Project 3 Is
Name of Light, Singer Label

NEW YORK—Project 3 is the name of the new label owned jointly by Ennio Light and the Singer Co. The label will carry the logo "The Total Sound."

Light disclosed that the label's first single by a new group, The Kansas Cousins, will be released this week. Sides are "You Are Never There," b/w "Hold Me." Light described the record as "rock beat." The group consists of eight boys and four girls, backed by the Lou Davis orchestra.

Set for release this month are six LP's. Light said that key executives are being lined up and will be announced shortly. Light's partner in the venture will provide the operation with a substantial reservoir of working capital. Singer grossed nearly $1 billion last year.

Album releases will be accompanied with simultaneous releases of open reel tape and operates some 6,000 retail outlets.

(Continued on page 8)

Battle on for 'Airless' Acts

By CLAUDE HALL

NEW YORK—Faced by the tight playists used by most format radio stations, many record companies are reaching out for "underground" groups—any getting nearly all of their exposure in coffee houses. The hottest battle at present is among MGM Records, Atlantic Records, and ESP Records to sign the Fugs.

The Fugs' first LP on ESP Records, has been on the BILL. (Continued on page 8)

Polydor Will Buy Aberbach Rights

By OMER ANDERSON

HAMBURG—Aberbach is negotiating the sale of all its copyrights to Polybor, an arm of Deutsche Grammophon.

Trade sources say that about 10,000 foreign and 5,000 domestic copyrights are involved. Negotiations have been in progress for several months and are now reported to be almost complete. The Aberbach acquisition is regarded in the German trade as being guided by Deutsche Grammophon's intention to expand into publishing and films.

In this connection, the German trade publication Musikmarkt says Grammophon intends following an aggressive expansion program similar to that which has been pursued by Bertelsmann, which publishes and produces records (Alida-Emilie), produces films (Universum-Film), operates book and record clubs, etc.

Special Fall Classical Section . . . Pages 52-62

(Advertisement)

The International Music-Record Newsweekly

House Group

OK's Revision On Copyright

By MILDRED HALL

WASHINGTON — The full House Judiciary Committee last week whipped through approval of the omnibus copyright revision bill, H.R. 3437, a scant week after the House Copyright Subcommittee unanimously voted it out. The procedural revamping of the old 1909 copyright law will also revamp the mechanical rates ceiling for record manufacturers made under compulsory licensing, raising it to 2½ percent per tune, or one-half cent per minute of play, whichever is more. This is a compromise between present 2-cent rate ceiling, and the 3-cent rate urged by music publishers.

The bill is the culmination of over a decade of struggle for compromises between creators and users. Earshot-ground-breaking was done by the Copyright Office and industry panels. More recent final drive to rewrite the outmoded 1909 law

(Continued on page 8)

BILL COSBY — 4 ALBUMS ON THE CHARTS!!
Now Available!

ELVIS'

Complete RCA Stereo 8 Cartridge Tape Catalog

PARADISE, HAWAIIAN STYLE
P8S-1165
FRANKIE AND JOHNNY
P8S-1100
HARUM SCARUM P8S-1087
ELVIS FOR EVERYONE!P8S-1078
GIRL HAPPY P8S-1018
ROUSTABOUT P8S-1143
KISSIN' COUSINS P8S-1142
ELVIS' GOLD RECORDS, Vol. 3
P8S-1057
FUN IN ACAPULCO P8S-1141
IT HAPPENED AT THE WORLD'S
FAIR P8S-1140
GIRLS! GIRLS! GIRLS! P8S-1139
POT LUCK P8S-1138

BLUE HAWAII P8S-1019
SOMETHING FOR EVERYBODY
P8S-1137
G.I. BLUES P8S-1169
ELVIS IS BACK! P8S-1135
HIS HAND IN MINE P8S-1136
FRANKIE AND JOHNNY/
SOMETHING FOR EVERYBODY
Twin-Pack (2-L.P. equivalent)
P8S-5042
BLUE HAWAII/POT LUCK
Twin-Pack (2-L.P. equivalent)
P8S-5044
G.I. BLUES/ELVIS IS BACK!
Twin-Pack (2-L.P. equivalent)
P8S-5043

This 3½" x 5" photo, in full-color, will be included with each Elvis cartridge...while they last!

Check your distributor for Elvis' new full-color Stereo 8 catalog.

RCA STEREO CARTRIDGE TAPES
8
©1961 The most trusted name in sound
8-track cartridge tape developed and introduced by RCA Victor
N.Y.- PREMIUM SHOW'S LEAD ITEM: CARTRIDGES

NEW YORK—Eight record companies wheeled and dealed—along with dozens of persons in other industries—Sept. 26-29 at the New York Premium Show, but tape CARTRIDGES seemed to be creating the most excitement and activity. Among the record companies exhibiting were: Ambassador, Capitol, Columbia, Connoisseur, MGM, Pickwick International, Premier Albums and RCA Victor. That a whole group of record companies, including a number of distributors, Playtape’s 2-track system, the Philips reel-to-reel unit and RCA’s Victor had a Lear Jet unit on hand to demonstrate its cartridges.

Grefit and Garris Go With Go-Go Records

LOS ANGELES—Personal management firm of Charles Grefit and Martin Garris have formed Go-Go Records to release material from domestic and international sources.

Label president Grefit indicates the company will purchase or lease outside masters and will make a concerted effort to introduce foreign artists and gain representation of artists who have a domestic disk output.

The first group is a quartet known as the Little Lampoons, headed by Dr. West’s Medicine Show. The Lampoons’ first major single is the debut single is “The Egg Plant Thaatt Chicago” backed with “Memphis.” The group wears paint on their faces and is described as a “psychedelic” effect, and their instruments include tin pots and paper plates. Distributors already have been set up locally, in Chicago, San Francisco and New York, as the first phase in acquiring national representation. Independent promotion men in these areas will work on the debut single. “Rather than just go with rock ‘n’ roll acts, we’re looking for unusual, unique acts,” Grefit, co-manager of the New Christy Minstrel and Stan Kenton, explained.

As Grefit is in the company we are newly hared Tony Garris as their new worldwide booking and artist manager, and Dr. West’s Medicine Show to book under the new label’s banner. Artistic consultants are Dick Hyman, Toots Thielemann, the Ray Charles Singers and Dick Severinson, with the last named doing the love theme from the forthcoming film, “Is Paris Burning?”

The emphasis on singles is new for Command, Loren Becker, vice-president and general manager, said the singles product will not be “teen-oriented” and that the singles will not rely on gimmicks and echo chambers, but will be in the same bag as the Command album product.

Becker will attempt to zero in on a single segment of the singles market, but a segment that Defendant Becker looked. He reasons that the overwhelming majority of the singles market is top 100 for both mass pop market with the hard rock and rock and roll. Since Command will sell on Command labels will also sell on singles.

He feels that by featuring competition in the mass market and hoping for a big share of the market, the Command label can rack up respectable singles sales.

No Illusions

Becker has no illusions about a market three strikes rule—“It’s negotiable as far as he is concerned that the young students will buy records which emphasize sound and musicianship; if these records are made available.

Chiantia NMPA President—Maxin Takes Second Spot

NEW YORK—Sa Chiantia has been elected president of the National Music Publishers’ Association. The previous president was Arthur Israel Jr., who died early in September.

Chiantia, a vice-president of MCA Music, has been a member of the board of directors of the Music Publishers’ Association of the U. S., Inc.

Arnold Maxin, vice-president and general manager of Victor Music Works, was elected to succeed Chiantia in the post of vice-president. Maxin was president of MCA Records before he was appointed president, where he divested Metro - Goldwyn - Mayer.
Atlantic Sharpens Hot Overseas Ratings With Additional Deals

Atlantic is currently riding high in England with discs by Sonny & Cher, Wilson Pickett, and Otis Redding. Percy Sledge's "When a Man Loves a Woman" and "Tender Love" have been solid smashes throughout Europe, including England, France, Holland, Sweden, Switzerland and the Scandinavian countries. Wilson Pickett, Otis Redding, Joe Tex, Sonny & Cher, Herb Mann, Charles Lloyd, Sam and Dave, are other outstanding sellers on Atlantic through Europe.

Contributing to the success of the Atlantic product abroad have been many tours made by Atlantic Stars, Arista and Volt artists. Sonny and Cher, Otis Redding, Wilson Pickett, Solomon Burke, Charles Lloyd have all made trips to Europe. Sam and Dave and Junior Wells are there right now and plans are being made for many other Atlantic-Starr artists to perform in Europe.

Concurrent with the acceptance of Atlantic overseas, Atlantic Records will be releasing records in this country by some of Europe's top names this winter. Atlantic has scheduled Sonny and Cher, Wilson Pickett as well as the British disk star Minnie Mouse for mid-October. The young singer, whose style has been described as "a cross between Edith Piaf's, has scored throughout Europe.

EXECUTIVE TURNTABLE

Charlotte Gilbert has been appointed director of promotion and publicity for the Classical Division of Mercury Record Productions. Mrs. Gilbert's new post covers the firm's three classical labels, Mercury, Philips and World Series. She will report to Harold Lawrence, head of Mercury's Classical Division, and will coordinate her activities with John Sipple, the firm's publicity director. Before joining Mercury in April 1965, Mrs. Gilbert worked for Atlantic, and prior to that time she worked out of the New York office, worked in both the music and film fields.

Carl Davis has been appointed artists and repertoire director of Brunswick Records. Davis will have direct responsibility for the recording of all new talent now on the Brunswick label, as well as the development and recording of all new artists and projects now being instituted by the company. In addition to his duties for Brunswick, Davis will also operate for the record company in the field of jazz promotion throughout the Midwest. He'll be based in Chicago, making periodic trips to the New York and Los Angeles offices. Davis will report to Nat Tarnopol, Brunswick's executive vice-president.

Pete Garris has moved into Scepter Records as vice-president of national promotion. He will also assist in the newly activated promotion department of the company. Davis was most recently associated with the Atlantic-RCA organization in New York City, Schecter's executive vice-president. At Scepter, Garris will function as national promotion manager for the company's West Coast office.

Kristin White has been named director of publicity for the talent management firm of Herbert S. Gart, Inc. She will handle artists of the firm's performers as Rutger Bregman, Merle Musante-Marie, the Youngbloods, Patrick Sky, O'Henry, Mississippi John Hurt, Hamilton Camp and the Hobbitts. Mrs. White had handled publicity for M. Hohner.

Dave Marshall has joined London Records as eastern regional promotion manager. He will be based in New England, Philadelphia, Washington and the Baltimore area. He'll be responsible for London offices in Hartford and Boston, and radio stations WILD in Boston, and WIDE in New Haven.

Ted Shapiro has been promoted from controller to assistant treasurer at Kapp Records, with Gerald Feigen moving up to the controller's slot. Shapiro has been treasurer and coordinator of production and secretary to treasurer at Narf March.

Lory Little has been appointed to the promotion staff of Atlantic Records to cover the mid-South, including Virginia, North Carolina and South Carolina. Little, who will be based in Norfolk, will handle promotion for Atlantic and other labels distributed by Atlantic. He will report to Henry Allen, who recently was promoted to national promotion man for Atlantic and Atco.
Ray Price is top draw.

He can handle a Country and Western song with a flair that few can match. And when it comes to sales, Ray is an expert sharpshooter who hits the bull's-eye with every album he makes. Now, he's about to add another notch to those already earned as he scores with an exciting new single...

"Touch My Heart" c/w "It Should Be Easier Now"

Ray's constantly selling albums:

Where the Ray Price action is always sure and steady. On COLUMBIA RECORDS.
Copyright Revision Bill OK'd
By House Judiciary Committee

---Continued from page 1---

is credited to Copyright Office Register Abraham Kaminsky, and by the Senate, with the heretofore efforts of the House Copyright Subcommittee under acting chairman Rep. Robert W. Kastenmeier (D., Wis.). The bill was held 22 days of open hearings last year, and held 51 consecutive sessions this year. Hope for floor vote is slim, with Congressmen anxious to get home for Thanksgiving, sponsors hope for a miracle.

The Committee Bill was not available to Billboard's deadline, but text of the amended bill indicates few substantial changes from the 1965 wording—with the exception of the new provisions for ending jingle box exemption and for dealing with Community Antenna cable pickup of TV programs.

The bill's ending of the jingle box is not without a historic first—but the statute provides for a compulsory licensing of jingle box operators, with a ceiling of $25,000 per year.

Negotiations are still going on between music publishers and jingle box operators, and a compromise on a new license terms. Neither side is too happy with the exclusive procedures which involves much bookkeeping. The question is expected to be raised in hearings when the Senate Copyright Subcommittee begins hearings on the proposed law, probably early in 1967. Typical of the jingle box programs are in seesawing pro and con views: see Coin Machine section.

By James V. Depue

Of interest to record companies: the bill gives sound recording a compulsory copyright against duplication for the first time in U. S. copyright history. But does not apply to performance rights—only the copyright proprietor of the original music is entitled to performance fees. Broadcasters and music publishers, however, have been granted a new lease on life, which gives them the right to make music useable for limited transmission, and to have copyrights granted automatically.

Also, recovery under the compulsory licensing section of the revised bill is not limited to the old style of licensing on the mechanical rate. Instead, infringement can bring suit for damages against the infringer, and in some cases a criminal conviction by the infringer. Or the copyright owner can elect statutory damages ranging from $25 to $10,000 and even more at court discretion, if the copyright owner proves willful persistence after notice. Criminal penalties can run $25,000 and a year in prison, for first offense.

Unusually uncomplicated, which permits anyone to record after a first recording has been made, and also to copyright the owner of intent and make quarterly royalty payments.

Copyright owner must be registered at the Copyright Office before he can collect royalties, or recover damages for infringement.

Limited Liability

The amended bill goes against that which was in its provision for limited liability for Community Antenna systems which pick up TV programs, and have heretofore paid no compulsory licensing. The TV program will be exempt when they act merely as "fill-in" service to a station's normal area—but music licensees said this was a use for profit and should not be treated an "exempt use." Music licensees fear that CATV will one day become a "full-service" program, and can "infringe" their "exempt service"" if the cable carries satellite TV and broadcast.

Also, licensees are not too happy with their ability to file for exemption from payment when they use "home-type" radio or TV apparatus, or any of the other devices, and not collect through coin-operated sets, or dubs in any adver-

BROADCASTING -- Copyright, BMI's new "listening" Top 40 show, will be expanded to syndicate. The program, "Fun with Top 40," will be expanded to six new cities.

Lib Tape Sets Up Seminars

LOS ANGELES—In keeping with its policy of distributing education and information, the Los Angeles Broadcasters Group of Liberty Stereo-Tape, has set up a series of seminars with distributors, personal and key accounts.

Mike Elliot, national sales manager for Liberty Stereo-Tape, is covering major markets providing information on release requirements and the various sales aids offered by Liberty.

Elliot is stressing the operation of the new 7-inch brass card system introduced by Liberty, as well as suitable display materials and window displays. Seminars are designed to help distributors personnel stress the new inventory form, both alphabetical and numerical, and to acquaint them with the recently acquired Blue Note label plus a selection from the Imperial, World Pacific and Liberty catalogs," Elliot said.

LP to Diamond Being Weighed

LOS ANGELES—A memorial album to the late harmonica virtuoso Leo Diamond is being cut by the Los Angeles Band, Ambassadors Records, which has been available on a limited basis in recent months.

Leo Diamond, 51, died of a heart attack Sept. 15 in his home.

Also underluded is the fate of the Los Angeles Band, which is expected to be heard in Studio City. Diamond devoted the last few years of his life to the Los Angeles Band, the lead arranger and player with such groups as the Ambassadors. His writing credits included "Out from the Blue."
AN EXCITING NEW STAR
CARLA THOMAS

Hit Single
B-A-B-Y
Stax #195

Hit Album
CARLA THOMAS
Stax #709

That Great Memphis Sound!

Distributed by
ATLANTIC
ATTENTION...

Recording Artists, Personal Managers, Booking Agents, Billboard's annual International Record & Talent Showcase edition is being compiled. For free listing, please fill out the appropriate blank and mail to:

Billboard International Record & Talent Showcase,
165 W. 46th St., New York 10036.

RECORDING ARTIST

Name and Label

Personal Manager, Address and Telephone No.

Booking Agent, Address and Telephone No.

PERSONAL MANAGER

Name, Address and Telephone No.

List Leading Acts Handled With Label

BOOKING AGENT

Name, Address and Telephone No.

List Leading Acts Handled With Labels

All completed blanks must be in New York by Oct. 10

---

Record Companies Battling For 'Underground' Artists

board Top LP's chart a total of 14 weeks; it dropped off the chart and was going as high as No. 95, but it is now back and climbing again at No. 138. The unique thing about this is that the group has received very little exposure on radio, perhaps none, and never had a hit single to push the LP. The material on their first LP doesn't fit in with programming policies of most stations.

However, some of the underground groups do have acceptable material, but the labels let out to promote the LP's without relying strictly on airplay. Paul Butterfield's Blues Band plays basically blues material led by an amplified harmonica. Without airplay, their first Elektra Records LP stayed on the chart five weeks, going as high as No. 127. Their second album, just released, hits the chart this week at No. 149.

The Blues Project on Verve-Folkways is another blues group. Their first LP has been on the chart 21 weeks and is No. 105 this week, having gone as high as No. 77, dropping to 105, then back up to 87. All the groups are considerable airplay. The label reports selling 40,000 copies of the album, as well as 40,000 copies of the first album of another underground group called the Mothers of Invention. The Velvet Underground is another group in the same bag on the label.

Atlantic Records just recently signed Charlie Brown's Generation to their Argo label, a group that has scored via the underground route. Mercury Records recently signed the Blues Maggots, but issued a single rather than an LP first.

Jerry Schoenbaum, head of Verve-Folkways, said that "underground" is not necessarily another word for "crude."

"There's nothing in the Mothers of Invention album that I personally think can't be played on the air, unless you have a dirty mind and create your own double entendre. I call underground the image-makers-the 1,000 people who trend to influence the 100,000 in any city because they're a little more daring. You could refer to it as the coffee house underground, because that's where these groups are performing-

the poor Richard in Chicago, the Le Cave in Cleveland and the Unicorn in Boston. Colter Door in Washington, the Village and Riverfront in Toronto, and four or five places similar in Los Angeles. Their records sell through word-of-mouth among the customers of these coffee houses as well as the artists themselves."

Schoenbaum signed the Blues Project after seeing audience reactions to the group and feels they'll eventually have a hit single. Groups like this have a better chance of staying popular and growing than groups which aim for a singles record hit, he said. "Their album just doesn't want to fall off the chart. Now that college kids are getting back on campus, sales are even picking up."

"I personally feel that the artists or group I would like to sign is the type that can make a trend like the underground groups, the type that are going to be around quite a while."

Marty Hoffman of Mercury Records said he felt the underground movement was part of teen reaction. "Our generation has fostered and lived with jazz, rock 'n' roll, folk and folk rock. Now we're searching for new forms with which to identify."

2 Col. LP's Have Golden Touch

NEW YORK—Two Columbia LP's have gained gold records as million-dollar sellers, Andy Williams' "The Shadow of Your Smile" and "Somewhere My Love," by Ray Conniff and the Singers. The awards were certified by the Record Industry Association of America (RIAA).

Aberbach Rights

as against 12-tune albums. The obvious reason, publishers feel, is to keep royalty costs at approximately the present level. For these reasons, publishers are loath to take a very optimistic view of the 2½-cent rate, in the belief that their optimism is premature. The publishers had wanted a rate with a ceiling of 3 cents. Additional stars on copyright developments, with editorial comments, page 8.

---

GETTING READY TO BREAK!

"NO STRAIGHT TO LOVE"

INEZ FOX

FEATURING CHARLIE FOX ON GUITAR

MUSICOR 1201

PRODUCED BY LUTHER DIXON

OCTOBER 8, 1966, BILLBOARD
FORECAST:

RAIN ON THE ROOF

THE LOVIN' SPOONFUL

Followed by a hurricane of sales

A product of Koppelman-Rubin Associates

EXCLUSIVELY DISTRIBUTED BY MGM RECORDS.

A division of Metro-Goldwyn-Mayer Inc.

www.americanradiohistory.com
One good hit...

GLENN YARBROUGH
The Lonely Things
RECORDED LIVE
hungrY i

LPM/LSP-3661

RCA VICTOR
The most trusted name in sound

GLENN YARBROUGH’S new album features Glenn at his best—recorded in a "live" performance at the famous "hungry i"—sure to follow his current chart-action hit album "The Lonely Things" right up the charts. Better stock up on both of them!

Better stock up on both of them!
PACIFIC JAZZ IS WHERE IT'S AT FOR OCTOBER!
The most powerful jazz release ever from PACIFIC JAZZ!

Gerald Wilson - The Golden Sword
PI-10097/ST-20097 • Turquoise Impressions in Jazz surrounded by the magnificent sound of Gerald Wilson and the Orchestra.

Les McCann - A Bag of Gold
PI-50097/ST-20097 • All new, never-before-released, "live" performances of his greatest hits.

The Jazz Crusaders - Talk That Talk
PI-10107/ST-20107 • The fabulous sound of The Crusaders backed, for the first time, with big band arrangements.

Bud Shank and the Sax Section
PI-10109/ST-20109 • The sax of Shank and five more wild reeds wrap up some of today's more potent material in an exciting new bag.

And announcing another PACIFIC JAZZ first... the new JAZZ MILESTONES SERIES

TOP JAZZ NAME VALUE!
OUTSTANDING JAZZ PERFORMANCES!
JAZZY PACKAGING TO MAKE EVERY ALBUM AN IMPULSE SALE-GRABBER!

CHICO HAMILTON
PI-10109/ST-20109

Featuring only the BEST of the BEST!
For Hot Disk Singer Vance It's Composing First. Last, Always

NEW YORK—Although Paul Vance has been in the disk market as a vocalist via his Scepter/Wand recordings of "Domino," his career has been primarily that of a songwriter. This is a role he will continue to fulfill. "Vance is the one woman who has been a美国

Vance’s Scepter/Wand release of "Domino" caused a stir among the business because he had not planned on a career as a singer. The recording was submitted to Scepter/Wand as a demonstration disk to pitch the song material but the theme was ignored until late in 1964, when the film "The Cover Girls," starring the film's producer, Florence Greenberg, decided that the Vance recording was the one she wanted to record. Vance admits that the success of his recording led to a change in his thinking. "My songs won't go out as a 'cliche,'" he said, "but I will make appearances to help in the promotion of the record."

In the long run, though, composing is the same as his name.

UNCLE Harrisson Focuses Sights on RECORDS, Too

CHICAGO—Here recently to promote his new NBC-TV show, "Mr. Style," UNCLE Harrisson, explained the determination to strengthen his recording career. Harrisson, who teaches a style, is the host of a national NBC television program. The show will be broadcast on several L. P.'s and "Harrison," and the additional cuts he plans to make this year.

"I don't suppose I've ever thought I could call big in records," he said, "but the current trend in pop music should change that. The way music and lyrics are moving right now suits me—there we can only see good, original material of the same style.

Harrison is now eager to write his own material. "At this stage of the industry, it's getting harder and harder to find good songs that haven't been rec-ordered. Vocalists who write ma-terial will naturally, keep the best for themselves."

Harrison has recorded songs from John Phillips, P. S. Sloan, Lennart-McCoy and Bob Dylan. "I hope I'll never be categorized as a 'message singer,' but there are certain feelings I like to get across."

Mia Morrell Is Big on Power

NEW YORK—Big surprises come in little packages and United Artists singer Mia Morrell is no exception. The newly signed artist, appearing on the same bill with Joe Louis the Copacabana, may be small in stature, but she possesses a powerful voice. Leading with "Nothing Can Stop Me Now," Mia Morrell displayed a soft and distinctive style. Her approach and style is similar to Shirley Bassey, but the accents of her own touch.

Miss Morrell performed only standards in this special. Her numbers included "Put on a Happy Face," "I Enjoy Being a Girl" and "Let's Face the Music." She presented "Hava Nagila" in different tempos, ranging from a positive, deliberate opening up to that of a spirited, soaring conclusion.

Hank Thompson fenced off a big spread on two of music's biggest followers: Hank and Country-Western, and dance music with a Country-Western flavor. His new Capitol album, "BRREAKIN' THE RULES" (T 2570), shows what makes Hank one of the hottest, most durable. When you listen to his new ones and some of his old favorites, you sense the Country-Western form in the hands of a someone with a born instinct for it. We like to think this Gibson guitar Hank uses helps make Hank's expression of the form so beautiful and en-joyable. Musicians like Hank and guitars like Gibson have to do a little more for each other and the music to play. (Advertisement)
B.B.'s Biggest

Don't Answer The Door

(Part I)

B.B. King

ABC 10856
Have you heard about this single?

Mercury Gets 'Chu Chem'—'Sherry' to RCA Victor?

NEW YORK—Mercury Records will get back into the original Broadway cast field early next year with "Chu Chem" and RCA Victor is reported to have the cast rights to Dinner With Sherry," which also opens in January.

The score for "Chu Chem" was written by Mitch Leigh, who wrote last season's year-winning musical, "Man of La Mancha." The book is by Ted Allen.

"Chu Chem," which is described as a Zen Budhhist Broadway musical, stars Molly Picon and John Marziale. It's scheduled to open on Broadway on Jan. 4. The deal for the cast rights was set by Irving Grant, Mercury president, and Mitch Leigh and Maginoff Corp.

It's understood that RCA Victor has an investment in "Dinner With Sherry" but the company did not reveal the figure. The musical is an adaptation of the Moss Hart-George S. Kaufman comedy "The Man Who Came to Dinner." James Lipton did the book and the lyrics and music was composed by Laurence Rosenthal. George Sanders will make his debut in the musical which is being produced by Les Geber, Frank Ford and Shelly Gross.

Victor already has the cast rights to "I Do, I Do," starring Mary Martin, Robert Preston, and "Cocoanut," starring Mary Tyler Moore and Richard Chamberlin. Bob Merrill wrote the score for "Dinner With Sherry," and Tom Jones and Harvey Schmid wrote the score for "I Do, I Do."

Imperials Give Royal Concert

Continued from page 12

pretations of ballads, Miss Warwick was second to none. She held the audience with the pacing of numbers such as "Reach Out for Me." followed by a first-rate reading of the current, "Affile." Missing was a piece of smart material with humorous overtones that would have eased the tension of the heavily emotional program. Strong backing was afforded Miss Warwick by composer Bert Bacharach, who conducted the 24-piece orchestra. Closing with "What's Good About Goodbye," the songstress begged off with those certain calls.

First half of the program was successfully filled by Anthony Fice of the Imperials. If recording stars hit a high point through smooth harmonizing by opening with one of their biggest record hits, "Goin' Out of My Head," the act was a careful mixing of their recorded hits, and fresh, pop treatments of standards. Effective were their interpretations of "All Or Nothing at All," "They Didn't Believe Me," and a Latin-flavored version of "What's New." Composer—performer Teddy Randazzo conducted the large orchestra backing.

DON OYENS

NO LIMIT • NO RESERVE • $100,000.00 FACILITY
PUBLIC AUCTION
Chattel Mortgage Orders Sale
Apex Record Corp.—BANKRUPF
1923 No. La Brea Ave.
LOS ANGELES, CALIF.

MONDAY
OCT. 10
10:00 A.M.

RECORD MANUFACTURING EQUIPMENT

HYD. RECORD PRESS DEPT. • LABEL PRINT DEPT. • CRAYOLA SAGGING & MATRIX DEPT. • FORKLIFT • SHOP EQUIPMENT • OFFICE EQUIPMENT

HIGHLIGHTS:


WHERE FOR FOUR DAYS BROKERS
WILSON J. WERSHOW 50, Auctioneer
629 N. LA BREA AVENUE • Los Angeles, California 90036 • W. 8-2771
IN THE NORTHWEST • 2130 S.W. Fifth Ave., Portland, Oregon • 2-8151

MUSIC ON CAMPUS

BY ROGER LIFSET
Gregory De Vito, Billboard's campus correspondent at East Carolina College, Greenville, N. C., reports that the Bitter End Singers kicked off the school's entertainment season. The concert only drew some 4,000 students to the football stadium which holds 18,000. The group was an hour late. Also, their repertoire consisted of basically the same material as the previous year. The audience was reportedlyblasted for the poor showing. Had acoustics accounted for a lack of audience interest. Local record stores reported an increase in concert ads run in conjunction with the concert. Promotion for this concert was achieved by posters on campus, campus newspaper and radio, cafeteria public address system, and the college calendar. WLCB-AM-FM, which broadcast a college station recently become an affiliate of the Mutual Broadcast System. Billboard's campus representatives at the State University of New York, Buffalo, Harold Bob, will serve as chairman of the Union Board Music Committee.

The University of Texas, Austin, has released its roster of performers for the 1966-1967 solo artist series. The events are sponsored by the Music Department of the College of Fine Arts in co-operation with the University's Cultural Entertainment Committee. In the solo artist series include Harry Connick, John Prentice, Teresa Stratas and James Oliver Bondi.

The Four Seasons appeared at the Case Institute of Technology Oct. 1. St. Benedict College in Atchison, Kan., played host to the Seniority Singers on Oct. 4. The Bitter End Singers played at Pace College in Pleasantville, N. Y., on Oct. 9. East Carolina College's Student Government Association has planned six concerts for the school year. The scheduled entertainment will be the Four Seasons, Don Shirley Trio, the Righteous Brothers, Music of Richard Rogers, Duke of Dividend and the Westminster Choir.

THE SIDEKICKS, whose single "Bagpipe" on RCA Victor, is still on the pop charts are going into competition with themselves this week with the release of a new single "Fill the Flea," coupled with "Hot Now."
Pardon us if we stretch a point, but the new single by The Rubber Band is great!

"Let Love Come Between Us"

Where the top-40 action is. On COLUMBIA RECORDS.
TOP 60 Spots—Predicted to reach the top 60 of the Hot 100 Chart

DEARLY BELOVEDS—PEEP PEEP POP POP (Prod. by Bobby Boyd) (Writers: Harry-Harris-Kindred) (Limbie-Lie-Dan-Nob Hill, BMI)—Inflating master that created a stir in Arizona and picked up by Columbia, has too much appeal for a spot on the Hot 100. Powerful dance beat and good vocal work. Flip: "It Is Better" (Nob Hill-Lie-Dan, Columbia 4379).

DAVE CLARK FIVE—NINETEEN DAYS (Prod. by Davie Clark) (Writers: Clark-Payton) (BMI)—Hard-drives cellular walls serves as a strong change of pace for the group. Will have no problem climbing the Hot 100. Flip: "Sitting Here Baby" (Branton, BMI). Epic 19076

THE CRYAN SHAMES—I WANNA MEET YOU (Prod. by Jim Golden) (Writers: Fair-Fair-Fair) (Destination, BMI)—The "Sugar 'An Spice" group have switched to the Columbia label and this initial rhythm release has even more hit potential than their former success. Flip: "We Could Be Happy" (Destination, Columbia 44154).

LEE DORSLEY—HOLY COW (Prod. by A. Toussaint-M. Sekoura) (Writers: Toussaint) (Material, BMI)—With "Working in the Coal Mine" topping, Dorsey has another sure-fire winner in this powerful blue material with strong dance beat. Flip: "Operation Machine" (Mansfield, BMI). A & M 819

RAMSEY LEWIS—UP TIGHT (Prod. by E. Edward) (Writers: Cosby-Judkins-Moye) (Jabeo, BMI)—The Chicago jazz group's another dance winner on this instrumental version of Stevie Wonder's hit. Cadet 5547

THE KICKNROCKERS—LOVE IS A BULL (Prod. by Jerry Fuller) (Writer: Seals) (4-Star, BMI)—Kick in groove of "Lips," the group should have been a sure-fire winner. Trouble shooting up the chart with this swinger. Flip: "Romors, Gossip, Words Untrue" (4-Star, BMI).

THE FUGUE FOUR—TWO KINDS OF LOVERS (Prod. by Johanne) (Writers: Kasha-Hirschhorn) (BMI)—Arranger Bob Halley has cleverly taken a folk-rock/rock and added a classical treatment that should fast establish this exceptional blend of voices as top sellers. Flip: "Jaywalkin'" (Saturday, BMI). United Artists 50974

THE LOVING—UNTIL RAIN ON THE ROOF (Prod. by Bob Jacuel) (Writer: Selesnick) (Fathful Virtue, BMI)—Continuing their string of surprising, fresh, original, and peppy material, they've got another blockbuster in this clever rhythm ballad with baroque feel. Flip: "Paw" (Faithful Virtue, BMI). Epic 12194

MIKE DOUGLAS—CABARET (Prod. by Manny Kellum) (Writers: Ett-Kande-Sunbeam, BMI)—The combination of a big, rousing swing-a-long rendition by the popular TV star, a jokebox winner that will trigger top sales. Flip: "A House of Love" (Relaxin', BMI). Epic 10078

BRIAN HAYLAND—RUN, RUN, LOOK AND SEE (Prod. by: Cooper-Whitehead-Whitlock) (Little Darlin'-Low Tll, BMI)—Hot follow-up to "Jumpin' in the Box" is this catchy rhythm number with another top Hyland performance, loaded with sales appeal. Flip: "Why Do You Do It" (Viva-Wee, BMI). Epic 10076

*THE SANDPIPERS—LOUIE, LOUIE (Prod. by Li Puma) (Writers: Barry-Ortega-D'Caro) (Limon, BMI)—The Kingsmen's former hit is cleverly reworked in the Loft style and fashioned as a fresh Sandpipers' initial "Giantanamara." Another winner. Flip: "Things We Said Today" (Mansfield, BMI). A & M 819

*THE LETTERMEN—CHANNON DAPMOUR (Prod. by: Louis A. M. CRC) (Writers: Barrie-Brown) (Pep Boys, ASCAP)—The Art and Dottie Todd hit of the past, given a fresh pop treatment, strings and all, should bring this fine trio back to the Hot 100. Top programmer. Flip: "She Don't Want Me Now" (Shelton, BMI). Epic 10091

*THE RONNETTES—I CAN HEAR MUSIC (Prod. by Jeff Barry) (Writers: Specter-Barry-Greenwich) (Mother Bertha-Thio, BMI)—Their first production for the group, this strong materials should be just the one to send the girls to the top of the charts. Again, flip. "When I Saw You" (Mother Bertha, BMI). Philips 133

*THE KINGSFEM—I NEED SOMEONE (Prod. by Paul Tonzin-Mark Wildy) (Writer: Harrison) (Madsen, BMI)—The Boulevard ballad serves as a powerful hit material and points us the versatility of the group in smooth new blend of voices. Flip: "Grass Is Green" (Sharrow-Florimar-Burdsie, BMI). Wand 1137

*THE SIDE KICKS—FIJI THE FLEA (Prod. by Bernie Lowe) (Writers: Ronnie Jordan) (Marquis, BMI)—The "Suspicion" group comes up with an interesting, left-field material that proves to be a big one. Flip: "Not Now" (Talac-Rice Mill, BMI). RCA Victor 8969

*SUE RANEY—ANY OLD TIME OF DAY (Prod. by Marie Coote-Singer) (Writers: S. Songs, ASCAP)—This intriguing Bacharach-David ballad material puts the songstress in today's pop market and is her most commercial offering to date. Should prove a big winner. Excellent programmer. Flip: "Smile" (Bourne-Arthur, ASCAP). Imperial 66211

PRINCE HAROLD—FORGET ABOUT ME (Prod. by Lori Burton-Pamela Sawyer) (Writers: Burton-Sawyer, BMI)—The impressing debut of the young New Yorker that should prove a sales sensation. Good ballad material, with the pen of Lori Burton and Pamela Sawyer, and a strong blue vocal workout. Flip: "Baby, You've Got Me" (Metric, BMI). Mercury 72621

THE RATIONALS—RESPECT (Prod. by Jeep Holm) (Writer: Redding) (East-Times-Wales, BMI)—The One Redding oldie is brought up to date in this driving, rockin' treatment aimed at a high on the pop group sound and dance. Major hit. Flip: "Feelin' Lost" (Kingston Int'l, BMI) Cameo 457

COUNTRY SPOTLIGHTS

JIMMY DEAN—STAND BESIDE ME (Prod. by Chet Atkins-Felton Jarvis) (Writer: Glaser) (Glauser, BMI)—Marking a return to form for Jimmy Dean, this song has a sure-fire winner in this beautiful Tommy Glaser rhythm ballad. Inquisite tune has strong pop potential. A major winner. Flip: "Song of Sadness" (Harbod, SESAC). RCA Victor 8971

HANK THOMPSON—WHERE IS THE CIRCUS (Prod. by Joe Allison) (Writers: C. M. Verson) (Brazzola Valley, BMI)—Clever novelty material and exception. Mark Thompson vocal performance still to move the Warner Bros. label, hot contender for the top of the country chart. Flip: "Love Will Out. Out Before She Dies" (Acapella). Warner Bros. 8558

VAN TROVER—OUR SIDE (Prod. by Dick Heard) (Writer: Sommerhouse, ASCAP)—Van Trover's happy toe-tapper serves as a hot follow-up to hit's "Born to Be In Love With You," with far more sales potential. Has a No. 1 sound. Flip: "When You've Lost Your Baby" (Summehouse, ASCAP). Capitol 3471

DELL REEVES—THIS MUST BE THE BOTTOM (Prod. by Keilo Herston) (Writers: Reeves-Reeves) (King-Rose-Boney) (BMI)—Mook in the vein of "One Born Town" this new Reeves rhythm entry has all the ingredients to become a huge hit. Flip: "Laughter Keeps Running Down My Cheeks" (Monrose, BMI). United Artists 50061

R&B SPOTLIGHTS

BIRDY MARSHALL—SHE COMES TO MIND (Prod. by Buddy Killing) (Writer: Marshan) (Tree, BMI)—Producer Buddy Killing and blues-ocker produced this powerful rhythm blockbuster in this strong dance entry that should catch on fast, with impact. Flip: "Just Be Yourself" (Tree, BMI). Capitol 1257

R&B SPOTLIGHTS

* BUMPUS—DADDY'S Gotta Get A Boyfriend (East, BMI)—STAR 305

* BUMG—OUT OF THE BLUE (Optimist, BMI)—IDEAL 137

* BURTON—BE HONEST WITH YOURSELF (BMI)—IDEAL 141

* BURTON—LOVE DOUBT (BMI)—IDEAL 139

* BURTON—THE KNOT (BMI)—IDEAL 157

* BURTON—WE NEED A LITTLE LOVE (BMI)—IDEAL 142

* BURTON—WE NEED A LITTLE LOVE (BMI)—IDEAL 157

* BURTON—WE NEED A LITTLE LOVE (BMI)—IDEAL 142

* BURTON—WE NEED A LITTLE LOVE (BMI)—IDEAL 157

* BURTON—WE NEED A LITTLE LOVE (BMI)—IDEAL 142

* BURTON—WE NEED A LITTLE LOVE (BMI)—IDEAL 157
HOT! HOT! HOT!

PLEASE MR. SUN

THE VOGUES

Co & Ce 240

A SLEEPER GOING CRAZY

THE WILLY

THE WILLIES

Co & Ce 239

Co & Ce RECORDS

1601 Fifth Avenue Pittsburgh, Pa. (412) 391-3973
A Twin First!

1. One of America’s greatest entertainers joins the RCA Victor label...

Jimmy Dean

2. ...and here’s his first single...

“Stand Beside Me”
c/w "A Tiny Drop of Sadness" #8971

RCA Victor

(The most trusted name in sound)
Spanish Nights (and you) K13610
& Games That Lovers Play
Connie Francis
Produced by Alan Lorber and Pete Spargo
RADIO-TV Programming

TV Showcase for Latin World

NEW YORK—With the addition of the Puerto Rico TV station show—the "Ruth Fernandez Show"—WNJU-TV here has quietly become a considerable influence in the Latin-American music industry. This gives the UHF channel TV station, which beams off the Empire State Building, a strip of how musical variety shows 9-10 p.m. seven days a week. Most of these Latin-American shows are live. The station bills itself as the "TV Showcase of the Latin World" and is the greatest aggregation of Latin talent in the Western Hemisphere," said Ed- win Cooperstein, president and general manager.

The 9-10 p.m. shows include also "The Real Astor Show," which features Astor hosting a Mexican variety hour; Myrta Silva's "Una Hora Contigo" featuring guest performers; "El Show de Pumarejo" with everything from games to variety (Pumarejo established Cuba's first TV station in 1950), "The Bobby Womack Show," which features guest artists as well as the Puerto Rico performer "Tira y Tapata" featuring Myrta Silva and Oscar Nunez with music, comedy, and Miguelito Valdes' "Discoteca," which also features the Joe Cuba Sextet.

In addition, the station has half-hour musical shows—Pepe Biodini's "Viendo a Biodini," "Eva... Raúl y Alaquín Mas" featuring Eva Flores and Raúl Marrero, and "Comics y Canciones" starring Víctor and Capalina. These TV stars record for such labels as Musico Records (Myrta Silva), Tico Records (Miguelito Valdes, whose recording of "Baila" sold more than 12 million copies), Mon- tello Records, and RCA Victor Records. WNJU-TV went on the air about 15 months ago.

Specially programmed is the "only way a UHF TV station can make it in the New York area in the immediate future," said Cooperstein. The search had shown that there were an estimated 1.5 million Spanish-speaking people in New York, representing about 350,000 homes. Of these, 325,000 have TV sets and some 50 per cent are now capable of UHF reception.

Expansion Seen

"As far as I'm concerned, since the Spanish-speaking pop- ulation of New York will be around for some decades, I can see only an expansion of our Spanish programming," Cooperstein felt that the Latin-American audience was extremely interested in variety-entertainment programs. They come from various parts of the Latin-American world—Cuba, Puerto Rico, Argentina. New York is probably the fifth or sixth most Spanish-speaking city in the world, and we're offering the unusual opportunity to direct programming toward them. The station also has other Latin-American shows—sports, movies, etc. Other musical shows, non-Spanish, carried by the station include "Disco-O-Teen" hosted by Zacherly, a bandstand-type show aimed primarily at teens, and the syndicated country music "Ernest Tubbs Show," which stars the Decca Records artist and other country music names.

WPRO: Favorite of Teen-Agers in R.I.

PROVIDENCE, R.I.—WPRO has taken over as the dominant- ing musical influence on the teen market here. Billboard's latest Radio Directory Coverage survey showed the station with a wide majority of the votes—62 per cent—as the No. 1 Karaoke format radio station in all the city, 31st largest in the nation. Air personality Joe Thomas, who tied for first place last year as the personality most in- fluencing teen record buyers, captured the position alone this year with 48 per cent of the votes. Joe sits at the noon and evening news, a one-stop operators, and local and national record company executives.

The climb to No. 1 ranking captured by WPRO, is one of those promotions such as promoting record talent shows and trying to have the station associated with some of the important record artists. Joe Thomas, said operations manager Alvin Herskovitz, "the station also manages to create a lot of teen excitement through 'from the time going out on a limb' on a record. He said, "If we hear a record that we think has a lot of stuff, we'll play it once per hour for 24 hours to give it an extra push. We find about six records a year we feel de- serve the special treatment." One of these was "Billy and Sue" by R. J. Thomas.

"Musically, we've taken tremen- dous pains to see that the station's programming has bal- ance and reflects sales in this area. Each Monday, we call 22 record stores in three states — southeastern Massachu- setts, Rhode Island, and eastern Connecticut — to get their top 15 sellers. When you check that many stores, you can gen- erally weed out any hype," he said.

New releases are screened by dealers, and an advisory committee of Herskovitz and two dealers choose those that seem to be played, usually six to 10 a week and not necessarily the big names. "We call them 'the M's' & the Mysterious very early and we're on 'Who Have Names?' -- also 'The Fordyce Pack.'"

Program Carefully

Today's Hot 100 format radio stations, because of the com- petition and the advertising, has to be care- fully. "You can't afford to wait a long time because you can't building an audience," he said.

During a heavy commercial load period, Hers-kovitz states "We have a 'blower blockout'" like the hits "Cherish" by the Association and "(Continued on page 29)

WRKO-FM Switch

BOSTON — WRKO-FM, presently simulcasting the pro- dominantly talk format of the AM sister station, is switching to a Hot 100 format, program- ming clock 'n' call to midnight daily. There are plans at present to go stereo with the FM operation.

WCKD Switches

ISHPENNG, Mich. — The 5,000 watt WCKD station has switched to a country music format, according to President Frank Blotter.

'Turned the Corner,' Says WJAR's PD

PROVIDENCE, R.I. — Easy Listening format radio stations—especially WJAR—have "turned the corner," said Sherman Strickhouse, program director of the station. A September ratings showed the station with a 60 per cent increase in its morning audience and an in- crease of 125 per cent in its 5-6 a.m. air time.

"I hate to use the phrase 'PNW-type,' to describe us, but you can't do much better than that. It's true. We've got a large adult audience going for us," he said.

This adult audience was supported by Billboard's latest Radio Response Ratings survey of the market which found the station ranking as the No. 1 influence on sales of albums—a indication of a vast adult audience and ability to persuade them to buy product. Fully 84 per cent of the local record dealers, distributors, one-stop operators, as well as both local and national record company executives voted for the station as a contributing factor in their business.

The major decay influencing album sales in the market was WJAR's Jim Mendez. He had 45 per cent of the votes for influencing album sales, 34 per cent votes for influencing single sales. The unusual thing about Mendez being the deejay king of the market is that he doesn't come on the air until midnight; he has a midnight to 3:30 a.m. shift. However, we have a tremendous signal at night," said Strickhouse, who added the program gets mailed from Canada, New York, Bermuda. Anyway in the way of records that I want leased on, we lean on at night. Because of its programming appeal, the station has increased its billings already 22 per cent over last year, said station man- (Continued on page 29)

AMONG THOSE WATCHING the recent musical presentation of the Country Music Association for West Coast advertising executives and radio broadcasting companies, were from, left, Billboard publisher Hal B. Cook; Dan McKinnon, president and general manager of KSD, St. Louis; George D. Clark, president of Dick Clark Productions which produced NBC's "Spanish-Country Day," daily half-hour net- work TV show.

'Swingin' Country' A Swingin' Show

NEW YORK — NBC-TV's daily network "Swingin' Country" can't fail to win praise from almost everybody in the music-recorder industry— including artists, radio station program directors, record producers, and record companies.

Chuck Chellman of Monument Records said he felt that NBC had made a great contri- bution to the cause of country music. He said, the NBC "Swingin' Country" is an unusual opportunity to direct programming toward them. The station is also one of Latin-American shows—sports, movies, etc. Other musical shows, non-Spanish, carried by the station include "Disco-O-Teen" hosted by Zacherly, a bandstand-type show aimed primarily at teens, and the syndicated country music "Ernest Tubbs Show," which stars the Decca Records artist and other country music names. The listeners seemed to be pleased. The word that goes out is that the music is 'pleased.' Some of the songs like "Hello, Dolly" aren't coun- try songs, but I don't believe they detract from the country music image of the show. The people like the show and they like the music. Everyone I've talked to really liked the show and I'm for it.

Jack Goodwin, program director of WPLO, the Atlantic coun- try music powerhouse, said the show wasn't shown in his mar- ket, "though we wish it was. Any exposure for country music artists is bound to do some good for the industry.

Chet Atkins, head of the Nashville RCA Victor Records operation, said he was very glad the show is on and hopes "it stays there a long time. I think any exposure for country music, as long as it's done right, is good. I've been heard to talk about Roy Clark and Rusty Draper being the best of all time... so I've got to do a lot of good for the industry."

"Talk, Talk, Talk" (Continued on page 29)

www.americanradiohistory.com
OFF TO DUBLIN IN THE GREEN
HBR 498
THE ABBEY TAVERN SINGERS

ALMOST PERSUADED
HBR 499
LARRY BUTLER

I DON'T NEED LOVE
HBR 501
TIDAL WAVES

THE BEST OF LUCK TO YOU
HBR 481
EARL GAINS

PSYCHOTIC REACTION
HBR 500

POSITIVELY THIRTEEN O'CLOCK

THE FIFE PIPER
HBR 494
THE DYNATONES

HANNA-BARBERA RECORDS
3400 CAHUENGA BLVD., HOLLYWOOD, CALIFORNIA
213-4661371 (CALL COLLECT)

HBR

SUPER SOUNDS
LAS VEGAS—Hotelmen here last week (Sept. 22) and verbally agreed on a contract with the Overmyer Network, a national TV program service, that will put on a five-night-a-week "Tonight in Las Vegas" show.

George Vogliotti, executive director of the Nevada Resort Association, said "we were very pleased with this thing. We will be able to bring top talent on the show and the magic name of Las Vegas for a dateline we will definitely have large audience appeal."

Vogliotti said he expected all the contract men put in the hotelmen to be signed and returned by the first of the month.

Contract deliberations were conducted between Jack Donnelly of the Desert Inn Hotel, chairman of the hotel group; attorney Sam Sacks of Beverly Hills real estate firm and the Sacks & Morris Agency, a talent booking firm.

George Shearing lovers fan with WLS-FM personality Mike Rapshuck, left, during celebration of the传输 of the chart to Chicago station at right is enjoyed in the Willow Ridge, Ill., house where he won an "American Top 40" promotion prize, with his 16-year-old son Mike. (Continued on page 26)

WASHINGTON—Los Angeles, the West Coast's largest music outlet, has named Robert Donofrio, long time music department chief at WPWB, as manager of WGNR-FM, Los Angeles, the West Coast's largest music outlet.

Donofrio, who joined WPWB in 1947, has been a key figure in the American Radio History

Washington, D.C.—The District of Columbia Board of Education has named Donald E. Shaefer, Jr., as its new superintendent. Shaefer was formerly assistant superintendent for instructional services in the New York City public schools.

He will succeed William H. Bryan, who retired last year after 32 years of service.

Shaefer, 52, is currently principal of P.S. 84, a middle school in the Bronx.

He began his career as a teacher in 1961 and has held various administrative positions at the elementary and secondary levels in New York City.

Shaefer graduated from City College of New York with a bachelor's degree in mathematics and earned a master's degree in education administration from Columbia University.

He is a member of the National Association of Elementary School Principals and the New York City Principals Association.

He is married to Barbara Shaefer and they have three children.

(Continued on page 26)

## Las Vegas Hotelmen ‘Booking’ TV Hookup

LAS VEGAS—Hotelmen here last week (Sept. 22) and verbally agreed on a contract with the Overmyer Network, a national TV program service, that will put on a five-night-a-week "Tonight in Las Vegas" show.

George Vogliotti, executive director of the Nevada Resort Association, said "we were very pleased with this thing. We will be able to bring top talent on the show and the magic name of Las Vegas for a dateline we will definitely have large audience appeal."

Vogliotti said he expected all the contract men put in the hotelmen to be signed and returned by the first of the month.

Contract deliberations were conducted between Jack Donnelly of the Desert Inn Hotel, chairman of the hotel group; attorney Sam Sacks of Beverly Hills real estate firm and the Sacks & Morris Agency, a talent booking firm.

George Shearing lovers fan with WLS-FM personality Mike Rapshuck, left, during celebration of the传输 of the chart to Chicago station at right is enjoyed in the Willow Ridge, Ill., house where he won an "American Top 40" promotion prize, with his 16-year-old son Mike. (Continued on page 26)

WASHINGTON—Los Angeles, the West Coast's largest music outlet, has named Robert Donofrio, long time music department chief at WPWB, as manager of WGNR-FM, Los Angeles, the West Coast's largest music outlet.

Donofrio, who joined WPWB in 1947, has been a key figure in the American Radio History

Washington, D.C.—The District of Columbia Board of Education has named Donald E. Shaefer, Jr., as its new superintendent. Shaefer was formerly assistant superintendent for instructional services in the New York City public schools.

He will succeed William H. Bryan, who retired last year after 32 years of service.

Shaefer, 52, is currently principal of P.S. 84, a middle school in the Bronx.

He began his career as a teacher in 1961 and has held various administrative positions at the elementary and secondary levels in New York City.

Shaefer graduated from City College of New York with a bachelor's degree in mathematics and earned a master's degree in education administration from Columbia University.

He is a member of the National Association of Elementary School Principals and the New York City Principals Association.

He is married to Barbara Shaefer and they have three children.

(Continued on page 26)
HARD TIMES CAN BE WONDERFUL!
See them as the New Regulars on The Dick Clark TV Show "Where The Action Is" Performing Their New Smash!
'FORTUNE TELLER'
c/w GOODBY
On the October 3rd Show!
#77851
PROVIDENCE, R.I. — A couple of years before the current Providence, R.I., music and the nationwide sweep of station Country music format, WRIB, changed to fill a need in the Providence area. And the change has been immediate. "We've gone from a non-existent rating to pretty respectable," said manager Zack, who also manages the station. "Business has increased about three times," said Zack, who also manages the station.

Not only of the station, the station now has two competitors in the field, but WRIB has done well. Its Arbitron and Radio Response Ratings surveys of Providence showed WRIB ranking No. 1 with 46 percent of the votes for influencing sales of country music records. Voting were record dealers, distributors, long-playing record company, local and national record company executives.

WRIB has been in a country music format, four years, but Tackler was very pleased with the new format. "I think of the country music in the past 12 to 18 months. The new surge of interest has helped our ratings in the market," he said.

Besides tunes from Billboard's Radio Directory Chart, WRIB mixes in a few records of all time country music classics, a cut from an LP of the week selection, and three to four new album cuts an hour. The last pattern calls for two records from the chart, then either a new record, a classic LP cut, or a deejay's choice. "I think the station airs about a classic an hour on this pattern."

The No. 1 personality influencing country music record sales in the area was Richard Zack, who uses the name of Cousin Richie. Zack had 47 percent of the vote. In second place was Columbia Records and Decca Records, he noted, has no personality on the Silver Star label and his latest release is "Take a Good Look, Mr. Mike." "It's Written in the Stars," Zack performs also at the station's live talent shows, the station brings in artists from Nashville for shows once a month.

WABO AIR PERSONALITIES Bruce Morrow, left, and Dan Ingram chat with Broadway songwriter Betty Comden at ABC-TV's Shubert Alley block party for the network's "ABC Stage 67" series.

STATIONS BY FORMAT

* Continued from page 24

WRIB: 1,000 watts, Daytimer. Minitone format (previously "Special"), special programming: "Tribute," with Gloria Isihba, hostess. Minitone format: 10 a.m. to 3 p.m., 4 p.m., 6 p.m., 7 p.m., 8 p.m., 9 p.m., 10 a.m., and 11 p.m. WRIB: 1,000 watts, Daytimer, Minitone format: Country (1945). 5 a.m., 8 a.m., 10 a.m., 12 a.m., 2 p.m., 3 p.m., 4 p.m., 5 p.m., 6 p.m., 7 p.m., 8 p.m., 9 p.m., 10 p.m., 11 p.m. WRIB: 55 watts, AM/FM Stereo, Country, 100

Hot 100 Stars

After three years of planning and "riding the musical merry-go-round," from one record company to another, these four performers from Paterson, N.J., had a recording session produced by the Tokens, another record company. After one unsuccessful attempt, a second session included the ideas of "You're a Fool in September." The record caught on in Boston and spread quickly throughout the nation. Group includes Bob Miranda, lead singer; Tom Juliano, tenor; Dave Liberti, lead baritone; Ralph Divito, baritone and John Kowalski.

Artists treated here have a new recording on Billboard's Hot 100 Chart. The Happenings' latest is "Go Away," No. 63 this week with a star.

VOX JOX

Continued from page 24

VOXJOX: 1,500 watts, Daytimer. Country format. One hour of new music each hour; and one hour of current music at the end of each hour. VOXJOX: 1,500 watts, Daytimer. Country Format (1945). 5 a.m., 6 a.m., 7 a.m., 8 a.m., 9 a.m., 10 a.m., 11 a.m., 12 noon, 1 p.m., 2 p.m., 3 p.m., 4 p.m., 5 p.m., 6 p.m., 7 p.m., 8 p.m., 9 p.m., 10 p.m., 11 p.m.

Yesteryear's Hits

A change-of-pace programming from your country memories of the past 20 or 30 years ago. Here's how they mixed in WRIB's chart this hour.

Pop Singles — 5 Years Ago

October 9, 1961

1. Hit the Road, Jack, Ray Charles, ABC-Paramount
2. Cryin', Robby Robinson, Monument
3. Watch the Baby, Bobby Darin, ABC
4. Mountain High, Bobbie Gentry, Monument
5. Little Sister, Elvis Presley, RCA Victor
6. Let's All Sing, Together, Hayley Mills, Viva
7. Boney Man, Bobbe Summer, Monument
8. I Saw the Light, Ray Charles, ABC-Paramount
9. Two Cool Cats, the Emory Gordy, Viva
10. For Your Love, Billy Dowling, Monument

Pop Singles — 5 Years Ago

October 9, 1961

1. Hit the Road, Jack, Ray Charles, ABC-Paramount
2. Ya Ya, Lee Dorsey, Fury
3. It's Gonna Be Fine, Ike & Tina Turner, Sue
4. Man of Men, Bobby (Blues) Band, Ode
5. Bright Light, Big City, Jimmy Reed, ABC
6. Please, Mr. Postman, Marvin Gaye, Tamla
7. Look in My Eyes, Chantels, Carlton
8. Runaround Sue, Dion, Laurie
9. A Little Bit of Soap, Janelle, Laurie
10. Baby, You're Right, James Brown, King

ROBerts — 5 Years Ago

October 9, 1961

1. Judy at Carnegie Hall, Judy Garland, Capitol
2. Portrait of Johnny, Johnny Mathis, Capitol
3. Camelot, Original Cast, Columbia
4. James Last, with his orchestra, RCA Victor
5. Dinner at the house of Dolly D. With a Dolly
6. Swingin' Suits, Fun Studio, Reprise
7. Seventy Years of Music America Loves Best, Hod Polton, RCA Victor

WPRO Favoriete

Continued from page 22

"Six Teens" by T & The Mys-
cheris, and "No Reaction" by the Count Five. Prime time is between 7:30 a.m. when the highways are traffic-free with automobiles.

Though Herrickov has a playlist, he feels he has "Head's-up guys a cut above the rest." Herrickov said, "They're pretty much on their own...they have to balance their own shows. All are first rate." Billboard's survey also showed WPRO is "the greatest station" in the market. "It's doing extremely well financially. It's probably the best in the station's history," Herrickov said.

WPRO's talent co-ordinator for "I'm on the Town," Jim Runyan, who produces the show on WYNY-TV, Cleveland.

WPIX-FM Stereo last week launched full-time transmission from the top of the Empire State Building, doubling the broadcasting range. The station, both in New York and in New Haven, Connecticut. WPIX-FM is called WOR-FM and WNYC-FM is stations which beam from the landmark.

KSYM-FM Is On

SAN ANTONIO — San An-
tonio College radio station KSYS-FM has gone on the air here and will broadcast Monday through Friday from 9 a.m. to 9 p.m. Each day, students and other station personnel are college students or faculty members. The station will transmit with 250 watts of power with a coverage area of 15 to 30 miles. Quality programming will be offered, including popular and classical music.

RFE Gets Show

NEW YORK — The syndi-
cated radio record talent show "Hot Minutes with..." produced by Triangle Stations, has been added to weekly rotation in Europe for broadcasting in European blue countries this fall. In addition, Triangle has made the show available to Voice of America for overseas airing.
the magic sound of
GUANTANAMERA
captured again by
THE SANDPIPERS
in their exciting new
LOUIE-LOUIE
B W
THINGS WE SAID TODAY

819
from their sensational new lp release

GUANTANAMERA
LOUIE, LOUIE • STRANGERS IN THE NIGHT • DESTROY YOUR FATE TO THE WIND • LA BAMBA
THINGS WE SAID TODAY • LA MER (BEYOND THE SEA) • ANGELICA • FOR THE LAST TIME

THE SANDPIPERS
### Billboard Special Survey for Week Ending 10/16/66

#### Top Selling R&B Singles

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>&quot;Beauty Is A Deep Thing&quot;</td>
<td>Temptations, Gordy 7055 (Motown)</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>&quot;You Can't Hurry Love&quot;</td>
<td>James Brown and the Flames, King 6008 (King)</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>&quot;Reach Out I'll Be There&quot;</td>
<td>Four Tops, Motown 1012 (Motown)</td>
<td>5</td>
</tr>
<tr>
<td>4</td>
<td>&quot;Stop! In the Name of Love&quot;</td>
<td>The Miracles, Motown 3504</td>
<td>6</td>
</tr>
<tr>
<td>5</td>
<td>&quot;Love Is A Hurtin' Thing&quot;</td>
<td>Lou Rawls, Capitol 52079 (Motown)</td>
<td>6</td>
</tr>
<tr>
<td>6</td>
<td>&quot;Knock On Wood&quot;</td>
<td>Eddie Floyd, Epic 194 (Epic)</td>
<td>7</td>
</tr>
<tr>
<td>7</td>
<td>&quot;Open the Door to Your Heart&quot;</td>
<td>Franny Beecher, Reprise 201 (Reprise)</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>&quot;Baby&quot;</td>
<td>Carla Thomas, Stax 110 (Stax)</td>
<td>6</td>
</tr>
<tr>
<td>9</td>
<td>&quot;Water in the Rain&quot;</td>
<td>Luther Allison, Atlantic 2348 (Tune-A-H�)</td>
<td>6</td>
</tr>
<tr>
<td>10</td>
<td>&quot;Land of 1000 Dances&quot;</td>
<td>Wilson Pickett, Atlantic 2348 (Tune-A-H�)</td>
<td>10</td>
</tr>
</tbody>
</table>

#### Country Puts KGUD Back in the 'Pink'

**By Bruce Weber**

**SANTA BARBARA, Calif.—** Phil Phillips, general manager of KGUD, Santa Barbara, has shifted his station from "red" side of the ledger to the "black" merely by changing format.

Gone are the sounds of Frank Sinatra, Tenny Bennett, Herb Alpert, and the Beattles. Today, KGUD country music and the sounds of Buck Owens, Eddy Arnold, Dottie West, and Roger Miller.

By constant promotion of country music at fairs, athletic contests, personal appearances of country artists and their labels, Phillips is able to maintain a healthy rating since the station altered its format to country in January.

An agreement with theater managers, Phillips says, enabled KGUD to play country music at intermissions. The station also plans to broadcast athletic events from the University of California at Santa Barbara and local high schools, again plugging country music during non-playing moments.

"Although it has been a difficult training process," Phillips admits, "searching the station properly proves that when people are exposed to country music they usually end up appreciating it."

Phillips revealed KGUD has sponsored several personal appearance sessions, including one for Buck Owens. "The reception given Buck was tremendous," Phillips said. "It was quite a surprise to both senior citizens and young adults request autographs and tunes." Sedaht Santa Barbara, often considered a haven for the retired and a home for the elderly, is giving country music solid support, Phillips said.

### Billboard Special Survey for Week Ending 10/16/66

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>25</td>
<td>&quot;Rays of Love&quot;</td>
<td>Ray Charles, Re, Gen. &amp; Chorus, ABC-ABC 1013 (ABC-ABC)</td>
<td>4</td>
</tr>
<tr>
<td>26</td>
<td>&quot;I'll Be Back&quot;</td>
<td>Players, Kent 32001 (Stax, BMG)</td>
<td>10</td>
</tr>
<tr>
<td>27</td>
<td>&quot;Money Won't Change You&quot;</td>
<td>Supreme, Jan-Par 1018 (Jan-Par)</td>
<td>10</td>
</tr>
<tr>
<td>28</td>
<td>&quot;The Best of Luck to You&quot;</td>
<td>Carl Davis, King 248 (King)</td>
<td>5</td>
</tr>
<tr>
<td>29</td>
<td>&quot;I Worship the Ground You Walk On&quot;</td>
<td>Jimmy Hughes, Smash 1006 (Col)</td>
<td>4</td>
</tr>
<tr>
<td>30</td>
<td>&quot;Summerhit&quot;</td>
<td>Billy Stewart, Chess 1986 (Chess, A&amp;M)</td>
<td>10</td>
</tr>
<tr>
<td>31</td>
<td>&quot;I'm Your Puppet&quot;</td>
<td>Bobby Vee &amp; Bobby Rydell, Del &amp; Don (Fame)</td>
<td>16</td>
</tr>
<tr>
<td>32</td>
<td>&quot;Stand In Love&quot;</td>
<td>Jimmy Deans, Capitol 52079 (Motown)</td>
<td>3</td>
</tr>
<tr>
<td>33</td>
<td>&quot;Sunny&quot;</td>
<td>Billy Bread, Phillips 60403 (Parloa, BMG)</td>
<td>10</td>
</tr>
<tr>
<td>34</td>
<td>&quot;Heaven Must Have Sent You&quot;</td>
<td>Cip, MGM 1147 (Cameo)</td>
<td>4</td>
</tr>
<tr>
<td>35</td>
<td>&quot;I Swear by the Stars Above&quot;</td>
<td>B.B. King, Argo 4003 (Fame, BMG)</td>
<td>3</td>
</tr>
<tr>
<td>36</td>
<td>&quot;World of Fantasy&quot;</td>
<td>Five Star-Songs, Cadet 604 (Cameo)</td>
<td>30</td>
</tr>
<tr>
<td>37</td>
<td>&quot;You'll Never Ever Know&quot;</td>
<td>Bobby Hatfield &amp; the Hummingbirds, Cameo 10831 (Soul)</td>
<td>4</td>
</tr>
<tr>
<td>38</td>
<td>&quot;I'm Still Waiting&quot;</td>
<td>Jacki Wilson, Re, Jan 5500 (Jalynne, BMG)</td>
<td>2</td>
</tr>
<tr>
<td>39</td>
<td>&quot;The Beat&quot;</td>
<td>Little Willie, Galt 7255 (Jalynne, BMG)</td>
<td>4</td>
</tr>
<tr>
<td>40</td>
<td>&quot;Baby, Do the Phillys Dog&quot;</td>
<td>Phil Royal, Four 32001 (Stax, BMG)</td>
<td>3</td>
</tr>
<tr>
<td>41</td>
<td>&quot;Phillys Dog&quot;</td>
<td>Phil Royal, Atlantic 2348 (Tune-A-H�)</td>
<td>1</td>
</tr>
<tr>
<td>42</td>
<td>&quot;These Things Will Keep Me Loving You&quot;</td>
<td>Vee Vee 32001 (Stax, BMG)</td>
<td>4</td>
</tr>
<tr>
<td>43</td>
<td>&quot;I'll Be With You&quot;</td>
<td>Wilson Pickett, Atlantic 2348 (Tune-A-H�)</td>
<td>10</td>
</tr>
<tr>
<td>44</td>
<td>&quot;My Little Girl&quot;</td>
<td>Billy Bread, Phillips 60403 (Parloa, BMG)</td>
<td>20</td>
</tr>
<tr>
<td>45</td>
<td>&quot;Music for Everybody&quot;</td>
<td>Motown, M-3502 (Motown)</td>
<td>5</td>
</tr>
<tr>
<td>46</td>
<td>&quot;Fife Piper&quot;</td>
<td>Supremes, Re, 508 (RPM, BMG)</td>
<td>13</td>
</tr>
<tr>
<td>47</td>
<td>&quot;Function at the Junction&quot;</td>
<td>Shifty Long, 2001 (Stax, BMG)</td>
<td>4</td>
</tr>
<tr>
<td>48</td>
<td>&quot;Never Live This Before&quot;</td>
<td>Wilson Pickett, Motown 3504</td>
<td>10</td>
</tr>
<tr>
<td>49</td>
<td>&quot;Spanish Eyes&quot;</td>
<td>Motown, M-3502 (Motown)</td>
<td>4</td>
</tr>
<tr>
<td>50</td>
<td>&quot;Share Your Tambourine&quot;</td>
<td>Bobby Hepler, Cameo 427 (Cameo)</td>
<td>1</td>
</tr>
</tbody>
</table>

### Other News

**RYE TOSSES A PARTY FOR A hometown Annaboy boy—Ronnie Dow, Diamond Records artist. From left, vice-president of WYRE sales Jack Armstrong, Dow, WYRE operations manager Buzz Long, and WYRE music director Ron Rondo. Station featured contest. Dow took winner to dinner.**
PAUL JONES

BY HIMSELF!

This rebellious London music-maker made the scene as lead singer and successful song writer of the Manfred Mann group. Now he goes it alone in a spirited single of a rocking ballad—

BABY TOMORROW.
b/w I Can’t Hold On Much Longer. 5745
The Third Festival of Roses Off and Blooming Oct. 12

By GERMANO RUSCITO

ROME—The "Third Festival of Roses off and Blooming," organized by OMA and sponsored by the Italian Institute of Tourism, will be held at the "Salone dei Cavalieri" (Knighters' Chamber) in the Hotel, Oct. 12 to 14. This festival's program will be performed twice by Italian and foreign singers. On each of the first two nights, an audience of 500 will be presented; six will be selected for the finals. Singers will sing only one tune, so a 45-songer is being composed. Maria Luisa Pian, OMA's manager, anticipated the participation of Paul Anka (RCA Victor), Udo Jurgens (Deutsche Verlag), Little Tony, Los-Marcellos Ferlal, and others. Brazil's delegation (Jimmy Fontana, Lucio Dalla and Liusselle (RCA Italiana), Claudio Baglioni, Giancarlo Barbi, John Foster (Cechgof-Simp), Claudio Vignoli, Sergio Bruni (Italian EMI), Don Becky and 1 Ribelli (Chi), Carmen Villanu (Riuve, Bruno Lavi (Arfonto). This selection was reached through meetings between publishers, record companies, artists, and OMA.

Participation costs are Lire 50,000 ($500) for each song. To go on tour, 30 performers are to be selected. Lire 600,000 ($950) for each song is to be paid to the companies, who also pay for artists' journeys expenses. The events will be broadcast on radio and television nets. Entrants will be Corrado Mantoii. Three kinds of prizes and awards are: 1) Twelve 50-100 prizes, on the first two nights, and 16 sixty-sixyear on the finals, all legally to rule for the winning song. Those juries are to be free. The foreign jury is composed of the President of the State, through the President of the Foreign Tourism, and towns where the juries are located will be disclosed after the festival. 2) A jury formed by the executives of the European Tourism Institutes—such as ministers, secretaries, etc.—will vote in conjunction with the above mentioned 12 juries on the first two nights, while on the third night it will vote independent. The foreign jury, "European Tourism," which cannot be assigned to the song judged in the winner. Should the results of the two votings be the same, the "European Tourism" will be awarded to the song voted for by the foreign jury. 3) A jury, formed by the Italian and foreign journalists attending the Festival, will vote for a separate and independent special, "Prize of the Critics," which could concede to the winners. Some 50 European music professionals participate in these executive juries, among whom those who have more frequent relations with the Italian music circles, will be invited here as OMA guests. The event, providing among the Italian and foreign music tastemakers here will be made possible by the General music problems at European level. They are expected to the topics. In 1964, "Non Son Dega Di Ti" by Gianni Minardi, RCA Italiana, was the winner and topped the charts for over nine months. In 1965, it was Orietta Berti's turn (Poby's "Cento Chiavi," which also became a hit; Bruno Lavi, Ariront, and his song "Ruberby" were awarded the "Tourism" trophy.

NEW YORK — Bob Dylan and Joan Baez will headline the third annual Festival of the Roses Oct. 20-23. The foreign list will include Shire of England and Albin Abrire of Alberic, top artists from RCA Victor, which has been invited to participate in the festival. Italian singers of both sexes who have been solicited to join the event. Mina and Adriana Celentano, who are considered among the top singers of the festival, will be guests of honor to participate in the event. France's Antoine will participate as will Italy's Fred Bonognot, Fontana, DeCaro and Giorgio Gabi (Ri-Fi).

U.K. Gov't's Collision Course With Pirates Is Set For Nov. 24

By GRAEME ANDREWS

LONDON — The long expected battle between the British Government and the offshore radio stations has come. A court summons has been served on the company controlling the long-established Wapping Offshore listening station which operates from a group of wartime defense huts as the winning song Thomas Estuary. The test case will be heard Nov. 24. The summons alleges that the company unlawfully used a wireless transmitter Aug. 16 without a license. WDIO radio chief Ted Allbury claims that the pirate station has been broadcasting since Red Sands tower in the Estuary is outside the jurisdiction of British courts. The company will strongly contest the allegations and will continue its "sweet music" for over 17 hours a day to a claimed audience of 5 million.

The station "will continue to broadcast until we get a final verdict," said Allbury. "But if we lose, we can't stop broadcasting immediately," said the court. The court's findings will be discussed and covered in a fine and three months imprisonment for the secretary of the company, reputed to have taken $700,000 in advertising revenue in its 12 months of operations.

Government action to gag the offshore station has been expected for more than a year. The summons, if it brings a conviction, is certain to be followed by a summons against Radio City, also based on a deficient letter of the Thames.

Meanwhile, the government is still considering a bill to pass through Parliament next spring to prevent British subjects from listening to foreign pirate stations.

The Conservative opposition's broadcasting spokesman, Peter Hain, has said his party will support the suppression of the pirate stations unless alternative local commercial radio servise are granted.

(Continued on page 34)

Rio City Govt. Will Sponsor Songfest

By SAMLE STEINMAN

NAPLES — A pas de deux of Naples "Bella," with lyrics and music by Puglisi and Renato, was sung by Alfredo Brizzi, Bruno, EMI-VCV, and Roberi, in the 14th Naples Song Festival. Published by Curci, the winning song "Bella," which brings long applause here and to most Southern Italians. Both versions were directed by Angelo Giacomozzi. Published by Curci, the winning song "Bella," which brings long applause here and to most Southern Italians. Both versions were directed by Angelo Giacomozzi. Published by Curci, the winning song "Bella," which brings long applause here and to most Southern Italians. Both versions were directed by Angelo Giacomozzi.

"Bella" the Belle of Naples' Fest

The Brazilian consul in Los Angeles, Raul de Smandek, has been working to get other American participants. A $12,000 gold, bejeweled trophy called "The Golden Rose," is the first prize for composers. Second and third place trophies are valued at $5,000 and $7,000, respectively. A S.A.V.O. trophy will be presented to the top singer.

Rio officials hope to make this the center of an American Song Festival for the first presentations in the 30,000-seat Maracana auditorium. According to official De Rio De Janeiro, the following composers, their scores and their expected prizes are:

(Bella) the winner for 1966, Bob Dylan and Joan Baez, who will headline the third annual Festival of the Roses Oct. 20-23. The foreign list will include Shire of England and Albin Abrire of Alberic, top artists from RCA Victor, which has been invited to participate in the festival. Italian singers of both sexes who have been solicited to join the event. Mina and Adriana Celentano, who are considered among the top singers of the festival, will be guests of honor to participate in the event. France's Antoine will participate as will Italy's Fred Bonognot, Fontana, DeCaro and Giorgio Gabi (Ri-Fi).

(Continued on page 34)
In "Nineteen Days"
you will hear
an exciting new sound by
THE DAVE CLARK FIVE.
Reds’ Music Future in West Bright

GUETERSLOH, W. Germany—Dr. Werner Vogel, executive chairman of Deutsche Grammophon, a German-owned subsidiary of EMI, has announced that the company has decided to expand its West German operations. The move is seen as a major step forward in the company’s efforts to increase its presence in the lucrative West German market.

Vogel said at a press conference that the company had decided to increase its production of classical and contemporary music in the West. The expansion will be accompanied by a significant increase in the company’s marketing efforts in the region.

The announcement was welcomed by many in the music industry, who see it as a significant development for the future of classical music in the West.

First Mexican Jazz Fest Gets a ‘Good’ Reception

MEXICO CITY—Artists from the U.S., Mexico, and Brazil took part in the Jose Luis Universidad Mexican Jazz Festival, Sept. 20 to 25. Public was “good,” considering the lack of advertising.

San Antonio, Texas' Main Plaza was inaugurated by General Director Rafael Favela and General Director of Fine Arts, Dr. Hidalgo de Bellas Artes (National Institute of Fine Arts), Jose Luis Universidad. The festival began with performances of groups of music off to a swinging start with Louis Osorio, Jose Luis Rivas, Eduardo Sanchez, Rossa Treu, Luis Carlos Vargas, Roberto Rojas and Remo Ribeiro.

On the second day, a jazz dance with Johnny Martin's ballet was performed, followed by Nadia Milion, Nadine Jan- sen, and others. Another jazz dance, performed the following day, was a group of appearances by such performers as Cesar Tomay de Guzman and Osvaldo Gonzales. This year's festival was also known here to a “Signorina” from the NBC series being filmed in Mexico. Jose de la Mora, Jorge Barrios, and others were treated to a gala performance.

Vogel found that recording studios in his friend's team were equipped with the most modern studio apparatus.

Regarding prospects for the expanded sale of Western music in the Soviet Union, Vogel found the situation encouraging. He said that classical and contemporary music sales in the West are promoted in the Soviet Union in a way that has made itself known to the public.

Vogel's choir includes performances by top Soviet artists and material.

So far, Ariola has released several albums of recordings from the Melodia repertory. This year, Melodia is virtually the same as that just signed by Capitol.

Naples Fest Boosts Songs

NAPLES—Six records seem to be coming out following the 14th Neapolitan Song Festival, possibly the first in the world on all sides without the accompanying press.

Record houses throughout the country report considerable demand for the song “Bella (Beautiful)” by Sergio Bruni, EMI-BCM, a consistent commercial hit on the Italian charts. This year, the song was performed by the most important artists.

The results of the contest are from June through August. Both Miss Caselli and Little Tony received trophies.

Miss Caselli won with “Perdono” (Forgive Me), oustanding Little Tony, Durium, and “Ridera” (She Will Laugh) by the Potala Petula Clark, SAAR-Vogue, who won a year ago with the Italian title. This year, the number was "L’Amor Si Vive" (Love Is Like The Wind).

Others who followed in top places were Wilma Goich, R. Cifari, Scala Distrito, EMI-CBM; the Rolling Stones, Decca; Pino Donaggio, EMI-VCM; and the Beach Boys, EMI-CBM.

The competition lasted from June through August. Both Miss Caselli and Little Tony received trophies.

Napa Tastes for Summer Showers

ROME—Spanish promoters of the Cantaarona, who canceled last week, are now planning to go ahead with the contest on June 23. The festival will be a counter-programming event, as well as an opportunity for Spanish music to be heard.

Spanish Promoters Facing Raddell's Legal Wrath

Rome—Spanish promoters of the Cantaarona, who canceled last week, are now planning to go ahead with the contest on June 23. The festival will be a counter-programming event, as well as an opportunity for Spanish music to be heard.

The Barcelona appearance was an attempt to introduce Spanish music to the English-speaking world. When Raddell agreed to hire a Spanish stand-by, the local promoters seized the opportunity and sent individual wires to the 12 principal Italian pop singers telling them the appearance had been called off.

As a result of the action, the group had a one-day layover in Monaco before returning to Italy. Raddell claims the incident was a threat to the company's reputation and a threat to pop music in general.

U.S. Disk Artists Invade Mexico

MEXICO CITY—American recording artists are recording local night clubs. Most artists want to record for general recording studios while they are here. However, Johnny Rivers, a two-time hit on the Mexican charts for his renditions of such hits as "Aladdin," said, "I'm not interested in recording with the Mexican artists who are here."

Adam Wade was waiting approval from the legal department to record here. If so, he'll turn right into CBS studios. His show there will be a hit in Mexico and will be a great success in other countries.

The Ventures continued rocking El Patio, following Rivera who followed Judy Garland. "Look Back at You" is at La Fuente for two weeks.

Don Pepe Leon, former operator of the Terraza Casino, has reopened with Carmen Capilla and several U.S. names for the rest of the year. The list includes Frank Sinatra, Dean Martin, and the Supremes.

Merly Ploofsky, Pick uped by MGM

LONDON—MGM has signed up an Irish rock star, the "Merly Ploofsky," by Dermot O'Brien and His Club Men. The band was formed in 1980 to compete with the Abbey Tyyn Singers ’Off to Dublin in the Grammys which is the same song, and already in the Hot 100.

The O'Brien record—an Irish rock song—shuddered to the top of the Irish charts in seven days. MGM closed the deal for American release of the club with the title "Kiss Me, Deadly.

September 27 (London, pub. October 8, 1966, BILLBOARD)
A new and fresh single sound!

Mike Douglas

The title song from the Broadway hit...

"Cabaret"

(From the musical production "Cabaret") 5-10078
For the first time in 1967
from January 30 to February 4,
at the Palais des Festivals in Sunny Cannes, France,

In One Place at the
INTERNATIONAL RECORD & MUSIC PUBLISHING MARKET

You will meet trade people from all over the world IN 6 DAYS
You will make a trip around the world
of the record and music publishing business

For a complete list of 160 professionals and companies in the entertainment industry, see page 38.

 Collision Course
Continued from page 38

For those groups. Four such units who did five numbers in the first two evenings were eliminated. A surprise elimination the night was Riccardo's guitar-playing Daisy Luminifer with her folk-type offering of "Femmenne E Tammorre" (Women and Drums). The press had made her and her number the pre-festival favorite.

The lone singing composer in the event, EMI-VCM's Lello Caravagio, sharing honors with Carissi's Pappiano di Curi, also made the finals with "Lucia." Domenico Modugno's "Seze Malo" (Alling Sun), which he gave to Mario Abatieri, Viv, and Giacigli, also made the finals. Usually all songs with Naples as a theme make the finals, but "Pe Strada E Napule" (On the Streets of Naples) lost out although it was sung by the high-powered combination of Maria Paris, Viv, and Wilma Goich, Riccieri.

Once the courts had dismissed the suit brought by two composers to restrain the festival on the grounds that it was controlled, most of the events passed without controversy. One face-up on the first night when two songs tied for seventh, was the only thing made by lot. Under similar circumstances, San Remo had added one more in the final and admitted both. The entire three nights were televised, the final night going out on Eurovision. The theater was filled every night despite the 50-degree temperature in an air-conditioned house.

In addition to the principal awards, all composers and lyricists shared in a draw for a car, and those in the finals for a TV receiver.
You Can Stop Looking Herman Your Next #1 Single Is Here!

DANDY
b/w My Reservation's Been Confirmed K-13603

Herman's Hermits
The new hit single first heard on the Ed Sullivan Show
A Mickey Most Production... for MGM
MGM Records is a division of Metro-Goldwyn-Mayer Inc.

A Mickie Most Production. Manufactured by Reverse Producers Corp.
The Bomb Predicts

1956 I said Presley was just a fad.
1960 I said the car fad business would go out as fast as the hip hop.
1963 I said the Beatles were just a mop hair craze.
1966 Now I say I can triple their sales, reduce their inventory and increase their mark up.

They don't believe me.

Norm

The Bomb

Winter

(They're hiding me on classified page)

INTERNATIONAL NEWS REPORTS

From The Music Capitals of the World

Continued from page 34

York and Chicago, studying American promotion methods.

Graham Andrews

MEXICO

"Capitol Caravan" is a new idea for Mexican artists. Within the next month or two, Capitol recording stars will tour America's Southwest, offering concerts. Included so far on the list are Perry Salinas, Lou Yaki, Maria Bravo, Mazatlan de Oro y Plata, Teo San Miguel and Monica. Promotion arranged through Agenzia Artistica Internazionale.

Kevin Kelleghan

MILAN

Back from the London-Pye convention, Elisabetta Mantinagi, Durium international manager, said that main topics of the meeting were tape. Catriona's and compatible mono-stereo albums. Elisabetta and Kierow Mantinagi, Durium president, delayed their return here to meet with Nicasio Dalome and Alberto Serra, president and director respectively of Discos Vergara and Julio Gas la. Chava, Ediciones Armonico general manager, in Barcelona... CBS Records producer Etore Stratta and arranger Joe Sherman in Rome to produce an album with American flavor for Durium, under the title "Nina Reno in America." (Nina Reno in the United States). Arranger Christian Redon flew from Hana Schallplatten, Dusseldorf, to produce a Christmas album with Nina Reno, for Durium. Tony and Nelly flew to Paris to record the French versions of four tunes for Nina. Wanda Villanella was back in Italy,witched to Disco Parade, and worked on a new LP with Rina Sato. Pipa the 500,000 sale mark, in 1964 with Limited Edition. "Eli Di Sabbiu," Sari issued a single with Silvia Clark, Vogue, with "Bung Bung" bow "Strangers in the Night." Carmen De Benedetti takes back "Journey to the End of the Night." The U.S. and Canadian release of "Nina Reno in America," the second for the U.S. and Canadian release of "Nina Reno in America," the second for

Isn't that what's-his-name playing the Holter whatshamacallit?

It's not a whatshamacallit the kid in the middle is playing. It's a Holter.

And it's not what's-his-name, the boy crimewriter. It's Johnny Morley, from Freeport High School. Which just goes to show you that Holter makes a musical instrument for everybody. Even the kind of people you'd least expect to see playing one. Like Arthur Lazlo. The ticket broker, not the trumpetist. Arthur taught himself to play the Melodica one night. Now they ask him to play at parties. And Vinnie Panetta, the maître de in the fancy jacket. Vinnie never even got involved. Now he gets coaxed to play at parties. Bach, Beethoven and Beulah music all sound great on his Holter Cembalo.

And Bob Brambler on accordion. And Anna Bella Wathie on the Cembalo. And Ronald Stone on the organ.

None of them are professional musicians. They just felt - like a lot of people that should make music if they tried. So they tried.

M. Holter, Inc., Hicksville, N.Y.

This ad is part of a national advertising campaign in Life and The New York Times Magazine, in teaching publications, and on radio stations across the country. We want your customers to know that Holter makes the instruments used in the big new sound in contemporary music. We want you to know too.

OCTOBER 8, 1966, BILLBOARD
RAY CHARLES SINGERS
"WHAT THE WORLD NEEDS NOW IS LOVE"
Album #1001 - The greatest album ever from America's best selling vocal group.
DONT CRY • MINNEAPOLIS • PROMISES • A TIME FOR LOVE • THERE'S NO PLACE LIKE HOME • I CAN'T STOP LOVING YOU • WHAT THE WORLD NEEDS NOW IS LOVE • I UNDERSTAND • STRANGERS IN THE NIGHT • OPEN A NEW WINDOW • I'LL WALK ALONE • IT'S TIME TO SING

MITCHELL AYERS
"THE HOLLYWOOD PALACE"
Album #1002 - A fantastic musical tribute to the stars who have appeared on "The Hollywood Palace" featuring the songs they have made famous.
PUT ON A HAPPY FACE • IF I'LL LEAVE YOU • WIVES AND LOVERS • ALL THE WAY • ONCE IN LOVE WITH AMY • MIMI • CHEEK TO CHEEK • LEFT MY HEART IN SAN FRANCISCO • SWINGING ON A STAR • MONA LISA • EVERYBODY LOVES SOMEBODY • FOR ME AND MY GIRL

DOC SEVERINSEN
COMMAND PERFORMANCES
Album #1004 - "Brilliance in brass" - The greatest records ever made by the most exciting trumpet in the world.
WHEN THE SAINTS COME MARCHING IN • STORMY WEATHER • BAUBLES, BANGLES AND BRADS • MY FUNNY VALENTINE • IT AIN'T NECESSARILY SO • ON A CLEAR DAY • IN A LITTLE SPANISH TOWN • SUMMER TIME • LOVE FOR SALE • DON'T WORRY HOU ME • BLURESTE • STARLIGHT

OLYMPUS 7-0000
 Album #1005 - An original musical cast recording by Richard Adler starring Donald O'Connor, Larry Blaison, Phyllis Newman, Fred Clark from the new ABC-TV spectacular "Stage 07".

BOLSHOI BALLET 67
Album #11035 - The original sound track from the new motion picture, Bolshoi Ballet 67.

9 BEETHOVEN SYMPHONIES
Album #10001
An historic recording achievement! The 9 Beethoven Symphonies performed by William Steinberg and The Pittsburgh Symphony Orchestra. All 9 performances recorded during the last 2 years...in the same studio...by the same engineering and A & R staff...and all original master recording done on 90 MM magnetic film.

BEETHOVEN'S 8th & 9th SYMPHONIES
Album #12001
A 2 record set. Beethoven Symphony No. 9 in D Major, Opus 125 - William Steinberg - The Pittsburgh Symphony Orchestra. Soloists: Ella Lee • Joanna Simon • Richard Kraus • Thomas Paul with the MENDELS-SOHN CHOIR OF PITTSBURGH. Symphony No. 8 in F Major, Opus 93.
DIONNE WARWICK'S NEW SMASH IS I JUST DON'T KNOW WHAT TO DO WITH MYSELF (Bachrach-David) B/W In Between the Heartaches

THE SWEET SOUND OF SUCCESS IS ON SCEPTER 12167

AND THE SWEETEST VERSION OF ALFIE IS BY DIONNE WARWICK ON SCEPTER 12153

for Bookings, contact Paul Cantor 212/CI 5-2170
New Album Releases

Angel

New: RAPIDSCOPH CONCERTO IN D MINOR — Manchester/Beth Festival Orch. 1067, 1067. 
VARIOUS ARTISTS—Opera Gala-Famous Ensembles. 1067, 1067.
Send for your free catalog today.

PHILIPS

Caedmon

See the new Trim Color Photo Cards 25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.

New Trim Color Photo Cards

by Photo Foch. Co.

See before you buy. FREE Sample Christmas Card

25-

25 $1.00 1350

Bridge of Song—4th Song 1050

by Photo Foch. Co.
DUNIHILL Original Soundtrack — Da John D 53701, MS 53701

ELEKTRA

JOHN PATTON-Outward Bound; EKL 317, EXS 7127

OLIVER SMITH; EKL 316, EXS 7116

EPIC

HOYATZ. PIANO CONCERTOS Vols 3-William Festival Orch. (London); 3600; 3620, 3640, 3660

DECCA

WAREHOUSING

LOS BACH/ALL as All DTA

AETEMA

PRESSING

PLATING

CUSTOM 2437

IMPULSE

ARCHIE SHEPP Live in San Francisco; A 9118, AS 9118

64689; Stan-Di-Dor; A 9120, AS 9120

JOHN COLTRANE Returns to the Village Vanguard; A 9124, AS 9124

ESTELLE KOOP—Everyday; A 9136, AS 9136

CLARK TERRY/CISCO O'FARRALL—Spanish Trolley A 9127, AS 9127

LIBERTY

GARY LEWIS & THE PLAYBOYS: Golden Greats! LSP 6468, LST 7468

RED WEDDING—Music From the Heart: LSP 7467, LST 7467

ROBERT VYAL—Look 4 Me Girl; LSP 7480, LST 7480

LITTLE DARLIN'

JONNY PUNCH—The Lovers' Machine; LG 4003, SLJ 4003

MERCURY

HANOVER; SYMPHONY NO. 2—Eastern-Rochester Orch. (Percy); 3600; 3620, 3640

MUSICOIR

PAUL TRIP; VARIOUS ARTISTS—Nero Fun at Birthdays House; HM 5007

MONUMENT

Ne-Dor; Querencia (Coral); MLP 6054, SLP 6054

SAGY PARKER—Flamenco; MLP 6021, SLP 6021

NONSEARCH

Stereo Master of Mexico, Maples and Tamar—Instrumentalist of the Society Cen

tral de Lupus; A 3004; A 3006

DE FALLA: CONCERTO FOR HARP AND ORCHESTRA—David Young, Converse

Sextet; A 1320, AS 1320

STRAVINSKY: LES NOCES—The Beaux Arts Ballet; A 1332, AS 1332

BIZET: 5 CONCERTOS IN 9 MAJOR CHROMATIC ORCHESTRA (Konart); A 1322, AS 1322

HENRIETTA YEPEZ—The Real Mexico; HM 6009, HST 7009

PAULA

RAY DUCKETT Sings: LP 2192, USP 2192

POLISH HERITAGE

SCULPI MODERN—Polish Heritage; SM 1000

RIVERSIDE

THE NAMES SANTITAMARIA BAND-—Chicago Products: 1650

ROULETTE

CHARLEY GREY at the Left; R 25324, SLJ 25324

Original Soundtrack—The Peach Thief; D 6504, MS 6504

SERAPHIM

HARRY BROWN—The Philharmonic Winds; VRS 50015, S 50015

SCHUBERT/SCHUMANN STRATOS—Great German Songs; A 60525, S 60525

ARTHUR ROYDENS—The Royal Philharmonic Orch; A 65001, S 65001

SCHUMANN: SIX PRELUDES & FUGUES—Garon Steadman; D 6004

CHRISTIAN LIEBESN—SONGS OF A MISTRAY—The Philharmonic Winds; S 6504

SING

Creating Gospel Singing by the GOSPEL RHYTHM AND BASS TRIO; D 60001

STARKINE

The Best of Drink Martin; T 2591

The Best of Atlantic Artists; T 2594, S 2594

The Best of Tex Ritter; T 2592

The Best of the Roger Wagner Chorale; T 2591, S 2591

SUPREME

WILLIAM CASTLE—EAGLE in the Mind; R 113

TICO

This Girl on a Log; LG 1144, LSP 1144

TOWER

JIM WHITTINGTON'S Mod, Mod Mod; MLP 1145, SLP 1145

20TH CENTURY-FOX

COREY LEWIS—The Green Hamlet; 3186, S 3186

UNITED ARTISTS

JIMMY DURANTE—Christmas Album; V 6050, VLS 6050

VANGUARD EVERYMAN

ANDRE BREITGER, violin; Corazon de Europa; T 3020, S 3020

RITA REY—INTERNATIONAL; T 3030, S 3030

VERVE

CHARLES MINGUS: The Kiss and Fall of the Great Society; V 16020, W 16020

VSP VERVE

NAT KING COLE at Arts; VSP 25, VSS 25

STAN GETZ Another Time, Another Place; VSP 22, VSS 22

LESTER YOUNG—Pre and His Cabinet; VSP 27, VSS 27

WORD

ALAN PETTIS—Let Your Light So Shine; W 25955R, WST 5955R

Two Squiries—FATHER THOMAS; W 6105R

VARIETY ARTISTS—The Lord Is Me Tono; W 3399, USP 3399L

21ST CENTURY CENTRAL AMERICAN AMERICANS

CALIFORNIA

REDD FOXX and other great comics

ON DOOTO BEST SELLING COMEDY ALBUMS...America's maddest, gayest, funniest comedy

Put these power packed albums in your inventory!

DEALERS ORDER NOW!

LOAD UP FOR THE BIG SELLING SEASON

5+1 DEAL ENDS OCT. 25TH

DOOTO RECORDS

OCTOBER 8, 1966, BILLBOARD

45

www.americanradiohistory.com
Country Music

October 8, 1966, Billboard

Nashville Scene

By HERB WOOD

Shub Woody, the voice of Dean Cooper and the Almos Persaud No. 2 hit, is in Durango, N. M., filming a new movie with Wayne and Kirk Douglas... Capital Records star Sonny James dropped by the Billboard office in Music City, C. L. Way was on the lot, R. L. to launch a tour of the Northeast... Capitol's country promo man, Wade Pepper, on the Coast for the label's national promotion meeting... Jeanie Seely and Connie Smith, two of country music's prettiest vocalists, were featured on the "Grand Ole Opry" Saturday... The girls garnered large ovations as they sang 'The Old One," 'It's Only Love' and ' Ain't Had No Lovin.' Kaye Records' songstresses, Ruby Wright, just released her latest album, "Dara Yas,' featuring her big single, 'Billy Broke My Heart at Walgreens' and 'You're Not Really Loving Me Anymore,' as well as the title tune... Tough luck is not the word for Carl Perkins. Last year the singer accidentally stuck his hand in a fan while taking a bow at a concert, severing some tendons. Several weeks ago, one of Carl's fingers suffered a deep cut, and still bleeding, his fingers suffered a deep cut, and still bleeding, his fingers infected his finger. Perkins is recuperating at Madison County General Hospital in Jackson, Tenn., where he will be bed-ridden for several weeks. Now, though, Carl's left hand is said to be recovering and he will be heard singing in the studio this week... Johnny Darrell was a last-minute substitute for Sonny James on the NBC TV show Dec. 16 at the Civic Auditorium, Allentown, Pa. Darrell listed his all-star tour as a good vehicle to get more kids involved in country music, and a Christmas show for the kids, and a show, proceeds being distributed to juvenile children, at Christmas. John Darrell has featured Donny and his sidekick on the "Crazy B" release last week,
In the tradition of the great World War II Standards...

"STATESIDE"

MEL TILLIS

published by
CEDARWOOD Publishing Co., Inc.
815 16th Ave. S
NASHVILLE, TENNESSEE

Bookings
HUBERT LONG
TALENT AGENCY
806 16th Ave. S
NASHVILLE, TENNESSEE
**WSM's Country Festival Events Scheduled**

- **Continued from page 46**

Following is the day-by-day schedule of events:

**Thursday, Oct. 20:**
- WSM Registration, Municipal Auditorium, 8 a.m.-9 p.m.
- CMA membership meeting, Municipal Auditorium, 1 p.m.
- CMA Broadcasters meeting, Municipal Auditorium, 1:30 p.m.
- SESAC Reception, Municipal Auditorium, 1 p.m.
- Video-taping "Grand Ole Opry," Opry House, 7 p.m.
- BMI Dinner, (invitation only)

**NASHVILLE SCENE**

- **Continued from page 46**

...Charlie Louvin stopped in Music City between tours to plug his latest single hit, "The Proof Is in the Kissing." Duke of Piedmont, 65 years old and not showing it, dropped into town after 60 straight days on the road. The venerable country performer logged 1,200 miles during that period. That's a grind at any age.

**Emery Telecast**

- **Continued from page 46**

appearance of the two top-ranked stars was a tribute to Emery's popularity in the country music field.

The show, which will be a first-rate showcase for country talent, covers a market that includes middle Tennessee, Southern Kentucky, and Northern Alabama.

Emery's warm personality and gift of gab keeps the hour-long show running smoothly. On the initial telecast, Emery traded jokes with Robbins, who was celebrating a birthday, and coaxed a vocal solo from Chet Atkins, Nashville’s No. 1 instrumentalist.

Other guests who appeared on "The Ralph Emery Show" this week and last were Little Jimmy Dickens, Bobby Bare, Jack Greene, the Browns, Del Reeves, the Rhodes Sisters, Skeeter Davis, the Kitty Wells Show, the Jordainaires and Warner Mack.

**Yesteryear’s Country Hits**

Change-of-pace programming from your library's shelves, featuring the disks that were hottest in the country field 5 years ago and 10 years ago this week.

**Country Singles | 5 Years Ago, October 9, 1961**

1. Tender Years, George Jones, Mercury
2. Walk On By, Leroy Van Dyke, Mercury
3. Under the Influence of Love, Buck Owens, Capitol
4. Sea of Heartbreak, Don Gibson, RCA Victor
5. Hello, Tom, Ray, Emery, Emery
6. I Love to Dwell, Patsy Cline, Decca
7. Honey Bee, Tex Ritter, Columbia
8. Happy Birthday to Me, Hank Locklin, RCA Victor
9. I'm Your Man, Marty Robbins, Columbia
10. Light of the Morning, Wanda Jackson, Capitol

**Country Singles | 10 Years Ago, October 6, 1956**

1. Hound Dog/Don’t Be Cruel, Don Reeves, RCA Victor
2. Crazy Arms, Ray Price, Columbia
3. I Walk the Line, Johnny Cash, Sun
4. Sawing, Kitty Wells, Decca
5. Sweet Dreams, Faron Young, Capitol
8. You Are the One, Carl Smith, Columbia
9. I'm a One-Woman Man, Johnny Horton, Columbia
10. I Take the Chance, Jim Ed & Maxine Brown, RCA Victor

**NOW OVER 1,500 DEDICATED MEMBERS**


**ASCAP Dinner-Dance, Municipal Auditorium, 7 p.m.**

Trade Press Awards, Friday Night Opry, Opry House

Saturday, Oct. 22:
- WSM Breakfast Spectacular, Municipal Auditorium, 8 a.m.
- Panel Discussions, Municipal Auditorium, 1 p.m.
- Opry House, Noon
- Capitol Records' Party, Municipal Auditorium, 8 a.m.
- Grand Ole Opry, Opry House, 7:30 p.m.
- Dinner Dance, Municipal Auditorium, 1 p.m.
- Opry House, Noon
- Capitol Records' Party, Municipal Auditorium, 8 a.m.
- Grand Ole Opry, Opry House, 7:30 p.m.
- Dinner Dance, Municipal Auditorium, 1 p.m.
- Opry House, Noon
- Capitol Records' Party, Municipal Auditorium, 8 a.m.
- Grand Ole Opry, Opry House, 7:30 p.m.
- Dinner Dance, Municipal Auditorium, 1 p.m.

**CMA Anniversary Dinner-Scholarship, Municipal Auditorium, 7 p.m.**

**JO WALKER**

Country Music Association 801 16th Ave. South, Nashville, Tennessee
ITCC
Subsidiary of Dextra Corporation

is proud to announce that it has been selected as one of the two top companies to duplicate and distribute Kapp Records on 8 track stereo tape cartridges...

...and ITTC is the only company offering this important label on both 4 and 8 track.

Featuring such best-selling artists as:

<table>
<thead>
<tr>
<th>Louis Armstrong</th>
<th>Joe Harnell</th>
<th>Jose Jimenez</th>
<th>Freddy Martin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Do-Re-Mi Chorus</td>
<td>Gordon Jenkins</td>
<td>Pete King Chorale</td>
<td>Ruby and the Romantics</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Miriam Makeba</td>
<td>The Searchers</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Roger Williams</td>
</tr>
</tbody>
</table>

and the outstanding original cast album...

Man of La Mancha

INTERNATIONAL TAPE CARTRIDGE CORPORATION, 663 FIFTH AVENUE, NEW YORK, N.Y. 10022
Playtape Inros Two-Track LP Cartridge

NEW YORK—Playtape, Inc., which has been making a tape transport system within the next two years, is also developing Playtape LP featuring 30 minutes of music. The new long-play 2-track cartridge is expected to be in distribution in January, said Clarence Stanford, a consultant with the firm. Cartridge, containing from 8 to 10 times, the Playtape LP is expected to retail for about $2.49.

The Playtape 2-track unit was mere recently at an MGR Records sales meeting by Frank Stastion. A portable m-case, aimed mostly at the teen market, would hit the market about Oral. Both MGR and Records are marketing this 2-track cartridge. MGR expects to handle 50,000 of these units this year, and addition, Sears already has 600,000 on hand and expects to purchase a total of 600,000 units this year.

Playtape will also have available on the market the first of the two-track units. The auto unit will be hung on the home units will have separate speakers.

Muntz Gears for Global Market

WASHINGTON, D.C.—Muntz Stereo-Pak is gearing itself for world market expansion. The company, which has been in the loop tape cartridge business for 14 years, has already begun to manufacture international cartriges for Muntz’s potential export markets. The company has been producing sizes 8- and 12-track cartridges, which are available in most countries. The company is looking for a larger production run in order to meet the world market demand.

Kirk Jukebox to Use Four Tracks

ORLANDO, Fla.—The Kirk Electronics Manufacturing Co., has announced that within a week it will begin production on a coin-operated jukebox using 4-track stereo cartridges and based on the top 10 tunes. In the unit will be nonselective and operable radions, 20 stanchions, a recent play, using stereo speakers in each model. According to John A. Kirkpatrik, president of Kirk, the company is looking to expand its product line and has already developed products for 4-track stereo tape cartridges.

Pinch Football

The 8-track cartridge contains an internal pinball roller, while the roller for the 4-track cartridge is located within the playback unit. This, activating the 4-track cartridge causes the pinball to shift into position through a cut-out space provided in the cartridge.

The movement of the tape is dependent upon the pinch roller located between the playback units. The size of the tape unit's lower speed. All continuous loop tape cartridges play at 33 inches per second (ips). Porterfield added that the relatively slow process of duplicating will be speeded up, tape cartridge growth will not result in its full potential.

Weintraub, however, said the price of the cartridges will decrease only because companies will not let quality factor rise. "We (the engineers) built better cutters for records to eliminate much of the noise," he said.

"The record companies decided to maintain the lower noise level and to record on a cheaper base."

Looking for AMMUNITION for your CARTRIDGE contact HENRI RENE

Quality Is 1st Canadian Firm In Tape Duping

TORONTO—First Canadian company into the tape duplication field will be Quality Records Limited. Founded by vice-president and managing director George Stevenson, the company has ordered tape duplicating equipment from the U.S. for their new plant. The company will have its staff trained and be in operation late this month or early in November.

Quality will be equipped to produce 4 and 8-track cartridges and reel-to-reel tape products. Initially, our capacity will be limited so far beyond the current demand, but we are looking to the future.

(Continued on page 51)
Presley Pkgs. Mark RCA 2d Stereo-8 Yr.

NEW YORK — RCA Victor is launching its second year in Stereo-8 CARtridge tapes with Elvis Presley’s entire stereo catalog. Victor is making 16 Presley packages available for the first time, including three twin-packs two-LP equivalents. Included with each new Presley cartridge (as long as they last) is a full color autographed photo by the singer, signed: “I hope you will like the new Stereo... Sincerely, Elvis Presley.”

George L. Parkhill, advertising-promotion manager, has set up a full-scale promotion and advertising campaign to accent the release. It will include a full-color consumer booklet, Presley streamers, ad mats, plus trade and consumer advertising.

Prior to this release, there were five Stereo-8 tape cartridges available from Presley’s catalog.

New Site for TDC Elect.

LOS ANGELES—TDC Electronics, Liberty’s tape CARDtrix duplicating plant in Osaka, will shortly have a new home, enriched by 17,500 square feet of operating space.

The new location will be at 12th and Pacific Streets. New equipment scheduled for installation covers a conveyor belt system and automatic label and shrink wrap machines.

The plant, in its fourth year, has 80 employees and operates four duplicating lines of one master and 10 "slaves." Both 4 and 8-track configurations are duplicated for the parent firm and custom jobs.

Ron Bledsoe, executive assistant to corporate president Al Bennett, is the coordinator on the project. TDC’s resident general manager is Leo Colvin, who along with engineer Stan Nick sold the factory to Liberty last April.

Sachs Recuperates

CINCINNATI — Bill Sachs, Billboard Executive News Editor who underwent eye surgery at Good Samaritan Hospital here last week, returned to his home here Wednesday (28) where he will recuperate for five weeks before returning to his Billboard duties. Sachs’ home address is 3445 Camelia Drive, Cincinnati, Ohio 45211.

Quality of Can.

• Continued from page 50

and the expansion of the tape cartridge market in Canada,” said production co-ordinator George Struth.

Quality hopes to announce its initial tape cartridge releases within a month, and will concentrate first on the catalogs of its affiliate companies. However, it will also undertake custom duplication.

Zip code helps keep postal costs down but only if you use it.

OCTOBER 8, 1966, BILLBOARD
NEW YORK—Major promotions for Lorin Maazel, Georg Solti and Leonard Bernstein highlights the fall's album activity. The schedule of new releases also shows that the "three bs," no longer are intact as the main corners of classical music activity. While Bach and Beethoven maintain their positions among the leaders, the market has fallen down sharply.

In fact, from the recording standpoint, Bach, Beethoven and Mozart are neck-and-neck with Handel and Haydn close behind. Verdi and Schubert top the romantic composers, fast on the heels of the violin. Then closely bunched, come Telemann, Brahms, Tchaikovsky, Vivaldi and Stravinsky. Other composers with several listings among the new releases include: Puccini, Donizetti, Mussorgsky, Bartok, Prokofiev, Schubert, Chopin, Massey and Vaughan Williams. Among the better-known composers with only one or two listings are Schumann, Debussy and Richard Strauss.

Handel's "Messiah" leads in works to come out with four major recordings on tap. A close second is his Concerto E Flat, K. 364, which is listed by three labels. A fourth pressing of the Mozart work was among last month's leaders, too. Featur-eed on "Messiah" recordings are the Robert Shaw Chorale and Orchestra (RCA Victor), Leonard Bernstein and the New York Philharmonic, Casals and the Philadelphia Orchestra (Angel). The Angel pressing contains highlights of that company's complete version. The Mozart work will appear on Deutsche Grammo-phon, Philips and Turnabout.

Philips' promotion on Maazel includes three specially-priced Bach packages. The young con-
ductor, who last year was appointed chief conductor of the Berlin Opera and the Berlin Radio Symphony, will conduct 12 performances of the New York Philharmonic next month, and nine of the Philadelphia Or-
chestra through the beginning of December. The albums are the "Mess in B Minor," "Branden-
berg Concertos" and "Suites for Orchestra."

In conjunction with Solti's 20th year with London Records, the company is reissuing his first London disk, which con-
tains violin and piano sonatas with Solti as pianist and Georg Kulenkampf as violinist. Also-
slated is a pairing of Bruckner's "Symphony No. 7" with Wagner's "Siegfried Idyll." London also will promote his "Ring" cycle.

Columbia's Records' Casals promotion celebrates the cellist's 90th birthday. Casals conducts the Marlboro Festival Oric-
tra on two separate LP's, one with four Bach suites, and the other conducting Berlioz's "Symphony No. 8" with Men-
chel's "Symphony No. 4." Another disk with soloists from Marlboro includes six songs he composed.

RCA Victor is issuing a spe-
cially-priced three-record pack-
age with Serge Koussevitzky and the Boston Symphony, while Columbia is putting out a 25th anniversary album by the Budapest String Quartet, which, on three disks, offers Mozart's Six quintets for viola and string quartet. Walter Trampler is the violist. Another Columbia pressing has top hits by Eugene Ormandy and the Philadelphia Orchestra.

(Continued on page 56)
world leader in recorded opera
salutes the new Met

Some of the stars and operas featured
in the first Lincoln Center season

Verdi
AIDA
Tebaldi, Bonynge, Corelli, Sutherland
Stereo OSA-1313 Mono A-4250

Puccini
LA GIOCONDA
Corelli, Tebaldi, Simionato, del Monaco, Corelli
Stereo OSA-1302 Mono A-4331

Wagner
TRISTAN UND ISOLDE
Nicolai, Ghiaurov, Bonynge, von Karajan
Stereo OSA-1502 Mono A-4306

Verdi
DON GIOVANNI
Sutherland, Corelli, Sarti
Stereo OSA-1364 Mono A-4306

Puccini
LA TRAVIATA
Tebaldi, Corelli, Sarti
Stereo OSA-1344 Mono A-4306

Wagner
FLEDERMAUS
Gala, Christian Bonynge, Jones, Solti
Stereo OSA-1319 Mono A-4347

Verdi
IL TROVATORE
Sutherland, Corelli, Sarti
Stereo OSA-1364 Mono A-4326

Wagner
TURANDOT
Borkh, Ghiaurov, Corelli, von Karajan
Stereo OSA-1308 Mono A-4320

Verdi
MAESTRO DI ZAUBERFLOTE
Tebaldi, Corelli, Sarti, von Karajan
Stereo OSA-1304 Mono A-4325

Wagner
ELEKTRA
Nilsson, Bonynge, Bonynge, von Karajan
Stereo OSA-1319 Mono A-4342

Puccini
TURANDOT
Borkh, Ghiaurov, Corelli, von Karajan
Stereo OSA-1308 Mono A-4320

Puccini
LA BOHEME
Tebaldi, Corelli, Sarti, von Karajan
Stereo OSA-1328 Mono A-4322

Verdi
MOZART
Don Giovanni
Sutherland, Corelli, Sarti
Stereo OSA-1364 Mono A-4306

Verdi
OTTILIO
Tebaldi, Corelli, Sarti, von Karajan
Stereo OSA-1344 Mono A-4306

Wagner
FAUST
Sutherland, Corelli, Ghiaurov-Bonynge

IN PREPARATION

Copyrighted material
**CLASSICAL MUSIC**

**Met Opening Sparks Opera Record Push**

By FRED KIRBY

NEW YORK—Extensive advertising and special releases are part of the high-powered promotions being undertaken by many record companies in conjunction with the opening of the new opera season. Many of these releases are geared to the first night of the new Metropolitan Opera House on Sept. 16. RCA Victor and Angel are re-packaging aria collections. London, in addition to complete-opera promotions, is issuing four recital recordings.

Recordings of new Met productions are being promoted by Deutsche Grammophon, London and Victor. Everest is releasing 36 complete operas through its acquisition of the Cetra line. Vox is reissuing four celebrated Mozart recordings. Angel’s re-packagings are a two-record “Art of Maria Callas,” a two-record “Genius of Puccini” with several top artists, and a one-record collection of ensembles.

London is riding high in a successful promotion of its new “Nabucco” pressing, which stars Elena Suliottis, who is making her New York debut with the American Opera Society on Nov. 15. Met artists Tito Gobbi and Bruno Prevedi also are featured. A highlight of a major London promotion in November for conductor George Solti will be the completion of that label’s “Ring” cycle with a Solti-conducted “Die Walküre” starring Nilsson, Regine Crespin, Christa Ludwig and James King, all of the Met. The promotion also will include London’s other “Ring” operas conducted by Solti.

Columbia is returning to the complete-opera field with a package of Verdi’s “Falstaff” starring Dietrich Fischer-Dieskau, who leads all other singers in current catalog listings. Leonard Bernstein conducts the Vienna State Opera Orchestra and the Vienna Philharmonic in the set. Columbia’s budget Odyssey line will probably include opera in its initial release in January. A good likelihood is Chershin’s “Medea,” with Eileen Farrell. Epic is issuing an LP commemorating Jerome Hines’ 20th year with the Met.

The first two debut singers who had been listed for the young Met season, tenor Fritz Wunderlich, who died last month after a fall in Heidelberg, and baritone Walter Berry, will be represented on several recordings. Among Berry’s current operatic releases are Barbirolli’s “Bluebeard’s Castle” on London; Mozart’s “The Marriage of Figaro,” one of the first releases on Angel’s new Seraphim line, and a release of Mozart’s “Bastien und Bastienne” on Philips’ new World Series label. Berry, who’s starred with his wife, Christa Ludwig, on “Bluebeard’s Castle,” also is featured with her on Angel’s new “Don Giovanni,” which will be cut in the spring. Other Met artists on this set are Niccolò Ghiaurov, Mirella Freni and Nicolai Gedda.

Deutsche Grammophon, whose current Wunderlich releases include a lieder recital and Mozart’s “Die Entführung aus dem Serail (The Abduction From the Seraglio)” will feature the tenor in Beethoven’s “Missa Solemnis” with Ludwig and Berry, and Haydn’s “The Creation” with Berry and Hermann Prey. Wunderlich and Prey also will be on Angel highlights from Tchaikovsky’s “Eugene Onegin” and “Pique Dame.” Another tenor listed for a Met debut, Tito Parry, is set for a Deutsche Grammophon’s forthcoming “Ring” cycle.

Victor’s opera advertising and promotion campaign includes its new “Lohengrin,” which stars Sandor Konya, who also will appear in a new production of the work at the Met. Others in the disk cast are Lucine Amara, Rita Gorr, William Dooley and Hines. The “Lohengrin” promotion contains a special one-LP pressing of excerpts adaptable for 15, 30, 45 and 60-minute programs.

The company also is releasing “Prima Donna” with Leontyne Price, who starred in the Met opener. The disk, which includes nine arias, is the first of four recordings planned with the soprano. Others will be “My Favorite Hymn,” a program of popular selections with Andre Previn, and Verdi’s “Un Ballo in Maschera,” a spring release with Carlo Bergonzi, Reri Grist and Robert Merrill.

Elena Suliottis, who is making her recording debut in London Record’s “Nabucco,” the current best-selling operatic recording, stars in the same opera at the Teatro Nacional in Lisbon. Miss Suliottis, who makes her debut with the American Opera Society this season, also is appearing with the Chicago Lyric Opera.

**Take stock of these exciting new Crossroads albums for Sept.**

*All new stereo recordings! High quality! Medium price!*

**FRED KIRBY**

SCHUBERT: Unfinished Symphony No. 9. (Scherchen). RCA. 

JIROVEC: Banana Split Waltz. (Jirovec). Everest. 

MOZART: Requiem in D Minor, K.626. (Krips). Audio Fidelity. 


BERÜHMT: Mozart's Piano Concerto No. 27. (Barenboim). Deutsche Grammophon. 

HAYDN: Symphony No. 94 in G Major, "Surprise". (Kondrashin). Pro Arte. 


BACH: Brandenburg Concerto No. 2 in F Major, BWV 1047. (Kofferman, Serkin, Perlman). RCA. 


ALBEIN: Symphony No. 7. (Hickox). Westminster. 

BRUCKNER: Symphony No. 9. (Klemperer). Columbia. 

ALBINONI: Adagio. (Reger). EMI. 

VIVALDI: Concerto for 2 violins in G minor, RV 525. (Bartoli, L'Archibald). EMI. 

LISZT: Piano Concerto No. 1 in E Flat Major, S233. (Cavallaro). Decca. 

PERCY GRAINGER: The harpist. (Grainger). Columbia. 


SIMONI: Concerto for Violin and Orchestra. (Simons). Deutsche Grammophon. 

ROSSINI: William Tell Overture. (Pierantoni). EMI. 


HAYDN: Symphony No. 66. (Kondrashin). Pro Arte. 

MENDELSSOHN: Symphony No. 5. (Koussevitzky). RCA. 


BACH: Brandenburg Concertos Nos. 3-6. (Kochánski). EMI. 

JUPITER: Symphony No. 5. (Klemperer). Columbia. 

GERSHWIN: Rhapsody in Blue. (Gershwin). RCA. 

HAYDN: Symphony No. 100 in G Major, "Military". (Kondrashin). Pro Arte. 

BRAHMS: Symphony No. 4. (Kleiber). Deutsche Grammophon. 


MENDELSSOHN: Symphony No. 4 in A Major, "Italian". (Klemperer). Columbia. 

SCHUMANN: Symphony No. 1 in A Major. (Klemperer). Columbia. 


**BEST SELLING CLASSICAL LP's**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label &amp; No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>23</td>
<td>ZARZUELA ARIAS: Canadian Orch. RCA LM 2894 (M); LSC 2894 (S)</td>
</tr>
<tr>
<td>24</td>
<td>BUZET: CARMEN (3-D LP) Callas, Gedda &amp; Various Artists, Angel CLX 3650 (M); SCL 4072 (S)</td>
</tr>
<tr>
<td>25</td>
<td>DVO?RAK: SYMPHONY NO. 9 &quot;New World&quot; N. Y. Phil. (Bernstein), Col. ML 5793 (M); MS 6933 (S)</td>
</tr>
<tr>
<td>26</td>
<td>HOROWITZ AT CARNEGIE HALL--AN HISTORIC RETURN Col. MZL 328 (M); MZS 728 (S)</td>
</tr>
<tr>
<td>27</td>
<td>BACH ON THE PEDAL HARPSCORD: Philips CLP 6604 (M); MS 8082 (S)</td>
</tr>
<tr>
<td>28</td>
<td>NIELSEN: SYMPHONY NO. 6 Phil. Orch. (Omarady), Col. ML 6282 (M); MS 8082 (S)</td>
</tr>
<tr>
<td>29</td>
<td>GRIEG: CONCERTO NO. 1 Various, RCA LM 2566 (M); LSC 2566 (S)</td>
</tr>
<tr>
<td>30</td>
<td>REVERE Phil. Orch. (Omarady), Col. ML 5975 (M); MS 6573 (S)</td>
</tr>
<tr>
<td>31</td>
<td>GROF: CARMINA BURANA Ransel, Philharmonic/Phi. Orch. (Omarady), Col. ML 5498 (M); MS 6193 (S)</td>
</tr>
<tr>
<td>32</td>
<td>PUCCINI: MADAMA BUTTERFLY (3-D LP) Price, Tucker/RCA Nat. Orch. &amp; Choir (Leibendant), RCA LM 6160 (M); LSC 6160 (S)</td>
</tr>
<tr>
<td>33</td>
<td>BACH ORGAN FAVORITES Various, Col. ML 6148 (M); MS 6748 (S)</td>
</tr>
<tr>
<td>34</td>
<td>BUZET: CARMEN (3-D LP) Price, Corelli/Martell/Phila. Orch. (Van Kanjian), RCA LM 6226 (M); LSC 6226 (S)</td>
</tr>
<tr>
<td>35</td>
<td>FALLA: LA VIDA BREVE (2-D lp) De Los Angeles &amp; Various Artists/Osp. Nat. de Espana (Bavarian), Angel ML 3872 (M); SH 3972 (S)</td>
</tr>
<tr>
<td>36</td>
<td>WAGNER: Lohengrin (5-D LP) Various Artists/Seraphim Orch. (Leibendant), RCA LM 6710 (M); LSC 6710 (S)</td>
</tr>
<tr>
<td>37</td>
<td>NIELSEN: SYMPHONY NO. 5 N. Y. Phil. (Bernstein), Col. ML 5614 (M); MS 6414 (S)</td>
</tr>
<tr>
<td>38</td>
<td>40 OVERTURES: VARIOUS ARTISTS 2 RCA Victor Orch. (Bennett), RCA LM 2226 (M); LSC 2226 (S)</td>
</tr>
<tr>
<td>39</td>
<td>38 OVERTURES: VARIOUS ARTISTS 2 Berlin Phil. Orch. (Frisay), DGG LPM 10813 (M); SLP 138613 (S)</td>
</tr>
<tr>
<td>40</td>
<td>ROBERTS: WILLIAM TELL OVERTURE N. Y. Phil. (Bernstein), Col. ML 6143 (M); MS 6743 (S)</td>
</tr>
</tbody>
</table>

**NEW ACTION LP's**

- No New Action
- Classical LP's This Week

**BEST SELLING BUDGET-LINE CLASSICAL LP's**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label &amp; No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>PUCCINI: LA BOHÈME (2-D LP) Various Artists/RCA Victor Orch. (Bechirian), Seraphim IB 6000 (M); (No Stereo)</td>
</tr>
<tr>
<td>2.</td>
<td>HONEGGER: SYMPHONIES NO. 2 &amp; 3—Czech Phil. (Boulez), Crossroads 22 16 6005 (M); 22 16 6010 (S)</td>
</tr>
<tr>
<td>3.</td>
<td>CHOPIN: CONCERTO NO. 1—Lipatti, Seraphim 56007 (M); (No Stereo)</td>
</tr>
<tr>
<td>4.</td>
<td>THE INVITABLE SIR THOMAS—Royal Phil./Radio Nat. Orch. (Bechirian), Seraphim 60000 (M); S 60000 (S)</td>
</tr>
<tr>
<td>5.</td>
<td>SATYANA: MY FATHERLAND (2-D LP)—Czech Phil. (Tosilek), Parliament 111 (M); (No Stereo)</td>
</tr>
<tr>
<td>6.</td>
<td>R. STRAUSS: EINE ALPERSINFONIE (Alpine Symphony)—San Francisco Orch. (R. Strauss), Seraphim 60066 (M); (No Stereo)</td>
</tr>
<tr>
<td>7.</td>
<td>HANDEL: WATER MUSIC SUITE—Krug Phil. (Boulez). Hyperion H 1127 (M); MS 7127 (S)</td>
</tr>
<tr>
<td>8.</td>
<td>MOZART: EXKULTE JUBILATE/BACH: JUICKE KOTT IN ALEEN LANDSBERG—Schwantitz/PFalz. Orch. (Schwandt &amp; Gelbrand), Seraphim 60013 (M); (No Stereo)</td>
</tr>
<tr>
<td>9.</td>
<td>MUSNIGHT MARRIAGE OF FIGARO (3-D LP)—Various Artists/Gehman St. Op. Chor. &amp; Orch. (Sillot), Seraphim IC 6002 (M); SIC 6002 (S)</td>
</tr>
<tr>
<td>10.</td>
<td>ELECTRONIC MUSICK—Various Artists, Turnabout TV 4046 (M); TV 3406 (S)</td>
</tr>
</tbody>
</table>

Trends in Classical Music

- Continued from page 52

For regular price records, I don’t think there’s any particular breakthrough right now, but it’s interesting to observe the acceptance of contemporary music.

**Schoenhoff:** We have to interest the future in classical music. We have to make real classical music out of young people. Budget records can help. There is a very strong market for unusual good material. Budget success has shown that there is a chance to sell unusual material if the sound is decent.

**McEwan:** We’re searching for new ground. This has turned out to be a wonderful thing. We and Nielsen recordings drew little reaction until the works were recorded by Bennett and Stokowski. We found the same thing with Britten, who had little market five years ago, but now is big for us.

**McChesney:** There is more interest in classical music today. It just is the popula: growth. Summer music festivals are sprouting up like mushrooms. There are also a number of talented students playing in schools.

**Schoenhoff:** I think the big danger we have is that the racks, in most cases, are not looking to classical music. They have to recognize the fact that they can update their locations. They have to realize there’s another market than pop. The monopols and pop stores have gone out, leaving us in a peculiar position. The classical buyer likes to go where service is available. Because of the change in the business, there are fewer places like that in the United States.

This will limit classical sales. We have to educate the racks. I don’t think classical music and jazz have held their own in the general surge in the record industry. Only through exposure can we realize good sales.

OCTOBER 8, 1966, BILLBOARD
Met Opening Sparks Opera Record Push

CLASSICAL MUSIC

**Continued from page 35**

featuring Met artists are by soprano Pillar Lorengar and baritone Gerard Kan. Miss Lorrenogar, also will be on a Deutsche Grammophon disk of Spanish songs and in London. Miss Lorengar also has been featured by an American actress, Miss D'Aurelio, also on a Deutsche Grammophon disk of Spanish songs, with the New York City Opera Company. And also its "The Frau ohne Schatten." The only stereo version of the Richard Strauss opera, which is due for a Met premiere, "The Magic Flute" is also receiving a new production, the Chicago Lyric Opera and the Houston Opera.

Another Chicago Lyric new production, Monte- verdi's "L'incoronazione di Poppea," will appear at Cambridge's first opera package. Also featured by Deutsche Grammophon will be Berg's "Wozzeck," winner of last year's Grammy Award. The set stars Evelyn R. Busch, the fourth box is the old "Don Giovanni," with John Brownlee. Sir Thomas Beecham is the conductor.

A current Angel set is the first stereo release of de Falla's "La vida breve," with Victoria de los Angeles. Coming up is "Dido and Aeneas." A good bet for Melodram-Angel in January, a first recent release, is an Angel debut with the Soviet, a Shostakovich's "Katerina Ivanovna." When Angel will have Boris Christoff in Borodin's "Prince Igor." Other vocal recordings coming up on Angel include a Fischer-Dieskau lieder program at Philharmonic Hall on Oct. 28. The Brooklyn Opera Com- pany season opened on Saturday with "Aida," and "Tristan" will be soloist with the San Antonio Symphony on Saturday (3). He's the San Antonio Symphony's new music director, Roderick Siolaks and Pia Carrabini began a three-week tour with a concert of Mozart arioso in the opening gala at the San Antonio Symphony on Saturday (3).

Metropolitan Opera's new production of "Mourning Becomes Electra," Joseph Krips will debut as conductor of the new "Magic Flute" at the Met, which will have another new artist, Lucia Popp, in one of its alternate casts.


The Washington National Symphony has set up a new permanent home at the Washington Classical Symphony. The smaller orches- tra is being merged with the Wash- ington Chamber Orchestra. Hot-smith has been named com- poser-in-residence by the Sym- phony, and "New World," for the Austin Symphony, under the direc- tion of Erza Rachlin, will open its subscription series Oct. 30. Solos will include pianist Claudio Arrau, cellist Elain Peirson and the world's leading violinist, Yehudi Menuhin. 

Leonard Bernstein will be leading the first Philharmonic- in the world premiere of Henry Cowell's "Hymn and Figu- rino" June 16. A few performances at Philharmonic Hall this week, including Thursday (9). Pianist Lily Kim plays the first of a nine-concert series on Tuesday (4) at Town Hall in New York. The unprecedented series will include all 25 of Mozart's concertos for solo piano and orchestra, of which Miss Kim has recorded for Elek Records.

The Chime- quartet has been signed an to an exclusive contract for Noon- music. One of the all-star quartet is Leonard Latimer, Anna Dorfman and Al- leen Crabb. The quartet is the faculty of the Juilliard School of Music in "Portrait in Music."

Teldec Assumes Production Role For 3 Labels

HAMBURG - Telefunken-Deutsche Grammophon (Teldec) announced the takeover of produc- tion of another classical record label, the new labels are Supertone and Amani.

The three labels also will be distributed by Telefunken AG, the international radio manufacturer, ranging from semi-classical opera to folk music. The Starlet recording is especially Electric modern dance music and hits.

Teldec also has announced a new series of "Electric" records, consisting of 21 LP's from the repertoire of Tele- funken, Decus, RCA Victor, Don lon, Warner Bros., Reprise and Coral.

Releases will include Herb Alpert and the Tijuana Brass, "Nancy Sinatra's "How Does That Grab You" and Caterina Val- enza "in Portrait in Music."

October 8, 1966, Billboard
IF IMITATION IS STILL THE SINCEREST FORM OF FLATTERY, WE WANT TO THANK YOU ALL.

NONESUCH RECORDS
51 West 51st Street
New York City 10019
produced by THE ELEKTRA CORPORATION

YOUNGSTERS GET BMI PRIZES

NEW YORK—BMI has made $12,050 available to young composers in its 15th annual Student Composers Award competition. Prizes ranging from $250 to $2,000 will go to students under 26 who are citizens or permanent residents of the Western Hemisphere and are enrolled in accredited secondary schools, colleges and universities or are engaged in private study with recognized and established teachers. The deadline for submission of entries is Feb. 15. Offical rules and entry blanks are available from Oliver Daniel, Director, SCA Project, Broadcast Music, Inc., 898 Fifth Avenue, New York, N. Y. 10017.

N.Y. City Opera Season Debut Lacks Spark

NEW YORK—The New York City Opera Company's presentation of "Guilio Cesare," which opened the fall season at the State Theater on Tuesday (27), is an ambitious undertakings which lacks the fire of classical opera repertoire.

Indeed, G. F. Handel's music is not at fault, although the elegance and shadings of his oratorios and cantatas are not present. It's simply that aria after aria, noble and buoyant as it may be, fails for a lack of dramatic pulse so necessary to opera. This is a disappointment in view of the highly stylized and graceful production concept which Mephisto, simple, tasteful settings of Ming Cho Lee, and the glorious costumes created by Jose Varona.

The production is in keeping with the Baroque genre but there is little that moves one because of it. The mood remains constant in color throughout, with only occasional flashes of vitality.

Even the promising and exciting story fails to sparkle. Unfortunately, two dramatic sequences drew laughter.

Norman Trigile is in magnificent form. He plays Caesar with a unique and graceful style, every movement is like a ballet dancer's. It has splendor and feeling, Beverly Sills, as Cleopatra, for the most part gives a fine singing performance. Acting is not her forte. Beverly Wolf's Sextus is outstanding, she combines a powerful contralto voice with a keen sense of dramatic skill. In making her debut with the company, Maren Forrester, as Cornelia, is disappointing. Her voice contains beauty, but she is a miss.

She treats her arias as if she were still the legende Michael Devlin as Nireno, and Sprio Mils, singing Tolomeo, are competent in lesser roles. Reducing the work to essentials, it is a musical rediscovery, as an opera it has limitations.

ROBERT SOBEL

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

CLASSICAL MUSIC

Tebaldi in Top Form At Met 'La Gioconda'

NEW YORK—Renata Tebaldi, in top vocal and dramatic form, scored a smashing success in the first performance of the Metropolitan Opera's new production of Puccini's 'La Gioconda,' the second production in the new Lincoln Center opera house.

Miss Tebaldi, who started off well, improved as the evening wore on, and it didn't wear on. Lengthy intermissions extended the opera almost to 9 a.m.

Franco Corelli, as Enzo, had difficulties with his voice, especially in his big aria, 'Cielo di notte,' but he was at his best in the Bebesco, where he could sing both emotionally and beautifully, without any strain.

Josefina Ibarra as Carmen, in her first local Laura, was not at her best voice in her big second act aria and duets, but improved in the last two acts. Cesare Sieni, in his familiar role of Advincula, showed he's still one of the finest vocalists around. Special plaudits should go to Mignon Dunn, who, as La Cieca, sang a beautiful and sensitive "Voci di Donna." The conductor was Ettore Gatti, a New York native, who directed a performance which, despite some moments of overexcitement, was a credit to the Met and a triumph for Tebaldi and Corelli.

FRED KIRBY

London Plans Expansion In Budget Classical Field

NEW YORK—London Records is readying an expansion in the low-price field. London, whose Richmond line contains mono product, is readying another label which will contain stereo pressings. Richmond features opera and operetta packages.

The rapidly growing field saw three new budget labels last month. Angel produces Berghoff's Epyc's Crossroads and Phillips' Baroque 'Messiah' Issued in England

LONDON—Phillips expects partisan feelings from devotees of Handel's 'Messiah,' when the Colin Davis version is issued here this month.

Davis researched back to the original manuscript for his recording. He ignored all later additions which considerably altered the scoring and added to the instruments required by the composer.

Handel's original manuscript shows the small orchestra, and chorus. In fact, the work is essentially Baroque in style. And in the Baroque, the line here is at all-time high.

KIRBY NAMED CLASSICAL ED.

NEW YORK—Fred Kirby, who became head of Philips in America since April, has been named classical editor. Kirby previously was a reporter for the Binghamton (N. Y.) Sun and the New Brunswick (N. J.) Daily Home News. He also sold libretos at the Metropolitan Opera House.

The increasing number of budget lines is producing competition on a par with regular products. Credited with stimulating interest in the low-price field was Nonesuch, which combined imaginative packaging with mainly off-beat material. Virgin, Wing and Richmond have relied on reissues of standards for their share of the expanding market. The quick acceptance of the new lines are getting has resulted in increased economy sales, while bolstering over-all classical business.

 Kirky plans and retail sales.

Kirby plans and retail sales.
Philips Command Performances  Opera to Chamber Music... Chosen by the critics, demanded by the buyers.

1. A new MESSIAH
Vital, dramatic, fresh
True Baroque
Sets a new standard of interpretation for our time.
Heather Harper, Helen Watts, John Wakefield,
John Shirley-Quirk
London Symphony Orchestra / Colin Davis.
PHILIPS-500-025 / PHILIPS-500-026
"Let us put our vital, superb red-blooded Jeeves-like God back where He belongs." — Colin Davis, at the start of the recording session.

2. PARSIFAL
Jens Thomas, Irene Dalis, George London, Hans Hotter and others;
Chorus and Orchestra of the Bayreuth Festival
Hans Knappertsbusch.
PHILIPS-5-510 / PHILIPS-5-511
Only stereo version, released to universal acclaim.
Winner of Grand Prix du Disque / Prix Toucanne
of the Académie du Disque Lyrique / Preis der
deutschen Schallplattenkritik / Edison Award.
"The best of the year." — New York Herald Tribune

3. STRAVINSKY L’Histoire du Soldat
Peter Ustinov, Jean Courtice, and instrumentalists / Igor Markevitch.
PHILIPS-500-064 / PHILIPS-500-065
"...the best there is..." — The American Record Guide
"Everything is flawless — including the engineering." — High Fidelity / Musical America

4. BEETHOVEN Sonatas for Piano and Cello (complete).
Sviatoslav Richter and Mischa Rostropovich.
PHILIPS-5-520 / PHILIPS-5-521
Winner of Grand Prix du Disque
"Choice Recordings of 1965" — Record World
"Year's Top Records" — Chicago Daily News
"Recommended Recordings of The Year" — Saturday Review

5. BERLIOZ Symphonie Fantastique
London Symphony Orchestra / Colin Davis.
PHILIPS-500-101 / PHILIPS-500-102
"This is the best Fantastique I have ever heard..." — High Fidelity / Musical America
"The Berliner of the season..." — Boston Sunday Herald

6. VIVALDI La Stravaganza, Opus 4 (complete).
I Musici. PHILIPS-5-640 / PHILIPS-5-641
Only stereo version, Winner of the Edison Award
"...the finest possible contemporary performances...
The spirit, clarity, and refinement of their playing of this type of music remains matchless." — Schottische Music Zeitschrift

7. SIBELIUS Symphony No. 2
Concertgebouw Orchestra of Amsterdam / George Szell.
PHILIPS-500-083 / PHILIPS-500-084
"...the fusion of incomparable artistry and brilliant engineering...
— The Cleveland Press
"as fine a recording as the Sibelius 2nd ever had..." — New York Herald Tribune

8. DEBUSSY Images; Martyrdom of St. Sebastian.
London Symphony Orchestra / Pierre Monteux.
PHILIPS-500-029 / PHILIPS-500-030
"...the finest set of the Image now available. A memorable accomplishment for all concerned." — High Fidelity / Musical America

9. LISZT Piano Concerto No. 1 in E flat;
Piano Concerto No. 2 in A.
Sviatoslav Richter PHILIPS-500-000 / PHILIPS-500-001
The album that launched the Philips label in the United States.
"...one of the greatest pianists of the day in two of his finest and most effectively recorded performances." — Chicago Sun Times

10. JOHANN STRAUSS, Jr. Waltzes and Polkas.
Vienna Choir Boys. PHILIPS-500-024 / PHILIPS-500-025
One of the most popular albums of this popular music —
united, lieder performances by "the Angelic Chorister".

11. HINDEMITH Ludus Tonalis.
Kabi Lareen, pianist. PHILIPS-500-096 / PHILIPS-500-097
"This definitive interpretation of a milestone in modern music is a must for all music lovers." — Cincinnati Enquirer

12. BEETHOVEN Violin and Piano Sonatas (complete).
David Oistrakh, Lea Oistrach. PHILIPS-4-890 / PHILIPS-4-891
Winner of Grand Prix du Disque
"One of the noblest things that has happened to record buyers lately is Philip's making these sonatas available in a single album...a notable album it is, too." — Chicago Sun Times

A Brand-New Budget Line in the Philips Tradition

"An impressive debut...the World Series line would seem to have unlimited potential. Certainly the first release [6 albums from Griegian Chant to Ives and Barold] suger well for the fulfillment of that promise." — High Fidelity / Musical America

Six More Of The Finest To Be Released This Month
RACHMANINOFF Preludes (complete).
Constance Kenee, pianist. PHILIPS-2-9066

SCHUBERT Symphony No. 9 in C ("The Great").
Minneapolis Symphony Orchestra /
Stokowski Skrowaczewski. PHILIPS-9034

C.P.E. BACH Flute Concertos.
Jean-Pierre Rampal, Orchestra / Louis de Fonness. PHILIPS-9033

BEETHOVEN Piano Trio (complete).
Boulez Art Trio. PHILIPS-4-007

"DANCEURS AT THE COURT OF VERSAILLES:
Music of Lully, Rameau, Couperin, Biber, Laroureux
Orchestra and Wind Ensemble / Armand Brusven. PHILIPS-9036

TELEMANN
Concerto for three trumpets; Concerto for Oboe d'amore;
Concerto for Flute and oboe; Concerto Group in D flat.
Philharmonic Orchestra, Munich / Kurt Rode. PHILIPS-9033

Copyrighted material
Westminster Multiples!

the three-record set that's priced for profitable promotion.

Mozart: Early Symphonies (Nos. 1-13) Leinsdorf cond.  WM 1001

The most important lineup for the medium-priced market of high-quality classical albums. They come in unique 3 record sets that feature a diverse catalog of great names beautifully packaged and priced to sell.

Contact your local Westminster Distributor for complete details.
FALL CLASSICAL RELEASE LIST

Continued from page 55

BACH: Cantatas BWV 46 and 65, Soliists/Bamberg Singers (Kahle/Moeller), Evermann.

BACH: Goldberg Variations, 3/20, 214, Solists, Evermann.

BACH: Sonatas for 2 Voices, 2 Flutes, 2 Viols, 2 Violins, 2 Oboes, 2 Harpsichords, Evermann.

BACHMANN: Inventione, 93, 207A, 214, Solists, Evermann.

VAUGHAN: Piano Sonata No. 5, Renzi/Chamber Ensemble of Chicago, Disc.


BEETHOVEN: Missa Solemnis, Janowitz/Wunderich, Deutsche Grammophon.

BOTTESINI: Cello Concerto No. 6, Schuster/Baker/Deutsche Grammophon.

BRAHMS: Clarinet Quintet, Wunderlich/Vanotti, Telefunken.


CHAMBER: Con前锋 Vanotti, Telefunken.

CRISS: The Crippled Lady, Callas/Victoria Disc.

DEBUSSY: L'Enfant Solitaire, E. Claveau/Callas, Telefunken.

DREYER: The Passion of Joan of Arc, Callas/Victoria Disc.

DUFOUR: Le 3eme movie, Multivenus/Villa-Lobos, Telefunken.

AN INDUSTRY FIRST. The consumer electronics industry's first tape player using microelectronic circuitry. It will be marketed this fall by General Electric, Model M6810, which plays 8-track stereo cartridges. It utilizes a microcircuit in the audio amplifier section. It's produced by G.E.'s new Tape Recorder Section and includes player and control panel with separate 9 x 6-inch stereo speakers. It will carry a suggested retail price of $129.95. G.E. will also market a tape cartridge component designed to operate with FM stereo radio or phonograph. Designated Model M8600, it will carry a $99.95 suggested.

Music tapes Signs an Exclusive Reel-to-Reel Pact With Liberty

CHICAGO—Music tapes, Inc., maker of the pre-recorded reel-to-reel, cartridge 4 and 8-track tapes, has signed a new two-year exclusive reel-to-reel contract with Liberty Records.

"World Pacific, The National and Imperial product is included in the pact, according to Peter Fabri, Musicapes president.

"We're out to strengthen our position in the reel-to-reel business," Fabri said. "This is our first step. We'll be signing other companies."

Musicapes recently acquired reel-to-reel rights to the Everest and Concertapes classical catalog as well and out of 150 titles secured will release 70 immediately.

Other labels under reel-to-reel contract to Musicapes are Crescendo, Starday, Prestige, Chess, Checker, Cadet, Monitor and Hi-Fi Tapes.

NAMM SERVICES

Lots of Management Materials for You

In response to record dealer questions, we present the second in a series of articles describing National Association of Music Merchants services.

CHICAGO — The NAMM galaxy of services that could prove beneficial to the typical record dealer includes preparation of management publications for NAMM members.

One of these publications is a "Guide to Application of Employment Forms." These are designed for recording interviews of job applicants seeking employment in music stores. The form has space for the complete history of the applicant and provides space for analysis of the applicant. A pad of 50 forms is $1.25.

A free publication for members is a "Store Study Manual." This is a comprehensive, concise manual of 18 of the most important phases of the store-studio. It combines educational background and information, creative selling and promotion as it applies to the store-studio. It can form the basis for a step-by-step procedure for a music dealer in aiding in the organizing or enlarging of a studio.

NAMM also puts out a business forms brochure.

OCTOBER 8, 1966, BILLBOARD

PHONOGRAHS • TAPE • RADIOS
HI-FI COMPONENTS • GUITARS • ACCESSORIES

Lost Floor Stock Funds Not Deductible—IRS

WASHINGTON — Dealers and distributors who were never reimbursed by record manufacturers for floor stock tax refunds under the 1965 Excise Tax Resolution Act, cannot claim a tax deduction on the loss. The Internal Revenue Service regretfully says that without an act of Congress it could not make a rate allowing such a deduction. Since record excise taxes were paid by the manufacturer, he is the only one entitled to any deduction or reimbursement.

Complaints have been fairly widespread in the industry about the failure of some manufacturers to pass on to the floor-stock refusers that dealers so hopefully in turn will not pass forward when the federal excise went off phonograph records in June 1965. Final date for manufacturer reporting of excise taxes paid on dealers or other floor-stock inventory, for reimbursement or tax allowance by IRS, was Jan. 31, 1966.

 Dealers who have given up hope of getting payment from manufacturers—and there were a number of labels that went out of business, too—hoped to use the tax-deduction approach.

Richard Crain, chief of the Manufacturers' Section of Technical Rulings Division of IRS, told Billboard's reader that under the law, IRS can deal only with the manufacturer. The tax deduction law itself is "permissive" as to whether tax savings was passed on by the manufacturer.

Some dealers mistakenly believed they had rights in the situation because manufacturers who wanted to tally tax paid on dealer floor stock had to have a certified inventory list from the dealer, with written consent to make the tax claim—or a receipt for payment if the manufacturer paid the dealer without waiting for IRS to reimburse the manufacturer, or allow him a tax deduction in lieu of payment.

Under the law, any "passing on" of tax money is entirely optional with the manufacturer. Manufacturers could choose not to bother with the dealer-inventory situation at all. IRS points out that in moving along the tax savings, "the manufacturer stood to gain only good will."

For obvious reasons, Congress has maintained the tradition of permitting deductions or refunds only to the individual or (Continued on page 71)
Bulk Manufacturers to Unwrap Surprises at NVA Board Meet

By HANK FOX and RAY BRACK

NEW YORK—All major bulk vending manufacturers will be exhibiting their full merchandise at the upcoming National Vendors Association board of directors meeting. Billboard has learned. A check on key manufacturers indicates that many of them will display some quite surprising items.

The manufacturers will be on hand for the conclave of directors which will be held at the Conrad Hilton in Chicago, Sunday, Oct. 30. The meeting will take place while the NAMA convention is in progress. The day will be also the last of the MOA show.

With the premiere of the "Green Hornet," nationally broadcast television show, several firms will exhibit charms and other items based on the "Green Hornet" theme. Paul A. Price will be present at the company's official Green Hornet flier rings and masks on which he has obtained the vending and over-the-counter distribution rights from Lawson Manufacturing Co. George Eppy will present his Hornet Rings and Singers. The soft-rubber creatures can be attached to a wall or window via a suction cup or they can be worn as rings. Reports indicate that other companies will also enter the hornet's nest.

"The Girl From U.N.C.L.E.," another new TV series, may also make its mark in the charm market. MacMan Enterprises has obtained the official vending machine trade. MacMan plans to have the items ready for the Chicago show.

New assortments will dominate some of the other manufacturers' lines. Bob Guggenheim (Continued on page 56)

MANDELL GUARANTEED USED MACHINES

MECHANDISE & SUPPLIES

MANN MADE FISH 40c.

MERCHANDISE & SUPPLIES

NVA Meet at Hilton

NEW YORK—The National Vendors Association board of directors meeting will be held at the Conrad Hilton Hotel in Chicago. Earlier reports from NVA officials indicated another hotel. The date of the meeting is Sunday, Oct. 30. Time: 8:30 p.m. Informal exhibits will be held in manufacturers' rooms at the Hilton. (See separate story.)

NORTHWESTERN MODEL 60

NORTHWESTERN MODEL 60 Bulk-Pak

WEELY SELL MORE Out of This World MIXES!

GRAFF Displays $ELL MORE Out of This World MIXES!

GRAFF 10c Capsule Mix

GRAFF 5c Capsule Mix

49c GRAFF "GOLD" MIX

GRAFF VENDING COMPANY

2956 Iron Ridge — P. O. Box 10644

DALLAS, TEXAS

Branch Offices: Houston, Texas

Seattle, Washington

Oakland, California

October 8, 1966, Billboard

www.americanradiohistory.com

Copyrighed material
Sifers Acting NCA Chief

CHICAGO — National Confectioners Association (NCA) board chairman Burr Sifers has taken over the duties of acting president until a new president is elected.

NCA president Douglas S. Steinberg recently resigned, effective Oct. 1.

Additional NCA news:
* NCA is supporting a "Share-the-Treats" program, a yearly Halloween project initiated by Kiwanis International in 1962. Each year, on the day after Halloween, members of Kiwanis Clubs collect from schools and other locations all the excess wrapped candies which the children have netted on their "trick or treat" safaris. Kiwanis stresses the advantages of giving the children the good feeling that results from sharing.
* "How to Drive Safely and Fight Fatigue by Eating Candy." It sounds like a good headline for your display fronts on your service station machines, but it is actually the title of a booklet published by the National Confectioners Association. The NCA reports that an Evanston, Ill., car dealer has recently introduced a promotion in which each customer is given a package of candy with the booklet.

The booklet explains that when tired, a driver's blood sugar level is low. Candy raises the blood-sugar and combats fatigue.

The booklet also contains some safety-driving tips. "Candy not only furnishes a quick pick-up for the driver, it also relieves monotony, drowsiness, tension, and fatigue for passengers. Thus, we feel that candy should be considered as a safety factor as well as a nourishing food supplement," the booklet reads.

The booklet, created as one in a series of informational pamphlets by the NCA, is available from the National Confectioners Association, 36 South Wabash Avenue, Chicago, Ill. 60603.

SCHOENBACH CO.

Manufacturers Representative
American Distributor

MANUFACTURERS

MACHINES

GREAT TIME SAVERS

COIN WRINKLING SCALE

$23.50

HOT HOT 10c VEND ITEMS
Now at Wholesale Prices

MOUTH tổEBOO Lo 3dos

CBr 12c 2c) $1.00

FIELD FLY, $1.00 per Case

With Chrome Stand.. $2 50

EACH $2.50

SUPER SELL 50c

VICTOR 277 VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye appeal. Designed for maximum display.

When the vending machine is not on display, we suggest the use of a Change Box or Change Collector. The Change Box has a change capacity of $10.00.

SCHOENBACH CO.

273 Lincoln Pl., Brooklyn 1, N.Y.

Phone: (212) 331-1111

When it comes to vending equipment, nobody does it better than SCHOENBACH CO.

YOU COUNT MORE WITH OAK

THE OAK PEN VENDOR

The Oak pen vendor has all the popular cabinet features, including anodized aluminum corners, posts, simplified coin removal and the exclusive Oak anti-theft, trouble-free, fail safe mechanism. It holds 300 ball point pens and, with easy coin conversion, will vend 1c, 5c, 10c or 25c items. Designed to work on other cylindrical items as well as pens, it requires no special loading. Simply bulk load and you're good to go. It fits either the standard Oak Three or the Future Land and can be ordered with either durable baked epoxy enamel or handsome finished stainless steel finishes. $23.95 F.O.B. LOS ANGELES.
House Unit Okays Royalty; Sets Limit

EDITORIAL

A Faulty Bill

The ponderous Copyright Revision Bill pushed through the House Judiciary Committee last week clearly establishes two important music business principles: it is a week whoppingly short of legalities and their practical implementation. The bill decreases the right of jukebox manufacturers to make music and they have waited legislated for years. The bill also provides for a legis- limit on jukebox royalty fees—a principle long championed by the Music Operators of America. It outlines procedures for com- plex jujube assessments and distributing funds to copyright owners, however, the bill is as nicely described by jukebox manufacturer counsel Perry Patterson, "totally impractical and unbelievably unrealistic." It would plunge operators into a bottomless pit of paper- work and performance rights societies in an im- possible position. If these mechanical problems can be worked out in the House, all the better if not, they most certainly will be cleared up by the Senate when the 90th Congress convenes in January. MOA President John A. Wallace has said, "We're fighting for a bill we can live with." Executives and sellers of jukebox music cannot live with this bill in its present form.

Ex-Operator Introducing Tape Cartridge Jukebox

ORLANDO, Fla.—John A. Kirkpatrick, former owner of Florida Music Co., is about to introduce what is believed to be the first tape cartridge jukebox. Kirkpatrick, who sold out his operation 10 years ago to founded Kirk Electronics Manufacturing Co., has been testing a 4-track stereo tape cartridge jukebox on location for a year. He hopes to begin delivery of a Top-Tone non-selective counter model in about a month. Later the company will introduce a 10- selection counter model and a 10-selection sideways unit with wall or counter selector panels, both utilizing 4-track stereo tape cartridges.

The model is named for introduction first, called Minute Music, operates on either nickel or dime play and utilizes either personal stereo speakers in the wall or counter boxes. It offers music by the minute. "Most units are set up at 5 cents per three minutes of the (Continued on page 74)

Jukebox Firms Condemn Action

By MILDRED HALL

WASHINGTON, D.C.—With unprecedented speed, the full house Judiciary Committee last week cleared the way for a bill that would impose a ceiling on the mass of the massive Copyright Revi- sion Bill, which the Copyrights Subcommittee only one week before. The bill ends the traditional jukebox exemp- tion, but gives operators a com- puter licensing procedure with a statutory maximum of about $19 per box per year, for per- formance royalties.

House Copyright Subcom- mittee's acting chairman, Robert W. Kasemier, (D., Wis.) who piloted the bill through 22 days of open hearings last year and 51 executive sessions this year, told fellow Congressmen he even hopes to get Rules Commis- sioner to permit a floor vote before adjournment of this session's the 89th Cong- ress. This is believed very doubtful, but with hard-driving Hous- e Judiciary Chairman William (D., N. Y.) relenting the House action, there could be a chance of passage before the entire House has to rush back home and campaign for re-election this fall.

The final wording of the amended bill carries a jukebox performance rights section which is almost identical to that sub- mitted to MOA and the music licensors during the summer, and also the wording of the House Judiciary (Issues Sept. 10, Sept. 17, 1966). Jukebox manufacturers, through counsel Perry Patterson, representing Seeburg, Warren, and Rowe have called the bill "totally impractical and unbe- lievable in fact."

Stunned reaction to the swift movement of the amended bill through the full Judiciary Committee while negotiations are still at an inconclusive point later, after telephone (Continued on page 70)

BB ON LOCATION

THE OPERA BOX

This is the eighth article in a series devoted to the matter of merchandising music on jukeboxes.

By GODFREY LEHMAN

SAN FRANCISCO—Just beyond the place where Chinatown meets Little Italy, a man walked into Kate's and bought a quarter worth of Lawrence Tibbett as the mocking Rigoletto—on a Rowe 100-selec- tion jukebox.

A couple of blocks away in The Trieste, 601 Vallejo, California, Violetta was answering repeated enquires—on a jukebox. Toshihiko Kishida was setting up a jukebox, too. Tatsuhiko Kishida was setting up a jukebox, too. Right here in North Beach, where transistor entertainment fads wash in and out like the tide, these four unique locations sate the internal ear that of a programme's dream; merely slip in the dream of the world's...
Show Seeburg's new Dollar-Bill Accepter to the bartender. He'll probably buy you a double.

Seeburg's new Dollar-Bill Accepter* frees bartenders (and location-owners, too) from the chore of constantly making change for phonograph patrons. More important, this brand-new phonograph accessory stimulates patrons to spend a whole dollar at one time.

If you want that drink, be sure you're first to tell your locations about this exciting new money-maker and trouble-saver—specially developed for Seeburg.

Growth through continuous innovation.

The Seeburg Sales Corporation, International Headquarters Chicago 60622
Bally-Loop-the-Loop 2-Player

The name is unusually apropos to the new two-player flipper game from Bally Manufacturing Co. Loop-the-Loop it's called, and in terms of ball action, the game does just that. Reportedly for the first time on a flipper game, the ball, when shot, swerves immediately into the playfield, loops the loop across the panel to the upper left corner, then plunges down through the top rollover lanes, providing what Bally president Bill O'Donnell described as "a new dimension in pinball play that attracts immediate attention, holds players for long sessions of repeat play." The new ball action eliminates the right-side runway and permits an extra wide playfield. Game carries a new "double carry over" bonus build-up, with both Red and Yellow bonus yielding up to 200 points. This stimulates repeat play by holding both bonus scores over from game to game until collected by a ball in the "Kickout Bonus Hole." There is also a new "Robin's Rippers" located toward the top of the panel in place of thumbers. It spins continuously during the entire game, its triple-rebound edges throwing the ball into a "frenzied scoring conniption." Available in standard and add-a-ball models.

House committee proposal is unworkable. In fact, we said so in June when the Subcommittee proposal was made public. (Both the MOA and House Judiciary Subcommittee proposals were printed in full in Billboard, Sept. 10.)

"Our general reaction to the statement of the phonograph manufacturers is favorable. As in the past we will continue to work closely with the manufacturers and their counsel, and we will meet with the manufacturers for discussions on the copyright problem should this become necessary.

"We have no plans for another meeting with the performance rights organizations.

"We shall continue to work actively on behalf of our 25-cent policy—especially upon the copyright of records and the licenses we have been carrying on for many months. We fully expect to have a complete hearing in the Senate in which the Copyright Bill pass the House with present phonograph royalty language intact.

"We are pleased that the present language provides for statutory limitation of royalty amendments.

"If we must fight the bill from the grass roots of the Congres{sional committee, we will fight for what is best for the operator."

NAMM Services

• Continued from page 63

bulk mfr. surprises at NVA

First Bag of KWANIS PEANUTS ever sold from a vending machine has been purchased by a customer who is ordering additional machines, according to Carnival Company, which recently presented to Claudia Gray, 7, Kwans Little Miss Peanut of 1966. The machine was located in Center's Chicago commissary.

NAMA Board Nominees Named

CHICAGO—Seven have been nominated for election to the National Automatic Merchandising Association board during the organization's annual meeting Saturday, Oct. 29 at McCormick Place.


The election was held with Adair and Nickosz on the board. NAMA members may nominate other candidates, according to J. Richard Howard, chairman of the nominating committee. Nominations are requested by Oct. 12.

Billboard's NAMA Show Coverage

WATCH FOR BILLBOARD'S NAMA CONVENTION PREVIEW IN OUR OCT. 29 ISSUE. HEADLINES REPORT ON SPEAKERS, PROGRAMS AND EXHIBITORS. OUR NOV. 5 ISSUE WILL CARRY A VENDING PRODUCT PARADE AND NEW MUSIC SHOWDOWN IN CHICAGO, AND A COMPLETE POST-CONVENTION REPORT WILL BE CARRIED IN NOV. 12 BILLBOARD.

Ball in Expansion Program

LOS ANGELES—Lincoln Ball, president of L. B. Ball & Co., a wholesale tobacco and candy firm, said a major expansion program has been started by the company. The firm supplies many vending operators in San Diego County.

The company will move into new quarters at 4520 Federal Blvd., San Diego, in the fall of 1970. The new building is under construction.

A Kitchen-Less Cafeteria

PHILADELPHIA—The food service of the future—a compact, kitchen-less cafeteria capable of producing a wide variety of meals in six minutes—was unveiled by Automatic Retailers of America, Inc. here at St. Joseph's College recently.

Known as a "System 400," the new food service concept was installed in a specially built trailer for demonstration. A RA also recently announced the signing of a long-term contract to provide food, refreshment and merchandise for the Philadelphia sports arena. The 15,000-seat arena, being built by developer Jerry Wolfman, will be opened in September of 1967.

bulk mfr. surprises at NVA

its merchandise, hinted of big surprises at the gathering. The equipment manufacturer's presence at the informal showing will not be lacking. Northwestern's bulk vending machines will be on display in one of its distributor's rooms. That's an exhibit at the National Automatic Merchandising Association show. Northwestern is barred from showing equipment at the hotel. Oak Manufacturing are also expected to make a bonanza at that company's stand.

NVA counsel Donald Michell stressed the fact that actual exhibits are not permitted in the hotel and all display activities will be on an individual and uncoordinated basis.

The board meeting is scheduled for Sunday, Oct. 13, and will begin at 8:30 p.m. In addition to discussion of bylaw changes with respect to election rules, the directors will hear committee reports, convention plans for the 1967 event in New Orleans and any new business the directors wish to introduce.

October 8, 1966, BILLBOARD
THE BLUEBOOK

Mean Valuation of Used & Reconditioned Coin Machines
Oct. 8, 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 pricing. For purposes of actual pricing, the following generalizations—except in rare, accidental instances—are unfit for application to any specific buyer-seller situation.

CIGARET VENDORS
Automatic Products

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rowe</td>
<td>220, 11</td>
<td>500 Cap.</td>
</tr>
<tr>
<td>Seeburg</td>
<td>220, 11</td>
<td>100 Cap.</td>
</tr>
<tr>
<td>Coin</td>
<td>800 Cap.</td>
<td></td>
</tr>
</tbody>
</table>

Smokeshop Starlite 630, 27 Col., 630 Cap. $275
Smokeshop Starlite 880, 36 Col., 850 Cap. 425
Smokeshop Bank Roller, 18 Sel., 630 Cap. 500
Smokeshop Bank Roller, 27 Sel., 850 Cap. 600
Smokeshop Slimline V-18, 18 Col., 450 Cap. 75
Smokeshop Slimline V-27, 18 Col., 640 Cap. 110
Smokeshop Slimline V-36, 18 Col., 850 Cap. 145
Scrubhop Starlite 450, 18 Col., 450 Cap. 315
Scrubhop Starlite Moduline 900, 9 Col., 900 Cap. 395

Candyshop

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
</table>
| Seeburg/Du Grier | MCC-20, 20 Col., 320 Cap. | $300
| Seeburg/Du Grier | W41T1, 24 Col., 510 Cap. | $200
| Seeburg/Du Grier | W20T1, 20 Col., 672 Cap. | $275

Vendo Corp.

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
</table>
| Classic | 30, 30 Sel., 830 Cap. | $250
| Vendo CAI | 22 Sel., 850 Cap. | $250
| Vendo-Stoner | C-25, 15 Col., 520 Cap. | $175
| Vendo-Stoner | Mod. 428, 11 Col., 428 Cap. | $170

WESTINGHOUSE

Cigarette Vender 395

NATIONAL VENDORS

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crown</td>
<td>460, 11</td>
<td>150 Cap.</td>
</tr>
<tr>
<td>Du Grier</td>
<td>CYN, 8 Col.</td>
<td>152, 58</td>
</tr>
<tr>
<td>National Venders</td>
<td>9 Col., w/gum-mint</td>
<td>150</td>
</tr>
<tr>
<td>National Venders</td>
<td>510, 10 Col., 200 Cap., w/gum-mint</td>
<td>175</td>
</tr>
<tr>
<td>National Venders</td>
<td>20 Col., 380 Cap., w/gum-mint</td>
<td>250</td>
</tr>
<tr>
<td>National Venders</td>
<td>416 Cap.</td>
<td>300</td>
</tr>
<tr>
<td>National Venders</td>
<td>20 Col., 670 Cap.</td>
<td>250</td>
</tr>
<tr>
<td>National Vendors</td>
<td>20 Col., 670 Cap.</td>
<td>250</td>
</tr>
<tr>
<td>National Vendors</td>
<td>11 Col., 880 Cap.</td>
<td>290</td>
</tr>
<tr>
<td>National Vendors</td>
<td>11 Col., 450 Cap.</td>
<td>210</td>
</tr>
<tr>
<td>National Vendors</td>
<td>11 Col., 350 Cap.</td>
<td>155</td>
</tr>
<tr>
<td>National Vendors</td>
<td>20 Col., 670 Cap.</td>
<td>250</td>
</tr>
<tr>
<td>National Vendors</td>
<td>20 Col., 670 Cap.</td>
<td>250</td>
</tr>
<tr>
<td>National Vendors</td>
<td>11 Col., 285 Cap.</td>
<td>140</td>
</tr>
<tr>
<td>National Vendors</td>
<td>7 Col., 10 Col., 200 Cap., w/gum-mint</td>
<td>135</td>
</tr>
<tr>
<td>National Vendors</td>
<td>11 Col., 140 Cap.</td>
<td>220</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 640 Cap.</td>
<td>550</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 540 Cap.</td>
<td>350</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 350 Cap.</td>
<td>150</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 285 Cap.</td>
<td>140</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 220 Cap.</td>
<td>100</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 110 Cap.</td>
<td>75</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 100 Cap.</td>
<td>100</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 80 Cap.</td>
<td>50</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 50 Cap.</td>
<td>25</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 30 Cap.</td>
<td>15</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 20 Cap.</td>
<td>10</td>
</tr>
<tr>
<td>National Vendors</td>
<td>14 Col., 10 Cap.</td>
<td>5</td>
</tr>
</tbody>
</table>

ROCK-OOLA

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caravelle</td>
<td>20 Col., 800 Cap.</td>
<td>260</td>
</tr>
</tbody>
</table>

ROVE

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rowe</td>
<td>320, 11</td>
<td>520 Cap.</td>
</tr>
<tr>
<td>Commander</td>
<td>11 Col., 800 Cap.</td>
<td>55</td>
</tr>
<tr>
<td>Ambassador</td>
<td>11 Col., 450</td>
<td>55</td>
</tr>
<tr>
<td>Ambassador</td>
<td>14 Col., 100 Cap.</td>
<td>100</td>
</tr>
<tr>
<td>Rowe</td>
<td>210, 20 Col., 700 Cap.</td>
<td>150</td>
</tr>
<tr>
<td>Rowe</td>
<td>20-8 Rivieras, 20 Col., 800 Cap.</td>
<td>325</td>
</tr>
<tr>
<td>Celebrity</td>
<td>26, 14 Col., 510 Cap.</td>
<td>235</td>
</tr>
<tr>
<td>Celebrity</td>
<td>26, 14 Col., 600 Cap.</td>
<td>260</td>
</tr>
<tr>
<td>Rowe</td>
<td>46, 14 Col., 600 Cap.</td>
<td>250</td>
</tr>
<tr>
<td>Rowe</td>
<td>22, 11 Col., 510 Cap.</td>
<td>200</td>
</tr>
</tbody>
</table>

SEEBURG CORP.

<table>
<thead>
<tr>
<th>Model</th>
<th>Capacity</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seeburg</td>
<td>E-1, 22 Col., 800 Cap.</td>
<td>55</td>
</tr>
<tr>
<td>Seeburg</td>
<td>E-2, 22 Col., 800 Cap.</td>
<td>105</td>
</tr>
<tr>
<td>Module</td>
<td>E-3, 22 Col., 825 Cap.</td>
<td>195</td>
</tr>
<tr>
<td>Seeburg</td>
<td>452, 22 Col., 825 Cap.</td>
<td>350</td>
</tr>
</tbody>
</table>

OCTOBER 8, 1966, BILLBOARD
This Year
Everyone’s
Coming!

MOA
CONVENTION
AND TRADE
SHOW
FRIDAY SATURDAY SUNDAY
CHICAGO, OCTOBER 28, 29, 30

House Unit
Okays Royalty; Sets Limit

New Equipment

United—Encore 6-Player Shuffle

New from the United division of Williams Electronic Manufacturing Corp., a six-player shuffle alley called Encore featuring an all-new cabinet design. The game offers five ways to score (dual flash, flash, regulation, mark and bonus lanes). The “mark” feature affords two extra shots for a strike and one extra shot for a spare in each frame. New style head-duty on hangars are incorporated in the unit. There is a back-box adjustment for easy or normal strike. The cash box has now coin dividers. Machine is 852 feet long, 21/2 feet wide; shipping weight 470 pounds.

THE OPERA BOX

great operatic literature—if it is to be found on 45s—and leave the discs on till they wear out. Oh, yes—empty the cash box often.

A Haven

Though Italian opera is programmed principally at these four locations, other European opera is to be found, too. And occasionally you’ll find some tunes from the Italian “Hot 100.”

“We are a haven for the music lover,” declares proprietor Alberto Landi of the Tosca Caffe. And such is the opinion of his competing colleagues: Gianfranco Giotta of Caffe Trieste, Katie Vitale of Katie’s and Joe Baggio of the 622 Club. The machines spin arias all evening long—with the exception of the Trieste, which opens at 9 a.m. and offers opera day and night. The spots are so popular that the proprietors shun publicity. Said the colorful Katie: “We already have enough business. If you write us up it will just bring in the tourists and we’ll be too crowded.”

Month After Month

No local music operators stock opera 45s, so these locations own their own records. They have spent years on their collections. Opera in the day is rare, and most of their records are 10 years old. All are catalog staples. About 90 per cent of the stock remains on the boxes week after week, month after month and even every year after.

“They are eternal favorites,” says young Gianfranco Giotta, who not only manages his day-to-day business but his own lyric romantic tenor, with two of his own recordings, on the Trident label, on the location’s jukebox.

At 22, Giotta sings professionally under the name Gianico Franko, or, alternately, Johnny Frankie. A handsome fellow, he may take his place with Tommy Leonetti any time.

Since 1955 the Caffe Trieste has been operated by the elderly Giotta, and since 1956 the jukebox has offered opera. Indeed, the top hit on the box currently is a recording straight from the 1966 Festival of San Remo, “Dio Come Ti Amo.”

Most of the labels are Italian, with newer selections largely Italian-made.

Atmosphere

There’s no programming problem at the Tosca, either, where all the title strips are hand-written in a fine flowing Italian script. (The Giottas have typed labels because a sister has skill at the type-writer.) The Tosca phonograph is a Wico, featuring a Rossini, Puccini, Bizi and Bellini. There is some Wagner.

The club walks an Italian atmosphere. The Tosca has paintings of Italy. Katie’s decor features pictures of opera stars, including a rare oil of the great Caruso himself. Tosca also has a collection of prints of opera stars from the 1890’s and many framed sketches of moderns.

The 622 Club has a modest decor. In case someone doesn’t want opera, partner Joe Baggio programs a couple of “hit” tunes on the phonograph. Like the other spots, Joe’s jukebox carries customary title strips musical category headings, but they are superfluous. Somebody just forgot to remove them.

Only one phonograph, at the Caffe Trieste, is location-owned. The others are operator-supplied.

An evening spent at these four opera phonograph locations in Little Italy leaves one with the impression that there should be a more dignified appellation for the instrument than the colloquial “jukebox.”

Opera box,” perhaps.
Scopitone Cutting Machine, Film Prices

CHICAGO—Scopitone will slash prices on its 16mm machine and film, effective at the time of the Music Operators of America convention here Oct. 28-30. According to A. A. Steiger, chairman of Tel-A-Sign, Inc.-Scopitone parent company, precise reduction amounts will be announced to operators at the show, where the company will show up in force with staff and film stars (see photos).

The current Scopitone projection unit, a red-steelilled design based extensively on the unit invented by a giant French firm, Cameca, is priced in the neighborhood of $3,500. Films lease at about $20 per subject. About 2,000 of the 16mm machines are reportedly on location in the U.S.

"I emphasize that this machine price cut is on our 16mm machine," Steiger said. "There is a lot of talk that we are ready with a 8mm projector. This is just talk. The price cut has nothing to do with a 8mm machine."

It is a matter of record that Scopitone has developed an 8mm cartridge-fed unit for home, educational and sales promotion use (Billboard, May 14). The company is expected to become competitive in the coin machine market with such a unit. Steiger said, however, that there is no foundation to the rumor that such will be exhibited at this year's MOA show.

ATTENTION OPERATORS! The above Scopitone artists will decorate the rooms at the MOA show Oct. 28-30 in Chicago. Joe Lanning is on the center and at the right is January Jones. Is your reservation in?

Circle Int. Hosts 100 at Show

By SAM ABBOTT

LOS ANGELES—More than 100 music operators were on hand here Thursday evening (22) for the debut of the Rowe Music Merchant at a cocktail party and buffet hosted by Circle International Co.

Dean McMurdie, head of CIC, introduced Joe Barton, Rowe Manufacturing general sales manager, who told about the new phonographs on display. Later he unveiled the visual part of the operation.

In addition to Barton, Hans Von Reydt, Rowe regional sales manager, and Ralph Phelps, factory service director, and John Pecentoes, area service representative, were on hand for the unveiling. The showing was Barton's seventh.

McMurdie took the opportunity to introduce members of his staff that includes Don Young, Don Edwards, Ed Mans, Don Gilbertson, Jim Hough, Art Wright, Chuck Jackson and Al Boggs, the last-named two handling the cocktail department during the early evening.

George Miller, president emeritus of the California Music Merchants Association, introduced the Rowe Music Merchant at Circle, showing with Meredith McAlvey and Walter Hemple of First National Music, San Fernando, Calif.

GEORGE MILLER (left), president emeritus of the California Music Merchants Association, introduced the Rowe Music Merchant at Circle, showing with Meredith McAlvey and Walter Hemple of First National Music, San Fernando, Calif.

MUSIC OPERATORS Roy Jones and Walter Levi are shown conversing during the show with Hank Mail of Associated Coin Amusement Co. and Leo Simone of Badger Sales.

SANTA ANA contingent at Circle affair included, from left, Jack Corbin of D&B Sales, and Karl Gantir, Ric White and Charles Berthiaume of Rockwell Music.

Nondeductible—IRS

Continued from page 63

company that makes direct tax payment to the government. The Excise Tax Reduction law followed the same policy, it would seem highly unlikely that Congress would change the approach, to permit claims by various retailers and distributors on refunds made to a manufacturer.

Technical Kulings chief Crain said the only other way dealers could try for recovery would be by civil action against the manufacturer, and they cannot hope to get it from the government.

Subscribers to Billboard are invited to place their ads for the used equipment market in our Classified section. These ads are limited to manufacturers who are advertisers in Billboard, and are sent to Billboard subscribers. The cost is $5 per word. Minimum charge is $10. Deadline for next week's Classified is Thursday afternoon.

CHOICES: The used equipment market is a growing area of the coin amusement business. You can place your classified ad in Billboard to reach the widest audience.

there is only one way you can be convinced that the NEW GP IMPERIAL Model 433 is a real money maker! buy one!

FOR SALE

14 USED SCOPITONES

Excellent condition

Write

BILLBOARD

Box 275

188 W. Randolph St.

Chicago, Illinois 60601

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 50 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.

BILLBOARD, 7140 Patterson Street, Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for:

[ ] 1 YEAR $20  [ ] 3 YEARS $67  [ ] New  [ ] Renew

[ ] Payment enclosed  [ ] 2 EXTRA issues for cash  [ ] Bill me later

Above subscription rates for Continental U. S. & Canada.

Overall rates on request.

Company:

Name:

Address:

City:

STATE & ZIP

Type of Business:

Title:

Copyrighted material
THE BLUEBOOK

Continued from page 69

Bolly
523, 490 Cup, (Coffee, Chocolate, Soup)
597, 600 Cup, (Coffee, Chocolate, Soup)
600-D, 450 Cup, (FB Coffee, Chocolate)
600-R, 450 Cup, (FB Coffee, Chocolate)

Meetings Set
Continued from page 66
week that the organization's members will convene here at the College Inn Motel on Oct. 23, Special guest speaker will be the Honorable Thad Eure, North Carolina secretary of state.

According to South Carolina Coin Machine Operators Association president H. C. Keets, that organization will hold its fourth annual convention in Columbus on Oct. 15-16. A trade show will be held in conjunction with the meeting.

The Music Operators of America will be represented at the North Carolina meeting by director Jack Bess, who is also chairman of the association's current membership drive.

Said Smith, of S & E Amusements, Fayetteville, "This will be our biggest convention."

Both association presidents said they will encourage all members to attend the MODA convention Oct. 28-30 in Chicago.

Coffee-Mat
Large SCP-400, single cup (FB Coffee, Powder Cream, Gran Sugar) No Avg.
D-Large SCP-400, single cup (FB Coffee, Liquid Cream, Liquid Sugar) No Avg.
Compact, SCP-450, single cup, FB Imperial, De Luxe, DSC-600, single cup, FB Royal Standard, SSC-600, single cup, FB No Avg.

National Vendors
Module ROM, Manual, 450 Cup, No Avg.

Rock-Ola
1300, 260 Cup (FB Coffee, Chocolate)
1400, 225 Cup, Inst. Coffee, Chocolate
1405, 420 Cup, (FB Coffee, Chocolate)
TRBL-M, 600 Cup (FB Coffee, Chocolate, Soup)
1403, 350 Single Cup (FB Coffee, Chocolate, Gran. Sugar, Dry Cream) Changer
1403S, 350 Single Cup (FB Coffee, Chocolate, Gran. Sugar, Dry Cream) Changer
1402, 225 Single Cup (FB Coffee, Chocolate, Gran. Sugar, Dry Cream) Changer

Seeburg Corp.
4CD-100, 4D, 1,400 Cup (FB Coffee, Chocolate)
4CD-100, 4D, 1,400 Cup (FB Coffee, Chocolate)

Avenco
Executive, 4D, 600 Cup, Changer

Rowe
L-1000, 4D, 1,000 Cup
L-1000, 1,000 Cup
1020, 4D, 1,000 Cup (FB Ice, 750, 600 Cup, 400 Cup)
1020A, 4D, 1,000 Cup
Celebrity Modular L-1010A, 4D, 1,000 Cup (Changer)

Seeburg Corp.
4CD-100, 4D, 1,400 Cup (FB Coffee, Chocolate)

Pasty Vendors
Du Grienier
Model KPN, 6 Col.
Du Grienier
Rowe
5-Selection, 105 Cup
Stoner
Model 80, 4 Col., 106 Meck
Model 92, 5 Col., 106 Meck
Model 92, 5 Col., 106 Meck

Sandwich Vendors
Du Grienier
Sandwich, 4 Sel.
National
5605, 5 Sel., 108 Cup

Rose
Model 145, 4 Sel.
All-Purpose Rotobender

Next Week: Jukeboxes
NOTE: All quotes for national averaging are based on operational equipment, both "as-is" and "reconditioned." The value of both "as-is" and "reconditioned" equipment varies—sometimes drastically—from market to market due to strictly local conditions. Important variables include transportation costs, labor and parts costs and demand for a particular piece or type of equipment. Therefore, local value will regularly deviate from the national averages published here. Such deviation should be considered the rule rather than the exception.
By HANK FOX
SPRINGFIELD, N. J.—Three shots rang out during dinner of Runyon Sales Co.'s operator showing of the new Rowe Music Merchant. Some 300 startled op-
erators from New York and Northern New Jersey and their wives heard the gunman, who was none other than Jim New-
sales promotion director, saying he wanted to start off the pro-
cessings with a bang.
Newlander, who spilled the bucket of water over his head at the recently held Rowe dis-
tributors meeting while warning distributors not to throw cold water on new ideas, told the wives the new operator incentive program featuring exciting fully
The trips, arranged through Rowe by the Peter Paul and Dingel travel agent, include all arrangements.

ONE OF PAN AMERICAN AIR-
LINE'S stewardsesses chairs with
two operators about the exten-
sive travel incentive program which Rowe is offering operators through its distributors.

"You only have to bring clothes along. Newlander continued. "We do all the rest."
Among the Rowe personnel attending the showing were Pat O'Malley, president of Canteen
Corp. (Rowe's parent company); Jack Harper, president of Rowe; Fred Pollak, Rowe vice-president of marketing operations; Joe Barton, general sales manager, and Bob Martin, sales trainee
director.
At the reception, held at Run-
yon's showroom prior to the din-
nner, O'Malley predicted that Rowe phonograph sales will dou-
tle this year. "The Music Mer-
chant will take over the jukebox
industry," he stated. Speaking of
the Rowe Phonovue visual att-
chment which was unveiled to the
operators later in the eve-
nign, O'Malley said flatly, "We'll sell
more than 2,500 Phonovues in the first three months." Rowe says the visual option will be on display in all distributors' show-
rooms during October and available
to operators about Jan. 1.

Music Tempo
The Phonovue uses 20 silent, 16mm CARtridges which are based upon music tempo rather than artist. "That's the beauty of it." Newlander said. "The oper-
ator can redesign the same films
every six months or so in a loca-
tion and they'll seem like they're
new because they'll be hooked up
with different records. Mean-
while, we can use the films in
another location. We have 60
films right now and every week
we're producing three or four
new ones." The unit, which holds
200 records, can handle 140 rec-
cords and 25-record-connected
films when hooked up with the Phonovue.
Fred Pollak, who has been at-
testing most of the operators' show-
rooms throughout the country,
said, "We've never seen such
enthusiasm to a new phono-
graph. But then again, no one's
ever packed so many new fea-
tures in one jukebox before.
By word of mouth, operators are
coming here knowing that they'll
be seeing something new and
dynamic. The three most sig-
nificant features of the Music
Merchant are the play-me-rec-
cords, dollar-bill acceptor and
charge-a-scene panel. The 30-
second records seem to tickle
the fancy of most of the opera-
tors. There are four types of
records available. The first, and
most popular, is the celebrity
artist. The record starts with
the artist singing a chorus or two of
his song. Then he stops singing
and tells the customers to come
over and play the jukebox (es-
pecially his record). "This is the
only place where the performer
can plug his record," Barton
quoted. "And it certainly doesn't
hurt business to associate with
top artists." The other three basic types of play-music records are jukebox
impersonation and the voice
of Rita Rowe. The comedy
disks contain messages based on
an exaggerated mimicking of fa-
mous performers. On several of
the records, the voice of Rita
Rowe, backed by soft music,
asks the location's patrons to
'live up the house.'" We'll over and
play the jukebox. Other records
featuring Rita Rowe tell them
that the jukebox accepts dollar
bills.
There are three major advan-
tages to the dollar-bill acceptor,
Barton said. One is that it allows
the customer with no change to
play the jukebox. But the chief
benefit to the operator is that it
creates a substantial increase in

NEW YORK AND NEW JERSEY OPERATORS and their wives appear to be having a great time at Runyon's operator showing. More than 300 guests attended the premier of the Rowe Music Merchant and its audio-visual attachments, The Phonovue.

EXECUTIVE TABLE at Runyon's operator showing of the new Rowe Music Merchant. Standing, left to right, are Jack Harper, Rowe Manufacturing president; Pat O'Malley, president of Canteen Corp.; Mrs. Abe Green and her husband. Green, who is president of Runyon Sales, was host of the day affair. Seated are Mr. and Mrs. Joe Barton, left, and Mr. and Mrs. Fred Pollak. Rowe is general sales manager and Pollak is vice-president of marketing.

IRV KEMPNER and his wife pose with several New York and West-
chester operators. Seated are Mr. and Mrs. Max Klein, Al Miniaci and his wife and Runyon's secretary-treasurer, Ed Burg.

OCTOBER 8, 1966, BILLBOARD

Bally Catalog
CHICAGO — Publication of the 1966 Bally Parts Catalog for flipper-type games has been announced by company adver-
tising manager Herb Jones. "The original April publication date was pushed back to permit inclusion of as many as possible of the numerous improvements recently built into Bally games," Jones said.

The catalog will be mailed to all previous subscribers and will be sent on request to any part of the world.

EXECUTIVE TABLE at Runyon's operator showing of the new Rowe Music Merchant. Standing, left to right, are Jack Harper, Rowe Manufacturing president; Pat O'Malley, president of Canteen Corp.; Mrs. Abe Green and her husband. Green, who is president of Runyon Sales, was host of the day affair. Seated are Mr. and Mrs. Joe Barton, left, and Mr. and Mrs. Fred Pollak. Rowe is general sales manager and Pollak is vice-president of marketing.

ONE OF PAN AMERICAN AIR-
LINE'S stewardsesses chairs with
two operators about the exten-
sive travel incentive program which Rowe is offering operators through its distributors.

"You only have to bring clothes along. Newlander continued. "We do all the rest."
Among the Rowe personnel attending the showing were Pat O'Malley, president of Canteen
Corp. (Rowe's parent company); Jack Harper, president of Rowe; Fred Pollak, Rowe vice-president of marketing operations; Joe Barton, general sales manager, and Bob Martin, sales trainee
director.
At the reception, held at Run-
yon's showroom prior to the din-
nner, O'Malley predicted that Rowe phonograph sales will dou-
tle this year. "The Music Mer-
chant will take over the jukebox
industry," he stated. Speaking of
the Rowe Phonovue visual att-
chment which was unveiled to the
operators later in the eve-
nign, O'Malley said flatly, "We'll sell
more than 2,500 Phonovues in the first three months." Rowe says the visual option will be on display in all distributors' show-
rooms during October and available
to operators about Jan. 1.

Music Tempo
The Phonovue uses 20 silent, 16mm CARtridges which are based upon music tempo rather than artist. "That's the beauty of it." Newlander said. "The oper-
ator can redesign the same films
every six months or so in a loca-
tion and they'll seem like they're
new because they'll be hooked up
with different records. Mean-
while, we can use the films in
another location. We have 60
films right now and every week
we're producing three or four
new ones." The unit, which holds
200 records, can handle 140 rec-
cords and 25-record-connected
films when hooked up with the Phonovue.
Fred Pollak, who has been at-
testing most of the operators' show-
rooms throughout the coun-
try, said, "We've never seen such
enthusiasm to a new phono-
graph. But then again, no one's
ever packed so many new fea-
tures in one jukebox before.
By word of mouth, operators are
coming here knowing that they'll
be seeing something new and
dynamic. The three most sig-
nificant features of the Music
Merchant are the play-me-rec-
cords, dollar-bill acceptor and
charge-a-scene panel. The 30-
second records seem to tickle
the fancy of most of the opera-
tors. There are four types of
records available. The first, and
most popular, is the celebrity
artist. The record starts with
the artist singing a chorus or two of
his song. Then he stops singing
and tells the customers to come
over and play the jukebox (es-
pecially his record). "This is the
only place where the performer
can plug his record," Barton
quoted. "And it certainly doesn't
hurt business to associate with
top artists." The other three basic types of play-music records are jukebox
impersonation and the voice
of Rita Rowe. The comedy
disks contain messages based on
an exaggerated mimicking of fa-
mous performers. On several of
the records, the voice of Rita
Rowe, backed by soft music,
asks the location's patrons to
'live up the house.'" We'll over and
play the jukebox. Other records
featuring Rita Rowe tell them
that the jukebox accepts dollar
bills.
There are three major advan-
tages to the dollar-bill acceptor,
Barton said. One is that it allows
the customer with no change to
play the jukebox. But the chief
benefit to the operator is that it
creates a substantial increase in
Rejected by Juke Box Makers

box operators. In summary, it requires every operator who has not negotiated a written license agreement with the copyright owner, to register with the Copyright Office, and report annually subject to prescribed regulations, giving his name, the identity of the manufacturer and the serial number of each jukebox operated by him and the total capacity of his jukebox. The report shall be made on a form prescribed by the Copyright Office, and the operator shall pay a registration fee of $2.50 for each jukebox operated.

Additionally, the operator must file annually with the Copyright Office a complete inventory of copies of every single musical "work" placed in every jukebox owned by him for each of the calendar quarters of the year preceding his report. Further, each jukebox must have a certificate reflecting registration by the operator with the Copyright Office. The royalties to be paid by the operators to the copyright owners are $0.25 per side or $1.25 per record, whichever is less, for any portion of a calendar quarter.

In other words, an operator with an hundred 160-play jukeboxes would have to account at a minimum for 160,000 records each calendar quarter. Mr. Patterson stated that the subcommittee members appear unaware that there are at least 500 new records released each week. He estimated that the rotation and replacement of records and the presence of LP's with three works per side would result in the doubling of the record reporting burden. Each operator would then be faced with the reporting of 32,000 or more titles quarterly. Amended Section 116 provides as an alternative method of payment of royalties that the operator can pay a performance royalty based on a prorated amount calculated by multiplying the number of works in a given jukebox by 3 cents and dividing the product of that multiplication by the total number of works actually available for play in any jukebox in any calendar quarter.

Failure to meet the requirements of one or the other of these alternatives or to file record inventories would result in a fine of up to $2,500 for each violation. This is supposed in the pending legislation.

The manufacturers are convinced, Mr. Patterson stated, that the statutory scheme set up by amended Section 116 is so complicated that the average operator could not conceivably comply with it. The obvious and intended effect of the enactment of amended Section 116 in its present form would be to force each individual operator into separately negotiated licensing agreements with ASCAP, BMI and SESAC with all of the potential inequities inherent in the unequal bargaining positions of the parties.

Mr. Patterson stated that the subcommittee members had had the opportunity to publically hear the views of operators on Section 116, they would have realized how thoroughly ill-adapted to the industry is the subcommittee performance-royalty formula. The manufacturers believe that the formula, which was originally advanced early in 1966 by MCA representatives, based on a flat payment of two cents per week purchased annually by operators (which would have yielded an estimated $2 million annually over and above the $2 million in mechanical royalties already being paid) was equitable for all concerned and by comparison infinitely simpler for the average operator to live with.

Mr. Patterson stated that the manufacturers intend to make every effort to assure a public hearing before the Senate Judiciary Subcommittee on Patents, Trademarks and Copyrights of which Senator John McClellan of Arkansas is chairman. This will ensure that their and all interested operators in the United States will have at least one opportunity to be heard before this legislation, which vitally affects the interests of both manufacturers and operators, is voted on.

House OK's Royalty; Sets Limit

Mr. Patterson added, the registration or other requirements, bring on full statutory damages, willful fraud, or altering a jukebox certificate could bring criminal penalties with fines up to $2,500. Statutory damages for infringement can run from $370 to $10,000 at court discretion, and even to $20,000 if court finds extensive and willful infringement.

Royalties are to be paid quarterly by the operator—in January, April, July and October. The bill has added a new phase to give the operator a one-month grace after record playing.

On the music licensors' side, the copyright owner or agent, is required to deposit under compulsory licensing of jukebox play, must have his name on the label of the recording and label, and his address must be registered with the Copyright Office. If the owner or agent of the music is not identified on the record, the operator must provide the operator with a list not later than the third day of the following year, of all works for which royalties were payable to him by the operator during the preceding month period. He can demand payment be made 30 days after statement, 30 months after serving the claim.

Location owners are not required to register under the Act. They are obligated to provide the copyright owner with the name of the owner on demand. Target date for the effectiveness of the bill is Jan. 1, 1968.

Cartridge Juke

Continued from page 56

Ten Top Tunes," Kirkpatrick said, "This means a potential of $1 per hour with five wall boxes or $10 per hour with 10 wall boxes. The ordinary jukebox without overplay, is limited to $2.50 per hour on dime play."

Kirk Electronics is now completing construction of a new 8,000-square-foot plant here and will soon be producing 200 units per week.

Kirkpatrick did not state a specific price to operators for his tape cartridge jukebox but did say that it would cost about 40 percent what type of machine 100-selection jukebox costs—or about half what the typical 100-selection jukebox costs.

Kirkpatrick said he may exhibit the new jukeboxes at the Music Operators of America trade show in Chicago Oct. 28-29.

"We're starting small," said Kirkpatrick, "but we may grow everything starts. We'll grow.

Runyon Showing

Continued from page 77

overplay. "The locations will want the dollar-hill acceptor," Barton said, "because when a customer puts in a dollar bill it means he'll stay in the location for about 45 minutes. The longer he stays, the more he spends."

"The fact that the location won't care about the change-a-scene panels," Barton continued, "Well, it is, just put in the Christmas scene and see how long they stay after the holidays are over." The Christmas panel will be available in November. It will feature a noreligious type of scene. A pop art panel also will be made available shortly.

Joe Barton said that in every case the size of the turnouts was the biggest that the distributors ever had. Irwin Margold, vice-president of Trans-Pac Automatic Sales, Boston, said he expected some 1,500 operators and their wives to attend the company's showing to be held Sunday (2).

At a recent appearance on the Phonon, Barton said that this business has been regarded as a service of supplying installing and maintaining equipment for too long. "We're music merchants," he said. "Every year more and more people are interested in music. Our job is to give them music in the best possible way."
Rowe AMI introduces the exclusive talking salesman...

Music Merchant

"PLAY-ME" RECORD

These sensational sales-stimulators are increasing location play by over 40%! Customers love 'em... can't resist 'em! Exclusive!... "Play-Me" Records are only on the new Rowe AMI Music Merchant... the phonograph that "talks" to your customers, invites 'em up to play. A "first" from Rowe AMI... original recordings featuring Rowe "personalities" talking directly to the location's customers. It's professional, first-class entertainment... with light, humorous invitations to "come up and play some music." Guaranteed to get additional play!

With the Music Merchant's special timer, you can easily pre-set these special records to play in sequence after a dead-time interval of anywhere from one minute to thirty minutes. You get two "Play-Me" Records with each phonograph... many others are available from your Rowe AMI Distributor.

PLUS... you can have the country's top recording stars promoting more play at your locations... exclusively on the "Play-Me" Records. Featuring the latest hits by the most popular jukebox artists in every field. They're an easy-to-see bright red color... to help your routeman pick 'em out.

Look what else is on the MUSIC MERCHANT!

NEW DOLLAR BILL ACCEPTOR*

Another Rowe AMI "first"... the super merchandising feature that really sells music in quantity! Customers are wild about it! Rejects all paper currency except dollar bills. Money-makin'est, money-takin'est feature ever!... completely test-proven, absolutely reliable. Brought to you by the company that spent almost 10 years pioneering and perfecting the original Dollar Bill Changer. Patent Pending

EXCLUSIVE CHANGE-A-SCENE

-- You update the Music Merchant-- in minutes-- right on location! Breaks the monotony-- helps the phonograph stay appealing to the location longer. Take your choice of the many interchangeable front-panel scenes available from your Rowe AMI Distributor. They're in exciting, super dimen-so-vision color, Natural light, rather than black light, maintains the location's atmosphere.
POPE UP SPOTLIGHTS are those albums with sufficient sales potential to be considered for a review in Billboard's review panel. To achieve a listing on Billboard's Top 10 charts, spotlight winners in other categories are selected on the basis of these reviews to become top sellers in their respective areas.

COUNTRY SPOTLIGHT
NAT STUCKEY SINGS
Poole Up 2192 (M); LPS 2192 (M)

Stuckey has an appeal of appeal in his vocal style. His voice is robust and true. The package contains Stuckey's big hit, "Sweet Thing," plus a pack of other good songs.

CLASSICAL SPOTLIGHT
FALLA: LA VIDA BREVE (2-12") LP
De Angeles & Various Artists; Orquesta Nacional de España (De Burgos); Angel Bl. 3477 (M); 516 3477 (S)

This two-record package with libretto should move in the charts as a feature in the Falla repertoire. De Angeles gives the Falla a virile, full of finesse and drama, style.

POPE SPOTLIGHT
THE BIBLE...IN THE BEGINNING
Soundtrack, 20th Century Fox & S 4198 (S)

This Japanese composer, Takeshi Hata, wrote an inspirational score for "The Bible" which plays the most moving musical material. As an added fillip, the package contains a record of the Creation...by John Rutter, and that is quite satisfying.

POPE SPOTLIGHT
THE BIBLE...ON THE COVER
Golden Greats, Liberty LEP 2468 (M); LST 7689 (S)

The phenomenal success of the group is represented by their giant hits all included in this blackmarket sales package. This entry should please their biggest album seller to date, with a top load on the chart expected.

POPE SPOTLIGHT
THE MONKEES
Cowpens CAP 101 (M); COS 101 (S)

With their initial single hit, "Last Train to Clarksville," the Monkees hit the pop market. Mike Nesmith, Davy Jones, Micky Dolenz, and Peter Tork wrote some fine pop and folk songs with their own musical talents. This album is the complete Monkees package.

POPE SPOTLIGHT
WHAT'S NEW?
Corallo, Decover DL 14773 (M); DL 74773 (S)

Marking their debut on the Decover label, the individualist singer has an artistic and commercial style in this delightful program of sophisticated standard material. The singing is accompanied, "Free and Far Shadows" and "Then I'll Be Ready For You" and new sets of "A Boy's Life," "A Boy's Life." This album should definitely go big.

POPE SPOTLIGHT
CONFESSIONS OF A BROKEN MAN
Porter, Morgen, RCA Victor LPM 3393 (M); ESP 3393 (S)

This album contains a personal heart song, "I'm on the Run," and a recording of the groups in "Man with a Mission." This record should have a strong appeal to the rock market.

POPE SPOTLIGHT
THE LOVIN' MACHINE
Jubilee Records, Little Darlin' LP 1003 (M); 510 8003 (S)

Based upon its single hit, "Lovin' Machine," this fine album of rock & roll hits, some old, some new, is a solid hit. This is a fine package. His treatments of "Spanish Love Song," "To Want You to Know," "Swingin' Deacon," are excellent. His selection of rock & roll helps to make it a strong seller.

POPE SPOTLIGHT
THE INDIAN WARS
C.P.R. BACH-KARPSICHDORF CONCERTO IN D MINOR
J.S. BACH TRIO CONCERTO IN A MINOR
Mendelssohn, St. Moritz; Bennett, Amrol, Angel Bl. 34353 (M); 516 34353 (S)

This two-record package with libretto should move into the charts as a feature in the Mendelssohn repertoire. The selection is well made.

POPE SPOTLIGHT
MOZART: PIANO CONCERTOS, VOL. II (2-12") LP
Sigi Kraus, Vienna Festival Orch. (Sinfonie); Epic SC 6566 (M); BCS 134 (S)

Miss Kraus continues to delight in technique and virtuoso beauty in this terrific program set as did she in Volume I. There are few who can interpret Mozart with such grace and neatness of approach.

POPE SPOTLIGHT
THE ROCK 'N ROLL REVIVAL SHOW '74
Siren, Columbia T 3521 (M); CDP 1315 (S)

Columbia's new hit is a follow-up to their previous "Rock 'N Roll Revival Show '73." They are the most cutting edge rock band in the business, and their potential and their sales are remarkable to date. This album is the complete package.

POPE SPOTLIGHT
STEVIE SMITH WORD SPOTLIGHT
COUNTRY SPOTLIGHT
THE BOXER ORCHARD (2-12") LP
Jefferson Airplane, Blue Note 4193 (M); BRT 4193 (S)

Art Blakey has an endearing style of rhythm, the soloists are outstanding, the band is tight and"The Boxer Orchard" is a superbly well-realized jazz album.