executives that country music is responsible for 40 per cent of the record sales in this country.

"The big switch in 1966 is to country and western," McKinnon revealed, "and when programmed properly country music can be a solid marketing tool." He reported that there are more than 190 radio stations in the United States and Canada with a country music format.

McKinnon admitted that much of the recent commercial sales appeal, and perhaps the most recent rebirth of country and western music, must be attributed to Roger Miller, also a favorite on "good-music" stations. "His music captured the teen-age and young

adult market," McKinnon said, "thereby forcing that segment of the listening and buying public to hear other country and western artists. After Miller, it was easy for the teen-young adult market to accept Buck Owens, Eddy Arnold, and the rest."

In Urban Areas

Buyer acceptance of country and western music also is being generated in urban areas, he says, which also proves country music is the "music of the masses." McKinnon reminded advertising executives of the growth of country sounds in the "big city," where the major retail markets exist.

"The boom in country music, for instance, on radio, McKinnon said, "is an outgrowth of listener loyalty, but also because advertising and merchandising executives are learning the value of country and western music in selling their products. Radio stations, too, are more aware of programming and merchandising, and most are ready to jockey policy and establish new policy to better promote country music.

"The attitude of the public is changing as the masses are exposed to country and western music," McKinnon said. "They are learning to accept and enjoy it. It's time

TV Movies Fan New Sales Spark

• Continued from page 1

Columbia Records will be the beneficiary on this one with its soundtrack package.

RCA Victor will get its chance to cash in on the TV-soundtrack parlay when CBS-TV shows "Breakfast at Tiffany's" on Oct. 1 and "Bye, Bye Birdie" on Oct. 14. In addition to a new soundtrack set sales spurge on both, Victor expects a sales ruboff on its Stereo-8 tape CARTRIDGE versions as well.

'Victors' Mullied

Even the defunct Colpix label, which has been holding on to some of its key product, is now mulling a rejuvenation of its soundtrack album of "The Victors" to tie in with the picture's showing on CBS-TV on Oct. 13.

The three networks have not yet set up complete schedules for the season, but when the announcements are made, it's a safe bet that the record companies will be riding along with their soundtrack packages.

the advertising executives jump on the country and western bandwagon. Together we can sell a 'gosh darn big amount' of records and merchandise."

AF Records Goes 'Outside' in Push

• Continued from page 1

cotheque chain (see Billboard, Aug. 27), are standard operating procedure for Audio Fidelity.

The Winchester promotion is based on an album, "Music of the West." One of the songs, an original selection entitled "The Ballad of Yellow Boy (The Gun That Won the West)," tells the story of the Winchester rifle that the pioneers carried on their westward trek.

Here are some of the major points in the agreement between Winchester and Audio Fidelity:

1. The record company will pay Winchester a royalty for the use of Winchester's name in the record logo.

2. Winchester will buy a minimum number of albums at a predetermined price for distribution to salesmen, dealers, etc., or for whatever purpose the company chooses, other than sales to dealers or consumers.

3. Winchester will announce the album in a mailing piece to its 10,000 prime accounts. It will also announce the details of a window display contest to be held among dealers. The company will include an order-form stuffer for the record in the mailing to its 44,000

firearms dealer customers.

4. Winchester will supply some 100 Winchester automatic shotguns as contest prizes.

5. Audio Fidelity will name the vocal group on the record the Winchester Chorus.

6. Winchester will supply the color transparencies, separations and artwork for the album cover and notes for the album liner.

7. The album will be presented at the Winchester sales meeting on Dec. 1, with the Winchester mailings to be made during December.

8. Audio Fidelity will release the album and begin its own window display contest on Oct. 1.

9. Audio Fidelity will provide record albums to the winners of the window display contest among firearms dealers.

10. Winchester will supply three Winchester 101 shotguns as prizes to distributors who submit the most entries in the window display contest.

11. If the promotion is successful, Audio Fidelity will produce additional albums of similar nature.

Herman Gimbel, Audio Fidelity president, pointed out that the firearms dealers are outlets which have never before sold records. He has prepared a display

box which holds 10 records for these dealers. The box breaks down so that it can be packed with the albums. Display sheets also fold so they may be shipped in the same containers with the records.

The display window contest for firearms dealers runs from October through January, while the display window contest for record dealers is in January only. Gimbel said that dealer prizes will be awarded on the basis of geographical areas.

The deal with General Wine & Spirits involves the cross promotion of the distillery's brand of tequila with a group called The Tequila Brass.

The group, which features the mariachi trumpet, has been recording in South America for several years, and Gimbel said the record has been in the can for two years.

General Wine & Spirits will provide the tequila which will be sent to disk jockeys, program directors and reviewers for consumer and trade publications, and will advertise the album in consumer publications.

Gimbel said that a third co-operative promotion, involving a major transportation firm, is in the planning stages.

He emphasized that all of these records will be handled through normal distribution channels, with the specialized dealers regarded as plus distribution, and that all the product will be sold at the prevailing retail price for regular merchandise.

NARAS Sets Five-Pronged Goal

• Continued from page 3

awards distribution: seven classical, four country and western, three contemporary, three rhythm and blues, two jazz, one folk and one gospel or other religious recording. Also, the list allows for two awards each in the fields of arranging, engineering and album covers.

The trustees also voted to continue to request members to nominate in no more than five specialized music categories in an attempt to ensure greater selectivity in the initial round of voting, and to emphasize even more its campaign to encourage restraint and self-discipline in all phases of voting.

The growth in the Academy's membership was reflected in the individual reports submitted by each of the local chapters and highlighted by an almost 100 per cent increase in Nashville, the Academy's youngest chapter, and a 20 per cent increase in the New York rolls.

The trustees also endorsed

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The existence of an organization by the name of Billboard Record Distributors has just been called to our attention. This organization is in no way affiliated or connected with Billboard or The Billboard Publishing Company, and accordingly we have requested that it immediately discontinue using the word Billboard as part of its name.

NARAS ADDING FOUR GRANTS

NEW YORK—Four additional scholarships have been announced by the National Academy of Recording Arts and Sciences. Four equal grants will be given to institutions in the regional areas of Chicago, Los Angeles, Nashville and New York selected by the local governing bodies of the regional NARAS chapters. George Avakian, newly elected NARAS president, explained the awards "can include not only those associated with music, such as singers, conductors, instrumentalists and arrangers, but also those interested in other phases of the recording field, such as engineering and producing and even those directly connected with the creation of album covers." The academy's trustees will make final disbursement after they approve the recommendations of the four regional chapters.

of Haskins & Sells as accountants in conjunction with the Grammy awards.

Tabled for further consideration and possible action was the subject of craft, as opposed to general membership nominating. At the conclusion of the confab, the trustees gave retiring president Francis Scott a standing ovation, after which newly elected president George Avakian made an acceptance speech emphasizing the need for the Academy's continued growth.

Court OKs ASCAP Changes

NEW YORK—The Federal District Court last Monday (12) approved changes in ASCAP's distribution system, which will enable new writer members to obtain increased performance money and quicker payments. The changes approved by Chief Judge Sylvester Ryan provided for accelerated and increased distribution to new writer members, increases in credits for certain theme performances and background music in television and broadcasts, and payments where members have collab-

orated with non-members, or a non-member has written a song published by an ASCAP publisher.

Stanley Adams, ASCAP president, reported, "ASCAP has already received much favorable reaction to these announced changes, especially from New York, Los Angeles and Nashville—three major music centers. The changes are practical and meaningful in the rewards they assure to the men and women who choose the writing of mu-

(Continued on page 10)

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Handleman Earnings Up

DETROIT — Net earnings for Handleman Co., major record rack jobber as well as active in distributing in some territories, rose about 30 per cent in the first quarter of the fiscal year, ended July 31, president David Handleman announced after the regular board of directors' meeting here this week. Earnings were \$393,553 or 26 cents a share, compared with \$289,941 or 19 cents a share last year. Total sales increased similarly, from \$7,286,221 to \$9,182,679.

Handleman also said that the previously announced quarterly dividend of 20 cents on the recently split shares will be pay-

Fontana to Issue 'The Idol' Track

CHICAGO — Executive producer Joseph E. Levine of Embassy Pictures and Mercury's Charles Fach have completed negotiations under which the soundtrack score by Johnny Dankworth for "The Idol" will be released by Mercury's Fontana.

Levine is said to have approached Fach with the deal upon observing strongly favorable audience reaction to the adult-oriented score. The album will be released the middle of this month.

able Oct. 14 to stockholders of record as of Sept. 30. This will apply to 1,053,108 dividend-paying common shares outstanding.

AGVA SUES TALENT AGENTS FOR \$300 MIL.

NEW YORK — The American Guild of Variety Artists today (16) filed a \$300 million treble-damages suit in federal court here against the William Morris Agency, Ashley-Famous Agency, Agency for Performing Arts, Inc.; Creative Management Associates, Ltd.; General Artists Corp. and the Artists Representatives Association. The suit asks that the defendants be enjoined from using their market powers to freeze out competition and monopolize the variety entertainment field. Complaint charges that the defendants conspired to divide markets among themselves in the United States and Canada and unlawfully fixing prices through control of package deals and club dates.

Curci's N.Y. Visit

Continued from page 3

Sicilian folk tunes, "Sicilia Amara" (Bitter Sicily).

Ricci and Matalon expressed their satisfaction for the agreement, underlined the pleasant atmosphere which reigned over the dealings and predicted that the results will be mutually profitable.

LOS ANGELES — Everest Records will distribute catalog material for the Janus-Pirouette label, announced Bernard C. Solomon, Everest president.

The catalog of Baroque selections feature Jean Pierre Rampal, Leonid Kogan, the Dresden Cathedral Choir and the Chicago Symphony Strings.

MGM Releases LP on Festivities Of Mexican Fete

MEXICO CITY — MGM Records hired Cinema Sound, Ltd., to record the "Music and Sounds of the Mexican Independence Celebration" last week for a special stereo LP scheduled for October release. The package will include an eight-page color photo brochure showing scenes of the festivities. The album cover art will include a picture of Mexico's President.

A special gold record will be awarded to the President, and another presented to the Consejo Nacional de Turismo headed by ex-President Miguel Aleman. The Consejo provided all the facilities for the team to tape such artists as Los Mensajeros and the Trio Hermans Aguilar, as well as Maniachi and other traditional Mexican music.

3M's Home Unit To Sell for \$350

NEW YORK — The new 3M home tape unit will sell for about \$350. The price was incorrectly listed as \$1,350 last week due to a typographical error. The \$350 price includes the first reel of tape. Successive tapes of the background music will sell for \$80 to \$90.

NEW YORK — The management company of the Vogues, Co & Ce recording artists, will form its own publishing company. Elmer Willett announced that Willett-Vogues Enterprises is now searching for masters. Co & Ce will get the first shot at recording the material, Willett said.

Country Boost

Continued from page 3

appeared on the show as guests are Vic Dana, Al Martino, Gisele MacKenzie, the Righteous Brothers, Sandy Posey, and Bikel. A lot of the times, the pop artists perform country material.

Executive producer of the show is Rosalind Ross; producer, Jack Watson; director, J. Wither. Talent co-ordinator K. Terry said last week that the show is launching a "newcomer" policy to give exposure to country music artists "not necessarily on records yet" once a month. Tom & Chet, a duo from San Diego, is one of the first acts found via audition to appear on the show.

ASCAP Charges

Continued from page 8

sical works as their professional career.

These rewards must be expressed in dollars-and-cents terms. The changes were developed by writers themselves — the members of ASCAP's Writers Classification Committee. They represent ASCAP's commitment to the men and women who create our nation's music."

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TALENT

Las Vegas—Where Girl Singers Are

By DON DIGILIO

LAS VEGAS — Just a few weeks ago some of the top male vocalists in the country were playing the Strip. Such top recording artists as Tony Bennett, Buddy Greco, Bobby Darin, Steve Lawrence and Vic Damone could be heard nightly. Now it's different. The women entertainers are here in force.

Pearl Bailey, always a big favorite here, opened Sept. 8 at the Flamingo Hotel. After a two-year absence from Vegas, Miss Bailey stepped right into the swing. Her initial number is an amusing "If My Friends Could See Me Now," and she includes such Bailey favorites as "Mame," "Wives and Lovers," "On a Clear Day," "Big Spender," and "Bill Bailey."

Helen O'Connell, another popular female entertainer here, opened Sept. 7 in the Blue Room of the plush Tropicana Hotel. She entertained her first night audience with "Who Cares," "Beautiful Friendship," "Boy From Ipanema," "Shadow of Your Smile," "When the World Was Young," "When the Sun Comes Out," and a melody of her top records, "All of Me," "Green Eyes" and "Tangerine."

Broadway comedy star Kaye Ballard, after an eight-year absence from Las Vegas, opened at the Thunderbird Hotel Sept. 9. She sings, dances and jokes, and works in several costume changes that go with each number.

Speaking of Miss Ballard's costumes, she was originally slated to open on Sept. 6, but her costumes failed to arrive on time and the opening was delayed for three days.

Polly Bergen replaced Tony Bennett at Caesar's Palace, and she offers a solid brand of entertainment. The flexible Miss Bergen does a fine job singing "It's Today," "If He Walked Into My Life," "Make Someone Happy," and "Big Spender." She then does a Helen Morgan medley, and closes with such favorites as, "Who Can I Turn To," and "Paper Moon." Jayne Mansfield closed at the Fremont Hotel, and LaVerne Baker opened there Sept. 13. Liza Minnelli is currently playing the Sahara Hotel.

Mitzi Gaynor opens at the Riviera Hotel Sept. 21, and Lena Horn opens at the Sands Hotel on the same date. To top it off, Mammie Van Doren follows Kaye Ballard into the Thunderbird next month.

VERVE TO WAX EVANS LIVE

NEW YORK — Verve Records will record Gil Evans live at the Monterey Jazz Festival in California Sept. 17-18, with Verve recording director Creed Taylor producing the session. On Sept. 19 Taylor will be in Los Angeles meeting with publishers to find tunes for Little Eva as part of the label's expansion in the r&b field. On Oct. 27 Taylor goes to London to record a symphonic soft-samba album featuring Gary McFarland.

Bobby Short Is Long on Talent

NEW YORK — Bobby Short's highly stylized piano playing and singing found a sympathetic audience at his Monday night (12) opening at the Living Room here.

Most of his repertoire consisted of rather involved and unfamiliar material—such as "Bojangles" and "Crazy Bacon." On "Fine Romance" and "Hooray for Love," Short demonstrated an inventiveness and understanding of the lyric rarely found in most performances. Short's appeal is limited to a coterie of staunch fans.

Kathy Kelly, the opening act, was somewhat in the same vein. She's a highly polished and unusually gifted artist—as is Short—with the potential to build a select and loyal following. Her material, all written by Bobby Cole, was interesting, if a bit complicated. Miss Kelly has some of the vocal qualities of Peggy Lee, but she'll have to do more familiar repertoire to make it as a record act.

AARON STERNFIELD

cana Hotel in New York, during January, with later club appearances at the Hilton Hotel in Puerto Rico; the Eden Roc in Miami Beach, and the Shoreham in Washington.

In between these dates Aznavour will appear on several TV shows including the "Tonight Show," "The Danny Kaye Show" and "Hollywood Palace." Happy Goday, TRO vice-president, is working with Aznavour in preparation for the tour, and American manager Henri Goldgraf, is completing details for an Aznavour TV special, to be taped in New York for showing in his native France.



ELLIE GREENWICH, center, top pop songwriter-producer, signs an exclusive long term contract as a vocalist with United Artists Records, with the approval of Mike Stewart, left, label's president, and Paul Marshall, Miss Greenwich's attorney.

Jane Morgan Is the 'J. P.' Of the Pop Singing World

NEW YORK — Jane Morgan shoots at many targets during her current act at the Hotel Plaza's Persian Room and she hits them all. She takes on Nancy Sinatra's "These Boots Are Made for Walkin'," Gwen Verdon's show-stopper, "If They Could See Me Now" from the Broadway musical "Sweet Charity," or a medley of Edith Piaf classics with equal assurance and impact but without losing her own individuality. Miss Morgan's vocal flair shines throughout and the production techniques she applies to the act is an attractive bonus.

Miss Morgan's vocal manner,

which comes through so effectively on her Epic Records releases, is especially apparent when she works her way through a potpourri of standards wrapped in the over-all theme of "With a Song in My Heart." The songs in the wrap-up include "Fascination," "Our Love Affair," "Anniversary Song," "Love Makes the World Go Around" and "Through the Years." Each one hits the mark and reaffirms her position as a standard singer of stature. And for dramatic impact her version of "Ten Cents a Dance" is hard to beat.

The arrangements, written by Dick Behrke, who also conducts the Persian Room's Bert Farber Orchestra, are sprinkled with fresh fillips and help make Miss Morgan's 50-minute run a rewarding experience.

MIKE GROSS

Ustinov-Kiddie Date on Angel

HOLLYWOOD — Actor-director-writer Peter Ustinov returns to Angel Records next month as the narrator of two new musical tales for children, "Babar the Elephant" and "The Little Tailor" (with Georges Pretre conducting the Paris Conservatoire Orchestra). Ustinov is no stranger to the narration of children's records. His Angel version of "Peter and the Wolf" is one of the best sellers in the label's catalog.

The story of "Babar" was written by Brunhoff, with a contemporary musical setting by Poulenc. "The Little Tailor" story is based on a tale by Grimm with music by Tibor Harsanyi.

Aznavour in the U. S.; Preps For a Solid 3-Front Tour

NEW YORK — Charles Aznavour, French composer-singer, arrived in the U. S. last week to prepare for his most extensive American concert, TV and

nightclub tour. He's set for appearances until March 5.

Aznavour, whose current material is being published in the U. S. and Canada by the Richmond Organization's Ludlow Music, and in England by the affiliated Essex Music group, begins his American tour on Oct. 7 at Philadelphia's Academy of Music. On the following night he'll do the first of three concerts at Carnegie Hall, N. Y. Two others are set for the afternoon and evening of Oct. 16. In between these dates, he'll concertize in Hartford, Boston and Washington.

Later, Aznavour will do a full week of appearances in his one-man show at the Huntington Hartford Theatre in Los Angeles and other engagements in Honolulu, San Francisco, Chicago and Detroit. Also on tap are nightclub engagements at the Flamingo, Las Vegas, during the Christmas-New Year period; at the Royal Box of the Ameri-

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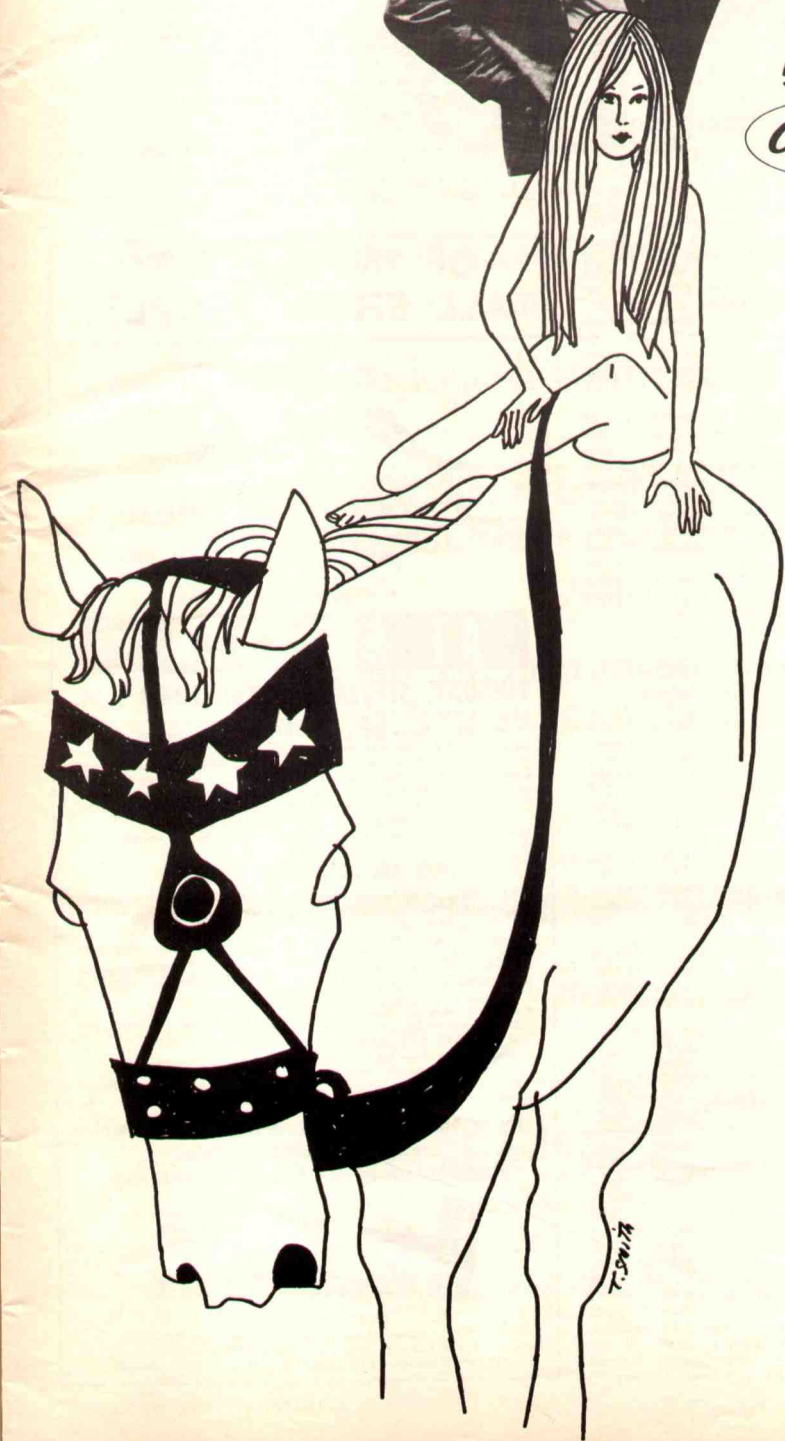
MUSICAL THEATER LOG (first half 1966-1967 SEASON)

SHOW	CAST	PRODUCER	DIRECTOR	SCORE	PUBLISHER	ORIGINAL CAST ALBUM	BROADWAY OPENING
THE APPLE TREE	Barbara Harris, Larry Blyden, Alan Alda	Stuart Ostrow	Mike Nichols	Jerry Bock, Sheldon Harnick	Sunbeam (BMI)	Columbia	Oct. 18 at Shubert
I DO! I DO!	Mary Martin, Robert Preston	David Merrick	Gower Champion	Tom Jones, Harvey Schmidt	Chappell (ASCAP)	RCA Victor	Nov. 15 at 46th Street
CABARET	Jill Haworth, Lotte Lenya, Jack Gifford	Harold Prince	Harold Prince	John Kander, Fred Ebb	Sunbeam (BMI)	Columbia	Nov. 20 at Broadhurst
WALKING HAPPY	Norman Wisdom, George Rose, Louise Troy	Cy Feuer & Ernest H. Martin	Cy Feuer	James Van Heusen, Sammy Cahn	Shapiro, Bernstein (ASCAP)	Capitol	Nov. 26 at Lunt-Fontanne
HOLLY GOLIGHTLY	Mary Tyler Moore	David Merrick	Abe Burrows	Bob Merrill	Treetop (ASCAP)	RCA Victor	Nov. 26 at Majestic

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LADY GODIVA
b/w The Town I Live In
5740



BEHIND THE RECORDS



THE DISTANT COUSINS

Larry Brown and Raymond Bloodworth, who are writers for Saturday Music, Inc., are enjoying a record hit as singers with "She Ain't Lovin' You" on the Date label. They wrote the song in collaboration with Bob Crewe who produced them as The Distant Cousins for Date. The platter broke out in Cleveland two weeks ago and since then has come up very strong in at least four other break-out areas. Larry and Ray met while serving overseas with the U. S. Army Signal Corps. They found a mutual interest in music and teamed up as singers and writers.

In January, 1965, Brown and Bloodworth signed as writers for Saturday Music, and as producers for Bob Crewe Productions. In less than two years they have made their mark as writers-artists-producers. Their songs have been recorded by many stars including Eddie Rambeau, Lesley Gore, Mitch Ryder, Norma Tanega, Diane Renay, Patty Duke, Kitty Kallen, The Barry Sisters, Billie Dearborn, Louis Bravo, The Highwaymen, Red Shepard and the Flock, and Richard and the Young Lions whose recording of "Open Up Your Door" they also produced.

The development of Larry Brown and Raymond Bloodworth is another example of the care and consideration given the building of young writers by the Crewe Group of Companies.

★ ★ ★

PLATTER-PICKING: We suggest the following records for programming—**EDDIE RAMBEAU'S "CLOCK"**—THE DISTANT COUSINS' "SHE AIN'T LOVIN' YOU"—**MITCH RYDER'S "DEVIL IN BLUE DRESS"** and "GOOD GOLLY, MISS MOLLY"—**RICHARD AND THE YOUNG LIONS' "OPEN UP YOUR DOOR"**—**BILLIE DEARBORN'S "DOWN"**—**FOUR SEASONS' "I'VE GOT YOU UNDER MY SKIN"**—**THE TOYS' "BABY TOYS"**—**THE SKY'S "I'M NOT A FOOL"** and **DUFF THURMOND'S "IF YOU LOVED ME BABY."**

Prof. Camillo Goes to Head of R&B Class

By HANK FOX

NEW YORK — Is Tony Camillo a rhythm and blues professor? Not exactly, but the 38-year-old chairman of the Alma White College music department in New Brunswick, N. J., has just written, arranged, conducted and produced his first r&b song on Bob Crewe's New Voice Records. The tune, "If You Loved Me Baby," is also the first of five others from ballad to Detroit sound which Camillo has written for Saturday Music during the past five months.

Camillo, a Juilliard graduate and holder of a master's degree and professional diploma from Columbia University, believes that a classical education can distinguish a good pop music writer from an amateur.

"Although the form and standards of rules for pop tunes are completely different than those taught in formal education," he says, "the musician brought up in classical music can organize his material better if he takes the trouble to re-educate himself.

"That's the main handicap of most classical musicians who turn to pop music," he continued. "They don't re-educate themselves." While a high school music teacher, Camillo became interested in recording. He made several attempts, but each time he was told the music lacked commercialism. One song he wrote, "Eternal Love," he

showed to Columbia Records a&r man Robin McBride. McBride told him it was the prettiest song he ever heard, but it was too classic.

Instead of writing, Camillo began analyzing records—something he says most writers fail to do. Armed with a critical dissection of today's music, Camillo experimented with forms while continuing to do research. In five months he has written five major songs in the Petula Clark vein, r&b and straight pop. All five have been sold, with "If You Loved Me Baby" the first to be released.

"The public doesn't know why it likes a record," Camillo

Chappell, Col. Unite on 'Porter'

NEW YORK — Chappell has set up a promotion in connection with a six-month tour of "The Decline and Fall of the World as Seen Through the Eyes of Cole Porter," which begins Sept. 30. The promotion between Chappell and the producers of the show, Barbara Grimer and Joan S. Keiser, operating as Beejay Productions, was co-ordinated through John Wharton, attorney for the Cole Porter estate.

Through the co-operation of Columbia Records, which has the original cast album, copies of the LP are being sent to disk jockeys in key AM and FM outlets in each market in the almost 100 cities the tour will hit. Hundreds of stores are being contacted to stock up on cast albums and sheet music. Dealer display units and advertising materials for local newspaper use are set as tie-ins.

Signings

Gene McDaniels signed a Columbia Records contract. His debut single will be "Something Blue" and "Cause I Love You So." . . . Epic Records inked Robert Cameron, whose initial disk will be "There's No Such Thing as Love." . . . The Trees signed with ABC Records. . . . Karen Sue to United Artists Records, where her first pressing will be "Wild, Wild Rose," and "Nobody Loves a Loser." . . . The Ghetto joined Pacific Challenger Records. The group's initial release will be "Can's a Judge a Book" paired with "Leopard Skin Pill Box Hat." . . . Frankie Valli, lead singer of the 4 Seasons, will record as a solo for Philips Records. . . . The Shangri-Las to Mercury Records. . . . The Boss Mom to United Artists. . . . Mia Morrell also joined UA. . . . Phil Crosby to Alert Records. . . . Arlo McDaniels signed with Carosel Records. His first pressing will be "I Heard Wedding Bells Ring" with "Unless I Have You."



SOUPY SALES, right, and Capitol artist and repertoire producer Al de Lory go over material at a recent recording session during which Sales recorded his first four tracks for the label.

TALENT



SCREAMIN' JAY HAWKINS signs a recording contract with Decca Records as Lenny Salidor, left, Decca's national promotion and publicity director; Jerry Dorn, right, Hawkins' manager; and Dick Jacobs of Decca's a&r staff look on. Hawkins' first single couples "All Night" with "I'm Not Made of Clay."

says. "However, the organization of material is generally the strongest factor in selling records. It has four elements—melody, harmony, rhythm and lyric. The proper marriage between lyric and rhythm will produce the hit single."

Camillo, presently teaching composition, theory and orchestration and is working for a

Ph.D. in music at Columbia, wants eventually to teach and to write for film and TV scores. He is also currently writing classical music for Shawnee Press. Camillo has studied composition with Aaron Copland and Gunther Schuller and conducting with Leonard Bernstein, Erich Leinsdorf, Max Rudolf and Lucas Foss.

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 153—Last Week, 97

*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

SONNY & CHER—LITTLE MAN (Prod. by Sonny Bono) (Writer: Bono) (Cotillion-Chris-Marc, BMI) —More powerful off-beat material from the pen of Sonny. Top duet performance should hit hard and fast. Far-Eastern flavored rhythm adds strong support. Flip: "Monday" (Cotillion-Chris-Marc, BMI). **Atco 6440**

THE HAPPENINGS—GO AWAY LITTLE GIRL (Prod. by the Tokens) (Writers: Goffin-King) (Screen Gems, BMI) —With equal potential of "See You in September," group has a sure-fire winner in this well done revival of Steve Lawrence's hit. Flip: "Tea Time" (Bright Tunes, BMI). **B. T. Puppy 522**

HERMAN'S HERMITS — DANDY (Prod. by Mickie Most) (Writer: Davies) (Noma, BMI) —More compelling, English music hall styled material in which Herman excels. Chalk up another top winner. Flip: "My Reservation's Been Confirmed" (Hermit's, Ltd., BMI). **MGM 13603**

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

SAM THE SHAM & THE PHAROANS—THE HAIR ON MY CHINNY CHIN CHIN (Prod. by Stan Kesler) (Writer: Blackwell) (Fred Rose, BMI) —Hot follow-up to their million seller, "Lil Red Riding Hood." Novelty content and solid dance beat are all here. Flip: "The Out Crowd" (Beckie, BMI). **MGM 13581**

***ELVIS PRESLEY—ALL THAT I AM** (Writers: Tepper-Bennett) (Gladys, ASCAP) —SPINOUT (Writers Wayne-Weisman-Fuller) (Gladys, ASCAP) — Two strong entries from his forthcoming film. One side is a plaintive ballad with a bossa nova feel. Flip is the rousing title tune, loaded with discotheque appeal. Top Presley performance. **RCA Victor 8941**

CHAD & JEREMY—YOU ARE SHE (Prod. by Larry Marks) (Writers: Stuart-Clyde) (Chad & Jeremy & Noma, BMI) —Following up the successful "Distant Shores," the duet has a topper in this rhythmic ballad with good lyric penned by the team. Flip: "I Won't Cry" (Chad & Jeremy & Noma, BMI). **Columbia 43807**

***DEAN MARTIN—NOBODY'S BABY AGAIN** (Prod. by Jimmy Bowen) (Writer: Knight) (Smooth-Noma, BMI) —This Baker Knight material and Ernie Freeman arrangement make this the most commercial Martin outing in some time. Fits all programming and juke boxes. Strong vocal performance and smooth dance beat. Flip: "It Just Happened That Way" (Pamper, BMI). **Reprise 0516**

RED SHEPARD & THE FLOCK—SHE'S A GRABBER (Prod. by Bob Crewe) (Writers: Crewe-Brown) (Saturday, BMI) —Loaded with raucous excitement perpetrated by the material and the vocal workout of the Kansas City find, Shepard, this Bob Crewe production should prove a monster. In the bag of "Wild Thing," it has much of the sales potential. Flip: "I Can't Hold On" (Saturday, BMI). **Philips 40398**

***EDDIE FISHER—GAMES THAT LOVERS PLAY** (Prod. by Al Schmitt) (Writers: Last-Kusik-Snyder-Loose) (Miller, ASCAP) —The hit German ballad with English lyrics could do for Fisher what "Strangers in the Night" did for Sinatra. His return to RCA with a Nelson Riddle arrangement should put him back on the Hot 100 once again. Catch the ending. Flip: "Mame" (Morris, ASCAP). **RCA Victor 8956**

CHART Spotlights—Predicted to reach the HOT 100 Chart

TOMMY MCCLAIN—Think It Over (Crazy Cajun-Treeport, BMI). **MSL 209**
THE TIDAL WAVES—I Don't Need Love (Chekaway, BMI). **HBR 501**
LENNY WELCH—Once Before I Die (Seven Arts, BMI). **KAPP 778**
LENNY MANCINI; ORCH. & CHORUS—Hawaii (Main Title) (United Artists, ASCAP). **RCA VICTOR 8951**
JODY MILLER—Quite a Long, Long Time (Southwind, BMI). **CAPITOL 5743**
HORST JANOWSKI—So What's New? (Almo, ASCAP). **MERCURY 72615**
SHIRLEY BASSEY—Who Could Love Me (United Artists, ASCAP). **UNITED ARTISTS 50071**
NEW CHRISTY MINSTRELS—Beautiful Beautiful World (Appletree, BMI). **COLUMBIA 43822**
TIM TAM—Kimberly (Palmerston, BMI). **PALMER 5006**
JIMMY BOYD—She Must Be Him (Unart, BMI). **IMPERIAL 66206**
JAN BRADLEY—Just a Summer Memory (Janis-Chevis, BMI). **CHESN 1975**
VIKKI CARP—It Must Be Him (Asa, ASCAP). **LIBERTY 5917**
DAVID MCCALLUM—The House on Breckenridge Lane (Sunny Skies, ASCAP). **CAPITOL 5721**

PAUL REVERE & THE RAIDERS—THE GREAT AIRPLANE STRIKE (Prod. by Terry Melcher) (Writers: Revere-Melcher-Lindsay) (Daywin, BMI) —Strong change of pace material from their "Hungry" hit is this rocking novelty with clever lyric aimed at the top of the Hot 100. Flip: "In My Community" (Daywin, BMI). **Columbia 43810**

PETER AND GORDON—LADY GODIVA (Prod. by John Burgess) (Writers: Leander-Mills) (Regent, BMI) —Hilarious novelty number with easy dance beat. Lyric should be heard throughout. Should prove a sales giant. Flip: "I Live In" (Southern, ASCAP). **Capitol 5740**

CHRIS FARLOWE—OUT OF TIME (Prod. by Mick Jagger) (Writers: Jagger-Richard) (Gideon, BMI) —Powerful Mick Jagger composition and production, with unusual, strong vocal workout. Left-field rocker that should skyrocket to the top. Has been No. 1 in England. Flip: "Baby Make It Soon" (Immediate, BMI). **MGM 13567**

ROCKIN' VICKERS—DANDY (Prod. by Shel Talmy) (Writer: Davis) (Noma, BMI) —Same material as mentioned above by Herman is also a strong entry via this version from England. A more pronounced and penetrating dance beat adds to the commercial teen appeal in this version. Flip: "I Don't Need Your Kind" (Unart, BMI). **Columbia 43818**

DEON JACKSON—I CAN'T DO WITHOUT YOU (Prod. by Ollie McLaughlin) (Writers: Griffith-Green) (McLaughlin-Anece, BMI) —A powerhouse entry that equals and should surpass his past two hits. Solid beat strongly support the soulful blues reading by Jackson. Flip: "That's What You Do to Me" (McLaughlin, BMI). **CARLA 2530**

THE CARE PACKAGE—MISTER CHILD (Prod. by Tash Howard) (Writers: Howard-Kirin-Hoffman) (Tash, BMI) —In the successful vein of the Mama's and the Papa's, but with their own individual sound, group makes a strong debut. Well written lyric and folk-rock rhythm should establish them rapidly. Flip: "Vinegar Man" (Tash, BMI). **Jubilee 5545**

***PERRY COMO—FORGET DOMANI** (Prod. by Andy Wiswell) (Writers: Ortolani-Nowell) (Miller, ASCAP) —Infectious treatment of the Ortolani hit could spin this one right back up the chart again. Top Como performance and Nick Perito arrangement. Flip: "One Day Is Like Another" (Roncom, ASCAP). **RCA Victor 8945**

ROYALLETES—WHEN SUMMER'S GONE (Prod. by Teddy Randazzo) (Writers: Pike-Randazzo) (South Mountain, BMI) —Group's hottest commercial entry since "It's Gonna Take a Miracle." Strong dance beat backs well done, wailing vocal performance. Lyric aimed right at the teen market. **MGM 13588**

CAST OF THOUSANDS—MY JENNY WEARS A MINI (LeBill, BMI) —Exciting new group with timely subject matter and dance beat right up the alley of the discotheque. Should prove a fast chart climber. Flip: "Girl Do What You Gonna Do" (LeBill, BMI). **Tower 276**

RUBY & THE ROMANTICS—THINK (Prod. by Clyde Otis) (Writers: Selig-Levenson) (Unart, BMI) —This blues ballad with driving beat and strong vocal performance could be just the number to put the group high on the Hot 100 once again. Flip: "Hey There Lonely Boy" (Famous, ASCAP). **Kapp 773**

CLIFF RICHARD—Visions (Hill & Range-Joaneline, BMI). **EPIC 10070**
RONNY AND THE DAYTONAS—I'll Think of Summer (Rhodes-Buchhorn, BMI). **MALA 542**
BARBARA FELDON—99 (Marks-Groton, BMI). **RCA VICTOR 8954**
NOAHY ARK—Hold Back the Sun (Greenlight, BMI). **A & M 817**
PETER THOM—Fly Away (Sea-Lark, BMI). **EPIC 10067**
THE GOODTIMES—That's When Your Heartbeats Begin (Fred Fisher, ASCAP). **KAMA SUTRA 215**
THE RUMBLERS—Fourteen Years (MRC, BMI). **MERCURY 72600**
FRED PARRIS—Bring It Home to Daddy (Pronto, BMI). **ATCO 6439**
NOAHY ARK—Hold Back the Sun (Greenlight, BMI). **ROULETTE 4703**
THE MUSIC MACHINE—Talk Talk (Through, BMI). **ORIGINAL SOUND 61**
CHI CHI—Just Let It Happen (Blackwood, BMI). **KAPP 776**
FRANK HUBBELL & THE STOMPERS—Penny Candy (Poda-Pronto, BMI). **ATCO 6435**
SALENA JONES—I Am Yours (Paris, ASCAP). **BELL 649**
JAMES LAST—Game That Lovers Play (Miller, ASCAP). **MGM 13599**

COUNTRY SPOTLIGHTS

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

KITTY WELLS—ONLY ME AND MY HAIRDRESSER KNOW (Writer: Thomas) (Moss-Rose, BMI) —A WOMAN NEVER FORGETS (Writers: Wright-Phillips) (Kitty Wells-Cedarwood, BMI) — Change of pace and a strong one it is with this well thought out lyric idea. Miss Wells turns in top performances equally on this rhythm number and the flip side ballad penned by Johnny Wright and Bill Phillips. **Decca 32024**

JERRY WALLACE—NOT THAT I CARE (Prod. by Snuff Garret, Sonny Curtis) (Writer: C. Walker) (Sure Fire, BMI) —The Cindy Walker ballad of the eternal triangle situation serves as top-of-the-chart material via this well-done Wallace reading. Pop appeal as well. Flip: "Release Me" (4 Star Sales, BMI). **Mercury 72619**

LAMAR MORRIS—SEND ME A BOX OF KLEENEX (Prod. by Jack Clement) (Writers: Morris-Vickery) (LyRann, BMI) —Impressive debut for the composer-performer. Rhythm number and performance has the ingredients to establish Morris as a top country seller. Flip: "Both of You" (Acuff-Rose, BMI). **MGM 13586**

BOBBY LEWIS—EASY TO SAY, HARD TO DO (Prod. by Kelso Herston) (Writer: C. Howard) (Pamper, BMI) —Smooth country ballad with a slight gospel feel has the strength to put Lewis back at the top of the country chart. Fine performance. Flip: "How Long Has It Been" (Southtown, BMI). **United Artists 50067**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

LESTER FLATT & EARL SCRUGGS—Mama, You Been on My Mind (Witmark, ASCAP). **COLUMBIA 43808**
NEED MILLER—Teardrop Lane (Central, BMI). **CAPITOL 5742**
HANK COCHRAN—That's What I'll Say (Pamper, BMI). **RCA VICTOR 8955**
CHUCK GREENE—The Hardest Easy Thing (Window, BMI). **DECCA 57023**
RAY SANDERS—The Only Way to Fly (Bettye Jean Music, BMI). **TOWER 270**
JACK WOOD—I Really Got the Business (Screen Gems-Columbia, BMI). **MERCURY 72609**

R&B SPOTLIGHTS

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

JAMES CARR—POURING WATER ON A DROWN-ING MAN (Writers: Baker-McCormick) (Pronto-Quincy, BMI) —Wailing blues performance has all the earmarks of a No. 1 hit which should spill over into the Hot 100 as well. Flip: "Forgetting You" (Rise-Aim, BMI). **Goldwax 311**

BOBBY McCURE—YOU GOT ME BABY (Prod. by Davis-Miner-Smith) (Writers: Smith-Miner-Davis) (Chevis, BMI) —Hard-driving rocker should hit hard and fast. Top vocal work. Flip: "Peak of Love" (Chevis, BMI). **Checker 1152**

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

THE SHARPEES—The Sack Vapac, BMI). **ONE-DERFUL 4845**
JIMMY MC CRACKLIN—It's Got to Be Love (Metric, BMI). **IMPERIAL 66207**
UNION PARKER—Just Like a Fish (Rich Harvest, BMI). **MERCURY 72620**
AL WILSON—Hole in a Flour, BMI). **WAND 1135**
THE WOODEN NICKELS—Hobnob, BMI). **VAULT 929**
DICK JENSEN AND THE IMPORTS—Mr. Pitiful (East-Time, BMI). **LOMA 2055**
WILLIAM BELL—Never Like This Before (East, BMI). **STAK 199**
THE DIPLOMATS—Honest to Goodness (Jaylone, BMI). **MINUT 32006**
J. J. JACKSON—But It's Alright (Pamelarosa, BMI). **CALLA 119**
THE OTHER BROTHERS—Hole in the Wall (Workout, BMI). **MODERN 1027**
GIL & JOHNNY—All-Blue Monday (Trovis, BMI). **CHALLENGE 92929**
JERRY LEE—Tell Me (Marullo, BMI). **TAB 106**
GIL & JOHNNY—I Will Wait for You (South Mountain, BMI). **WORLD PACIFIC 7750**
ODETTA—Until It's Time for You to Go (Coopsy Boy, BMI). **VERVE FOLKWAYS 5036**
THE WILLES—The Willy (Blue River, BMI). **CO & CE 229**
NELSON RIDDLE—Where Were You When I Needed You (Trosdale, BMI). **REPRISE 0517**
ENRIQUE GUZMAN—Tan Gera (Gil, BMI). **COLUMBIA 43798**
THE ELUVES—You Won't Find Better Than Me (Dandelion, BMI). **PHILIPS 40397**

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Billboard TOP 40

EASY LISTENING

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

WEEK	Wk. Ago			TITLE	Artist, Label & Number	Wk's On Chart
	1	2	3			
(1)	1	1	1	BORN FREE	Roger Williams, Kapp 767 (Columbia, BMI)	9
(2)	2	2	2	IN THE ARMS OF LOVE	Andy Williams, Columbia 43737 (Twin-Chris, ASCAP)	9
(3)	3	4	5	GUANTANAMERA	The Sandpipers, A&M 806 (Fall River, BMI)	8
(4)	5	9	15	MAS QUE NADA	Sergio Mendes and Brasil '66, A&M 807 (Peer Int'l, BMI)	8
(5)	6	11	18	SUMMER SAMBA	Walter Wanderley, Verve 10421 (Duchess, BMI)	7
(6)	7	16	30	SUMMER WIND	Frank Sinatra, Reprise 0509 (Witmark, ASCAP)	4
(7)	4	5	9	THERE WILL NEVER BE ANOTHER YOU	Chris Montel, A&M 810 (Merrie, ASCAP)	7
(8)	14	18	32	FLAMINGO	Herb Alpert & Tijuana Brass, A&M 813 (Temco, ASCAP)	4
(9)	9	10	11	ALFIE	Joannie Sommers, Columbia 43731 (Famous, A&M)	8
(10)	8	3	2	I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark, Warner Bros. 5835 (Northern, ASCAP)	11
(11)	13	14	16	CAST YOUR FATE TO THE WIND	Shelby Flint, Valiant 743 (Friendship, BMI)	6
(12)	18	24	39	I REALLY DON'T WANT TO KNOW	Ronnie Dove, Diamond 208 (Hill & Range, BMI)	4
(13)	10	6	4	SOMEWHERE MY LOVE	Ray Conniff & Singers, Columbia 43626 (Robbins, ASCAP)	15
(14)	11	13	13	WADE IN THE WATER	Ramsey Lewis, Cadet 5541 (Ramsel, BMI)	12
(15)	20	22	25	BLUE SIDE OF LONESOME	Jim Reeves, RCA Victor 8902 (Glad, BMI)	6
(16)	23	26	29	THE WHEEL OF HURT	Margaret Whiting, London 101 (Roosevelt, BMI)	7
(17)	12	7	7	THE IMPOSSIBLE DREAM	Jack Jones, Kapp 755 (Fox, ASCAP)	20
(18)	26	29	—	SO NICE	Johnny Mathis, Mercury 72610 (Duchess, BMI)	3
(19)	29	31	—	I CAN'T GIVE YOU ANYTHING BUT LOVE	Bert Kaempfert, Decca 32008 (Mills, ASCAP)	3
(20)	16	15	12	JUST YESTERDAY	Al Martino, Capitol 5707 (Dorian, ASCAP)	10
(21)	30	32	—	DOMMAGE, DOMMAGE	Jerry Vale, Columbia 43774 (Feist, ASCAP)	3
(22)	19	17	10	MISTY	Groove Holmes, Prestige 401 (Vernon, ASCAP)	14
(23)	17	12	8	THE TIP OF MY FINGERS	Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)	10
(24)	33	35	—	CRY SOFTLY	Nancy Ames, Epic 10056 (Tree, BMI)	3
(25)	15	8	6	A MILLION AND ONE	Dean Martin, Reprise 0500 (Silver Star, BMI)	10
(26)	—	—	—	A TIME FOR LOVE	Tony Bennett, Columbia 43768 (Witmark, ASCAP)	1
(27)	21	21	23	KHARTOUM	Ferrante & Teicher, United Artists 50038 (Unat, BMI)	11
(28)	28	30	34	HAPPINESS IS	Cent Batio & Singers, ABC 10830 (Mills, ASCAP)	6
(29)	—	—	—	ELUSIVE BUTTERFLY	Jane Morgan, Epic 10058 (Metric, BMI)	1
(30)	34	40	—	SO NICE	Conito Francia, MGM 13578 (Duchess, BMI)	3
(31)	36	—	—	SECRET LOVE	Richard (Groove) Holmes, Pacific Jazz 88130 (Kemick, ASCAP)	2
(32)	32	33	33	ALFIE	Carmen McRae, Mainstream 650 (Famous, ASCAP)	6
(33)	24	27	27	PUT YOURSELF IN MY PLACE	Buddy Grace, Reprise 0495 (Savoy/Gems, Columbia, BMI)	8
(34)	37	38	—	ALMOST PERSUADED	Patti Page, Columbia 43794 (Gallico, BMI)	3
(35)	38	—	—	I'M GETTIN' SENTIMENTAL OVER YOU	Glen Miller Ork. (De France), Epic 10057 (Mills, ASCAP)	2
(36)	35	37	37	KING OF THE ROAD	Mickie Finn, Dunhill 4038 (Tree, BMI)	5
(37)	40	—	—	ONCE I HAD A HEART	Robert Goulet, Columbia 43760 (Leeds, ASCAP)	2
(38)	—	—	—	ALL I SEE IS YOU	Dusty Springfield, Philips 40394 (Anne-Rachel, ASCAP)	1
(39)	—	—	—	FREE AGAIN	Barbra Streisand, Columbia 43808 (Emanuel, Beaujolais, ASCAP)	1
(40)	—	—	—	OFF TO DUBLIN IN THE GREEN	Abbey Tavern Singers, HBR 498 (Melody Trails, BMI)	1

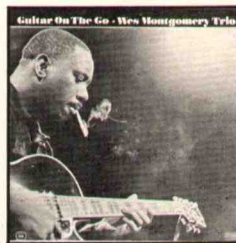
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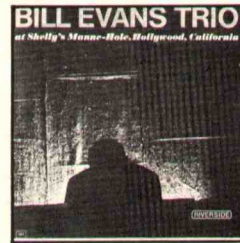
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Bill Evans Trio 487/9487



Kyoto/Art Blakey & The Jazz Messengers 493/9493



Wade In The Water
Johnny Griffin 479/9479



Barretto Para Bailar
Ray Barretto 3531/93531

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Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, and Weeks on Chart. Includes songs like 'CHERISH', 'YOU CAN'T HURRY LOVE', 'SUNSHINE SUPERMAN', etc.

Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, and Weeks on Chart. Includes songs like '7 AND 7 IS', 'THE JOKER WENT WILD', 'WADE IN THE WATER', etc.

Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, and Weeks on Chart. Includes songs like 'MY UNCLE USED TO LOVE ME BUT SHE DIED', 'CAN'T SATISFY', 'AIN'T NOBODY HOME', etc.


Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, and Weeks on Chart. Includes songs like 'Ain't Gonna Lie', 'Ain't Nobody Home', 'All I See Is You', etc.

Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, and Weeks on Chart. Includes songs like 'I Got to Sing the Blues', 'Really Don't Want to Know', 'I Struck It Rich', etc.

Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, and Weeks on Chart. Includes songs like 'IMPRESSIONS', 'HAPPINESS', 'DON'T WORRY MOTHER YOUR SON'S HEART IS PURE', etc.

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THE HAIR ON MY CHINNY CHINCHIN

b/w (I'm In With) The Out Crowd K-13581

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I STRUCK
IT RICH

Sung by

LEN BARRY

PRODUCED BY MADARA-WHITE
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RADIO-TV programming



WENDY BARRIE, host of the syndicated "Wendy Barrie Show," talks with Seth London, who visited her show to promote his MGM Records single, "Tracy's Theme."

Canadian TV Networks Will Say It With Music

• Continued from page 3

CBS-TV, the publicly owned or state-owned network, is also keying its promotional campaign to a musical theme, touting its fall schedule as "Something to Sing About," a folk song written by Oscar Brand.

On CTV, "It's Happening" is hosted by CHUM Toronto deejay Jungle Jay Nelson and features Capitol recording artists Robbie Lane and the Disciples, go-go girls, and guest artists

from the national pop music scene, such as Barry Allen from Edmonton, Les Baronets from Montreal, and Toronto's Allan Sisters. "A-Singin'" is described as spiritual-gospel music with a folk-rock beat, and offers such artists as the Womenfolk, the Bitter End Singers, Amanda Ambrose, Leon Bibb, and guests new to this idiom such as Bobbi Martin and Eddie Hazel. "Brand: New Scene" is a showcase for talent new to national TV audiences, in which host Oscar Brand will introduce more than 150 new performers from across the country over the season. "Country Music Hall," hosted by Carl Smith, is back for a third season with regulars the Maple Creek Boys and Capitol's Diane Leigh, and guests from both Canada and Nashville. "Musical Showcase," a quiz-cum-music show with host Georges LaFleche, returns to CTV for its second year. And "After Four," a Saturday afternoon teen show featuring such favorites as Gordon Lightfoot and Bobby Curtola, joins the CTV network this year. All of these programs are produced in color.

U. S. Music, Too

CTV also offers such American music and variety TVers as "The Dean Martin Show," "The Andy Williams Show," "The Jackie Gleason Show," and the new comedy series about a rock 'n' roll group, "The Monkees." On CBC-TV, the new season offers fewer music shows following a regular weekly format, but a wealth and variety of one-shots ranging from a 90-minute in-depth presentation of the "real" blues to Glenn Gould performing a Mozart Sonata and expounding on his controversial views on the recording versus

the live concert, with an introduction by pop communications expert Marshall McLuhan.

New on CBC-TV this season is "A World of Music" with hosts Malka and Joso, whose albums of international folk-songs have been picked up by Tower in the U. S. from Capitol here. Their guests will include Nana Mouskouri, Jose Feliciano, Carlos Montoya, Astrud Gilberto, Odette, and Ian and Sylvia. The "Show of the Week" hour-long series will present a mixed bag, including some Perry Como specials, musical shows from ABC-TV's "Stage '67" series, prereleased in Canada, and many Canadian

(Continued on page 26)



DAN INGRAM, air personality on WABC, New York, gives a cue to his engineer, while Peter Noone, left, leader of the British MGM Records group of Herman's Hermits, looks on. Noone visited New York in connection with the "ABC Stage 67" TV production of "The Canterville Ghost," in which he stars with Sir Michael Redgrave.

In the Background But Heard—Ascher

By CLAUDE HALL

NEW YORK—Mort Ascher, president of Emil Ascher, Inc., handles undoubtedly the world's most-heard music, yet has probably never had a hit record. The firm, established in 1916 as a publisher of music for professional orchestras and school bands, deals in background music for shows, commercials, and even news programs on radio and TV; and background music for movies, background music systems, industrial presentations, fashion shows, and music for special government projects.

Ascher, besides his own catalog of Video Mood, represents in the United States such English music catalogs as Conroy, Paxton, J. W. Theme Music, Keith Prowse, Impress, FIDI Mood Music, and the Brill Harmonics. He has provided music for such network TV shows as "The Fugitive," "Ozzie & Harriet," "Car '54, Where Are You?" and "20th Century." His catalogs are kept on tap by the three networks—ABC, NBC, and CBS. Just recently, CBS-TV used 24 songs from Ascher for an hour documentary titled "If It's Tuesday, It's Belgium." Ascher provided background music for the original

"Superman" TV series (78 shows in all), and the children's TV series of "King Leonardo," "Crusader Rabbit," and "Super Hero." The full list of shows catalogs would be impossible to list. But, so huge is the business that Ascher was one of the top 25 income producers for the American Society of Composers, Authors and Publishers last year.

The type of music most in demand for background uses is rock 'n' roll. "The frug, the watusi, these are the things most in demand and mostly for commercials," said Ascher. And he felt the trend was growing, largely on the popularity of such shows as "The Man From U.N.C.L.E."

"Shows today are using less of the symphonic-type music for background. Styles seem to change just as with women's clothes, but pop music, like

(Continued on page 26)

NAB Grants For Students

WASHINGTON — The National Association of Broadcasters (NAB) has set up a research grant program designed to stimulate interest in college students in entering broadcasting. Grants are for studies in the social, cultural, political, and economic aspects of radio-TV.

In another move, under the auspices of the NAB, a five-semester classroom and on-the-job training program to prepare students for radio careers has been established at Wabash Valley Junior College, Mount Carmel, Ill. This is a pilot project and could be expanded to other junior and community colleges. Working with the college on the project are John Hurlbut, president and general manager, WVCM, and Mrs. Louise Williams, vice-president and general manager, and Leonard Koger of WSAB, both in Mount Carmel.

Smith a Deejay Joe Who Made It as WB Records Executive

By ELIOT TIEGEL

LOS ANGELES—Joe Smith, a former Boston disk jockey whose career has skyrocketed with Warner Bros. Records since leaving broadcasting, wonders why more DJ's don't seek employment in the record industry.

The recently appointed general manager of the Warners label, who in five years climbed from national promotion manager to believes radio people are perfect for record industry administrative positions because of the affinity between the two branches of show business.

"Radio experience is very valuable in getting started in the record business," Smith said. "I've always wondered why more guys don't get into the record business from radio." Smith may be unique in that he quit a lucrative job with WMEX, a hot rocker, plus a financially beneficial record hop sideline, to join Warner Bros., develop a national promotion department and become a successful disk executive.

Smith cites the tendency for stations to change formats and for air personalities to move around the country as two reasons for an insecure feeling with

in the DJ ranks. The record business has a greater permanence, he claims, which should prove appealing to radio men who have been involved with playing music and know something of the concepts behind how record companies function.

Smith further believes that after working as a DJ, an individual obtains an enthusiastically promotional feeling about records. This gives him insight into what are the successes and bombs. He also discerns how the different companies promote their products. A DJ is more suited to a merchandising or promotional post than in a DJ, Smith said.

Insecurity

Why did he bring down the curtain on his own radio career after 10 years? "I felt an insecurity being in the talent end of the business. The emphasis on performance had shifted from individual personalities to a station's sound." Today it's the format stations that can motivate their audiences through a total involvement, not the individual DJ, he said.

In the new post since Aug. 1, Smith is now totally enmeshed in the administration of the Warners label, handling such

tasks as talent acquisition, planning the release schedule, and working with label president Mike Maitland in the direction of the Warner Bros. Wing takes.

Cognizant of Reprise's name power, Smith is seeking new, fresh acts with single and album longevity. Veteran country artist Hank Thompson has joined the roster after nine years with Capitol and Smith is optimistic that Thompson will spark the label's entry into the country field. LeRoy Van Dyke, signed one year ago, is now a pop-oriented artist, Smith says, but can offer depth to this department.

Smith is in the process of signing two San Francisco-based rock groups and of affiliating with an East Coast independent production firm to cement its position with the Eastern rock 'n' roll scene.

Smith cites the company's 13 field promotion men as a key plus in attracting artists to the roster. Currently riding a financially effusive streak, the company has the money to spend on talent, Smith boasted. "We can wheel and deal," he said happily, "with promotion budgets and individual deals tailored to meet specific needs."

(Continued on page 26)

KHJ Bows a TV Show, Radio Style

HOLLYWOOD—A new hour color TV show launched Saturday, 6 p.m. (17) here is based on a radio record show format—"an attempt to translate our No. 1 format on KHJ onto TV," said KHJ program director Ron Jacobs.

The show will feature not only the top tunes on KHJ's playlist—many of which will be filmed especially for the show with the original artists—but the radio station's line-up of air personalities. Sam Riddle will serve as the main emcee, with other deejays will alternate with him. Peter Gardiner will produce the show based on an idea by Jacobs and Dan Berrigan, promotion director of the station. The weekly show is on KHJ-TV.

Jacobs said that every effort is being made to take advantage of the major record artists in the Los Angeles area. They are video-taped when possible doing their current hit record. The show also has a house band—the Daily Flash. In addition a camera crew, with only a hit record for a shooting script, has been producing vignettes for use on the show; these will be shown while the record is being played. All of these tapes are being used on the show as if they were records, said Jacobs.

"We're trying to present a visual interpretation of Boss Radio, with tight production. On certain songs, special visual effects will be used with A-Go-Go girls dancing. Clips of the radio station's deejays at work will be used for the logo of the TV show.

Here's how the first show Saturday shaped up—No. 4 on the radio station's playlist, "Psychotic Reaction," was performed by the Count Five; No. 5, "Reach Out, I'll Be There," was done by the Four Tops. A special orchestration of No. 8, "Eleanor Rigby," was recited by deejay Frank Terry. A special filmed sequence of Lee Dorsey, shot in Los Angeles' only coal mine by the KHJ-TV crew, was

(Continued on page 26)

Reising Bows Stereo Outlet

LOUISVILLE, Ky.—A new 50,000-watt FM stereo station is being launched by Keith Reising, station manager of WXVW. Aim is for a December broadcasting date for Station WKXR-FM, based in Floyd Knobs, Ind.

The 24-hours-a-day outlet will program pop standards, along with some light classics, geared for the 18 to 35-year-old group. Reising says 99 per cent of the music will be via tape rather than stereo albums. Only last week two stereo outlets—WSAC-FM of nearby Ft. Knox and WHAS-FM—went on the air. They're in much the same format as the planned entry of Reising's station.



TWENTY-THREE GUEST APPEARANCES

(June, July, August, September, 1966)

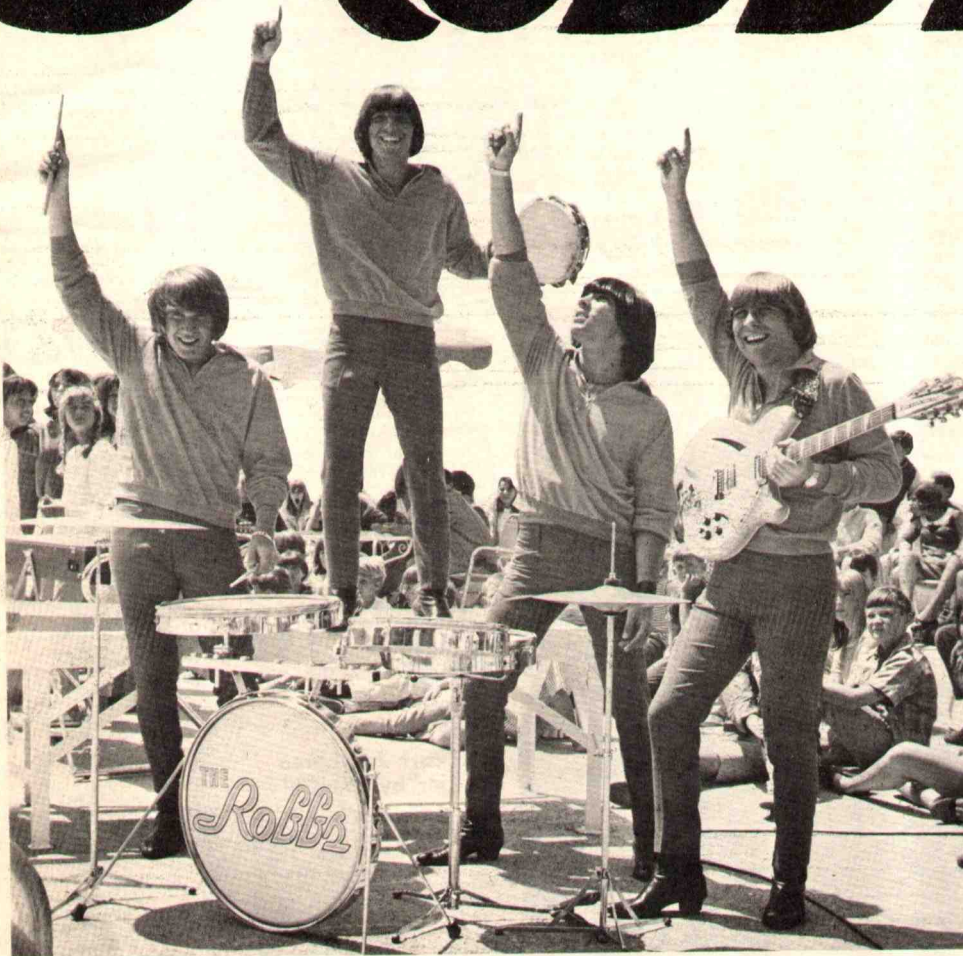
DICK CLARK'S

Daily ABC-TV Network's
"WHERE THE ACTION IS"

Dick says,
*"The Robbs will
 Become Giants
 in the
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 Industry Within
 the Year."*

"Thanks, Dick"

THE Robbs



Breaking in
 Chicago and
 Los Angeles

"NEXT TIME YOU SEE ME"

Mercury 72616

Produced by
 Snuff Garrett
 & Leon Russell

Bill Gavin's
 Personal Pick
 September 9, 1966

Nation-wide Personal Appearance Tour Now Being Booked
 For Open Dates, Contact:

TOM and SALLEE PARKER

9110 Sunset, L. A. Phone (213) 271-1137

Miller Is Off and Singing In New Weekly TV Show

NEW YORK—After reigning as King of the Road, Roger Miller has now set his sights on conquering the TV trail. Bowing on his new weekly network TV show on Monday (12) on NBC-TV, the Smash Records artist was his usual free and easy-going self.

His relaxed style is perfectly suited for TV screens and the railroad yard background was a swinging setting for the fast-paced show. His only solo number was "Dang Me," his first hit, which he put over with Miller finesse. With comedian Bill Cosby he sang "If My Friends Could See Me Now." It was a delightful tibia, combining spoof with song.

The Doodletown Pipers, a new 20-voice singing group, contributed heavily with their rendition of "Husbands and Wives."

They gave it a zesty, youthful approach. The only negative comment is that Miller mumbles on occasion. If he could only prevent that, he'd have it made. **ROBERT SOBEL**

Canadian TV To Accent Pop

• Continued from page 24

music-variety shows, including a special on the national folk ensemble, Les Feux Follets. Wednesday night series will include such shows as Teresa Stratas and Louis Quilico in operatic excerpts, Seiji Ozawa conducting the Toronto Symphony in Beethoven's Ninth, expatriate Percy Faith in a show called "Off the Record," and a concert featuring the Oscar Peterson Trio, Miriam Makeba and Gordon Lightfoot in the setting of preparation for Expo '67, the Montreal World's Fair.

Returning to CBC-TV this year are "Don Messer's Jubilee" in its eighth season of down-east style country music, "The Tommy Hunter Show" with country music guests from Canada and the U. S., and "Music Hop," the teen-age pop music show originating from a different city each day of the week. Moving from CTV to CBC this season is "Let's Sing Out," hosted by Oscar Brand and featuring such folk music artists as Josh White Jr., Phil Ochs, Jim and Jean, top and new Canadian folk names, in a campus setting.

Perusing the schedules, one record company executive com-



MERCURY RECORDS' version of "The Green Hornet Theme," by B. Bumble and the Stingers, was called to the attention of Chicago via this \$8,500 Excalibur S.S., piloted by Midwest a&r chief Lou Reizner, assisted by girl Cato. Sending Lou off for tour of the Loop are, from left, WCFL radio's Ron Britain, Mercury national promotion manager Dennis Ganim, Jim Runyon, Barney Pipp, and Jim Stagg of WCFL.

CBS Affils to Hear Schneider

NEW YORK — John A. Schneider, president of the CBS/Broadcast Group, CBS, will be one of the featured speakers during the 13th annual CBS Radio Affiliates Association convention Sept. 20-21 at the New York Hilton. William D. Greene, director of the new CBS FM broadcasting set-up which is syndicating pop music stereo programming nationwide, will also speak, along with Vice-President Hubert H. Humphrey and Arthur Hull Hayes, president CBS Radios.

Among the artists slated to entertain at the banquet Sept. 20 are Tessie O'Shea, Trude Adams, comedian Charlie Manna and the Ray Bloch orchestra.

KHJ Bows TV-er

• Continued from page 24

shown with Dorsey singing "Working in the Coal Mine." A film clip of the Monkees, who recently were involved in a promotion stunt of the station, was shown with their "Last Train to Clarksville." No. 13, playing in the background; the promotion involved a chartered 20-car train carrying 400 contest winners to Del Mar (proclaimed Clarksville for a day by the mayor) and, on the return trip, the Monkees performed on the train.

Deejay Gary Mack was shown in a "Turn Down Day"—No. 18—sequence filmed at the beach. The Daily Flash performed No. 22, "Sunshine Superman," and No. 20, "Just Like a Woman."

The Sandpipers were shown doing No. 23, "Guananamera." Special visual effects with dancers were used on No. 10, "Black Is Black." Following the format of the radio station, an oldie Golden was done by the Byrds—"Mr. Tambourine Man," along with the same group doing a hit-bound record—"Mr. Spaceman." The show will also feature three amateur groups each week with the winners of a 13-week period to be awarded a recording contract and other prizes. The amateur contest portion, billed as a Boss Battle, will be handled by deejay Robert W. Morgan.

Artists set for appearances on the show include the Association and Sonny & Cher.

Smith a Deejay

• Continued from page 24

A major project is to develop Petula Clark as an adult LP artist in the U. S. (Her LP's now sell in the 200,000 range.) Other projects include launching recently signed Anita Kerr and her quartet on the label. This is the group which won a Grammy for its "I Dig Mancini" RCA Victor LP; uniting Johnny Keating and Antonio Carlos Jobim with other paces as arrangers or accompanying orchestras; developing Continental vocalist O'Aldo Romano and releasing six film soundtrack albums, including "Kaleidoscope" and "Not With My Wife You Don't."

In the film field, Smith is elated over WB's "Camelot" film and soundtrack scheduled for release next year. His promotional instincts remain a constant part of his personality and exude into his new role of pencil pusher.

Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

Felix Grant, air personality at WMAL Washington, has been named by the Agency of International Development, Department of State, to head a delegation representing the District of Columbia on an assignment to Brazil; the group, aiming to promote private participation in the Agency's Alliance for Progress, leaves Sept. 17.

Dave Perry has shifted from WTOB in Winston-Salem, N. C., to sister station WSGN in Birmingham to handle news director chores. . . . KBOX in Dallas has two new air personalities—Dave Tucker, formerly of KLBK in Lubbock, Tex., who's handling a 9-noon shift, and Jon D'Azco (air name Jerry Knight), who works midnight to 5:30.

Terry Armstrong, who worked two years ago at WHEL Louisville (it was then known as WOWI), has signed on for the 6-midnight shift at WXVW, Louisville. . . . Jack Sorbi, veteran deejay with experience in Miami, Denver and Baltimore, has joined WKLO, Louisville, to hold down the 9-noon air slot. . . . Special guest recently on the "On Camera" WCSC-TV, Charleston, S. C., show was Booby Nash, air personality with WTMA. The WTMA (Continued on page 28)

Ascher Heard

• Continued from page 24

that which sells on hit records, is most in demand."

On top of the TV scene, he felt that Miami had developed into the third-largest TV production center in the nation as a result of the Jackie Gleason show and others being done there.

Today, the Ascher library contains about 200 hours of recorded music, ranging from symphony to modern jazz to hit music to comedy. The Hollywood office is under the direction of Everett Ascher, using the name of Regent Recorded Music, Inc.

Mozart Jamboree Is Set by WNCN

NEW YORK—WNCN will present a Mozart jamboree in three different sessions 2:05-5 p.m. Sept. 17 and 24 and Oct. 1. Twelve of the 25 concerti will be by pianist Lili Kraus performing with the Vienna Festival Orchestra conducted by Stephen Simon on Epic Records. On Oct. 4, Miss Kraus and Simon launch a series of nine live concerts at New York's Town Hall in which all 25 of the Mozart solo piano concerti will be offered. Simon will serve as commentator of the WNCN radio programs. Bob Adams hosts the radio programs.

Radio-TV Mart

RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad. FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%. BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address. CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue. PAYMENT MUST ACCOMPANY ALL ORDERS.

Send order and payment to:
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188 W. Randolph St., Chicago, Ill. 60601

HELP WANTED

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

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

SALES UP 307%

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

KWIZ

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

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

SITUATION WANTED

CHICAGO NETWORK ANNOUNCER. Newscaster, D.J., seeking position AM-FM-TV. 16 years' experience, all phases. 3rd ticket. Married. Now employed. Billboard Box No. 271, 188 W. Randolph St., Chicago, Ill. 60601.

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 876-6248.

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

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

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



PAUL REVERE & THE RAIDERS, just before a sellout concert in Chicago's McCormick Place, visit WLS air personality Ron Riley.



JOHN CIGNA, AIR PERSONALITY at WOWO, Fort Wayne, Ind., tests the beard of MGM Records' Sam, leader of Sam the Sham and the Pharaohs, as WOWO's Bob Siewers looks on. The group made a personal appearance recently in the city.

PAY RADIO?



PAY RADIO. Stan Freberg, the master of satire has invented it! Recorded like the live network comedy shows of yesteryear but lampooning contemporary idiocy, Stan has compiled an album of pointedly barbed humor. Among his targets are pop art, digit dialing, folk music, the contemporary political scene, and many others. Also, for those who prefer their humor in small doses, Stan has produced a single from the album — the hilarious, Shaft Theater: "The Flackman and Reagan", Part One and Part Two. (5726)

NEW IMPROVED FULL DIMENSIONAL STEREO

FREBERG UNDERGROUND! SHOW #1 **PAY RADIO!**

Introducing a ZOWIE! new medium: PAY RADIO!



Among those persons or institutions who will not be overly kind of this record are: Ronald Reagan, Governor Pat Brown, The Clarendon and Guy Wondert, The U.S. I.B.M., The Royal Canadian Air Force and a host of favorites!

(S)T 2551

Vox Jox

Continued from page 26

lineup now includes Dave Loyd, Ron Childers, Dick Andirt, Charlie Carawan.

KSPR, a 500-watt daytime station, launched about two months ago in Springdale, Ark., needs records. Dick Ralston, program director, praised the co-operation of RCA Victor, Columbia, and Capitol, but needs other label help. Ralston was formerly with KAKC, Tulsa, and KEYS, Corpus Christi, Tex. Other staffers include Bill Preece, formerly with KHOZ, Harrison, Ark.; Danny Brown, formerly with KFAY, Fayetteville, Ark. The manager of the new station is Dewey Johnson, who formerly managed KBIX, Muskogee, Okla., and KHBG (now KOKL), Okmulgee, Okla.

Elliot Nevins of WIOD Miami, has been promoted to program director of the station as well as WIOD-FM; he was production manager. Tom Reed formerly with WJLB, Detroit, is now spinning soul music 9-noon for KGJF, Los Angeles. KFWM-FM, a 31,000-watt operation, has moved from San Bernardino, Calif., to 1345 University Avenue, Riverside. Program director George D. Johnston claims the station, which programs Bud Shank, Nancy Wilson, Frank Sinatra, the Tijuana Brass, is one of the most progressive FM stations in the country.

James Arcara is the new general manager of WPRO and WPRO-FM, Providence, R. I.; he replaces Peter C. Newell, who has been named vice-president and general manager of WPRO-TV. Arcara was with WKBW, Buffalo, N. Y. WMLF in Pineville, Ky., is switching its call letters to WANO, reports general manager South C. Bevins.

Going on the air soon in Lancaster, Ky., is WIXI and the new

operation needs records to Box 666 there. The "Wake Up Show" on WEIM, Fitchburg, Mass., is now being hosted by Russ Caron, who joined the 5,000-watt station from WTWN, St. Johnsbury, Vt., where he was the night man.

Guy Harris, director of radio program development for Avco Broadcasting, has been named general manager of WOAI, San Antonio. He replaces Rex Preis, who was named vice-president community relations for the WOAI stations. Bob Roberts, former afternoon Top 40 air personality for WEIM, Fitchburg, Mass., has been added to news director there.

Dan Treanor has resigned from WMEL, Pensacola, Fla., to join the staff of WKRG-TV, Mobile, Ala.

Dan Ammerman, morning air personality at KGNC, Amarillo, Tex., is leaving in October to take up air duties with KTRH, Houston.

Carey Deckard, weekend deejay for KITE, San Antonio, has joined the staff of HemisFair 1968, San Antonio.

Bob White, air personality with KILT, Dallas, has shifted to the station's sales department. Buddy McGregor has taken over the chores of program director for KNUZ, Houston, and plans to make a number of changes in the programming. Phil Phillips has become manager of KGUD, Santa Barbara, Calif., country music station; he replaces Mack Lochrie, who's become the owner of a Prineville, Ore., radio station.

(Lord) Neil Scott, formerly with WPRO in Providence, R. I., has joined the staff of KWAC a country music outlet in Bakersfield, Calif., under the name of Lord Neil. Lloyd Lindsay Young, formerly with KWAC, Bakersfield, Calif., has joined the staff of KMOR, Salt Lake City.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago September 25, 1961

- 1. Take Good Care of My Baby, Bobby Vee, Liberty
2. The Mountain's High, Dick & DeeDee, Liberty
3. Michael, Highwaymen, United Artists
4. Cryin', Roy Orbison, Monument
5. Does Your Cheewing Gum Lose its Flavor (On the Bedpost Over Night), Lonnie Donegan, Dot
6. Little Sister, Elvis Presley, RCA Victor
7. Who Put the Bomp (In the Bomp Bomp Bomp), Barry Mann, ABC-Paramount
8. My True Story, Jive Five, Belfone
9. Without You, Johnny Tillotson, Cadence
10. (Marie's the Name) His Latest Flame, Elvis Presley, RCA Victor

POP SINGLES—10 Years Ago September 22, 1956

- 1. Hound Dog/Don't Be Cruel, Elvis, RCA Victor
2. Be-Boop-A-Lula, Gene Vincent, Capitol
3. Whatever Will Be, Will Be, Doris Day, Columbia
4. Canadian Sunset, Hugo Winterhalter, RCA Victor
5. Tonight You Belong to Me, Patience & Prudence, Liberty
6. Honky Tonk (Parts I & II), Bill Doggett, King
7. The Fool, Sanford Clark, Dot
8. Allegheny Moon, Patti Page, Mercury
9. Flying Saucer, Buchanan & Goodman, Luniverse
10. Still Walking in the Rain, Johnnie Ray, Columbia

R&B SINGLES—5 Years Ago September 25, 1961

- 1. My True Story, Jive Five, Belfone
2. It's Gonna Work Out Fine, Ike & Tina Turner, Sue
3. Bright Lights, Big City, Jimmy Reed, Vee Jay
4. Baby, You're Right, James Brown, King
5. Take My Love, Little Willie John, King
6. Don't Cry No More, Bobby (Blue) Bland, Duke
7. Let the Four Winds Blow, Fats Domino, Imperial
8. One Track Mind, Bobby Lewis, Belfone
9. A Little Bit of Soap, Jarmels, Laurie
10. Look in My Eyes, Chantels, Carlton

POP LP'S—10 Years Ago September 25, 1961

- 1. Judy at Carnegie Hall, Judy Garland, Capitol
2. Portrait of Johnny, Johnny Mathis, Columbia
3. Yellow Bird, Lawrence Welk, Dot
4. Camelot, Original Cast, Columbia
5. Something for Everybody, Elvis Presley, RCA Victor
6. Sinatra Swings, Frank Sinatra, Capitol
7. Never on Sunday, Soundtrack, United Artists
8. Dance Till a Quarter to Three, Gary (U.S.) Bonds, LeGrand
9. Jose Jimenez at the hungry i, Bill Dana, Kapp
10. Jump Up Calypso, Harry Belafonte, RCA Victor

TOP SELLING R & B SINGLES

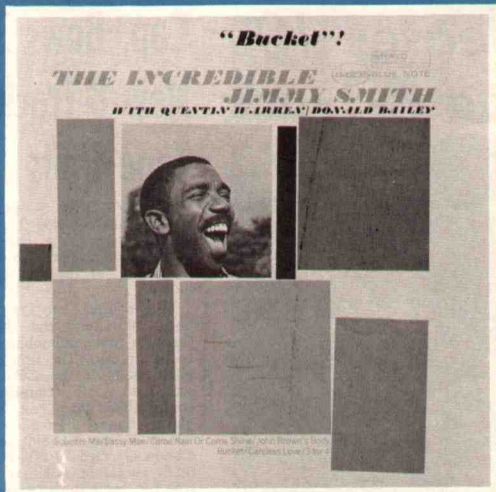
STAR Performer—Sides registering greatest proportionate upward progress this week.

Table with 5 columns: This Week, Last Week, Title, Artist, Label, No. & Pub., Weeks on Chart. Includes hits like 'BEAUTY IS ONLY SKIN DEEP', 'LAND OF 1,000 DANCES', 'YOU CAN'T HURRY LOVE', 'WADE IN THE WATER', etc.

TOP SELLING R & B LP'S

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

Table with 5 columns: This Week, Last Week, Title, Artist, Label & No., Weeks on Chart. Includes hits like 'LOU RAWLS LIVE!', 'LOU RAWLS SOULIN'', 'THE EXCITING WILSON PICKETT', etc.



BUCKET / JIMMY SMITH
 with Quentin Warren, guitar; Donald Bailey, drums.
 SASSY MAE / SQUEEZE ME / BUCKET / COME RAIN OR COME SHINE / JOHN BROWN'S BODY / CARELESS LOVER / 3 FOR 4
 BLP 4235 / BST 84235

BLUE NOTE

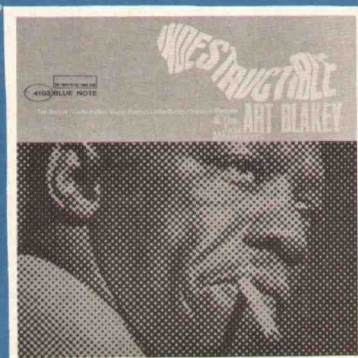
THE JAZZ SOUND FOR EVERYONE

A bucketfull of Swingin' Sounds

on this great new album by

The Incredible JIMMY SMITH

*Four other great
 SEPTEMBER
 SWINGERS*



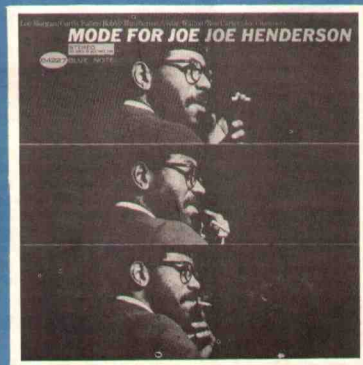
INDESTRUCTIBLE / ART BLAKEY AND THE JAZZ MESSENGERS
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RIGHT NOW / JACKIE McLEAN
 BLP 4215 / BST 84215



COMPONENTS / BOBBY HUTCHERSON
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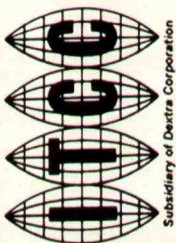
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TAPE CARtridge

Ampex Stereo Releases 10 A&M Titles in 4 and 8-Track

By RAY BRACK

CHICAGO — Ampex Stereo Tapes is following its big London CARtridge release with a 10-title issue of key A&M product in both 4- and 8-track cartridges.

In the wake of successful negotiations with A&M, Ampex Stereo Tapes general manager Donald V. Hall said the company is out to capture a number of other key labels for duplication and distribution in 4- and 8-track cartridges.

Hall said that the Ampex contract with A&M for cartridge releases was linked to previous Ampex reel-to-reel agreements with the company. According to Larry Finley, president of the International Tape Cartridge Corp., which has ad-

vertised an exclusive cartridge marketing contract with A&M, the Ampex release of A&M product will be challenged.

Hall, who announced that Ampex will be releasing all the A&M hits in 8-track and 4-track, said that as far as Ampex was able to determine, no litigation was in sight. Ampex has no exclusive agreement with A&M, Hall said.

4-Color Package

The initial Ampex release for A&M, Hall said, would include 10 titles in both 4- and 8-track. Packaging would be 4-color as was the company's recent release of London product. The London release included 32 8-track and 10 4-track selections. Both single albums and double-play selections are included. Single albums retail for \$6.95

and double-plays for \$9.95.

Ampex has innovated a dust cap for the 8-track cartridges and the tape box comes shrink-wrapped.

Hall said Ampex expects to have 200 titles on nine different labels in its cartridge catalog by November. This in addition to its 1,600-selection, 44-label reel-to-reel tape catalog.

Ampex' London release included product in 8-track by Montovani, Roland Shaw, the Rolling Stones, Caterina Valente, Ronnie Aldrich, Stanley Black, Frank Chacksfield, Edmundo Ros, Ted Heath, Werner Mueller, Will Gahey and George Gerswin.

Four-track titles include material by the Rolling Stones and Marianne Faithfull.

Cap. Bows 3 New 8-Track Tape Units

HOLLYWOOD — Capitol Records has unveiled three new 8-track stereo tape units that will be made available to dealers by CRDC at the end of this month.

Of the three, two are deluxe home units and the third is Capitol's first automobile CARtridge (model). The first of the home units is the CC-890, a solid-state, all transistorized combination tape and record player. Among the features contained in the CC-890 are an all-new Garrard 50 MK-II automatic turntable, auxiliary input jack for stereo tuner, stereo earphone output switch, and four speakers with crossover network. The CC-890 will list (optional with dealer) for \$289.95.

The second home model, HP-875, is a solid-state, all transistorized 8-track cartridge player without phone. It contains many of the CC-890 features including auxiliary input jacks for stereo tuner or phonograph, stereo earphone output and switch, four speakers with crossover network. The HP-875 will list (optional with dealer) for \$199.95.

The AP-880K, Capitol's 8-track stereo tape cartridge player for automobiles, is an all-transistorized set that will come equipped with a special housing that enables the speakers (two) to be mounted or hung under the dash. The speakers need not be installed in the door. The AP-880K will list (optional with dealers) for \$139.95 complete with speakers.

All Fords Will Have Units As Optional Equipment

By HANK FOX

DETROIT—Ford Motor Co. will offer its 8-track continuous loop tape CARtridge system as optional equipment in each model of its entire line of 1967 models. Last year, the company limited installation to five models.

Ford also revealed the new car buyer will have a choice of two installations in four of the models in which the unit was available last year. The tape cartridge players can be purchased either dealer or factory-installed in the Thunderbird, Lincoln Continental, Mercury and Ford Galaxie. The factory-installed unit can be bought as either integrated into the dashboard or can be a hang-on, while the dealer-equipped unit is a hang-on type only. Last year, only the Galaxie offered the customer a choice. The Mustang's player, previously a hang-on variety, will be marketed as an integrated unit. Both types are manufactured by Motorola.

In addition, the units will be featured in the Mercury Comet, Mercury's new sportscar-type Cougar, the Ford Fairlane and Falcon. Ford's extension of cartridge unit availability seems to indicate the company's belief that the ultimate car market for tape cartridges lies in the low to moderate price range.

Last year's production run, while not called a test market, was just that. Ford apparently believed the luxury priced cars would predominate in cartridge unit sales figures so it went predominantly with the Continental and Thunderbird. The Mercury is slightly above the moderate price while the others are in the low price range.

Luxuries Ahead

Percentage figures for the end of production run indicate the luxury models are far ahead. Some 26 per cent of all Continentals purchased were bought with the tape cartridge unit as optional equipment and 21.8 per cent of 1966 Thunderbirds were delivered with the stereo tape systems. However, the total

number of these cars produced is significantly smaller than for the popularly priced Ford Galaxie and Mustang.

While only 2.5 per cent of the Galaxies were purchased with the units, this represents 26,265 units. The much larger Continental percentage is equivalent to 13,946 sets. Some 14,600 cartridge players were installed in the Thunderbird, while 13,672 (2.5 per cent) were placed in the Mustang. Mercury's cartridge unit sales were 3.6 per cent (6,140).

The lower priced models, new to the cartridge field, will offer the player as a hang-on unit

only. This includes the Comet, Falcon and Fairlane. The units come as a factory-installed, integrated option on the Mercury Cougar.

Ford officials said they were more than pleased with first-year sales for the players. While Ford will be faced with keen competition this year from General Motors, Chrysler and American Motors, Harold Sperlich, Ford advance program and component manager, said the other manufacturers' entry will only spur the market. He said that in 1967 Ford will sell more than the 70,000 units it installed in 1966.

RCA Is Introducing Home-Road Players

NEW YORK—Radio Corp. of America has introduced two combination home-road tape CARtridge players in its new 14-model tape recorder line.

The units, designated Mark 8, handle the Stereo 8 cartridge. There is a table model with two built-in speakers optionally

retail priced at \$149.95 and an accessory model which plays through speakers of a console stereo phonograph by means of an accessory cable, optionally priced at \$99.95.

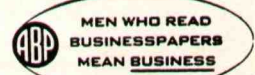
"We are launching dynamic marketing activities in support of our tape recorder line," declared Jack K. Sauter, executive vice-president, sales operations, RCA Sales Corp., "in support of our tape recorder line to intensify RCA participation in a market that is growing by leaps and bounds."

Symphonic Units In 8-Track

NEW YORK—The new Symphonic tape recorder line includes two models in the 8-track stereo cartridge genre.

There is a model CP10 solid state attachment for playing through stereo amplifiers or phonographs with auxiliary input. The cartridge turns the set on automatically with insertion and shuts it off with removal. Model CP20 is a self-contained unit and also has external speaker facilities and preamp outputs. It's equipped with volume, balance and tone controls. Both models are solid state.

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ALBUM	ARTIST	LABEL	MUNTZ CAT #
IN A BROADWAY BAG (MAME)	Bobby Darin	Atlantic	10-469A
ONLY FOR YOU	Background Melodies	Namdam	14-464B
SONGS WITHOUT WORDS	Background Melodies	Namdam	14-465B
FAR AWAY FROM CARE	Background Melodies	Namdam	14-466B
STRANGER IN THE NIGHT	Background Melodies	Namdam	14-467B
A FOGGY SUNDAY	Background Melodies	Namdam	14-468B
THE SHIFTING WHISPERING SANDS	Billy Vaughn	Dot	14-484A
THE HAPPY WANDERER	Lawrence Welk	Dot	14-485A
RUSS MORGAN AT CATALINA	Russ Morgan	Everest	14-490B
RINKY DINK	Dave "Baby" Cortez	Chess	21-394A
DANCE THE COOL JERK	The Capitols	Atco	21-399A
HEY BABY!	Nino Tempo & April Stevens	Atco	21-400A
CHOICE!	Ramsay Lewis Trio	Cadet	26-374A
COOKIN' THE BLUES	James Moody	Cadet	26-375A
SPECTRUM	Illinois Jacquet	Cadet	26-376A
FANTABULOUS	Oliver Nelson	Cadet	26-377A
DREAM WEAVER	The Charles Lloyd Quartet	Atlantic	26-378A
MUSIC A LA MILANESE	Giulio Libano	Rexford	26-379C
THE BYRD & THE HERD	Charlie Byrd-Woody Herman	Everest	26-380B
BIG JOE RIDES AGAIN	Joe Turner	Atlantic	28-163A
JUST ABOUT EVERYTHING	Bob Dorough	Focus	28-166A
PATSY CLINE—IN MEMORIAM	Patsy Cline	Everest	54-231B
PATSY CLINE'S ENCORES	Patsy Cline	Everest	54-232B
THE HEART OF HAWAII	"Kaiipo", Miller Serenaders	GNP-Crescen.	64-124B
SANSA TRIO	Brazilian Artists	Fermata	66-196A
HOLIDAY IN COPACABANA	Brazilian Artists	Fermata	66-197A
OS INTOCAVEIS	Brazilian Artists	Fermata	66-198A
SAMBALANCO TRIO	Brazilian Artists	Fermata	66-199A
VALSES DEL RECUERDO, VOL. II	Roberto Tellez Oropeza	Coro	66-207B
COSTANZO CANO & BONGOS!	Jack Costanzo & Eddie Cano	GNP-Crescen.	66-210B
WORLD'S GREATEST LATIN BAND	Machito featuring Graciella	GNP-Crescen.	66-211B
LOS TANGOS DEL RECUERDO	Olimpo Cardenas	Coro	68-157B
CUMBIA Y MEREQUETENGUES	Various Artists	Coro	68-158B
HOMENAJE A RAFAEL HERNANDEZ	Rafael Hernandez	Coro	68-159B
FIESTA EN RIO	Ray Tico	Coro	68-161B
EXITO DE LA BANDA BORRACHA	La Banda Borracha	Coro	68-166B
HOMENAJE A GONZALO CUIRIEL	Trio Los Soberanos	Coro	68-167B
CANTA EL NEGRO PEREGRINO	El Trio Veracruz	Coro	68-168B
LOS MEJORES DANZONES	Chino Flores	Coro	68-169B
CANCIONERO	Carlos Madrigal Trio	Coro	68-170B
BAILEMOS DANZON	Chino Flores	Coro	68-171B
MAS DE LOS SOBERANOS	Trios Los Soberanos	Coro	68-172B
SONES JALISCIENCES, VOL. III	Mariachi Azteca	Coro	68-173B
CANCIONES DEL RECUERDO, VOL. II	Los Tres Caballeros	Coro	68-174B
CRI-CRI, VOL. II	Various Artists	Coro	76-118B
BERLIOZ: SYMPHONIE FANTASTIQUE	Vandermoot L'Orchestre Natl.	Command	190-100TA
GEORGE GERSHWIN: RHAPSODY IN BLUE/AN AMERICAN IN PARIS	Sanroma, Steinberg—Pittsburgh Symphony Orch.	Everest	90-104B
BILLY THE KID	Copland—London Symphony Orch.	Everest	90-105B
RESPIGHI: THE FOUNTAINS OF ROME AND THE PINES OF ROME	Sargent—London Symphony Orch.	Everest	90-106B
THEMES FROM GREAT SYMPHONIES	Nashville Symphony Orch.	Hamilton	90-110C

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TAPE CARTRIDGE

SABA to Market Cassettes in Bonn

BONN — SABA, the Black Forest electronics and phonograph record company, has become the first German firm to market cassettes.

SABA's initial offering is five hour-long stereo music tapes, each with a general theme: march music, "Golden Evergreens," "Latin American Fiesta," "Dancing in Studio B," "Musical Varieties with the Great Dance Bands."

Tapes are priced at \$7.50. SABA is entering cassette production, according to the company, with the twin-track idea of expanding the market for its own tape recorders and profiting from the current taped music vogue.

Music taping — now legal since enactment of the new copyright law — has increased enormously and is cutting into disk sales seriously. By producing cassettes for tape recorder

play, SABA proposes moving with the taping tide and profiting from it.

The Black Forest company believes that by producing high-quality tapes, it can cut the ground from under much of the amateur taped product, particularly when the high-cost of magnetic recording tape in Germany is taken into account.

SABA's marketing studies also show that there is a potentially large market for cassettes among tape recorder owners who either do not have record players or who prefer to handle tape instead of disks.

SABA was the first German record company on the market in Europe with automobile cartridge players—the Sabamobil. The auto tape cartridge program is being expanded and will be pressed parallel to the production of cassettes for tape recorder play.

Pontiac and Olds Ride Into 8-Track

• Continued from page 1

Tape breakage, due to a sudden flow of electric current into the unit when the car ignition is turned on, has been a source of customer complaints. The Ford unit came with a set of instructions warning users to remove the cartridge before turning the motor on. When he forgot or ignored the notice, the purchaser found that the surge of electricity would burn the tape and he would go back to the company to complain. Delco engineers, it was claimed, have eliminated this.

Size a Dilemma

The size difference of the individual cartridges has been another dilemma facing tape cartridge unit manufacturers. Unknown to most customers is the fact that the cartridges, while supposedly the exact dimensions for each cartridge company, do vary slightly among the manufacturers. The deviation in the cartridges causes a distortion in sound when the cartridge is pushed in the unit, it was said. General Motors officials said they have eliminated the difficulty by inserting a special track to accept all cartridges.

While Oldsmobile refused to disclose their advertising and

promotion campaigns, Pontiac said they will promote the units together with their other options at first. "We are waiting to see the initial reaction to the stereo player," an official said.

Pontiac will provide special tape cartridges to dealers at a nominal cost. The cartridge includes about 11 minutes of information about the new models interspersed with music; eight minutes of stereo sound demonstration, and 24 minutes of all types of music (banjo, dixieland, pop, opera, strings, etc.). The cartridges, for dealer demonstration use only, are produced by Columbia Records.

The Pontiac division, however, will not provide any free cartridges to purchasers ordering the factory-installed unit. "Company executives have discussed this thoroughly," a spokesman said, "and they've decided not to get involved with music or music and tape cartridge manufacturers. The cartridges are really not free in other make cars, and we don't want to advocate any type of music or brand of cartridge."

The spokesman said that catalogs of available tape cartridges would be issued to dealers. The dealers, however, have the option of setting up local tape deals on their own.

MARTEL, LEAR, VIKING TO DISPLAY AT SHOW

NEW YORK—Martel Electronics, Viking of Minneapolis, and Lear Jet will have tape CARtridge equipment displayed at the 1966 New York High Fidelity Show, Sept. 28-Oct. 2, at the New York Trade Show Building here. Others may sign up. Record companies, on the other hand, will not be present. A spokesman for the event said that attempts last year to have record companies exhibit was a failure. "Often the record companies there didn't even have anyone manning their displays." The Institute of High Fidelity passed a by-law during the year excluding nonmembers from the show.

Lear Jet product will be displayed at the show by Chancellor, a distributor handling the line in the New York-New Jersey territory.

The show expects the largest selection of component high fidelity equipment ever displayed in New York. Seminars on all phases of components and music are scheduled for the show.

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TAPE PANELISTS in recent Chicago discussion on security problems included, from left, Larry Finley, president, International Tape Cartridge Corp.; Irwin Steinberg, executive vice-president, Mercury Records Corp.; Irwin Tarr, director recorded tape products division, RCA Victor; Oscar Kusisto, vice-president and general manager, automotive parts division, Motorola and moderator Jack Geldbart, L&F Record Service, Atlanta.

Teens Prefer To Hear It

SAN FRANCISCO — Teen-agers are more interested in sound than sight, and their interest runs to strong volume.

This fact was apparently demonstrated at the 1966 Teen Fair held for 10 days at San Francisco's Cow Palace, and concluding with Labor Day. It wasn't alone the most obvious feature of the show—noise emanating from innumerable locations at the fair simultaneously. It was shown at the only exhibit of electronic equipment shown at the popular event.

Exhibitors at the Motorola display reported that teen-agers showed greater interest in phonograph equipment and stereo tape CARtridges that they did in television. In fact, television commanded only a small amount of attention. Motorola's Northern California distributor, the W. J. Lancaster Co., endured 10 days of teeners' band playing to demonstrate new stereo

Norelco in an All-Out Ad Push

NEW YORK—Norelco reel-to-reel and cassette tape recorders will be supported by an intensified advertising and promotion drive, according to Richard Q. Kress, assistant vice-president and director of advertising for North American Philips.

Concentrating on the pre-Christmas period, Norelco full-color ads will appear in many major consumer and trade magazines, and the Norelco success on TV with shavers will hopefully be duplicated with recorders. Dealer tags are being readied for all television markets.

"This is our highest investment ever in tape recorder advertising," Kress said. "The heavy push is designated to sustain the enthusiasm and momentum generated for our full line of recorders."

tape players for both home and automobile, and found that teen-agers like to move around with their sound rather than sit at home. Greatest interest was in lower priced merchandise, or in stereo phonographs not costing more than \$150.

Trade Leaders Talk About Tape Security Problems

CHICAGO — Record merchandisers and manufacturer executives meeting here last week at the midway convention of the National Association of Record Merchandisers spent considerable time discussing new problems related to retailing.

Merchants at the convention were particularly vocal on the problem of tape CARtridge pilferage. During a panel discussion the following dialog involved Irwin Steinberg, executive vice-president, Mercury Record Corp.; record merchandiser Merritt B. Kirk; tape marketer Lar-

ry Finley; RCA Victor recorded tape manager Irwin Tarr; Oscar Kusisto, head of Motorola's automotive products division; Los Angeles retailer Ben Bartel; New England rack jobber Cecil Steen; Amos Heilicher, head of the Northwest's largest record merchandising firm, and Bill Gallagher, a Columbia Records vice-president. Comments and questions also came from the floor.

Standardization

To open the discussion, moderator Jack Geldbart of L&F Service, Atlanta, reported the

results of a poll of record merchandisers indicating that standardization of tape cartridge packaging as it relates to the security problem greatly concerns retailers today. The discussion:

Steinberg — "We hope for standardization on 4-color packaging of cartridges, for we feel that they must be as colorful as LP's. They must carry descriptive matter in the LP manner. We also hope for a policy at the retail level that will permit the consumer to handle the product."

Heilicher — "When the time comes that volume is great, we'll have a tape cartridge space problem. For this reason, we must begin thinking about size and labeling standardization immediately."

From the floor, a Capitol Records spokesman — "We agree with Mercury that the consumer must feel the package. And, incidentally, the Capitol cartridge donut is out."

Finley — "Cartridge width must be standardized for the benefit of the dealer."

New RCA Package

Tarr — "We are currently modifying our package, and in late fall will introduce a narrower cartridge. It will fit Larry Finley's new fixture."

From the floor — "Are we fighting a successful record merchandising formula by locking cartridges up where they can't be handled. This is like going to the dark ages."

Kirk — "Dealers are taking the fronts off their security cases. We have talked ourselves into this cartridge security problem, in the main, and now we're talking ourselves out of it."

Gallagher — "Standardization in any form is premature at this point. We don't intend to conform to any standards until we've thoroughly researched the subject. This entire discussion is premature. However, like Mercury, we do feel that the value of art work is primary."

Premature

Bartel — "It's even premature to talk about merchandising when we're in danger ourselves of losing the cartridge market. By this time next year there will be 100 new rack jobbers who will service automotive depart-

(Continued on page 36)

New RCA Home Equipment Line Gets Big Ad Backing

NEW YORK—RCA Victor's new recorder-player and radio-phonograph products will be included in the company's all-time record fall advertising campaign.

Getting a boost in the \$15 million push will be 14 new solid-state reel-to-reel and CARtridge tape recorder-players and six new radio and phonograph models incorporating expanded functions.

RCA's new reel-to-reel tape recorder-players range in suggested retail price from \$39.95 to \$229.95 and run the gamut from battery-operated to high-performance models, a line described by RCA as "the most extensive ever marketed by a major American manufacturer."

There are seven new reel-to-reel models, three 4-track cartridge models and two modular tape decks (see Tape CARtridge section). In addition to solid-state, all the models have solid copper circuits, many have "sound - plus - sound," a u s e switches, public address switches, stereo headsets.

Local Ads

Part of the massive ad drive on tape will be newspaper ads placed locally by RCA distributors carrying dealers' names and addresses." Tape recorder ads will start appearing late in September.

A display-demonstrator for nine tape recorders is also being made available.

"The immediate future for tape recorders looks very good," said Jack K. Sauter, executive vice-president, sales operations for RCA. "We are experiencing strong consumer acceptance of

better-quality capstan-drive battery and plug-in units . . . and trends justify our conviction that the tape recorder represents a mass market that is just beginning to grow in importance."

Combo-Products

Among six new radio and phonograph models introduced by RCA recently were multi-function units, or "combination products." Typical was a new solid-state portable phonograph with AM radio (Alma Mater, VHP-18), at open retail, designed to have more appeal in the youth market. It features a "personal sound" earphone attachment for either the radio or phonograph.

A variety of promotional models including the Memoir RHH-10 six-transistor radio at open retail were also shown. In the AM table radio category, RCA unveiled the Arrow (RGA-12) at optional \$11.98 retail. The Timester (HD-10) four-tube clock radio at open retail was also introduced.

Estimates are that \$3 billion in home entertainment products will be sold during the four fall months. During that period, RCA's advertising is calculated to reach three-fourths of the nation's population.

To help build store traffic at Christmas, dealers will receive a special RCA Victor album "Music to Trim Your Tree By" at \$2 optional retail price. The stereo LP features Al Hirt, John Gary, Boston Pops and others.

New Tape Time Table

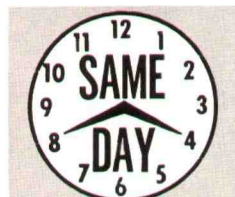
LOS ANGELES — Martel Electronics has prepared a booklet translating the running time of the best known classical works into inches per second. This enables customer to calculate the exact amount of raw tape needed to record his favorite symphony, opera, etc. The booklet, "Time Table," is available at 25 cents from Martel, 2356 South Cotner Avenue, West Los Angeles, Calif.; Attention: Tape-Timer.



NEW INSTRUCTION BOOK on how to use the tape recorder is just off the presses. Written by Harold D. Weiler, expert on audio and recording topics, the book treats all subjects in simple language directed at the hobbyist and nontechnical operator. With 96 priced at 50c, available from Allied Radio Corp., 100 N. Western Ave., Chicago, Ill.



CONFRONTATION SUCH AS THIS between record merchandiser and record manufacturer occurred wholesale at the midway meeting of the National Association of Record Merchandisers last week in Chicago. At right is Dick LaPalm of Chess Producing Corp., Chicago.



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ON MY OPENING AT CAESAR'S
PALACE, MAKING IT POSSIBLE
TO BREAK A TWO-WEEK ALL-
TIME RECORD IN THE
HISTORY OF LAS VEGAS."**



*Mark
Anthony*

Scanning The News

Development of a new stereo ceramic phonograph CARtridge was announced recently by Electro-Voice, Inc. According to company engineers, the new cartridge, designated the 5,000 series — "reduces manufacturing complexity 80 per cent over previous designs . . . for much less cost." . . . Distributor sales of radios and phonographs showed increases in June as compared to last year. Electronic Industries Association figures indicate that home radio sales went up 2 per cent to 1,173,010 units (six-month sales were up 16.9 per cent over 1965 to 4,976,902 units). Auto radio sales dropped

during June 2.9 per cent from last year to 823,607 units. For the six-month period radio sales at the distributor level dropped 5.8 per cent to 4,741,986 units. Distributor phonograph sales during June climbed 1 per cent to 328,897 units over last year. For the six-month period, 1,963,751 units were sold, a 5.5 per cent increase over the same 1965 period. . . . "Training a distributor and retail organization" was one of the topics at a recent British-American seminar at Zenith Corp. facilities under the sponsorship of the International Marketing Institute co-operating with the Harvard Graduate School of Business Administration. Zenith Sales Corp. President L. C. Truesdell keynoted the session. . . . Ampex Corp. sales were up 31 per cent for the first quarter of fiscal 1967. Net earnings rose 34 per cent for the same period. Consumer



Estey Amplifier

THE 1966 MAGNATONE line of amplifiers has been introduced by Estey Musical Instrument Corp. Their professional Amp line features "Magna-Power," tremolo and reverberation. It also features illuminated face panels with dimmer controls. One pictured above retails for \$480. Price leader is at \$295.

audio recorders and accessories for home entertainment contributed heavily to the first-quarter gains, said President William E. Roberts. **RAY BRACK**

New Products



Webcor Recorder

ABOVE IS WEBCOR's new rechargeable V tape recorder. It operates on five rechargeable batteries and has a built-in AC adaptor and battery charger. Reproduction is at 1 1/4 and 3 1/4 speeds. Has voice activated mike and earphone patch cord and retails for \$124.95.



Utah Speaker

UTAH SPEAKER obtains maximum performance from bass guitar amplifiers. The 12-inch speaker has 2-inch diameter voice coils and two-pound magnets. It is about the size of a two-suiter suitcase. No price available.



Arvin Recorder

SOLID-STATE STEREO tape recorder by Arvin plays on AC or eight D batteries. It is a three-speed 4-track stereo recorder with digital counter and reset button to locate passages in reel. Uses seven-inch reels and retails for \$159.95.

Trade Leaders Talk About Tape Security

• Continued from page 34

ments of discount stores. Let's watch out."

Finley—"This fall an advertising barrage on cartridge the likes of which this industry has never seen will break. But only 20 per cent of you are in the business. The other 80 per cent of you are going to lose out to automotive and electronics people. The record dealer who is holding back is foolish, for the tape business will equal the dollar volume of the disk business in three years."

Stein—"We must go where the customer is. Let's place our racks where the customer is and fill the vacuum, even in the automotive-oriented locations."

From the floor, James Martin, Chicago distributor—"I suggest that the security problem be eliminated by preparing 10-inch display cards for each cartridge to be placed in a browser box. Each small box could sit on a counter and exhibit 400 titles—while the cartridges remain locked away safely. The customer would merely pick a number and obtain the cartridge from a clerk."

Problems Enough
Stein—"We have inventory problems enough without keeping track of cards."

Kirk—"It seems that with every new product we worry excessively about pilferage. Remember when we used to nail down 7-inch records?"

Heilicher—"Yes, but there is one big difference between 7-inch records and tape cartridges. The former costs about 54 cents—or 42 cents, the way some of you guys buy (laughter)—but I hate to see some guy walk out with a \$6.95 cartridge that is hardly larger than my wallet."



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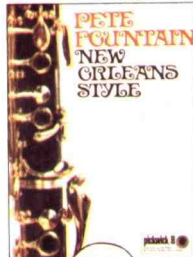
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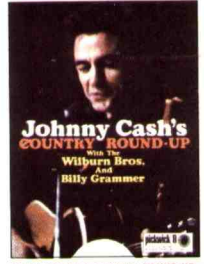
JACK JONES—
This Love of Mine
PB-101 T4-101



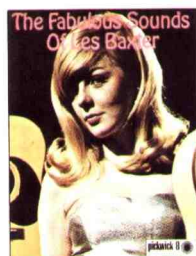
PETE FOUNTAIN—
New Orleans Style
PB-109 T4-109



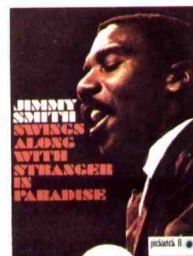
HARRY JAMES—
You Made Me Love You
PB-111 T4-111



JOHNNY CASH'S COUNTRY ROUND-UP—
with Wilburn Brothers and Billy Grammer
PB-203 T4-203



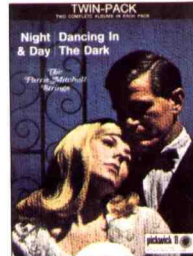
LES BAXTER—The Fabulous Sounds
Of Les Baxter
PB-104 T4-104



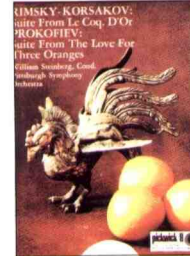
JIMMY SMITH—Jimmy Smith Swings
Along With Stranger in Paradise
PB-108 T4-108



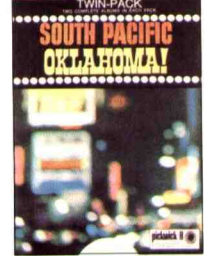
THINK TEEN—featuring Johnny
Rivers, Joe Tex, The Impressions
& Jerry Butler, Ray Charles & Others
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RUSS MORGAN—There Goes That Song Again PB-106 T4-106
JOHNNY PINEAPPLE—Hawaiian Holiday With Johnny Pineapple PB-107 T4-107
THE THREE SUNS—Twilight Time PB-110 T4-110
TIJUANA COUNTRY BRASS—Chips Murphie PB-112 T4-112
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GO BABY GO!—featuring Petula Clark, Bobby Goldsboro, Paul Revere & The Raiders
& Others PB-116 T4-116
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COWBOY COPAS—PATSY CLINE—JOHNNY HORTON, Gone But Not Forgotten
PB-205 T4-205

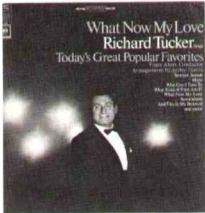
CHILDREN'S ALBUMS

- SING A HAPPY TUNE with the CRICKET CHILDREN'S CHORUS PB-801 T4-801
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PB-802 T4-802
- CLASSICALS**
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HANDEL: Water Music Suite—William Steinberg, Cond. Pittsburgh Symphony
Orchestra PB-301 T4-301
STRAUSS: Waltzes and Polkas—William Steinberg, Cond. Pittsburgh Symphony
Orchestra PB-304 T4-304
BEETHOVEN: Piano Concerto No. 5 in E Flat, Rudolf Firkušny, Piano
William Steinberg, Cond. Pittsburgh Symphony Orchestra
PB-303 T4-303
- SHOW TOWN PACKS—\$6.95**
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WEST SIDE STORY, Chorus and Orchestra conducted by Russ Case PB-902 T4-902
- MOOD TWIN PACKS—\$6.95**
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Hollywood PB-903 T4-903
PARRIS MITCHELL VOICES, Magic Moments Of Love—I'm in the Mood For Love
PB-905 T4-905
PARRIS MITCHELL STRINGS, From Rome With Love—From Spain With Love
PB-906 T4-906
PARRIS MITCHELL VOICES, Mame—Fiddler On The Roof—Sweet Charity
PB-113 T4-113



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ALBUM REVIEWS (continued)



POP SPOTLIGHT

WHAT NOW MY LOVE

Richard Tucker. Columbia ML 6295 (M); MS 6895 (S)

Richard Tucker's powerful and magnificent voice scores in another pop album. Much of the material is from recent Broadway musicals, such as "Stop the World," "Fiddler on the Roof" and "On a Clear Day." Tucker's "More" stands out from the dozens of other vocal treatments of the standard.



CLASSICAL SPOTLIGHT

SPONTANEOUS FLAMENCO

Carlos Montoya. ABC ABC 564 (M); ABCS 564 (S)

Montoya pours out excitement and meaning into these eight fiery improvised tunes which include "Tempo Gitano" (an Alegria), "Gusadira" (a Trietas) and "Trienera" (a Soleares). Virgilio Manuel Blanco and Juan Vallejo help give the disk spirit and rhythm.

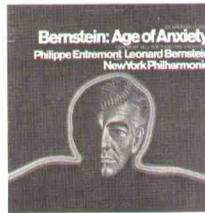


CLASSICAL SPOTLIGHT

CLAIR DE LUNE

Philadelphia Orch. (Ormandy). Columbia ML 6283 (M); MS 6883 (S)

In addition to the title selection and the "Prelude to the Afternoon of a Faun," also by Debussy, Eugene Ormandy and the Philadelphia give sensitive interpretations of familiar "night" music by Chopin, Bizet, Humperdinck, Schumann, Mendelssohn, Saint-Saens, Massenet and Offenbach.

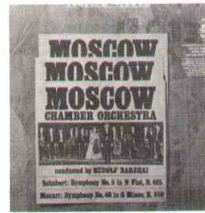


CLASSICAL SPOTLIGHT

BERNSTEIN: AGE OF ANXIETY

Philippe Entremont/ New York Philharmonic. Columbia ML 6295 (M); MS 6885 (S)

Bernstein conducting Bernstein is usually a winner, and this pressing of the "Symphony No. 2 for Piano and Orchestra" is no exception. Entremont is excellent as the piano soloist.



CLASSICAL SPOTLIGHT

SCHUBERT: SYMPHONY NO. 5 IN B FLAT/MOZART: SYMPHONY NO. 40 IN G MINOR

Moscov Chamber Orch. (Barshai). Angel 36371 (M); S36371 (S)

This is the fourth LP Angel has recorded of this excellent group whose basis is 14 string players. Hearing both the Mozart work and the Schubert selection performed this way is interesting to the listener. Performances, in general, are poignant and precise.



JAZZ SPOTLIGHT

SOMETHING BORROWED SOMETHING BLUE

Gerry Mulligan. Limelight LM 82040 (M); LS 86040 (S)

A really outstanding album, with Mulligan (baritone and alto sax) and Zoot Sims (tenor sax) thoroughly enjoying each other's company on some originals and some great oldies. A superb rhythm section rounds out the group. There is exceptional musical finesse here.



GOSPEL SPOTLIGHT

THE LEWIS FAMILY ALBUM

Starday SLP 381 (M)

A ringing, joyful sound makes this album by the Lewis Family sparkle. Tunes include "One More River to Cross," "Wait for Me" and "Picture on the Wall." The style is country, the tunes are gospel and the Georgia group is great. Sales should be big on this one.



LOW PRICE CHILDREN'S SPOTLIGHT

OLD MOTHER HUBBARD

Peppermint Nine/MGM. Ork. Leo the Lion CH 1026 (M)

The Peppermint Nine gives some peppery singing to these kiddie favorites, included among the 20 packed here, are "Paw Paw Patch" down by the Station, "Michael Finnigan" and the title song. What's more, the MGM orchestra is right in the small-fry spirit with fine backing.

SEE ALBUM REVIEWS ON BACK COVER

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

SUPREMES A GO GO

Motown MLP 649 (M); SLP 649 (S) (678-00649-3); 678-00649-5)

L'I'L RED RIDING HOOD

Sam the Sham & the Pharaohs, MGM E 4407 (M); SE 4407 (S) (660-04407-3; 660-04407-5)

★ NEW ACTION LP'S

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

SATISFIED WITH YOU . . .

Dave Clark Five, Epic LN 24212 (M); BN 26212 (S) (465-24212-3; 465-26212-5)

TRAVELING ON . . .

Robert Goulet, Columbia CL 2541 (M); CS 9341 (S) (350-02541-3; 350-09341-5)

OUR MAN FLUTE . . .

Herbie Mann, Atlantic 1464 (M); SD 1464 (S) (180-01464-3; 180-01464-5)

UNO DOS TRES/1. 2. 3. . . .

Willie Bobo, Verve V 8648 (M); V6-8648 (S) (895-08648-3; 895-68648-5)

CHER . . .

Imperial LP 9320 (M); LP 12320 (S) (570-09320-3; 570-12320-5)

THE REAL DONOVAN . . .

Hickory LPM 135 (M); ST 135 (S) (558-00135-3; 558-00135-5)

LIVIN' ABOVE YOUR HEAD . . .

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

ALFIE . . .

Carmen McRae, Mainstream 56084 (M); S 6084 (S) (643-56084-3; 643-06084-5)

JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART . . .

Columbia CL 2558 (M); CS 9358 (S) (350-02558-3; 350-09358-5)

THE NEARNESS OF YOU . . .

Frank Sinatra, Pickwick/33 PC 3450 (M); SPC 3450 (S) (745-03450-3; 745-03450-5)

LSD . . .

Dr. Timothy Leary & Allen Ginsberg, Capitol T 2574 (M); ST 2574 (S) (300-02574-3; 300-02574-5)

NEW KICK! . . .

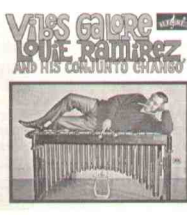
New Christy Minstrels, Columbia CL 2542 (M); CS 9342 (S) (350-02542-3; 350-09342-5)

ALLAN SHERMAN—LIVE!!! (HOPING YOU ARE THE SAME) . . .

Warner Bros. W 1649 (M); WS 1649 (S) (925-01649-3; 925-01649-5)

SEARCH FOR A NEW LAND . . .

Lee Morgan, Blue Note 4169 (M); 84169 (S) (230-04169-3; 230-84169-5)

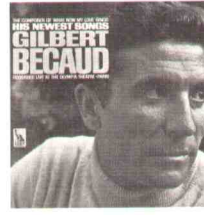


LATIN SPOTLIGHT

VIBES GALORE

Louis Ramirez and His Conjunto Chango. Alegre LPA 845

Smooth vibes in a Latin jazz flavor will make this album featuring Louis Ramirez sell in Latin-American markets and possibly r&B markets. Willie Torres does vocals on tunes like "Yemey," "Ven Corazon." Styles featured on the album include mambo, bolero and cha-cha-cha.



INTERNATIONAL SPOTLIGHT

HIS NEWEST SONGS

Gilbert Becaud. Liberty LRP 3470 (M); LST 7470 (S)

Gilbert Becaud, recorded live at the Olympia Theatre Paris, gives a brilliant performance of his own songs. Becaud, a latter-day male Piaf, injects humor and pathos into the French lyrics. The album should have a strong appeal to non-French-speaking record buyers in addition to the obvious ethnic market.



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

HERSCHELL BERNARDI SINGS FIDDLER ON THE ROOF

Columbia OL 6610 (M); OS 3010 (S)

The current star of Broadway's "Fiddler on the Roof," Bernardi brings his own special skill and warmth to the farcical and Back score. With strong support from the exceptional arrangements by Peter Matz, he could have a strong sales item here, especially with the buyers who have caught the Bernardi stage performance.

POP SPECIAL MERIT

THAT FRESH FEELING!

George Shearing. Capitol T 2567 (M); ST 2567 (S)

This is vintage Shearing. Most of the selections—"It'll Be Around," "The Continental," "When Your Lover Has Gone" and "The Breeze and I"—have been recorded by Shearing on previous albums. But they're fresh versions, and the Shearing magic is still there.

POP SPECIAL MERIT

LOVE IS A GUITAR

Various Artists/Peter DeAngelis Ork & Chorus. ABC ABC 568 (M); ABCS 568 (S)

A highly delightful album featuring eight different guitars backed by the Peter DeAngelis Orchestra and Chorus. A soft "Continental Holiday," kicking off the package is followed by Shadow of Your Smile," done in bossa-nova style. Instruments individually featured include an electric mandolin, 12-string electric, bass and Spanish guitars.

CLASSICAL SPECIAL MERIT

COATES: LONDON SUITE/FOUR WAYS SUITE/THE THREE ELIZABETHS

London "Pops" Orch. (Fennell). Mercury MG 50439 (M); SR 90439 (S)

A delightful collection of the light music of Eric Coates, including the well-known "Kingsbridge March." Frederick Fennell is still a master of light classical music as he demonstrates with the London "pops" Orchestra on this disk.

CLASSICAL SPECIAL MERIT

FANTASY—IMPROMPTU

Philippe Entremont. Columbia ML 6286 (M); MS 6886 (S)

This program of 12 of Entremont's favorite encores shows why the public usually clamors for more from this excellent pianist. Among the well-known selections are the title piece, "Liebestraum," Golliwog's "Cake-Walk," "Sevilla," march from "Love for Three Oranges," "Clair de Lune" and works by Gershwin, Mendelssohn, Rachmaninoff and Tchaikovsky.

CLASSICAL SPECIAL MERIT

POULENC: FOUR SONG CYCLES

Jean-Christophe Benoît/Paris Conservatoire Orch. (Pretre). Angel 36370 (M); S 36370 (S)

Georges Pretre conducts another in a series of fine Pouleuc recordings. French baritone Jean-Christophe Benoît, not too well known in America, shows he's proficient in the Pouleuc idiom. The LP offers, "Chansons Villageoises (Village Songs)," "Rhapsodie negre (Negro Rhapsody)," "Le Bal masque ('Masked Ball)" and "Le Bestiaire."

CLASSICAL SPECIAL MERIT

BACH: THE ART OF THE FUGUE (2 12" LP's)

Stuttgart Chamber Orch. (Munchinger). London CMA 7215 (M); CSA 2215 (S)

The Stuttgart Chamber Orchestra under the expert leadership of Karl Munchinger skillfully handles the intricacies of Bach's masterpiece. A top-notch performance of this often-recorded work.

(Continued on page 81)

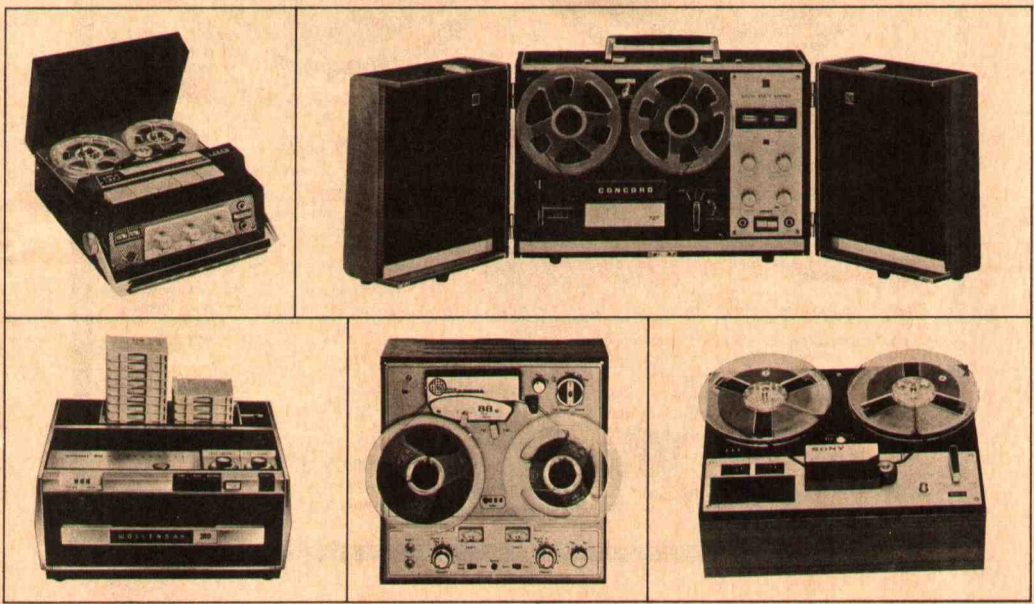
ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

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- N. Y. SAN FRANCISCO, Calif.
- J. SEATTLE, Wash.
- CITY, SYRACUSE, N. Y.
- A, Pa. WASHINGTON, D. C.

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The new Viking model 423 has the features that sell: quarter track stereo, three speeds (7-1/2, 3-3/4, 1-7/8), solid state electronics and styling that speaks of elegance and quality.

Technically it is superb. The three motor unit is designed with a minimum of moving parts. Hyperbolic heads operate without pressure pads. Modular electronics feature plug-in, all Silicon transistors.

And the new 423 is a tape recorder that makes sense to your customers. Directional control levers select tape speeds and motions. Recording meters are illuminated. The counter is push button operated. Even the model number is meaningful: 4 track, tracks, 2 heads, 3 speeds. And for extra convenience there is a remote start-stop control accessory.

Sum it up! A 3-speed, 3-motor, solid state, stereo recorder, excellently styled and backed by famous Viking quality. You sell it for only \$249.00!

Think carefully... how many can you sell this fall and holiday season... place your orders now for early fall delivery. Walnut base and remote control optional at extra cost.



Viking OF MINNEAPOLIS®
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DIVISION OF THE TELEX CORPORATION

Tape recorder manufacturers are beginning to pay particular attention to how machines look in addition to the way they sound. There's a slight, but noticeable trend toward getting out of the luggage business and into the manure. For one thing, the tape recorder manufacturers are beginning to realize that the average machine does precious little traveling. For another, if the recorder is going to be used to its full potential it must look somewhat more inviting and less complex than a jet plane instrument panel. Styling suitable for the home is not the only trend. Some manufacturers are turning their attention to cartridge loading recorders for the home. In a few cases, it results in a smaller, less imposing instrument and a few are simple enough for any child to operate.

And, of course, tape is on wheels. The latest Detroit status accessory is the cartridge loading tape player fitting snugly in or under the dash... or slightly more... to cruise along America's turnpikes with the sound of your favorite music (mostly light at the moment) without the jarring interruption of radio commercials.

Operating the auto tape player may be somewhat easier than buying one. Most machines are designed for either four-track fidelity, cartridge or eight-track Lear Jet or Orr-Tronic cartridges. In addition, North American Phillips Co. (Norelco) has introduced its own concept of the cartridge. Basically, the Fidelitypac, Lear Jet and Orr-Tronic cartridges are self-rewinding. Machines using them operate at 3 1/2 ips. Some progress has been made toward simplifying the buyer's problem with the introduction of playback units accepting both four (Fidelipac) and eight-track (Lear Jet) cartridges. Norelco's cartridge is smaller, flatter and of reel-to-reel design. Recorders for the Norelco cartridge operate at 1 1/2 ips.

Video tape recording may soon be an important factor in the tape enthusiast's thinking. In addition to the machines listed in this year's Top Ten Market Guide, General Electric Co. plans to market a machine soon with prices starting at \$850. There will be others too. Sony Corporation of America has shown a portable machine that will get video recording out of the living room and into the back yard, arena and picnic area.

Battery-operated audio tape machines have shown tremendous progress too. Reel size on at least one unit is a healthy 7 in. In addition, several stereo machines are available. Cartridge use is on the increase in battery portable design. Now for this year's guide.

You'll probably notice that we've abandoned cps (cycles per second) in favor of the new symbol Hz, an abbreviation of the name of the nineteenth century physicist Heinrich Hertz, who contributed much to our knowledge of electromagnetic wave propagation. It instead of cps has been adopted internationally and is now used by the U.S. Government's National Bureau of Standards and by the standards committee of the Institute of High Fidelity.

Since we've noted reel size for AC machines only when it differs from 7 in. However, we've added a reel size category for battery portables. This should help you fit a machine more easily to your particular needs.

All information contained in this guide was supplied by manufacturers and distributors. We therefore cannot assume responsibility for inaccuracies. —MYRON A. MATZKIN

AC Operated Recorders

AIWA TP-705

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—not available. Indicator—meter. Weight—11 lb. Other features—self-contained carrying case; 5 in. reel size; one low level and one high level input; external speaker output and one built-in speaker. Price—\$89.95.

AIWA TP-1002

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Reel size—5 in. Record—4-track stereo. Playback—4-track stereo. Frequency response—not available. Indicator—meter. Weight—10 1/2 lb. Other features—powered by four D-cells, or AC; one low level and one high level input per channel; external speaker outputs; and one built-in and one detachable speaker. Price—\$109.95.

AIWA TP-801

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—not available. Indicator—magic eye. Weight—17 lb. Other features—self-contained carrying case; low level input; earphone output; and one built-in speaker. Price—\$109.95.

AIWA TP-719

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—two. Motors—one. Reel size—7 in. Record—2-track mono. Playback—2-track mono. Frequency response—not available. Indicator—meter. Weight—15 lb. 8 oz. Other features—powered by eight D-cells, AC or 12-volt car battery; one low level and one high level input; external speaker output; and one built-in speaker. Price—\$123.95.



AIWA
TP-1001

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—two. Motors—one. Record—2 and 4-track mono and 2 and 4-track stereo. Playback—full and 2 and 4-track mono and 2 and 4-track stereo. Frequency response—70-15,000 Hz. Indicators—two meters. Weight—26 1/2 lb. Other features—self-contained carrying case; one low level and one high level input channel; one external speaker output; and two built-in speakers. Price—\$249.95.



AMPEX 800 SERIES

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—full, 2 and 4-track mono and 2 and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—37 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one extension speaker output per channel; head-phone output; and two speakers in split carrying case cover. Price—\$289.95. In walnut cabinet, \$299.95; deck with record and playback preamps only, \$249.95.



AMPEX
1100
SERIES

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—full, 2 and 4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—37 lb. Other features—two meters; self-contained carrying case; one low level and one high level input; automatic tape threading; automatic reverse playback; speakers are separate. Price—\$499.95. In walnut cabinet, \$479.95; deck with record and playback preamps only, \$379.95.

AMPEX 2100 SERIES

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—four. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—30-18,000 Hz. Indicators—self-contained carrying case; one low level and one high level input per channel; one preamp and one speaker output per channel; record and playback in both directions; automatic threading; and separate speakers. Price—\$349.95. In walnut cabinet, \$373.95; deck with record and playback preamps only, \$473.95.

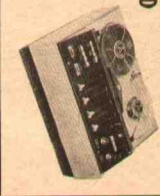
AMPEX 985

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—full, 2 and 4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—68 lb. Other features—12-track recorder and AM/FM multiple tuner combination

wait cabinet; two low level inputs and one right level input per channel; bi-directional playback with automatic reverse. Price—\$599.95.

RECORD

2000



Tape speeds—1½, 3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo (optional 2-track mono and stereo). Playback—4-track mono and 4-track stereo. Frequency response—40-15,000 Hz. Indicators—two meters. Weight—18 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one speaker output per channel; stereo headphone output; sound-with-sound; automatic shutoff; and two speakers in detachable carrying case covers. Price—\$239.95.

CHANNEL MASTER 6431

Tape speeds—3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—30-20,000 Hz. Indicators—two meters. Weight—35 lb. Other features—deck with record and playback controls only; one low level and two high level inputs per channel; one preamp and one head-amp output per channel; sound-on-sound; echo effects; built-in meter and monitoring. Price—\$389.95.

BRYAN MODEL TK-7

Tape speeds—1½, 3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—80-15,000 Hz. Indicators—two meters. Weight—27 lb. Other features—self-contained carrying case; two low level and two high level inputs per channel; one preamp and one external speaker output per channel; monitoring; on/off speaker switch; automatic stop; and two built-in speakers. Price—\$149.95.

CHANNEL MASTER 6430

Tape speeds—3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—28 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one speaker output per channel; stereo headphone output; sound-with-sound; automatic shutoff; and two speakers in detachable carrying case covers. Price—\$239.95.

CHANNEL MASTER 6431

Tape speeds—3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-

track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—18 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one speaker output per channel; and stereo headphone jack. Price—\$199.95.

CHANNEL MASTER 6548

Tape speeds—1½, 3¼ and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—150-12,000 Hz. Indicators—magic eye. Weight—17½ lb. Other features—self-contained carrying case; one low level and one high level input; extension speaker output; automatic level control; monitoring and built-in speaker. Price—\$159.95.

CHANNEL MASTER 6465

Tape speeds—3¼ and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—150-10,000 Hz. Indicator—meter. Weight—11.9 lb. Other features—self-contained carrying case; one low level and one high level input per channel; extension speaker output; automatic level control and one built-in speaker. Price—\$119.95.

CIPHER II

Tape speeds—3¼ and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Indicator—meter. Weight—100-10,000 Hz. Indicator—meter. Weight—17 lb. Other features—self-contained carrying case; one low level and one high level input; monitor earphone and external speaker inputs; pause control; and built-in speaker. Price—\$109.95.

CIPHER 77

Tape speeds—1½, 3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—35-15,000 Hz. Indicators—two meters. Weight—36.7 lb. Other features—self-contained carrying case; three low level inputs; preamp; external speaker outputs; automatic cutoff; speakers built into split carrying case cover. Price—\$249.95.



CIPHER 98

Tape speeds—1½, 3¼ and 7½ ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—35-15,000 Hz. Indicators—2 meters. Weight—36.7 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp; one external speaker output; one headphone output per channel; automatic cutoff; sound-on-sound; sound-with-sound; speakers in wing carrying case covers. Price—\$350.

CIPHER 300

Tape speeds—1½, 3¼ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-13,000 Hz. Indicator—two meters. Weight—38 lb. Other features—self-contained carrying case; two low level and two high level inputs per channel; preamp output; two built-in speakers. Price—\$169.95.

COLUMBIA MASTERWORK MODEL M-800

Tape speeds—1½, 3¼, and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—200-9,000 Hz. Indicator—meter. Weight—22 lb. Other features—self-contained carrying case; one low level input; external speaker output; and built-in speaker. Price—\$99.95.

CONCERTONE 803

Tape speeds—3¼ and 7½ ips. Heads—3 + 3. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—30-18,000 Hz. Indicators—two meters. Weight—57 lb. Other features—self-contained carrying case; monitor amplifiers; one low level and one high level input per channel; monitoring; sound-on-sound; automatic reverse and two built-in monitoring speakers. Price—\$519.95.

CONCERTONE 804A

Tape speeds—3¼ and 7½ ips. Heads—3 + 3. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—30-18,000 Hz. Indicators—two meters. Weight—47 lb. Other features—deck with recording and playback preamps only; one low level and one high level input per channel; one preamp output per channel; monitoring; automatic reverse and sound-on-sound. Price—\$499.95.



CONCERTONE 815

Tape speeds—3¼ and 7½ ips. Heads—3 + 3. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—20-20,000 Hz. Indicators—two meters. Weight—62 lb. Other features—self-contained carrying case; one low level and three high level inputs per channel; preamp headphone and extension speaker outputs; sound-on-sound; echo effects; monitoring; automatic reverse and two external speakers. Price—\$599.95.

CONCORD 220

Tape speeds—1½, 3¼ and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—40-15,000 Hz. Indicator—magic eye. Weight

We kid you not.

SJB offers immediate delivery with the widest line of autasonic tape players: compatible 4 plus 8 track, 4 track only, 8 track only, permanent installation and no installation (portamount) units, home units... all available with FM tuners.

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—22 lb. Other features — self-contained carrying case, one low level and one high level input; and one built-in speaker. Price — \$149.95.

CONCORD 444

Tape speeds — 1½, 3½, and 7½ ips. Heads — three. Motors — one. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 50-15,000 Hz. Indicators — two neon lights. Weight — 30 lb. Other features — self-contained carrying case, one low level and one high level input per channel; one preamp and one external speaker output per channel; amplifier; sound-with-er control; Trans-A-Track, and one built-in speaker and one detachable carrying case cover. Price — Under \$199.95.

CONCORD 700

Tape speeds — 1½, 3½, and 7½ ips. Heads — two. Motors — one. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 50-15,000 Hz. Indicators — one meter. Weight — 30 lb. Other features — one low level and one high level input per channel; one preamp, one stereo headphone and one extension speaker output per channel; automatic shut-off; Trans-A-Track recording; and two detachable speakers. Price — Under \$250.



CONCORD 716

Tape speeds — 1½, 3½, and 7½ ips. Heads — four. Motors — one. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 30-20,000 Hz. Indicators — two meters. Weight — 40 lb. Other features — self-contained carrying case, one low level and one high level input per channel; one low level and one high level input per channel; one stereo headphone, and one external speaker output per channel; automatic reverse record and playback; automatic shut-off; Trans-A-Track; sound with sound; and two extension speakers in split carrying case cover. Price — Under \$350. Model 727, two heads, no reverse record and playback, under \$300.

CRAIG C516

Tape speeds — 3¼ ips. Heads — one. Motors — one. Record — 4-track stereo. Playback — 4-track stereo. Frequency response — 75-13,000 Hz. Indicators — two meters. Weight — 51 lb. Other features — wood base, uses Felipack cartridges; one high level and one low level input per channel; extension speaker outputs. Price — \$229.95.

CRAIG 910

Tape speeds — 3¼, and 7½ ips. Heads — two. Motors — one. Record — 4-track mono and 4-track stereo. Frequency response — 50-15,000 Hz. Indicator — meter. Weight — 26 lb. Other features — self-contained carrying case, one high level and one low level input per channel;

external speaker; headphone outputs; sound on sound; and two built-in speakers. Price — \$179.95.

CROWN S701

Tape speeds — 3¼, 7½, and 15 ips. Heads — three. Motors — three. Record — full track mono and 4-track stereo. Playback — full track mono and 4-track stereo. Frequency response — 50-30,000 Hz. Indicator — meter. Weight — 42 lb. Other features — 10-in. reel size; deck with record and playback preamps only; one low level (50 or 250-ohm optional) and one high level (5K bridging optional) remote control and headphone outputs; optional remote control. Price — \$1,025.

CROWN S7124

Tape speeds — 1½, 3¼, and 7½ ips. Heads — three. Motors — three. Record — 4-track mono and 4-track stereo. Playback — full, 2 and 4-track mono and 2, and 4-track stereo. Frequency response — 30-25,000 Hz. Indicator — two meters. Weight — 46 lb. Other features — 10-in. reel size; deck with record and playback preamps only; two low level (optional) and two high level inputs (optional 50 or 250-ohm balanced microphone inputs optional on two or four inputs); optional on-off remote control; built-in mixer; plug-in circuit modules; front panel headphone outputs. Price — \$1,240.



CROWN S822

Tape speeds — 3¼, 7½, and 15 ips. Heads — three. Motors — three. Record — 2-track mono and 2-track stereo. Playback — full and 2-track mono and 2-track stereo. Frequency response — 50-30,000 Hz. Indicators — two meters. Weight — 50 lb. Other features — 10-in. reel size; deck with record and playback preamps only; two low level and two high level inputs per channel; optional 50 or 250-ohm balanced microphone inputs on two or four inputs; plug-in circuit modules; optional remote control; built-in mixer; Optional + 18DBM balanced output. Price — \$1,440.

CROWN SXT24

Tape speeds — 1½, 3¼, and 7½ ips. Heads — three. Motors — three. Record — 4-track mono and 4-track stereo. Playback — full, 2 and 4-track mono and 2 and 4-track stereo. Frequency response — 30-25,000 Hz. Indicators — two meters. Weight — 44 lb. Other features — 10-in. reel size; deck with recording and playback preamps only; two low level and one high level inputs per channel; one preamp output per channel; optional on-off remote control; one stereo headphone output per channel. Price — \$975.

DELMONICO PTR 55A

Tape speeds — 3¼ and 7½ ips. Heads — two. Motors — one. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 50-12,000 Hz. Indicator — two meters. Weight — 38 lb.

Other features — self-contained carrying case, one low level and one high level input per channel; one remote speaker output per channel; and two speakers in split carrying case covers. Price — \$135.

EICO RP 100

Tape speeds — 3¼ and 7½ ips. Heads — three. Motors — three. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 25-18,000 Hz. Indicators — two meters. Weight — 48 lb. Other features — deck with preamps; one low level and one high level input per channel; one preamp and headphone output per channel; sound-on-sound. Price — In semi. Kit form, \$239.95; wired, \$450.

EMERSON S533

Tape speeds — 15/16, 1½, 3¼, and 7½ ips. Heads — two. Motors — one. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 35-18,000 Hz. Indicator — one meter (switched). Weight — not available. Other features — one low level and one high level input per channel; sound-on-sound; and two built-in speakers. Price — \$139.95.

EMERSON M516

Tape speeds — 15/16, 1½, 3¼, and 7½ ips. Heads — one. Motors — one. Record — 2-track mono. Playback — 2-track mono. Frequency response — 50-12,000 Hz. Indicator — meter. Weight — 23 lb. Other features — one high level input and two built-in speakers. Price — \$129.95.

EMERSON MM517

Tape speeds — 15/16, 1½, 3¼, and 7½ ips. Heads — one. Motors — one. Record — 2-track mono. Playback — 2-track mono. Frequency response — 50-12,000 Hz. Indicator — meter. Weight — 13 lb. Other features — self-contained carrying case; one low level input; extension speaker output; remote control; voice-activated operation and one built-in speaker. Price — \$289.95.

GELSO 6 A/10

Tape speeds — 15/16, 1½, and 3¼ ips. Heads — two. Motors — one. Reel size — 3 in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 50-12,000 Hz. Indicator — meter. Weight — 13 lb. Other features — self-contained carrying case; one low level input; extension speaker output; remote control; voice-activated operation and one built-in speaker. Price — \$289.95.

GELSO 6 S40

Tape speed — 1½ ips. Heads — two. Motors — one. Record — 2-track mono. Playback — 2-track mono. Frequency response — 80-5,000 Hz. Indicator — meter. Weight — 6 lb. Other features — self-contained carrying case; one low level and one high level input; preamp and external speaker outputs; remote control and one built-in speaker. Price — \$149.95.

GRUNDIG TK 340

Tape speeds — 1½, 3¼, and 7½ ips. Heads — three. Motors — one. Record — 4-track mono and 4-track stereo. Frequency response — 40-18,000 Hz. Indicators — two magic eyes. Weight — 37½ lb. Other features — self-contained carrying case; two high level inputs per channel; one preamp and one external output per channel.

THE GROUND

Meet the most imitated tape recorders in the world. See how Norelco sets the style, sound and innovations in tape recording.

Compact Cassette

Carry-Corder™ 150. Cassette loading cordless. Up to 90 minutes' high quality recording/Playback. Features: 60-minute dynamic drive and constant speed motor, 80-10,000 cps. Comes with pre-recorded tape cassette, dynamic microphone, fitted carrying case, patch cord. 3 lbs.



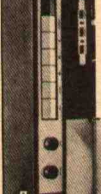
Continental 4450. Stereo mono/record/playback.

4 track. 60 and 90 minute compact cassette. Automatic Playback. Solid state. 2 satellite speakers in matching teak cabinets. Stereo record level control, tone, balance and loudness controls. 60-10,000 cps. Public address system. 10 meter, digital display. Speakers separate. 8 lbs. less speakers.



Continental 3300. Solid state compact cassette loading...

2 track, mono record/playback up to 90 minutes playing time. Frequency response 60-10,000 cps. Electrodynamic omnidirectional microphone. Digital counter, volume, automatic sound deflector. Lustron teakwood cabinet. 8½ lbs.



Reel-to-Reel



Continental 201. 2 speed (3¼, 7½ ips) 4 track mono record/stereo playback. Frequency response 60-16,000 cps. Automatic recording control. Public address system. Monitoring jack. Pause control. Stereo output. High quality impedance microphone. 2-tone wooden case. 18 lbs.



Continental 420. 3 speed (7½, 3¼, 1½ ips) 4 track stereo mono/record/playback. Frequency response 40-18,000 cps. Self-contained. Mixing parallel play, duopoly, stereo microphone. Balanced stereo controls. Monitoring facilities. Public address system. Teakwood cabinet. 22 lbs.



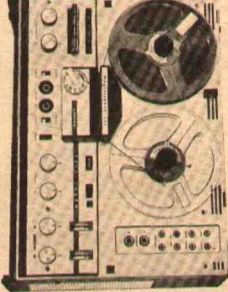
The Norelco Group is a line-up of professional quality tape recorders. From convenient compact cassette models to reel-to-reel models. Every kind, every price — and all with that famous Norelco quality. Membership within the group is the price of a Norelco recorder and the satisfaction you'll get from owning one.

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Dynamic Recorders by TELEFUNKEN



... the name for finer quality in tape recorders for the professional. This full stereo tape recorder has two speeds, 40-18,000 frequency, mixing facility for studio effects; takes up to 7" reels and plays up to 12 hours. Plays in either vertical or horizontal position, with all controls conveniently up front. Handsome walnut cabinetry completes this TELEFUNKEN masterpiece.



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Magnetophon 301, the new favorite, fully transistorized compact portable, precision engineered. Only 7 1/2 lbs. without batteries—3 x 10 1/2" x 11 1/2" x 3 1/2" with. Up to 12 hours recording time. 40-18,000 Hz. with easy-access controls. 3 standard reeling speeds, 300 up to 18,000 cps. Standard 1/4" x 3 1/2" speaker. 7 remote microphone outlets. Operates on electrical outlet with optional AC adaptor-battery charger. All purpose!

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48-50 34th St. Long Island City, N.Y. 11101
Telefunken Sales & Service Headquarters for over a decade

Proper Care: Key to Long Tape Life

Some tape recorder users may spend hours producing a tape yet casually toss the finished product, unprotected, into a desk drawer or closet. There the tape remains for weeks, months, years, gathering dust and dirt—pushed aside, partially unwound and mangled as various people poke around in the drawer or closet. Then suddenly one day the tape is played. The sound is an assault on the audience's ears.

High heat and low humidity are two of acetate based tape's worst enemies. The tape can become extremely brittle. Play it and watch it break in so many places that it will become unusable. If you suspect a tape has been subjected to such extreme temperature and humidity ranges, store the tape under proper conditions first. A dried out tape may recover by drawing moisture from the air—just as overly dried wood is best. If you know that the temperature and humidity where the tape is stored vary greatly, use preservative methods. Store the tape in sealed metal cans.

Charles G. Westcott and Richard F. Dubbe, in their book "Tape Recorders, How They Work," recommend loose spooling on reels for tapes that you plan to store for an extended period of time. Keeping the tape loose helps to prevent damage by constant changes in humidity which cause tape to contract and expand. Before using the tape, rewind it tightly through a recorder. With polyester base tapes, of course, you have fewer heat and humidity storage problems.

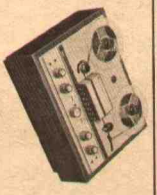
Print-through, another enemy of good tape sound, can occur during tape storage. Sound from one layer of tape "prints through" to the next, producing an echo effect or repeating of sound when you play the tape. In some cases you won't hear the print-through—particularly if you use only the amplifiers and speakers in your tape recorder to play the tape. You may hear it, however, if you hook your recorder to a high fidelity system, with its lower inherent noise level.

You can to a great extent eliminate the danger of print-through by using a polyester base tape which is less subject to print-through noises than the acetate base tapes. Many tape manufacturers have also developed several low noise tapes that go a long way toward eliminating the problem. In addition, periodic playing of your tape—or simply winding them from one reel to another—helps to prevent excessive print-through buildup.

Add leader to both leading and trailing edges of recorded tape. This guards against loss of sound at the start and end of a tape because of accidental breaks.

Finally, don't use ordinary cellulose tape to splice sound tapes. The binding agent may bleed around the edges of the splice and eventually work into capacitor, drive wheels and sound heads. Use regular sound splicing tape and either a splicing block or splicing machine. The cost is nominal and the savings high in valuable tape.

nel; sound on sound; sound-with-sound; echo effects; and two built-in speakers. Price—\$299.50.



HEATHKIT MAGNECORD AD-16

Tape speeds—3 1/2 and 7 1/2 ips. Heads—three. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—45-18,000 Hz. Indicators—two meters. Weight—35 lb. Other features—Kit version of the Magnecord 1000; deck with preamps only; one low level and one high level input per channel; one preamp and one headphone output per channel; sound on sound; sound with sound and echo effects. Price—\$414.

KNIGHT KM4450

Tape speeds—3 1/2 and 7 1/2 ips. Heads—three. Motors—two. Record—4-track mono and 4-track stereo. Frequency response—50-18,000 Hz. Indicators—two meters. Weight—30 lb. Other features—deck with record and playback preamps only; 2 high level and 2 low level inputs per channel; sound on sound; echo effects; mixing facilities; 6 function indicator lights. Price—\$299.50. (Available with electronics section in kit form. Viking transport. KN 415; \$249.95).

KORTING TR 4000

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—two. Motors—two. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—30-20,000 Hz. Indicators—two magic eyes. Weight—33 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one tape head, one preamp and one speaker output per channel; stereo headphone output; European type radio input; echo effects; sound on sound; sound with sound; remote control provision; and two built-in speakers. Price—\$399.95.

LA BELLE MAESTRO III

Tape speeds—3 1/2 and 7 1/2 ips. Heads—one. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—50-15,000 Hz. Indicators—two neon lights (one for normal level, one for overload). Weight—28 lb. Other features—self-contained carrying case; two high level inputs; preamp and external speaker outputs; slide selector switch; speaker built into carrying case cover. Price—\$375.

LAVAYETTE RK-815

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-

Who would you put in the box?



"Dizzy"?



Shakespeare?



Beethoven?



Uncle Louis singing "Danny Boy"?

Build a world of your own on Scotch Magnetic Tape

Whatever your listening preference... "Scotch" Brand "Dynamange" Tape helps you create a new world of sound. Delivers true, clear, faithful reproduction across the entire sound range. Makes all music come clearer... cuts background noise... gives you fidelity you didn't know your recorder had.

Best of all, "Dynamange" is so sensitive it gives you the same full fidelity at a slow



3 1/2 speed that you ordinarily expect only at 7 1/2 ips. Lets you record twice the music per foot! The result? You use less tape... save 25% or more in costs! Lifetime silicone lubrication protects against head wear, assures smooth tape travel. Ask your dealer for a free "Scotch" Brand "Dynamange" Tape demonstration.

Magnetic Products Division **3M**
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0 Hz. Indicator—one meter (switched).
 15 lb. Other features—self-contained
 ing case; one low level and one high level
 per channel; one extension speaker output
 per channel; sound-with-sound; sound-on-sound;
 two built-in speakers. Price—\$129.95.

AVETTE RK-820

speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads
 —one. Record—4-track mono and
 4-track stereo. Playback—4-track mono
 and 4-track stereo. Frequency response—40-
 10,000 Hz. Indicators—two meters. Weight—
 22 lb. Other features—deck with record and
 playback premix only; one low level and one
 high level input per channel; one preamp output
 per channel; sound-with-sound; and sound-on-
 sound. Price—\$109.95.

AVETTE RK-830

speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads
 —one. Record—4-track mono and
 4-track stereo. Playback—4-track mono
 and 4-track stereo. Frequency response—40-
 10,000 Hz. Indicators—two meters. Weight—
 22 lb. Other features—deck with record and
 playback premix only; one low level and one
 high level input per channel; one preamp output
 per channel; sound-with-sound; and sound-on-
 sound. Price—\$109.95.

AVETTE RK-840

speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads
 —one. Record—4-track mono and
 4-track stereo. Playback—4-track mono
 and 4-track stereo. Frequency response—40-
 10,000 Hz. Indicators—two meters. Weight—
 22 lb. Other features—self-contained carrying
 case; one low level and one high level input
 per channel; one external speaker output per
 channel; stereo headphone output; automatic
 shut-off; and two built-in speakers. Price—
 \$129.95.

AVETTE RK-860

speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads
 —one. Record—4-track mono and
 4-track stereo. Playback—4-track mono and
 4-track stereo. Frequency response—30-22,000
 Hz. Indicators—two meters. Weight—22 lb.
 Other features—self-contained carrying case;
 features—self-contained carrying case;
 one low level and one high level input per chan-
 nel; one preamp and one speaker output per
 channel; sound-with-sound; sound-on-sound;
 automatic shut-off; and two built-in speakers.
 Price—\$219.95.

AVETTE RK-880

speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads
 —one. Record—4-track mono and
 4-track stereo. Playback—4-track mono and
 4-track stereo. Frequency response—30-22,000
 Hz. Indicators—two meters. Weight—22 lb.
 Other features—deck with record and playback
 premix only; two low level and one high level
 input per channel; one preamp output per chan-
 nel; stereo headphone output; sound-with-sound;
 sound-on-sound; and automatic shut-off. Price—
 \$219.95.

RECORD 1020

speeds—3 1/2 and 7 1/2 ips. Heads—three.
 Motors—two. Record—4-track mono and 4-
 track stereo. Playback—4-track mono and 4-
 track stereo. Frequency response—30-22,000
 Hz. Indicators—two meters. Weight—22 lb.
 Other features—deck with record and playback
 premix only; two low level and one high level
 input per channel; one preamp output per chan-
 nel; stereo headphone output; sound-with-sound;
 sound-on-sound; and automatic shut-off. Price—
 \$219.95.

track stereo. Playback—full 4-track mono and
 4-track stereo. Frequency response—45-18,000
 Hz. Indicators—two meters. Weight—35 lb.
 Other features—deck with record and playback
 premix only; 8 1/2 in. reel size; one low level
 and one high level input per channel; one pre-
 amp and one headphone output per channel;
 and automatic shut-off. Price—\$570.

MAGNECORD 1024

Tape speeds—3 1/2 and 7 1/2 ips. Heads—three.
 Motors—three. Record—4-track mono and
 4-track stereo. Playback—full and 2 and 4-
 track mono and 4-track stereo. Frequency re-
 sponse—45-18,000 Hz. Indicators—two me-
 ters. Weight—48 lb. Other features—deck
 with record and playback premix only; 8 1/2 in.
 reel size; two high level and one low level
 input per channel; one preamp output per
 channel; headphone output; built-in mixer; moni-
 toring; and automatic shut-off. Price—\$648.

MAYFAIR 1020 B

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two.
 Motors—one. Record—2-track mono. Play-
 back—2-track mono. Frequency response—
 200-8,000 Hz. Indicator—meter. Weight—19 1/2
 lb. Other features—self-contained carrying
 case; one low level and one high level input;
 monitor and extension speaker outputs; and
 built-in speaker. Price—\$99.95.



Tape speeds—3 1/2 and 7 1/2 (1 1/2 and 15 op-
 tional) ips. Heads—three. Motors—one. Re-
 cord—4-track mono and 4-track stereo. Fre-
 quency response—30-18,000 Hz. Indicators—
 two meters. Weight—35 1/2 lb. Other features—
 deck with record and playback premix
 only; 10 1/2-in. reels; one low level and one
 high level input per channel; one preamp out-
 put per channel; stereo headset output; sound-
 on-sound; and mixing. Price—750. Also avail-
 able: TX10-2, a 2-track stereo machine, \$750.
 Either unit, with 7 1/2 and 15 ips. \$825.

NORELCO 95

Tape speeds—3 1/2 ips. Heads—two. Motors
 —one. Record—2-track mono. Playback—2-
 track mono. Frequency response—80-12,000
 Hz. Indicator—meter. Weight—12 lb. Other
 features—self-contained carrying case; one low
 level and one high level input; preamp and
 radio output; and one built-in speaker. Price—
 \$179.95.

NORELCO 201

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two.
 Motors—one. Record—4-track mono. Play-
 back—4-track mono. Frequency response—60-
 16,000 Hz. Indicator—magic eye. Weight—
 18 lb. Other features—self-contained carrying
 case; one low level and one high level input;

preamp, sound head speaker and headphone
 outputs; and built-in speaker. Price—\$149.95.

NORELCO 350

Tape speeds—1 1/2 ips. Heads—two. Motors
 —one. Record—2-track mono. Playback—
 2-track mono. Frequency response—60-10,000
 Hz. Indicator—meter. Weight—8.3 lb. Other
 features—uses Norelco cartridge; one low level
 and one high level input; preamp output; auto-
 matic recording level control. Price—\$130.

NORELCO 420

Tape speeds—1 1/2, 3 1/2, and 7 1/2 ips. Heads
 —two. Motors—one. Record—4-track mono
 and 4-track stereo. Playback—4-track mono
 and 4-track stereo. Frequency response—40-
 18,000 Hz. Indicator—one magic eye. Weight—
 22 lb. Other features—teakwood cabinet;
 one low level and one high level input per chan-
 nel; one preamp and one external speaker out-
 put per channel; stereo headphone output; and
 one speaker built into cover and one built into
 machine. Price—\$239.50.

NORELCO 445

Tape speeds—1 1/2 ips. Heads—two. Motors
 —one. Record—4-track stereo. Playback—
 4-track stereo. Frequency response—60-12,000
 Hz. Indicators—two meters. Weight—8.3 lb.
 Other features—uses Norelco cartridge; deck
 with record and playback premix only; one
 low level and one high level input per channel;
 and one preamp output per channel. Price—
 \$130.



Tape speeds—1 1/2 ips. Heads—two. Motors
 —one. Record—4-track stereo. Playback—
 4-track stereo. Frequency response—60-12,000
 Hz. Indicators—two meters. Weight—8.3 lb.
 Other features—uses Norelco cartridge; one
 low level and one high level input per channel;
 one speaker built into cover and one built into
 separate speakers. Price—\$190.

OKI 222

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two.
 Motors—one. Record—4-track mono. Play-
 back—4-track mono and 4-track stereo (with
 external preamplifier and amplifier). Frequency
 response—50-15,000 Hz. Indicator—meter.
 Weight—15 1/2 lb. Other features—self-con-
 tained carrying case; one low level and one high
 level input per channel; preamp and one tape
 head output per channel; sound-on-sound;
 sound-with-sound; and one built-in speaker.
 Price—\$179.95.

OKI 300

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two.
 Motors—one. Record—4-track mono and 4-
 track stereo. Playback—4-track mono and 4-
 track stereo. Frequency response—30-22,000
 Hz. Indicators—two meters. Weight—22 lb.
 Other features—self-contained carrying case;
 features—self-contained carrying case;
 one low level and one high level input per chan-
 nel; one preamp and one speaker output per
 channel; sound-with-sound; sound-on-sound;
 automatic shut-off; and two built-in speakers.
 Price—\$219.95.



**Now instant
 movies in sound
 start at \$695.**

The new Sony Videocorder deck (model CV-2000D) is both compact and versatile. It's also quite reasonably priced, \$695. It's just like current Sony Videocorder models, but without the built-in TV monitor. Using a separate monitor or TV set, you can tape selected TV programs off-the-air. Add the optional Sony TV camera and you can tape "live" action in sight and sound. Play back your tape, and you'll see instant movies in sound.

This new deck is small enough to fit on a bookshelf, as a part of your hi-fi component system. Light enough (only 44 lbs.) to take wherever you want it to perform. Adaptable enough to use with any TV monitor, small or large screen (the new Sony 8"-inch and 22"-inch receiver/monitors are perfect mates). It can be adapted to work with most home TV sets. Handsome too, in walnut-finish cabinet.

Looking for a Videocorder with its own built-in monitor? Then meet the rest of the Sony Videocorder Family. TCY-2010 complete in its own carrying case, \$995. The TCY-2020, hand-some gilt-finish walnut cabinet and with built-in timer to auto-matically tape TV programs while you're away, \$1150. For taping "live" action, there is the Video Camera Ensemble VCC-2000 (camera, elevator tripod, microphone) at \$350. For an unforgettable demonstration visit your Sony Video-corder dealer today. For free 16-page booklet, write:

SONY
 Corp. of America, 47-37 Van Dam St.,
 Long Island City, N.Y. 11101 Dept. H

*Additional measurements. The Videocorder is not to be used to record copyrighted material. Sony and Videocorder are registered trademarks of the Sony Corp. All prices suggested retail.

Other features—two level and two high level inputs per channel; one preamp and one external speaker output per channel; sound-on-sound; automatic shut-off; automatic monitoring; and two separate speakers in hinged doors. Price—\$279.95.

PANASONIC RS-7555

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Frequency response—60-15,000 Hz. Indicators—two meters. Weight—27 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one external speaker output per channel; sound-on-sound; sound-with-sound monitoring; and two built-in speakers. Price—\$199.95.



PANASONIC RS 780

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—four. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-18,000 Hz. Indicators—two meters. Weight—45 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one external speaker output per channel; stereo headphone output; automatic reverse; repeat and select; sound-on-sound; sound-with-sound; and two speakers in split carrying case covers. Price—\$349.95.

RCA VICTOR YHB 22

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Record—4-track mono. Playback—4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—18 1/2 lb. Other features—self-contained carrying case; uses 4-track cartridge; one low level and one high level input; and one built-in speaker. Price—\$99.95.

RCA VICTOR YHB 26

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Record—4-track mono. Playback—4-track mono. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—18 1/2 lb. Other features—self-contained carrying case; uses 4-track cartridge; one low level and one high level input; remote control; ear phone output; and one built-in speaker. Price—\$129.95.

RCA VICTOR MHC 60

Tape speeds—3 1/2 ips. Heads—one. Motors—one. Record—4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—10 lb. Other features—uses 8-track Lear cartridge; playback unit with preamps only (designed for use with existing music system); one preamp output per channel. Price—\$89.95.

RCA VICTOR MHC 74

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-

track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—one meter. Weight—17 lb. Other features—deck with record and playback preamps only; uses 4-track cartridge; one low level and one high level input per channel; one preamp output per channel; and sound-with-sound. Price—\$169.95.

RCA VICTOR YHD 38

Tape speeds—3 1/2 ips. Heads—one. Motors—one. Playback—8-track stereo. Frequency response—50-10,000 Hz. Indicator—none. Weight—22 lb. Other features—uses 8-track Lear cartridge; playback unit only; two built-in speakers. Price—\$149.99.

RCA VICTOR YHD 42

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicator—one meter. Weight—29 lb. Other features—self-contained carrying case; uses 4-track cartridge; one low level and one high level input per channel; one preamp and one speaker output per channel; stereo headphone output; sound-with-sound; and two speakers in split covers. Price—\$149.95.

RCA VICTOR YHG 44

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicator—one meter. Weight—32 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp output and one speaker output per channel; sound-with-sound; and two speakers in split carrying case cover. Price—\$299.95.

RCA VICTOR YHG 47

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicator—one meter. Weight—30 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp output and one speaker output per channel; sound-with-sound; and two speakers in split carrying case cover. Price—\$299.95.

RCA VICTOR MHG 75

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicator—one meter. Weight—20 lb. Other features—deck with record and playback preamps only; wood base; one low level and one high level input per channel; one preamp output per channel; and sound-with-sound. Price—\$199.95.

RCA VICTOR YHH 30

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—100-10,000 Hz. Indicator—meter. Weight—17 lb. Other features—self-contained carrying case; one low level and one high level output; pre-

amp, earphone and speaker outputs; automatic level control; and one built-in speaker. Price—\$99.95.

RCA VICTOR YHH 33

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono. Playback—4-track mono. Frequency response—50-15,000 Hz. Indicator—meter. Weight—23 lb. Other features—self-contained carrying case; one low level and one high level input; preamp output; and one built-in speaker. Price—\$199.95.

REVOX G-36

Tape speeds—3 1/2 and 7 1/2 ips. Heads—three. Motors—three. Record—4-track mono and 4-track stereo (2-track optional). Playback—4-track mono and 4-track stereo (2-track optional). Frequency response—60-18,000 Hz. Indicators—two meters. Weight—45 lb. Other features—deck with preamps and monitoring amplifier; two high level and one low level inputs per channel; one preamp output per channel; slide projector sync; hand and foot remote facilities; sound-on-sound; echo effects; one built-in monitoring speaker. Price—\$500.

ROBERTS 400X

Tape speeds—3 1/2 and 7 1/2 (15 optional) ips. Heads—four. Motors—three. Frequency response—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—25-22,000 Hz. Indicators—two meters. Weight—69 lb. Other features—self-contained carrying case. Cross field heads; one low level and one high level input per channel; one preamp and one external speaker output per channel; stereo headphone output; automatic reverse; repeat and select; sound-on-sound; sound-with-sound; echo effects; and two built-in speakers. Price—\$799.95.

ROBERTS 770X

Tape speeds—1 1/2, 3 1/2 and 7 1/2 (15 optional) ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-20,000 Hz. Indicators—two meters. Weight—49 lb. Other features—self-contained carrying case; cross field head; one low level and one high level input per channel; one preamp and one speaker output per channel; DIN input/output jack; phone/playback input; sound-on-sound; sound-with-sound; auto shut-off and two built-in speakers. Price—\$399.95.

ROBERTS 838

Tape speeds—3 1/2 ips. Heads—one. Motors—none. Playback—8-track stereo. Frequency response—not available. Indicator—none. Weight—14 lb. Other features—8-track stereo cartridge playback deck with preamps only. Price—\$99.95.

ROBERTS 1620

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000

Hz. Indicator—meter. Weight—25 lb. Other features—one high level and one low level input; pause lever; and two built-in speakers. Price—\$159.95.

ROBERTS 1630-8L

Tape speeds—1 1/2, 3 1/2 and 7 1/2 (15 optional) ips. Heads—three. Motors—one. Record—4 and 8-track mono and 4 and 8-track stereo. Playback—4 and 8-track mono and 4 and 8-track stereo. Frequency response—40-18,000 Hz. Indicator—one meter. (switched). Weight—39 lb. Other features—4-track reel to reel contained carrying case; one low level and one high level input per channel; one preamp and one extension speaker output; automatic shut-off; stereo headset output; automatic shut-off; remote control track selection on cartridges; and two built-in speakers. Price—\$389.95.



ROBERTS 1725-8L

ROBERTS 1725-8L

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo (also 8-track cartridge). Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—70 lb. Other features—self-contained carrying case; cross field head; one low level and one high level input per channel; one preamp, one external speaker output per channel; stereo headphone output; built-in m.m. and two built-in speakers. Price—\$599.95.

ROBERTS 7000RX

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—four. Motors—three. Record—4-track mono and 4-track stereo. Frequency response—25 to 22,000 Hz. Indicators—two meters. Weight—70 lb. Other features—10 1/2-in. reel; cross field head; one low level and one high level input per channel; one preamp, one external speaker output per channel; stereo headphone output; built-in m.m. and two built-in speakers. Price—\$599.95.

They know what a stereo tape recorder looks like. This one, they have to hear.

Next time you want to nail a tape recorder sale, turn on the Grundig TK 340. It's Grundig's table-top "sound studio" — a track, 3-speed stereo sweetheart with an irresistible bag of tricks. Echo effects, sound-on-sound, sound-with-sound, taps live, from radio, tape, discs, or (optional extra) telephonic response, 12 watts of audio power each channel. It sports a push-button controls, pause bar, monitor jack, automatic stop and dozens of other features. But don't say it, play it. Hear it is believing. Just give your customer an earful of the Grundig TK 340, and watch his eyes light up like dollar signs.



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10 Hz. Indicators—two meters. Weight—18 lb. Other features—self-contained carrying case; one low level and one high level input; stereo head output; external amplifier; and external speaker output; automatic reverse; play and fast; and two built-in speakers. Price—\$249.50.

SONY 350

Tape speeds—3½, and 7½ ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—20 lb. Other features—deck with record and playback preamps only; wood base; one low level and one high level input per channel; one preamp output per channel; uses low impedance (a.c. mikes); stereo headphone output; monitor; and automatic shutoff. Price—\$199.50.

SONY 530

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—38 lb. Other features—one low level and one high level input per channel; sound-on-sound; one speaker output per channel; sound-on-sound; two built-in speakers and two speakers in split case covers. Price—\$399.50.

SONY 660

Tape speeds—3½ and 7½ ips. Heads—four. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—55 lb. Other features—one low level and one high level input per channel; one preamp and one external speaker output per channel; stereo headphone output; sound-on-sound; automatic shutoff; and two built-in speakers and two external speakers in split case covers. Price—\$575.



SONY 777-2

Tape speeds—3½ and 7½ ips. Heads—three. Motors—three. Record—2-track mono and 2-track stereo. Playback—2 and 4-track mono and 2 and 4-track stereo. Frequency response—30-18,000 Hz. Indicators—two meters. Weight—43 lb. Other features—deck with preamps only; designed for use with SSA-777 amplifier/speaker combinations; one low level and one high level input per channel; one preamp and one high level input per channel; monitor; sound-on-sound; and remote control. Price—less than \$895. Model 777-4, 4-track mono and stereo record available.

SYMPHONIC R210

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono (with external amplifier). Frequency response

—50-15,000 Hz. Indicator—meter. Weight—18 lb. Other features—self-contained carrying case; one low level and one high level input; stereo head output for external amplifier; and external speaker output; and two built-in speakers. Price—\$139.95.

SYMPHONIC R600

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—27 lb. Other features—self-contained carrying case; one switched input per channel for either low or high level operation; one external speaker output per channel; and two built-in speakers. Price—\$199.95.

SYMPHONIC R800

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—32 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one stereo preamp output; one external speaker output per channel; stereo head phone output; sound-with-sound; and two built-in speakers. Price—\$259.95.



SYMPHONIC R1000

Tape speeds—3½ and 7½ ips. Heads—three. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—30-22,000 Hz. Indicators—two meters. Weight—67 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one speaker output per channel; stereo headset output; automatic shutoff; and two speakers in split carrying case covers. Price—\$549.95.

TANDBERG 12

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-16,000 Hz. Indicators—two magic eyes. Weight—23 lb. Other features—two low level and two high level inputs per channel; one preamp and one external speaker output per channel; stereo headphone output; and two built-in speakers. Price—\$498.

TANDBERG 64

Tape speeds—1½, 3½, and 7½ ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—3-track mono and 4-track stereo. Frequency response—50-

16,000 Hz. Indicators—two magic eyes. Weight—25 lb. Other features—deck, with record and playback preamps only; wood base; one low level and two high level inputs per channel; one preamp output per channel; stereo headphone output; sound-on-sound; and remote control. Price—\$498. Model 62, 2-track stereo version Model 65, 4-track playback deck only. Price—\$599.50.

TANDBERG 843

Tape speeds—1½ and 3½ ips. Heads—two. Motors—one. Record—4-track mono. Playback—4-track mono. Frequency response—40-10,000 Hz. Indicator—magic eye. Weight—20½ lb. Other features—wood base; one low level and one high level input; preamp; external speaker and headphone outputs; remote control; provision for slide sync addition; and built-in speaker. Price—\$245. Model 823, two-track model available.

TANDBERG 923

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—30-16,000 Hz. Indicator—magic eye. Weight—20½ lb. Other features—wood base one low level and one high level input; extension speaker output; and one built-in speaker. Price—\$273.

TELEFUNKEN MAGNETOPHON 200
Tape speed—3½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—60-13,000 Hz. Indicator—meter. Weight—21 lb. Other features—self-contained carrying case; two low level and one high level input; external speaker and preamp outputs and built-in speaker with cutoff switch. Price—\$149.95.

TELEFUNKEN MAGNETOPHON 203

Tape speeds—1½ and 3½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo (with external amplifier and speaker). Frequency response—40-15,000 Hz. Indicator—meter (switchable). Weight—21 lb. Other features—self-contained carrying case; two low level and one high level input per channel; one preamp, headphone output; one external speaker output; and one built-in speaker. Price—\$219.95.

TELEFUNKEN MAGNETOPHON 204 U

Tape speeds—3½ and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-18,000 Hz. Indicators—two meters. Weight—32 lb. Other features—two low level and one high level input per channel; one preamp; one external speaker and one headphone output per channel; sound-on-sound; sound-with-sound and two built-in speakers with cutoff switches. Price—\$329.95.

UHER 5000

Tape speeds—15/16, 1½ and 3½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—40-16,000 Hz. Indicator—one meter. Weight—17 lb. Other features—self-contained carry-

ing case; one low level and two high level inputs; headphone output; remote control; provision for voice actuated recording; provision for slide sync; and built-in speaker. Price—\$300.

UHER 6000

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—50-16,000 Hz. Indicator—one meter. Weight—13 lb. Other features—self-contained carrying case; two low level and one high level input; headphone output; provision for adding accessory slide sync; and one built-in speaker. Price—\$160.

UHER 7000D

Tape speeds—3½, and 7½ ips. Heads—two. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—one meter. Weight—16 lb. Other features—self-contained carrying case; one low level and two high level inputs per channel; one extension speaker output per channel; headphone output; two built-in speakers plus two extension speakers. Price—\$230.

UHER 8000

Tape speeds—15/16, 1½, 3½, and 7½ ips. Heads—four. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-20,000 Hz. Indicators—two meters. Weight—19 lb. Other features—self-contained carrying case; one low level and two high level inputs per channel; one preamp and one speaker output per channel; headphone output; slide sync; remote control; voice actuated recording; and two built-in speakers. Price—\$420.



UHER 9000

Tape speeds—3½ and 7½ ips. Heads—three. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-20,000 Hz. Indicators—two meters. Weight—22 lb. Other features—deck with record and playback preamps only; one low level and two high level inputs per channel; one preamp output per channel; remote control; adjustable damping playback; equalization selector. Price—\$400.

V.M. 777

Tape speeds—1½, 3½, and 7½ ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—50-15,000 Hz. Indicator—meter. Weight—28 lb. Other features—self-contained carrying case; one low level and one high level input; preamp and headphone output; monitoring; and built-in speaker. Price—\$169.95.

SAVE THIS GUIDE FOR A HANDY REFERENCE TO ALL TAPE MAKERS OF RECORDERS

M 728

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—three. Record—2-track mono. Frequency response—15,000 Hz. Indicator—mono. Weight—10 lb. Other features—one low level and one high level input; preamp output; headphones monitor; and external speaker output.

WEBCOR 2703

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—17 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp output per channel; one external speaker output; headphones monitor; sound-with-sound; automatic shut-off; and two built-in speakers. Price—\$109.95.

WEBCOR 2703

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—three. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—50-15,000 Hz. Indicators—two meters. Weight—17 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp output per channel; one external speaker output; headphones monitor; sound-with-sound; automatic shut-off; and two built-in speakers. Price—\$149.95.

WEBCOR 2721

Tape speeds—3 1/2 and 7 1/2 ips. Heads—one. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—100-15,000 Hz. Indicators—two meters. Weight—17 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one external speaker output per channel; automatic shut-off; and two built-in speakers. Price—\$179.95.

WEBCOR 2722

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—one. Record—4-track mono and 4-track stereo. Frequency response—80-15,000 Hz. Indicators—two meters. Weight—22 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one external speaker output per channel; automatic shut-off; and two built-in speakers. Price—\$199.95.

WEBCOR 2730

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-150,000 Hz. Indicators—two meters. Weight—34 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one preamp and one external speaker output per channel; sound-with-sound; automatic shut-off; and two speakers in split carrying case covers. Price—\$249.95.

WEBCOR 2731

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-18,000 Hz. Indicators—two meters. Weight—36 1/2 lb. Other features—self-contained carrying case; one low level and one high level input per channel; one external amplifier and one speaker output per channel; sound-with-sound; automatic shut-off; and two speakers in split carrying case covers. Price—\$289.95.

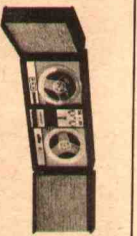
WOLLENSAK 720

Tape speeds—1 1/2 ips. Heads—two. Motors—two. Record—2-track mono and 2-track stereo. Playback—2-track mono and 2-track stereo. Frequency response—40-15,000 Hz. Indicators—two meters. Weight—43 1/2 lb. Other features—

features—uses 1/2 in., 2-track Scotch Brand cartridges; wood base; one low level and one high level input per channel; one preamp and one external speaker output per channel; auto-matic and delayed shut-off; monitoring; and two external speakers. Price—\$399.95. Model 7100, with two built-in speakers. Price—\$399.95. Model 7000, deck with record and playback preamps only. Price—\$399.95.

WOLLENSAK 1500SS

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—two. Record—2-track mono. Playback—2-track mono. Frequency response—40-15,000 Hz. Indicator—meter. Weight—18 1/2 lb. Other features—self-contained carrying case; one low level and one high level input; extension speaker and preamp outputs; provision for floor control accessories; monitoring; and built-in speaker. Price—\$184.95.



WOLLENSAK 5750

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—one. Motors—one. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-17,000 Hz. Indicators—two meters. Weight—28 1/2 lb. Other features—two meters; one low level and one high level input per channel; one preamp and one extension speaker output per channel; stereo headphones output; monitoring; automatic shut-off; and two speakers in split carrying case. Price—\$249.95. Model 5800, with provision for adding matching tuner, more than one speaker. Price—\$299.95. Model 5720, \$229.95. Model 5730, \$199.95. Model 5720, \$229.95. Model 5730, \$189.95. Model 5710, \$159.95.

Video Tape Recorders

Home video tape offers more exciting possibilities than almost any of the electronic innovations of recent times. Video tape standards are few and far between. As manufacturers seek to develop the best possible approach to home video recording, machines are far more expensive than VCRs/recorders—and far more complicated. Right now, tapes made on a machine of one manufacturer cannot be played on a machine of another make. Here's a rundown on machines currently available or available in the near future.

AAV-1 This is the first fixed head machine promised for early delivery to the market. It is also the first to go into production using 1/2-in. tape traveling past the head at 30 ips. The unit has a maximum reel size of 10 1/2 in. for 100 min. recording time.

ATREX 6275—Works with virtually any home TV set by simply hooking it up to the antenna terminal. There's a matching camera—the ATREX 6400—with positive non-through-the-lens finder and simple interchangeable lens mount. A time can be plugged into the camera. The recorder itself employs 1-in. tape, and permits up to 60 min. at a recording speed of 9.6 in. per sec. recording with a 3,000 ft. reel. Price—\$14.95.

CONCORD VTR 600—This unit is not intended strictly for home use—but rather for light business, institutional, audio visual, and educational applications. It uses 1/2 in. tape at a speed of 12 in. per sec. The machine may be attached to any standard TV set with a converter for playback. Maximum recording time is 40 min. with a 7 in. reel. Price—\$1150 for the recorder or \$1610 for recorder, VTR monitor and camera.

SONY HOME VIDEOORDER—Model 2010 is covered in leatherette and "portable" and Model TCY-2020 is in a walnut cabinet. It weighs 66 lb. and offers 60 min. recording time on 1/2 in. tape at 7 1/2 ips (7 in. reel). The monitoring TV unit is an integral part of the recorder. However, existing TV sets can be used. A timing device can be used for recording while you're away from home. The FCV-2000 camera has a single, interchangeable lens camera and open sight viewfinder. Sony has shown, but is not currently marketing a color version of their video recorder. Price—starts at \$955 for the TCY-2010, without timer or monitor; camera, \$350.

SONY PORTABLE VTR—One of the most exciting developments in this 9 1/2 lb. battery operated portable video recorder. So far, none are on the market, but Sony expects to make them available next year. Pictures recorded on the portable can be played back on the Sony camcorder, since they are recorded in 1/2-in. tape at 7 1/2 ips, using the same scanning system. The camera and the recorder are both battery powered. No price yet.

WOLLENSAK VTR-150—Again, a machine not designed for the home. It uses 1/2-in. tape and will record for one full hour on a 7-in. reel. Scotch Brand Helical scan video tape costs \$39.95 for a 2,400-ft. reel. The machine weighs 50 lb. Price—\$1,495 for the recorder or \$2,995 for recorder, one reel of tape, vidicon camera monitor, mike, headset and accessory cords.

PANASONIC NV-8000—Using a tape speed of 12 ips, the Panasonic has a 7-in. maximum reel size for 40 min. of recording time. The recorder weighs about 54 lb. The TV monitor unit can be run off an accessory battery pack or car battery. The camera has a standard Countout but no finder system. The monitor serves as the finder. Price—\$1,110.

Battery Operated Portables

BUIROBA MT 225

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—three. Motors—three. Reel size—5 1/4 in. Record—2-track mono. Playback—2-track

mono. Frequency response—30-18,000 Hz. Indicator—meter. Weight—10 lb. Other features—powered by eight C-cells or two rechargeable dry-cell batteries or three Gx 3/10 batteries, or AC with adapter; one low level and one high level input; preamp; external speaker and headphones output; monitoring; automatic shut-off; and built-in speaker. Price—\$320.

CHANNEL MASTER 6464

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Reel size—5 in. Record—2-track mono. Playback—2-track mono. Frequency response—100-7,000 Hz. Indicator—meter. Weight—8 1/2 lb. Other features—powered by six D-cells or AC; one low level and one high level input; earphone and extension speaker outputs; remote control; and built-in speaker. Price—\$119.95.

CHANNEL MASTER 6545

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Reel size—3 1/4 in. Record—2-track mono and 2-track stereo. Playback—2-track mono and 2-track stereo. Frequency response—150-7,000 Hz. Indicator—meter. Weight—5 1/2 lb. Other features—powered by six C-cells or AC with accessory adapter; one low level and one high level input per channel; earphone output; and built-in speaker. Price—\$99.95.

COLUMBIA MASTERWORK MODEL M-807

Tape speeds—1 1/2, 3 1/2 and 7 1/2 ips. Heads—four. Motors—one. Record—4-track mono and 4-track stereo. Reel size—7 in. Frequency response—100-10,000 Hz. Indicators—two meters. Weight—24 1/2 lb. Other features—powered by 8 D-cells or AC; 2 low level and 2 high level inputs; external speaker and earphone outputs; 2 built-in speakers. Price—\$129.95.

CONCRONE 727

Tape speeds—15-16, 1 1/2, 3 1/2 and 7 1/2 ips. Heads—three. Motors—one. Reel size—5 in. Record—4-track mono and 4-track stereo. Playback—4-track mono and 4-track stereo. Frequency response—40-14,000 Hz. Indicators—two meters. Weight—16 lb. Other features—powered by six D-cells or AC; one low level and one high level input; stereo headphones output; remote control mike; stereo headphones output; sound-with-sound and two built-in speakers. Price—\$289.95.

CONCORD F-100

Tape speed—1 1/2 ips. Heads—one. Motors—one. Reel size—2-track cartridge similar to Norelco. Record—2-track mono. Playback—2-track mono. Frequency response—60-10,000 Hz. Indicator—meter. Weight—3 1/2 lb. Other features—powered by five C-cells or AC with accessory adapter; one low level and one high level input; earphone and built-in speaker. Price—\$350.

GELOSO TR 711

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—

level input; preamp output; and one built-in speaker. Price—Under \$100.

CONCORD 300

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Reel size—4 in. Record—2-track mono. Playback—2-track mono. Frequency response—60-10,000 Hz. Indicator—meter. Weight—6 1/2 lb. Other features—powered by six C-cells or AC; one low level and one high level input; extension speaker output; monitoring; remote control mike; automatic recording and playback; voice activated recording; remote control; and one built-in speaker. Price—Under \$125.

CONCORD 350

Tape speeds—1 1/2 and 3 1/2 ips. Heads—two. Motors—one. Reel size—5 in. Record—2-track mono. Playback—2-track mono. Frequency response—60-10,000 Hz. Indicator—meter. Weight—10 lb. Other features—powered by six D-cells; one low level and one high level input; automatic reverse recording and voice activated recording; remote control; built-in speaker. Price—Under \$200.

DEUR AMSCO SUPERCODER CT

Tape speeds—not available. Heads—two. Motors—one. Reel size—cartridge Simulink Norelco. Record—2-track mono. Playback—2-track mono. Frequency response—40-10 Hz. Indicator—meter. Weight—8 lb. Other features—powered by six D-cells, AC or battery; one low level and one high level input; and one built-in speaker. Price—\$129.95.

FI-CORD 202A

Tape speeds—3 1/2 and 7 1/2 ips. Heads—two. Motors—one. Record—2-track mono. Playback—2-track mono. Frequency response—50-12,000 Hz. Indicator—meter. Weight—7 1/2 lb. Other features—powered by 7.4 V mercury batteries, or AC or car battery accessory adapters; low level input; preamp and external speaker outputs; remote control built-in speaker. Price—\$350.

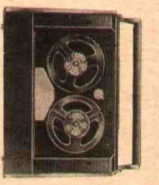
BOR 2702

Tape speeds—3 1/2 and 7 1/2 ips. Heads—one. Record—2-track mono. Playback—2-track mono. Frequency response—

WOLLENSAK 720

Tape speeds—1 1/2 ips. Heads—two. Motors—two. Record—2-track mono and 2-track stereo. Playback—2-track mono and 2-track stereo. Frequency response—40-15,000 Hz. Indicators—two meters. Weight—43 1/2 lb. Other features—

5,000 Hz. Indicator — meter. Weight — 15 lb. Other features — Attaché-type carrying case; powered by six penlight batteries; one low and one high level input; preamp and hi-fi speaker outputs; remote control microphone; earphone outputs; and built-in speaker. Price — \$149.50.



speeds — 1½ and 3½ ips. Heads — two. Reel size — 4.5/16 in. Record track mono. Playback — 2-track mono. Frequency response — 50-13,000 Hz. Indicator — meter. Weight — 17 lb. Other features — powered by six D-cells; one high level input; external speaker, earphone outputs; and built-in speaker. Price — \$149.50.

MEGAFLIDE 500M

speeds — 3¾ ips. Heads — one. Motors — one. Reel size — 7 in. Record track mono. Playback — full track mono. Frequency response — 100-10,000 Hz. Indicator — meter. Weight — 3 lb. Other features — cartridge machine; operates on 1.12 volt battery; one high level output; preamp and earphone outputs. Price — \$393.95. Model #330. Model 400, 1½ ips, microphone earphone output. \$269.50.

III

speeds — 3¾, 7½, and 15 ips. Heads — two. Motors — one. Reel size — 7 in. Record track mono. Playback — full track mono. Frequency response — 25-20,000 Hz. Indicators — meter. Weight — 15 lb. Other features — powered by 12 D-cell batteries; one low and one high level input; preamplifier and microphone; can be equipped with optional television picture sync (4th added). Driven by a generator. Price — \$1,250.

ELCO 150

speed — 1½ ips. Heads — two. Motors — one. Record — 2-track mono. Playback — 2-track mono. Frequency response — 100-7,000 Hz. Indicator — meter. Weight — 3 lb. Other features — powered by 5 C-cell batteries or 12 D-cells; uses special Norelco tape cartridge; powered by 5 C-cell batteries or 12 D-cells with ¼ in. tape; low level input; output; and built-in speaker. Price — \$100.

ELCO 175

speeds — 1½ ips. Heads — two. Motors — one. Record — 2-track mono. Playback — 2-track mono. Frequency response — 80-10,000 Hz. Indicator — meter. Weight — 4½ lb. Other features — uses Norelco cartridge; powered by six D-cells; one low level and one high level preamp output; and built-in speaker. Price — \$100.

ELCO 162

speeds — 1½ ips. Heads — two. Motors — one. Record — 2-track mono. Playback — 2-track mono. Frequency response — 80-10,000 Hz. Indicator — meter. Weight — 4½ lb. Other features — uses Norelco cartridge; powered by six D-cells; one low level and one high level preamp output; and built-in speaker. Price — \$100.

2-track mono. Frequency response — 60-10,000 Hz. Indicator — meter. Weight — not available. Other features — combination AM/FM, short-wave radio and cartridge tape recorder using Norelco cartridge; one low level and one high level input; records from built-in radio; built-in speaker. Price — \$299.95.

PANASONIC RQ-152

Tape speeds — 1½ and 3½ ips. Heads — two. Motors — one. Reel size — 5 in. Record — 2-track mono and 4-track stereo. Frequency response — 100-7,000 Hz. Indicator — meter. Weight — 7½ lb. Other features — powered by six D-cells or AC; two high level inputs; earphone output; remote mike; and built-in speaker. Price — \$99.95.

ROBERTS 6000S

Tape speeds — 15/16, 1½, 3¾ and 7½ ips. Heads — three. Motors — one. Record — 4-track mono and 4-track stereo. Frequency response — 40-20,000 Hz. Indicator — meter. Weight — 11 lb. 2 oz. Other features — 6-volt rechargeable battery or AC with adapter; one low level and one high level input per channel; phone and radio-phonograph inputs; external speaker and headphone output; cross field head; built-in speaker; all transistor. Price — \$359.95. Model 600M, mono, 299.95.

SONY 800

Tape speeds — 1½, 3¾ and 7½ ips. Heads — two. Motors — one. Reel size — 5 in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 50-12,000 Hz. Indicator — meter. Weight — 13 lb. Other features — powered by 4 D-cell batteries or AC; one low level and one high level input; earphone output; automatic record level control; and built-in speaker. Price — \$199.50.

SYMPHONIC R-300

Tape speeds — 1½, 3¾, and 7½ ips. Heads — two. Motors — three. Reel size — 7 in. Record — 4-track mono and 4-track stereo. Playback — 4-track mono and 4-track stereo. Frequency response — 50-15,000 Hz. Indicators — two meters. Weight — 25 lb. Other features — powered by eight D-cells or AC; one low level and one high level input per channel; one extension speaker output per channel; and two built-in speakers. Price — \$219.95.

TANDBERG 11

Tape speeds — 15/16, 1½, 3¾, and 7½ ips. Heads — two. Motors — one. Reel size — 7 in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 40-16,000 Hz. Indicator — meter. Weight — 7½ lb. Other features — powered by 10 D-cell batteries or AC with adapter; one low level and one high level and one radio input; preamp and headphone outputs; automatic recording level control (switch activated); remote control; provision for addition of a pilot head for lip sync with motion picture cameras; and built-in speaker. Price — \$398.

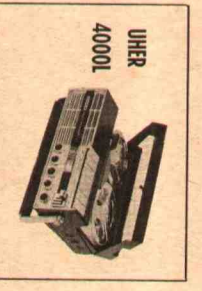
TELEFINNEN MAGNETOPHON 301

Tape speed — 3¾ ips. Heads — two. Motors — one. Record — 4-track mono. Playback — 4-track mono. Reel size — 5 in. Frequency response — 40-14,000 Hz. Indicator — meter.

Weight — 7 lb. Other features — powered by 5 D-cells; rechargeable Dryfit storage battery or AC with adapter/charger; two low level and one high level input; external speaker and preamp outputs; car adapter; available and built-in speaker with cutoff switch. Price — \$169.95 (without mike); 2-track model 300, \$139.95 (without mike).

TELMAR 201

Tape speeds — 1½ and 3¾ ips. Heads — two. Motors — one. Reel size — 5 in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 100-8,000 Hz. Indicator — meter. Weight — 7 lb. Other features — powered by four penlight batteries; one low level and one high level input; headphone (or extension speaker) output; remote control; and built-in speaker. Price — \$99.50.



UHER
4000L

Tape speeds — 15/16, 1½, 3¾, and 7½ ips. Heads — two. Motors — one. Reel size — 5 in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 40-20,000 Hz. Indicator — meter. Weight — 7½ lb. Other features — powered by Dryfit storage battery, five D-cells, AC, or 6 or 12-volt car battery with necessary power unit; two high level inputs; headphone output; remote control; voice actuated operation with Akoustal accessory; and built-in speaker. Price — \$440.

V-M 760

Tape speeds — 1½ and 3¾ ips. Heads — one. Motors — one. Reel size — 3¼ in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 200-6,000 Hz. Indicator — meter. Weight — 5 lb. Other features — powered by rechargeable 10-volt nickel-cadmium battery; one low level and one high level input; external speaker (or earphone) output; remote control; and built-in speaker. Price — \$29.95.

WEBER 2715

Tape speeds — 1½ and 3¾ ips. Heads — two. Motors — one. Reel size — 5 in. Record — 2-track mono. Playback — 2-track mono. Frequency response — 100-5,000 Hz. Indicator — meter. Weight — 15 lb. Other features — powered by five rechargeable batteries or six D-cells; two low level and one high level input; voice operated recording system output; and built-in speaker. Price — \$124.95.

WOLLERSK 4100

Tape speeds — 1½ ips. Heads — two. Motors — one. Reel size — one hour cartridge. Record — 2-track mono. Playback — 2-track mono. Frequency response — 120-6,000 Hz. Indicator — meter. Weight — 3 lb. Other features — powered by five C-cell batteries; one low level input; external speaker output; remote control; and built-in speaker. Price — \$99.95.



***The missing module in your home entertainment system...**

RCA Victor's Solid State matched modules: MHT 60 Tuner/Amplifier, MHL 32 Studioamic changer, XFK 22 Speaker system

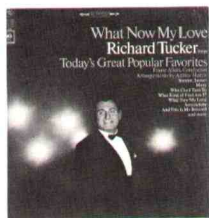


RCA Victor's new tape deck.

The Module Mark I stereo reel-to-reel tape deck puts the finishing touch to the most sophisticated home entertainment system. The MHT 75 gives you all these features: • connects in minutes to any stereo system with proper tape jack • tape-saving 4-track, 3-speed operation (7½, 3¾ or 1½ ips) • 7" reels — up to 2400 feet • "Sound-plus-Sound" lets you add new sound to previously recorded tapes • P.A. switch • tape usage counter • push-button controls • transport stops automatically when tape runs out • Danish-style cabinet in walnut veneers and selected hardwoods • two ceramic mikes, 7" reel of tape and take-up reel included. See your RCA Victor dealer now for the soundest investment you can make in tape recorders, changers, speaker systems and tuner-amplifiers.



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POP SPOTLIGHT

WHAT NOW MY LOVE

Richard Tucker. Columbia ML 6295 (M); MS 6895 (S)

Richard Tucker's powerful and magnificent voice scores in another pop album. Much of the material is from recent Broadway musicals, such as "Stop the World," "Fiddler on the Roof" and "On a Clear Day." Tucker's "More" stands out from the dozens of other vocal treatments of the standard.

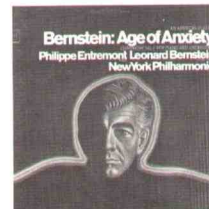


CLASSICAL SPOTLIGHT

CLAIR DE LUNE

Philadelphia Orch. (Ormandy). Columbia ML 6283 (M); MS 6883 (S)

In addition to the title selection and the "Prelude to the Afternoon of a Faun," also by Debussy, Eugene Ormandy and the Philadelphia give sensitive interpretations of familiar "night" music by Chopin, Bizet, Humperdinck, Schumann, Mendelssohn, Saint-Saens, Massenet and Offenbach.



CLASSICAL SPOTLIGHT

BERNSTEIN: AGE OF ANXIETY

Philippe Entremont/New York Philharmonic (Bernstein). Columbia ML 6285 (M); MS 6885 (S)

Bernstein conducting Bernstein is usually a winner, and this pressing of the "Symphony No. 2 for Piano and Orchestra" is no exception. Entremont is excellent as the piano soloist.

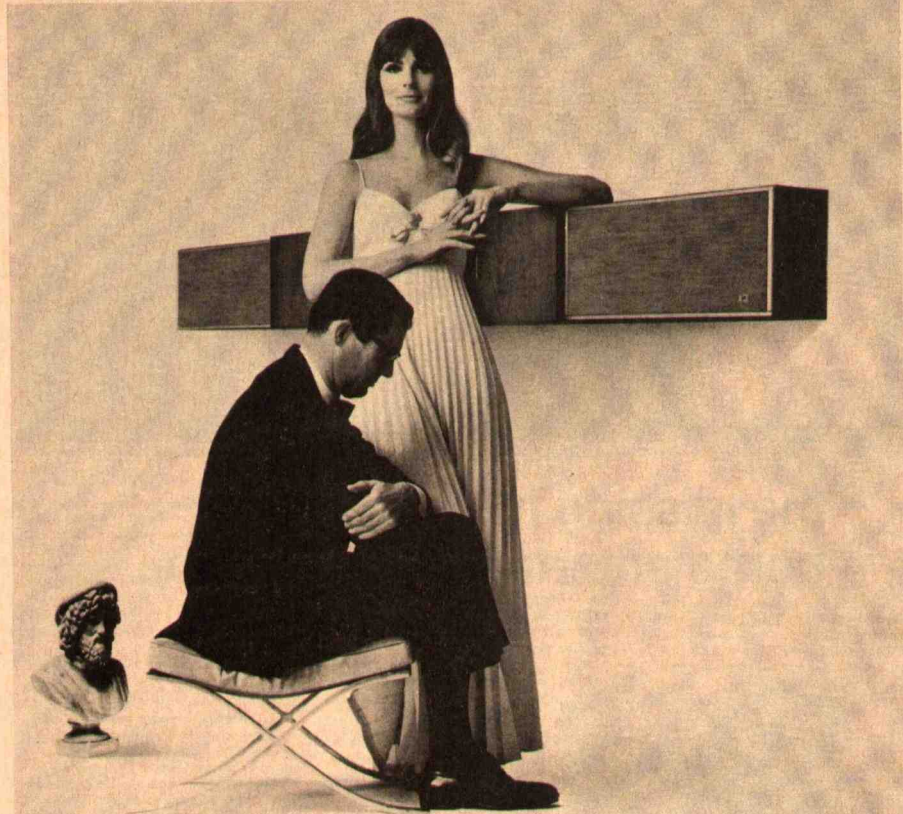


CLASSICAL SPOTLIGHT

SCHUBERT: SYMPHONY NO. 5 IN B FLAT/MOZART: SYMPHONY NO. 40 IN G MINOR

Moscov Chamber Orch. (Borshai). Angel 36371 (M); S36371 (S)

This is the fourth LP Angel has recorded of this excellent group whose basis is 14 string players. Hearing both the Mozart work and the Schubert selection performed this way is interesting to the listener. Performances, in general, are poignant and precise.



The first "his 'n hers" tape recorder... new from WOLLENSAK!

his: This 84-inch wide Wollensak is every inch a man's Tape Recorder. Four powerful matched speakers provide true stereo separation of sound. Solid-state components ensure dependability, instant response. Control Central groups all controls within a handspan. AM-FM stereo tuner and tape storage cabinet. More: twin VU meters, calibrated dials, finger-contoured powered push buttons, self-threading reels.

hers: This is fine furniture—warm and glowing. Fine walnut cabinetry. Speakers faced with textured fabric. Metal surfaces and trim in muted gold tones. Adds to the decor on wall or in bookcase. Matching walnut sliding doors. AM-FM stereo tuner and storage cabinet optional. Model 5800 shown, \$299.95.* Model 5300 \$279.95.*

*Fair trade prices where law allows.

Wollensak 3M



SPECIAL MERIT PICKS

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

POP SPECIAL MERIT

HERSCHELL BERNARDI SINGS FIDDLER ON THE ROOF

Columbia OL 6610 (M); OS 3010 (S)

The current star of Broadway's "Fiddler on the Roof," Bernardi brings his own special skill and warmth to the Harnick and Bock score. With strong support from the exceptional arrangements by Peter Matz, he could have a strong sales item here, especially with the buyers who have caught the Bernardi stage performance.

POP SPECIAL MERIT

THAT FRESH FEELING!

George Shearing. Capitol T 2567 (M); ST 2567 (S)

This is vintage Shearing. Most of the selections—"I'll Be Around," "The Continental," "When Your Lover Has Gone" and "The Breeze and I"—have been recorded by Shearing on previous albums. But they're fresh versions, and the Shearing magic is still there.

POP SPECIAL MERIT

LOVE IS A GUITAR

Various Artists/Peter DeAngelis Ork & Chorus. ABC ABC 568 (M); ABCS 568 (S)

A highly delightful album featuring eight different guitars backed by the Peter DeAngelis Orchestra and Chorus. A soft "Continental Holiday," kicking off the package is followed by "Shadow of Your Smile," done in bossa-nova style. Instruments individually featured include an electric mandolin, 12-string electric, bass and Spanish guitars.

CLASSICAL SPECIAL MERIT

COATES: LONDON SUITE/FOUR WAYS SUITE/THE THREE ELIZABETHS

London "Pops" Orch. (Fennell). Mercury MG 50439 (M); SR 90439 (S)

A delightful collection of the light music of Eric Coates, including the well-known "Kingsbridge March." Frederick Fennell is still a master of light classical music as he demonstrates with the London "pops" Orchestra on this disk.



CLASSICAL SPECIAL MERIT

BACH: THE ART OF THE FUGUE (2 12" LP's)

Stuttgart Chamber Orch. (Munchinger). London CMA 7215 (M); CSA 2215 (S)

The Stuttgart Chamber Orchestra under the expert leadership of Karl Muenchinger skillfully handles the intricacies of Bach's masterpiece. A top-notch performance of this often-recorded work.

(Continued on page 81)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

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HANDBOOK OF RADIO RESPONSE RATINGS

Containing the full 3rd Cycle (to July 9, 1966) of ratings reports on the 41 major radio markets throughout America—as compiled by the Research Department of Billboard's Special Projects Division.

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THE 41 MAJOR MARKETS

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

ALBANY—	COLUMBUS, Ohio	MEMPHIS, Tenn.	PITTSBURGH, Pa.
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TROY, N. Y.	DAYTON, Ohio	MILWAUKEE, Wis.	PROVIDENCE, R. I.
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POP LP'S	STATION RANK
R & B	STATION ADDRESS,
JAZZ	ZIP CODE,
COUNTRY	AREA CODE &
CONSERVATIVE	PHONE NUMBER
COMEDY	
FOLK	
CLASSICAL	

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Current number of markets
Producer & Talent Co-ordinator
Full address, area code & phone number
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City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
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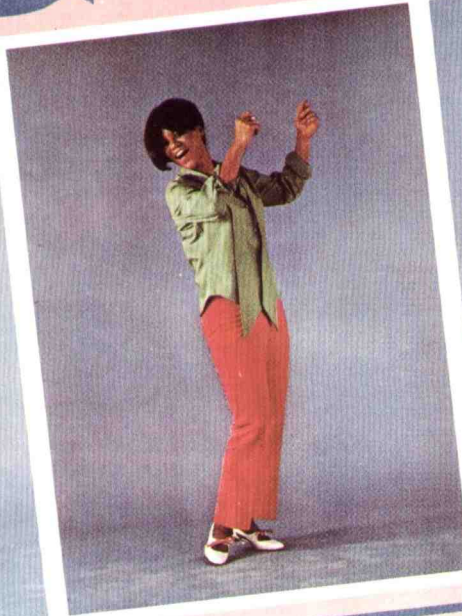
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Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like 60 HANKY PANKY, 61 DIRTY WATER, 56 THE BEST OF HERMAN'S HERMITS, etc.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like 99 MY NAME IS BARBRA, TWO, 119 HOOCHIE COOCHEE MAN, 120 RAIN FOREST, etc.

*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.

Mail Barrage Blasting the ARD On Disk Programming Cutback

By OMER ANDERSON

BONN — Stations affiliated with the ARD, the West German TV-radio network, are getting a tremendous volume of mail protesting the cutting back of disk programming.

Station officials said the mail is running about 85 percent against the ARD. The 11 provincial networks forming the ARD are receiving about 5,000 letters a day on the disk dispute—the most mail the network ever has received before on any issue.

Each provincial network is reducing disk music as it sees it, but all stations are conforming to the ARD's policy of reducing platter programming to the bare minimum as a lever on the GVL, the German performing artists society.

West Germany's new copyright law, which became effective last January, recognizes the copyright royalty claims of "interpretive" as well as creative artists. Under the old law (enacted in 1905) the royalty rights of performing artists were vaguely acknowledged but not clearly defined.

Armed with the new law, the GVL last June demanded a tenfold hike in the ARD's royalty payments—from 2,500,000 Deutschmarks (the Deutschmark equals 25 cents) to 25 million Deutschmarks.

Deadlocked

ARD and the artists are deadlocked, and the stations have been directed to cut back programming to dramatize the network's independence from platter product. As the huge volume of letters attests, this strategy has now backfired. The ARD has been giving priority to music from its own orchestras and to archive music free of GVL control.

Station executives said they are amazed at the intensity of feeling on the issue, notably on the part of youths. The manager of one of the biggest stations said, "At least we can take

comfort that people listen to and apparently have liked what they heard in the past. We are particularly amazed by the following we have with youth."

Girls, in particular, protest the banishment of their platter idols.

Many parents write to the stations protesting that they are being placed under heavy expense because their children are now buying records they can't hear on the radio.

Cutback Drastic

The ARD's cutback in disk programming is drastic. Bavarian Radio, for example, has cut disk music of all types from 70 to 7 hours a week.

The ARD's position is complicated because it is Germany's only radio network (although there are two TV networks), and

is a quasi-state operation. It is supported by listener fees of 5 Deutschmarks monthly and a small volume of restricted advertising. Control of the network is vested in a broadcasting council representing major areas of public interest—political parties, labor unions, the churches, and public organizations.

The GVL is linked with the record industry (IVPI) in the dispute. Heretofore, the ARD paid the interpretation royalty to the IVPI, which disbursed it to the artists. The disk firms are caught in the middle of the current controversy, and they have so far refrained from any efforts at statesmanship. The record companies apparently are banking on a collapse of the disk music embargo under listener pressure.

Panda, Seeco and Carnival Form U.K. Firms With King

LONDON — Three more American labels have formed U. K. companies in partnership with British King. They are Panda, Seeco and Carnival.

They follow the joint firm recently set up by Roulette and King—a snowballing indie that stems from Rita and Ben Isen's North London retail outlet.

Panda is another entry into Britain's awakening children's market — Disney launches its own British operation in October (Billboard, Sept. 3). Panda will

bow at the same time in the \$1.75 budget LP class.

The following month, Seeco, the established U. S. Latin-American line, makes its U. K. bow under its own logo. This will also retail at \$1.75.

Carnival is being launched this week in a full-price LP (\$3.54) and singles range.

As well as adding British acts to its King line, the firm has moved to new headquarters at 176-179 Clacton Common, London, N.E. 5, to cope with the expansion.

3's Crowd Record Will Get Triple-Pronged Release

TORONTO—"Bound to Fly" by 3's a Crowd, slated for release the third week of September on Columbia in Canada, Epic in the U. S., and CBS in

the U. K., marks the first time a record by a Canadian act has won simultaneous release in these three major international markets. The record was cut in New York, produced by Epic's Bob Morgan. Columbia in Canada is releasing it in a special four-color sleeve.

The folk-fun trio with a fresh new sound is made up of lead vocalist Donna Warner, a lovely blonde with a voice described by U. K. talent manager Mervyn Conn as "the female Righteous Brother," who turned down a bid from the New Christy Minstrels to make it with 3's a Crowd; Trevor Veitch, lead guitar; and Brent Titcomb, rhythm guitar. The group was formed in Vancouver only about a year ago and has appeared on such major network TV's as "Let's Sing Out" on CTV and "Juliette" on CBC-TV, at top Canadian folk clubs, the Riverboat in Toronto, the Fourth Dimension in Winnipeg and Regina, the Bunkhouse in Vancouver, the Conquistador in Calgary, and at the Raven's Gallery in Detroit.

The group's manager, Syd Dolgay, is currently negotiating personal appearances for the trio in the U. S. and England.

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GENE PITNEY, center, with the new CGD salesmen at the party which wound up the seminar.

MM-CGD Seminar — Add 21 Salesmen

By GERMANO RUSCITTO

MILAN—The sales teams of Messaggerie Musicale, distributor of CGD catalog, the foreign label at which CGD is licensee and CBS here, have been increased from 14 to 35 salesmen. The new team will be directed by Sergio De Gennaro, formerly assistant sales manager at RCA Italian, who has just switched to Messaggerie Musicale as sales manager. CGD and Messaggerie Musicale are owned by Ladislao Sugar, who also controls the Sugarmusic publishing group.

A one-week seminar was organized for the 21 new salesmen to give them a picture of the company's activities, body links with the sister concerns, catalogs on distribution, sales problems. Besides De Gennaro, who dealt with problems particularly in relation with sales, such as market situation, legal and technical relations between the salesmen and the company, sale technique and sale training, other MM's and CGD's employees presented diversified features of their companies.

Giuseppe Giannini, CGD, told the potential record buyers a story of foreign music and recordings' influence during the latest years. He pointed out that, after a slow-down in 1964 when foreign recordings were



LADISLAO SUGAR, left, and Sergio De Gennaro address the new team.

covering only about 20 per cent of the market, they covered about 30 per cent in 1965, and are supposed to cover about 40 to 50 per cent by the end of the current year. Giannini underlined that "foreign recordings" are mainly to be understood as American and English recordings and, that, owing to the systematic CGD's extensive presence in this field, the relative steady climb will convert into a company's high-sale turnover. A "dolly shot" was reserved to CBS, Warner Bros., Reprise, Musicor, A&M, Audio Fidelity, Scepter, Crescendo, Festival and Riviera, their catalogs and their artists.

A ROUND OF FESTIVITIES MARKS BOVEMA'S 20th

AMSTERDAM—Bovema was celebrating its 20th anniversary Monday (19) with a series of festivities here. A special show featuring many of the company's artists was being staged at the Amsterdam Hilton in the morning, and nearly all Bovema's staff were expected to hear special tributes and presentations to their boss.

In the afternoon, the Bovema board was throwing a reception at the Hilton. And Oord was ending the hectic day with a dinner for special friends at the Amstel Hotel. Bovema handles EMI product in Holland in addition to recording local artists.

Oord describes the company as "in many ways more EMI than any other EMI European branch office, but nevertheless we are completely independent."

Bovema today releases the HMV, Columbia, Capitol, Imperial, Pather, Stateside, Liberty and Atlantic labels. His influence has been felt throughout the Dutch industry. Two years ago he was instrumental in the formation of Collective Company for Gramophones Campaigns (CCGC), which brought manufacturers and dealers together in joint promotions for mutual benefit on an industry-wide scale.

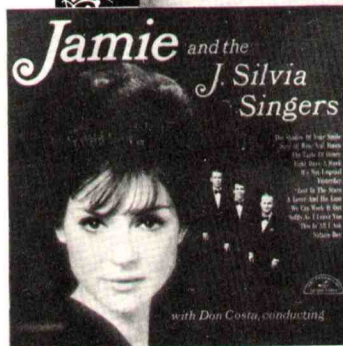


CBS MOVES DEEPER into the instrument business as vice-president Harvey Schein, center, and European manager Peter de Rougemont, left, relax after a round of record business talks in Oslo with Hakon Tveten, Norsk Phonogram manager. Also seen is Norwegian folk singer Agnes Buen.

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CHICAGO

Dick Davey, the "Arkansas fellow traveler" from Evening Shade, is loved by South Side Chicago. At last report from **Ralph Ebler** of Columbia, his "You're a Long Way From Home, Whitey," album had gone well over 1,000. They also loved Davey, who is whitey, at the **Lou Rawls** concert at McCormick Place recently. Ninety-eight per cent Negro audience gave him an ovation. **Daddy O'** took him on WAAF for two minutes and kept him on for two hours. . . . The **Fabulous 3** opened at the Something Else last Wednesday for a spell. . . . The Mad Show directed by **Charles Marian** opens at the Happy Medium Oct. 5, following into the room **Oscar Brown's** 34-week-running "Joy '66." **Spanky & Our Gang** followed **Stan Getz** and quartet into the London House last week. Also at the London House is **Eddie Higgins and Trio**. Eddie recently engineered the recording of the Billboard Tap CARtridge Conference. . . . The second issue of **Le Ivory's** The Word is out. This time the book has 24 pages with a 50,000 print order. Distribution is aimed at 101 cities. . . . Mercury is indebted to a perfect stranger named **Melba Valdez** who consented to carry an album packet with her on a London flight for approval by **Johnny Mathis** during the air strike. . . . The **Earl Hines Quartet** comes to Chicago Oct. 4 for three weeks at the London House. . . . **Louis Harris** reports that 43 per cent of all U. S. citizens did not buy a phonograph record last year. . . . And **Oscar Brown Jr.** has moved **Jean Pace, Luiz Henrique, Floyd Morris, Paul Serrano,**

Dom-Um Romao and "Joy '66" to the "Alley Theater" at 4649 S. Cottage Grove Avenue. But how much longer will Oscar be able to resist politics? . . . An engineer at WIND Radio named **Posey Flower** has discovered that in the instrumental version the melody of "A Hard Day's Night" sounds the same played backward.

RAY BRACK

COLOGNE

Ariola has three new LP's for the classes and the masses: "I Like Johann Sebastian (Bach)," "Handel with Care," and the album "Barry McGuire Sings folk songs," a collection of American folk songs. Ariola calls its jazzed-up Bach and Handel "Barock-Jazz." Ariola's **Rudolf Schock** singt deutsche Volkslieder has climbed to the upper reaches of the German hit parade. . . . Hansa has released the first LP with the **Troggs**, "From Nowhere." . . . **Gerhard Winkler**, long one of Germany's favorite composers ("Capri-Fischer," "O mia bella Napoli," and "Chianti-Liedes") has just turned 60.

Bobby Solo, the Italian whom CBS has promoted into a best-selling German-language artist, is making his first tour of Germany.

Peter Bell's "Fremde in der Nacht" ("Strangers in the Night") is selling so well in Germany that Bell is now styled as "Der Deutscher Frankie-Boy." . . . **Graham Bonney** is making a grand tour of Germany extending through most of this month. With him are **Chris Andrews, Drafi Deutscher,** and the **Walker Brothers**. Electrola is using the tour to promote Bonney's "Super Girl" and his forthcoming release "Swinging on a Star." Where Bonney leaves off, **Johnny Mathis**

will take over making appearances in Hamburg, Nuremberg, Munich, Salzburg, Berlin, Cologne, Wuppertal, Dusseldorf and Wiesbaden. Electrola is using **Mathis'** tour to press sales of his "This Is Love" and his upcoming "Away from Home." . . . Philips has released the German version of **Father Flury's** "The Badge of Courage" ("Die Kehrseit der Medaille"). The priest is enormously popular with German youth. . . . The **Beatles** have competition in Germany from the **Liverpools**, four girl beat musicians from Liverpool—**Valerie, Pamela, Sylvia** and **Mary**—who are currently appearing at Hamburg's Star Club.

OMER ANDERSON

DUBLIN

Folk entrepreneur **Peggy Jordan** and ex-showband manager **Noel Pearson** started Major Records, which Pye will distribute. Although the new label was inspired by the current folk boom, there will be many kinds of music involved in releases.

KEN STEWART

LONDON

British dealer demand for "compatible" stereo is being met by **Saga** with its new Eros classical series. Specializing in baroque, Eros is Britain's latest entrant to the budget-priced (\$1.75) range. Faced with technical objections at the impossibility of "compatible," **Saga** is not claiming them as such, but follows the continental practice of claiming stereo and mono reproductory qualities when used with a lightweight pickup. **Saga**, heavily involved in exports to the continental practice of claiming stereo and mono reproductory qualities when used with a lightweight pickup. **Saga**, heavily involved in exports to the continent, is also well-equipped with the range for overseas sales.

Following government pressure and criticism from dealers, **EMI** has revised its retail price list back to that effective July 21 after Prime Minister **Harold Wilson's**

emergency budget had raised sales taxes. The government pressured all record companies not to follow **EMI's** lead in raising some prices by the halfpenny—about 0.5 cents! It had affected all **EMI** singles, with dealers getting only one third of the increase. Several—but not all—LP series were also involved with dealers getting two thirds. Dealers had expected the whole of the price raise—to meet Selective Employment Tax. Many had charged it both for **EMI** and other manufacturers' product, and will continue to do so.

Completing **Pye's** massive international sales convention guest list (**Billboard**; Sept. 10) were **Roger Maylemans** (Vogue, Belgium); **Caeser Rossini** (Disques Vogue); **Ivan Cantacuzene** (Vogue, Switzerland); **Karl Moerk** (Moerk's Music, Denmark); **Martin Gesar** (Music-Box, Greece); **Krikor and Elisabel Mintangian** (Durium, Italy).

Fred Jackson's Independent Producer Services has placed "Free-decca" by the **Pussyfoot** with London Records for the U. S. . . . Decca director **W. W. Townsley**, with **Marcel Stellman, Jack Boyce** and **Hilary Watson**, attended the Philips Phonogram convention in Holland. . . . **Leo Heinonen** of Finnsnow, Helsinki, was in London to book attractions for Finnish television. . . . Island Records is bringing in **Robert Parker**, Sept. 30, to promote his "Barefootin'" LP. French pop influence on London is currently strong, with separate attempts by both **Charles Aznavour** and **Gilbert Becaud** to crack the British market. Both have disks in English and gave London concerts. . . . **Tommy Steele**, celebrating his 10th anniversary as Britain's first teen idol, is now working on "Half a Sixpence" movie after finishing **Walt Disney's** "The Happiest Millionaire" in Hollywood. . . . Publicist **Dan Moriarty** came to Europe to explain that the **Lovin' Spoonful** had canceled their tour because of need to record in New York.

Pye marks first anniversary of (Continued on page 72)

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Oord & Bovema Are Saluted In Amsterdam Celebration

AMSTERDAM — Record industry executives from around the world are meeting this week to celebrate the 20th year of Bovema and the 35th year in the record business of its founder and president, Gerry Oord.

They are saluting the achievements of a former record dealer who went into independent production, dreamed of building a power house manufacturing plant, teamed with world giants and, despite the limitations of a small market, succeeded handsomely.

The international outlook, which has played such an important part of the Bovema success story, affected Oord as a young man. His father, who ran a Haarlem (Holland) music shop, sent him to England in 1931, to gain experience in music shops in London's smart West End, he explained.

Electrical Firm

Back in Holland, Oord joined an Amsterdam electrical company which had a record label side line, Kristal, selling about 600 of the old 78 rpm records a week. These were pressed in Germany. Oord boosted turnover to 5,000 a week and started to sign up top Dutch artists.

But during the wartime German occupation, Oord was forced to abandon his career to go into hiding.

"That was when I decided I wanted my own independent business, which would record lots of local talent and have its own plant in the Netherlands."

With peace and freedom again, Oord prepared a report on the European record business, concentrating on Holland and Belgium. He sent it to EMI in London and Capitol (then still new and privately owned) in America.

"Capitol's Buddy da Silva replied in a couple of weeks," recalled Oord. "He was very en-

thusiastic to get what he called his 'first sound from Europe.' I eventually met him in 1948."

Friend of Dines

Meanwhile, Oord formed a friendship with Laurence Dines of EMI, who played a vital role in getting Oord's recording operation off the ground after the war. But the Dutch government had only made allowance for importing records worth \$2,500.

"I had no money and no organization," Oord continued. "There were other firms with strong financial resources and established companies. Nevertheless, Dines and the other EMI officials decided to back me, at first by licensing British Columbia. But we had no permits to buy records for the Dutch market."

Oord described a big break in his firm's early career. "I went to The Hague and argued with government officials trying to persuade them that Dutch troops in Indonesia wanted records. To my amazement I got an order for 40,000 records and import permits. There was no looking back from there.

"But we still had no Dutch

record plant. EMI offered to lend us the money, but we had to get government approval. This proved mighty difficult as Philips was planning to build a record plant, and many officials thought the country didn't need two disk manufacturers. But eventually we got approval. In 1948, we built our own pressing plant at Heemstede."

Bovema later acquired a magnificent Swiss villa in Heemstede for its headquarters. This is an ideal site as it is placed between the big cities of Amsterdam, The Hague, Rotterdam and Schiphol airport.

Bovema went on to acquire rights to Capitol and in 1952 added EMI's HMV label. The company appointed label managers to exploit each of its product lines and started to develop its own Dutch repertoire recording in a church in the radio city of Hilversum.

In 1956, a completely new modernized record plant was put into operation. In 1959, opera star Mario Callas laid the foundation stone for the company's own recording studios at its headquarters."



GERRY OORD, left, president and founder of Bovema, Holland, discusses plans for this week's celebrations of its 20th anniversary with Billboard's Dutch correspondent Bas Hageman.

Iversen Tops the Singles Success List; Nor-Disc 2d

OSLO — Company with the most singles successes in Norway during the first half of this year is Carl M. Iversen, EMI's affiliate. Of a total of 50 records which had received most action, Iversen had 16.

Next in line comes Nor-Disc, the Decca and Polydor outlet here, which had 11 top 10 successes. Two companies tied for third place with eight each. They are Norsk Phonogram, the Philips and CBS outlet, and

Arne Benediksen, RCA's representatives Nera had seven disks.

Most successful labels this year are Parlophone (six), Decca (six), RCA Victor (four), Pye (four) and Columbia (four). They are followed by Norwegian label Triola, Philips (Sven-Ingvang), Olga, Teen Beat, all with three each.

The statistics were prepared for the Oslo daily newspaper Verdens Gang, source of Billboard's Norwegian chart. Altogether 70 disks, showed by 21 labels, entered the weekly top 10 listings.

Phonodisc Has Sales Meeting

TORONTO — Phonodisc Limited held its 10th anniversary sales meeting at the Lord Simcoe Hotel here last month with sales personnel from Toronto, Montreal and Winnipeg on hand, and special guests from the U.S., Ron Newman, tape and album sales manager of Tamlamotown; Sid Schaffer, vice-president in charge of sales, Kapp Records; Joe Berger, Kapp national sales manager, and Norm Leskiw, Kapp regional sales manager.

Theme of the presentation was "Promotion plus sales equals results." Twenty-seven new albums were introduced during the meeting, and special emphasis was given to a new Canadian talent single on Phonodisc's Regency label, "The Lion Sleeps Tonight" by the Townsends. National sales manager Hal Ross reports that reaction to the line of Lebo guitar accessories was "beyond expectations." Following the meeting, Ross made a swing through western Canada presenting the new product and fall plan to distributors.

Campi Music & Record Names Leone A&R Director

ROME—Ezio Leoni, formerly with Saar, has been appointed a&r director of the Campi Music & Record Group. Campi Group embodies Sorrisi e Canzoni, a weekly paper devoted to the show business and music world with the highest printing in Italy (about 1 million copies), an offset factory in Foligno, CAM Records & Music for movie soundtracks and the newly created DET Records for the pop field.

CAM is responsible for such world-wide success as movie soundtracks from Fellini's "8 1/2" and "Giulietta Degli Spiriti" (Juliet and the Ghosts), and "Mondo Cane" (More).

During his eight-year pact with Saar, Leoni was connected with the growth of such artists as Adriano Celentano, Tony Dallara, Remo Germani, Nicola Di Bari, Peppino Gagliardi, as well as heading Italian productions by Petula Clark, Francoise Hardy and UdoJurgens (Vogue), Ben E. King, Barbara Lewis, Nino & April (Atlantic), Pat Boone (Dot).

Leoni will soon fly to the United States to reach an agreement for the distribution of the

CAM and SET Record catalogs and to meet with executives of E. B. Marks Music, CAM Music's sub-publishers.

As far as Italian distribution is concerned, the present agreement with Dischi Ricordi will not be renewed upon the expiration. The new distribution set-up was not disclosed.

Mexican Mfrs. Bullish Over New Player

MEXICO CITY — Mexican record manufacturers are bullish over the new Royal inexpensive record player, a three-speed portable, transistorized apparatus which sells for \$24 to the public.

Although it only plays one record at a time, the model is getting good distribution throughout the country. Royal is associated with the Majestic Electronics Co. here, which will produce its own player soon at about 80 cents lower than Royal's.

Bulk of disk sales in this nation of over 36 million are to the lower middle class. Up to now, this group hasn't been able to buy the previously cheapest player (around \$80). The public buys singles and EP's, of course, but has been hesitant on albums because of the price of the player.

'Wm. B.' Is Feted

NEW YORK — William B. Williams, who does the "Make Believe Ballroom" show on WNEW, was presented with a birthday party Tuesday (13) in a real ballroom—the Rainbow Lounge atop NBC here. Attending were more than 170 of the major Broadway and record stars.

Billboard

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- Charts of "Hits Around The World"
- Merchandising and display ideas and techniques
- International new briefs from four Continents

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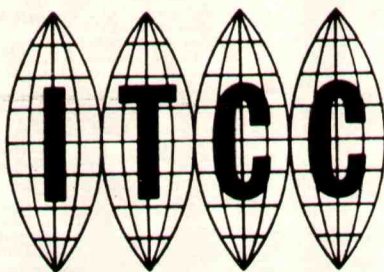
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From The Music Capitals of the World

Continued from page 68

distribution of Warner Bros. and fifth year with Reprise with a special release including Frank Sinatra-Count Basie in "Concert at the Sands" double-album. . . . Mills Music, Inc., distributes a new guide to banjo family instruments compiled by A. P. Sharpe for Clifford Essex Music. . . . Clifford Stanton, leading Glasgow dealer and indie producer, died at 49. . . . Former dealer Tony Outrign joined Frank Weintrup to assist direction of Walt Disney Records in U. K.

. . . EMI's publishing company Ardmore & Beechwood has entered the record production business. Its first waxing "Folks in a Hurry" by Brian Henderson is being issued on the parent company's Columbia label. . . . The Small Faces have signed a two-year pact for their material to be issued by RCA Victor in the States. The new contract was negotiated in agreement with British Decca, who previously released the group in America on London Records Press label. First Victor single for the group was scheduled to be their

high-riding hit in England, "All or Nothing." . . . Barney Ales, Motown vice-president, was scheduled in London Sept. 12, for talks with industry personnel. Motown group product distributed by EMI on its own Tamla-Motown label, is currently having its biggest success in Britain with six singles in Record Retailer's Top 50 chart.

Sir Joseph Lockwood, chairman of EMI, has become a nonexecutive director of the Beecham group, a toiletry, drug and soft drink giant. . . . The board of Decca, Ltd., met Sept. 13 to fix a final dividend for the year ended March 31. . . . Strike Records launch a subsidiary label, Go Records, next month. Strike has already seen chart action during its short existence via its single "That's Nice" by Neil Christian. . . . Coda Productions has been formed by a member of Decca's publicity staff, Ken Barnes, to concentrate on album production. Its first session was with Roy Castle last week. Barnes hopes to sell the Castle album to Decca or one of the other majors. . . . Yet another cover of "Sunny" has been issued, just as Bobby Hebb's original version has broken into the charts after being dormant for nearly two months. Latest version is by George Fame as a follow-up to his "Get Away" hit single. EMI, which last week released Cher's version of "Sunny" on Liberty, also issued Fame's waxing of the song. . . . Mark Forster was appointed general manager of Dick James' expanding Page One Records. . . . Ember assigned its LP playhouse production of "The Critic," starring Noel Coward and Mel Ferrer to U. S. Decca. . . . British Decca was opening its new Glasgow depot Monday (19) to serve Scottish dealers.

DON WEDGE

MADRID

New managing director of RCA-Espanola is Francesco L. Fanti, formerly international manager of RCA-Italiana, Rome. He takes the place of Bill Caram. . . . Bob Dylan's launch American CBS catalog distributed by Discophon. . . . American singer Dean Reed, a Spanish resident, signed the first soloist contract for concerts in the Soviet Union. . . . Argentinian Ricardo Roda arrived in Madrid. CBS will release his "Piperone" on CBS-Discophon. . . . Nuria Felle sings "The Shadow of Your Smile" in Catalan and Monna Bell in Spanish. . . . "La banda esta boracha" has a local version by Alberto Cortez, Hispavox.

RAUL MATAS

MEXICO

Trini Lopez's second Latin album was released by Gamma on Reprise Saturday (17). . . . Also this month, Nancy Sinatra will be on a Reprise-Gamma label with an EP titled "Nancy in London." . . . Plan are in the wind to do a TV homage to composer Pedro Flores. . . . Capitol's Los Yaki released a Spanish language version of "Yellow Submarine" flipped by "Philly Freeze." . . . Luis Demetrio, composer, and Pepe Jara (RCA Victor), got Radiolania magazine's "Musa" trophy for their 1965 triumph. . . . Marco Antonio Muniz's "El Despertar" (RCA Victor) is his latest hit. . . . Ignacio Lopez Tarso, distinguished film and theater star, released volume number two, CBS's "Mas Corridos." . . . Musart's Lucha Villa and Alberto Vazquez were in the festival Saturday (13) for reinauguration of Casa Lemus record shop in Guadalajara.

Los Hermanos Castro, currently in Las Vegas, left an LP tape with RCA Victor. . . . Miguelito Valdez (RCA Victor) signed with Xavier Cugat for a trip to the Far East. . . . Tomas Mendez, prolific and popular composer, has finished an LP for RCA Victor with his principal hits, his own voice. With that pressing out of the way, he switched to Orfeon and is working on his first LP for the new label with songs sung to the music of Antonio Briseena's guitar.

Elvica Quintana signed again with CBS. . . . Richard Tucker (CBS) sang in Palacio de Bellas Artes Sept. 1 in the final concert of the series "Jewish Music."

KEVIN KELLEGHAN

MILAN

Giuseppe Giannini, CGD, said Frank Sinatra's "Strangers in the Night" reached 120,000 copies sale mark. . . . Murra Deutsch, head of U. S. music publishing division, and Noel Rogers, director of UA Music, Ltd., London, here to meet with Giuseppe Gramitto Ricci and David Matalon of Curci and Cemed-Carosello. . . . Bobby Solo, Ricordi, took advantage of a Cantaeuropa's stop in Munich to film two TV segments. . . . Elisabeth and Krikor Mintangian, Durium international manager and president, flew to London to attend the annual Pye convention. . . . Equipe '84, Ricordi, flew to Paris for three TV shows. . . . New combo I Dik-Dik, Ricordi, climbing the charts with "Sognando La California" Italian version of the American tune "Dreamin' of California," took part on a TV show from Salice Terme, on the occasion of the Festivalbar's final night. . . . Nicola Arigliano, GTA, will be present at the Song Festival of Barcelona Oct. 1. . . . Orietta Berti, Phonogram (Polydor), was in Hamburg where she recorded "Lara's Theme" from "Doctor Zhivago" and "Una Bambola Intule," the Italian version of the Swedish song "Sunny Girl." The record was produced by Eric Leitz, while James Last conducted the orchestra and made the arrangements.

Italian EMI will participate in the Festival of Roses, Oct. 12 to 14, with Pino Donaggio, I Nomadi and Sergio Bruni. . . . Saar to issue "Love Me, Please Love Me" by Michel Pollnareff, Disques Vogue, as a continuation of "Una Bambola Che Fa No, No" (La Puce qui Fait Num). . . . Saar released a new album by folk singer Enzo Jannacci, produced by Nanni Ricordi. Some of the tunes were performed in the Milanese dialect. . . . Kansas marketed an EP under the title "Addio, Mia Bella Addio" (Good-bye, My Love Good-bye) with soldiers' chants of World War I. . . . Phonogram issued the latest Italian recordings by Roy Black (Polydor), "Finalmente Quer" and "Grazie Mille."

Cellograph-Simp announced that John Foster will appear in four TV shows during the next two months to promote his latest recording, "Lui No." . . . Adriano Celentano, Clan Records, will appear on TV with his yearly show, "Clan No. 3," and will present his company's new fall releases. . . . Dov Zela, general manager of Hataklil, Tel Aviv, Israel, visited Giuseppe Velona, Rifi international manager. . . . Sonny & Cher, Atlantic-Saar, here for TV filming, radio, concerts, recordings, appearances and a visit in Rome to Pope Paolo VI. . . . Petula Clark, Francoise Hardy and Michel Pollnareff were at Salice Terme for the ending night of the Festivalbar competition. Petula Clark will receive prizes while Hardy and Pollnareff will be guests of honor. . . . Francoise Hardy also participated in the last night of TV show "La Trottole" (The Whip-Top). . . . Milena, Clan Records, will take part on TV's "Spettacolo Dovunque," Sept. 18, and will sing "Bang, Bang" which she first recorded in Italy. . . . Durium said Little Tony's "Riderali, Tel He Go" passed the 300,000 copies sale mark. . . . After Saar, RCA Italiana and Clan, also Durium (with Little Tony, I Marcellos Ferial, Isabella Jannetti, Beppe Cardile, Mario Zelinotti, Tony Cucchiara, Nelly Fioramonti and Mario Trevi), Vedette (with Roby Cispiano) and Cellograph-Simp (with Leo Sardo and Gilla) confirmed participation in the Festival of Roses, to be held in Rome, Oct. 13, 14 and 15. . . . "Strangers in the Night" presently on the market in the versions by Frank Sinatra (in chart positions), CGD-Reprise, Johnny Dorelli CGD: Riccardo, Riviera; and in the first instrumental version, by Archibald and Tim, Phonocolor.

Juca Chavez, the Brazilian singer signed with Cellograph-Simp, recorded the movie soundtrack for "Una Rose Per Tutte." . . . Also Cellograph-Simp marketed the first album by the English group, the Bad Boys. . . . "Lara's Theme" from the movie "Doctor Zhivago," published by Curci, is available here in the versions by Connie Francis,

MGM-Ricordi; Bob Mitchell's Orchestra; Riff; Al Korvin's trumpet, GTA; Orietta Berti, Polydor; Milena, Carosello; Aldo Paganini's orchestra Originaldis-Angelicum; Santi Latora's organ, Durium; Ray Conniff, CBS. . . . Cemed-Carosello (with Robertino), Clan Records (with Don Backy), GTA (with Nicola Arigliano), Meazzi (with Anna Marchetti and Michele Accidenti) and Phonogram (with Orietta Berti) confirmed their participation in the Song Festival of Zurich.

GERMANO RUSCITTO

NEW YORK

Art D'Luogoff will present Dave Brubeck's Quartet, Jimmy Smith's Organ Trio and singer Lou Rawls in two concerts at Carnegie Hall on Sept. 24. . . . Snuff Garrett married Yolanda Salas in Dallas on Sept. 9. . . . MGM artist Errol Garner will make his first concert tour of Mexico in March. . . . The Glenn Miller Band will kick off the new band policy at the Jersey Steak Pit Sept. 28. . . . Razor's Edge are at Ungano's for an indefinite stay. . . . Wayne Newton, Liza Minnelli and Broadway producer David Black have been added to the client roster at Connie de Nave's public relations office. . . . New address for CBC Enterprises, record company, publishing and independent producer combine, is Western Hills Plaza, room 444, 44th Street, Omaha, Neb. . . . The Mugwumps swinging around the East and Midwest for their Tower recording of "Jug Band Music."

Johnny Tillotson to headline at the Fair in Bloomberg, Fla., Sept. 29 through Oct. 1. . . . Singer Jill Sinclair booked for a return engagement at the Dinosaur, Paris, Oct. 2. . . . Jimmy Dean, on a four-day engagement at the New Mexico State Fair, Sept. 19-22, then goes to Hollywood to tape an appearance with the "Andy Williams Show" for a Nov. 7 airing. . . . New York's Mayor John Lindsay presented Benny Goodman with Handel Medalion at a City Hall ceremony last week. It's the city's highest award for contribution to the arts. . . . The Lettermen, whose latest DynoVoice disk is "Baby Toys," will headline at Brooklyn's 802 Club from Sept. 30 until Oct. 2. . . . Anthony & the Imperials and Dionne Warwick will concertize at Lincoln Center's Philharmonic Hall on Sept. 25.

The Innates, young quartet who've been breaking it up in the Plattsburgh, N. Y., area, have recorded eight masters for record company audition. . . . The Lettermen release their 15th album for Capitol this week, entitled "The Best of the Lettermen" and featuring hits from their five-year association with the label. . . . Herb Alpert & the Tijuana Brass will play a special farewell to the Rheingold Central Park Music Festival at Central Park's Sheep Meadow on Sept. 21.

Larry Wilcox will be handling arrangements for Johnny Tillotson on the material the singer will be recording for MGM from forthcoming Broadway musical, "Walking Happy." . . . Epic Records has released its first LP by Silvio Santisteban, young Brazilian guitarist, who was by one to the label by Peer-Southern Music. The album was recorded at the RGE Studios in Sao Paulo and is titled "Six String Poetry." . . . The String Stretchers, banjo group, return to the Red Onion on Sept. 19. . . . Tony Lavelli, concert accordionist, is set for an extended tour of British Columbia, Saskatchewan, Manitoba, Alberta and the Northwest Territories during January and February under the auspices of Overture Concerts. . . . Eddy Arnold's "The Tips of My Fingers" has just been released in England and plans are being made for Arnold's third trip abroad in less than nine months. . . . Harold Leventhal will present the Paris aret company at Town Hall on Oct. 13. . . . Morty Wax Promotions has added the Peer-Southern organization to its client roster. . . . Major Bill Smith left for England last weekend to visit his offices there, LeBill Music, Ltd., and other publishers and record companies.

MIKE GROSS

(Continued on page 74)

ATTENTION...

Recording Artists, Personal Managers, Booking Agents, Billboard's annual International Record & Talent Showcase edition is being compiled. For free listing, please fill out the appropriate blank and mail to Billboard International Record & Talent Showcase, 165 W. 46th St., New York 10036.

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ARGENTINA

- *Denotes local origin
- This Last Week
1 1 MONDAY... MONDAY—The Mamas & the Papas (RCA), Bobby Solo (CBS), Bud Shank (LP) (Toshiba), Relay
- 2 3 EL CONDUCTOR—Enrique Lynch (Disc Jockey), Henry Nelson (CBS), Les Wawanco (Odeon), *Tito Alberti (Music Hall), *Les Molineros (DiskKorn) Korn
- 3 5 STRANGERS IN THE NIGHT—Frank Sinatra (Music Hall), Bert Kaempfert (Polydor), * Sergio Mas (CBS), *Vicky (RCA), Elio Roca (Polydor), Fermata, Hugo Santana (Ariel)
- 4 6 LARA'S THEME FROM DOCTOR ZHIVAGO—Al Korwin (Tonodisc), Ray Conniff (CBS), Las Cuerdas Cantantes (MGM), Roger Williams (Music Hall), Los Brass Ring (RCA), Maurice Jarre (MGM) Neumann
- 5 4 CALIFORNIA DREAMIN'—The Mamas & the Papas (RCA), Richard Anthony (Odeon), *Barbara & Dick (RCA), Bud Shank (LP) (Treva), Barry McGuire (LP) (RCA) Relay
- 6 2 THESE BOYS ARE MADE FOR WALKIN'—Nancy Sinatra (Music Hall), *Les Inn (CBS), Cindy Li (Odeon), Billy Strange (LP) (Dial), Chet Baker (LP) (Treva)
- 7 8 ALINNE—*Juan Ramon (RCA), Franck Pourcel (Odeon), Juan Pablo (Neptune)
- 8 9 NOVELISTA—The Beatles (Odeon) Fermata
- 9 7 SE DE UN MUNDO MEJOR/SOLO—*Palito Ortega (RCA)
- 10 14 CUIDADO CON EL AMOR—Wilma Goich (CBS) Melograf

AUSTRALIA

- This Last Week
1 1 STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)
- 2 2 MONDAY... MONDAY—The Mamas & the Papas (RCA) Intro
- 3 3 SLOOP JOHN B—The Beach Boys (Capitol) Weinberger
- 4 4 LEG DEIN HERZ IN MEINE HAENDE—Roy Black (Polydor) Schneider
- 5 10 DU BIT BLACKE ERSTER GEDANKE—Cliff Richard (Electrola) Siegel
- 6 6 BEISS NICHT GLEICH IN IEDEN APFEL—Wencke Myhre (Polydor) Wien Melodie
- 7 5 EINE KLEINE TRAENE—Ronny (Telefunken) Wien Melodie
- 8 9 BIS MORGEN—Renate Kern (Polydor) Hanslatic
- 9 7 PAPERBACK WRITER—The Beatles (Odeon) Budde
- 10 8 PAINT IT BLACK—The Rolling Stones (Decca) Schneider

BRITAIN

- (Credit Record Retailer)
- This Last Week
1 2 ALL OR NOTHING—Small Faces (Decca)
- 2 6 DISTANT DRUMS—Jim Reeves (RCA Victor)
- 3 1 YELLOW SUBMARINE—Beatles (Parlophone)
- 4 5 TOO SOON TO KNOW—Roy Orbison (London)
- 5 3 GOD ONLY KNOWS—Beach Boys (Capitol)
- 6 15 GOT TO GET YOU INTO MY LIFE—Cliff Bennett (Parlophone)
- 7 4 THEY'RE COMING TO TAKE ME AWAY HA-HA!—Napoleon XIV Warner Bros.
- 8 10 WORKING IN THE COAL MINE—Lee Dorsey (Stateside)
- 9 7 LOVERS OF THE WORLD UNITE—David and Jonathan (Columbia)
- 10 11 JUST LIKE A WOMAN—Manfred Mann (Fontana)
- 11 8 MAMA—Dave Berry (Decca)
- 12 35 LITTLE MAN—Sunny & Cher (Atlantic)
- 13 38 YOU CAN'T HURRY LOVE—Supremes (Tamla-Motown)
- 14 20 I'M A BOY—Who (Reaction)
- 15 23 WHEN I COME HOME—Spencer Davis Group (Fontana)
- 16 22 ASHES TO ASHES—Mindbenders (Fontana)
- 17 13 I SAW HER AGAIN—Mama's & Papa's (RCA Victor)

- 18 16 MORE THAN LOVE—Ken Dodd (Columbia)
- 19 12 VISIONS—Cliff Richard (Columbia)
- 20 14 HI-LILI HI-LO—Alan Price Set (Decca)
- 21 9 WIFE LIKE YOU—Trogs (Fontana)
- 22 27 HOW SWEET IT IS—Junior Walker (Tamla-Motown)
- 23 31 WALK WITH ME—Seekers (Columbia)
- 24 18 THE MORE I SEE YOU—Chris Montez (Pye)
- 25 34 LAND OF 1000 DANCES—Wilson Pickett (Atlantic)
- 26 42 WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)
- 27 19 BLACK IS BLACK—Los Bravos (Decca)
- 28 17 SUMMER IN THE CITY—Loving Spoonful (Kama-Sutra)
- 29 28 BIG TOP OPERATOR—Zoot Money (Columbia)
- 30 32 I CAN'T TURN YOU LOOSE—Oth Redding (Atlantic)
- 31 21 LOVING YOU IS SWEETER THAN EVER—Four Tops (Tamla-Motown)
- 32 45 SUNNY—Bobby Hebb (Philips)
- 33 43 RUN—Sandie Shaw (Pye)
- 34 25 AIN'T TOO PROUD TO BEG—Temptations (Tamla-Motown)
- 35 24 BAREFOOTER—Robert Parker (Island)
- 36 37 BLOWN IN THE WIND—Stevie Wonder (Tamla-Motown)
- 37 — BEND IT—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn
- 38 29 STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)
- 39 46 SUMMERTIME—Billy Stewart (Chess)
- 40 44 I DON'T CARE—Los Bravos (Decca)
- 41 — ALL I SEE IS YOU—Dusty Springfield (Philips) Belinda
- 42 39 WARM AND TENDER LOVE—Percy Sledge (Atlantic)
- 43 — GUANTANAMERA—Sandpipers (Pye) Harmony
- 44 26 I WANT YOU—Bob Dylan (CBS)
- 45 36 STOP THAT GIRL—Chris Andrews (Decca)
- 46 33 GIVE ME YOUR WORD—Billy Fury (Decca)
- 47 — BORN A WOMAN—Sandy Posey (MGM), Painted Desert Music
- 48 30 OUT OF TIME—Chris Farlowe (Immediate)
- 49 — CHANGES—Crispian St. Peters (Decca) Essex
- 50 — SOMEWHERE MY LOVE—Mike Sammes Singers (HMV) Robbins

CANADA

- This Last Week
1 SUNSHINE SUPERMAN—Brian Hyland (Philips)
- 2 YELLOW SUBMARINE/ELEANOR RIGBY—Beatles (Capitol)
- 3 YOU CAN'T HURRY LOVE—Supremes (Tamla-Motown)
- 4 BUS STOP—Hollies (Capitol)
- 5 WOULDNT IT BE NICE—Beach Boys (Capitol)
- 6 THE JOKER WENT WILD—Brian Hyland (Philips)
- 7 LAND OF 1000 DANCES—Wilson Pickett (Quality)
- 8 TURN DOWN DAY—Cyrkle (Columbia)
- 9 GUANTANAMERA—Sandpipers (A & M)
- 10 BORN A WOMAN—Sandy Posey (Quality)

CANADIAN RECORDS

- 1 PLEASE FORGET HER—Jury (Quality)

DENMARK

- This Last Week
1 VED LANDBYENS GADEKAER—Keld & the Donkey (HMV) Wary
- 2 YELLOW SUBMARINE—The Beatles (Parlophone) Multitone
- 3 SHERRY—Red Squares (Columbia) Imudico
- 4 BEAUTIFUL BROWN EYES—Sir Henry & His Butlers (Columbia) Imudico
- 5 PAPERBACK WRITER—The Beatles (Parlophone) Multitone
- 6 SUNNY AFTERNOON—The Kinks (Pye) Belinda
- 7 LOVE LETTERS—Elvis Presley (RCA) Famous
- 8 STRANGERS IN THE NIGHT—Frank Sinatra (Reprise) Leeds
- 9 ULVEN PETER—Peter Belli & Les Rivals (Triola) Mork
- 10 OTTE DAGE—Bjorn Tidmand (Odeon) Imudico

HOLLAND

- *Denotes local origin
- This Last Week
1 1 YELLOW SUBMARINE/ELEANOR RIGBY—The Beatles (Parlophone)—Ed. Leeds/Basart
- 2 10 HI-LILI-HILO—The Alan Price Set (Decca)—Ed. Francis, Day
- 3 7 MOTHER'S LITTLE HELPER—The Rolling Stones (Decca)—Ed. Essex-Basart
- 4 — GOD ONLY KNOWS—The Beach Boys (Capitol)
- 5 2 BLACK IS BLACK—Los Bravos (Barclay)—Ed. Mellin
- 6 6 WITH A GIRL LIKE YOU—The Trogs (Fontana)—Ed. Leeds-Basart
- 7 5 SUMMER IN THE CITY—The Lovin' Spoonful (Kama Sutra)—Ed. Melodia-Trident
- 8 4 LADY JANE—Davis Garrick (Pye)—Ed. Essex-Basart
- 9 — SITTING ON A FENCE—Twice as Much (MGM)—Ed. Essex-Basart
- 10 — KEEP ON TRYING—The Outsiders (Relax)—Ed. Intortene-Basart

ISRAEL

- This Last Week
1 1 RED RUBBER BALL—Cyrkle (CBS)
- 2 3 ALINE—Christophe (Vogue/Hatakilt)
- 3 5 LANA—Roy Orbison (London/Pax)
- 4 7 GET AWAY—Georgia Fame (Columbia/IME)
- 5 8 I SAW HER AGAIN—The Beatles & the Papa's (Dunhill/Eastronics)
- 6 6 LOVE LETTERS—Elvis Presley (RCA Victor/Eastronics)
- 7 9 THE PIED PIPER—Crispian St. Peters (Decca/Pax)
- 8 4 BUS STOP—The Hollies (Parlophone/IME)
- 9 15 MOTHER'S LITTLE HELPER—The Rolling Stones (Decca/Pax)
- 10 2 PAPERBACK WRITER—The Beatles (Parlophone/IME)

ITALY

- (Courtesy Musica e Dischi, Milan)
- *Denotes local origin
- This Last Week
1 2 STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)
- 2 1 NOTTE DI FERRAGOSTO—Gianni Morandi (RCA)
- 3 4 10 HO IN MENTE TE—*Equippe 84 (Ricordi)
- 4 3 CHE CO'PA' ABBIAMO NOI—Rokes (Arc)
- 5 5 TA RA TA TA—Mina (Ri Fi)
- 6 6 TEMA—Giganti (Ri Fi)
- 7 11 SOGNANDO LA CALIFORNIA—*Dik Dik (Ricordi)
- 8 6 RIDERA—*Little Tony (Durium)
- 9 7 PAINT IT, BLACK—Rolling Stones (Decca)
- 10 10 PERDONO—*Caterina Caselli (CGD)
- 11 — BANG BANG—Cher (Liberty)
- 12 9 PAPERBACK WRITER—Beatles (Parlophone)
- 13 15 UN RAGAZZO DI STRADA—*Corvi (Ariston)
- 14 — THEME FROM "DR. ZHIVAGO"—Col. son. or. MGM
- 15 13 GIRL—Beatles (Parlophone)

MALAYSIA

- (Courtesy Radio Malaysia)
- *Denotes local origin
- This Last Week
1 2 BUS STOP—Hollies (Parlophone)
- 2 3 STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)
- 3 1 PAPERBACK WRITER—Beatles (Parlophone)
- 4 6 THIS DOOR SWINGS BOTH WAYS—Herman's Hermits (Columbia)
- 5 7 BLACK IS BLACK—Los Bravos (Decca)
- 6 — LOVE LETTERS—Elvis Presley (RCA)
- 7 5 SUNNY AFTERNOON—Kinks (Pye)
- 8 — VISIONS—Cliff Richard (Columbia)
- 9 — I DON'T CARE—Los Bravos (Decca)
- 10 4 DO IT RIGHT—Trailers (Cosdel)

NEW ZEALAND

- This Last Week
1 2 WILD THING—The Troggs
- 2 1 DAYDREAM—The Lovin' Spoonful
- 3 5 SUNNY AFTERNOON—The Kinks
- 4 8 THE COMING GENERATION—The Gremlins
- 5 4 RAIN—The Beatles
- 6 6 DID YOU EVER HAVE TO MAKE UP YOUR MIND?—The Lovin' Spoonful
- 7 — BUS STOP—The Hollies
- 8 17 THIS DOOR SWINGS BOTH WAYS—Herman's Hermits
- 9 19 LIL' RED RIDING HOOD—Sam, the Sham and the Pharaohs
- 10 3 RED RUBBER BALL—The Cyrkle

SINGAPORE

- (Courtesy Radio Singapore)
- *Denotes local origin
- This Last Week
1 1 LADY JANE—David Garrick (Pye)
- 2 2 OPUS 17—Four Seasons (Philips)
- 3 3 A PLACE IN THE SUN—Shadows (Columbia)
- 4 5 BLACK IS BLACK—Los Bravos (Decca)
- 5 6 SIGNS OF THE TIMES—Petula Clark (Pye)
- 6 7 NEVER DIE—Mark Yun (Philips)
- 7 8 YOU CAN'T HURRY LOVE—Supremes (Motown)
- 8 9 VISIONS—Cliff Richard (Columbia)
- 9 4 DO IT RIGHT—Trailers (Cosdel)
- 10 10 PAPERBACK WRITER—Beatles (Parlophone)

From The Music Capitals of the World

Continued from page 72

OSLO

Norsk Phonograph's ad-r man Per W. Kilde recently completed producing an LP record featuring the poems of popular Norwegian writer Einar Skjæransen, as sung by Erik Bye. Bye is a well-known recording artist here but also a radio-TV personality. . . . Carl M. Iversen is pleased by the reception of the Beatles' Parlophone LP "Revolver." The record this week entered the Top 10 charts. Only LP before to do this was the "All Star Festival," which was issued in benefit of the World Refugee Committee. The new Beatles LP will also be pressed in Norway, which is rather unusual for foreign-made LP's.

A-S Nera celebrates these days that it is 10 years since the RCA label was introduced here in Norway. . . . Swedish producer Curro Pettersson and his German colleague Mr. Bohm visited Nord-Disc's managing director, Totto Johannessen to discuss the repertoire for songstresses Wencke Myhre and Ase Kleivland. Wencke Myhre has had her breakthrough in Germany and will be launched in Denmark and Sweden. . . . Norwegian jazz singer Karin Krogh has recorded "Watermelon Man" b/w "There's a Whole Lot of Shakin' Going On" together with the pop band the Public Enemies. She will also sing, with the same accompaniment, "Sunny"—the current Bobby Hebb success in the U.S.A.—and both records will be released on the Triola label. . . . Later Triola will record another jazz LP with their newly acquired star. She came from Philips.

PARIS

Yogue artist Petula Clark, fully recovered after a minor operation, is to make a one-hour color TV film for producer Jean-Christophe Averty after her three-month American tour. . . . Long-haired singer Antoine, formerly banned in Morocco, gave a concert in Casablanca. . . . Tenor-saxophonist Dexter Gordon is featured with the Ron Jefferson group at La Boheme in Montparnasse. . . . Georgette Lemaire, rival of Mireille Mathieu for the "new Piaf" title, makes her Bobino theater debut in January. . . . Radio Monte-Carlo's 1966 "Ribbon of Honor of the French Song" has been awarded to Charles Aznavour and Claude Nougaro. . . . French musicians are agitating for higher fees for recording sessions. Currently paid \$14 for a three-hour session, the musicians are demanding \$18. . . . Leading French recording artists booked for appearances at l'Ancienne Belgique in Brussels in the fall include Mireille Mathieu, Charles Aznavour, Gilbert Beaud, Georgette Lemaire, Sacha Distel and Adamo. Barclay singer Dalida is set for a 15-day tour of South America. . . .

The American Folk Blues Festival package appears at the Theater des Champs-Elysees on Oct. 1. . . . Herb Alpert and the Tijuana Brass played a one-nighter at the Olympia Theater on Sept. 27.

MIKE HENNESSEY

TORONTO
Compo has acquired Canadian representation of the hot new Double Shot label from the U. S. and rushed out its first single "Psychotic Reaction" by the Count Five, on Apex, with expectations of establishing the Double Shot label here for future releases. . . . Verve-Folkways in the U. S. is negotiating with a top Toronto folk-rock group, the Paupers, who expect to be off to New York, with a sheaf of original material, for recording sessions the end of the month. Folk singer Adam

A NEW SMASH SINGLE BY
"THE GUESS WHO!"
"AND SHE'S MINE"
(written by Randy Bachman)
recorded on
QUALITY 1832
in Canada
(Scepter in the USA)
Another smash hit from
BMI Canada Limited, Toronto

Mitchell recently joined the group, which had some success with a couple of singles on Red Leaf a while back. . . . Jubilee Records has picked up "Please Forget Her" by the Jury, climbing the charts for Quality here, for American release. . . . Columbia in the U. S. will release a single by the Ottawa-based Esquires, coupling their upcoming Canadian release, "Love Hides a Multitude of Sins," with "It's a Dirty Shame," a regional hit in Ottawa, Montreal and the Maritimes. . . . Columbia here offers competition to Al Hirt's "Strawberry Jam" with a version featuring its composer, Johnny Cowell, trading his trumpet for a harpsichord solo on "Jam" and back to trumpet on the flip side, "Golden Jer," another Cowell tune. . . . The Carlton Showband, still hot with their "Merry Ploughboy" on Ciel here and Mula in the U. S., follow up with "Up Went Nelson," a tune that was topping the hit parade in Eire a few months ago. . . . Jay and the Americans at the Western Fair in London, Ontario, 12 and 13. **KIT MORGAN**

COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 9/24/66 HOT COUNTRY ALBUMS

★ STAR	Performer—LP's registering proportionate upward progress this week.	Weeks on Chart
This Week	Last Week	TITLE, Artist, Label & Number
1	1	CARNegie HALL CONCERT WITH BUCK OWENS & HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)
2	2	ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)
3	8	STEEL RAIL BLUES George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)
4	4	THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)
5	5	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)
6	7	I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)
7	3	SUFFER TIME Dottie West, RCA Victor LPM 3587 (M); LSP 3587 (S)
8	6	ALONE WITH YOU Jim Edward Brown, RCA Victor LPM 3569 (M); LSP 3569 (S)
9	9	DON'T TOUCH ME Wilma Burgess, Decca DL 4788 (M); DL 74788 (S)
10	18	TILL THE LAST LEAF SHALL FALL Sonny James, Capitol T 2561 (M); ST 2561 (S)
11	14	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)
12	13	LET'S GO COUNTRY Wilburn Brothers, Decca DL 4764 (M); DL 74764 (S)
13	29	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)
14	10	COUNTRY ALL THE WAY Kitty Wells, Decca DL 4776 (M); DL 74776 (S)
15	11	PUT IT OFF UNTIL TOMORROW Bill Phillips, Decca DL 4792 (M); DL 74792 (S)
16	16	I'M A PEOPLE George Jones, Musicor MM 2099 (M); MS 3099 (S)
17	17	LONESOME IS ME Charlie Louvin, Capitol T 2482 (M); ST 2482 (S)
18	19	GETTIN' ANY FEED FOR YOUR CHICKENS? Del Reeves, United Artists UAL 3530 (M); UAS 6530 (S)
19	15	DUST ON MOTHER'S BIBLE Buck Owens & His Buckaroos, Capitol T 2497 (M); ST 2497 (S)
20	20	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)
21	21	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3542 (M); LSP 3542 (S)
22	12	MANY HAPPY HANGOVERS TO YOU Jean Shepard, Capitol T 2547 (M); ST 2547 (S)
23	22	DON GIBSON WITH SPANISH GUITARS RCA Victor LPM 3594 (M); LSP 3594 (S)
24	24	JOHNNY PAYCHECK AT CARNegie HALL Little Darlin' LD 4001 (M); SLD 8001 (S)
25	25	LONELYVILLE Dave Dudley, Mercury MG 21074 (M); SR 61074 (S)
26	28	I LIKE 'EM COUNTRY Loretta Lynn, Decca DL 4744 (M); DL 74744 (S)
27	23	MAN WITH A PLAN Carl Smith, Columbia CL 2501 (M); CS 9301 (S)
28	33	I'M A NUT Leroy Pullins, Kapp KL 1488 (M); KS 3488 (S)
29	37	CONNIE SMITH SINGS GREAT SACRED SONGS RCA Victor LPM 3589 (M); LSP 3589 (S)
30	32	TRUE LOVE'S A BLESSING Sonny James, Capitol T 2500 (M); ST 2500 (S)
31	34	I COULD SING ALL NIGHT Ferlin Husky, Capitol T 2548 (M); ST 2548 (S)
32	—	MISS BONNIE GUITAR Dot DLP 3737 (M); DLP 25737 (S)
33	—	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)
34	36	I WANT TO GO WITH YOU Eddy Arnold, RCA Victor LPM 3507 (M); LSP 3507 (S)
35	—	GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)
36	—	SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)
37	27	IN A NEW DIMENSION Roy Drusky, Mercury MG 21083 (M); SR 61083 (S)
38	—	SOMETHIN' FOR EVERYONE Elton Britt, ABC ABC 566 (M); ABCS 566 (S)
39	31	THE WHO'S WHO OF COUNTRY AND WESTERN MUSIC Various Artists, Capitol TT 2538 (M); STT 2538 (S)
40	—	JIMMY DEAN'S GREATEST HITS Columbia CL 2485 (M); CS 9285 (S)

Billboard SPECIAL SURVEY for Week Ending 9/24/66 HOT COUNTRY SINGLES

★ STAR	performer—Sides registering greatest proportionate upward progress this week.	Weeks on Chart
This Week	Last Week	TITLE, Artist, Label, Number & Publisher
1	1	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)
2	4	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)
3	3	THE TIP OF MY FINGERS Eddy Arnold, RCA Victor 8869 (Tree & Champion, BMI)
4	2	A MILLION AND ONE Billy Walker, Monument 943 (Silver Star, BMI)
5	9	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)
6	7	4033 George Jones, Musicor 1181 (Blue Crest/Husky, BMI)
7	6	THE SHOE ON THE OTHER FOOT TONIGHT Marty Robbins, Columbia 43680 (Mariposa, BMI)
8	11	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)
9	5	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca 31966 (Sure Fire, BMI)
10	8	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor 8851 (Glaser, BMI)
11	16	IF TEARDROPS WERE SILVER Jean Shepard, Capitol 5681 (Tree, BMI)
12	15	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)
13	19	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)
14	12	THE LOVIN' MACHINE Johnny Paycheck, Little Darlin' 008 (Mayhew, BMI)
15	27	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)
16	10	THE WORLD IS ROUND Roy Drusky, Mercury 72586 (4 Star, BMI)
17	22	AT EASE HEART Ernie Ashworth, Hickory 1400 (Acuff-Rose, BMI)
18	13	THINK OF ME Buck Owens, Capitol 5647 (Bluebook, BMI)
19	23	I HEAR LITTLE ROCK CALLING Ferlin Husky, Capitol 5679 (Acclain, BMI)
20	14	IT'S ALL OVER Kitty Wells, Decca 31957 (Wilderness, BMI)
21	18	STANDING IN THE SHADOWS Hank Williams Jr., MGM 13504 (Ly-Rann, BMI)
22	24	MEAN OLD WOMAN Claude Gray, Columbia 43614 (Blue Crest, BMI)
23	26	A TASTE OF HEAVEN Jim Edward Brown, RCA Victor 8867 (Regent, BMI)
24	25	BLUES PLUS BOOZE (Means I Lose) Stonewall Jackson, Columbia 43718 (Sure Fire, BMI)
25	17	I CAN'T KEEP AWAY FROM YOU Wilburn Brothers, Decca 31974 (Bronz, SESAC)
26	20	SWINGING DOORS Merle Haggard, Capitol 5600 (Bluebook, BMI)
27	29	IT TAKES A LOT OF MONEY Warner Mack, Decca 32004 (4 Star, BMI)
28	31	MOMMY, CAN I STILL CALL HIM DADDY? Dottie West, RCA Victor 8900 (Tree, BMI)
29	35	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)
30	30	LOVE'S SOMETHING (I Can't Understand) Webb Pierce, Decca 31982 (Cedarwood, BMI)
31	28	AIN'T HAD NO LOVIN' Connie Smith, RCA Victor 8842 (Blue Crest, BMI)
32	34	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)
33	37	IT'S ONLY LOVE Jeannie Seely, Monument 965 (Pamper, BMI)
34	21	LONELYVILLE Dave Dudley, Mercury 72585 (4 Star, BMI)
35	32	THE GREAT EL TIGRE Stu Phillips, RCA Victor 8868 (Delmore, ASCAP)
36	40	PURSUING HAPPINESS Norma Jean, RCA Victor 8887 (Wilderness, BMI)
37	46	SWEET THANG Nat Stuckey, Paula 243 (Su-Ma/Stuckey, BMI)
38	42	EARLY MORNING RAIN George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)
39	38	I'D JUST BE FOOL ENOUGH Browns, RCA Victor 8858 (Acuff-Rose, BMI)
40	43	HECK OF A FIX IN '66 Jim Nesbitt, Chart 1350 (Peach, SESAC)
41	41	LOOK INTO MY TEARDROPS Conway Twitty, Decca 31983 (Wilderness, BMI)
42	39	BOA CONSTRUCTOR Johnny Cash, Columbia 43763 (Hollis, BMI)
43	44	NO ONE WILL EVER KNOW Frank Field, Hickory 1397 (Milene, ASCAP)
44	—	ANOTHER DAY, ANOTHER DOLLAR IN THE HOLE Tex Williams, Boone 1044 (Richwell, BMI)
45	45	MAN WITH A PLAN Carl Smith, Columbia 43753 (4 Star, BMI)
46	—	ALMOST PERSUADED, No. 2 Ben Colder, MGM 13590 (Gallico, BMI)
47	50	EVIL OFF MY MIND Burl Ives, Decca 31997 (Wilderness, BMI)
48	—	MY UNCLE USED TO LOVE ME BUT SHE DIED Roger Miller, Smash 2055 (Tree, BMI)
49	47	THIS GUN DON'T CARE Wanda Jackson, Capitol 5712 (Barmore, BMI)
50	—	COME ON AND SING Bob Luman, Hickory 1410 (Cedarwood, BMI)

'Hayride' May Go ABC Net

CINCINNATI — Avco Broadcasting and ABC Network officials are discussing the possibility of using "WLW's Midwestern Hayride" for network programming. The color country western program, which has been aired on Avco Broadcasting stations for 18 years, has been syndicated by ABC Films since last April. It is currently playing in 46 markets. The show has also been used by both the ABC and NBC television networks as a summer replacement series.

Dean Richards is the host of the musical hour. The regular cast of 30 includes some of the top performers in the country-western field, among them the Hometowners, the Lucky Pennies, the Midwesterners, Bonnie Lou, Bobby Bobo, Charlie Gore, and Zeke and Bill.

Recent guests on the show include Stonewall Jackson, Red Sovine, the Carter Family, Archie Campbell, Bobby Bare, Jan Howard and Jody Miller.

Yesteryear's Country Hits

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

COUNTRY SINGLES—5 Years Ago September 25, 1961

1. Walk on By, Leroy VanDyke, Mercury
2. I Fall to Pieces, Patsy Cline, Decca
3. Sea of Heartbreak, Don Gibson, RCA Victor
4. Tender Years, George Jones, Mercury
5. Under the Influence of Love, Buck Owens, Capitol
6. My Ears Should Burn, Claude Gray, Mercury
7. Hello, Fool, Ralph Emery, Liberty
8. Heartbreak, U.S.A., Kitty Wells, Decca
9. I Went Out of My Way, Roy Drusky, Decca
10. When Two Worlds Collide, Roger Miller, RCA Victor

COUNTRY SINGLES—10 Years Ago September 22, 1956

1. Crazy Arms, Ray Price, Columbia
2. Hound Dog/Don't Be Cruel, Elvis Presley, RCA Victor
3. I Walk the Line, Johnny Cash, Sun
4. Searching, Kitty Wells, Decca
5. Sweet Dreams, Faron Young, Capitol
6. You Are the One, Carl Smith, Columbia
7. Be-Bo-A-Lula, Gene Vincent, Capitol
8. I Want You, I Need You, I Love You, Elvis Presley, RCA Victor
9. Conscience, I'm Guilty, Hank Snow, RCA Victor
10. Don't You Know Me, Eddy Arnold, RCA Victor

Country Music In A Fine (33) State

NEW YORK — Thirty-three governors have declared October as State "Country Music Month" and four other States are set to join in the gubernatorial recognition of the popularity of country music.

"This clearly shows," said Roy Horton, of the Country Music Association, "that there are no boundaries with country music."

Designating October as Country Music Month in honor of the CMA convention in Nashville that month were: Governors George C. Wallace, Alabama; Samuel P. Goddard Jr., Arizona; Haydon Burns, Florida; John A. Burns, Hawaii; Harold E. Hughes, Iowa; Edward T. Breathitt, Kentucky; John H. Reed, Maine; George Romney, Michigan; Warren E. Hearnes, Missouri; Frank B. Morrison, Nebraska; Jack M. Campbell, New Mexico; Mark O. Hatfield, Oregon; John B. Connally, Tex-

as; Albert S. Harrison Jr., Virginia; Orval E. Faubus, Arkansas; John A. Love, Colorado; Carl E. Sanders, Georgia; Otto Kerner, Illinois; William H. Avery, Kansas; John J. McKeithen, Louisiana; J. Millard Tawes, Maryland; Karl F. Rolvaag, Minnesota; Tim Babcock, Montana; Richard J. Hughes, New Jersey; Dan K. Moore, North Carolina; John H. Chafee, Rhode Island; Frank G. Clement, Tennessee; Philip Hoff, Vermont; and the governors of Washington, Delaware, California, Oklahoma and Utah. In addition, Horton said, the States of New York, Connecticut, South Carolina and Wisconsin are expected to join. Last year there were 30 States naming the month as Country Music Month.

Nashville Scene

Buck Owens, who has just finished filming two half-hour shows for NBC's "Swingin' Country" series, brings his popular country music show East this month with consecutive one-night performances booked for Montgomery, Ala.; Macon, Ga.; Dothan, Ala.; Charleston, S. C., and Baltimore, beginning Sept. 20. Appearing with Buck will be **Merle Haggard**, **Bonnie Owens**, **Dick Curless**, **Kay Adams** and the **Buckaroos**. . . . **Bob Neal**, who handles the booking for such stars as **Sonny James** and **Stonewall Jackson**, will perform similar chores for Epic artist

Ruby Wright, Columbia's **Clyde Pitts** and **Billy Large**, and Jewel-Paula's country star **Nat Stuckey**, all of whom signed with the Neal agency last week. . . . Capitol Records' national country music drummer, **Wade Pepper**, is promoting the new **Ray Pillow** single, "Volkswagen," with heavy deejay mailings of miniature VW's. Pepper predicts that the novelty tune will prove to be Pillow's biggest disk. The young singer is currently in Music City cutting a single with his pretty duet partner, **Jean Shepard**, with an album based on their hit single, "I'll Take the Dog," due in the near future. . . . Kapp artist **Dick Flood** heads for Newfoundland in October for a 19-day stint at Harmon Air Force Base, accompanied by his band the **Pathfinders**. . . . Capitol a&r man, **Ken Nelson**, flies into Music City this week to cut **Tex Ritter's** new album. . . . Tree Music's **Jack Stapp** and **Buddy Killen** recently headed a membership drive to increase the numbers in Nashville's chapter of NARAS. As a result of their rigorous campaign, voting membership in the chapter has doubled, enabling the chapter to send an extra delegate to the national NARAS convention. . . . Capitol Records' Nashville a&r men, **Mervin Hughes** and **Billy Graves**, will fly to Santa Barbara, Calif., to attend the label's conclave of producers.

Say You Saw It in Billboard



A BADGE OF DISTINCTION

This badge is your pass to all official 1966 Opry anniversary events. It represents your \$10 tax-free contribution to the Opry Trust Fund, and must be worn to gain entrance to all events. The Opry Trust Fund provides assistance during times of adversity to persons performing in the country music field.

AGENDA

WSM GRAND OLE OPRY
41ST ANNIVERSARY
CELEBRATION
October 20-21-22

- REGISTRATION
- SESAC-NASCAR RECEPTION
- NAT'L LIFE GRAND OLE OPRY VIDEOTAPING
- MOVIE PREMIER
- WSM BREAKFAST
- OPRY SPECTACULAR
- FCC PANEL DISCUSSIONS
- DOT RECORDS LUNCHEON
- DECCA RECORDS PARTY
- TRADE PRESS AWARDS
- WSM FRIDAY NIGHT OPRY
- RCA VICTOR BREAKFAST
- COLUMBIA RECORDS LUNCHEON & SHOW
- CAPITOL RECORDS PARTY
- WSM GRAND OLE OPRY PAMPER MUSIC DANCE
- COLUMBIA COFFEE CLATCH

Pre-register to make sure you are among those taking part.

CONVENTION HEADQUARTERS
MUNICIPAL AUDITORIUM



Decca Records' Loretta Lynn has just released a new LP designed to capture the follow-up market for her best selling single "You Ain't Woman Enough" (Decca 31966). Bearing the same title as the single, the "You Ain't Woman Enough" album (DL 4806) is loaded with appeal for country fans, including "It's Another World," "Talkin' to the Wall," "Put It Off Until Tomorrow" and "These Boots Are Made for Walkin'" in addition to the title song. Loretta proudly plays and records with an Epiphone Excellent guitar, because of its superior tone and response under all conditions. Epiphone—choice of Loretta Lynn and other artists who can hear the difference.

(Advertisement)

APPLICATION FORM . . . PRE-REGISTER NOW . . . AVOID WAITING!

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 AFFILIATION _____
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WSM, NASHVILLE, TENN. THE NATIONAL LIFE & ACCIDENT INSURANCE COMPANY


SANFORD CLARK
sings a NEW version
of his smash hit

THE FOOL

B/W STEP ASIDE
#1972

ON
Ramco

PHOENIX

A high-contrast, black and white photograph of Ray Charles. He is shown from the chest up, wearing a dark suit jacket, a white dress shirt, and a dark bow tie. He is also wearing his signature dark sunglasses. He has a slight smile on his face, showing his teeth. The background is dark and indistinct.

**A
BILLBOARD
EDITORIAL SALUTE
ON THE
OCCASION OF
RAY CHARLES'
20th ANNIVERSARY
IN SHOW BUSINESS
OCTOBER 15th
BE THERE!**

Ray Charles

CLASSICAL MUSIC

Melodia to Double Its Output

By OMER ANDERSON

FRANKFURT—In the wake of its unprecedented contract with Capitol, Melodia, the Soviet State phonograph record company, plans major expansion of its pressing capacity.

On a visit to East Germany, Melodia's chief, N. J. Mochov, said the disk firm aims at daily output of 350,000 records. This would represent a doubling of present production.

Executives accompanying Mochov indicated that the expansion anticipates a steady increase in the offering of Western music on the Soviet market.

"It's a two-way street," one

of the Melodia executives observed. "Now that we are selling our music in the West, we will be in a position to buy Western music for our market in Eastern Europe and the Soviet Union."

Melodia is operating four big pressing plants in the Soviet Union, and more will be opened. Mochov said the present emphasis in the Soviet Union in consumer goods is pushing production of record players to peak levels.

Melodia executives predict a big market for Soviet disk product in the U. S. They pointed out that the deal with Capitol is virtually identical to that

which Melodia negotiated earlier this year with Ariola Eurodisc, the West German record company.

Sales Promotion

Melodia product has proved powerful sales promotion for the Ariola classical repertory. Soviet artists enjoy great popularity in West Germany. Melodia artists available to Ariola Eurodisc, and now to be made available to Capitol, include David Oistrakh, his son Igor, Leonid Kogan, Mstislav Rostropovich, Sviatoslav Richter, Emil Gilels, Kiril Kondrashin, Galina Vishnevskaya and Rudolf Barshai, conductor of the Moscow Chamber Orchestra.

Under the Capitol contract, Soviet records will be released beginning early in 1967 on a label called "Melodia Angel." Ariola began release of Soviet artists this spring on the label Melodia Eurodisc, and now has about 30 records available.

Melodia has factories in Moscow. (Continued on page 79)

Stock-in-Trade at Schirmer: Service

NEW YORK—The usual fall pickup in record sales is beginning to be felt at G. Schirmer, Inc., where no records are discounted. J. H. Higgins, manager of the store's record department, noted that business this summer was slower than previous years. He ascribed this, in part, to the airline strike, which kept many visitors from the city, and the fact that the World's Fair was over.

Higgins cited special services provided by the store, such as free delivery anywhere in the United States. Higgins also stressed the importance of knowledgeable salesmen who help and advise customers.

Schirmer's does a large business in classical and educational records, carrying a "complete stock of oddball" pressings as well as imports and educational disks not usually found in many other stores.

The outlet does a large mail-order business, helped by its international reputation as a publisher. Higgins pointed out that disk sales frequently were tied in with score sales. He referred to a "great trade" in scores and octavos for choirs and choruses. Many artists also do business at the store.

Display, both window and in-store, also play a major role in the store. Higgins explained that window displays are changed every two weeks. A current display features the text of Samuel Barber's new opera "Anthony and Cleopatra," which was slated to open the new Metropolitan Opera House last Friday (16). A sign in the window also noted that orders were being taken for an RCA Victor recording of the opera, although no official word had been received from Victor about the completion of negotiations for the project.

About 50 per cent of all the classical stock is displayed in the store, including such current releases as Mahler's "Symphony No. 7" with Leonard Bernstein and the New York Philharmonic on Columbia, Angel's "Genius of Puccini," Verdi's "Nabucco" on London and "The Irish Uprising," a CBS Legacy Series package. Higgins thought it unfortunate that RCA Victor's "Opening Nights at the Met" was only a

CBS' Boulez Is Gaining With British Public

LONDON—CBS is finding an increasing acceptance here for the work of Pierre Boulez, who signed for the British company last year. A major recording program has been mapped out for him.

His latest project, recorded in Paris this summer, is Berg's opera, "Wozzeck." It is scheduled for international release at the end of the year.

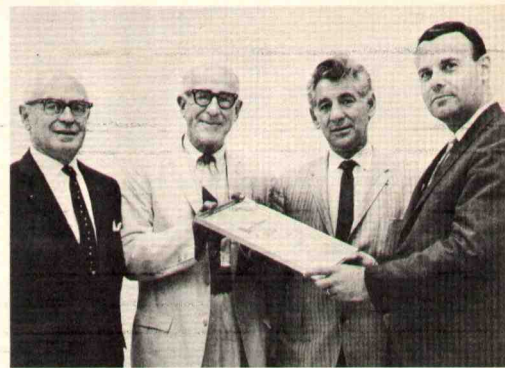
In December he will conduct three British orchestras—New Philharmonic, BBC Symphony, and the London Symphony—in a series of recordings which will include works by Debussy, Bartok, Berg, and Stravinsky.

Other sessions will follow in June, 1967, when Boulez will record one of his own works with the London Symphony Orchestras.

limited edition because of expected demand.

One table is devoted exclusively to budget records, which Higgins considered "one of the best buys on the market." He wondered why discount stores cut the prices on this merchandise, since they were "such a good buy" at their low-price list. Also stocked are reel-to-reel tapes and 8-track CARtridges. Higgins noted, however, that Schirmer's would "special order on anything." "We'll at least try."

Another service provided to customers consists of listening booths where any disk can be heard before purchase even if it involves breaking the seal. All mail is answered whether or not a sale will result. Recent sellers, in addition to the usual brisk business in operatic recordings, have been works by Charles Ives. Schirmer's also carries a full line of international, language instruction and spoken word pressings. Higgins reported that many persons came in from the suburbs to purchase Polish, Czech, Russian and other international disks because of the outlet's known stock. A full children's line also is carried. Schirmer's apparently has learned that extra service and complete stock pay off in sales, even at full list price.



WQXR, NEW YORK'S CLASSICAL music outlet, honored Leonard Bernstein on his 48th birthday Aug. 25 for his "many years of devoted leadership in the American musical community." The station has been featuring an hour show devoted to Bernstein's talents as composer, conductor, accompanist, and pianist throughout the month. From left: Elliot M. Sanger Sr., WQXR chairman of the board; Norman S. McGee, WQXR executive vice-president; Bernstein, and WQXR program director Martin Bookspan.

EUROPEAN TOUR NEXT

Utah Impresses in Kicking Off Carnegie's 75th Year

NEW YORK—The Utah Symphony made a favorable impression in its New York debut at Carnegie Hall on Sept. 9. The concert of 20th century music kicked off the 75th season of Carnegie Hall and also preceded a 13-concert European tour, which began last Tuesday (13) with the first of three appearances in Athens.

The major works of the Carnegie concert were Vaughan Williams' demanding "Symphony No. 6" and Prokofiev's "Piano Concerto No. 3," which featured Grant Johannesen as soloist. In the symphony, listed as a fall release by Vanguard, the orchestra demonstrated its fine schooling and musicianship under the experienced baton of Maurice Abravanel. While some sections might have been stronger, the over-all effect was almost electric, both in the louder portions and in the long lyric "Epilogue."

The concerto was played at an extremely rapid pace, but

fortunately, Johannesen was up to its demands. The interaction between piano and orchestra, especially in the Second section variations, was well handled, with Johannesen gaining a well-deserved ovation at the concerto's conclusion.

The program began with the sprightly overture to Bernstein's "Candide" and ended with a modern war horse, Stravinsky's "Firebird Suite." Abravanel rewarded the enthusiastic audience with an excerpt from Robertson's "Oratorio From the Book of Mormon," which has been recorded in its entirety on Vanguard.

After concluding its tour next Wednesday in London, the Utah will give two performances at the University of New Mexico on Oct. 1 and 2. The Carnegie Hall event, which was preceded by a reception at the Waldorf Astoria, was a Utah celebration, with State and federal officials in attendance.

FRED KIRBY

Chi. Opera Opens Oct. 7

CHICAGO—Four new operatic productions, each in a different language, and a new

ballet production are scheduled for the two-month Chicago Lyric Opera Season, which opens Oct. 7 with Moussorgsky's "Boris Godounov" in Russian. The new productions are Monteverdi's "L'Incoronazione di Poppea" in Italian, Bizet's "Les Pecheurs de Perles" (The Pearl Fishers) in French, Mozart's "Die Zauberfloete" in German and Prokofiev's "Angel of Fire" in English. The new production of Casella's ballet "La Giara" (The Jar) will be paired with Mascagni's "Cavalleria Rusticana." Rounding out the repertoire are Ponchielli's "La Gioconda" and Verdi's "Otello," an "La Traviata."

The season will consist of subscription series on Mondays, Wednesdays, Fridays and Saturdays. Slated to make their American debuts during the season are singers Milen Paunov, Ladko Krosec, Sabina Zimmer, Elena Zilio, Gianfranco Cecchele, and Ermanno Lorenzi, the tenor (Continued on page 79)

CENTER AGAIN TAPS MOZART

NEW YORK—Lincoln Center plans a second Mozart Festival next summer after the success of the first series, which drew more than 54,000 persons to 26 concerts at Philharmonic Hall this year. Schuyler G. Chapin, Lincoln Center vice-president, announced that seven of the concerts were sellouts with overall attendance averaging 2,000. The festival consisted of 14 orchestral concerts, five recitals, and seven chamber music concerts. An audience of 2,300 attended a performance by the Guarneri Quartet and pianist Peter Serkin. During the month-long festival a total of 109 artists performed 107 different Mozart works.



AMALIA RODRIGUES, Portuguese Fado singer, performed at the Hollywood Bowl recently. Her initial Capitol album, "The Haunting Fire of the Fado," was released last month to coincide with her Bowl appearance.

'Solemnis' in Electrola's 3d Offering

COLOGNE—The third offering in Electrola's Klassik Kreis series of classical releases—Beethoven's "Missa Solemnis," is being offered by subscription for \$9 compared with \$12.50 otherwise.

This masterwork is recorded by the London New Philharmonic Orchestra and Choir directed by Otto Klemperer. It has the solo quartet of Elisabeth Soderstrom, Birgit Nilsson, Nicolai Gedda and Marga Hoffgen, along with Waldemar Kmentz and Martti Talvela.

The "Missa Solemnis" is the third Klassik Kreis offering, the others being "Tosca" and "Zar und Zimmerman." Electrola distributes Klassik Kreis releases by subscription and through selected Klassik Kreis retailers.

Electrola is distributing special sales promotion material to Klassik Kreis dealers on "Missa Solemnis," including a bust of Beethoven for display with the new Klassik Kreis release. Under the Klassik Kreis plan, dealers agreeing to participate receive special sales promotion assistance from Electrola, and the dealers, for their part, undertake to push sales of Klassik Kreis releases.

New Works Set By Houston Unit In Concert Fare

HOUSTON — Several works will receive their local premieres by the Houston Symphony in its 16 pairs of subscription concerts which begin Oct. 10 at the new Jesse H. Jones Hall for the Performing Arts. Sir John Barbirolli, conductor in chief, will conduct 12 of the pairs, Andre Previn, three, and A. Clyde Roller, associate conductor, one.

Among the works new to Houston are two by Texas composers, "Symphony for Strings" by Serge Saxe of Fort Worth and "The Blue and the Gray" by Merrills Lewis of Houston. Other works to be premiered here are Piston's "Violin Concerto"; Sibelius' "The Return of the Lemminkainen"; Delius' "Dance Rhapsody No. 1"; Respighi's "Brazilian Impressions"; Dello Joio's "Concerto for Organ and Orchestra"; Elgar's "Second Symphony"; Berg's "Violin Concerto"; Bach's "Concerto in C Minor for Violin, Oboe, Strings and Continuo"; and Mahler's "Symphony No. 3 in D Minor for Orchestra, Alto Solo, Women's Chorus and Boys Chorus," which will close the season on April 3 and 4.

Soloists will include soprano Judith Raskin, organist Richard Ellsasser, violinists Henryk Szeryn and Hugo Kolberg, and pianists John Ogdon, Annie Fischer, Bela Siki, Clifford Curzon, Claudio Arrau, Daniel Barenboim, Albert Hirsh, and Philippe Entremont.

Melodia's Output

Continued from page 78

cow, Leningrad, Vilnius and Tashkent and a fifth ready to go into operation in Umanj, and recording studios in Moscow, Leningrad, Vilnius, Riga, Alma Ata, Tashkent and Tbilisi.

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	MAHLER: SYMPHONY NO. 7 (2-12" LP) N. Y. Phil. (Bernstein), Col. M2L 339 (M); M2S 739 (S)	4	24	22	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Col. M2L 328 (M); M2S 728 (S)	25
2	2	MAHLER: SYMPHONY NO. 6 (2-12" LP) Boston Symph. Orch. (Leinsdorf), RCA LM 7044 (M); LSC 7044 (S)	14	25	25	RACHMANINOFF: PIANO CONCERTO NO. 2 Entremont/N. Y. Phil. (Bernstein), Col. ML 5481 (M); MS 6148 (S)	5
3	4	VERDI: NABUCCO (3-12" LP) Suliotis, Gobbi & Various Artists/Vienna Op. Orch. (Gardelli), Lon. A 4382 (M); OSA 1382 (S)	4	26	23	IVES: SYMPHONY NO. 4 Amer. Symph. Orch. (Stokowski), Col. ML 6175 (M); MS 6775 (S)	25
4	5	MY FAVORITE CHOPIN Cliburn, RCA LM 2576 (M); LSC 2576 (S)	25	27	24	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Col. ML 6256 (M); MS 6856 (S)	14
5	3	BERNSTEIN CONDUCTS IVES N. Y. Phil. (Bernstein), Col. ML 6243 (M); MS 6843 (S)	18	28	33	DVORAK: SYMPHONY NO. 9 ("New World") N. Y. Phil. (Bernstein), Col. ML 5793 (M); MS 6393 (S)	2
6	6	ORFF: CARMINA BURANA New Phil. Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	5	29	31	GRIEG: CONCERTO NO. 1 Rubinstein, RCA LM 2566 (M); LSC 2566 (S)	7
7	10	GERSHWIN: RHAPSODY IN BLUE N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	25	30	30	BIZET: CARMEN (3-12" LP) Callas, Gedda & Various Artists, Angel CLX 3650 (M); SCLX 3650 (S)	21
8	7	CHOPIN WALTZES Rubinstein, RCA LM 2726 (M); LSC 2726 (S)	25	31	28	BRAHMS: DEUTSCHE VOLKSLIEDER (2-12" LP) Schwarzkopf, Fischer-Dieskau & Moore, Angel B 3675 (M); SB 3675 (S)	20
9	8	PURCELL MUSIC FOR THE THEATRE Bath Fest. Orch. (Menuhin), Angel 36332 (M); S 36332 (S)	14	32	27	BERG: WOZZECK (2-12" LP) Lear, Fischer-Dieskau & Various Artists, DGG 18991/2 (M); 138991/2 (S)	7
10	19	ARTUR RUBINSTEIN/CHOPIN RCA LM 2889 (M); LSC 2889 (S)	12	33	34	ELGAR: VIOLIN CONCERTO Menuhin/New Philm. Orch. (Boult), Angel 36330 (M); S 36330 (S)	8
11	9	IVES: SYMPHONY NO. 1 Chicago Symph. Orch. (Gould), RCA LM 2893 (M); LSC 2893 (S)	17	34	29	CONCERT IN THE PARK Boston Pops (Fiedler), RCA LM 2677 (M); LSC 2677 (S)	5
12	14	MAHLER: SYMPHONY NO. 10 (2-12" LP) Phila. Orch. (Ormandy), Col. M2L 335 (M); M2S 735 (S)	25	35	—	NIELSEN: SYMPHONY NO. 5 N. Y. Phil. (Bernstein), Col. ML 5814 (M); MS 6414 (S)	1
13	12	TCHAIKOVSKY: OVERTURE 1812 Minn. Symph. Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	11	36	—	BACH ORGAN FAVORITES Biggs, Col. ML 6148 (M); MS 6748 (S)	1
14	15	ZARZUELA ARIAS Caballe, RCA LM 2894 (M); LSC 2894 (S)	16	37	38	A WAGNER PROGRAM Philh. Orch. (Klemperer), Angel 35947 (M); S 35947 (S)	2
15	17	R. STRAUSS: FOUR LAST SONGS AND OTHERS Schwarzkopf, Berlin Radio Symph. Orch. (Szell), Angel 36347 (M); S 36347 (S)	4	38	40	BETHOVEN: SYMPHONY NO. 5 Berlin Phil. Orch. (Fricisay), DGG LPM 18813 (M); SLPM 138813 (S)	4
16	11	BAROQUE GUITAR Bream, RCA LM 2878 (M); LSC 2878 (S)	22	39	—	BIZET: CARMEN (3-12" LP) Price, Corelli, Merrill/Vienna Phil. Orch. (Von Karajan), RCA LD 6164 (M); LDS 6164 (S)	1
17	18	BETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP) Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	4	40	—	ORFF: CARMINA BURANA Harsanyi, Petrak, Pressnell/Phila. Orch. (Ormandy), Col. ML 5498 (M); MS 6193 (S)	1
18	13	BACH ON THE PEDAL HARPSICORD Biggs, Col. ML 6204 (M); MS 6804 (S)	22				
19	21	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335 (S)	8				
20	20	TCHAIKOVSKY: CONCERTO NO. 1 Cliburn, RCA LM 2252 (M); LSC 2252 (S)	24				
21	16	OPERA ARIAS De los Angeles, Angel 36351 (M); S 36351 (S)	9				
22	39	BACH: LUTE SUITES NOS. 1 & 2 Bream, RCA LM 2896 (M); LSC 2896 (S)	3				
23	35	MONTSERRAT CABALLE SINGS SONGS OF ENRIQUE GRANADOS RCA LM 2910 (M); LSC 2910 (S)	3				

NEW ACTION LP's

HENZE: SYMPHONIES NOS. 1 TO 5 (2-12" LP)—Berlin Phil. Orch. (Henze), DGG LPM 39 203/4 (M); SLPM 139 203/4 (S)
BARTOK: BLUEBEARD'S CASTLE—Ludwig, Berry/Lon. Symph. Orch. (Kertesz), Lon. A 4158 (M); OSA 1158 (S)
OPENING NIGHTS AT THE MET (3-12" LP)—Various Artists, RCA LM 6171 (M); (No Stereo)

BEST SELLING SEMI-CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	GERSHWIN: RHAPSODY IN BLUE—N. Y. Phil. (Bernstein), Col. ML 5413 (M); MS 6091 (S)	6.	REVERIE—Phila. Orch. (Ormandy), Col. ML 5975 (M); MS 6575 (S)
2.	RODGERS: VICTORY AT SEA, VOL. I—RCA Victor Symph. Orch. (Bennett), RCA LM 2335 (M); LSC 2335 (S)	7.	RODGERS: VICTORY AT SEA, VOL. III—RCA Victor Symph. Orch. (Bennett), RCA LM 2523 (M); LSC 2523 (S)
3.	CONCERT IN THE PARK—Boston Pops (Fiedler), RCA LM 2677 (M); LSC 2677 (S)	8.	RODGERS: VICTORY AT SEA, VOL. II—RCA Victor Symph. Orch. (Bennett), RCA LM 2226 (M); LSC 2226 (S)
4.	THE BEST OF MARIO LANZA—RCA LM 2748 (M); LSC 2748 (S)	9.	FESTIVAL OF MARCHES—Phila. Orch. (Ormandy), Col. ML 5874 (M); MS 6474 (S)
5.	RITUAL FIRE DANCE—Phila. Orch. (Ormandy), Col. ML 6223 (M); MS 6823 (S)	10.	BLESS THIS HOUSE—Mormon Tab. Choir/Phila. Orch. (Ormandy), Col. ML 6235 (M); MS 6835 (S)

Chi. Opera Opens Oct. 7

Continued from page 78

soloist in "La Giarra," and conductor Mario Rossi, listed for "La Traviata."

Artists in "Die Zauberfloete," listed for its first performance on Nov. 18, will include Olivera Miljakovic and Karl Ridderbusch, making their American debuts; Ernst Haefliger, making his American operatic debut; Claire Watson and Mady

Mesple, making their Lyric Opera debuts; and Erich Kunz and Hans Hotter. Eugen Jochum will conduct. In "L'Incoronazione," which Bruno Bartoletti will conduct, Evelyn Lear and Oralia Dominguez will be appearing for the first time with the company. Others in the Nov. 4 premiere cast are Lothar Ostentburg, making his American debut; Teresa Bergonza and William Wilderman.

The "Angel of Fire," slated to premiere on Dec. 4 conducted by Bartoletti, will feature Felicia Weathers and Norman Mittlemann in their Lyric Opera debuts, Ostentburg and Wilderman. Jean Fournet will conduct "Les Pecheurs de Perles," whose first performance on Nov. 11 lists Mirella Freni, Alfredo Kraus, Sesto Bruscantini, and Nicola Giusevlev in his Lyric Opera debut.

Other artists scheduled to debut with the company include Margherita Rinaldi, Ad-

riana Maliponte, Flavia Acosta, Lorna Haywood, Raina Kabai-vanska, Rita Shane, Shelia Natler, Jean Kraft, Frederic Mayer, Andre Montal, Ruza Pospinova, and Jeff Morris. Also on the company's roster are Jon Vickers, Tito Gobbi, Nicolai Ghiaruv, Grace Bumbry, Gi-angiaco Guelfi, Carlo Cosutta, Fiorenza Cossotto, Elena Suliotis, Renato Cioni, and Ivo Vinco. Nino Sanzogno is slated to conduct "Otello," "La Gioconda," "La Giarra," and "Cavalleria Rusticana."

New Album Releases

- ARGO**
HUBERT GREGG as Jerome K. Jerome; RG 319
SIMON PRESTON—Clown Imperial; RG 448, ZRG 448
- BLUE NOTE**
ART BLAKEY & THE JAZZ MESSENGERS—Indestructible; BLP 4193, BST 84193
JOE WENDERSON—Mode for Joe; BLP 4227, BST 84227
BOBBY HUTCHERSON — Components; BLP 4213, BST 84213
JACKIE McLEAN—Right Now; BLP 4215, BST 84215
JIMMY SMITH — Bucket; BLP 4235, BST 84235
- BRUNO**
MONIUSZKO. FLIS THE KRAFTSMAN—Various Artists/The Chorus & Orch. of the National Philharmonic in Warsaw (Gorzynski); BR 23070L
RACHMANINOFF: PIANO CONCERTO NO. 2—Sviatoslav Richter/Emil Gilels; BR 410065
- CAPITOL**
LOU JACOBI—Al Tijuana & His Jewish Brass; T 2596, ST 2596
- CHANNEL**
ROSS ANDERSON—Misty; LP 1001
- CROSSROADS**
SMETANA: MA VLAST—Czech Philharmonic (Ancker); 22 26 0001, 22 26 0002
- DECCA**
PETE CANDELL—Moscow Mule & Many More Kicks; DL 4761, DL 74761
CARMEN CAVALLARO—Cavallaro Plays Ellington; DL 4774, DL 74774
XAVIER CUGAT—Bang Bang; DL 4799, DL 74799
RODNEY DANGERFIELD—The Loser; DL 4798, DL 74798
GEORGE FEYER—The New Echoes of Paris; DL 4808, DL 74808
BERT KAEMPFERT'S Greatest Hits; DL 4810, DL 74810
GUY LOMBARDO—Dance Medley Time; DL 4735, DL 74735
LORETTA LYNN—You Ain't Woman Enough; DL 4783, DL 74783
MARIAN MONTGOMERY—What's New?; DL 4773, DL 74773
AMI ROUSSELLE—Ami Sugar & Spice & Everything Nice; DL 4778, DL 74778

- VARIOUS ARTISTS—1966 International Barbershop Chorus Winners; DL 4786, DL 74786
VARIOUS ARTISTS—The Top Ten Barbershop Quartets of 1966; DL 4787, DL 74787
- ELEKTRA**
BUTTERFIELD BLUES BAND—East-West; EKL 315, EKS 7315
- EPIC**
DONOVAN—Sunshine Superman; LN 24217, BN 26217
- ESP-DISK**
TIMOTHY LEARY, PH.D.—Turn On, Tune In, Drop Out; 1027
- EXCELLO**
SLIM HARPO—Baby Scratch My Back; LP 8005
- LEO THE LION**
BOB HOLIDAY—The Official Adventures of Superman; CH 1022
Let's Play School With KAY LANDE; CH 1024
PEPPERMINT NINE—Old Mother Hubbard; CH 1026
VARIOUS ARTISTS—French Spoken Here; CH 1011
KEENAN WYNN—Teddy Bears' Picnic and The Bear That Wasn't; CH 1020
- L'OISEAU-LYRE**
ISABELLE NEF — J. S. Bach: Six French Suites; DL 291-2, SOL 291-2
- LONDON**
ERIC ROGERS—Vaudeville; SP 44083
- MERCURY**
Your Gang; MG 21094, SR 61094
- MONITOR**
BACH: CAPRICCIO ON THE DEPARTURE OF HIS BELOVED BROTHER—Walter Hautzig; MC 2103, MCS 2103
HANDEL: 7 Concerti Grassi—The Collegium Musicum of Paris (Douatte); MC 2100/1, MCS 2100/1
LADO: THE CROATION SONG & DANCE ENSEMBLE VOL. 2; MF 470, MFS 470
THE RUSSIAN ORTHODOX CATHEDRAL CHOIR OF PARIS—Russian Sacred Choral Masterpieces; MF 468, MFS 468

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

ROSEANNA . . .
Capreez, Sound 126 (Rich, BMI) (Detroit)

PRESTIGE

GEORGE BRAITH—Laughing Soul; 7474, 7474 (S)
RED HOLLOWAY—Red Soul; 7473, 7473 (S)
ROLAND KIRK—Funk Underneath With Jack McDuff; 7450, 7450 (S)
ERIC KLOSS—Love All That Jazz; 7469, 7469 (S)
SONNY STITT—'Nuther Fur'thur With Brother Jack McDuff; 7452, 7452 (S)
BOBBY TIMMONS—The Soulman; 7465, 7465 (S)

RCA RED SEAL

BRAMHMS—ACADEMIC FESTIVAL OVERTURE, SYMPHONY NO. 4—Serge Koussevitzky/Boston Symphony Orch.; LM 2902
BRAMHMS: PIANO CONCERTO NO. 1 IN D MINOR—Arthur Rubinstein; LM 2917; LSC 2917
THE NATIONAL THEATRE OF GREAT BRITAIN Presents Love for Love; VM 112, VOS 112
ARTHUR FIEDLER & THE BOSTON POPS—All the Things You Are; LM 2906, LSC 2906
FRANCK: SONATA — Erick Friedman/Andre Previn; LM 2907, LSC 2907
GLUCK: ORFEO ED EURIDICE—The Virtuosi di Roma & Instrumental Ensemble of the Collegium Musicum Italicum (Frasano); LM 2913; LSC 2913
HANDEL: MESSIAH — Various Artists; LM 6175, LSC 6175
MOSHE KOUSSEVITZKY—The Art of the Cantor Vol. 3; LM 2905
JOSEF ROSENBLATT—The Art of the Cantor Vol. 1; LM 2903
SINOSTAKOVITCH: SYMPHONY NO. 9—Boston Symphony Orch. (Koussevitzky); LM 2900

HOLD ON, I'M A COMIN' . . .
Billy Larkin & the Delegates, World-Pacific 77844 (East-Pronto, BMI) (St. Louis)

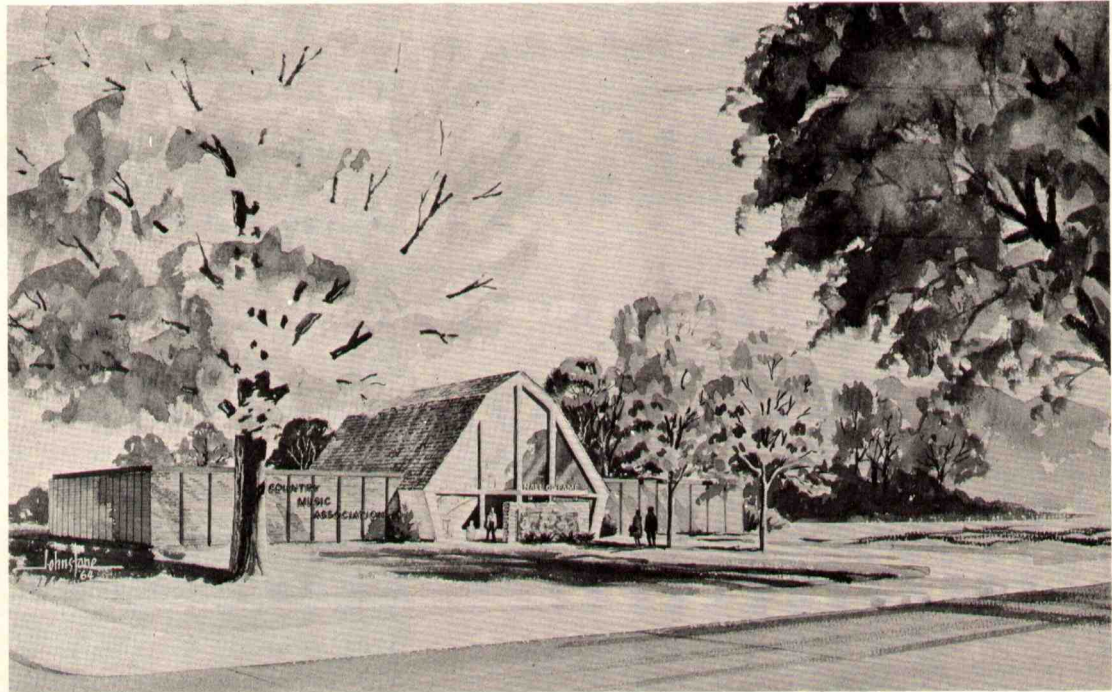
A TIME FOR LOVE . . .
Tony Bennett, Columbia 43768 (Witmark, ASCAP) (San Francisco)

SHAKE SHERRY . . .
Harvey Russell & the Rogues, Roulette 4697 (Jobete, BMI) (Cleveland)

WHISPERS . . .
Jackie Wilson, Brunswick 55300 (January, BMI) (Milwaukee)

- SCHUBERT: FANTASY-SONATA IN G—Anton Kuerti; MC 2109, MCS 2109
VARIOUS ARTISTS — Fiesta Mexicana; MF 472, MFS 472
VARIOUS ARTISTS—Folk Songs & Dances From Czechoslovakia; MF 465, MFS 465
- NONESUCH**
BACH: SINFONIA — Deutsche Bachsolisten (Winschermann); H 1129, H 71129
HANDEL: WATER MUSIC — Hague Philharmonic Orch. (Boulez); H 1127, H 71127
LOUIS XIII: BALLET DE LA MERLAISON & OTHER WORKS—Ancient Instrument Ensemble of Paris (Cotte); H 1130, H 71130
MOZART: CONCERTOS FOR FLUTE & ORCH.—Alain Marion/Chamber Orch. of the Saar (Ristenpart); H 1126, H 71126
PRAETORIUS: CHRISTMAS MUSIC—Ferdinand Conrad Instrumental Ens.; H 1128, H 71128
- PACE**
VARIOUS ARTISTS—Up With People; 1101, 11015
- PHILIPS**
GOTHAM STRING QUARTET—The Immortal Songs of Bob Dylan; PHM 200-218, PHS 600-218
PAU MAURIAIT & HIS ORCH.—Of Vodka & Caviar; PHM 200-215, PHS 600-215
NINA SIMONE—Wild Is the Wind; PHM 200-207, PHS 600-207
GERARD SONZAT Sings Operatic Arias; PHM 500-109, PHS 900-109

- RCA VICTOR**
ED AMES—More I Cannot Wish You; LPM 3626, LSP 3626
CHET ATKINS—From Nashville With Love; LPM 3647, LSP 3647
BLACKWOOD BROTHERS QUARTET — The Sound of Gospel Music; LPM 3625; LSP 3625
The Tropical Style of FRANKIE CARLE; LPM 3609, LSP 3609
WAYLON JENNINGS—Leavin' Town; LPM 3620, LSP 3620
HANK LOCKLIN—The Gloryland Way; LPM 3656, LSP 3656
NORMAN LUBOFF CHOIR—The Latin Luboff; LPM 3637, LSP 3637
MARILYN MAYO—The Lamp Is Low; LPM 3628, LSP 3628
PETER NERO on Tour; LPM 3610, LSP 3610
ANTHONY HEWLEY—Newley Recorded; LPM 3614, LSP 3614
Country CHARLEY PRIDE; LPM 3645, LSP 3645
ROGER RAM—Fine and Mellow; LPM 3616, LSP 3616
Going the FRANKIE RANDELL Way; LPM 3627, LSP 3627
GEORGE BEVERLY SHEA—Southland Songs That Lift the Heart; LPM 3634, LSP 3634
CONNIE SMITH—Born to Sing; LPM 3628, LSP 3628
KATE SMITH Today; LPM 3670, LSP 3670
HANK SNOW—This Is My Story; LPM 6014, LSP 6014



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CLASSIFIED MART

ALBUM REVIEWS

Continued from page 38

ALFRED APAKA'S GREATEST HITS VOL. 2
Capitol T 2572 (M); DT 2572 (S)

CLASSICAL

BAROQUE ITALIAN CONCERTOS
I Solisti Veneti. CBS 32 11 0003 (M);
32 11 0004 (S)

LOW PRICE CLASSICAL

J. S. BACH: SINFONIA/CANTATA SINFONIE
Deutsche Bachsolisten (Winschermann)/Coloque Soloists Ensemble (Muller-Brühl), Nonesuch H 1129 (M); H 7129 (S)

PRÆTORIUS: CHRISTMAS MUSIC/DANCES FROM TERPSICHOORE/SCHWEIN: TWO SUITES FROM BANCHETTO MUSICALE
Ferdinand Conrad Instrumental Ensemble/Nedersachsischer & Singkrets, Hannover (Trader), Nonesuch H 1128 (M); H 7128 (S)

MOZART: CONCERTOS FOR FLUTE AND ORCHESTRA (ANDANTE FOR FLUTE AND ORCHESTRA)
Alain Marion/Chamber Orch. of the Saar (Ristepant), Nonesuch H 1126 (M); H 7126 (S)

LOW PRICE CHILDREN'S

TELL ME A STORY
Marla Ray and Cast. Vocalion VL 3787 (M); VL 7378 (S)

BING SINGS FOR CHILDREN
Bing Crosby. Vocalion VL 3769 (M); VL 73769 (S)

JERRY LEWIS SINGS FOR CHILDREN
Vocalion VL 3781 (M); VL 73781 (S)

JAZZ

HOLD ON, I'M COMING
Art Blakey, Linnlight LM 82038 (M); LS 86038 (S)

THE TIME MACHINE
Gary Burton, RCA Victor LPM 3642 (M); LSP 3642 (S)

MAN WITH A HORN
Tommy Williams Combo, Terry-Gregory LP 1000 (M)

TIME WILL TELL
John Anderson, TRC TRC 1506 (M); TRCS 1506 (S)

FOLK

DAVID BLUE
Elektra EKL 4003 (M); EKS 74003 (S)

POLKA

L'L' WALLY PRESENTS EDDIE & THE SLOVENS
Jay Jay 1102 (M); 5102 (S)

A SLOVENIAN FESTIVAL
Polka Sam and His Pennsylvania Band
Jay Jay 1092 (M); 5092 (S)

RELIGIOUS

THE CANTICLE OF THE GIFT
Various Artists, Tower T 5040 (M); ST 5040 (S)

GOSPEL

LEAD ME, GUIDE ME
Duncanaires, Milestone MLP 4001 (M)

SPECIALTY

133 AUTHENTIC SOUND EFFECTS
Elektra KKL 313/314 (M); EKS 7313/7314 (S)

INTERNATIONAL

JEWISH SONGS
Malika & Joso; Tower T 5032 (M); ST 5032 (S)

BEST FROM THE BEACH AT WAIKIKI
Webley Edwards, Capitol T 2573 (M); ST 2573 (S)

GABRIELA
Capitol T 10446 (M); ST 10446 (S)

OF YODKA AND CAVIAR
Paul Maurik & His. Check, Phillips PHM 206-215 (M); PHS 600-215 (S)

GREAT HEBREW PRAYERS IN SONG
The Rev. Simon Hass, London International TW 91410 (M); SW 99410 (S)

CLASSICAL

ON HER BED OF ROSES
Soundtrack, Mira LP 3006 (M); LPS 3006 (S)

BRING DOWN THE HOUSE
Esoteric, Two LPM 5000 (M); LPS 5000 (S)

CLASSICAL

SHOSTAKOVICH: THE GADFLY
USSR Symphony Orch. (Khaichaturian), Bruno BR 140781 (M)

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ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all new LP track album, mono/stereo, \$6.15 airmail on release day. 500-page new LP/EP catalog, \$1 surface, \$2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

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ENGLISH COMPOSER POP SONGS will sell copyright of original, unpublished material to American group, agency, record co., etc. Write for tape to Philip Bailey, "The Clearing," Rowtown, Addlestone, Surrey, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue, Heanor Record Center, Derbyshire, England.

"REVOLUTION" BRAND-NEW BEATLES album, Stones' "Aftermath." Any album of your choice, \$6 incl. airmail. Cash with order. Berkeley Records, 6 Lansdowne Row, Berkeley Sq., London W.1, England.

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MOZART: DIVERTIMENTO IN D MAJOR

Berlin Philharmonic (Von Karajan), Deutsche Grammophon 19008 (M); 139008 (S)

Karajan and the orchestra give this entertaining and graceful work a sprightly, vigorous flavor throughout. The Karajan touch remains festive and in keeping with Mozart's ideas.



CLASSICAL SPECIAL MERIT

NIELSEN: FYNKS FORAR/TWELVE SONGS

Various Artists. Danish Radio Symphony Orch. (Woeldike), Mercury MG 50450 (M); SR 90450 (S)

A group of Danish soloists with chorus and orchestra directed by Mogens Woeldike capture the idyllic character of this first recording of "Springtime in Funen." Pianist John Winter accompanies five fine vocalists in 11 of the 12 Nielsen songs on the reverse side: A "Hymn to Denmark" completes the side.



CLASSICAL SPECIAL MERIT

GERARD SOUZAY SINGS OPERATIC ARIAS

Lamoureux Orchestra (Bouda), Philips PHM 500-109 (M); PHS 900-109 (S)

The veteran French baritone displays his polished style in a wide range of arias (14 in all) ranging from Monteverdi to Massenet. Among the standouts are "Che farai" from Gluck's "Orfeo ed Euridice" and "O Nadir, tendre ami" from Bizet's "Pearl Fishers."



JAZZ SPECIAL MERIT

ROLL 'EM

Shirley Scott, Impulse A-9119 (M)

Shirley Scott recalls the grand days of Lionel Hampton, Glenn Miller, Fats Waller, Benny Goodman and many others in this upbeat, groovy package. Can't miss with jazzophiles and people who just dig that band sound. Miss Scott, on organ, is in top form.



COMEDY SPECIAL MERIT

MOMS MABLE AT THE WHITE HOUSE CONFERENCE

Mercury MG 21090 (M); SR 61090 (S)

Moms combines her comic bits with social observations and ends up with an eloquent sermon. It's the same formula as in many of her previous albums, and it's been a successful one. The album was recorded live at the Apollo Theater. While its appeal is primarily to a colored market, it could sell to urban whites as well.

INTERNATIONAL SPECIAL



MERIT

THE IRISH UPRISING/1916-1922

(2 12" LPs)

Various Artists: CBS 32-85-0001 (M)

A comprehensive documentary of the Irish fight for independence in interviews, narration and songs. Speakers include two presidents of Ireland, de Valera and O'Kelly. The Clancy Brothers, as a group and singly, are among the large group of participants in this set. A 192-page book is part of the deluxe package.

★★★★

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

SOUND

SKATERDATER
Mira LP 3004 (M); LPS 3004 (S)

POPULAR

HAPPY IN LOVE
Dean Martin. Tower T 5936 (M); ST 5936 (S)

A SIGN OF THE TIMES
Les Brown, Decca DL 4768 (M); DL 74768 (S)

TWIN GUITARS IN A MOOD FOR LOVERS
Los Indios Tabajaras, RCA Victor LPM 3611 (M); LSP 3611 (S)

OLE! DIXIE
Yank Lawson, ABC ABC 567 (M); ABCS 567 (S)

NVA to Clarify Election Rules at Midyear Meet

CHICAGO—To ensure that the election bylaw battle which erupted at last year's annual convention will not be repeated, the National Vendors Association board of directors will review the bylaws and likely vote alterations during its midyear meeting here Oct. 30.

The meeting is timed to coincide with the Oct. 28-30 annual convention of the Music Operators of America and the 30th annual convention and exhibit of the National Automatic Merchandising Association.

Expected to top the list of subjects occupying the board here will be association office eligibility. Controversy over the topic broke at the last association board meeting on the eve of the national convention here

April 21. The point of contention was a proposed change of bylaws to permit a manufacturer member to serve as an association officer.

Rejected

The board—and later the association membership—rejected the proposed change, thus barring Harold Folz, Folz Vending, Oceanside, N. Y., from succeeding Paul Crisman as NVA president. (Traditional patterns of succession would have elevated Folz, who had served the preceding year as secretary, to vice-president. However, 1965 Vice-President Harry Bell had declined due to ill health the nomination for president.)

Folz, who with brother Roger has been exclusively an operator, had diversified into the area of charm research, development and marketing shortly before the

convention. This involvement, the board insisted in a 20 to 13 vote, relegated the Folz brothers to manufacturer status and precluded the natural progression of Harold up the official ladder in the association. The membership later agreed in a 47 to 17 vote.

The association then went on to elect a completely new slate of officers, and Folz stated: "I'll continue to support the association in any way I know how."

In Fact

The rule against manufacturer representation among the officers of NVA was written into the association constitution to ensure that the organization stayed in the control of the members who operate machines. Critics of the association's decision to bar Folz from office pointed out that Folz in fact and in spirit was an operator. "The action was not a matter of principle," declared one Folz supporter. "It amounted to a petty, behind-the-scenes attack on personalities."

Some observers went so far as to accuse some manufacturers of drumming up opposition to the Folz election because the Folz brothers had garnered a good bit of the Batman charm business.

Supporters of the bylaw status quo argued that to open the gate for Folz—who, they admitted was basically an operator with the operator's interest at heart—would lead to eventual manufacturer control of the association. "Manufacturers can exercise a lot of control to get elected," was one allegation.

Convention

NVA President Irwin Nable of Brooklyn has indicated that the bylaws related to election of officers will probably be made more specific. There is feeling that this will include liberalization to the effect that NVA members who are primarily engaged in the business of operation (Folz, for example, who reported that 95 per cent of company volume was derived from operation during the past year) will be eligible for association offices.

Meeting at the Sheraton-Chicago Hotel, the NVA board members are also expected to discuss specifics of the 1967

It Pays to Keep Records On Every Installation

BIRMINGHAM, Ala.—That it pays to keep records on every bulk vender installation, even where only a single machine is concerned, was never better illustrated than an experience which Ray Bramon, suburban operator here, underwent in March.

Like many cities enmeshed in the industrial revolution, Birmingham has been hundreds of new stores built and others change hands in the past year.

Frequently, one of the first acts of a new store purchaser, planning modernization and expensive remodeling, is to notify the bulk vendor whose machines occupy the location to come and get the equipment. Usually this is because the retailer has the misconception that vending machines detract from the appearance of the store. It has happened so often, that in order to keep profitable locations, Bramon has had to develop an organized defense.

That's where the complete records Bramon has meticulously maintained over the past 20 years show their value. As soon as he sets a vender, he fills in a record card on which is listed full details on the location, including owner's name and address, the frequency of service, notations on every repair call, every refill, sales per week and per month, and the amount of commission paid to the location owner.

It's this last fact which Bramon has been able to use consistently to argue his location owners into leaving machines where they are, and even installing additional ones.

Beeline

As soon as he receives notification that a location has been sold, Bramon immediately pulls the card from his file and makes a beeline for the new location owner's office. Introducing himself, he points out that the owner may be making an error if ask-

ing for removal of the vending machines. Two powerful arguments are the length of time Bramon has been serving the location, often more than 15 years, and second, the total collections per year and the commission paid to the location owner. Where the amount is small, it is easy to make the location owner relate that amount to his phone bill, the light bill, etc., and to decide to leave the machines in place. A face-to-face conversation such as this is likewise the ideal time at which to cajole the new location owner in permitting a multiple-head installation instead of a single unit. This presentation has worked out so successfully that Bramon has been able to consistently turn minor disasters into more profitable spots with a single call.

Do Not Know

"It has been surprising how many people going into retail store operations for the first time do not know that they are entitled to monthly commissions on the vending machine's total sales," Bramon said. "Where this is the case, the new location owner invariably develops a thoughtful expression when told that he can count on a small but persistent return from bulk vending machines. In this way, we lose very few accounts."

Bramon operates approximately 500 units in Birmingham's suburbs, including Bessemer, Vestavia and Tarrant City.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c.....\$14.50
N.W. Deluxe, 1c or 5c Comb.12.00
N.W. 10-Col. 1c Tab Gum Mach.18.00
Atlas 1c & 5c 100 Ct. Ball Gum12.00
Acorn 8 lb. Globe10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red\$.92
Pistachio Nuts, Jumbo Queen, White87
Afgan Crown Red Lip Pistachio Nuts60
Afgan Prince Red Lip Pistachio Nuts45
Indian Nuts, 5 lb. bag, per lb.1.25
Cashew, Whole86
Cashew, Butts79
Peanuts, Jumbo45
Spanish32
Mixed Nuts35
Baby Chicks35
Rainbow Peanuts32
Bride Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb.39
Hershey-ets47
Rain-Bio Gum, 72 ct.\$.32
Maltette, 100 ct., per 10035
Rain-Bio Ball Gum, 140 ct.32
170 ct., 210 ct.35
Rain-Bio Ball Gum, 100 ct.34
300 lb. minimum prepaid on all Rain-Bio Ball Gum.
Adams Gum, all flavors, 100 ct.45
Wristle's Gum, all flavors, 100 ct.45
Beech-Nut, 100 ct.35
Hershey's Chocolate, 200 ct.30
Minimum order, 25 Boxes, assorted.
CHARMS AND CAPSULES. Write for complete list. Complete list of Paris, Supplies, Stands, Globes, Brackets.
Everything for the operator. One-third Deposit, Balance C.O.D.

King & Co. Name Change

CHICAGO—One of the best-known names in bulk vending has been altered. King & Co., the long-time distributing firm here, with Tom King and Paul Crisman as principals, has changed its name to T. J. King & Co.

The change comes about with the retirement of Crisman, who is moving to Florida. Address remains the same.



CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids—and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-O.K. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

Northwestern
CORPORATION
2694 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

Bulk Banter

Bob Feldman of Acme Vending has achieved the golfer's dream with a hole-in-one at the Fox Hills Country Club. It was 140 yards, par 3 and Bob used a 7 iron. The occasion called for setting up the bar. On second thought—Bob and his wife, Phyllis, observed their 10th wedding anniversary. They spent the Labor Day weekend in Las Vegas with Mrs. Gussie Feldman baby-sitting with their two daughters. . . . Bert Spivack, a former operator, is reported out of the hospital following a heart attack. . . . Carol Valleroy is back on her route following a stay in the hospital for an operation. . . . Tomas Garcia of Ensenada, Baja California, Mexico, has a new service truck. He makes frequent trips to Los Angeles for machines and merchandise. . . . Stan Groen of Stan's Vending is expanding his bulk operation following the sell-

ing of some of his real estate. Herb Goldstein, vice-president and national sales manager for Oak Manufacturing Co., just returned from a month-long cross-country trip that took him to New York, Florida, Chicago, Minneapolis, with intermediate stopovers. He said he found business good despite hot weather in some areas. The first part of his trip was hampered by the airlines strike. Goldstein was tendered a surprise birthday party by Leo Leary of Leaf Brands. The party was at the Milkpail Restaurant in Elgin. Some observers say the Milkpail will never be the same. . . . Wesley Garcia, nephew of Leon Willis, Pasadena operator, has purchased the route of Norman Clark. With Garlatz entering the field, bulk vending just about becomes a family affair. Leon's brother is also an operator. SAM ABBOTT

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A REAL SALES STIMULATOR IN ANY LOCATION
Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Holds 100 count gum, V, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism.
Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count); 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.
PRICE \$39.00 each with chrome front
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"It's 30 in KCMO"

NORTHWESTERN Model 60 Bulk-Pak
Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.
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World Famous VICTOR Standard TOPPER
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MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-8467

Secret Service to Probe Bingo Chip Manufacturing

By HANK FOX

NEW YORK—The U. S. Secret Service will investigate the manufacturing of bingo chips to determine if they are being used in place of legal currency in bulk vending machines. Roger Folz, co-owner of Folz Vending, last Tuesday (13) met with Secret Service agents to kick off the investigation.

"Operators are losing \$50,000 to \$75,000 in New York alone through bingo chips," Folz said. "The loss to each operator runs

from \$5 to \$20 per week as more than a million chips per year are used in the machines."

Folz had been talking to bingo chip manufacturers during the past few months, trying to persuade them to change the size of the chip. Making no headway, he brought the matter to the Secret Service. Their reply was that the cost of a change of mold was too expensive. Folz said

the manufacturers claim the change-over would entail a cost of \$5,000. Two manufacturers, however, told him the cost would range between \$500 and \$1,000, he said.

"Aside from defrauding operators, the bingo chips are also encouraging juvenile delinquency," Folz added. "Our machines are used primarily by small children. They're quick to pick up

the methods used to get free candy and charms from their friends. From this they'll try other things."

Spur Legislation

Folz hopes the outcome of the investigation will spur legislation prohibiting the manufacturing of any chip similar in size to any type of U. S. currency. (Many operators suspect there may be a relationship between the size of the chip and the manufacturers' refusal to alter its size. The similarity between the size of the coin and the chip may possibly account for a significant percentage of sales.

The conference between Folz and the Secret Service was first revealed at a meeting of the New York Vendors Association Monday (12). Folz appraised the membership of the impending parley before he introduced Carmen DiAngelo, president of Cramer Gum Co., Boston. Cramer Gum sponsored the meeting.

50 Members

Some 50 members listened to DiAngelo tell them they must never become lax at searching for new merchandise and marketing methods. Complacency because of good times ruins business, he said. DiAngelo pointed to Cramer's continuing research for new products. The company was first to come out with 240 and 110 counts, flavors and printed gum.

Although bulk vending operators are not yet feeling the pinch of the federal government's tight money policy, DiAngelo hinted that it might affect prices if the situation continues. "World sugar prices are the lowest in years," he said. "However, because of the tightening of credit and sharply in-

creasing labor costs, refiners raised prices twice this year."

Manufacturers are beginning to add more support to the operators. Folz told the members at the conclusion of DiAngelo's short address. Present at the meeting were some of the nation's largest bulk vending manufacturers—Karl Guggenheim, Inc.; Paul A. Price Co., and Knight Toy & Novelty. These and several other manufacturers are members of the New York association.



ROGER FOLZ, president of the New York Bulk Vendors Association, reports progress toward elimination of the bingo chip slug problem.

New Products

EPPY

NEW DISPLAY FRONTS. Eppy Charms has premiered some of the eye-catchingest display fronts to hit the industry in a long time. With emphasis on daglo coloration, the cards also carry detailed graphics and bold type faces. Moreover, each carries out some theme. For example, one shows a referee blowing a whistle, a football player kicking off and carries the words: "The Big Game Is On." There are seven color back pieces and 20 color tops.

HENAL

HAND PUPPETS: Here's an item that lets the kids put on their own show. Characters include "Mighty Mouse," "Heckle and Jeckle" and "Deputy Dawg." Licensed from Terrytoons, a division of CBS Films, Inc. Puppet figures are in color on rugged plastic. Available in capsule or bulk.

MACMAN

JOLLY GREEN THINGS. This new series embraces two price ranges and several current fads. In penny vending the series consists of molded plastic (looped for chain or bracelet charms) images of the Jolly Green Hornet, Jolly Green Giant, Jolly Green Beret and Jolly Green Dinosaur. The Giant, Beret and Hornet are also available in molded vinyl for nickel vending. The vinyl items are available either as a one-piece ring or as a suction-backed figure. With suction items, kids can have a jolly green time sticking the objects everywhere. Moreover, the items are being molded in five different shades of green.

PENNY KING

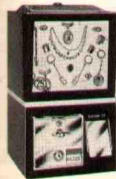
NEW BARGAIN FEATURE MIX. Available in bags of a thousand, this new mix for penny vending is calculated, according to company officials, to "spark your penny machines." Has new items added and a display front showing all items in the mix; is available at 25 cents.

FOX IS NAMED BULK EDITOR

NEW YORK — Hank Fox, who has been covering the East Coast coin machine beat for Billboard over the past several months, has been named editor of the Bulk Vending News department. He'll direct coverage of the business based in our New York office. Submit news items to Fox at Billboard Magazine: 165 West 46 Street; New York, N. Y. 10036. Telephone: (212) PL 7-2800.

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Billboard

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100, count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

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2956 Iron Ridge Road, Dallas 47, Texas

NORTHWESTERN Model 60 Bulk-Pak



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

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Graff Displays SELL MORE Out of This World MIXES!

GRAFF 10c Capsule Mix (with 4 Custom Displays) \$32.00/M
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*NOTE: SPECIFY TYPE OF MACHINE FOR CUSTOM DISPLAYS WITH EACH ORDER. ALSO, CARDBOARD OR STYROFOAM.

GRAFF VENDING COMPANY

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Branch Offices: Houston, Texas
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COMPANY _____
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CITY _____
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Why Trade Schools Face a Crisis



THREE TYPES OF TRADE SCHOOLS function in the industry today. The factory school, illustrated at left where Seeburg instructor Bob Zeising makes point to student John Kandrac; the road training programs conducted by factories in co-operation with distributors, typified by Rock-Ola's traveling technician William Findlay in center photo; and the Manpower Development type school, of which Jack Moran's Institute of Coin Operations in Denver and the Music Operators of New York classes (right) are examples. Are these programs meeting the pressing demand for skilled help? See special report.

CHICAGO—There are many ways to upgrade the men you have. The excellent factory and field refresher programs sponsored by the big jukebox and games manufacturers fill this function.

But at least one of the few fledgling trade schools for turning greenhorns into jukebox-game technicians—replacing the tedious and costly apprenticeship system—is in trouble. It seems operators are not sending men out to Denver to Jack Moran's two-year-old academy, despite these facts: the operator needs men; the training costs the operator nothing. Red tape is apparently getting in the way.

To bring the training problems and solutions into focus, we present special reports by Paul Zakaras, John Insalata, John Trucano and Bob Randeau. It is hoped the information will benefit all the new and proposed trade schools: the MONY-sponsored program in New York City, the South Carolina program, the proposed Chicago school under sponsorship of the Illinois association, and the Institute of Coin Operators in Denver.

EDITORIAL

School Knell

The combination of red tape and industry inertia may sound the death knell of the Denver trade school and discourage the formation of additional badly needed training programs for greenhorns. This special emphasis issue may help tear away the red tape. Perhaps it'll help overcome some of the inertia. We're not suggesting that the industry owes a living to Jack Moran or any other school administrator. We believe, however, that the business owes it to itself to have programs such as Jack's MONY's, South Carolina's and Illinois' around. Jack pioneered a program when the industry was in the throes of its worst skilled labor shortage. The shortage persists. Manufacturers and distributors have been of great material assistance to organizers of all present and proposed schools. Empire's Gil Kitt, Joe Robbins and Jack Burns, for example, have backed both the Denver and Illinois programs; sent branch manager Bob Rondeau carte blanche to study Moran's operation at length. And a number of operators—John Trucano, J. Harry Snodgrass and others—have sent in men for training. "All that is required for continued operation," Moran says, "is more of the same. We need operators from all parts of the country to send us more students . . . at no cost to themselves." That seems simple enough.

How I Enrolled Men

The author is owner of Black Hills Novelty Co., Inc., Deadwood, S. D., and a Music Operators of America director. He was one of the first operators to send men to Jack Moran's school for training under the MDTA.—Ed.

By JOHN TRUCANO

Here are the steps I took to send men to the Institute of Coin Operations in Denver, Colo.

After meeting Jack Moran at the Tri-State Phonograph Operators meeting in Omaha about 18 months ago, I met with the manager of the Deadwood office of the South Dakota State Employment Service. He informed me that he thought that Moran's school would meet the requirements of the Federal Government's Manpower Development and Training Act. This upgrading Training Program would entitle a man, em-

(Continued on page 98)

Jim Turner's Story

The following tale of operator Jim Turner and his experience with the manpower shortage is told by the manager of the Menominee, Mich. branch of Empire Distributing, Inc. He is one of the industry's most knowledgeable men on the topic of manpower training.—Ed.

By BOB RONDEAU

Jim Turner pulled into his driveway at 8:30 p.m. It had been a rough day—seven service calls, all in different directions—two machine switches and as many collections as he could get in.

(Continued on page 98)

Denver School Having Difficulties

By PAUL ZAKARAS

DENVER—Jack Moran, head of the nation's most comprehensive school for coin machine mechanics, told Billboard last week that the school is going through difficult times. Unless his Institute of Coin Operations is able to get more co-operation—and students—he said, it may soon have to go out of existence.

"Right now I'm somewhat pessimistic about the future of the school," he said. "I have several projects under way which could save us. If these fail, however, there will be little hope left."

The projects, Moran said, are concerned with obtaining a greater and more regular supply of students for the institute. "We have to have at least 22 students enrolled here to be able to run the school in the black," he explained. "Right now we only have 20."

"The sad part of it," Moran continued, "is that we could have as many as 45 students here at one time—and the industry would be able to hire as many as we could turn out. Practically every day I get long distance phone calls from this operator or that, saying that he'd like to hire one or two or three of our graduates."

"When I ask them, however, what they have done to get a man enrolled here, I usually get no answer. And this attitude is something I simply cannot understand."

"It doesn't have to cost them one penny to send a man to school. There are seven or eight government programs available to them. All they have to do is take a little time to get the wheels rolling."

Questions Answered

Many operators are uncertain as to procedure in enrolling a man for training under existing Government programs. We turned to Billboard's labor expert for some advice.—Ed.

By S. JOHN INSALATA

Here are what could probably be considered the most frequently asked questions concerning the practical aspects of enrolling an employee in a course of training or retraining under the Federal Manpower Development and Training Act of 1962 (as amended).

Q.—What agency of government do I contact to find out the details on enrolling my employee in a course?

A.—Contact your State Employment Service. This agency will be listed in your telephone book (in larger cities and State capitals) under State government offices.

Q.—Is there a particular person with whom I should speak at the agency?

A.—It is customary that a particular individual in the State Employment Service will be assigned the duty of supplying information on the training programs and of overseeing such programs.

Q.—Who approves or selects an employee for enrollment in a training program?

A.—This selection is also made by the State Employment Service.

Q.—Can a man who is already employed by me qualify for participation in some kind of a training program?

A.—Yes. One of your employees could possibly qualify for either Occupational Training courses or On the Job Training.

Q.—Can I enroll a prospective employee in such

(Continued on page 97)



JACK MORAN, founder of the Institute of Coin Operations, Denver, tells Milwaukee operators how to have men trained under government programs. Music Operators of America executive vice-president Fred Granger is seated at left.

Show Seeburg's new Dollar-Bill Acceptor to the bartender. He'll probably buy you a double.



Seeburg's new Dollar-Bill Acceptor*
frees bartenders (and location-owners, too)
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*Optional

S. D. Assn. Schedules Fall Meet

SIOUX FALLS, S. D.—Earl Porter, secretary-treasurer of the Music & Vending Association of South Dakota, has announced that the organization will con-

vene here Oct. 2-3 for its regular quarterly meeting and annual big convention.

Host for the event will be association vice-president Mac

Hasvold of Music-Vend here. Top discussion topics during the convention are expected to be location selling, property tax, legislation and the big MOA convention to be held in Chicago later in the month.

Reservations may be made by writing Hasvold at Music-Vend, 115 North Dakota Avenue, Sioux Falls, S. D. The gathering will be at this city's new Ramada Inn, which is adjacent to Interstate 29, with easy access to I-90, U. S. 16 and U. S. 38. The Elmwood Gold Course is just a stone's throw up the road.

Hasvold has extended a special invitation to all operators' wives to attend the convention.

President of the 21-year-old association is Darlow Maxwell of Pierre. Directors are Ronald Manolis of Huron, Dean Schroeder of Aberdeen, Herman Warn of Salem and John Trucano of Deadwood.

Seattle Liberalizes

SEATTLE, Wash. — City Comptroller Carl G. Erlandson has asked the Council to liberalize controls on the issuance of billiard and pool-table licenses here.

Donald Turnbull, license director, said there are now 103 billiard and pool-table licenses and that not more than one new license can be issued.

"Quite a few taverns are interested in getting licenses," Turnbull said.

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MOA EXHIBIT HOURS SET

CHICAGO — Music Operators of America convention co-chairmen Les Montooth and Frank Fabiano have announced exhibit hours for the Oct. 28-30 event. The convention will open on Friday morning (28). Exhibit hours will be from 9 a.m. to 3 p.m. An industry seminar will be held that afternoon. On Saturday, exhibits will be open from 9 a.m. to 5 p.m. A general membership meeting will be held at noon on that day. Sunday exhibit hours will be 10 a.m. to 3 p.m. The gala MOA banquet is that evening. Hospitality suites will be open every evening.



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HERE'S HOW YOUR COSTS HAVE SOARED

CHICAGO — Seeburg advertising manager Frank Luppino, seeking data justifying two-for-a-quarter play on jukeboxes, located the following U. S. Department of Labor Bureau of Labor statistics:

Since 1954 (when dime play was inaugurated) the cost of gasoline has gone up 16.7 per cent; cost of tires up 13.2 per cent; cost of auto insurance up 57.9 per cent. "If the operator will reflect on just the cost of operating his vehicles over the time since he inaugurated dime play," said Luppino, "and then check some of his pay records on increased costs of service and route personnel, he will see the advisability of inaugurating a two-for-a-quarter policy right away with many of his locations."

Seeburg Sets Fall Schools

The Seeburg Factory school program, one of the best in the industry, cannot handle all men who want to attend. Applications for the following classes should be made early through Seeburg distributors.—Ed.

CHICAGO — F. E. (Woody) Woodhull, manager, technical training division, department of field engineering and training for Seeburg, has announced the company's factory service schools for October, November and December.

Oct. 10-14 — Service School No. 98 on the cold drink and coffee venders.

Oct. 17-21 — Service School No. 99 on the phonograph and consolette.

Nov. 7-11 — Service School No. 100 on the cold drink and coffee venders.

Nov. 14-18 — Service School No. 101 on the phonograph and consolette.

Dec. 5-9 — Service School No. 102 on the cold drink and coffee venders.

Dec. 12-16 — Service School No. 103 on the phonograph and consolette.

All classes commence at 8:30 on Monday morning and are held in the factory schoolroom at 1010 West Weed Street here.

CONVENTION GOERS TO BE IN THE NEWS

CHICAGO—To provide coin machine industry publicity where it counts, the Music Operators of America will send a photo and news release to the home town newspaper of every operator who attends the Oct. 28-30 national convention. A photographer and clerical assistant will stand by at the MOA booth at the Pick-Congress Hotel during the entire convention for that purpose. MOA members and non-members alike are welcome to utilize the service. "This will help the operator stand tall in his own home town," suggested MOA vice-president Harlan Wingrave of Emporia, Kan., "and that's where publicity counts."

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Atlanta, Georgia
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Rowe Music Merchant

By RAY BRACK

ST. LOUIS—On every other night of the week strippers peel on the stage of the Crystal Palace in Gaslight Square but last Monday Pete Entringer shooed the girls out and undraped the new Rowe Music Merchant.

And for the 90 operators there it was lust at first sight. From what can be determined from conversations with the men who matter (the operators, of course), Rowe could have a good year with this jukebox. Here, at least, the guys from Caruthersville, Columbia, etc., developed a fast affinity for this new machine that changes faces, hustles its own plays and eats dollar bills.

As though that were not sufficient, the crowd got a sneak preview of the new Rowe Phonoview, a video accessory played off the jukebox selector, an item the Rowe people don't want too much said about yet. It'll premiere at the MOA show (Oct. 28-30). The unit appears un-complicated enough, the film inexpensive enough, the concept sound enough to add a new arrow to the operator's quiver.

"Do not miss this showing," Entringer, sales manager of Advance Distributing Co., had told everybody in the area—including some of his competition. (Pete is not one to be conventional, and it's rumored he's in line for a promotion soon.) "This is the future of your industry. I promise this to be the most important meeting you have ever attended."

"These distributors are magnificent," commented Rowe sales manager Joe Barton before stepping to the podium to tell the crowd that Rowe's new "play-me" records which click on after a stipulated amount of silence ("why don't you come over and play me," says velvet voice) have proved on test to increase play over 40 per cent. "They were not asked to stage these sit-down showings. They felt they had such a good product that they wanted to do something special to introduce it to their customers.

"Yesterday I was at Peach State's showing in Columbia, S. C. Fantastic! One fellow there bought 132 jukeboxes. Did you ever hear of one fellow buying 132 jukeboxes?"

"We go from here to Cleveland where Shaffer is having an elaborate showing; from there to W. B. Music's party in Kansas City (Harry Silverberg was present here, too); then to Eddie Ginsburg's big showing in Chicago (Sunday, 18) in the Crystal Ballroom of the Sheraton-Blackstone Hotel. And we'll be at similar showings staged by Runyon, Trimount and Bush International and others. Bush, by the way, will unveil the Music Merchant before the Miami association.

"Things are happening at Rowe," Barton said, now to the audience. "When someone says it can't be done, someone else will invariably say 'I've done it.'"

About then a new Rowe Music Merchant sitting impatiently under a drape clicked on and said, "Why don't you come play me?" and someone went over and shut it off.

"Play-me records are a first from Rowe," Barton went on. "These are original Rowe-AMI recordings. They themselves are first-class entertainment, and they're sure-fire sales stimulators. Your routeman can pick 'em out easily because they're bright red. And you can have the top recording stars on play-me records: r&b, c&w, pop and

standards artists. You can set the records to play in sequence after a dead-time interval of anywhere from one to 30 minutes. You get two play-me records with each phonograph."

Rumor has it that national advertisers are taking an interest in this "play-me" concept.

The crowd then heard Rowe advertising and promotion manager Jim Newlander explain how buying Music Merchants can make every operator a world traveler. He slanted his remarks toward the ladies, announcing that with the purchase of three phonographs Rowe sends the couple off on a free trip to Haiti, or Puerto Rico or other places; five phonographs sends him off to 14 days, skipping about the Caribbean or other places; six phonographs send the operator and wife to Europe and elsewhere and the purchase of 50 phonographs is worth a round-the-world tour. No fooling. It's all arranged by Rowe with a big New York agency called Peter, Paul and Dingle, which offers

(Continued on page 89)



"PICK A TRIP," declares Rowe advertising and promotion director Jim Newlander at showing of new Rowe Music Merchant which attracted 90 operators to the Crystal Palace at Gaslight Square in St. Louis. Free tours are part of Rowe's new promotional package.



"THIS MACHINE will make you a music merchandiser," states Joe Barton, Rowe sales manager, to crowd of operators at Advance Distributing Co. showing of new jukebox in St. Louis. Under drape in background is Rowe's video accessory to be officially unveiled later this year. St. Louis operators got a sneak preview.

Billboard's COIN SECTION

Music—Vending—Amusement Games

is edited to provide the operator with industry news and ideas for additional profit-making opportunities.

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Accents Merchandising

Continued from page 88

rock-bottom prices for a guaranteed number of tours. "And we're subsidizing the pic-a-trip program with funds from our



PETE ENTRINGER, Advance Distributing Co. sales manager, lists bill acceptor— including dollar bill acceptor—of the new Rowe Music Merchant unveiled in St. Louis, Sept. 12.

advertising and promotion budget," Newlander said.

"Trips are the thing in business and industry today for incentive purposes. We're the first to launch an incentive program like this on any scale in our industry."

Newlander also told operators that Rowe intended to advertise its new jukebox extensively. "I hear lots of people ask what the advantage of advertising is," he said. "I tell them that there are 28 mountains in Colorado higher than Pike's Peak and then ask them how many they can name."

Newlander and Barton bring a lot of wit to a distributor showing.

"I'll tell you how I know we have a hot product here," confided Entringer. "The competition has been coming by the office and asking for a peek."

He then told the operators, "This phonograph has a 'change-a-scene' front panel that makes it a new phonograph instantly. This helps the machine stay appealing on the location longer." Rowe now has four different fronts; is preparing a non-religious Christmas front for the coming season.

"And there's another mer-

chandising feature that really sells music in quantity," he said. That's the dollar bill acceptor. It's test-proved and absolutely reliable. Haven't we been making dollar bill changes for 10 years?

Entringer said the dollar bill changer creates double-overplay, requires that the customer play a dollar's worth of music and moves money through the machine faster.

Rowe, it should be mentioned, has gone solid-state this year and it's possible a wattage race may be developing. Rowe is advertising 100 watts of music output. The unit is convertible from 200 to 160 to 100 selections and back again. It also has a special audio-visual adaptor, about which more will be announced at the MOA show.

"Well, I'll say this," offered an old-timer on his way out. "Jukebox play is an impulse sales, and this machine will make damn sure the customer gets an impulse. And if the machine doesn't do it, those GABAYFO buttons will."

He had reference to a special waitress and barmaid button prepared by Rowe with those letters. Asked the inevitable question, the lady will reply: "Give me a buck and you'll find out."

"It's all in the interest of merchandising," Barton said. "Our product (music) has gone unmerchandised for too long. We want to change that, but it isn't easy. After all, it's difficult to convince an operator that he's been making a good living all these years by doing the wrong thing."

Coinmen In The News

LOS ANGELES

Bill Happel, president of Badger Sales & Vending Co., announces the exclusive distributorship of Helicopter-Trainer, a new game. The game, which will sell for \$695, has been used by the government as a training device. Happel feels it will be excellent for amusement centers and bowling establishments. Helicopter-Trainer will be on display at Badger in 10 days.

Leonard Hicks, Wurlitzer, plans a two-week business trip to San Francisco, while John Morris, also of Wurlitzer, just back from a San Diego County business trek.

Fred Evans (office staff) and Peter Andrade (parts department) have joined the Simon Distributing team. . . . The "new look" continues at Coin Machine Service Co. where Marvin Miller reveals the showroom and building front will have a different appearance.

Clayton Ballard, manager, Wurlitzer Los Angeles, spent a few days of his vacation loafing at home. . . . Kip Maria (office staff) of Wurlitzer in Canada for a vacation. . . . Madison King rejoined the Wurlitzer company after a hitch in the U. S. Army. . . .

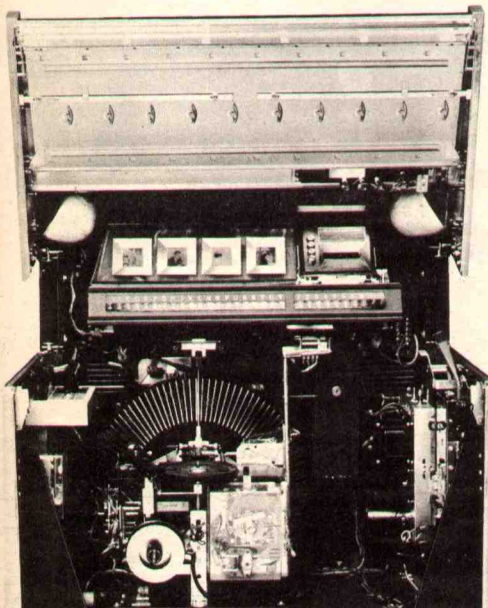
Bob Mayeda of Simon needs a vacation after spending one in Seattle, Reno and Las Vegas. . . . Al Bettelman, C. A. Robinson Co., will have two sons at the University of California, Los Angeles (UCLA) in the fall when Sandy, who was just graduated from Hamilton High School, joins brother Ira at the university. Ira, a junior, is studying at the University of Hawaii during the summer.

Dale Hopper, Dale Music Co., Tarzana, lost a golf match to Bill Happel at the Wilshire Country Club. Hopper recorded an 87, but Happel carded an 84. . . . The Russell Early family will vacation in Minnesota, while Britt and Leonard Adelman will spend their vacation at Del Mar Race Track and in San Diego. Both Russell and Britt work for the Paul A. Lay-

(Continued on page 94)



ADVANCE DISTRIBUTING CO. executive Charles Kagels (left) greets Rowe sales manager Joe Barton, who is touring the country, speaking at distributor showings of the new Rowe Music Merchant.



ROUTEMAN'S EYE VIEW of the new Rowe Music Merchant. All servicing is from the front. Remove one plug and the complete front swings off. There is no tie bar across front and the front door is opened by releasing two levers on each side. Price changing, record scanning, cancel button and credit button are located on a central panel. Patent flip-out plastic racks permit one-hand title panel service.

SEPTEMBER 24, 1966, BILLBOARD

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Phone: 282-4221

Coming Events

Oct. 15-16—Third annual convention and trade show of the South Carolina Coin Machine Operators Association, Columbia, S. C.

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

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

Nov. 12-15—International Congress and Exhibition of Coin-Slot Machines for Industry and Trade (INCOMAT); Kunstlerhaus, Vienna, Austria.

Nov. 29-Dec. 1—23d Annual Amusement Trades Exhibition, Alexandria Palace, London.

Jan. 24-26—Sixth Northern Amusement Equipment and Coin-Operated Machine Exhibition, the Olympia; Blackpool, England.

NYCMOA Plans 1967 Legislation

SYRACUSE, N. Y.—Members of the New York Coin Machine Operators Association met here to discuss the recent defeat of the license bill and to plan future strategy. Among the key people speaking were Mrs. Millie McCarthy, president of the association, and Lou Werner, its attorney.

Mrs. McCarthy told the group that although many of the past opponents of the licensing measure had switched their position in favor of it, Governor Rockefeller vetoed the bill, saying he did it because he had vetoed the proposed legislation last year and the year before. He didn't mention any of the numerous changes the bill has undergone. Rockefeller also cited the opposition of the Conference of Mayors as a reason for the veto.

Among other problems facing the State operators is a revision of the penal code next year. The proposed code is said to drastically affect a major percentage of operators handling amusement machines.

Seattle Seeks New Licensing

SEATTLE—The City Council License Committee, after a public hearing, has recommended new licensing regulations for coin-operated billiard and pool tables.

The tables will be considered in the same category as shuffleboard devices, it was reported Sept. 9.

Tavern owners and others who own or operate the tables will be charged \$25 a year for each table. Such tables can be used only in establishments where minors are prohibited.

Councilman Charles M. Carroll, License Committee chairman, said the ordinance repeals a long-standing provision which imposed a ration of one billiard or pool table license for each 5,500 population.

Representatives of taverns were assured that tavern owners may own their own coin-operated tables. Under previously considered rules, the tables would have been considered in the same light as pinball devices, which may be owned and operated only by coin machine specialists.



ROWE BLANKETED the country with sales meetings recently. Here, at Columbus, Ohio, distributor representatives from the Columbus, Detroit, Cleveland and Cincinnati offices of Shaffer Music Co. and J & J Distributors get briefing.



RECENT ROWE SALES MEETING in Atlanta saw representatives of Peach State Music Co., Macon, Ga.; Peach State Distributing, Atlanta; Peach State Trading Co., Columbia, S. C.; Southern Amusement Co.; Bush International, Jacksonville, Tampa and Miami, Fla., and Johnny Rowell Distributing Co., Inc., Birmingham, Ala., confer. (That's Johnny Rowell beaming in center foreground.)



CHICAGO STOP on the Rowe sales meeting trek found the following distributors represented: Atlas Music Co., Chicago; Advance Distributing Co., St. Louis; Pioneer Sales and Service, Milwaukee; K. C. Sales and Service, St. Paul and J & J Distributors, Inc., Indianapolis.



CIRCLE INTERNATIONAL, the R. F. Jones Co. and Garrison Sales Co. were well represented at the recent Rowe Manufacturing Co. sales meeting in San Francisco.

EXPORT TO U. K.

First Quarter Figures Show Whopping New Unit Increases

WASHINGTON — Department of Commerce statistics on the dollar volume of new coin machines shipped to the United Kingdom reveal a substantial increase during the first quarter of this year over the same 1965 period.

Games paced the growth with nearly a \$1 million increase for

the three-month period! During 1965 \$828,473 worth of new U. S.-made games were shipped during January, February, March. This year the figure hit \$1,738,522.

Phonograph shipments increased slightly, from \$230,067 during the first quarter of 1965 to \$258,784 this year. Vending

machine dollar volume dropped from \$167,012 last year to \$141,644 for the first quarter this year.

Total dollar volume for this year's period was \$2,138,950 compared to \$1,225,853 last year. Music shipments for the first quarter of 1964 were \$229,067 and game volume for the same period of the same year was \$869,077.

Breakdown on U. S. coin machine shipments to the United Kingdom for the past three years is as follows:

MUSIC	
1966	
Jan.	\$ 76,423
Feb.	79,679
March	102,682
Total	\$258,784
1965	
Jan.	\$ 20,518
Feb.	26,190
March	183,659
Total	\$230,368
1964	
Jan.	\$ 11,321
Feb.	133,611
March	84,135
Total	\$229,067
GAMES	
1966	
Jan.	\$ 830,357
Feb.	365,859
March	542,306
Total	\$1,738,522



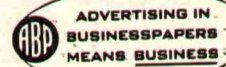
PRE-LUNCHEON-PHOTO was taken of Rowe distributors J. H. Lynch Distributing Co., Inc., Santone Sales Co., Central Sales Co., Southern Amusement Co. and Automatic Music Distributors during recent sales meeting in Houston.

New Equipment



INTERNATIONAL SCOPE of Seeburg Corp. distribution is personified in this photo. Pictured at the recent introduction of the new Seeburg phonograph in Chicago are, from left, George Gilbert, vice-president, Seeburg International; P. A. Atterbom, Sweden; Edgar Dianderas, Peru; Knud Bjorn, Denmark; Filemon Enrile, Philippines; Karl Moller, Germany; Michael Kogan, Japan; Auol Ortiz, Panama; Luis Suarez, Venezuela; John Blaney, Seeburg International; Peter Thomas, El Salvador; Leonard Austin, Mexico; Harry Zitman, Venezuela; and Federico Ruiz, Mexico.

1965		VENDING.	
		1966	
Jan.	\$ 65,910	Jan.	\$ 44,738
Feb.	157,500	Feb.	37,052
March	605,063	March	59,854
Total	\$828,473	Total	\$141,644
1964			
Jan.	\$263,573		
Feb.	306,330		
March	299,174		
Total	\$869,077		



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Branch of Rowe AC Services Division of Automatic Canteen Co. of America
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Bill Anderson's Helpful Hobby

By LAMAR GUNTER

LOGAN, W. Va.—Coin machine man William N. Anderson Jr. has an unusual hobby—

one that has helped him and his industry.

"Politics is a hobby with me," said Anderson. "It always has been."

Four years ago he became so successful at his hobby that he was elected a State representative from Logan County in the lower house of the West Virginia Legislature.

In the two terms he has served he has been instrumental in securing the passage of two bills that have helped his industry.

"I was able to help get the law repealed that placed a per-machine tax on our industry," said Anderson. The other legislation he helped secure divorced music machines from the beer laws. Before the legislation was passed the machines were affected by the law stating the hours beer could be sold in places where the machines were located.

Misconceptions

Anderson found many of his fellow lawmakers had misconceptions about the coin machine industry when he arrived at the capitol. They felt it was a somewhat shady business.

In two terms of work on the judiciary committee and on legislative matters in general, Anderson has been able to change the false image held by many.

"I enjoy my work on the judiciary committee. The last term I could have been on the finance committee, but I like the broader scope of the legislation handled by the judiciary committee," he said.

Anderson is a candidate for re-election in November. He has Republican opposition, but hopes to return to the State capitol for a third term as a representative.

"I enjoy the work, even though it costs me money," he said.

It also costs him time for his business, Broom & Anderson Amusement Co. The Legislature has 60-day sessions every other year and 30-day budget sessions in the alternate years.

But he still has found time to serve as national association



MISS CINEJUKEBOX, singer, songwriter, model Lacey James will brighten the Dave Rosen video machine exhibit at the Music Operators of America convention and trade show Oct. 28-30. The new machine is coming off the assembly lines of the Innocenti company in Milan and will have its official premier at the Chicago show.

Rosen Moving With Vigor In Video Merchandising

PHILADELPHIA — David Rosen, who has discovered a number of show business personalities in his capacity as pioneer independent record distributor, is looking for new talent to expose with the new Cinejukebox machine which he will handle for distribution in the United States.

Adding glamour to the machine that combines audio and visual will be Lacey James, "Miss Cinejukebox." She'll be present at the premiere of the new machine at the Music Operators Association show in Chicago Oct. 28-30. A singer and a songwriter, she will also serve as

the official "Miss Cinejukebox" to help introduce the new machine throughout the United States. A distributors network will be set up by Rosen after the premiere of the new machine in Chicago.

Miss James, who has appeared as a singing star at smart supper clubs in Atlantic City, in the Philadelphia area, and in the New York area, is expected to feature her own song compositions—writing both words and music—for her recordings and Cinejukebox movies.

Rosen expects to have her first musical movie short for audio visual play to premiere at the MOA show in Chicago.

Major additions to Rosen's film catalog have been announced. With some 750 film subjects in his catalog, Rosen announced the acquisition of seven new titles.

Best of the new film titles are six subjects created by Jerry Williams in Australia. One of (Continued on page 96)

L&R Shows Off Showcase

By EARL PAIGE

ST. LOUIS—Operators from such widely separated points as West Plains, Mo., Carbondale, Ill., and many cities in between

attended the premiere of Seeburg's Stereo Showcase at L & R Distributing here last week.

Roy McClain, Carbondale, Ill., Bill Brown of Brown & Wright, Columbia, Mo., and Art Huddleston of West Plains, Mo., were typical of operators from remote points at the showing. Art, owner of Art's Novelty in West Plains, had to travel 200 miles.

Representing Seeburg at Lew Ruben's newly remodeled outlet here was Bill Prutting, v.-p. sales. Bill had been busy with showings in Detroit, Les Moines, Omaha and finally St. Louis.

Both Lew and sales staffer Jack Gorelick were elated over the turnout of operators and initial reaction to the new phonograph.

A partial list of operators attending includes Lawson and Fred Obermiller, Columbia; Dan Aders and Dick Kassen, Festus; Lloyd Grycek, Jefferson City; Nelson Martin, Cape Girardeau; Dutch Meese, Crystal City; Ted Key, Farmington; Lawrence Hale, Festus; K. C. Preston, Salem; Everett Owen, Mountain. (Continued on page 94)

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NEW MODERN Cue Ball. Same Weight as Object Ball.

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<p>CENTRAL SALES CO. 91 Dennis Houston, Texas</p>	<p>SOUTHERN VENDING SALES 1405 Turtle Creek Blvd. Dallas, Texas</p>
<p>SANTONE SALES CO. 121 Navarro Street San Antonio, Texas</p>	

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OPERATOR BILL ANDERSON: "Politics is a hobby with me."



PEACEFUL CO-EXISTENCE (profitable, too) has been achieved at the Golden Goose between Woody Mills (left) and his quartet and jukebox operator Don Kimbrough (right). Location story appeared in Billboard Sept. 3.

New Equipment



Williams "Hot Line" Single Player

Williams Electronic Manufacturing Corp. has issued a new one-player timed for the fall season. Called "Hot Line," the new unit is adjustable for three or five-ball play. (Williams has been encouraging wider adoption of three-ball play.) New design features on the unit include greater coin mechanism flexibility; optional single, double or triple chutes and new coin dividers in the cash box. The bold letters in the words "Hot Line" are illuminated by the player who (1) rolls over appropriate illuminated buttons; (2) enters gate when open; (3) passes through bottom out lanes. To open the gate and activate "carry-over" feature, the player must light "A" and "B." Specials are scored by lighting "Hot Line," passing through bottom out lanes, high scoring or achieving match feature. Has new stainless steel front door and frame, automatic ball lift and "Plastikote" finished playfield.

when answering ads . . . Say You Saw It in the Billboard

HIRSCH DE LA VIEZ HANDLING MOA TALENT

WASHINGTON—Mr. Show Biz, Hirsch de La Viez, has been signed to produce the talent segment of this year's Music Operators of America annual banquet Oct. 30. De La Viez has been a fixture at MOA conventions for a number of years. He has operated Show Biz Productions here since 1920. "I've got an excellent band booked and am lining up a memorable talent package," Hirsch reported.



San Diego Wants More Fee Money

LOS ANGELES—Proposed adjustments in license and regulatory fees for coin machine and vending operators were recommended Monday (12) by the San Diego, Calif., city council.

The specialized fee adjustments being studied by the city council would affect cocktail lounges and cabarets. In addition, there would be a fee of \$1 for coin-operated vending machines.

The council, however, will conduct a series of conferences on the proposal and discuss the fees with coin and vending representatives before taking action.

The license increase is identical to recommendations made in May by the mayor's Business License Review Committee. The committee had urged an increase in license fees, but not before an investigation. Operators opposed the plan then, and

(Continued on page 94)

New ROWE AMI Music Merchant

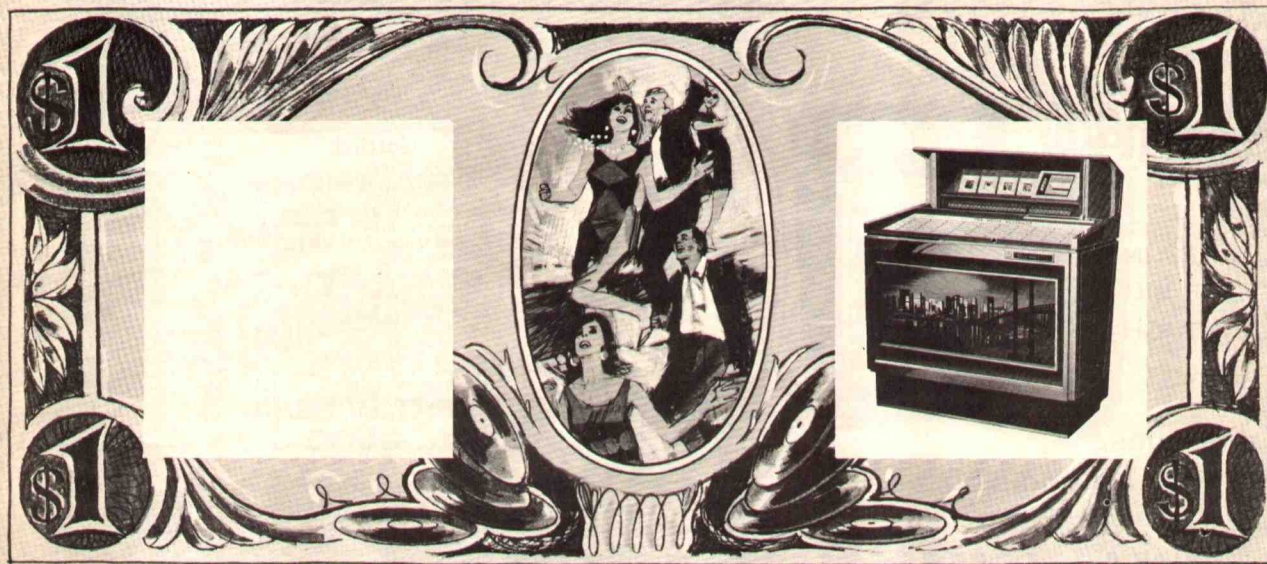
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Sheldon Sales

Distributing Corp.

881 Main Street, Buffalo, New York 14203
Phone: (716) 885-9106

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- "PLAY-ME" TALKING RECORDS

Johnny Rowell

Distributing Co., Inc.

1631 First Avenue, North Birmingham, Ala. 35203

Coinmen In The News

• Continued from page 89

mon Co. . . . Operators shopping at Layman include John Ketch of Long Beach, Tex Leerskov of Barstow, Ira Patton of El Monte, Jerry Druker of Upland, Bill Bradley of Covina and Fred Williams of Long Beach. . . . Paul A. Layman celebrated his sixth wedding anniversary (12). . . . Charley Daniels, Layman Co., also celebrated his wedding anniversary (6).
BRUCE WEBER

PHILADELPHIA

Moss Vending Co. was organized to merchandise and sell through vending machines and other coin-operated equipment merchandise of any and every description. Local attorney Edward N. Barol represented the firm in applying for a business charter of incorporation. . . . David Rosen, who heads the Rowe-AMI distributing firm here bearing his name, was honored by the Philadelphia Variety Club, Tent No. 13, receiving a Distinguished Service Citation for his service as a former Chief Barker of the club. Presentation was made at a luncheon in the Bellevue-Stratford Hotel. . . . Music machine operators throughout the State were urged to remove all Beate records from their machines in a resolution calling for a "ban the Beatles" movement introduced in State Legislature by Sen. Robert F. Fleming, of Pittsburgh.

MAURIE H. ORODENKER

L&R Shows

• Continued from page 92

View, and many more from out-State Missouri.

From out-State Illinois: Ernie May, Jacksonville; Vic Renner, Collinsville; Jim Yates, Wood River; Francis Gallitin, Carlyle; Jack Jansen, Effingham; Bud Kapillo, Staunton; Jack Deciccio and Harry Schaffner, Alton; Hershell and Bud Taylor, Belleville; John North, Centralia; Bernice Young, Collinsville, and many more.

Almost every metropolitan operation was represented at the showing, which lasted three days. Some include people from Pashea & Schooley, Wonder Novelty, Raiffie Vending, BFC Enterprises; J. S. Morris & Sons, novelty; George Schoen Juke Bxo Co., Morrise Novelty, Acme Music, Pete's Novelty, Independent Coin Machine, Plaza Amusement, Kieffer Vending, General Automat and dozens of more local companies.

Plans are in the works now for showings in out-State Illinois and Missouri communities, according to Ruben, whose area includes a vast region of eastern Missouri and southern Illinois.

San Diego Fees

• Continued from page 93

plan to be represented in the current talks.

Earlier, the 13-member committee recommended an increase in the basic business license fee from 10 a year plus \$1 for each employee to \$25 a year plus \$2 for each employee. Operators had opposed the plan, but were overruled. The hike in the business license fee was approved and went into effect at the beginning of the current fiscal year.

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Billboard

THE BLUEBOOK

Mean Valuation of Used & Reconditioned Coin Machines
Sept. 24, 1966

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. For purposes of actual pricing, the following generalizations—except in rare, accidental instances—are unfit for application to any specific buyer-seller situation. Such is inevitable with national average figures.

FLIPPER GAMES

Bally		Average	
Aces High 4P, 9/65	325	Masquerade, 2/66	No Avg.
Band Wagon 4P, 5/65	300	Mayfair 2P, 6/66	No Avg.
Big Day 4P, 9/64	250	Melody Lane 2P, 9/60	85
Blue Ribbon 4P, 2/66	No Avg.	Merry-Go-Round 2P, 12/60	100
Bongo 2P, 3/64	215	North Star 1P, 10/64	235
Bull Fight 1P, 1/65	235	Oklahoma 4P, 2/61	155
Bus Stop 2P, 1/65	240	Olympics 1P, 9/62	150
Campus Queen 4P, 9/66	No Avg.	Paradise, 11/65	425
Cross Country, 4/63	115	Preview 2P 8/62	175
Cue-Tease 2P, 7/63	140	Rack-A-Ball 2P, 12/62	225
Discotek 2P, 9/65	275	Sea Shore 2P, 9/64	295
50/50 2P, 8/65	250	Seven Seas 2P, 1/60	100
Gold Rush 1P, 5/66	No Avg.	Ship-Mates 4P, 2/64	330
Grand Tour, 7/64	210	Showboat 1P, 1/65	125
Happy Tour 1P, 7/64	225	Skyline 1P, 1/65	310
Harvest 1P, 10/64	210	Slick Chick 1P, 4/63	160
Hay Ride 1P, 11/64	175	Spot-A-Card 1P, 3/60	75
Hootenanny 1P, 11/63	135	Sunset 2P, 11/62	155
Mad World 2P, 9/64	225	Sweet Hearts 1P, 9/63	195
Magic Circle, 6/65	230	Swing Along 2P, 7/63	225
Monte Carlo 1P, 2/64	185	Texan 4P, 4/60	100
Moonshot, 3/63	125	Thoro Bred, 2P	325
Sheba 2P, 3/65	270	Tropic Isle 1P, 5/62	140
Six Sticks 6P, 4/66	No Avg.	Wagon Train 1P, 4/60	85
Six Diver 1P, 4/64	175	World Beauties 1P, 2/60	95
Star Jet 2P, 12/63	160	World Fair 1P, 5/64	195
Trio 1P, 9/65	285		
2 in 1 2P, 8/64	245		
3-in-Line 4P, 8/65	330		
Wild Wheels 2P, 3/66	No Avg.		

Chicago Coin

Bronco 2P, 5/64	200
Firecracker 2P, 12/63	150
Hula Hula 2P, 5/66	No Avg.
Kicker 1P, 8/66	No Avg.
Mustang 2P, 10/64	265
Royal Flash 2P, 8/64	250
South Pacific 2P, 11/64	200
Sun Valley, 8/63	155

Gottlieb

Aloha 2P, 11/61	130
Bank-A-Ball 1P, 9/65	310
Big Top 1P, 1/64	260
Big Casino 1P, 4/61	125
Bonanza 2P, 6/64	300
Bowling Queen 1P, 8/64	255
Buckaroo, 6/65	375
Captain Kidd 2P, 7/60	100
Central Park 1P, 4/66	No Avg.
Corral, 10/61	95
Cover Girl 1P, 7/62	175
Cow Poke, 5/65	300
Cross Town 1P, 9/66	No Avg.
Dancing Dolls 1P, 6/60	90
Dodge City 4P, 7/65	450
Eagle Head 1P, 12/61	120
Fashion Show 2P, 6/62	160
Flipper 1P, 11/60	95
Flipper Clown, 4/62	125
Flipper Cowboy 1P, 10/62	175
Flipper Fair 1P, 11/61	165
Flipper Parade, 5/61	115
Flipper Pool 1P, 11/65	305
Foto Finish 1P, 1/61	100
Flying Circus, 2P, 7/61	95
Flying Chariots 2P, 10/63	225
Gauche 4P, 1/63	250
Gigi 1P, 12/63	200
Happy Clown 4P, 11/64	350
Hi-Dolly, 5/65	355
Ice Revue, 12/65	345
Ice Show, 1/66	No Avg.
Kewpie Doll 1P, 10/60	90
Kings & Queens, 4/65	300
Lancer 2P, 9/61	125
Liberty Belle 4P, 3/62	155
Lite-A-Card 2P, 3/60	90
Majorettes 1P, 8/64	250

Keeney

Colorama 2P, 12/63	85
El Racho Hacienda, 11/62	85
Go-Card 1P, 5/63	75
Poker Face 2P, 9/63	160
Rainbow, 6/62	275

Midway

Rodeo 2P, 11/64	185
Winner 2P, 12/63	175

Williams

A-Go-Go 4P, 6/66	No Avg.
Alpine Club, 3/65	300
Beat the Clock 1P, 12/63	200
Big Chief 4P, 9/65	410
Big Daddy 1P, 9/63	210
Big-Deal 1P, 2/63	185
Bowl-A-Strike, 12/65	300
Coquette, 4/62	145
Double Barrel 2P, 9/61	100
Eager Beaver 2P, 4/65	360
8 Ball 2P, 1/66	No Avg.
El Toro 2P, 8/63	250
Four Roses 1P, 12/62	125
Full House 1P, 3/66	No Avg.
Golden Bells 1P, 9/59	50
Heat Wave 1P, 7/64	230
Hollywood 2P, 2/61	105
Jumpin' Jacks 2P, 4/63	195
Kingpin, 9/62	175
Kismet 4P, 1/62	125
Lucky Strike 1P, 8/65	325
Mardi Gras 4P, 11/62	195
Merry Widow 4P, 10/63	285
Metro 2P, 1/62	175
Moulin Rouge 1P, 6/65	300
Oh, Boy 2P, 2/64	265
Palooka 1P, 5/64	215
Pot o' Gold 2P, 7/65	400
Pretty Baby 2P, 2/65	275
River Boat 1P, 9/64	250
San Francisco 2P, 5/64	250
Ski Club, 3/65	345
Skill Pop, 1P, 6/63	180
Soccer 1P, 3/64	200
Space Ship 2P, 12/61	140
Stop & Go 2P, 8/64	285
Teachers' Pet 1P, 1/66	345
Tom-Tom 2P, 1/63	200
Trade Winds, 6/62	125
Vagabond, 10/62	180
Valiant 2P, 8/62	200
Viking 2P, 10/61	120
Wing Ding 1P, 12/64	250
Whoopee 4P, 10/64	350
Zig-Zag 1P, 12/64	285

BOWLERS & SHUFFLE ALLEYS

Bally		Average	
All-Star Deluxe Shuffle, 2/58	75	Bowler 1965 2P, 5/65	410
All-the-Way 10/64	210	Bowler 1966, 4/66	No Avg.
Big 7 Shuffle, 9/62	125	Challenger, 9/59	90
		Club Bowler, 2/59	85

(Continued on page 96)

MOA Announces A New Benefit

CHICAGO—The Music Operators of America board of directors has announced a new Group Insurance plan providing a daily sum of cash while members are confined to a hospital.

MOA president John Wallace said the expanded benefit came as a result of many requests from members for hospitalization and/or disability income benefits.

"We believe that the new program combines the best features of the plans we have studied," he said.

The plan gives members the options of obtaining \$10, \$20 or \$30 per day plus the option of having spouse and children covered as well.

The plan was designed exclusively for MOA by the Continental Casualty Co. "With the wholesale buying power of MOA behind this plan, we have obtained premium rates substantially less than similar coverage would cost on an individual basis," Wallace said.

Members have a limited period of time in which to complete enrollment. A brochure describing the plan, "Cash in Hand Music to Your Ears," is available from Music Operators of America, Inc., 228 North Lasalle Street, Chicago, Ill. 60601.

Additional MOA News:

- J. Harry Snodgrass, membership drive chairman in District 8, is the first chairman to achieve his quota in the current campaign by the association for 250 new members. He has rounded up 15 new members. MOA now has 170 new firms in the drive which ends at convention time Oct. 28-30.

MOA members are now sending in their nominations for the association's record industry awards for Best Record, Best Artist and Record Company Consistently Supplying Good Records for Jukeboxes. Awards will be presented at the MOA show.

- The Northwestern Ohio Music Operators Association attracted 64 to its annual summer picnic at Cedar Point on Lake Erie, Aug. 25, reports MOA executive vice-president Fred Granger.

- The recently revived Montana Music Operators Association is planning to send a delegation to the MOA convention. The same can be said for associations in Florida, Kansas, California, Illinois, Wisconsin, Ohio, Kentucky, Missouri, South Dakota, Nebraska, North Carolina, South Carolina, Mississippi, Virginia, New York, Massachusetts, with many other States yet to be heard from. Great Britain will send a 100-man delegation and many other foreign countries will be represented. All indicators point to a significant and exciting trade show.

- The North Carolina Operators Association has sent in a new member application for D & D Distributing Co., Pembroke, N. C.

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THE BLUEBOOK

Continued from page 94

Club Deluxe, 5/59	75
Del. Bally Bowler 16', 1/64	395
Jumbo Deluxe, 9/60	75
Lucky Alley, 8/58	85
Lucky Shuffle, 9/58	75
Monarch Bowler, 11/59	95
Official Jumbo, 9/60	125
Pan American, 6/59	50
Super 8 Shuffle, 4/63	175
Super Shuffle, 12/61	115
Trophy Bowler, 4/58	50

Chicago Coin

Bowl Master, 8/59	115
Belair, 12/65	625
Bull's Eye Drop Ball, 12/59	50
Cadillac Ball Bowler, 1/64	660
Championship, 11/58	60
Citation, 10/62	320
Corvette, 2/66	
DeVille Shuffle Alley, 8/64	525
Duchess Bowler, 8/60	165
Duke Bowler, 8/60	130
Flair, 9/66	No Avg.
4-Game Shuffle, 11/59	145
Gold Crown, 3/62	325
Gold Star, 6P, 7/65	260
Grand Prize, 3/63	475
King Bowler, 3/59	110
Lucky Strike, 1/58	85
Majestic Bowler, 8/64	610
Medalist, 5/66	No Avg.
Official Spare Lite, 9/63	550
Player's Choice, 9/58	60
Preview Bowler, 9/65	860
Princess, 4/61	220
Queen Bowler, 9/59	90
Red Pin, 2/59	100
Rocket Shuffle, 3/58	50
Royal Crown, 8/62	320
6-Game Shuffle, 6/60	120
Spotlite Shuffle, 11/63	320

Rosen Moves With Vigor

Continued from page 92

the most popular entertainers in that country, the "Jerry Williams Show" has attracted wide attention and popularity throughout the world. Produced by the Gisselle Co. in Australia, the six musical film subjects, in full color, include "Cheating Baby," "Savage Love," "Down by the River," "No. 1 on the Hit Parade," "Mr. Dynamite" and "Johnny Loves Me."

"Johnny Loves Me" is a major international hit. It is filmed and sung with Miss Suzie, whose ABC-Paramount recording has sold over 250,000 copies in Germany.

The seventh addition to the Rosen library was produced by Don Peterson in the United States. Titled "Teacher Au Go Go," it is a whirlwind dance feature with a modern beat.

While the new film subjects are basically for the Filmotheque-Discotheque coin machine concept distributed by Rosen, he said the new films will be available as all others in his film library to all machine operators for rental or purchase.

Pulling power of the music-film, Rosen said, was demonstrated by Sebra G. Corey, music machine operator of Jacksonville, Fla. Corey has been operating a Cinebox, combining motion pictures and jukebox, which he leased from Rosen.

Corey operates the A-Go-Go Stereo Music Co. "From the success the machine enjoyed on test location at the Hawaiian Village Lounge," Corey said, "I now anxiously await the arrival of the new Cinejukebox machine." "It has been only two weeks," wrote Corey to Rosen, "since I returned the Cinejukebox and already business in the Hawaiian Village Lounge has dropped about 15 per cent. This drop in business is entirely due to the removal of the machine since the majority of the customers are continually asking the management what happened to the Cinejukebox. It was without a doubt the room's greatest asset."

Starlite, 5/62	255
Strike Ball, 5/63	310
Super Sonic, 3/65	700
Top Brass, 4/65	680
Tournament Bowler, 12/64	210
Triple Gold Pin Pro, 2/61	210
Triumph Shuffle Alley, 1/65	425
Twin Bowler, 10/58	100

Midway

Premier Shuffle, 5/66	No Avg.
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United

Action, 7/62	210
Advance, 5/59	95
Alamo, 4/62	275
Amazon, 3/66	No Avg.
Astro, 6/63	310
Atlas, 8/58	65
Avalon, 4/62	210
Aztec, 9/66	No Avg.
Bank Pool, 11/63	150
Big Bonus, 1/60	100
Blazer 6P, 6/66	No Avg.
Bowl-A-Rama, 9/60	250
Cameo 5-Star Bowling, 5/61	220
Caravelle, 2/63	315
Cheetah, 3/65	550
Circus Roll-Down, 9/62	250
Classic, 6/61	235
Corral 6P, 10/65	No Avg.
Cyclone, 10/58	75
Cypress, 12/52	320
Dixie, 1/62	100
Dual, 1/59	60
Duplex, 11/58	85
Eagle, 5/58	75
Embassy, 9/62	200
Falcon, 4/60	155
5-Way, 5/61	150
Flash, 6/59	.85
4-Way, 12/59	105
Fury, 8/63	375
Futura, 12/63	435
Galleon, 3/65	635
Handicap, 11/59	125
Jill-Jill, 1/63	300
Kickapoo 6P, 9/65	545
Lancer, 10/62	240
League, 10/59	100
Line-Up, 1/61	130
Lucky, 11/62	250
Mambo Shuffle, 12/64	550
Mattador Bowler, 14/64	575
Maverick, 11/65	765
Midget Bowling, 3/58	75
Niagara, 11/58	325
Oasis 6P, 6/65	700
Orbit, 8/64	500
Pacer, 4/64	455
Pixie Bowler, 8/58	60
Polaris, 8/64	560
Pyramid 6P, 6/65	525
Regal, 4/63	345
Rumpus Targette, 5/63	325
Sabre, 2/63	300
Sahara, 7/62	145
Savoy, 5/60	175
Shuffle Baseball, 6/62	200
Silver, 6/62	105
Simplex, 5/59	100
Skippy, 11/63	350
Sparky, 12/62	250
Sunny, 5/60	90
Sure Fire, 10/60	100
Tango 6P, 2/66	No Avg.
Teammate, 12/59	105
Tempest Shuffle, 2/64	425
3-Way, 9/59	115
Thunder Bowler, 6/64	500
Tiger Shuffle, 7/64	460

DON'T LEASE, DENVER SAYS

NEW YORK — Al Denver, president of Music Operators of New York, once again advises operators who have leasing agreements with their locations to renegotiate their contracts to that of a commission basis. A 5 per cent New York State sales tax is required on income received from leased or rented equipment.

Denver also suggested, in a letter distributed at the Syracuse meeting of the New York Coin Machine Association, that operators having special display advertising in the New York Telephone Co.'s Yellow Pages reading "Leasing and Renting" to change the copy to read "Commission Basis." Denver has requested the telephone company to change the industry head to "Phonographs—Coin-Operated." However, red tape delays may prevent the change for the next edition.

Tip Top, 10/60	155
Topper, 2/64	425
Tornado Bowler, 3/64	510
Tropic Bowler, 9/62	245
Ultra, 8/63	325
Zenith, 6/59	70

Next Week: Arcade

NOTE: All quotes for national averaging are based on operative equipment, both "as-is" and "re-conditioned." The value of both "as-is" and "re-conditioned" equipment varies—sometimes drastically—from market to market due to strictly local conditions. Important variables include transportation costs, labor and parts costs and type of equipment. Therefore, local value will regularly deviate from the national averages published here. Such deviation should be considered the rule rather than the exception.

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Questions Answered

• Continued from page 84

training programs?

A.—Yes. You can assist a prospective employee in securing enrollment. Before training is begun, it must be ascertained whether or not such a person may reasonably be expected to obtain employment in the line of work for which he is being trained.

Q.—Could I enroll one of my employees or prospective employees in a training course being given in another city or another State?

A.—Yes. In some cases the particular type of occupational training you desire for your man may only be offered in another State.

Q.—Do I, as an employer, have to pay anything in terms of fees, etc., to enroll a man in a training course?

A.—No.

Q.—What about living allowances, or training allowances as they are called? Must I pay such an allowance to someone enrolled in a training course?

A.—No. All allowances are paid by the federal government.

Q.—Can my employee who is enrolled in a course qualify for a government allowance?

A.—Probably not. A person enrolled in an MDTA course qualifies for an allowance if he is unemployed and has had at least two years' experience in gainful employment. Since a requirement is that the enrollee must be unemployed, a person on your payroll taking a training course would probably not qualify for an allowance.

Q.—What's the difference between referral and placement?

A.—These terms have taken on a semi-technical meaning. Referral is used in terms of enrolling a person in a course and is called "referral to training," while placement is usually used to mean placing a graduate of such a course in a job after he has completed his course work.

Q.—What is "OJT"?

A.—This is an abbreviation for "On the Job Training." A program of on-the-job training is also provided for under this federal law.

Q.—What do I have to pay in order to participate in on-the-job-training?

A.—As an employer you pay nothing, in the sense that you do not pay any special fees, etc. But you must hire the person to be trained as an employee and pay him trainee wages in accordance with prevailing wage practices and applicable wage-hour laws. The federal government pays for the costs of instruction, materials, spoilage, etc.



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How I Enrolled Men

• Continued from page 84

played by me, to train for a higher position within our firm at government expense.

We selected Robert Dirksen, who had been a route-man for five years, to go to Denver for one month's training to become a mechanic in our shops. Then, last year, it became apparent that we needed another mechanic. I once again contacted the office of the State Employment Service. We screened many applicants and selected James Reed, who was sent to the Institute of Coin Operations for a full five-month course under the Manpower Development and Training Act (voca-

tional training program). The entire cost of his training, including school tuition, wages, lodging, transportation to and from school, and allotment for wife and and children, was paid by this government agency.

I have since contacted my local office of the State Employment Service and asked for suggestions as to businessmen in other States applying to participate in this program. They informed me that the money under the Manpower Development and Training Act is allocated to the States. The State Employment Service and the State Board of Education select the program's participants on the basis of amount of money allotted and the need for employees in the field selected. They suggested that anyone interested in this program should begin by first contacting his local State Employment Office.

Jim Turner's Story

• Continued from page 84

It was the fourth day in a row he'd promised his family he would be home in time for dinner—and for the fourth day in a row he'd disappointed them.

He was a week behind in his collections. And his book work? He didn't want to think about it.

Two years before he had bought Tri-County Music from an operator who had retired. Turner loved the business and its challenge, and Mac, the retired operator, helped out part time but moved south six months of the year.

The part-time men Turner tried were disappointing. They were drunken or in other ways useless. One man, Jack, just when he was developing into a valuable employee, was called back to his paper mill job where he had 12-year rights in the union and was making \$4.12 per hour.

After a warmed-over supper, Jim stretched out and picked up a three-week-old trade magazine he'd yet had no time to read. He read about new machines, new legislation, and then spotted an article on a school in Denver where a 5-month course was being offered for coin machine mechanics.

"This would be the man to have," he mused. "Someone you could send out to install or fix a machine; someone you wouldn't have to baby for two years before he was worth what you paid him." As he read on he found that the government was sponsoring many of these men under a program called The Manpower Training Act.

This sounded good, but there had to be a catch. Anyway, he would check on it. He'd never dreamed the employment office could get him a mechanic!

In town at the State Employment Office the next morning, Turner asked manager Bob Rowman what

the catch was after explaining his need and telling about the trade magazine article. Rowman was well acquainted with the trade and assured Turner there was no catch. He suggested to the operator that they take the first step and find a man.

Jim interviewed four men during the next 10 days and selected Dick Huffman, 24 years old, married with two children. Dick had worked at a local paper mill as a machine tender for four years until automation had gobbled up his job.

Together, Huffman and Turner heard Rowman explain that under the Manpower Development Program all Jim had to do was write a note of intent to hire Dick when he returned from school. Rowman then traced the training requirements:

1. The man going to school had to either be unemployed or underemployed (which meant he had the ability to better himself).
2. There had to be a better than average chance that Dick would be employed when he completed the course. (The letter of intent took care of that.)
3. The school had to meet government standards. (The Denver school did.)
4. And Dick would receive from the government (a) total cost of schooling (b) money for transportation to and from the school and (c) the amount the State was paying for unemployment plus \$5 per day, plus \$5 per week for any dependent. In Huffman's case totaled \$90 per week while he was in training.

The papers filled out and approved, Huffman and family left for Denver. He's now in his third month of training, learning a trade that will offer him a future he can be proud of.

Turner is still eating warmed-over supper once or twice a week, but heartened by the thought of that fellow training out in Denver. He'll have a really professional employee in a few weeks.

And Jim is also pleased by the fact that he's in a business that the government has fully recognized at last.

Jukebox Play Soars On Phonovue Tests

WHIPPANY, N. J.—If Fred Pollak were given a choice between a jukebox which turned lead into gold and the new Rowe Phonovue, he just might pick the Phonovue.

Currently completing extensive test marketing of the audiovisual attachment, Pollak, Rowe's vice-president in charge of marketing, said, "The fantastic reports were hard to believe at first, but we've checked them out personally. We couldn't be more gratified," he added, "if

the jukebox turned lead into gold."

The portable, remote unit, which is an optional accessory to the new Rowe Music Merchant, uses stock films based upon music tempos rather than specific artists. "There are only a certain number of different tempos in today's music," Joe Barton, Rowe general sales manager, said at the recent national distributors meeting in New York. "So the films can be hooked up to almost any of the

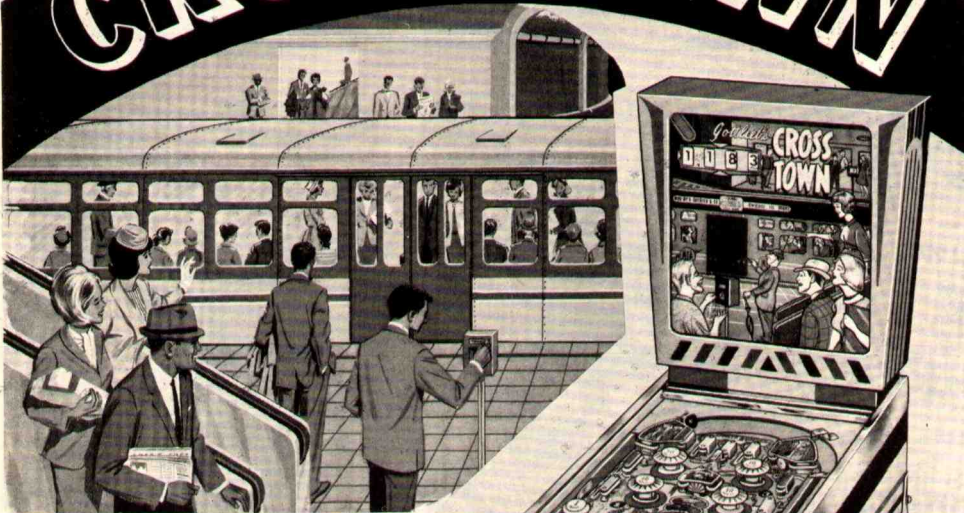
records in the jukebox." Rowe will begin shipping showroom samples in October.

Because of the highly successful indications, Pollak said the company has increased production estimates accordingly. The unit will offer 20 films which can be played in conjunction with 160 records. The Rowe Music Merchant, without the Phonovue, can be programmed for 100, 160 or 200 records.

"The major advantages of the Phonovue," Barton said, "are that the unit allows the patron to see the films along with listening to hit records and that the unit is portable" (it can be moved to another area of the location away from the jukebox).

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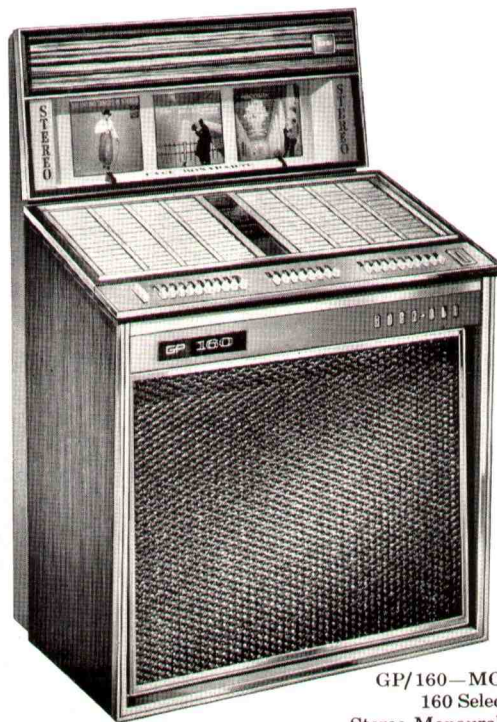
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