MCA Will Form A Top 40 Label

By ELIO TIEGEL

LOS ANGELES—MCA, the show business giant, is seeking a stronger role in the record business with the creation of its West Coast based label. MCA already owns Decca Records, Universal Pictures and Universal Television.

Two veteran diskmen, Dave Pell and Gene Block are the first two executives hired for the new company. Both recently terminated their associations with Liberty and Warner Bros.-Reprise, respectively.

Berle Adams, a vice-president with the corporation, sought out Pell, Liberty’s former ad administrator and staff producer. The former jazzman will be the general manager of the new MCA Top 40 company. The label’s name has yet to be selected.

Block, national sales manager for WB-Reprise for less than a year, was also approached by the firm. He had moved to WB from Columbia Records where he was Western region sales manager.

The new company will be located away from the studio lot, at a location on Sunset Blvd. The corporate thinking behind creating a new record company is understood to center around the desire for a West Coast based operation with the advantage of being where the R&B groups and sounds are breaking out.

Open Door Policy

Pell’s operation will function with an open door policy for artists, masters and songs. Approximately 50 per cent of the label’s output could be derived from independent master purchases.

The fledgling company will utilize independent distribution not the Decca company owned branches. The label will be a company owned subsidiary of MCA. The name will be “United Artists Records.” The American Decca is unable to use its name internationally because of British Decca.

Record Hops in Spin as Band Play Steals Play

By CLAUDE HALL

NEW YORK—Where are all the record hops? Once the backbone of radio station promotions as well as a means of income for deejays, the common record hop in many markets has practically disappeared.

But, fortunately for deejays, radio stations, and record companies, something better as replaced the record hops—the band hop. With countless numbers of local groups to draw upon, live music has virtually cut off the spinning of records in many markets at hops to either a rare occasion, intermissions, or janitor high school events. Clark Weber, program director of WLS, the Hot 100 format radio station in Chicago, estimated that out of the six to eight hops he has this year and his air personalities pull each week only about 25 per cent and are confined to just records.

WFUN deejays in Miami have a separate corporation setup just for hops—Florida Bandstand—and operate a nightlight for the 17 and older crowd called The Place. WQAM, the battle of the top 10 competition in Miami for WFUN, also has a deejay corporation for hops. The WFUN hops are strictly with live bands and (Continued on page 3)

BOBBY HEBB’S album is selling like his singles!
Eddy Arnold has a new single with a sound that says “Top 40”

“SOMEBODY LIKE ME”
C/"w "Taking Chances"
#8965

RCA VICTOR
The most trusted name in sound
NEW YORK—A virtual auction of singles from the album field, Cameo-Parkway Records has re-entered the LP race with two new titles by CMA has been a major step in the rejuvenation of the label which had once been independent in the early 1960s. CMA's renaissance reflects the aggressive policies of its young management and top executives in their twenties. There are LP debuts for artists who have hit the singles charts. "Specifically, that this premium album is being released by ?(Question Mark) Mark? the Mysteries and Terry Knight and the Pack is expected," CMA Hall Plans Rights on Target

Copyright Bill
Text Approved
By House Unit

WASHINGTON — The final text of the first major copyright revision bill in over 50 years was approved last week by the House Copyrights Subcommittee, which held 51 executive sessions on amendments to the proposed bill. The subcommittee report and text of the version approved are being under wraps until this week. The subcommittee, under acting chairman Robert W. Kes- termeier (Wis.), held 22 days of public hearings on the bill.

As of Billboard's deadline, however, it has not been known whether the full judiciary committee would meet and vote on the text of the bill before this week's release of the bill and the subcommittee report. There are a number of outstanding issues in the bill. One copyright attorney here said it would be a "surprise" if a full committee okay on the bill if it is put in place. CMA's base of the text brings a barrage of comment down on the members of the full judiciary committee. The longer the full committee vote takes, the slower the bill will reach the floor of the House—a goal the subcommittee has devoted hoped could be achieved in this Congress.

Hot controversial issues in the bill include raised mechanism.

it was necessary for CMA to raise through sale again the money necessary for the Cuntry Music Foundation to pay for immediate building and display costs.

The albums themselves, both

of the first one which was released in September of 1965 and the second, which is to be released shortly, materialized as a result of co-operation on the part of the record producers, artists, and publishers who waived their usual royalties. This phase of the operation was handled by Roy Horton, head of Peer Southern's western and southern department, who secured clearance from some 80 individuals and companies for each track, Gibson's aid of $100,000 for the rights to sell Volume II and 10% of the profit on sales, the proceeds of which the song was cut by Herman's Hermits for MCA, Herman's Hermits, London, England, at a record break time of 89, while Columbia is not giving up the battle yet.

CMA Sets Top 40 Label

The initial emphasis will be to sign new acts, which are the result of a long search, which have or have had in the recent past some sort of industry recognition. This effort will be under the direction of Dr. Fred Tannen, each album will be expected to

MG M Premium Club Banks

The Christmas Club deal was set up by Phillips in association with Marilyn Newman. The album will be sold not only at St. Christopher's member banks but will handle the promotion of two ways—by sending coupons to dealers promoting the LP or by setting up a display on the shelf. The aim with MCM Records' premium services, said Phillips, is to "not only make sure of each album that the promotional programs of the clients. Though the Christmas business is not a get-rich-quick field, it's not going to be a marginal Country music center the field is unlimited. Virtually every big national advertiser and manufacturer is looking for premium possibilities."

A spokesman for MGM said that "it is foreseeable that more and more pop artists will want the extra sales coming from such premium deals in the near future."
London Sales Host to Foreign Set

NEW YORK—London Records has put an extra push behind its successful London market campaign for a flock of its artists here from overseas countries. Among the London artists currently in the U.S. are Mantovani, here for his 10th annual tour; Ronnie Aldrich, who recently wound up a seven-city U.S. tour; and the Jacques Louster Trio, a French group who specialize in Bach-based jazz.

London has just released a two-LP package featuring the Trio. The group will be appearing at New York's Carnegie Hall on Sept. 30. Meanwhile, Caterina Valente attracted music fans by assumption last week for a series of prominent network TV appearances. During her Coast, Valente, Great Britain, the Royal Deal.

T. Bennett for Rothfeld Fete

NEW YORK—Tony Bennett will headline the benefit performance of the New York City Friars Club's Annual Appeal on Oct. 24, at the dinner-dance honoring E. Clampusutt Vay's David Rothfeld. This affair marks the first in a proposed annual series of galas staged by UJA's Music Industry Division paying tribute to a member of the music business who, according to the opinion of his peers, has contributed to the welfare of the industry. In addition to Bennett, other set for this year's entertainment bill are Larry Elgart and his orchestra and the Joe Cuba group. The promotion will be announced later.

Eric Bass, chairman of UJA's Music Industry Division, said the contributions to the charity have passed the halfway mark toward its $100,000 target. Funds are being raised through the sale of tickets and tables ($500 per table of 10) and space in the Sponsor Souvenir Handbook to be distributed with the program.

The rate for the latter is $2,500 for a gold sponsor, $1,500 for a silver record page sponsor, $900 for a fully妩媚 sponsor and $300 for half-page sponsor. The Sponsor Souvenir Handbook is designed to promote a record album.

EDITORIAL

Join Country Swing

With the fading of the "Jimmy Dean Show" last spring from ABC Radio, the popular country wave was left without national exposure—something that it vitally needs for its own growth and prosperity. A network show can reach millions of people, exposing them to the music and the artist; this benefits everyone in the field, from the weekend singer in a local night club who hopes to make it on records, to country music deejays to artists, record companies, and agencies and music publishers.

That's why, largely through the efforts of a popular music expert, country music is reaching a mass audience. The show is "Swingin' Country" on NBC-TV Monday through Friday afternoon. It's a diced-Chuck production that will break the image of the pop music for teens, launched the show because he felt country music deserved what Bill Carter, H.R. Morris, K.T. Han, Jerry Wallace. The country music industry should push this show to the ultimate of 6,500,000 viewers to the biggest, best, most popular show on daytime TV.

JOHN TAYLOR
Memo to the trade:

Looking for a single hit?
Look no further.
"Lookin' For Love" "It Takes Two"
by Ray Conniff
Fiery Band, Blues Ignite Monterey Fest

By ELIOT TIEGEL

MONTREY, Calif.—With no formal theme for this year’s ninth annual Monterey Jazz Festival, it took Don Ellis and his unorthodox band, the fiery playing of Brazilian guitarist Flack and the dusty blues shooting of Big Mama Willie Mae Thornton, to set this year’s event on a meaningful course.

The big guns of jazz were present, but it was Ellis and Sete—both debuting as leaders here for the first time—along with Big Mama, John Hand, Cannonball Adderley Quintet and Carmen McRae, queen of the ballads, who marked the weekend (16-18) spectacular.

For the first time in the Festival’s history, four of the five concerts were sellouts and despite the uneven quality of the performers, attendance reached 36,111 for a $150,122 box office, well above last year’s mark of 30,173 paid admissions and a $144,958 gross.

Arranger-conductor-trumpeter Ellis mesmerized the Sunday afternoon concert with his program of advanced meters, a hell-bent brand of dynamics and six selections.

Where Dave Brubeck has pioneered the usage of complex time figures, Ellis has extended the practice, adding his own Far Eastern influences. The tapes of his 21-piece Los Angeles-based band, billed as a workshop orchestra, were among the most sought after, with several local company executives offering bids.

A good portion of the three-day program was taped for commercial application, with the American Federation of Musicians holding the performances.

Ellis’ penchant for unorthodoxy was evident by the inclusion of three busses which lent a power of their own to the two regulation drummers and one percussionist. There was beauty and violence in Ellis’ compositions, but loudness—which marked much of the weekend’s performances—was accepted gracefully by the afternoon crowds which filled in late because of threatening skies.

The influence of American blues and the uniqueness of the Indian sange were both present, and Ellis’ compositions bore such descriptive titles as “New 9,” “19 Beats to the Bar,” “Concerto for Trumpet in 5-4” and “Beat Me Daddy 7 to the Bar,” the latter a modern tribute to boogey-woogey piano.

On his opening tune, a trio of alto saxophonists soloed in 27-16 time, bowing and playing on an eerie sound. Ellis himself played with a drive and clarity which had its effect.

Three players broke the bank on Saturday evening. With brilliant strumming and clean, fresh drum and bass support, the Bolea Sete Trio made its auspicious debut as a unique jazz group. Sete played impressively on unamplified guitar, his classical and jazz improvisations within a bossa nova framework, aided by the brushwork of drummer Paulinho and the rich bass playing of Sebastian Neto. This has been growing together for the past eight months.

Sete’s mood ranged from softness, as on “Satin Doll” to intensity as on “Things Number 1.” Drummer Paulinho offered a delightful comparison with other festival percussionists who used their sticks unmercifully and with great skill, Paulinho’s fleet wrists Counsel his brushes over his drumheads and the audience responded at the end of the group’s set with standing, roaring approval.

For Big Mama Willie Mae Thornton, her personal triumph was her second consecutive win at Monterey. She appeared on Saturday evening in the program titled “The Black Saint.” Joe Hendricks has followed the “Evolution of the Blues” work, first doubted at Monterey in 1960.

This was loaded with specialists, vocal and instrumental and was supposed to show the relationship between the Negro church and white, urban “R&B” music. This failed. But this failed. This failed. The (Continued on page 10)

Executive Turntable

John Rosica has been promoted to the newly created position of manager of sales and promotion at RCA Victor. In his new capacity, Rosica will report directly to Alan N. Clark, manager of field sales, commercial records. Rosica will keep in touch with the singles market picture through a staff of eight promotion men reporting to him and through additional information provided by distributors and fields sales representatives. Rosica, who joined Victor in 1939 as a radio-TV promotion representative covering the Philadelphia area, was manager of radio-TV and artist relations before this current promotion.

Frank McGrath has been promoted to district sales manager in Boston for the Capitol Records Distributing Corp. and Martti Takki has been appointed to the post of CRDC’s Northeast sales manager with responsibility for sales and promotion activities to major subdistributors. McGrath has been sales co-ordinator, working with Pete Goyak, assistant national sales manager in Hollywood. Takki, who has been with Capitol since 1956, has been sales manager for Baltimore and district sales manager for Boston.

Eugene Paul has joined Columbia Records as copy director, advertising and sales promotion. In this capacity he will be responsible to Robert Cato, director art, design and editorial services, for directing the copy functions for trade and consumer advertising and sales promotion material. Paul has been a freelance writer and has had hitches in the advertising and public relations fields.

Russ Miller, professional manager of the Crowe Group’s Saturday Music, Inc., has resigned. He will enter personnel management and record promotion. The Crowe organization will be one of the companies for which Miller will produce dates.

Bruce Patch, former production man for Mutual Distributors of Boston, has joined Musicor Records as a promotion man. He’ll report to Danny Fortunato, national promotion director. Patch produces, in addition, Teddy and the Pandas for Musicor Records.

Marty Goldrod has been called out of the Mercury ranks where he served as a promo man in San Francisco and Hartford.
Joe Tex has another winner

I've got to do a little bit better

Dial #4045
Distributed by Atlantic Records
Folkways and Scholastic Expand Distrib Contest

NEW YORK — Under terms of a contract signed by Folkways Records and Scholastic Magazines, Inc., the publishing firm will, in effect, act as national distributor for all Folkways product. The agreement covers the 1,400 records in the Folkways catalog and all new Folkways releases. The agreement was announced by Donald E. Lyman, Scholastic president, and Moe Asch, founder and director of Folkways. Asch will continue to issue new Folkways records to be distributed through Scholastic and will also serve as Scholastic’s editorial and production consultant. Under terms of a previous agreement, Scholastic had exclusive promotion and distribution responsibilities for a limited selection of Folkways educational product. The new agreement expands this arrangement to cover all Folkways product. William D. Boutwell, vice-president and publisher of Scholastic’s Educators Service Division, will head the record operation. He will be assisted by Robert McPhail, manager of Folkways’ Scholastic Records, and Linda Solomon, editorial assistant for Folkways-Scholas- tic. Larry Sockell will continue to service record distributors and dealers.

Chalpin Eyes U. S. Market With Launching of Chalco

NEW YORK — Ed Chalpin, head of PPP Enterprises, is launching a new record label — Chalco Records — with Douglas Jockey, former quality-conscious, distribution-minded man on WHAT in Philadelphia. First release is “Stuy”, featuring Jayne Mansfield. Chalpin is producer of many hit shows, believe him or not, they have all been abroad. However, he’s launching a major campaign to establish Chalco as a producer in the U.S. market.

In the past, Chalpin has been active in selling records for foreign market. These have included “Bang Bang” by Claire Lepage on Teledisc Records in Canada, which went to No. 1, and “Memphis” by Bernd Spier on CBS Records in Germany, a big hit in 1964 there. He’s had product on such overseas labels as Zafiro, Spain; Silver, Italy; Teldex (CRA), Germany, Kars- sel, Argentina; Romantique; and Hit Mark; Vie (RCA), Argentina; and countless others in countries like England, Mexico, Chile, France, Belgium, and Brazil. Among the highlights of the cover records I’ve done have made the top 10 in the charts in their countries. The fact that it’s a hit record in the U. S. doesn’t mean much as far as the fact that it has to be a good song if it’s sold to somebody somewhere.

However, he estimates that about 25 percent of his product today is original material. “I’m only doing a cover once every six weeks now. It’s only one of the things people ask me to do, but it’s the only way to make my business.”

Most of his activities are now tied up in producing albums for licensing both in the U. S. and abroad.

Among the artists Chalpin has produced or co-produced are Olivia Molina, Peerless Records; Pauline, Mexico; Pepe Sabido, Argentina; Mayte, Mexico; Chuck Avulon, Reto, Spain; Miguel Aragon, Mexico; Monocchrome Records; Canada; Mighty Sparrow, RCA Victor, Trinidad; and Sylvia de España.

For cover records, Chalpin often uses the house name like Chet Aver or an unknown art- ist or group. One artist esti- mated he’d recorded more than 35 records for Chalpin, all of which were released, including such titles as “Black John,” “Little Big Tuna,” and a Ger- man version of “Wooden Heart.”

BILLION SALES FOR INDUSTRY & CBS-COLUMBIA

NEW YORK — A billion-dollar mark was passed in the record industry in the early 1970’s, according to CBS-Columbia, which research analysts and sources have reasonably expected to reach $1 billion at this time. The 1966 sales volume will be double that of 1956 and three times that of 1946. The record industry’s growth of 100 per cent in 15 years exceeds U. S. population growth in the same period of only 17 per cent, per capita income growth of 46 per cent, and retail sales growth of 61 per cent.

College Fest Finals in Fla.

NEW YORK — The newly or- ganized Intercollegiate Music Festival will hold its first annual convention Feb. 18 and 19, in Miami Beach, Florida. The convention will be headed by Robert E. Yde, who formed the first Intercollegiate Music Festival (Ala.) Jazz Festival. Yde has estab- lished an office in Miami Beach.

All college students are eligi- ble to compete. Competitions will be held for bands, combos and vocalists.


Others on the advisory group include Paul Ackerman, Bill- board editor; Stanley Dance, author; Leonard Feidenheimer, and Robert Paulcy, president of ACS.

Peer-Southern in A Brazilian Push

NEW YORK — Peer-Southern Music’s 13th release, set for Octo- ber as Brazilian Music Month, with Provi Garcia, who heads the trio, and featuring Stan Snider, keving the promotion around “Mas Que Nada,” written by Jorma Kaukonen and John Ren- ders. “Little Big Tuna,” a Ger- man version of “Wooden Heart.”

MUSICALS ARE STEALING THE TV RATINGS SHOW

BELTSVILLE, Md. — Music continues to play an important role on the top programs prime show- cases for recording talent. According to the American Research Bureau’s national ABRiton survey of the first week of the new season, music shows ranked top with the “Ed Sullivan Show” charted with a 25.2 share. The leader in the ratings battle—“Bonanza”—had a 27.3 share. Movies placed eighth, ninth, and tenth.

Other musical TV shows in the top 20 were the “Andy Williams Show,” which features record artists as guests, tied for No. 14 with the “Andy Williams Show.”

WFIL to Hot 100-2d in Philly Market

PHILADELPHIA — WFIL, a 5,000-watt Triangle station, switched Thursday (22) to a Hot 100 format, giving the nation’s fourth largest radio market its second exposure medium for rock ‘n’ roll records. The area has long been dominated by WBBG, the No. 1 influence on sales of pop singles records, according to a recent Viva Record Response Rating survey by Feb. 12. The same survey showed the “Jackie Wilson Show,” which features Wilson as a regular, in influencing sales of albums under its middle-of-the-road format.

Program director and music director Mike Hillard, who signed on as program manager is Jim Hillard, knows in many radio circles by the name of Jimmy Dean. He was formerly with WIBC, An- napolis, and took over for WFIL two weeks ago. His staff in- cludes Chuck Browning from WIFE, Indianapolis; Jay Cook from WIP, Philadelphia; Jim Netleton from WDRC, Hartford, Conn.; George Mehill from KRTD, Denver; Dave Parks from WGN, Dayton, and Frank Smith, the only person- ally held over from the old Station manager is George A. Koubler.

The new format was kicked off with a steady-consultant. Mike Joseph has been at the station for three months setting up the new format. Though the playlist will be “tight,” Mike promises to let WFIL be “more liberal to new records because we believe in them,” Hillard said. “We’ll be expanding more on records than any other major radio market station.”

Monument Release Output Biggest in Its History

NASHVILLE — Monument Records has slated 25 albums for release in October, following 21 new releases, in August and September, climaxing the heaviest release schedule in the history of the label, according to the firm’s president, Fred Foster.

Two of the albums to be released here are LP’s by the label’s two hot singles’ chart artists, Jeanne Seely and Billy Walker.

Foster has signed the Knightsbridge Strings, with four albums by the group included in the current re- lease schedule. The group is the lush-string group will be released soon, Foster said. Another innovation to the la- bel’s catalog is an initial sound track album, one that plans call for greater concentra- tion on soundtrack products in the future.

The new product is well rep- resented with foreign material acquired under the direction of Bobby Weiss, label vice-pres- ident in charge of Monument’s International Division in Los Angeles.

OF the foreign product, one of the best-known artists, Charles Aznavour, has several upcom- (Continued on page 10)

LEEDS LEVY, left, son of veteran music publisher Lou Levy, poses with members of the Young Rascals, Eddie Brigati and Felix Cavaliere, in front of an oil and collage painted by Mrs. Lou Levy for a Beatles concert. It won a prize at a recent Southampton, L. I., art show.

COL. HAS N. Y. SALES SHOWING

NEW YORK — Columbia Rec- ords held the second annual screening of the historic presentation at the Americana Hotel here last Monday (19). The screening, the edited version of the presentation that was un- veiled at the label’s national sales convention held in Las Vegas in July.

The presentation was hosted by William P. Gallagher, Col- umbia vice-president.

AHMET ERTEGUN, president of Atlantic-Atco, greets Sonny & Cher on their return to the U. S. after a three-week promotion tour of Europe.
We keep on bangin’

DON’T WORRY MOTHER, YOUR SON’S HEART IS PURE

THE MccoYS
BANG 532

A Feldman, Goldstein, Gattehrer Production
amplified guitar bands of Paul Butterfield and Jefferson Airplane only displayed loudness. But it was Miss Thornton who stole the show from such blues greats as Muddy Waters and Memphis Slim, by showing long-haired rockers that the blues means heart and soul.

She sang spiritually first: "Steele Away," "Old Time Religion" and "Down by the Riverside," then blew a funky harmonica to a fast tune and later reprised "Hound Dog" as a tribute to Tin Pan Alley's commercial style of blues.

John Handy, last year's discovery came alive for the second straight year, on Sunday afternoon. Handy's Oriental-flavored alto work with Michael White's brilliantly swinging violin; Gerry Hahn's granite guitar work, Don Thompson's full bass and Terry Clarke's propelling snare and cymbal work. The group displayed anew that its success is in its own joy in playing.

Carrmen McRae's Sunday evening presentation, with the Norman Simmons Trio, was the complete artist at work. Her warm, tender readings of "Shadow of Your Smile," "He Loves Me" and "Alfie" flowed easily in an unpretentious style. Her "Come Sunday" honored Duke Ellington standing in the wings.

**Duke Great**

Duke's magnificent orchestra stomped and rolled through several standards but stood out on such new pieces as "Circus Train Blues," "West Indian Pancake" and "La Bella ESTATE," a piece on which new bassist John Lamby played a moving solo.

Duke's comparison of the big bands, Count Basie, was on star line Is this festival respite to the Friday show which was bogged down by Mike Wallace's mediocre orchestra. Duke put the Duke worked out for the first time with new equipment and a few new arrangements.

With Rufus Jones in the drummer's seat, his two bass drums, two tam-tams, the Basie band encored on "I Can't Stop Loving You." Another instrumental group, the Cannonball Adderley Quintet sent a new improvisation Saturday evening with brother Nat's "Jive Samba," pianist Joe Zawinul's "Midnight Mood" and Cannon's funky blues "The Sticks."
Ramsey Lewis

UP TIGHT

CADET 5547

Billy Stewart

SECRET LOVE

CHESS 1978

www.americanradiohistory.com
NEW YORK—Howard Barlow, veteran maestro of such a memorable radio concert music series as “The Voice of Firestone,” has become associated with Chappell & Co. and its publications director John Carver, in an unique project of “synthesizing” concert works for use by school and college bands and orchestras.

The “synthesizing” process in this case, according to Barlow, involves the boiling down of the main elements of classical works of perhaps 30 minutes playing time, to more workable eight-minute segments “which students can both digest and enjoy playing.”

“The idea began developing about six years ago,” Barlow said, “when I was invited to Elkhart, Indiana, to celebrate its centennial last year. The Artley Flute Co. had organized a young people’s band of 1,500 for the occasion and I was asked to compose a work. I began to realize that we professional conductors have a different outlook on music than the conductors in the classroom. He said he feels this division mostly in terms of scales. It’s a sort of a kindergarten world of jingles and little better sense of timing or interpretation.”

Love and Laughter.

Perhaps, Barlow thought, if there were something the young person would get into without going berserk over the complexities of original scores then they would be able to get somewhere. Barlow began looking into some of the warhorses and found the original parts of the Beethoven Fifth, for example, “way over the heads of kids, with many instruments for which parts were written, completely unapparent.

“I just hit on the idea of trying to strip the music out of the classic,” he said, “you could almost call it ‘synthesizing’. Through the process, and compressing them all into a single system, onto a single synthesizer, which makes playing sense to high-schoolers.”

After “synthesizing” several warhorses, Barlow decided to tie up with Chappell’s educational division, in publishing dozens of different types of arrangements of many kinds of music. So far, under the Chappell arrangement, Barlow has completed modernized scores for the Cesar Franck, compositions of Mozart’s “Marriage of Figaro” and Schumann’s “1812 Overture.” All the “synthesizing” arrangements are tested and changed through his numerous conduction chores, before they’re committed to the printing press.

“When we’ve completed one,” Barlow continues, “each arrangement is completely cross-referenced, so that each part is adaptable for voice by a different instrument, if the one called for is not available.”

As well as each arrangement is completed, it will be printed by Chappell and given an in-depth exploitation campaign. Barlow will also promote the new arrangements in his many guest conducting appearances.

Jackie Cain & Kral Score Despite Mike Troubles

NEW YORK—Despite Mike trouble, Jackie Cain and Roy Kral scored in their opening at the Pantages Theatre, Sunday night (20). Jackie Cain delivered two solos and blended vocally with his brothers in other numbers, ending with four numbers from their new Verve album.

Of special interest in this group were the Beatles’ “We Can Work it Out,” and a jet Loring-Artie Schroeck, tune, “Lover.” Dedicated to Love. The two album selections were “Norwegian Wood” and “The Word,” which were heard in the show. The latter number was a big hit at the box office.

Although the sound wasn’t all it could have been because of the mechanical difficulties, it was, nevertheless, a pleasant voice and an experienced style of performance.

Her first solo followed a swingin’ jazz vocalise treatment of “Nothing But the Night.”

Two standards, “I Got Rhythm” and “Can’t Take the Place of My Baby” were introduced in a spirited opening to their program; the latter number was an electric hit. The other solos were “You Are My Heart Belongs to Me.”

One of Miss Miss’s favorites was “Have You Ever Loved A Woman,” which she sang with a防守 mezzo. She did her best to make the vocals worth listening to.

Miss Miss is to have her next album recorded in New York, and Miss Miss is to have her next album recorded in New York, and Miss Miss is to have her next album recorded in New York...
Joe Dowell sings "Big River"

...for the National Wildlife Federation

One of America's most versatile balladeers and folk singers, Joe Dowell voices the plaintive "Big River" on a public service transcription now on its way to your radio station. When you receive the disc please indicate arrival on the postal card enclosed. Additional copies are available on request from National Wildlife offices.

Side "B" of this transcription contains a series of 90-second public affairs programs concerning various conservation activities. Here is a series of spots and programs you can run with pride—good for your audience and good for your own conservation image!

Joe Dowell's plaintive, public-spirited ballad, "Big River," will add colorful interest to your public service image. A quality transcription with a great message concerning the plight of our American Rivers.

For further information concerning talent and distinctive ballad promotion contact Joe Dowell at:

JOE DOWELL ENTERPRISES, INC. 413 Woodland Avenue  •  Bloomington, Illinois 61701 Phone: 829-4016 • Area code 309

Project Produced from the National Wildlife Federation by Ads Audio
Lake Tahoe Musical Oasis at Its Peak

By ELIOT TIEGEL

LAKE Tahoe, Nev. — There’s truth to the saying that artists playing Lake Tahoe have come up in the world. This growing resort is 6,500 feet above sea level and has an altitude of 7,200 feet, which is a small, enclosed space that is perfect for the audience that flies from San Francisco, Sacramento and surrounding areas to enjoy the performance.

The Lake’s south shore is home to three major entertainment centers: the Sahara Tahoe Hotel, which is considered a cross between a music hall and a cabaret, and a crowd of people who come to see the lights of the show, which run 24 hours a day in Las Vegas.

Recently, performers have included the likes of Dinah Shore, Nancy Wilson, Connie Haines, Patsy Cline, Harry James, Jimmy Durante, Bing Crosby, and Billy Eckstine. On the north shore, the famous boogie woogie blues band The Mississippi Sheiks are the only group that has opened in the Tahoe, where the entertainment is called a “minicircus entertainment center when compared to Las Vegas’ three major hotel entertainment to attract larger audiences to draw major attractions.

Recent performers at the Lake have included Dinah Shore, Nancy Wilson, Connie Haines, Patsy Cline, Harry James, Jimmy Durante, Bing Crosby, and Billy Eckstine. On the north shore, the famous boogie woogie blues band The Mississippi Sheiks are the only group that has opened in the Tahoe, where the entertainment is called a “minicircus entertainment center when compared to Las Vegas’ three major hotel entertainment to attract larger audiences to draw major attractions.

There was a historical significance to the time when Miss Shore met Harry’s South Shore Room; the Harry James Band in Harvey’s Ballroom Lounge and Miss Haines in Harvey’s Pavilion of Stars. All of these connected to the music business and Miss Haines was one of them who dealt with the James Band. At Harrah’s South Shore Room Miss Shore proved as much a bigender and as a bigenderizer — as her companion Mickey Rourke — for Miss Shore and Miss Haines, although not a point record name during the past five years, Miss Shore briskly led the Lyric Hotel Night Club and a small group of eight to 10 musicians who have meanely programmed 15 selections.

And, after mentioning her teen-age daughter’s close friend with the ‘n’ roll music, the vocalist uncorked her own brand of contemporary rock sound with “Old Black Magic” and a perky medley of inspirational titles, starting with “Take My Hand” (with an accompanying performance of the Abbe, a male quartet from the University of Michigan) and “There’s A Meetin’ Here Tonight,” “Michael,” “You Can Tell the World” and “If I Had a Hammer.”

Miss Shore’s voice is an elegant, soft, teared through a bossa nova type “You’re Out of the World” and “I Will Wait For You” in standard time. A version of “Yesterday,” her signature song, was her tribute to the Beatles. At Harvey’s Pavilion Pete and havre, the two main acts on the group’s tour for the “wonderful” shows, were brought to popular music, but ignored the top 400 songs. Instead, he kept her attention with a deep concentration on the hits of songs, old and new, and a parade of gospel melodies, a throwback to her most recent affiliation with Beryl Davis and Janie Russell in an inspirational sound song, Miss Haines soared above Al Whom’s brass band, a good, tight house organization and brought “Mama” to life, gave “Everything’s Coming Up Roses” a hearty beat and turned the lights down low on “Shadow of Your Smile.” In a typical reprise of her past swing era records, Connie Haines shone bright and enthusiastic on “C'mon, Baby! — her first disk click — “Will You Still Be Mine?” “Oh Look at Me Now” and “I’ll Never Smile Again.”

Following Miss Haines, r&b progenitor Fats Domino, a regular on the Vegas-Tahoe circuit, took the stand for shows at midnight, 1:45 a.m. and 3:30, the latest news at 966 are entertained in this room.

Sahara’s High Sierra Headliner Nancy Wilson, in this new, 1,000,000 dollar-dinner show room, works two shows nightly with an act recently developed for the Greek Theatre in Los Angeles. Usually solo performer, the slick, sensual vocalist returned to the 20-volume Doelodrys Pipes, newly signed with Epic, who are given their own dressing room and then back the star.

The Doelodrys are a fresh, hard-hair group of 10 girls and 10 attractive young men who dance around the music, harmonizing and dancing bases. Their latest of 1964, the contemporary pop scene — “Hang (Continued on page 52)

Satchmo Heads Dixieland Fest

ANAHEIM, Calif. — Louis Armstrong and his all-stars plus seven other bands will appear at the seventh annual Dixieland at Disneyland festival on Oct. 1. Some 60 musicians will perform in the park. This year’s participants include Bob Crosby and his original Bobcats; Turk ‘n’ the West Coast film band, San Francisco jazz band, the Firehouse Five Plus Two; the Busch Mens; From New Orleans and the Southern California Hot Jazz Society Marching Band. Spotlighted during the show is a pair of Ormandy Doc Edmond Souchon and his all stars, Armstrong will be appearing for the fifth time at the festival.

The festival begins with a toughly picked group of performers riding horse-drawn wagons down Main Street USA to various bandstands.

Capitol Booking

In Chicago, Ill. — NEW YORK — Capitol Booking Corp. is expanding into the Chicago and Los Angeles areas. The New York firm’s president, is now visiting both locations to supervise the opening of the office. Meantime, CBC has been expanding into various new markets. The firm’s offices are in Denver.

BEST SELLING BUDGET POPULAR PHOTO ALBUMS FOR AUGUST

1. DR. JINAGUO — Giorgio Gatti, State of the Arts, P 24000 (M) $10.50
2. SECOND TIME AROUND — Henry Mancini, RCA Camden, CA 928 (M) $10.50
3. SOUL OF SPANISH, VOL. I — Charley Pride, RCA Camden, CA 92600 (M) $9.98
4. GOD’S CHILDREN — St. Louis, RCA Camden, CA 784 (M) $7.98
5. THE GREAT JEROME WILSON — Meto M 521 (M) $5.98
6. THE SINGING NUNS — Live in Concert, RCA Camden, CA 974 (M) $8.98
7. JUANA TAVERA — Living in Paris, RCA Camden, CA 961 (M) $9.98
8. WHAT NOW MY LOVE — Live in Paris, RCA Camden, CA 968 (M) $10.98
9. THE BAND I HEARD IN JOHNSON — Live in Johnson, RCA Camden, CA 19460 (M) $9.98
10. BILLIE HOLIDAY — Meto M 515 (M) $7.98

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OCTOBER 1, 1966, BILLBOARD
MGM has it!
The original European instrumental hit
Ein Ganz Nacht
Games That Lovers Play
K-13599
James Last
MGM Records is a division of Metro-Goldwyn-Mayer Inc.
TOP 20 Pop Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

THE ROLLING STONES—HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOWS? (Prod. by Andrew Oldham) (Writers: Jagger-Richard) (Gideon, BMI)—Invigorating rhythm rock from the group will skyrocket to the top of the charts in short order. Has all the ingredients necessary to follow their string of past hits. Flip: "Who's Driving My Plane" (Gideon, BMI). London 593

MITCH RYDER & THE DETROIT WHEELERS—DEVIL WITH A BLUE DRESS ON & GOOD Golly Miss Molly (Prod. by Bob Crewe) (Writers: Stevenson-Long/Marcusalo-Blackwell) (Jubilee-Vaunn, BMI)—Solid driving beat cleverly arranged and produced by Bob Crewe, proves to be the group's strongest effort to date. The blending of two strong numbers provides the right combination for a sure-fire hit. Flip: "I Had It Made" (Saturday, BMI). New Voice 817

GARY LEWIS & THE PLAYBOYS—(You Don't Have To) PAINT ME A PICTURE (Prod. by Snuff Garrett) (Writers: Tillis-Russell-Carr) (Viva, BMI)—Following in the same infectious beat as "My Heart's Symphony," with the extra advantage of a clever lyric line, the popular group should once again occupy a place at the top of the chart. Flip: "Looking for the Stars" (Viva, BMI). Liberty 55914

EDDIE RAMBEAU—CLOCK (Prod. by Bob Crewe) (Writers: Davis-Wynyard-Crammer) (Remember, BMI)—Novel Bob Crewe arrangement, lifting-shuffle rhythm and appealing lyrics unite in creating his strongest contender for top-of-the-chart honors. Flip: "If I Were You" (Saturday, BMI). DynaVoice 225

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


BOBBY HEBB—LOVE LOVE LOVE (Prod. by Jerry Ross) (Writers: Ross-Renner) (Champion-Double Diamond, BMI)—A SATISFIED SONG (Writers: Jerry Ross) (MCA-EMI, BMI)—STARDAY (Writers: Stovall) (BMI)—DOROTHELIZED sound and a complete change of pace for Bobby makes "Love" a powerful follow-up to "Sunny" which is still riding the charts. Flip, more in the vein of his chart hit, could also be a top side. Philips 40-400

WAYNE NEWTON—GAMES THAT LOVERS PLAY (Prod. by Steve Douglas) (Writers: Last-Long-Kunk-Snider) BMI)—The German term gives the artist a good chance of riding the charts on a unique song, and lyric and melody are well suited to the Newton style. Flip: "Half a World Away" (Bourne, ASCAP). Capitol 5754

DEAN PARRISH—TURN ON YOUR LOVELIGHT (Prod. by Richard Cottrell) (Writers: Malotte-Matson) (Don, BMI)—Wild rocker, much in the vein of James Brown, offers Dean his best chance at stardom. Unexpected break in the middle adds to the excitement. Flip: "Determination" (Blue Disc, ASCAP). Room 55-816

JOE TEX—I'VE GOT TO GET A LITTLE BIT BETTER (Prod. by Buddy Killen) (Writer: Tex) (Bmi)—Wailing blues number gets a strong reading by the soul singer. Could be another big one for Tex. Flip: "What in the World" (Tree, BMI). Dial 4645

JACK JONES—A DAY IN THE LIFE OF A FOOL (Writers: Signan-Bonfa) (Junglacak, ASCAP)—The hauntingly melodic tune from "Black Orpheus" with a good new lyric is given an outstanding performance. Add this to the Jack Jones roster of hits. Flip: "The Shining Sea" (United Artists, BMI). Kapp 781

DARRELL BANKS—SOMEBODY (Somewhere) NEEDS YOU (Writers: Wilson-Gordon) (BMI)—Country-paced rock ballad, already rating as a future hit. This record proves that the Darrell Banks disk and there's no holding it back. Should be his second smash! Revitol 263

AL MARTINO—THE WHEEL OF HURT (Prod. by Tom Morgan) (Writers: Singleton-Snider) (Koswell, BMI)—Country-flavored ballad, already creating a stir in some areas, is handled well by the performer. It should follow the parade of previous Al Martino hits. Flip: "Somewhere in This World" (Daman-Algren, ASCAP). Capitol 5741

JEFFERSON AIRPLANE—BRINGING ME DOWN (Prod. by Matthew Katz-Tommy Oliver) (Writers: Badin-Kantor) (After You, BMI)—Driving, twang guitar intro is accompanied by a good vocal performance. The popular West Coast group could make it nationally with this one. Flip: "Let Me In" (After You, BMI). RCA Victor 8967

CHARLIE BROWN'S GENERATION—TRASH (Writers: Brown-Smith) (Pronto-Arline Cunningham, BMI)—Strong initial entry for the cleverly named group, winning rocker could do it for them. Flip: "Fast Retirem' Feet" (Pronto-Arline-Cunningham, BMI). Atco 6438

THE HARDTIMES—FORTUNE TELLER (Prod. by Richard Beck) (Writer: Neville) (Mimi, BMI)—New group, utilizing an infectious chart, can garner good reception at the teen level. Watch it. "Goodbye" (Har-Brock, BMI). World Pacific 7785

COUNTRY SPOTLIGHTS—Predicted to reach the top of the Hot Country Singles Chart

EDDY ARNOLD—SOMEBODY LIKE ME (Prod. by Chet Atkins) (Writer: Chet Atkins) (EMI)—Strong pop-country material should make it mark in both fields. Chalk up one more for Mr. Arnold. Flip: "Taking Chances" (Vandare-Five Sisters, BMI). RCA Victor 8965

WILMA BURGESS—AIN'T GOT NO MAN (Writer: Frazor) (Blue Crest, BMI)—MISTY BLUE (Writer: Montgomery) (Tamont, BMI)—Two-sided smash for Wilma Burgess. Top is up-tempo; flip is a dreamy ballad, and both feature strong lyric content. Decca 32027

CONNIE SMITH—THE HURTHINS' ALL OVER (Prod. by Bob Fagan) (Writer: Howard) (Wilderness, BMI)—The country songstress has a potential hit with this new Harlan Howard entry. Good lyric performance and arrangement make this a top contender. Flip: "Invisible Tears" (Central Songs, BMI). RCA Victor 8964

FARON YOUNG—UNMITIGATED GALL (Prod. by Jerry Kennedy) (Writer: Tilts) (Cedarwood, BMI)—Fast-paced country rocker is in the Faron Young vein and could be his biggest this year. Sharp Mel Tillis lyric is an asset. Flip: "Some of Your Memories (Hurt Me All of the Time)" (Sure-Fine, BMI). Mercury 72617

BOBBY BARE, NORMA JEAN, LIZ ANDERSON—THE GAME OF TRIANGLES (Prod. by Chet, Bob & Felton) (Writer: Cohen) (Delmar, ASCAP)—Three top country artists combine their talents and all come out winners in this top country tune. Move over and make room for this one. Flip: "Bobby, Love, Bye, Love" (Acuff-Rose, BMI). RCA Victor 8963

R&B Spotlights—Predicted to reach the Hot R&B Singles Chart

KOKO TAYLOR—TELL ME THE TRUTH (Prod. by Willie Dixon) (Writer: Dunson) (Arc, BMI)—The "Wang Dang Doodle" man is back with a big one! Powerful performance makes this disk one to be reckoned with. Flip: "Goofy" (Ghama, BMI). Checker 1148

CHART Spotlights—Predicted to reach the Hot R&B Singles Chart

The Mad Lad—Pass My Heart (East, BMI) VOLT 139

B.B. King—This Year's Man (Stax, BMI) VOLT 140

DEE & THE DOGS—You've Got To Love Me (Flip, BMI) NOCTURNAL 1301

NAT KING COLE—Too Young (BMI) DECCA 474

Ricky Nelson—Gone (BMI) DECCA 476

JIMMY COTT—Shame (BMI) CAPITOL 5743

Billie Holiday—Love Is Here To Stay (BMI) MAMMY 5742

AL ARMSTRONG—What Am I Living For (BMI) CARTER 60

CHART Spotlights—Predicted to reach the Hot R&B Singles Chart

The Mad Lad—Pass My Heart (East, BMI) VOLT 139

B.B. King—This Year's Man (Stax, BMI) VOLT 140

RICKY NELSON—Gone (BMI) NOCTURNAL 1301

JIMMY COTT—Shame (BMI) CAPITOL 5743

BILLIE HOLIDAY—Love Is Here To Stay (BMI) MAMMY 5742

AL ARMSTRONG—What Am I Living For (BMI) CARTER 60
On ATCO NOW!

THE TROGGS
NEW HIT
I CAN'T CONTROL MYSELF

ATCO #6444

Also on ATCO
THE TROGGS
Smash LP
"WILD THING"
ATCO #33-193
<table>
<thead>
<tr>
<th>No.</th>
<th>Song Title</th>
<th>Artist</th>
<th>Rank</th>
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<tr>
<td>1</td>
<td>DAVID'S GONNA GET HIS Maker</td>
<td>Moby Grape</td>
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<td>2</td>
<td>PAPA TELL ME MAKE SONG</td>
<td>The Righteous Brothers</td>
<td>2</td>
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<td>3</td>
<td>BOBBY TELL ME MAKE SONG</td>
<td>The Righteous Brothers</td>
<td>3</td>
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<td>GUMBO TELL ME MAKE SONG</td>
<td>The Righteous Brothers</td>
<td>4</td>
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<td>5</td>
<td>MR. TELL ME MAKE SONG</td>
<td>The Righteous Brothers</td>
<td>5</td>
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<td>6</td>
<td>MISS LADY TELL ME MAKE SONG</td>
<td>The Righteous Brothers</td>
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<td>7</td>
<td>YOUNG LADY TELL ME MAKE SONG</td>
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<td>8</td>
<td>OLD LADY TELL ME MAKE SONG</td>
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<td>LITTLE LADY TELL ME MAKE SONG</td>
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<td>LADY TELL ME MAKE SONG</td>
<td>The Righteous Brothers</td>
<td>15</td>
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</tbody>
</table>

*Note: The table represents a section from a magazine highlighting songs and their artists. The complete list includes a variety of popular songs from the period.*
HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOW?
**RADIO-TV programming**

**Record Hops in Spin as Bands Take Play**

*Continued from page 1*

the deejays think records would be an "interesting experiment" for the next few months.

15 to 25 Hops

KONO in San Antonio does 15 to 25 hops a month during the Spring, Autumn and Winter months. "WQQJ in Atlanta often does 10 to 20 hops a week and the business has "progressed to the point where practically all our stations are using the service," said an executive of WQQJ.

WYSL in Buffalo, N.Y., reports that "a lot more of our listeners are coming on the air these days." VSW in Allentown, Pa., an important launching area for new records especially those by new artists, does some hops with定时 marketing of records, "but live groups if we can get them.

In some markets, notably the West Coast areas, network stations are using the service to follow the groups on the West Coast. Usually, one of our deejays is in there doing a walk around every week.

"At any rate, to sum up the picture for the 300 bands is it all at air in Kaiser, KMIN sponsored a battle of the bands contest a few months ago. The competition was so strong that the bands played probably 200 of these from the Denver area.

WRAW in Scranton, Pa., hosted a battle of the bands that drew 50 bands.

WJFK in Philadelphia, an all-personality station, said they have 10 or 20 bands in the area, with network stations seeking to take their share.

"For this product, we will pay $300 to $400 per record if a good song is written. The songs will be performed by the bands, and radio stations can use the songs as their own hit songs, and bands will be offered the opportunity to record these songs.

On Major Labels

Some of the groups used by WXQI are on major labels. They have had success with the singles, and they are playing the singles on the radio stations.

Focus on FM Programming

FORT WAYNE, Ind. — FM programming will be discussed during a seminar, starting Oct. 10 at the second national FM sales training conference to be held by the National Federation of FM Broadcasters. Discussing a stereo jazz format, augmented by satellite feeds, will be Mickey Shore of WSDM-FM, Chicago, representing the major market picture.

Bill Shaw of WPTH-FM, Fort Wayne, taking the side of the non-commercial WPB trend, will discuss automation plus how the triple A format will appeal to the younger audience.

The market FM viewpoint will be Charles Banks of WPMP-FM, Providence, R.I., who believe that FM is on a profit in a town of 500,000.

Three of the other speakers about FM will be Tony O'Conner, national merchandising manager of Magnavox, Dennis of Bonshvic Advertising, and Carl Evans of Martin-Evans Advertising.

TV Stations, Inc. Seminar Oct. 10-12

NEW YORK — Future programming trends and supply and trends will be one of the topics discussed at the seminar of the television industry management programming seminar here Oct. 10-12 at the Westgate Hotel in New York City. More than 175 TV executives are scheduled to attend the seminar.

The seminar will deal with the Rise of the programming consultant firm, said object of the seminar is for the exchange of ideas and techniques in TV programming.

Bands Wanted

In San Antonio, official music director of KONO said, "the day of going in and spinning a record at a hop is gone, per se. Junior high schools still do deejay hops, but they have dropped the 'name band' hops.

There are between 75 and 90 rock 'n roll groups in the area, about 20 of which are good; he said. Some of the groups used by the station's deejays include the Champs, the Spitter, the Royal Jesters, and Sunny & the Stanners. Sunny & the Stanners have local success already; they appeal both to the Mexican kids as well as the English-speaking crowd because Sunny's name is in either language.

Groups often perform for expenses at the hops, though occasionally the bands will put up anything on their own. However, the on-the-air promotion of the hops is valuable. "We try to help the groups as much as possible," said the music director. "Sometimes we'll help them break in new groups; they have to be good.

The station maintains a unique name group — the group's name with the word deejays. "The more popular a station is, the less we're going to use name deejays," said the music director.

A couple of the rock 'n roll groups getting a push at hops from WQXI in Buffalo, N.Y., include the Invaders of Sahara, and Hendrix and the Peacocks. The station also promote the groups of the band Spiders, the Drifters, on Columbus, and the Spin Doctors.

KOKI in Miami Beach, the Six-Man Band, is a regular on the hop. We're getting a lot of response from the hops. We heard that the hops are a week on regular basis, plus extra as requested. Gene Kaye does the bulk of these, he said.

We're looking for bands that are known as a "breakout" for records (many have gone to the top). This type of band has hurt the hop market, Sand said. "The market breakup, a year ago, it was strictly records at hops. Now the teen audience won't see the name bands. We are very concerned about the hops market.

"What is working as a station promotion is the appearance of artists in local stores as teen attractions. I've been working with the local artists. The Four Seasons, who always pull big audiences in the store, have been here for the past three years. We're always looking for a very, very, good artist for a store promotion. The artist must not only perform, just sign autographs, he said.

We're not interested in the hops any more. Sand felt they were good as station promotions and a means of keeping "your name alive."

Simulcast Links Near & World

By CLAUDE HALL

NEW YORK—WRIF-FM Stereo began simulcasting the Easy Listening music of WOR-FM, the international shortwave operation, Sept. 12. The live Easy Listening signals will reach long range areas.

In the first simulcast, the stations used many of the same programs by Fred Weber, the vice president of the Programming of the international station 8 a.m. to 8 p.m., said music director Alvin H. Marill.

"The simulcast is based on flexible world setups and the use of international radio setup in the U.S., and WRIF-FM, a 24-hour stereo environment, is operated by Radio New York Worldwide, a corporation of the Moroni, Church. But make no mistake about it—the stations are commercial ventures.

We're not interested in the hops anymore, Sand felt they were good as station promotions and a means of keeping "your name alive."

The full report will be found on page 220.
have you seen your mother, baby, standing in the shadow?

THE ROLLING STONES
Gleason: Show: Shower Of Country Music Stars

NASHVILLE — The Jackie Gleason show, one of television's top talent shows, with its spotlight on country music with a talented devoted entirely to the Nashville sound. The program, to be taped Oct. 15 in Miami, will coincide with the nationwide observance of Country Music Day. The tape will be aired Dec. 17.

Jack Philbin, producer for the Gleason TV's, has slated a solid lineup of country music talent for the show. Buck Owens, the Buckaroos, and the Smoky Mountain Boys, Roy Clark, Sue Thompson, Homer and Jethro, and the Collins Kids will be featured.

The CBS program should prove to be the top country music show ever presented on network TV. A personality with the stature and popularity of Jackie Gleason lends authority to the program, and the highly-rated time slot is an added bonus for the country stars.

In the final three months of the year, more video variety for their vast audience, the Gleason production staff is preparing a feature four or five different types of shows, including one on country music. In keeping with the idea, the Gleason show has revived the comedian's popular domestic sequence, "The Honeyeemors," to inaugurate the new season, alternating it with the variety show that was so popular last year. Now with the all-country show on the agenda, the Gleason show offers the varied talent of all the "live" telecasts scheduled this season.

Simulcast Links N. Y. & World

Of the record companies, only RCA, the world's largest, has pitched in and helped Maril modernize the format. "Rosica not only produces a solid lineup of artists and put the RCA Victor Records catalog at our disposal, without it, we've been in serious trouble."

The studio station WFRF-AM conducted the "You're Trying to Listen to What American radio sounds like" series, which includes "The Honeyeemors," and the Far East. "We're trying to show listeners what American radio sounds like. The only programming pattern that Maril uses is to put two instruments in a row or two male vocalists in a row, "I try to vary the tempo so that a female vocalist on an up-tempo record is followed the next hour by a female vocalist with a ballad."

A quarter-hour segment always ends with an instrument so the listener can get a break. The stations have four English-speaking and four and Spanish-speaking deejays. Sales calls for the local WFRF-AM are made with a combination of the international WNYW are separate with the international station aiming toward accounts like Coca-Cola, General Electric, and other firms with international scope.

—Continued from page 20

By CLAIRE R. BALL

Radio Editor

Hugh B. Blake Jr., recently joined WPJG, Green Bay, Wis., producer, in charge of promoting, and broadcasting the station's programs. Blake was graduated in the art of adult music program. He was for many years voice director and general manager of WMWF, Milwaukee.

KPIC, the No. 1 influence on station's programming, according to a recent Billboard Radio Station Report. The station added a talk show six days a week hosted by three hours, four hours, seven Saturdays—all in prime time.

Hank Marcella is currently associated with KITTY-FM in San An- napolis, in the same city as an air personality and sales manager. The FM setup went on the air in June with a "format of its own," added the talk show in the same market, and the new station's move to KTKT in the same market, and the new station's move to KTKT in the same market.

The NBC News radio service to the department in the network to their nightly daytime shows.

* * *

Simon DeLong has been named music director and conductor of the "Top 40 on NBC"-stained program, which serves as a sampler for the new music by KITC, FM, New York City, to air drive time, 4-6 p.m., air dates for WKBK, Nashville, and about it greatly.

* * *

One more note about the Beatles. Back in August, KEDF, Houston, had the Beatles show the oldies, and played the hits on radio, trying for a higher rating. We feel that we might have a role in the public opinion, and not to stop it. "He said personally knew of some stations that burned Beatles records which had never before. He said, 'I don't think the record industry is forgiving, and I can't imagine the bands and burning Beatles records is a Christian attitude.' He felt that burning records were probably not publicized, that he would get my station and myself publicity through playing records of burning anyway, because I do want the publicity.""

Mike Scott has shifted from KNZU, Houston, to KLW, Dallas. . . . The playlist of CIC in Ed- mond, Okla., is printed for the Teen Eye, a new magazine that concentrated on the CHED as reported recently in Bill- board. Editor Stephen Grass said that the magazine is not connected with any radio station. That did not require the KITC much muscle to initiate, to launch our first issue" as any other. "The idea is to get into distribution in Vancouver, Penning, Calgary, and Denver."

Cliff Kirk, radio production manager for the station, has shifted to the station's news staff. With the addition of new people, the station's morning program for a morning show for KNEW, San Francisco, on the "Today's Shemen Shocking Morning Show." . . . When WSB-TV Atlanta's "What's Up, Atlanta?" producer, and "The Roger Miller Show" a week ago, "We're in the same time slot on the air in an all-national campaign to make the station reemove. Air personal of Mike Jackson and promo- gram director Paul Drew were quoted as saying, "It's not every other record and announcing bus about that, but we want to be in Atlanta where you can hear Roger Miller." . . .

At WXH, it's General Manager Don Taylor, who will make sure the program's Dick Brown, . . . MBN Hers has been named program director of the eight Mitch Leagh companies which serve the broadcast- ing, advertising, music and theatre industries.

Joe Colombo, formerly the night personality at WOGL on Long Is- land, has left for a new position with WENE in Binghamton, N. Y. "Mike, let's find a way to make this the morning show. "I say, "he never had it so good."

(Continued on page 24)
Take Five!

Who ever thought The Byrds would win the race for space?
Record buyers. That's who!

The Byrds' new single
"Mr. Spaceman"
"What's Happening?!?"
zoomed out of the newest Byrds album and is taking off all over the country!
Where the astronaut is.
On COLUMBIA RECORDS

'I Can Make It With You'

Where the action is.
On COLUMBIA RECORDS

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### Billboard R&B Singles Chart

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label, No. &amp; Pk.</th>
</tr>
</thead>
<tbody>
<tr>
<td>26</td>
<td>MONEY WON'T CHANGE YOU</td>
<td>James &amp; Damaris, Capitol 4550 (Teena-Kin Artiste)</td>
</tr>
<tr>
<td>23</td>
<td>SUNNY</td>
<td>Stevie Wonder, Tamla 564 (Motown)</td>
</tr>
<tr>
<td>31</td>
<td>OH! YOU PUPPET</td>
<td>R&amp;B, Atco 4511 (Embers, Fin)</td>
</tr>
<tr>
<td>31</td>
<td>REACH OUT (I'M A THRILL)</td>
<td>Marvin Gaye, Mavis 4580 (Capitol)</td>
</tr>
<tr>
<td>30</td>
<td>WHAT IN THE WORLD CAN HURT ME</td>
<td>Gladys, Decca 237 (Embers, Fin)</td>
</tr>
<tr>
<td>29</td>
<td>I SWAY THE STARS ABOVE</td>
<td>Billie Holiday, Atco 4452 (Embers, Fin)</td>
</tr>
<tr>
<td>28</td>
<td>HE'S HERE</td>
<td>Sonny Gray, Atlantic 2531 (Pre-Doo Wop)</td>
</tr>
<tr>
<td>27</td>
<td>CAN'T SAY NOBODY'S BUSINESS AS USUAL</td>
<td>Tenor Serenaders, Decca 2441 (There's Too Much Emotion)</td>
</tr>
<tr>
<td>26</td>
<td>I WANT TO BE WITH YOU</td>
<td>Nat King Cole, Capitol 4642 (Fame)</td>
</tr>
<tr>
<td>25</td>
<td>I'M IN THE WORLD OF FANTASY</td>
<td>Frank Blackwell, Black Cat 403 (Embers, Fin)</td>
</tr>
<tr>
<td>24</td>
<td>MY SWEET POTATO</td>
<td>Brother A. &amp; M.E., Soul 399 (Instrumental, Fin)</td>
</tr>
<tr>
<td>23</td>
<td>I'M GONNA SPREAD THE GROUND YOU WALK ON</td>
<td>Jimmy Hughes, Fame 3005 (Java, Fin)</td>
</tr>
</tbody>
</table>

### Billboard Soul Singles Chart

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label, No. &amp; Pk.</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>SOUL ALBUM Whatever's Going On</td>
<td>Vee-Jay 913 (ABC-Paramount)</td>
</tr>
<tr>
<td>13</td>
<td>A CHANGE IS GONNA COME</td>
<td>James Brown &amp; The Famous Flames, King 5066 (ABC-Paramount)</td>
</tr>
<tr>
<td>12</td>
<td>SEARCH FOR THE NEW LAND</td>
<td>Lee Morgan, Blue 4119 (ABC-Paramount)</td>
</tr>
<tr>
<td>11</td>
<td>SOUL MESSAGE</td>
<td>Richard Groove Holmes, Prestige PR 7455 (ABC-Paramount)</td>
</tr>
<tr>
<td>10</td>
<td>HOLD ON I'M COMIN'</td>
<td>Sart &amp; Dena, West 708 (Vee-Jay)</td>
</tr>
<tr>
<td>9</td>
<td>MOODS OF MARVIN GAYE</td>
<td>Tamla T 254 (Vee-Jay)</td>
</tr>
<tr>
<td>8</td>
<td>Gotta Travel On</td>
<td>Ray Bryant, Cedar 7407 (ABC-Paramount)</td>
</tr>
<tr>
<td>7</td>
<td>WILD IS THE WIND</td>
<td>Ray Charles, Columbia 300-201 (ABC-Paramount)</td>
</tr>
<tr>
<td>6</td>
<td>I LOVE YOU 1,000 TIMES</td>
<td>Esther, Mercury M 399 (ABC-Paramount)</td>
</tr>
<tr>
<td>5</td>
<td>BAREFOOTIN'</td>
<td>Robert Parker, Mala 1001 (ABC-Paramount)</td>
</tr>
<tr>
<td>4</td>
<td>RAY'S MOODS</td>
<td>Ray Charles, ABC-Paramount 3005 (ABC-Paramount)</td>
</tr>
<tr>
<td>3</td>
<td>I'VE LOST YOU</td>
<td>Ray Charles, ABC-Paramount 3005 (ABC-Paramount)</td>
</tr>
<tr>
<td>2</td>
<td>NOBODY IN THE KINGDOM</td>
<td>Ray Charles, ABC-Paramount 3005 (ABC-Paramount)</td>
</tr>
<tr>
<td>1</td>
<td>MY MIND IS ON YOU</td>
<td>Ray Charles, ABC-Paramount 3005 (ABC-Paramount)</td>
</tr>
</tbody>
</table>

### Radio-TV Programming

#### Yesteryear's Hits

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

#### POP SINGLES
**5 Years Ago**
- **2016**
  - 1. Take Good Care of My Baby
  - 2. The Mountain's High, Dick & Dee Dee One, Liberty
  - 3. Castle, Ray Charles, Monument
  - 5. Little Sister, Elvis Presley, RCA Victor
  - 6. Michael, United Artists
  - 7. Mexico, Bob Moore, Monument
  - 8. You Must Have Seen a Real Baby, Bobby Darin, Atco
  - 9. I Can't Go On Living Like This, Bob Dylan
  - 10. I'll Be Your Baby, Dickie Valentine, Parkside

**10 Years Ago**
- **1961**
  - 1. Take Good Care of My Baby
  - 2. The Mountain's High, Dick & Dee Dee One, Liberty
  - 3. Castle, Ray Charles, Monument
  - 5. Little Sister, Elvis Presley, RCA Victor
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  - 9. I Can't Go On Living Like This, Bob Dylan
  - 10. I'll Be Your Baby, Dickie Valentine, Parkside

#### Chicago Top Pop Hits
**5 Years Ago**
- **2016**
  - 1. Hit The Road, Jack, Ray Charles, ABC-Paramount
  - 2. It's Gonna Work Out Fine, Ike & Tina Turner, Sue
  - 3. Hold On I'm Comin', Booker (Blue), Blind, Duke
  - 4. Ya Ya, Lee Dorsey, Fury
  - 5. My True Story, Jive Flowers, Fury
  - 6. Look at Me, Eyes, Cokis, Ogden
  - 7. A Little Bit of Soo, Jarmels, Laurie
  - 8. Bright Lights, Big City, Jimmy Reed, Red
  - 9. Love Train, Max-Kay, Satellite
  - 10. Baby, You're Right, James Brown

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### Vox Jox

*Continued from page 22*

**Billboard R&B LP's**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label, No. &amp; Pk.</th>
</tr>
</thead>
<tbody>
<tr>
<td>20</td>
<td>SHOW BUSINESS</td>
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<tr>
<td>20</td>
<td>SOUL ALBUM</td>
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<tr>
<td>20</td>
<td>HARD TIMES</td>
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<tr>
<td>20</td>
<td>I'M NOT A STRANGER ANYMORE</td>
</tr>
<tr>
<td>20</td>
<td>I'M NOT A STRANGER ANYMORE</td>
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<td>20</td>
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</tr>
</tbody>
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**Boston Top Pop Hits**

**5 Years Ago**
- **2016**
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  - 2. I Can't Go On Living Like This, Bob Dylan
  - 3. I'll Be Your Baby, Dickie Valentine, Parkside
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**Cousin (Bruce) Morrow**

Chicago's hottest disc jockey, Donnie Sunset, a side of his show featuring the music of the 1960s.

**October 1, 1966, Billboard**
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The Gants • GANTS AGAIN  LRP-3473/LST-7473

Billy Mexted • MAXTED MAKES IT!  LRP-3474/LST-7474

THE DEEP SIX  LRP-3475/LST-7475

The Johnny Mann Singers • COUNTRYSIDE  LRP-3476/LST-7476

Red Shelton • MUSIC FROM THE HEART  LRP-3477/LST-7477

Julie London • FOR THE NIGHT PEOPLE  LRP-3478/LST-7478

Del Shannon • TOTAL COMMITMENT  LRP-3479/LST-7479

Bobby Vee • LOOK AT ME GIRL  LRP-3480/LST-7480

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Leipzig Fair Seen Heralding Big Record Boom in E. Germany

By OMER ANDERSON

LEIPZIG — The just-ended Leipzig Trade Fairs showed that Germany is on the threshold of a record boom. New products of every kind — from highly sophisticated record players and equipment to Western goods along with music. We believe, too, that the Leipzig Fair helped to interest our Western trading partners in buying our record players and our other products — particularly our classical records.

Exhibits of record players were combined with dazzling displays of record jackets in all shades of color, and international. This was the first year at Leipzig that music was presented as an integral part of the international cultural forces — free of ideology.

Taking the world's biggest East-West trade show, was noted by one of the fast-growing favorable reception given Western music shows. Even Western displays are becoming a constant, and sometimes an enthusiastic, phenomenon.

Perhaps most important to Western exhibitors is the statement of the chairman of the fair's international exhibitions section: "The 1966 Leipzig Fair undoubtedly provided the sound for a substantial increase in our imports of hi-fi music equipment and Western countries along with music. We believe, too, that the Leipzig Fair helped to interest our Western trading partners in buying our record players and our other products — particularly our classical records."

No Breakdown
Fair officials said they could not give any breakdown on actual transactions. "Most of this business is still in the process of negotiation," Blumeney said. "The value of the fair is not in over-the-counter sales but as a point of contact."

Blumeney reported that East German manufacturers received a considerable number of inquiries about all their record players exhibited at Leipzig. Dealers pointed out that an expansion to the sale in the U.S. of its new Solaro stereo machines with double and single channel amplifier, and also its portable Solstella. Representatives of VEB Zittau, the big electronics company at Zittau, East Germany, said it had received a substantial number of inquiries from firms in the U.S., England, and Western Europe. The Zittau product is the portable Ziffon P 20-78 unit and a solid-state reproduction.

East Germany is interested in licensing the line of auto-change record changers now produced by RSK of England, and the East German trade ministry said it plans to import tape recorders made by SCART of Paris.

Negotiations
Finally, the East Germans have negotiations in progress with representatives of at least four American firms who attended the Leipzig fair. The firms produce hi-fi and stereo equipment but Blumeney said he could not identify them. East Germany officials said the East-West market for sophisticated, products at the fair undoubtedly would lead to further discussions in the near future.

Music played by East German musical groups for dancing

(Continued on page 30)

PROFILE
Sugar: Master Music Builder

Ladislao Sugar was born in Budapest, Hungary, January 16, 1913. He is the son of a renowned Hungarian music publisher house Rozsavolgyi, now state-owned.

In 1931, Rozsavolgyi Publishing opened branch companies in Germany and Italy. Ladislao Sugar came to Italy to head its first branch company, Melodi, relying on two important musical works, the music from the famous operettas "10 Villaggio di Bon Palazzo" (The White Horse Inn) and from the hit movie "La Segreta privata" (The Private Secretary). In 1934, a succession of events led to the establishment of Sugar. Mascheroni was a very capable composer and could create considerable numbers of excellent hits. Other composers joined Sugar's company, outstanding among them were Di Lullo and Zanni.

A friendship was born between Sugar and Paolo Giordani, owner of the Savina-Zamboni publishing group, which devoted itself to contemporary classical music. When Giordani was impressed by the fascinated Jules from World War II, he trusted the administration of the company to Sugar. The group was growing and together with Edizioni Curti was monopolizing the song market. The third member of the group was the father of the great composer of classical music and opera, Ennio. During World War II public dancing was forbidden in Italian theaters. The record was still in its infancy here. Published companies came only from performances, public dancing being the only promotional vehicle. The music industry suffered from the restrictions placed on Sugar's inventive drive, which was to become a book publisher and to overcome this difficult period by establishing the firm of A. Sugar.

After the war, the music publishing business became more profitable, and Sugar's General Manager Giordani came back and asked Sugar to continue the administration of the Savina-Zamboni Company, which coincidentally he had already become the majority owner of. He agreed and the company expanded to become one of the most important music publishers in Italy.

Sugar had an effect on the music industry in Italy and the company was a leader in the field of music publishing, particularly in the area of classical music and opera. He also became involved in film production, becoming one of the most prominent figures in the Italian film industry. His work in the music industry spanned several decades, and he was a key figure in the development of Italian classical music and opera. His legacy continues to be felt in the music industry today.

SUGAR

U.S. Folk Blues Festival Takes To The European Road

FRANKFURT — The American Folk Blues Festival 1966 is expected to end in a blaze of glory. The tour opened Sept. 24 in London and Manchester and Sept. 25 in Paris and Brussels and the tour will not end until the end of this month. It will be the fifth such tour of "documentation for Europe" of authentic blues singers. The tour will conclude in the Bellini Park here for the annual Golden Elephant awards to young singers in the pop music field. The spectacle had to be canceled.

On hand were Mina, Domenico Modugno, Little Tony, Richard Anthony, Cetta, Quartet, Equipe 84, among others, with a large orchestra under the baton of Gianfranco Vella. American singer Mike Bongionò failed to calm the crowd and stop vandalism resulting in some physical damage to flower beds and other property.

With the program set for 9 p.m., crowds began to gather early on Sept. 13, and two hours before the program, gates were opened because 20,000

(Continued on page 30)

October 1, 1966, Billboard

Canzonissima' Contest Will Draw 16 Top-Drawer Singers

ROME — Nine labels are represented by the 16 top pop vocalists and their six squads of four singers each in the annual TV "Canzonissima" competition. It will be known this year as "Royal Staircase" and runs for 15 Saturdays from Sept. 24 to Jan. 6. The final is tied to a national lottery involving more than $50,000 in prizes.

Domenico Modugno (Curci), Little Tony, Nino Rosso (Durum), Gene Pitaya, Gigliola Cinquetti (Piazzolla), Ornini, Bobby Solo, Milva (Ricordi), Giorgio Mammì (MCA), Michele RCCA), Franco Hardy (SAAV-Vogue), Aurelio Fierro (Mi touching), and Vittorio Giallo (Via-Radio), Claudio Villa and Sergio Ermidio (Fontet-Car) are the team leaders in the event.

The teams will compete against each other for public votes, each involving the purchase of a lottery ticket. Votes will also be divided into two totals will count in the elimination, enabling lesser known artists to join with the best-known ones for a chance in the finals with their song offers.

The names of the eight final singers will be drawn against lottery tickets. The final decision will be made by 19 judges chosen by Rai in various Italian cities.

While annual lotteries have been a success, Rai-TV's efforts to make this event the top musical festival this year have not met with an equal response. In the past few lotteries have taken place on week nights, but this year an effort is being made to strengthen the program by giving it the week's most important spot, the Saturday evening on the National Channel.

'Stampede' Puts a Crusher To Golden Elephant Fest

CATANIA — A policeman and four spectators required hospitalization as a result of disorders which occurred when more than 50,000 persons attempted to get into the Bellini Park here for the annual Golden Elephant awards to young singers in the pop music field. The spectacle had to be canceled.

On hand were Mina, Domenico Modugno, Little Tony, Richard Anthony, Cetta, Quartet, Equipe 84, among others, with a large orchestra under the baton of Gianfranco Vella. American singer Mike Bongionò failed to calm the crowd and stop vandalism resulting in some physical damage to flower beds and other property.

With the program set for 9 p.m., crowds began to gather early on Sept. 13, and two hours before the program, gates were opened because 20,000

(Continued on page 30)
MILAN—An ambitious international music exhibition, the International Music Salon, is being organized here to take place between Dec. 7 and 18 at the city’s Palace of Arts. It will coincide with the opera season at the Scala Opera House.

The promoters, the Salone Internazionale della Musica di Milano, plan to make it a major annual event. Chairman of SIM is Alberto Weiss.

The Salone, open to the public, will feature an exhibition of musical instruments, accessories, record players, magnetic recorders, jukeboxes and amplification equipment, record covers and labels plus ancillary equipment.

Invitations on stand space have been mailed to manufacturers, wholesalers, distributors and other companies in all spheres of musical activity throughout the world. The rent for standard stands is $1,330 lire per square meter. Bookings so far are excellent, reports SIM.

In addition to the trade exhibition, there will be a program of meetings, debates and academic and international level. One eighth of the exhibition area is reserved for a retrospective exhibition of music and instruments which will carry no advertising.

Although no contracts have yet been signed, it is planned to have a series of musical events featuring international artists. Special events include an exhibition catalog and organizing a public relations setup.

say you saw it in billboard

MEXICO CITY — Majestic radio has introduced a low-cost portable, three-speed player ($199.95) this week in the city’s department stores. The top performers "PRONIT" labels have sales plans going through the year and will follow up with other projects through the year.

Majestic has a distribution center throughout the nation, and will be considered as anyone to whom he may be sent. Radio purchase will be voluntary. New player will buy from any music store in his locality. Although the radio is portable, the company intends to expand it to municipalities. Chicago will have its exclusive contract for the promotion of the radio.

From the Music Capitals of the World

COLOGNE—CBS Schallplatten is promoting Donizetti (whose latest release on the CBS EMI label is "Superman") as "after whisky, Scotland's most important export." CBS has also introduced to Germany the Syrnick, the U.S. folk-rock group with "Turn-On-Day." "Euphoria," the Foreign Special Service is offering two LP's with jazz from South Africa. On another side, a new LP from an African group, the "Studett," is an example of an African protest song. Their protest against water pollution are the enthusiasm of the唱片 company and singings over the radio.

While in Cologne, the radio producer inspired German protest singers to take part in the pollution of the River Rhine, the disc producer Odem Anderson.

BOSTON—Local press and record dealers have canceled the usual, in the year of RL's 60th Million, received the Gold Microphone Award of the Week from radio station WQOD in its Channe of a Life time talent program. Max Schmell of Berlin's Village, has won one of the greatest prizes in the 710-year history of the "Radio Award."

Sammy Davis Jr. will appear in October, with the Supreme, Connie Francis, among other names, the artist who also will appear in the show. Wayne Newton. ... Vanya's Jazz Quartet, which will perform at the Fullford Hotel, former site of Storyville, is being booked for a week with Kroll Carman, his first national appearance.

In an unusual move this season. Castle, for years dignified home of the Pandora, will present this week a special program. Late in September they will have their first record. "I Could Write a Book" by Moshos. Another release, "New Day," with Ted and the Pandora, is brewing. ... Al Crowley, Capitol records promoter, releases from the hotel after an accident on his motorcycle.

MONTREAL—In February, RCA Victor announced the most ambitious LP program ever undertaken by a Canadian record company, an anthology of Canadian classical music, performed by outstanding Canadian musicians, a series of 17 LP's on its Canada International label. The joint project, with the International Service of the Canadian Broadcasting Corp., celebrates Canada's centennial in 1967.

In mid-September, the cornerstone of a beautiful building, beautifully packaged with each jacket designed in masterpieces by a Canadian artist, from the National Gallery, and containing as a package booklet describing the project and the records in the series. Included are 45 works by 22 Canadian composers performed by groups and soloists ranging from the symphony orchestra of Montreal Baroque Trio to the Vancover Chamber Orchestra.

RCA Victor's plans to promote the series will not get into full swing until the centennial year, but already interviews are being done on radio and TV, and the albums will be given to viewers throughout Canada in a popular CBC-TV network show, "From Canadian Grounds."

The series was conceived as a nonprofit centennial project; however, if the albums won commercial acceptance at home and abroad through RCA Victor's marketing, it could mark a turning point in the promotion of Canadian musical composition and performed by Canadians. To date, only a very limited number of Canadian works have been classified into classical records, rented by the limited appeal and market for such product; success of the RCA Victor Canadian series will encourage other companies to venture further into the field.

Oryx's Unique Catalog Pitch

LONDON—Oryx, a new independent record producer here, launches its catalog with a revolutionary promotional program to the U.K. It will specialize in early classical music not already in the hands of dealers. Dealers need not hold LP's in their stores. The records will be used for demonstration purposes as well as for retail. Each seven-inch record will be musically in its own right, claims Oryx.

In contrast to the Oryx label, the launch will include Bach Recordings, which specialize in outstanding interpretations of J. S. Bach. And while Oryx and Bach Recordings labels, the company will specialize in fine music in a form with Cantati, well-known here for its fine series of Bach Cantati. Also, Oryx's main competitor, Linnebach, with Ylirych whose home ground is the U.S. who also produce the experiences Anonyous label. In France, they are associated with Harmann's, and in Germany with a new classical label, Da Camera.

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RCA Can. Sets Promotional Stage on '77 LP Anthology

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**From The Music Capitals of the World**

**MARCO NOT FORGOTTEN**

**BILLUNO — It's not true that Marco was forgotten.** This was proved in the dedication of a monument here to the memory of Marco, the Plave Murmers, a patriotic hymn, which is almost a second anthem of the country which the band has represented in countless times by Italy.

Marco was the author of many popular songs hit written with Neapolitan and Italian authors, but his fame rests on the words of the war song dedicated to the Italian Navy in World War I. The lyrics of the song are read without the accompanying music. It has been twice the theme of many films.

Three other films with Garvarentz scores were recently presented at the National Film School in Rome featuring a theme song by Los Comprometidos from Oorias, "Un Farcit Sea Va'ten Guerre," starring Charles Aznavour, and "Le Jour de la Fete," starring Jean Gabin and "Il Ventaglio," starring Fernand and Lily Palmer.

Rainbo to Own 25% of New Record Plant

**MEXICO CITY — Jack Bresler has been appointed 25% owner of the new Discos Tico record manufacturing factory plant which is scheduled to open here before 1967. Discos Rainbo de Mexico, S.A. will have three Mexican plants and a fourth will be located in the United States. The new company will be housed in a 150,000 square foot plant in Tijuana and a 45,000 square foot plant in Mexico City. Rainbo will own the Mexican company and the United States company will be operated as a separate entity with operations in both countries.**

**PARIS STRIKE**

**PARIS — Recording studios were closed in protest of the strike of Paris musicians continued, and the Paris Syn- dicate met with the representatives of the British and Belgian musicians' unions to discuss their strike and the possibility of their members not to record for French artists.**

**Leipzig Fair**

**Continued from page 27**

or even for weddings may not consist of much different music. However, this decree applies only to East German musical groups. Of late, Czech, Polish and Hungarian bands have been touring England, and in Germany in record terms playing the repertoire of German orchestras. As a result, the German government has taken the necessary public-law measures on the subject.

At Leipzig, the East German AMIGA label exhibited virtually every popular mode, including the folk music of Poland, Czech and Hungarian groups. For some 25 Western records comprising the fair's music section was dominated by Western pop.

**Stamade**

**Continued from page 27**

people were outside.

Thousands who arrived in the next two hours for the two free events brought on the riding. The stage supports weakened and amplifying equipment was put out of commission and even found when they were able to roll the equipment off the stage.

**NEW YORK**

**Junior Wells leaves this week for a six-week tour of Europe, that will include stops in London, Rome, Paris, and Brussels.** The tour will feature the new studio release, "Blue Blood," which was recorded in Studio 12, CBS Master Control Facility, New York City.

**CBS Forming Own Company in Italy**

**NEW YORK — CBS Music has moved into the company scene with the formation of CBS Italiana. The company will be associated with Laddies Sugar, a key figure on the Italian music publishing and music operation, in this venture.**

In addition to the manufacturing and distributing end of the operation, CBS Italiana will also operate a publishing company, called Edizioni April. The CBS Italiana offices will be located in Milan. CBS Italiana will distribute the American Columbia catalog as well as some African national repertoire from the S.E. Africa.

Harvey Schein, vice-president and general manager of CBS Italiana, will head the new company while the CBS Italiana catalog will appeal to the largest group of record buyers (singles, used and new). CBS Italiana's widely varied pop and classical catalog will help to develop and promote the sale of LP's in Italy.
I can't control myself

F-1557

Production by Larry Page of Page One Records, England

The Troggs new Fontana single is a Wild Thing
PROUDLY PRESENTS

PAT BOONE
AND HIS GREAT NEW HIT SINGLE!

"WISH YOU WERE HERE BUDDY"

B/W
LOVE FOR LOVE

# 16933
THE GREATEST TALENT ON RECORDS

BEST SELLING SINGLES

-144 WIPE OUT
THE SURFARIS

#10943 FAMILY AFFAIR
SONNY CURTIS

#345 PIPELINE
THE CHANTAYS

-16919 THE TALLEST TREE
ARE YOU SINCERE
BONNIE GUITAR

BEST SELLING ALBUMS

ALFIE • Billy Vaughn
LIPSTICK NEW SOUNDS • DLP 3765
IT'S OVER • Jennie Rodgers
DLP 3771

MEMORIES • Pat Boone
DEL 3746
MISS BONNIE GUITAR • DLP 3773
COUNTRY MUSIC'S GREAT HITS • Lawrence Welk
DEL 3725

www.americanradiohistory.com
ON ALL THE CHARTS . . . IT'S A HIT!

CALLA 119
Time: 2:55

BUT IT'S ALRIGHT
J. J. JACKSON

Produced by Lew Futterman
Arranged by J. J. Jackson

CALLA RECORDS / 1631 BROADWAY, NEW YORK CITY / PHONE: PL 7-9880
ALBUM REVIEWS (continued)

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

THE MAMA'S AND THE PAPA'S
Dedicated To 30010 (M); DS 20010 (S); 445-50100.5

CHER
Imperial LP 7220 (M); LP 13320 (S); 570-92030.5

★ 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.

MARVIN GAYE'S GREATEST HITS . . .
Tamla TML 252 (M); (No Stereo) (835-00250-0)

ALFIE . . .
Billy Vaughn, Dot DLP 3731 (M); DLP 1273 (S); (400-03731-5; 430-3731-5)

THE PIED PIPER
Clorox LP 3027 (M); LP 10027 (S); (250-0027-3; 250-0027-5)

WHAT'S SHAKIN'
Various Artists, Jackson Intl. LP 2002 (M); EKS 7400 (S); (455-0027-3; 445-7400-5)

A TIME FOR LOVE . . .
Jerry Vale, Columbia CS 1200 (M); CS 9300 (S); (250-0250-0; 350-0025-9)

INTERNATIONAL SPECIAL
EL MAGNIFIC
Joe Carter, Seeco SCLP 2921 (M); SCLP 2910 (S)

MOSCOW MUSICALS AND MANY MORE ROCKS . . .
Paul Revere, Dot DLP 4011 (M); DLP 7454 (S)

HAPPINESS IS . . .
Mer. Britt, Dot DLP 3796 (M); DLP 2278 (S)

SINGING BAND. . .
A meaty selection of meaty numbers on this LP by the singing band that has been making waves in the beat market.

FOUR-STAR ALBUMS

The following are the four-star albums with sufficient commercial success on their respective charts to merit being featured by most major newspapers and record dealers handling that category.

POPULAR

THIS IS MINE
Decca DL 2790 (S); DL 7497 (M)

RANG. RANG
Mercury, Dot DL 7497 (M); DL 7497 (S)

THE NEW OLD SWEET SONGS
F. David, ABC ARC 563 (S); ABC 2634 (S)

MEXICAN MIND
Montes. Oro y Plata, Capitol T 10449 (M); ST 10449 (S)

THE MAGIC MUSIC OF FRED WYATT AND THE PENNSYLVANIA
Decca, Dot DL 7497 (M); DL 7497 (S)

CAVALAY PLAYS ELLINGTON
Columbia, Decca DL 7497 (M); DL 7497 (S)

GRACIOUS D'AMOUR
Art & Dotty Dee, Dot DLP 2741 (M); DLP 2741 (S)

THE VERSATILE CARMEL QUENN
Decca DL 7497 (M); DL 7497 (S)

SWEET PEA . . .
Tommy Roe, ABC ARC 572 (M); ABC 375 (S); (100-00075-3; 100-00075-5)

OPENING NIGHTS AT THE MET . . .
Various Artists, RCA Victor 6177 (M); EBC 6177 (S); (775-6177-3; 775-6177-1)

EAST-WEST
Butterfield Blues Band, Elektra EKL 351 (M); EKS 731 (S); (453-00313-5; 453-0735-3)

SNO NICE
Johnny Mathis, Mercury MG 2191 (M); MG 6197 (S); (58-01911-5; 65-0591-5)

THE BEST OF THE LETTERMEN
Capital T 2354 (M); ST 2354 (S); (300-00354-5; 300-00354-5)

NOTESIDE
Ray Charles, Dot DLP 598 (M); DLP 6013 (S); (740-00213-5; 740-6013-5)

RETURN OF DAVID WHITFIELD
London LL 3477 (M); PS 475 (S); (640-00477-5; 640-00475-5)

MORE OF BOBBY'S GREATEST HITS
Bootsy Vinton, CBS EK 14178 (M); BM 2617 (S); (640-14178-5; 640-14175-5)

THE TIME OF MY LIFE . . .
J. Joe Davidson, Columbia CL 3580 (M); CS 9305 (S); (350-03580-5; 350-03580-5)

ALBUM REVIEW POLICY

All albums sent to Billboard for review are selected by Billboard's Review Panel, and in no case potential is noted within its category of music. Full reviews are presented for Spotlight Picks or SpecialMerit Picks, and all LP's are listed under their respective categories.

Country

LINDO MEXICANO
Mercedes Oro y Plata, Capitol T 10449 (M); ST 10449 (S)

The new collections will serve up the Mexican talent poised for a breakout and to capitalize on its potential strength and style.

MEXICO LINDO
Mercedes Oro y Plata, Capitol T 10449 (M); ST 10449 (S)

Five albums this week, all with significant potential, are included in the Spotlight Picks category.
IT'S A REAL KICK!

THE NEW CHRISTY MINSTRELS' NEW SUPER SINGLE
"BEAUTIFUL, BEAUTIFUL WORLD."
FROM THE FORTHCOMING BROADWAY PRODUCTION "THE APPLE TREE" C/W
"A CORNER IN THE SUN;"
BREAKING OUT OF THEIR NEWEST ALBUM

GET YOUR KICKS ON COLUMBIA RECORDS®
WATCH IT TURN INTO A HIT!

THE WHEEL OF HURT

b/w SOMEWHERE IN THIS WORLD

AL MARTINO

Capitol 5741
Respectable is a Hit!

And it’s just one of the 11 big smash hits in the Outsiders’ latest!
COUNTRY MUSIC

COUNTRY PROFILE

MERLE HAGGARD
Capitol Records

Capitol Records' young country star, MERLE HAGGARD, has his second hit single from his recent album, The Other Hand. "The Bottle Let Me Down" is a great country song about the author's experience with alcoholism. Like many country music stars, Haggard has a personal story to tell through his music.

ENTRY FOR BILLBOARD'S C&W POLL IN THIS ISSUE

NASHVILLE — The 19th Annual Billboard Country Music Awards poll takes place this week with the nominees in 12 categories listed in all subscribers' copies of this issue. All subscribers are urged to vote for their favorite in each category and mail the completed ballot immediately.

WFEA, Manchester, Swings to Country

MANCHESTER, N. H. — Effective Monday (Oct. 19), "The Gene LaVerne Show" on WFEA here goes town and country, five hours a day, Monday through Friday, plus Sunday from 12 noon to 3 p.m.

Payne to Acuff-Rose

NASHVILLE — Leon Payne, veteran country songwriter, has returned to Acuff-Rose Publications with a five-year writing contract. Payne, the composer of "I Love You Because," "Lost Angel," and the country hit "Take Her Love From Me," currently is represented on the country charts with "The Blue Side of Lonesome" by the late Jim Reeves.

Billboard SPECIAL SURVEY for Week Ending 10/26/66

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| October 1, 1966, BILLBOARD

www.americanradiohistory.com
SAD SAM

BY

ERNIE COOK

AND

THE ACORN SISTERS

SIMS #301

Bookings:

C & M TALENT
Box 6277, Nashville, Tenn. (615) 242-5530

www.americanradiohistory.com
If you are a Billboard subscriber...

An official ballot is bound into this issue for your participation in

Billboard's 19th Annual

Country Music Poll

To avoid multiple voting by overzealous fans, no ballots are included in any newsstand or Billboard office copies of this issue.

The 61 nominees for the 12 Billboard Award Categories have been determined by a poll of all radio stations programming 6 or more hours of country music each day.

Their selection was made from lists of up to 17 names in each category compiled by 7 members of Billboard's editorial and pop chart departments, based on the amount of activity on Billboard's country music charts during the award year of August 1, 1965, through July 31, 1966.

Again, Billboard is opening the balloting for its Country Music Poll to all segments of the music-record industry throughout the world.

To avoid multiple voting, ballots are contained only in those copies going to Billboard subscribers of record on or before September 19, 1966.

No requests for additional or missing ballots can be filed.

Ballots are to be sent to the address on the reverse side of the ballot (Postpaid if mailed within the U. S.)

Send to Record Market Research
165 West 46th Street
New York, N. Y. 10036
A LETTER OF THANKS...

I would like to send out through the Billboard a special thanks to all the disc jockeys who believed in my records and never forgot the name TOMMY ROE.

I hope while making personal appearances to have the opportunity of meeting you and thanking you personally for putting me back in the charts.

I also want to thank Bill Lowery, my manager; Steve Clark, my producer; Larry Newton, Howard Stark, and all the people at ABC Records, all the musicians and technicians who worked my record dates and last but not least my distributors and promotion men.

THANK YOU ALL.

Tommy Roe Enterprises, Inc.
ATLANTA, GEORGIA
many thanks...

The Association Album featuring Cherish is now No. 33 heading for No. 1 — LP VLM-5002 / VLS-25002
**Baroque Set by Nonsuch**

**NEW YORK** — Nonsuch Records is continuing its interest in the baroque period with a new, three-LP set, “Baroque Masters of Venice, Naples, and Tuscany.” The package contains works by 17 composers, including the standard masters of the genre. The set has been produced by the Nonsuch label, which specializes in early music performances.

**Solomon** also releases a new album by the renowned English chamber orchestra, the Academy of St. Martin in the Fields, conducted by Sir Neville Marriner. The program features works by Vivaldi, Handel, and Haydn, among others.

**Additional Releases**

Other recent releases include:
- Jean-Charles Richard playing the lecture recital at the New York Historical Society, which features works by Bach, Handel, and Mozart.
- The Cleveland Orchestra performing the music of Mozart and Haydn at the Ravinia Festival.
- The New York Philharmonic under the baton of Daniel Barenboim performing Beethoven’s Symphony No. 9.

**Classical Notes**

Germanophone, Archiv, and Harmonia Mundi all release new recordings this month. Germanophone’s new recording of Mozart’s Piano Concerto No. 17 is conducted by Daniel Barenboim, with soloist Daniel Barenboim. Harmonia Mundi’s recording of Beethoven’s String Quartets Nos. 13 and 14 is under the direction of the Takemitsu String Quartet. Archiv’s new recording of Mahler’s Symphony No. 4 is conducted by Simon Rattle, with the London Philharmonic Orchestra.

**Something for Everyone in Qualiton’s 11-Title Release**

**NEW YORK** — Music for the connoisseur as well as more mainstream fare is combined in the latest 11-title release by Qualiton, scheduled for release in January. Two of the features are a four-record musical documentary on the life and work of Richard Strauss, which presents a history of Hungarian music from early unaccompanied music to 20th-century operas, Erkel and Liszt, and a two-LP package titled “Lieder.”

Not only is “Music Hungarian” well represented, a group of eight features is also available in a limited edition of the leader in French, German, Italian, and English. Another vocal feature, “The Best of the 8th International Music Competition of Budapest in 1963,” three of whom stand out, and operatic arias. The fourth, a feature that has emerged, presents songs and lieder.

Two sets are recitals, one with Miklos Perenyi, a talented 18-year-old cellist, in sonatas by Kodaly (“Sonata for Violin and Piano” and “Sonata for Violoncello and Piano”), and Busoni’s “Adagio and Allegro A Flat major.” The other recital is byImportant artist Bruce Abel, who is equally at home with the work of Beethoven and Liszt, and with songs and lieder.

**Angel Highfives ‘La Vida Breva’**

**HOLLYWOOD** — The first stereo recording of De Falla’s “La Vida Breva” has been released by Angel. The album, which includes a new edition of Angel’s current releases. The opera stars Victoria de los Angeles with Rafael Frühbeck de Burgos conducting the Orquesta Nacional de España. The feature is a portrait of the composer, who is celebrated for his work in the field of modern music. The album is available on vinyl and digital formats.

**Richard Elsasser is set for concert appearances in Philadelphia, Providence, and Miami, and is expected to perform in New York later this month.**

**Say You Saw It in Billboard**

Germanophone, Archiv, and Harmonia Mundi all release new recordings this month. Germanophone’s new recording of Mozart’s Piano Concerto No. 17 is conducted by Daniel Barenboim, with soloist Daniel Barenboim. Harmonia Mundi’s recording of Beethoven’s String Quartets Nos. 13 and 14 is under the direction of the Takemitsu String Quartet. Archiv’s new recording of Mahler’s Symphony No. 4 is conducted by Simon Rattle, with the London Philharmonic Orchestra.

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**Gospel Music**

**Profile**

**Doris Akers Queen Of Versatile Field**

Doris Akers, who records for Sims records in Nashville, is one of America's most versatile Gospel artists. She is also an accomplished song writer, musical arranger, and choir director, and is in constant demand for guest appearances on many television and radio programs across the nation.

Miss Akers and Dorothy Simmons formed the Simmons-Akers Singers in 1947, but since that time Doris has written and composed many gospel songs which have been recorded by herself and other artists. Among these are: "I Cannot Fail The Lord," "God Is So Good," "Sweet Jesus," and "How Big Is God." Her latest albums, "Forever Faithful" and "Doris Akers Sings" were done with the Sky Pilot Choir.

For the past several years Miss Akers has been under the personal management of Polly Grimes, president of Gospel Concerts of California and manager of Nashville-based Pete Emeny Productions.

Miss Akers has won several honors in the field of gospel music, including the Religious Song Writer's Award, "Best Vocal Gospel Album," and the Manna Publishing Company Award for "Outstanding Christian Service."

**Gospel Concerts Begins 8th Yr.**

REDONDO BEACH, Calif.—Polly Grimes, president of Gospel Concerts, Inc., has announced this week the beginning of their eighth year of promoting gospel concerts throughout the West. This organization promotes and presents programs in all the major cities in California plus Tucson, Ariz., and Las Vegas, Nev. One of their main programs is a unique "two nights in a row" spectacular at the Long Beach Municipal Auditorium. These concerts are presented bi-monthly and feature the top gospel quartets in the nation.

Miss Grimes, who spends a great deal of her time in Nashville, where she manages Pete Emeny Productions, a gospel talent agency, has two full-time employees operating the Redondo Beach office. She feels very encouraged about the future and predicts that the next few years will be great years for gospel music.

**SHAPED NOTES**

By BOB GREEN

The Statesmen Quartet, Blackwood Brothers, and Speer Family are presently in California for a tour of the major cities. Marvin Norcross, of Word Records, was recently in Nashville for a recording session by the Dixie Echoes, Juke Hess and the Imperials recently sang at the "kick off" of the Republican Presidential Campaign in Birmingham, Ala. ... The Happy Goodman Family's new album, "Bigger 'N Better" is off to a roaring start. J. D. Summer and the Stamps Quartet have just completed another gospel album for Skillet in Atlanta. ... Bernard Bissett, General Sales of Pathway Press in Cleveland, Texas, says that 1967 will be their biggest year by far.

Marvin has a new album out on Norshup Records called "Meditations."

**GMA Schedule Of Meetings**

MEMPHIS—The Gospel Music Association has announced the schedule of its meetings to be held Oct. 20 through Oct. 22 at the Downtown Motor Inn, concurrent with the 11th Annual National Quartet Convention here.

The current board of directors of GMA will meet Thursday, Oct. 20. The entire association will convene on Friday, Oct. 21, to elect new officers, with the new officers holding their first meeting on Saturday, Oct. 22.

**Quarteret Parley Oct. 20**

A non-professional contest will be held Saturday (22) from 10 a.m. to 1 p.m., followed by a semi-professional contest. At 6 p.m., the "Parade of Major Quartets" will begin, featuring the talent from the previous two nights, and including Jimmie Davis, the Chuck Wagon Gang, the Goss Brothers, the Gospel Troubadours, the Plainsman Quartet, the Gospel Echoes, the Vi Counts, Harvesters Quartet, Ron Blackwood Singers and the Klaatu Indian Family.

The four-day convention will be topped off with continuous gospel singing from noon until 6 p.m. Sunday, following a morning worship service and sermon by Rev. Hovie Lister.
GARY LEWIS & THE PLAYBOYS

(YOU DON'T HAVE TO)

PAINT ME A PICTURE

B/W

LOOKING FOR THE STARS

*But we did on this eye-catching, full-color special sleeve!

A SNUFF GARRETT PRODUCTION
PRODUCED BY SNUFF GARRETT
ARRANGED BY LEON RUSSELL

*
GOSPEL MUSIC

A Word About G. T. Speer

He was a gospel singer—
it was his only livelihood,
his chosen vocation and he
made a living for himself and
for his family while thus engaged.
But it was more than that—
it was his hobby, his aspiration.
His joy, his hope, his dream—
its very life and breath.
From the soles of his feet
to the crown of his white head—
Through and through—he was a gospel singer.

Gospel music was good to DAD Speer.
From the early days—
of horses and buggies, county-singing conventions
to days of coast-to-coast tours
on customized buses,
performing to thousands of singing fans
in huge municipal auditoriums—
there was always a place for Dad
and the Singing Speers.

But if it was good to him—
it must also be said
he was good for gospel music—
for he was a leader—not a
"let me decide it" or a
"I must be in charge"
type leader—but a simple, humble
man who so embodied
everything that a gospel singer
ought to have been
that he stood out like a giant.
When people dreamed dreams
about gospel singing and what it could be—
or when the decided it—
accepting it if cheap professionalism
one person stood out either
as the rule or as the exception—
and it was usually Dad Speer.

So on behalf of gospel music—
the singer who worked beside him,
the men who promoted and booked him,
the companies who recorded him,
the thousands who listened to him—
War of tribute and thanks
to DAD Speer—a gospel singer
in the truest, noblest sense.

Bob Benson

From The Music Capitals of the World

\* Continued from page 32

Gemini. First releases, under the Epic label, include Donovan's "Sunshine Superman" and Little Richard's "Poor Dog." Also set for release in the new series is the Simon and Garfunkel "The Dangling Conversation." Following the successful appearance of Charles Aznavour at the London Albert Hall, David Platz of Essex Music is planning to put out several EPs of the French singer in England. Polydor released a Cher EP, containing her current hit, "Aicha," to coincide with the Sonny & Cher appearance at the Olympia. The 1966 American Folk Blues Festival, featuring among others Big Joe Turner, Roger Miller, Sy Lynx, Sleepy John Estes and Little Brother Montgomery, will play the Theater des Champs-Elysees on Oct. 1. Imperial Record is recording a new version of its own opera "Viva d'Arca" for Pathé-Marconi with Jean-Claude Pinna conducting shortly for the Peters Sisters, in the leading feminine role.

Following the success of the Bob Dylan EP "I Want You," CBS is shortly to release the album "Blonde on Blonde." John Williams has recorded "Laure's Theme" from "Dr. Zhivago" for Polydor. Christopher Polk, who is the own French version of the Ferre Colloquial song "Serge Alexandre recorded his first EP for Elektra." "Bernardin in the City," on Polydor, is selling well. Making a big impression on the charts is Yugoslavian newcomer Jacques Dodrile with "El mi, el mi, et mi." Described as "an Antoine with a hair-"...
Two Firsts Going Places Fast!

Album debut of the exciting talent that took summer TV by storm!

John Davidson

The Time of My Life!

Strangers
In the Night
Somewhere My Love
You Don't Have To Say You Love Me
What Now My Love
The Shadow Of Your Smile
And More

The TV comedy star singing today's top hits in his first serious album!

Jim Nabors Sings

Love Me With All Your Heart
Cuando Calienta el Sol

Strangers in the Night / Somewhere My Love
The Impossible Dream / You Don't Know Me
What Now My Love / And More

Where record history is made. On COLUMBIA RECORDS
Lake Tahoe Oasis at Its Peak

* Continued from page 14 on page 15 *

on Snoop, "Sign of the Times" and "Hard Days Night," and some new unstaged songs like "Rhythm of Life" and "Come on Love." The group's harmonies are full, not shrill or brilliant and their dance routines lend back-up impact to their blue and white uniforms.

Signings

Zoot Money, British singer, has been added to Epic Records' roster. In addition, Epic also has acquired Money's record "Big Time Operator," a hit in England, for release here. . . . Al Zentner has rejoined the Liberty label.

Johnny Del Юр has been added to Dot Records roster and will be produced by his manager, Dick Heard. . . . Steven Smith, Tony Martin, Larry Utah, president of Amy-Malaysia, has signed the group "The Unknown, a Canadian group.

David Pales, country singer, to Hickory Records. . . . The Uniques have renewed their contract with Paula Records.

Orfeon to Make 4 and 8 Tracks

MEXICO CITY — Orfeon plans to produce 4 and 8-track cartridges in November, leaning heavily on Mexican instrumental music and best sellers. Company will install duplicators, already bought, in its new factory.

Orfeon sells cartridges now made by a bidder in Mexico City. Cartridge sells for $6 to the store, retails from $7.50 to $8.

Current catalog contains 150 numbers. Production, according to Orfeon general manager Jorge Audiffred, is 50,000. Capacity at new factory will be a maximum of 12,000 daily, he added. Orfeon hopes to duplicate for other companies besides doing its own catalog.

"Hand on Gate"

* Continued from page 12 *

Roscoe Lee Brown, Gloria Foster, Moses Green, Ellen Holly, James Earl Jones, Josephine Prentice and Cicely Tyson. The music was arranged by Bill Lee and Stuart Schiff.

PALKER ACKERMAN

Miss Wilson, making her Lake Tahoe debut in this new hotel, performed in front of a closed curtain, hiding the Bill Hitchcock orchestra conducted by Ronell Bright. An outstanding sound system and massive stage gave impact to the presentation of the slender singer who sang "As You Desire Me," "Gee Baby, Ain't I Good To You," "What a Little Moonlight Can Do," "Guess Who I Saw Today" and "You Can Have Him," the latter two torchy tunes her perennial show stoppers.

Preceding Miss Wilson was a flashy Nick Castle staged dance number featuring 23 performers in a flapper era version of "Cinderella" which took advantage of this nation's stage and lighting facilities.

Juniper Room

A quintet of all-around bundles of energy, the Tokyo Happy Coats, kept crowds away from the gambling tables and packed instead into this medium sized lounge. The sisters, relatively new to American audiences are a happy, multi-talented team which sings, dances and plays a host of instruments. The end result is appealing, and worthy of some record man's attention. Their voices are most impressive on the dirty, "Peanut Butter."
Soviet Is Using Billboard as Manual for CARtridge Field

By OMER ANDERSON

BONN—The Soviet Embassy here reports that the Soviet Union is using Billboard as a "manual" for the planning of a Soviet tape CARtridge industry.

The embassy ships 250 copies of Billboard to the Soviet Union each week, where they are distributed to key officials in the music industry. Most of the copies currently are going to a planning staff for tape cartridge production.

Besides the 250 copies, articles are reproduced and distributed to interested executives.

"There is no other publication that gives so much information and such a clear picture of tape cartridge development in the United States as Billboard," a Soviet embassy official said.

Soviet tape cartridge planning is in charge of a similar planning group at the Soviet electronics industry and Melodia, the State record company. Embassies are maintaining close planning in Russia for an all-sold tape cartridge industry, aimed at tractors, primarily, and buses. "Even trucks, in our automobile industry experts, expect the tape cartridge production will take on characteristics of the American industry. But for the moment, the Soviet officials are looking to make life more enjoyable for our many thousands of tractor drivers over all the Soviet Union," an embassy trade official said.

The Soviets intend producing a standard tape cartridge and player which can be used for tractors, buses, and automobiles.

For a time, many tractors were equipped with radios to relieve the tedium of the endless plowing of the steppes. However, the problem proved insurmountable. It was relatively expensive to equip the tractors with radios. Because local stations are far and between in the Soviet Union, the Soviets had to be powerful enough to receive distant stations. The Soviet officials said this required mainly short-wave sets.

But once the tractor driver got his powerful short-wave set, he, at one time, again tuned in the Voice of America, the BBC, and other foreign stations.

The plan is to issue tape cartridges with a potpourri of live music, party propaganda, and educational material.

Cartridges will be produced especially for the State tractor stations, and each day driver drivers will be issued fresh supply. Tape cartridges also will be produced for home entertainment, under the same general reasoning as has motivated the tractor tape cartridge program. A Soviet embassy official reported, "We were tremendously impressed by the tape cartridge conference in Chicago. There was a lot of interest out of the conference which will help our people in their planning."

TelePro to Manufacture Lubricated Raw Tape

By HANK FOX

CHERRY HILL, N. J. — TelePro Industries will enter the raw tape manufacturing business, Billboard learned last week. The leading producers of 4-track CARtridges and a recent entry in the 4-track compatible playback field is how in the process of studying whether to purchase outright an active tape manufacturing company or to initiate manufacturing the tape itself.

By Hank Fox, president of TelePro, said the move was mainly an extension of service.

"Since we are providing most of the record companies and tape duplicators with 4 and 8-track cartridges, we feel it's logical to expand our service with a high quality low-priced tape for our customers," TelePro supplies 8-track cartridges to Columbia and Capitol, and 4-track cartridges to ITCC and some 40 other record companies.

If TelePro decides to set up its own tape manufacturing plant, it will expand its Cherry Hill plant. However, Mulcahy said that no matter what TelePro will manufacture the tape at its own plant or buy out another company, the kick-off date will be no later than the first quarter of 1967.

The new tape division will produce specially magnetized recording tapes for audio, video and data processing applications. Mulcahy, in initiating the action, has named O. Louis Sada as chief executive. Sada will plan the company's entry into the industry. Sada has had many years of experience in the tape management, production and research fields. In 1956, he was one of the founders of Ferrak dynamics Corp. There he served.

MITT Urged to Police Policy

CHERRY HILL, N. J. — William Mulcahy, president of TelePro Industries, is heading a leading Japanese trade associations to see that the quality of Japanese-produced tape CARtridge equipment is maintained throughout the world. Mulcahy had made his points in a letter sent last Monday (19) to Japan's Car Stereo Association and International Trade Bureau (MITT).

Mulcahy wrote the group, "We wish to seek your assistance in a matter of lasting importance to the Japanese and United States electronics and recording industries. The last two years have seen the birth of a new industry based on the use of continuous-loop tape cartridges and players. Public acceptance of convenient and reliable entertainment method has developed what promises to be a giant industry, not only in the United States, but in all parts of the world."

"One of the major factors in this growth has been and will continue to be the quality of the product sold in the public. Products for this industry of Japanese manufacture have been sold in the United States more than any of other Japanese products. The quality of the Japanese goods has been excellent, an accomplishment for which we feel you should be proud. Without continuing quality, however, the promising industry will experience a critical reduction of its potential volume through consumer disillusionment and dissatisfaction."

"As prime patent holders in the tape cartridge and player field, we issued sub-licensees to those companies selling products utilizing our inventions. It will benefit all of us to foster the successful growth of this industry. Your continued interest and attention to the magnificient efforts made by the Japanese manufacturing community will be most appreciated."

A spokesman for TelePro explained that there had been no reports of inferior product from Japan, but the letter, written and the letter, written, and the letter, written.

MERC. ADDS 21 ITEMS TO ITS FOUR-TRACKS

CHICAGO — The Mercury catalog of 4-track Fidelipac-type cartridges was expanded to 34 titles last August with the release of 21 new items.

Five of the new tapes are old, good times recorded expressly for cartridge fanatics. The issue embraces the Mercury, Stash, Vanguard, Major, and Stillman label affiliates of the Mercury Record Corp.

In the "Greatest Hits" tapes by Sarah Vaughan (MC6-60454), Patric Page (MC6-60458), Frankie Laine (MC6-60587), Dinah Washington (Vol. I—MC6-60453), and Sarah Washington (Vol. II—MC6-60749), Billy Eckstine (MC6-60796), Roy Drusky (MC6-61022), Faron Young (MC6-61047), Dave Dudley (MC6-61046), Roy Van Dyke, Jr., (MC6-60826), George Jones — Vol. I (MC6-46631), George Jones — Vol. II (MC6-61048).

Also, "The Best of Mike Nichols and Elaine May" (MC6-60997); "Origami Oldies" (by various artists, Vol. I — The Greatest Hits (MC6-61044), Vol. 2—Instruments (MC6-60185).

(Continued on page 54)
MUNTZ STEREO-PAK
NEW RELEASES

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FROM THE WORLD'S LARGEST LIBRARY OF CARTRIDGE ENTERTAINMENT * 40,000 TITLES
(INCLUDING 4 AND 8-TRACK LP'S AND 4-TRACK SINGLES)

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TAPE CARTIDGE

Volkswagen Offers
8-Track Players

By HANK FOX

NEW YORK — Volkswagen distributors will offer a combination AM radio-8-track cartridge player on all 1967 sedan and Convertible Ghia models beginning in November. Volkswagen becomes the first foreign automobile in the U.S. market to carry its own 8-track playback equipment as an optional accessory.

The unit, manufactured by Motornola, will be dealer-installed. However, it will be integrated into the car dashboard. The General Facility, inserted into Chrysler, American Motors and most of the Ford units are the hang-on type which are attached to the bottom of the instrument panel. According to William Schloth, product manager for the Volkswagen, "The player will be built into the panel because the hang-on unit might interfere with a leg space. Besides, it will look better."

Schloth said that Motornola is custom-making the unit for the Volkswagen. "Our 8-track unit will appear very much like the MATT Policy

* Continued from page 52

a public service, was designed as a preventative measure. He added that Telepro was eager to make sure that people interested in promoting Japanese industry concerned themselves with the possibility of poor merchandise being exported from Japan. The spokesman stated that Telepro had "no axe to grind."

Dubbing to Move

HEWLETT, N. Y. — Dubbing Electronics, Inc., have pre-recorded tape duplicators, will move Oct. 15 to larger quarters at 1303 South Strongs Avenue, Copiague, N. Y.

CURRENTLY LAB IS FORMED BY FORD MOTORS

DEARBORN, Mich. — Ford Motor Co. has launched a new laboratory to study the "customizing" of automobile sound systems involving tape cartridge players and cars.

The laboratory will test acoustical matching of speaker systems to car bodies in much the same way high quality sound systems are designed into studios and homes.

"Today, a growing number of our customers are becoming used to high quality sound for both entertainment and communications, and they want it in their cars. As a result, we're stressing the growing popularity of AM-FM radios, as well as the stereo tape player Ford introduced to the industry last year," said Herbert L. Mitchell, Ford vice-president.

"Radio test and development has been especially the province of our radio suppliers, who have done an outstanding job in improving components through the years. We feel, however, that further improvements in system reliability call for us going much deeper into that area ourselves."

Development work by Ford electronic engineers and technicians in the new "Customizing" lab includes the development of FM stereo signal specifications for Ford's radio suppliers, as well as improved system designs for automotive applications.

October 1, 1966, Billboard
**Station Rejects Retailers' Running Inventory Concept**

**CHICAGO—WLS Radio station manager Gene Taylor said last week the outlet would "take a pass" on a new running inventory system of recording overplayers for radio survey purposes.

The brain child of top Chicago record retailers, the concept was submitted to the station last month (Billboard, Aug. 27) as a means of making possibly more simple designer-styled template models and survey of area record sales.

The "Overplayer Survey," which local dealers have criticized as being inadequate when used as a buying guide (Billboard, Aug. 6).

In the wake of dealer complaints, WLS began surveying for running inventory on the station's playlist rather than the top 20 sellers. Simultaneous running inventory form and suggested the station print it for distribution weekly to its dealers. Some dealers felt part of the blame for inaccurate radio sheets lay with them for submitting careless estimates of their own plays. An outline of the survey form was designed to embrace the station playlist (50 or more singles) plus additional hot sellers in a handy, inventory-keeping format. Example shown in Billboard, Aug. 27.)

**Take a Pass**

After he and the station staff had weighed the proposal, Taylor said, "The consensus here is that the system might go okay for awhile and then dealers would start sluffing off on it. We'll take the record dealer inventory form.

"Our expanded survey seems to be quite satisfactory."

Strong backers of the inventory method, such as Fred Spiora of Singer One-Stop, urged that a conference between dealers and station personnel take place to discuss the concept fully before the idea is abandoned. Local dealers are being queried on the idea of a conference with WLS to see if it is desired to be held. "I'm partial to such a discussion," Taylor said. "I want to get the measurement made between Chicago dealers and the people of WLS would surely involve considerable discussion related to the accuracy of the Silver Dollar Survey. Spiora, for one, advocates the deletion of the word 'survey' from the published sheet.

"They should call it the 'WLS Official Play List.'" Spiora said. "This would discourage dealers from using it as a buying guide."

The words "Top 40" also imply that a thorough survey was taken, he said.

**Shure-Footed' New Cartridge**

**EVAston, Ill. — Shure Brothers, Inc. has announced the development of a new functional measurement of cartridge and cartridge products, a new phonograph cartridge that the company says shows up well under the new standard of measurement.

The new performance indicator is called "cumulus accessibility," and the new cartridge is called the Shure Super-Track V-15, Type II. The new measurement and cartridge were developed, company officials say, to eliminate the problem of pipping excellent cartridges failing to "track" with recordings cut at maximum levels with maximum cutting velocities to maximize signal-to-noise ratios. Occasionally, at the points of maximum cutting velocity, the cheetal bells, harpsichords, etc. (Continued on page 55)

**FOOTBALL and Audio retailing are teaming up as never before this fall. Among the many major home electronics firms signing football game broadcast advertising will be Zenith CBS National Football League, New Year's Day NFL championship game and play-off bowl game solicitors) and VAM Corp. (10 pre-game broadcasts before Notre Dame games over 300 ABC radio network stations).

The new Unfair Sales Act signed into law recently by Illinois Governor Knowles is being watched carefully by record retailers, and it appears to be provided for a 2 per cent whole- sale markup, plus 75 cents for delivery to the retailer. The new law eliminates the distinction between pickup charge (car- ryer) and delivered prices, establishing a uniform 3-cent wholesaler markup. (Retailers buying direct must add both a 3 per cent wholesale and 6 cents per retail markup. )

Record retailers in Ohio have been affected by a new minimum wage of $1.25 per hour for women and minors which became effective Sept. 6. Establishments covered are those dealing in "retail sales across the coun- ter." The new law calls for $1.25 per hour for regular employees; $1 per hour for learners and 85 cents per hour for vocational students.

**NOTES**

**NEW SALESMAN, Ara Parseghian, Notre Dame football coach, will be selling V-M Corp. phonographs, tape recorders and other products during the 1955-1956 "V-M Ara Parseghian Show" before all Notre Dame football broadcasts this fall on ABC Radio.**

**OCTOBER 1, 1966, BILLBOARD**
CLASSIFIED MART

BUSINESS OPPORTUNITIES

MANUFACTURERS' REPRESENTA-
TIVES WANTED: Colorado, Ken-
sas, North Dakota, Tennessee, Your
State, and Michigan. All territories
open. Unique opportunity for dedi-
cated, self-motivated, results-for-
directed individual. Excellent pay.
Full details on request. Call 212-8607
or write: R. G. Inc., 365 W. 57th
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DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETs: We
have the largest collection of 45
rpm reissues, rare artists, picture
plates, etc., ever assembled. Send for
the list. All records are in new con-
tition. Quantity discount. For
benefit of record store owners. Send
$3.00 for catalog. Included are
titles onSoundsmith, Juke Box, Stan-
ley Recording Co., Inc., and other
labels. Address: Progressive Ent-
tertainment Co., 101 Broadway,
New York, N.Y. 10013.

WANTED TO BUY

CASE TOP DOLLAR PAID. SENDO, & 78s, too. We pay cash for
high grades. See our ads—BUY.
LOOKOUT, Pa.

EMPLOYMENT SECTION

HELP WANTED

SAN WRITERS NEED MATERIAL FOR
Friday paper. Write: Alvin Roberts, New-
spaper, 3608 Rec, New York, N.Y.

POSITION WANTED

STORE, DEPT. WANTED (INTEr-
MEDIATE level, especially
magazines). Experience in
advertising, merchandising, pub-
licity, etc., required. Send
salary requirements to
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ATTENTION SONGWRITERS AND
RECORD COMPANIES: Dependable
PAYMENT to songwriters for
JUDSON, 212-905-9500.

National Record Promotion
(000 Record) — We’ll plug it!
Music Sales Promotion Network
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Enterprise Thirteen Record Promotion
Individual attention given to each artist
or group. Your recording promoted in all
major markets. Complete details on
request. 212-414-4919.

Enterprise Thirteen Record Promotion
212-414-6700 or 212-414-4919.

Say You Saw It in Billboard

Business Opportunities

Manufacturers' Representatives
Wanted: Midwest, Pacific Northwest,
Western area, Southwest, Florida, and
New England. Complete details on
request. 312-222-6300.

International Exchange

National Record Promotion & Publicity
/Record Consultant, Inc., 101 Broadway, New
York, N.Y. 10013.

MONTY MAX PROMOTIONS

WANTED: 101/2 years experience in
sales promotion. Must produce
results. First-class pay. Send
resume to: Brite Star, Cleveland, Ohio.

New Brunswick, N.J. 08903.

We're offering wholesale traders a
unique opportunity to acquire a list
of 1000 companies interested
in importing new recordings.
Send $1.00 for list. 212-532-0717.

DYNAPLEX, Stereo / FM, AM, Stereo.

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: $26 a word. Minimum: $55. First line only.
DISPLAY CLASSIFIED AD: $26 a line. Minimum: $125. Box rule applies on all ads.
FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancelable, nonchange-
able, 15% discount; 4 or more consecutive insertions, 25% discount.
CLOSING DATE: 5 p.m., 11 days prior to date of issue.
BOX NUMBER: 50¢ charge per insertion, payable in advance; also allow 10 additional words (at 50¢ per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES

INTERNATIONAL EXCHANGE is open to all advertisers of foreign countries and American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: $1 per line. Minimum: 4 lines per insertion.
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PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Adver-
tising Director, Billboard, 180 W. Randolph St., Chicago, Ill. 60601.

You may run the classified ad copy shown below (or enclosed separately) in
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PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME

ADDRESS

CITY STATE ZIP CODE

AUTHORIZED BY

AMOUNT ENCLODED

Type of classified ad desired—check one

[ ] REGULAR CLASSIFIED

[ ] DISPLAY CLASSIFIED

HEDGING DESIRED:

Say You Saw It in Billboard

New Products

DynaPhono

FM/AM/FM MULTIplex, stereo radio phonograph was introduced by Dynaphono at the NAMM con-
vention. It retails for $189.95 and features two matched, ex-

tended range speakers, 45 rpm adapter and diamond stylus.
The stereo system stands as three components and combines easily in-

to component-type carrying case. It is finished in vinyl, walnut grain fabric.

Switchcraft Control

Switchcraft sound control center for hi-fi dealers and audiophiles. Standard shop jacks are used to connect comparators to back panel of the center. Controls up to eight discrete signal processing systems. Case is wrinkle black enamel with recessed brushed aluminum front panel. Three models available, 640 for hi-fi dealers which makes possible critical comparison and demon-
stration of up to 17.5 component combinations; Model 641 for hi-fi dealers which also includes the choice of one speaker system at a time; Model 542 for simultaneous dis-
tribution of sound to more than one speaker system. No price.

Scanning The News

Continued from page 55

Motorola AM/FM

Motorola's 1967 table radio line was introduced this week. Above is AM/FM table radio completely trans-
formed and has poly-

ethylene cabinet. Suggested price is $49.95. Model T2205C is a solid-state FM/FM early Ameri-
can style radio at $74.95. Model T225XW is a furniture
styled AM/FM radio in a walnut veneer cabinet at $64.95. Bot-

tom of the AM/FM clock radio line Model TC11C has a retail
price of $59.95 and has a poly-

ethyene cabinet. Model TC13CW is an executive vice-president of the National Association of Music
Merchants, Inc. following a NAMM-sponsored meeting with dealers to develop a specific program of interest and benefit to record

retailers. (See adjacent story.)

RECORD RETAILER Henry Elmsic, Chicago, shakes hands with William R. Gant, executive vice-president of the National Association of Music
Merchants, Inc. following a NAMM-sponsored meeting with dealers to develop a specific program of interest and benefit to record


OCTOBER 1, 1966, BILLBOARD

www.americanradiohistory.com
Are Operators Neglecting Their Primary Sales Merchandiser?

NEW YORK—Bulk vendors have one of the most sought after merchandising devices right in their headquarters—and some of them don’t realize it. Many operators in the confectionery and soda fountain industries spend millions of dollars each year developing store-window displays in the hopes that a store owner may choose their display over another. These people are mounting attractive and colorful displays in store aisles while the customer’s eye, can mean a giant sales boost for a slow location and a doubling of profit in busy traffic areas. Without a proper front, the machine sits in the corner. People look at it, but don’t really see it.

The most productive display involves the items that storeowners like: not just pictures. If the customer can see what he might get, he will be much more inclined to insert a coin. The front must be made of heavy cardboard, the cards or gum in the machine will push against the display. A thin piece of cardboard with the items mounted on it will bend out of shape, creating a sloppily display and thus lowering sales.

Bill Falk, owner of Knight Toy and Novelty Co., has produced several imaginative fronts. One of them, which is especially eye-catching and well done, is "The Amazing Magic Series." Some 12 small items are skinned wrapped on specially prepared cardboard. Although the front contains many items, it doesn’t look crowded. In the center of the yellow cardboard is a caricature of a wish stirring a cashbox. The upper part of the card is divided into two parts, one larger than the other. The left-hand side, white with orange and thorough lettering, reads "The Amazing Magic Series." The larger right-hand side has orange lettering on a chartreuse backing reading, "Plus!" Test Your Skill能力和" Take Apart Puzzles." The individual items are spaced far enough apart and in an attractive manner. Another example is the Maderiman, a giant card backs are topped by a catchy theme and a production motion. There are 20 different top pieces in the series with phrases such as "Blasting Off," "We Know You'll Gobble This Up," "Get Abroad," "Out On the Bandwagon" and "You’re in for a Big Sur-prize."

The "All Aboard" slogan carries a four-color picture of a train with the conductor yelling the theme words. "You’re in for a Big Sur-prize" displays.

(Continued on page 59)

BULK VENDING MANUFACTURERS are developing new and creative display fronts for operators. Knight Toy and Novelty’s “Amazing Magic Series” front, left, features many items, well-placed on the card.

FEWER FOOD STORE STOPS

CHICAGO — Information included in the A.C. Nielsen Co. Food Census Data Book just released confirms a trend well known to bulk vendors: there are fewer food store stops.

The study, based on the 1963 U.S. Census of Business, shows that 35,435 stores did 70 cent per cent of the grocery volume in 1963 compared to 40,338 stores doing the same amount in 1958 and 41,315 in 1954.

In New England, 14.1 per cent (1,970) of the stores now do 70 per cent of the volume compared to 3,395 stores in 1954.

Some 16.1 per cent of the stores in metropolitan Chicago (11,075 stores) did 70 per cent of the business in 1963 compared to 1,250 stores in 1954.

In metropolitan New York in 1954 2,795 stores accounted for 70 per cent of food sales compared to 2,365 (or 14.9 per cent of total) stores in 1963.

On the West Coast, the number of stores needed to handle 70 per cent of the grocery business dropped from 5,744 in 1954 to 3,765 (or 17.3 per cent of total) in 1963.
GRAFF DISPLAYS SELL MORE Out of This World MIXES!

GRAFF 36c Capsule Mix *with 4 Custom Displays* $22.00/M

GRAFF 5c Capsule Mix *with 4 Custom Displays* $18.00/M

GRAFF "GOLD LOOK"—24c JEWELRY MIX (in VV1-2 Capsules—10c each Capsule)

25c Display Fronts Extra

*NOTE: SPECIFY TYPE OF MACHINE FOR CUSTOM DISPLAYS WITH EACH ORDER. ALSO, CARDBOARD OR STYROFOAM.

GRAFF VENDING COMPANY
2956 Iron Ridge — P. O. Box 10644
DALLAS, TX 75237

Branch Offices: Houston, Texas Seattle, Washington Oakland, California

Jukebox Operators Do Diversity Into Bulk

DENVER—Probably no bulk route in the nation has as highly paid technicians maintaining bulk machines as those operated by Continental Music Company here.

Continental has 6-head stands in each of 33 Safeway super markets throughout Denver, the result of long-term negotiations between Bob Rothberg and Don Atkins, partners, with the Safeway store's management.

Continental, as the name indicates, is a phonograph and amusement machine organization which "cracked" the bulk vending market two years ago largely as an experiment. Originally it was planned to create a separate operating division, with separate personnel, for the new machines, in hopes of being able to provide the new routes without any increase whatsoever in personnel or costs.

Most service operations are performed by university teams of Continental Music Company's veteran phonograph mechanic and one of the best qualified electronic technicians in the field. While making simple repairs to improve the coin mechanism on a bulk vendor, Crandall may be studying the smallest changes in a complex stereo phonograph which will be his next stop on the day's service operations. This undoubtedly amuses Crandall; "the highest paid bulk vending machine mechanic in the industry!"

Space Calls

In order to service 6 machines each of 33 locations, spread over an area which is something like 40 miles wide, Crandall has worked out a series of calls, keeping faithfully up to date, which show the frequency of sales for each machine, for any given season of the year. This permits him to set his own pace and order space calls without wasted time or mileage. Since no two of the

Graff Displays $ELL

coming from the manufacturer, the operator must fill the gap himself. Billboard has learned that several operators and distributors have hired commercial artists and students about to enter the commercial art field to design specialty displays.

The operator must remember ages staked up to the use of his machine are his sales tools. The more they impress, the higher his income rises.

LETTERS TO THE EDITOR

Wee-Original

Sir: Please send us the reprint of "The Story of Bulk Vending." Also, we should be very interested to receive further information and samples of the products of Wee Original Products Co.

Nordator Oy Helsinki, Finland

A problem, Where's Wee Original Products Co. Jr. Nordator Oy and other companies are obtaining the reprint of a recent Billboard article describing the bulk vending business by writing: THE STORY OF BULK VENDING REPRINT BILLBOARD MAGAZINE, 188 West Randolph Street, CHICAGO, ILL. 60661. Cost is $15 cents per copy (10 cents per copy if 50 or more ordered).

Weighty Query

Sir: Would you please send me the addresses of all weight scale manufacturers? In thanks for your prompt attention.

R. Quiles Santiago San Juan, Puerto Rico

No problem. We sent them five addresses.

Point of Sale

Sir: Your recent article, "The Story of Bulk Vending," is a very interesting and useful piece of literature and makes excellent point-of-sale material. Please send 50 copies.

Monty Poole

Sales Manager

Vending Operators

Supply Co.

Ontario, Ont., Canada

With pleasure.

Final Words

WASHINGTON—The child safety slogan was carried into the industry at its inception. In an attempt to use a simple message limiting the number of aspirin in retail packages, the child safety slogan has been perpetuated.

Final testimony by the Food and Drug Administration on the measure was heard last week by the House Interstate Commerce Subcommittee.

Say You Saw It In

Billboard

BULK VENDORS GEAR FOR LONGER TOURIST SEASON

DENVER—Bulk vendors throughout the country have been miles behind their routes because the tourist season, once a three-month venture, now extends over most of the year. Operators have been forced to reduce their fares and adjust their distribution routes, which forced them to drop out after the completion of the tourist season.

During May are not only leaving out the route for the most part, but are adding new machines.

Primarily 5-cent and 10-cent vendors, declared Andy Anderson, veteran bulk equipment distributor here. "Skating and other winter sports have hosted so fantastically that bulk vending machines in establishments are as likely to show profit during the winter months as in the summertime.

"In fact, in such world-famous ski resorts as Aspen, Colorado; Park City, Utah; and Vail, Colorado, the amount of collections during the winter months far outstrips the summer collections by two or three times."

Year-round

Numerous operators who included bulk vending equipment among their other business ventures, phographs, etc., in the mountain towns, have expanded the number of vending machines in the mountain towns by two or three times."

Wrigley Higher

CHICAGO—Earnings hiked of 24.8 per cent for the second quarter were reported by Wm. Wrigley, Jr. Co. Sales were up 9.8 and 11.1 per cent respectively.

Net profit for the three months ended June 30, 1964, was $2,491,414 ($2.18 per share) compared to $1,540,901 ($1.75 per share) for the second quarter of last year. Sales were $36,785,401 compared to $33,499,116 for the quarter. Six month net was $7,866,405 compared to $6,304,467; sales $69,088,418 compared to $62,816,358.
A New Breed Of Serviceman

By PAUL ZAKARAS

DENVER — "Yeah, but wouldn't that burn up the bat-tery because now you've got twice as much going through there..."

One of the students thought he saw something and he was letting the teacher know about his concern. Enyart was nearly at the end of the rainbow when he waited for the man to finish and then began his explanation: "I'm not sure unless you re-

member to...

Denver's Institute of Coin Operations, located in a small, stud-
y building just off the Valley Highway, is all business. It's two

classrooms and supply area contain many examples of various
types and makes of coin ma-

chines and numerous pieces of
coin equipment. There are dia-
grams on the blackboards, text-
books and mechanisms on the

work benches, and both instruc-
tors and students are kept busy

eight hours a day.

Every two weeks the classes

turn to a new subject. Several

new faces appear and several old

ones leave. Some of the stu-
dents stay for the whole course

— others pick only certain sub-
jects they wish to brush up on.

The school, started in December

1964 by veteran coinman Jack

Moran, has been attended by

nearly a hundred coin mechan-

ists. Fifty-seven of them have completed the full course. All

the graduates have jobs.

Clinton Enyart, Gallup, New

Mexico, was the only one gradu-

ating at the end of a recent cy-

cle. A veteran of both World

War II and the Korean War,

Enyart retired as a master ser-

geant after 21 years of service.

He was classified at 20 per cent disabled and thus eligible for ex-

tensive educational assistance.

He took a Veterans Administra-

tion course and was considered the best qualified to do certain kinds of

mechanical work. One of the

schools recommended by the

VA was the Institute of Coin

Operations.

"It seemed like a very good
idea to me," Enyart told Bill-

board. "In only five months I
could learn a new trade. Now,

looking back over that five months I realize that it was even better than I had expected. I learned a lot and enjoyed learning it.

"No, I don't have a job lined
up yet," he said. But this is the

last thing I'm going to worry about. The graduate of this

school has no problem getting a job. In fact, Jack (Moran)
could place me tomorrow. But I would rather go see several operators

in my home town myself. I feel I'd like to meet my employer and give him a chance to meet me. I'm looking for a permanent job and I want to go into it with both eyes open."

Wayne Love, of LaFeria, Texas, is paying his own way.

(Continued on page 62)

COIN MACHINE news

NEW YORK—Operators sur-

veyed recently explained how—

unlike many record retailers —they are able to avoid getting

hurt by manipulation of Top 40

radio playlists.

While recognizing the salutary

effect of air play on the jukebox

playmater, operators also know that the unpredictable disappear-

ance of a type record from a

station playlist can stop the mer-

dle dead.

The fact that operators needn't

"cover themselves" with a new

release immediately as must re-
tailers is—to the dissatisfaction of many record promotion men —perhaps their salvation.

Operators talk this way in radar sheet manipulation.

"Usually kids won't try rec-

cords on machines unless the

local station is playing them,"
says Dino Donati, owner of

Granite State Music, Manches-

ter, N. H. "And that means they

stop dropping dimes in the boxes when the radio play stops—or when the disc drops off the sheet."

Charlie Bennett of Regal Mu-

sic Co. here said: "Unless a pop

record is advertised as a product —that is unless it receives air play—people won't play it on jukeboxes. There are too many permanent pockets and I want to go into it with both eyes open."

Jimmy Nolan, of LaFeria, Texas, is paying his own way.

(Continued on page 62)

How Not to Get Hurt By Radio Sheet Hypes

MADER (LEFT) AND HUFFMAN: Both married; both getting federal grants; both helped by Bob Rendue.

JIMENEZ: "Who would hire a man with no experience?"

LOVE: "I'm going to be a top mechanic."

About Those 'New' Labor Laws: The MDIA

First of a series.

By S. JOHN INSALATA

Our changing society has brought new laws governing some aspects of employer-employee relations. With the new

laws have come some fears, illu-
sions and misinformation—

particularly in the minds of many

medium and smaller-sized em-

ployers.

In this and coming articles, we'll summarize the essential points of the new laws so you can par-

tatively recent federal labor

laws in an effort to allay some

fears and inform the operator

about the basics of these laws.

The laws we'll be summariz-

ing are (1) The Manpower De-

velopment and Training Act of

1965, (2) The Equal Pay Acts of


velopment Act.

Through termed "new" laws, none of these enactments except the Public Works and Economic Development Act of 1965 may really be considered a recent law. All five laws are the produc-

tion of national trends and Con-

cgressional action of the 1960's. Some of the duties and obligations as well as their classification, if they codify date, it would be argued by many, from pre-

cedent in earlier acts. But

(Continued on page 60)

House Group Approves Copyright Bill's Text

The copyright terms for com-

munity antenna systems were

altered, and have had recently been shown to the Senate

Copyrights Subcommittee. These alterations are of particular interest to music license

ners, and CATV people want changes in the copyright proposal limiting CATV

liability.

On Senate Side

On the Senate side, there are no further changes expected on the re-

leased House copyright revision bill this session. The subcommittee staffers say no date has been set for hearings before the forthcoming 90th Congress, which convenes its first session in January 1967. A number of witnesses have been asked to be heard on contro-

versial issues.

The copyright group had time for only a week's hearings last year, at which music publishers amended the bill's proposed rates of 3 cents per second or 1 cent per minute on the first 1-minute minimum. Record people argued for the present 2-cent rate, with a quarter cent per minute of play.

The revised bill gives listeners the first 5 minutes of play for free, but at the same time, providing sound recording拷贝 - duplication — both with and without permission — for rights for records. Alan Bushman, counsel for broadcasters and music pub-

lishers, has put up tough but a fight against what they call a "second" performance royalty on copyrighted music on rec-

ords.

OCTOBER 1, 1966, BILLBOARD
EXPORTS TO W. GERMANY

Volume Increase Continues During First 1966 Quarter

WASHINGTON, D. C. — First 1966 quarter shipments of new U. S.-manufactured coin machines to West Germany, according to figures released by the Department of Commerce, indicate continued growth in that market. During the quarter of games shipped during the January-March period rose from $656,393 during the span last year to $1,277,260 this year. The 1964 figure for the quarter was $424,472.

From $1,306,571 in dollar volume for the first 1965 quarter, phonograph shipments dropped slightly to $1,097,132 worth of new equipment during the first 1966 quarter. In 1964, $1,108,209 worth of new jukeboxes were shipped to West Germany during the first quarter from U. S. plants.

Vending machine shipments for the quarter rose from a 1965 figure of 3,625,277 to $740,309 this year. The value of new coin machines shipped from U. S. sources to West Germany during the first 1966 quarter was $2,265,001, compared with a $2,815,251 total last year. Run-down on first quarter coin machine shipments to West Germany for the past three years is as follows:

<table>
<thead>
<tr>
<th>Month</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan.</td>
<td>$419,951</td>
</tr>
<tr>
<td>Feb.</td>
<td>$997,132</td>
</tr>
<tr>
<td>March</td>
<td>$1,097,132</td>
</tr>
<tr>
<td>Total</td>
<td>$2,414,207</td>
</tr>
</tbody>
</table>

Table continued on page 59

AIR EXPEDITING of shipments to Europe has been instituted by Rock-Ola Manufacturing Co., because as company executive vice-president Ed Doris puts it, "The demand is so great that when shipping overseas we can't wait for the transportation." A. W. Adickes, owner of Nova Apparate, Hamburg, called the company's Chicago plant recently requesting immediate shipment of new Rock-Ola Cordonato, Model 431, because a number of customers were awaiting delivery. Hence this shipment shown here loading at O'Hare Field, Chicago.

About Those New Labor Laws: the MDTA

They are "new" in that many persons do not know of their existence or fail to clearly comprehend their implications. These key pieces of legislation may have profound effects upon the coin machine industry. They do not single out the industry for special treatment but blow the regulations, court decisions, rulings, etc., which individual establishments follow could possibly have special application to the coin machine business.

The MDTA

The oft-discussed Manpower Development and Training Act has been passed which has been in the coin machine press much of late with respect to training schools, has features in it which involve more than training schools as well as other industries and training institutions. Hence the MDTA has been waiting for its "birth." It was born, in fact, under the Act's provisions. Popularity could be the MDTA, this Act combines several programs which may or may not be altogether related. This law is described as the first federal legislation to provide for a nationwide program for training and retraining with respect to the unemployed and the under-employed. This is not done merely to aid individual workers. It is done to help suppliers also, as more and more skills and abilities are facing the world of work, and jobs in the next 10 years may not be those that have been created in the past. The new labor laws change the old rules, and the new, too, fill a need for a comprehensive training program.
Revolutionary new way to make money!

Seeburg's new coin-phonograph includes a revolving display that shows up to 15 Little LP album covers keyed to the selection panel. We call the phonograph the Seeburg Stereo Showcase.

More than just an eye-grabber! This display merchandises the music. Shows patrons what the great new hit stereo albums are. Stimulates extra play. (You benefit from overplay, too. The Seeburg Stereo Showcase also offers a dollar-bill acceptor as an optional accessory.)

Display shifts from album covers to a romantic scenic panel, if you prefer.

Sets the atmosphere for fun and entertainment.

Makes them put dollar bills in the slot or coins in the chute to enjoy the best in stereo. If you haven't seen the Stereo Showcase yet, you're missing the greatest new entertainer Seeburg has ever produced. Call your Seeburg distributor right away.

It Moves the customers, too.
A New Breed of Serviceman

*Continued from page 39*

through school. "I had part of a small route," said Love. "But things weren't going as well as I'd hoped and, after a while, I decided to go to a trade school on the West Coast. A trained mechanic can get as much as $125 weekly to start. If you're good you can make about $175 after a while. I think that's a good future." Allan Mader, 22, and Richard Huffman, 30, are both from Wisconsin and were both helped to the school by Bob Roneau of Chicago's Empire Coin. Mader is starting his career. Huffman is changing fields. Both came to the school with the help of federal funds. Both brought their families and about $100 cash with them. They are finishing their third week of school and the government checks have not arrived.

"They'll get here," said Mader, "you just have to realize when dealing with federal agencies that nothing is going to happen overnight. You've got to be patient." They are giving us some travel money," said Huffman. "And the government is paying us a set rate of subsistence. It means about $90 a week and is enough to get by on. The tuition is paid directly to the school—although Jack can't bill the agency until the program is half over. He bills for half then and a half after we graduate." He decided to get into this business because my father-in-law, who is an operator, explained it to me and convinced me there is a good future here," said Mader. Bob Roneau told us how to get government funds and in three weeks I was in school.

"It took me five months to get in," said Huffman. "I didn't know of any of the things that I didn't know. You have to keep calling the agency and asking them for action. That way you get much faster results." "Bob Roneau convinced us to go to this school," Huffman said. "He had known me for some time and knew that I had been trying to change fields—I had been a shipyard welder for several years and I wanted to get out for health reasons. He contacted several operators and found one who said: "You could be hired here if I graduated. Once that was done, it was only a matter of time. When I1 and I2 graduate we are both going to work for the operators who signed for us—he to his father-in-law. We're both looking forward to starting work." Richard Jiminez, 22, of Denver, said he was always interested in getting a job in the industry and tried to sign on as an apprentice for various firms—"with no luck. "Who would hire a man with no experience?" he said. Finally, I sent to this school by the Welfare Program—"you have to be either unemployed or underemployed to qualify for it. As far as I know, it is the best thing in every section of the union. I'm married and have two children and need a good steady job that pays enough to give me some sort of future. This school is giving me the opportunity I wanted." There were 30 students at the school. They were divided into two classes and were working hard. Occasionally, puzzled expressions appeared on their faces, hands shook up into the air and questions were asked. Instructors paused to explain. In his office, Jack Moran was talking on the phone. "We've only got 20 students," he was saying. "If you tell me you can hire that many who don't you send me some people? I'll train them. You just get them here.

‘New’ Labor Laws: the MDTA

*Continued from page 60*

This type of manpower research will be carried on under Title I of the MDTA amendments, which were added with the passage of federal laws dealing with the "War on Poverty."

From its inception the MDTA has been very receptive to whatever manpower needs are catered to by training programs designed to cut down on the number of unfilled jobs. One drawback has been that a person will not be trained for a particular occupation unless there is a reasonable expectation that he can realistically find employment in that occupation. This calls for close co-operation between employers and the government to be certain that men are not graduated as electrical engineer-type trainees and expected by employers to become routemen performing no electrical expert work, etc.

Statistics show that about 75 per cent of the graduates of MDTA training courses find employment, and have earned up to about $5,500 average salary in their new positions. The following persons may be selected for MDTA training:

1. Those who are working substantially less than full time.
2. Those who are unemployed.
3. Those who are currently working below their capabilities (skill capabilities).
4. Those who will either be unemployed or will soon be working less than full time because their skills or trades or occupations are no longer needed.

Much of the administration of the Act, technically under the U.S. Department of Labor, is actually carried on by or in co-operation with the U.S. Employment Service or its affiliated State employment services. State employment services are charged with such tasks as interviewing prospective trainees, aiding or carrying manpower research studies and assisting in the placement of MDTA graduates.

Some fears have been expressed by the business community that perhaps our public employment services are expanding their duties beyond what the rules of such State or federal agencies should be in our national economy or political system. However, one point stressed by government spokesmen and legislators is a firm commitment to the national policy of pluralism. This means that the government is taking responsibility for dealing with the expanded duties of the public employment agencies, and that they are not intended to replace or eliminate private employment agencies, trade associations, nonprofit placement or school placement services, etc.—the country needs all of these together.

Summing it all up, the MDTA seems to be a continuing federally encouraged training network, which will change from time to time, emphasize on-the-job training a bit more, in the future, and possibly prove a source of information, suggestions, for new government section, and needed workers in business firms now seeking skilled and semi-skilled employees.

The author is one of the top labor experts in the industry. He holds a Master’s Degree in industrial relations from Loyola University, Chicago, and is a former member of the staff of the National Merchandising Association. This article and two coming installments will appear in each issue for 10 cents per copy (bulk rates of 25 cents per copy, 50 cents for 100 copies, 50 cents for 1000 copies).

Write LABOR LAW REPRINT, BILLBOARD MAGAZINE, 120 E. Washington Street, Chicago, Illinois 60601.

Next week: The ARA and the EDA.

It Promises to be the Greatest!

MOA CONVENTION AND TRADE SHOW

Pick-Congress
Hotel, Chicago, Friday, Saturday, Sunday, October 28, 29, 30

All major phonograph and audio-visual manufacturers, record companies, amusement machine manufacturers and allied industries will be exhibiting.

Exhibits open Friday morning. Outstanding industry seminar in afternoon on record programming, record promotion, music merchandising, industry image—and tackling the question: It Your Juke Box III?

Complimentary brunch and membership meeting on Saturday, featuring distinguished speaker, discussion of royalty question, presentation of MOA Merit Awards.

Convention closes with gala banquet and stage-show Sunday night with some of the country’s best-known talent.

Music Operators of America, Inc.
228 North LaSalle Street • Chicago, Illinois 60601 • (312) 726-2810

PUBLICITY MATERIAL

www.americanradiohistory.com
THE BLUEBOOK

Mean Valuation of Used & Reconditioned Coin Machines
Oct. 1, 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.

POOLS & SHUFFLEBOARDS

All-Tech Industries

<table>
<thead>
<tr>
<th>Model</th>
<th>Size</th>
<th>Price $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gold Crest</td>
<td>3(1/2 x 6)</td>
<td>260</td>
</tr>
<tr>
<td>Gold Classic</td>
<td>4(1/2 x 9)</td>
<td>250</td>
</tr>
<tr>
<td>Gold Gold</td>
<td>3(1/2 x 7)</td>
<td>360</td>
</tr>
<tr>
<td>Gold Gold</td>
<td>4(1/2 x 8)</td>
<td>245</td>
</tr>
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</table>
| American Shuffleboard
| Bat Shot       | 57' x 40'| 750     |
| El Deluxe      | 57' x 43'| 825     |
| El Deluxe      | 57' x 45'| 975     |
| El Deluxe      | 60' x 45'| 1015    |
| El Deluxe      | 60' x 49'| 1065    |

National Shuffleboard

<table>
<thead>
<tr>
<th>Model</th>
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<th>Price $</th>
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</thead>
<tbody>
<tr>
<td>Antique</td>
<td>2227</td>
<td>575</td>
</tr>
<tr>
<td>Antique</td>
<td>2227</td>
<td>750</td>
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<td>2227</td>
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<td>1400</td>
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<tr>
<td>Antique</td>
<td>2227</td>
<td>1575</td>
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<tr>
<td>Antique</td>
<td>2227</td>
<td>1875</td>
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<td>2227</td>
<td>2075</td>
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Gold Coast

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<tr>
<th>Model</th>
<th>Size</th>
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<tbody>
<tr>
<td>Deluxe Regular Kubb Pool</td>
<td>36' x 40'</td>
<td>175</td>
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<tr>
<td>Deluxe El Dorado Mark I</td>
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<tr>
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</tr>
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<td>Deluxe El Dorado Mark III</td>
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</tr>
<tr>
<td>Deluxe El Dorado Mark IV</td>
<td>65' x 57'</td>
<td>500</td>
</tr>
<tr>
<td>Deluxe El Dorado Mark V</td>
<td>64' x 64'</td>
<td>600</td>
</tr>
<tr>
<td>Deluxe El Dorado 66</td>
<td>77' x 45'</td>
<td>500</td>
</tr>
<tr>
<td>Deluxe Satellite</td>
<td>77' x 45'</td>
<td>350</td>
</tr>
</tbody>
</table>

Ring-O Round Pool Table

<table>
<thead>
<tr>
<th>Model</th>
<th>Size</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Grand Hotel</td>
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<td>325</td>
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ARCADE EQUIPMENT

Auto Photo

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<tbody>
<tr>
<td>Model 9</td>
<td>550</td>
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<td>Model 12 Studio</td>
<td>No Avg.</td>
<td>185</td>
</tr>
<tr>
<td>Model 14</td>
<td>No Avg.</td>
<td>225</td>
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Bally

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<tbody>
<tr>
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<td>1(1/2)</td>
<td>150</td>
</tr>
<tr>
<td>Blasting Practice (B/P)</td>
<td>8(8/9)</td>
<td>110</td>
</tr>
<tr>
<td>Deluxe Practice (D/P)</td>
<td>5(5/9)</td>
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</tr>
<tr>
<td>Derby Gun (D/G)</td>
<td>2(2/6)</td>
<td>115</td>
</tr>
<tr>
<td>Fan Crane (F/C)</td>
<td>2(2/6)</td>
<td>100</td>
</tr>
<tr>
<td>Fan Phone (F/P)</td>
<td>3(3/6)</td>
<td>15</td>
</tr>
<tr>
<td>Gun Scope (G/S)</td>
<td>2(2/3)</td>
<td>No Avg.</td>
</tr>
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<td>Gun Scope (G/S)</td>
<td>3(3/6)</td>
<td>65</td>
</tr>
<tr>
<td>Gun Scope (G/S)</td>
<td>6(6/3)</td>
<td>No Avg.</td>
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<tr>
<td>Gunper U9450</td>
<td>593</td>
<td>105</td>
</tr>
<tr>
<td>Heavy Hitter (H/H)</td>
<td>4(4/9)</td>
<td>80</td>
</tr>
<tr>
<td>Markman (M)</td>
<td>611</td>
<td>100</td>
</tr>
<tr>
<td>Meen Rudder (M)</td>
<td>2(2/6)</td>
<td>120</td>
</tr>
<tr>
<td>Sharpshooter (S)</td>
<td>2(2/6)</td>
<td>110</td>
</tr>
<tr>
<td>Skull Derby (S/D)</td>
<td>10(10/6)</td>
<td>145</td>
</tr>
<tr>
<td>Spinzer Nosey (S/N)</td>
<td>2(2/3)</td>
<td>80</td>
</tr>
<tr>
<td>Spook Gun (S/G)</td>
<td>9(9/8)</td>
<td>165</td>
</tr>
<tr>
<td>Table Hockey (T/H)</td>
<td>2(2/6)</td>
<td>115</td>
</tr>
<tr>
<td>Underside Racer</td>
<td>75</td>
<td>75</td>
</tr>
</tbody>
</table>

M. O. A. CONVENTION

DATES: OCT. 28-30
Pick Congress, Chicago

N. A. M. A. CONVENTION

DATES: OCT. 29-NOV. 1
McCormick Place, Chicago

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OCTOBER 1, 1966, BILLBOARD

63

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Silverberg Celebrates 30th; Shows Rowe Phono

KANSAS CITY, Mo.—Harry Silverberg celebrated his 30th year in the coin machine business during a graciously hosted two-day showing of the Rowe Music Merchant at the Executive Inn here last week (17-18).

Under the direction of staffer Jerry Becker, the showing was keyed to Rowe's around-the-world tour promotion. A travel bureau booth was prominent with attractive airline hostesses in attendance both Saturday and Sunday.

Harry and his charming wife, Rose, about to embark on a tour of the Orient themselves, left nothing undone. The actual Rowe program was presented thoroughly but not tediously. There were attractive door prizes. A cocktail bar was later opened and a lavish buffet supper served the large gathering.

Here from Rowe were Jim Newland, Paul Heubach, Joe Barton, Billy Keel and Carrol Bishop.

The occasion also allowed for the introduction of W. B. Music's newest staffer, Glenn Parsons, Parsons, a former operator in nearby Warrensburg, Mo., and for some years with National Rejection, now travels Nebraska for W. B.

Wayne Aurenger and Art Houser were two more recent W. B. staff additions introduced at the affair. In addition to ence Becker, staffers Jim Jackson and Bill Mandina were also on hand as were several office employees and wives of staff members.

Typical of operators traveling in from remote parts of W.B. territory were Arnold Bailey of Jeffersonville, Ind., John Storer and Walter Cobb from St. Joseph, Mo., and several operators from Springfield, Mo., and points in Kansas.

Sunday's attendance was held down somewhat due to the fact that many area operators check routes over the weekend. Sunday's open house drew well, with most metropolitan operators, such as Missouri association proxy John Masters, in attendance.

Empire School

MENOMINEE, Mich.—On October 4 and 5, Empire Distributing, Inc., branch here is hosting a service school for area operators and service technicians.

Joe Findlay of Rock-Ola and Bob Jones of Midway will be the instructors.

Billboard's

COIN SECTION

Music—Vending—Amusement Games

is edited to provide the operator with industry news and ideas for additional profit-making opportunities.

USE COUPON BELOW. You'll receive 52 weekly issues of Billboard which includes six directory issues as they are published during the year. As a bonus gift, we'll mail the 108 page 1966 Coin Machine Directory by return mail.

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Established 1934

ATLAS MUSIC COMPANY
2155 N. WESTERN AVE. CHICAGO 6, ILL. ALBECIAN 6-5000

Radio PERSONALITY Sig Saccow, left, makes selection on Rowe Music Merchant under guidance of Eddie Ginsburg.

An Atlas-Style

AURORA, ILL. party came in to view the new Rowe products. From left, Bernard Christoffe, Bruce Johnson, Louise Johnson and Frances Christoffe, all of Twin Oaks Music.

ROWE SALES MANAGER Joe Barton, right, chats with unidentified operator at Atlas Music's Chicago showing.

CHICAGO — It was what Rowe sales manager Joe Barton calls "a sit-down show." But most of the men present—women, too, for everybody knows they decide what to buy—were milling around the machines.

For many operators at Eddie Ginsburg's product party at the Sheraton Blackstone Hotel Crystal Ballroom here last Sunday it was their first Rowe-rama.

Observed Eldridge Treadway, formerly a serviceman with Red Wallace down in West Virginia, now in Gary, Ind., "I've been to a lot of these things and I've never seen so many people excited. There are some good ideas on that box.

"Say, have you seen Red lately? He's a hoot of a guy...."

"I'll say it again," said Barton.

"These distributors didn't have to stage these sit-down showings. They just want to because they feel they have something special to show off. I've been to six shows in the past eight days and all the distributors have been testing nice parties.

"And listen to this. At every show I've been looking at negatives. Can't find any. I've never seen enthusiasm so high."

"Remember that interview Billboard did with Jack Harper? He spread credit over the entire organization, but he has given tremendous leadership—and that's the reason for our progress."

Ronald Sig Saccow, Chicago showroom manager, interviews Atlas president Eddie Ginsburg into a corner and turned on the tape recorder. The following night people in 30 States heard Eddie for 10 minutes over WIN radio say something like this:

"Sig, these 350 people here from all over the States are music operators, professional men leaders in their communities."

"This is a breakthrough. It's the first Jake—bust guaranteed to merchandise music in the location. And any location would be proud to have it. Yes, it takes dollar bills. Yes, you can change the front panel for a new product whenever you want to. There will be holiday panels—they're even working on a pop art panel, I know, Sig. You're fond of pop art."

"Across the crowded room as Eddie talked, Sam Kelber and Arlington Heights, Ill., operator Andy Honch were discussing the "flash play" aspects of the change-a-scene panels while Joe Kline described the two "play—me" records to Andy's son, Wayne, and wife, Beverly.

"Few people go into a location for the purpose of playing a jukebox," Kline said. "They must see it or hear it first. But this photograph will grab them."

A play-me record clocked on and Andy Williams plugged Tony Bennett and Columbia Records. The day the label gets plugged has returned. It's a lot of record coins.

(Continued on page 65)
Affair Brings Men, Machines Together

Continued from page 64

Stanley Levin, known as an audio-visual expert, was meantime in another room describing the Rowe Phonovue to two operators. "The Rowe-AMI audio-visual adaptor is exclusive," he remarked. Paul Hesch, who was standing nearby, added, "And there's 100 wait's of solid-state power to put it over."

A Rowe engineer—one of the geniuses who can turn a hotel ballroom into a jukebox location in a couple of hours—slipped a record into one of the Phonovue slots in the mechanism for synchronizing with the 8mm cartridge film. The record was "Baby, Let Me Bang Your Box." A lady viewer said, "That girl is quite undressed."

Les Montooth of Peoria, Ill., was sitting and sagoing it all in.

An operator's wife read in a velveteen-covered booklet: "The compact, European vacation. Six jukeboxes. Fourteen days. All expenses. Spectacular swing through Europe's fascinating spots. See the castles along the Rhine..." she said. "You'll call Eddie Ginsburg tomorrow."

Chicago association president Earl Kins walked off an elevator and up to a reception table and picked up a pin that read, "GABAYO."

"What's that mean?" he asked.

"Give me a buck and you'll find out," answered a willowy blonde named a Barbara Jarog. Nothing turns an operator on like a new jukebox.

WAYNE HESCH, young operator executive from Arlington Heights, Ill., and wife gaze intently at new jukebox during Atlas showing.

PEOPLE-PRODUCTS PORTRAIT. From left, Carl and Juanita Hubert, Rowe Music Merchant, Gladys and Carl Ambrosten, Rowe Phonovue and Eldridge Treadway, formerly with John Wallace in Oak Hill, W. Va.

Group photographed at recent Atlas party in Chicago.

2 1/4" MAGNETIC CUE BALL
ALL 16 BALLS NOW SAME SIZE

WAYNE HESCH, young operator executive from Arlington Heights, Ill., and wife gaze intently at new jukebox during Atlas showing.

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CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

NYSMOS, Paul, right, and Peter, of A A Music, Rockford, Ill., relax at Atlas party and view the new Rowe Phonovue.

THE NYSMOS, Paul, right, and Peter, of A A Music, Rockford, Ill., relax at Atlas party and view the new Rowe Phonovue.

OCTOBER 1, 1966, BILLBOARD
American Electra & Classic

Although one is the perfect pool table for your location. The Electra features an electrically operated drop coin mechanism (used with either a battery or available current) while The Classic features a "feather touch" check-proof coin mechanism.

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4. Center Target Scores Special When Red and Yellow Lights Are Paired in Special Section.
5. Target scores mystery special when other red and yellow lights are paired.
6. 3 or 5 Ball Play, Match Feature

Gottlieb's

Cross Town

That Extra Touch of Quality and Originality

Expect 600

At Concord

New York — Some 600 local operators and distributors are expected to attend this year's annual coin operators convention at the Concord Hotel at Lake Hopatcong, N.J., according to Ben Chicofsky, general manager of Music Operators of New York.

Chicofsky added that at least five record companies and several record distributors will be on hand for the three-day affair. Columbia Records, Liberty, London, Capitol and Epic will all be represented at the convention which is jointly sponsored by MONY, the New York State Coin Machine Association and the Westchester Operators Guild.

Chicofsky said there were only a few reservations left and that anyone still planning to attend who hasn't notified Chicofsky should do so immediately. Most of the three days will be devoted to the Concord's various activities and several cocktail parties. There will be gifts for the ladies and the evening will be capped by a symposium covering problems of the coin industry.

Drive Mobiles
150
Flying Scientist
110
K.O. Champ
145
Lord's Prayer
100
Mr. Deluxe
700
Silver Gloves
135
Sky Fighter
135

Southland Engineering
Fast Draw (63)
145
Little Pro (3/64)
140
Speedway (4/63)
185
Telegames
65
Time Trials (9/63)
225

Standard Harvard
Metal Typer
165
United Mfg.
Bonzo Baseball (3/62)
160
Jungle Gym
129
Yankee Baseball (3/59)
140

Williams
Cruisader (6/59)
145
Deluxe Baseball Champ (5/61)
175
Double Play (4/65)
325
Extra Innings (5/62)
210
Grand Slam (3/64)
150
Hercules (2/59)
145
Hollywood Driving Range (4/65)
275
Jolly Joker
185
Major League (3/63)
260
Major League (60)
260
Mini Golf (10/64)
230
Official Baseball (4/60)
145
Pepsi's the Clown
80
Pitch & Bat 2/P (4/66)
95
Pitcher Hitter (4/59)
130
Racing Racer (5/62)
125
Sidewalk Engineer
75
Space Glider
100
Titan (4/59)
160
Ten Pins
80
Ten Strike
85
Voice-O-Graph (6/2)
1,000
World Series (5/62)
225

Kiddie Rides
All Tech
Indian Scout
300
Satellite Explorer
295
Cross Country Racer
230
Musical Ferris Wheel
230

Bally
Little Champion
185
Fire Chief
185
Toonerville Trolley
200
Champion Horse
240
Pony Twin
275
Space Ship
300
Speed Boat
200
Western Express
300
Kiddie Bike
225
Model T Hot Rod
225
speed Queen
225
Bucky Bronco
375

Bert Lane
Merry-Go-Round
150
Miss America Boat
150
Fire Engine
150
Lantern
165
Whirlwind
200
Moon Rocker
200

Capitol
Donald Duck
150
See Sergeant
145
Merry-Go-Round
165
Pony
165
Elephant the Cow
165
Palomino Horse
200

Chicago Coin
Super Jet
150
Round the World Trainer
175

Decca
Merry-Go-Round
150
Space Ranger
150

Exhibit
Big Bronco
135
Mustang
135
Sea Skates
135
Space Patrol
135
Red Nose Reindeer
135

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October 1, 1966, Billboard
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