Country Events Pull Foreign Countrymen

By BILL WILLIAMS

NASHVILLE—At least four foreign nations will be represented among the 4,500-5,000 registrants expected here this week for the "Grand Ole Opry" birthday celebration and the CMA convention, Thursday-Sunday (19-22).

The list of pre-registrants includes Reg Lachey, a country music promoter and publisher from Australia; Ole Torsborg, promoter from Denmark; Paul Durbin, who broadcasts a taped country music show in Germany, and representatives of the Griffin Catering Co., the Clarions Hotel, London. The last-named will study the Nashville scene with an eye toward booking country acts in English hotels.

The week-long gala, which began with the Pro-Celebrity Golf Tournament last weekend, concludes next Sunday morning with a coffee clatch at the Hermitage Hotel. Many of the leading lights of the recording week (Continued on page 84)

Giant Vendors Swinging Into Jukebox Path

By EARL PAIGE

CHICAGO—Large, publicly owned vending organizations are quietly expanding into the operation of jukeboxes, and, in certain instances, amusement games.

Giant vending firms extensively involved are The MacKay Co. and Servo-Mation Corp. (Continued on page 102)

Borg-Warner Bows $39.95 Portable CARtridge Unit

By LEE ZHITO

SAN FRANCISCO—Borg-Warner is hitting the market with a battery operated portable 8-track CARtridge player to sell at the suggested list price of $39.95. The unit is being rushed to market in time for the Christmas season. It weighs less than 3 pounds, measures 3 inches by 9 inches, and operates on six C-cell batteries or on AC through a 9-volt adapter.

Vince Vecchione, director of consumer products for Borg-Warner's Spring Division, confirmed that production on the unit is now at full speed. He said that the demand is so high for the player that initial deliveries during the pre-New Year's period will be divided only between the high 8-track market areas of San Francisco and New York City. Billboard learned that a "substantial" order for the new Borg-Warner portables has been placed by Collection of Daly City, Calif., one of the nation's leading tape cartridge distributors.

Vecchione told Billboard that he expects to move more than a half-million of Borg-Warner's portables during 1968. The firm also will make the portables available for private brand sales during the forthcoming year.

The speed with which Borg-Warner is moving to cash in on holiday sales is so great that the firm has not had the time to clear a brand name for the new unit. It is merely tagged the Borg-Warner 8-track cartridge portable.

The new Borg-Warner unit is considered to be a highly significant breakthrough for the 8-track configuration on several (Continued on page 10)

Heavy Meet Schedule Pushing Distrib to 'Witherin' Heights

By PAUL ACKERMAN and MIKE GROSS

NEW YORK—The overflow and overlap of record manufacturers' sales meetings scheduled for the new year are putting disk distributors into a spin. So many meetings in so many different places have already been scheduled that trade centers are beginning to ask, "Who's minding the store?"

In addition to keeping the distributors hopping around the country at a dizzying pace, the manufacturers are beginning to step on each other's toes with conflicting meeting dates. In some instances, record company sales meeting planners have been forced to check out dates with each other before scheduling their event, and in other instances dates have had to be re-scheduled to avoid conflicts.

Despite gripes from many distributor quarters, the record manufacturers have not yet figured a way out of the bind, and this coming January has already shaped up as one of the busiest sales meeting months that the distributors have had to face.

The 1968 sales seminar season opens in Las Vegas Jan. 3-7 with ABC Records as host. Les-

(Continued on page 10)

Lib. Cassette Entry Slated

NEW YORK—Liberty Records, a veteran in the tape cartridge field through its Liberty Stereo Tape division, will make its product available in cassette configuration via its own duplication and distribution. The division ranks Liberty as the second record company to go into its own cassette duplication and the first "uncommitted" label to do so. Mercury Records, the first label to go into cassette duplication, is committed to making the cassette through its affiliated company, Philips of Holland. Liberty has been marketing 4 (Continued on page 10)

Special Cassette Entry Slated

By CLAUDE HALL

NEW YORK—PlayTape, the 2-track CARtridge system developed by Frank Stanford, has already been acquired tape duplication and sales rights to the spoken- word catalog of Caedmon Rec. (Continued on page 94)

,$$ Rise Hits List-Prizers

By HANK FOX

NEW YORK—The recent monaural-stereo price equalization is proving a boon for record discount retailers at the expense of dealers offering a combination of nominal discount and service. According to Billboard's Record Market Research division, album sales have sharply dropped in non-racked outlets during the eight-week period following the monaural price increase. While no figures are available for the racked market, a spot survey re-

(Continued on page 10)

(HAS,CART)
ELVIS' new single

ELVIS
BIG BOSS MAN / YOU DON'T KNOW ME

COMING SOON — “CLAMBAKE,” AT YOUR FAVORITE THEATER
A UNITED ARTISTS RELEASE

Heading for a million dollars in sales — Elvis' latest sacred album "How Great Thou Art" LPM/LSP-3758
Also available: "His Hand in Mine" LPM/LSP-2328

RCA VICTOR
The most trusted name in sound
25,000 at High-Spirited Moving Gospel Quartet Meet in Memphis

By BILL WILLIAMS

MEMPHIS—Week-long festivities, including a two-day golf tournament, brought 25,000 paying customers here for the Eighth Annual Gospel Quartet (GMA) Convention.

Some 7,000 seats sold for Sunday night’s concert; the parking lots were ripe with frenzied fans. A sellout crowd, at least 10,000, turned out to hear the featured quartet, the A&M, Motown in Ampex Cassette.

A&M, Motown in Ampex Cassette

CHICAGO — Ampex Stereo Tapes (AST) will release both A&M and Motown albums in cassette format. The tapes are currently being packaged. It was announced that A&M, Motown albums, and their respective artists, will be accompanied by the A&M, Motown in Ampex Cassette.

Henry Hurt Opens Nashville Branch

NASHVILLE—Henry Hurt has opened a branch office here for Enormous, a favorite among sign musicians. The new office is located at 500 West Church Street, and will be under the direction of Art Podell. Podell was music director and one of the founding members of the A&M, Motown in Ampex Cassette.

Compass, Lillian Tie

NEW YORK—Compass Records has named Lillian Distributors, Charlotte, N.C., and All-South, New Orleans, as distributors in those areas.

For not only Carman/Parkway Records, but a series of new labels MGM has signed and is signing for distribution. These include Venture and Way Out. In addition, the label is reviewing potential artists. Recently, the label has signed a production deal with Atlantic Records for producing films. The deal, which is expected to bring in $500,000, will give Atlantic a major force in the music industry. The label is also looking to add to its record catalog, and will expand its film division.

Sullivan, Looking to Really Big Shows, Signs Cowells

NEW YORK—Ed Sullivan has signed Cowell, MGM Records’ singing-instrumental group, to a lucrative contract. Sullivan has signed Cowell to a two-year, multi-million dollar contract. Sullivan is president, and personal manager, of the group.

The Cowells are currently riding high with a single, “The Original Song,” and an album, titled “The Original Song.” The four Cowells—cousins Billie, John, and Barbara, and their mother, Barbara, in their performance.

ASCAP BRASS TO TALK AT MEETING

NEW YORK—President Stanley Adams will be present at the semi-annual East Coast membership meeting of the American Society of Composers, Authors, and Publishers (ASCAP). The meeting will be held on tuesday (24) in the Sheraton Room of the Waldorf Astoria Hotel.

Almo/Irving Office in NY

NEW YORK—Almo/Irving has opened an office in New York City, expanding its operation to the East Coast. The division, which will operate under the ASCAP affiliation, will establish offices at A&M’s new offices in Los Angeles.

Chuck Kaye, Almo/Irving’s general manager, has appointed John Reves as assistant director. Kaye will work with Bill Hill and Ben Reves, both A&M’s new offices in New York.

Sill, who was A&M’s production manager on the West Coast office, will be the new office’s local office, which he will continue to handle. His emphasis will be in the country and rhythm and blues areas.

MGM Revamped Into 3 Divisions

NEW YORK—MGM has revised the company’s management structure to maximize its potential. The new division will be called MGM/UA, and will be responsible for all international operations. The company’s domestic operations will be divided into three new divisions: the Motion Picture division, the Television division, and the Music division.

The Motion Picture division will be headed by Hal Wallis, the Television division by Jack Valenti, and the Music division by Mike Medavoy. Each division will be headed by a separate president, who will report directly to Wallis.

LILLIS GETS GIANT RCA LAUNCHING

NEW YORK—RCA Records has launched a new album by Lillis, a singer who has been with the company for several years.

The album, titled “The Original Song,” features Lillis’s voice, and is accompanied by impressive musical arrangements.

The album will be released in early June, and is expected to be one of the company’s biggest sellers of the year.

Phillips Signs 10 LP & Singles Production Deals With Decca

NEW YORK — Terry Phillips, president of Lee Harrison Production Music, has signed 10 exclusive deals with Decca Records. The deals cover the sale of 10 albums and 24 singles.

The albums will be produced by Phillips and will be released under the Decca label. The singles will be released under the Decca label and will be produced by Phillips and Decca’s in-house producers.

The deals will be used to expand Phillips’s production operations and will allow him to produce more albums and singles.

SALES MANAGER NOW AT CHESTNUT

NEW YORK—Chestnut Records has appointed a new sales manager. The new manager, John Smith, will be responsible for all sales operations in the eastern part of the United States.

Smith has extensive experience in the music business and has worked for several major labels.

The appointment of Smith is part of Chestnut’s ongoing efforts to expand its sales operations.

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NEW YORK—Epics Records will be broadening the scope of its recording activities under the direction of Len and Kapralik, who took over as label’s vice-presidents in November. The change and repertoire about five months ago. Kapralik plans to give the label musical breadth by covering various areas and to supplement the backbone of Epic’s current roster, which includes English artists by adding U.S. developed artists to the label.

Kapralik is especially interested in “the new musical forces that are stirring across the country and reaching the surface of mass appeal.” He feels that the music is the music of the new generation, and it will eventually emerge and be heard.

For this area, Kapralik is banking on Dino Valenti who’ll debut in November on his first album. In January, Valenti comes out of the San Francisco music scene.

Kapralik also has made a tie-in with Peter Weston, an independent producer in France who also operates the Pacific High Recording Studio. And since the San Francisco scene, Kapralik will introduce a group called Sly and the Family Stone.

Deal With Crime

Also pegged for the “new music” groove is Kapralik’s deal with Ennette Lake, music critic of the hippie weekly, East Village Other. Lake will serve as a producer and talent scout for the label. Lake will also conduct weekly Freaky Friarles at the Village Theater.

For the “legit” singing groove, Kapralik is readying an album with Michelle Nicholls. The singer is the Negro star of the NBC-TV series “Star Trek.” Her first album for Epic will be released in February.

Kapralik is also reaching out for new foreign acts to bolster Epic’s activity in the rhythm and blues field. First move in this area is a deal with...
A strong not-so-silent type smash.

John Davidson
A Kind Of Hush

Including:
There's a Kind of Hush (All Over the World)
Georgy Girl
Feelin' Groovy

Other albums by John:

The Time Of My Life
John Davidson
Best of

Available in 4-track and 8-track stereo tape cartridges

*Available in 4-track and 8-track stereo tape cartridges
Memphis—The recording industry is booming in Memphis, according to Knox Phillips of the Sam Phillips studio.

"Things are going so well that new studios are appearing, and no one is getting heat," he said.

The new studio is Ardent, run by John Fry, and it's the first studio in Memphis to in-studio recording. A new studio currently is doing work for Memphis Sound, MGM and MGM among the major labels, and a great deal of small custom work.

Victor in Cartridge Deal For White Product

NEW YORK—RCA Victor has concluded arrangements to both manufacture and distribute the White Whale Records in Stereo 8 tape cartridge beginning with this month's release. Deal was made by Ted Feigin and Les Lasseter, co-executive vice presidents, White Whale and Ed Welker, manager of Victor's recorded tape marketing.

Nine labels whose product is marketed and distributed by RCA on Stereo 8 tape. The other labels are: Living Street, Buena Vista, Crescendo, Sper- ter, Wand, Prestige and Diamond.

Victor's October release of 16 stereo cartridge tapes brings the company's catalog of packages available near the 200,000 mark. The nine new releases are Elvis Presley, A Girl, A Guy, You're My Girl, A Hurricane, Every Little Step, A Hard Time, A Hard Place and A Dream that Might Have Been. 

The deal brings the total number of Meaux has a Studio in Mississippi

JACKSON, Miss.—Independent record producer Paul Meaux has just opened a new recording studio in an existing building 15 miles from here—Grits and Gravy Recording Studio. Engineers who have recorded with Meaux include Cliff and Ed Thomas and Bob McRee, all of whom also write. 

A lot of early work has been handled by Crazy Cajun Music. McKinney is employed by the studio.

Artists produced so far in the new studio include Barbara Lyn Ecce, Jackie Pain. Meaux also has a studio in Passadena, Tex., and another in Jackson, Miss., which will be opened sometime in Memphis and Nashville.

ESP Sampler Goes to Dists

NEW YORK—ESP Records has shipped its sampler with excerpts from albums to all distributors participating in the current promotion advertising program. ESP also is supplying 50,000 copies of a 32-page catalog of new releases.

The firm also has continued arrangements to produce records for Meaux Productions which has been manufactured by Gamma Records for Canada, Monarchy for France, Blaupunkt for Italy, Arfonic for most other European countries, Peter Martin for Australia, New Zealand, and Victor Co. for the Far East.

The 32-page sampler which is available Nowhere Before Swine album has been revised to show a full color of the album cover in white and black with the titling. The group has cut a second ESP album which will be released before Christmas.

Universal Recording Reactivates Label

CHICAGO—Universal Recording Corp. has reactivated Universal Records, Inc., a label subsidiary that was the late 1940's.

The first release will be 11 albums of inspirational music by artists affiliated with the Christian brothers, including They Are the Christian Brothers, Gary A. Broman, Lonnie Johnson, and the Lippin Sisters.

Dealers throughout the country have received a mailing announcing the new label, and distribution will be announced shortly. The suggested retail price for the new albums is $3.98.

Monaural in Midwest—Some Cut, Some Wait

CHICAGO—Many Midwestern distributors of major and independent labels were rolling back monaural prices last week with others attempting to hold the mononaural price which was $1.25.

RCA outlets checked, showed Associated Dist., Indianapolis, at the old price on monaural. Intersate Dist., St. Louis, holding at the new higher price. RCA Victor, Chicago, "not making an announcement." Capitol was last to cut, but it's a 20 per cent discount on monaural. Columbia distributors were still holding at $1.25 according to telgrams. Decca Dist., in Columbus, Ohio, was charging the price equalization line.

Independent distributor rep., stated, "None of my labels have dropped prices on monaural," said Bob Gernhard, Columbus, Ohio.

"Nothing of the labels are being sold cheaper than the reported Marvin Jacobs, Music Merchants, Detroit.

"What with depend on inventory," said Bob Gernhard.

Top Court to Review Rule On AFM Anti-Trust Case

WASHINGTON—The U.S. Supreme Court has agreed to review a Court of Appeals ruling that helped America Federation of Musicians regulations.

Gernhard Inks 2 Acts on Laurie

NEW YORK—Phil Gernhard, president of Gernhard Enterprises, who produces The Royal Guardia for Laurie Records, has set two new records on Laurie. The Sound Investment, whose first release will be "Don't Stop the Car-

ire." The new release has been performed by Dottie Cambridge, on "In My Cloud," and "The Sound Investment." The new release is released on the label of Jordan Bener, on which he has been signed.

The case was originally tried in 1964 before District Court Judge Richard H. Levet, who found the minimum-rate and several other regulations unlawful. The Court of Appeals affirmed Levet's ruling in all aspects except the regulation of minimum fees. The case involved a case involving various independent dealers. In the appeal, for instance, by independent dealers. The appeal was filed in the Federal Appeals, Local 802 and the leaders.
What are we gonna do?
(when the summer’s gone)
Just Us.

The autumn hit
is on
Kapp Records.
Pincus Push On British Writer

NEW YORK — Gil/Pincus' Music's Lee Pincus has set a special promotion for British writer/artist Bill Fay whose first U.S. release on the Deram label is "Some Good Advice." A film clip of Fay performing the song will be used in the promotion.

Fay was discovered by Terry Noon of England's Ambassador Music, which represents the Fitz/Pincus catalog for the U.K.

Cameo Negotiating For Merco Company

BY AARON STENFELD

NEW YORK—Cameo/Parkway Records has been negotiating with several prominent independent record companies, giant rack-jobbing and distribution organization.

Jack L. Meek, Carni co-president, confirmed that he had been talking with Allen Klin, C/P Record Company, and Herbert Shavers, of the S.S. Warren deal has been consummated.

The Merco operation grossed more than $1.4 million in its last year and 1967 gross is expected to top $1 million. Last year's net after taxes was $40,000.

Included in the operation are 104 racks in retail stores, 34

Philco-Ford Ad to Kick Off HP and Teeny Radio-Phono

PHILADELPHIA, Pa. — Philco-Ford Corporation will kick off the promotion this fall of its new 45-r.p.m. (HP) Records and mini-radio-phonographs with a four-page, four-color ad campaign featuring full-color magazine pages and magazines. HPs will be featured in a separate consumer magazine ad campaign.

Hip Pocket Records, with a manufacturer's suggested retail price of 69 cents, has a best selling popular song on each side. Ads are in the form of a thin, pure vinyl and are only 37% in size.

Philco-Ford will be featuring the records in combination with a solid - state radio - phonograph (Model 1376) weighing less than two pounds and listed at $24.55. Model 1376 has a six

Andersson Forms N. Y. Pub

NEW YORK — R. Alex Andersson, Honolulu songwriter and record producer, is setting up a music publishing firm, Andersson Music and Records, INC.

A writer since 1927 and a member of ASCAP since 1955, Andersson is the composer of "Lovely Hula Hands" and many other songs... He has been writing his activities, he is involved in the operation of the Honolulu Hula Hotel ...

Lerner & Loewe's "Cameo" with new artwork to tie in with the forthcoming film version. Similar treatment is slated for label's "Rainbow" in time for next year's release of the film version of the same title. A new packaged vocal score for "Once Upon a Mattress" is also listed.

The publisher also is entering into a distribution deal with the first of its Mastersinger liturgic series, arranged and edited by Salmen Ehret. First publication for concert orchestra of the fact that the young Hawaian music is on an orchestral sketch by Jerome Kern also is scheduled.

Cameo Lists A 3-Month Net Profit

NEW YORK—Cameo-Parkway Records, Inc., sales and royalty income for the three months ended Sept. 30 were $917,840, and net profit, after taxes, was $61,535, or 10 cents a share. This compares with sales of $909,349, and a loss of $332,526, or a loss of 57 cents per share for the same period in the fiscal year 1966.

In July, Allen Klein, president of Allen Klein & Co., and an associate, purchased a substantial number of Cameo-Parkway Records shares and controlling interest in Cameo-Parkway Records.

The company's annual report states a net loss, after all applicable charges, of $1,594,444 and $2.60 a share, as compared with a net loss of $116,315 or 19 cents a share for fiscal June month in fiscal 1967 with $3,958,926, compared with $51,159 for the same period in fiscal 1966.

Fiscal 1967 net loss had the effect of reducing stockholders' equity to $164,444.

White Whale Boys

LOS ANGELES — White Whale Records has bought Walter Scott's single "Just You Wait" from Mercury, and the single will be given a national promotion campaign.
Borg-Warner's Low-Cost Unit

Continued from page 1

counts. It gives 8-track its first lightweight portable and marks the first time an 8-track player of its kind has been made available at this price range. If initial trade reaction is any indication, and Vecchioli's 1968 sales projections are realized, the Borg-Warner portable unit can have a dramatic affect on the already burgeoning 8-track cartridge market.

To date, the 8-track playbacks have been on the higher end of the price scale, and have had to buck the competition of the lower priced 4-track units. Since this is the first time an 8-track player has moved this close to the price range of the 4-track machines, it is felt that cost alone may no longer be the determining factor in the consumer's choice between the 4 and 8-track systems. Thus, if 8-track can move into the mass market thanks to the appeal of lower price and lightweight portability, this breakthrough appears certain to have a telling affect on increased 8-track cartridge sales. Of particular note is the price and portability attraction the new unit is expected to have on the high-spending youth market.

The Borg-Warner unit is a Japanese import. Due to its lightweight and small dimensions, it reproduces the stereo 8 cartridges in monaural form. However, the player is set as a "starter," introducing consumers to cartridges who will later acquire stereo playbacks for car and home, or as a portable companion to buyers who already own stereo 8-track equipment.

The new unit marks Borg-Warner's second entry this year into the portable 8-track player market. Four months ago, during the Consumer Electronics Show in New York, the firm unveiled its "Cartable 8," an AC-self-contained 8-track stereo unit which can also be used as a cartridge deck playing through an existing stereo component. This playback measures 16 inches by 5 inches by 10 inches weighs 8 pounds, and includes a 2-inch by 6-inch speakers.

This unit was not new portable are being made available through Borg-Warner's national network of 60 distributors.

Mason Planning to Expand Nationally

NEW YORK — Mason Records, which has traditionally been mainly in the New York area is planning to set up national distribution. All releases are distributed by Steve Mason from his home at 2716 Decatur Avenue, Bronx, Mason Records, which has put out two albums this year, "The Crooner" and "Steve Mason Sings Crosby and Colombo," and eight singles.

Mason sings all of the selections on the albums. His monaural releases, monaural singles released by more than 40 percent, have been selling well in the West at FM stations.

Mason released a monaural album which has sold better than any of his other releases this year. It has sold about 20,000 copies in the first two weeks.

Mason has a 15-minute music interview tape for the Mutual Broadcasting System.

Price Rise Hurting List-Price Outlets

Continued from page 1

vealed that rack sales are continuously climbing.

In non-racked outlets, monaural stereo sales reversed themselves in the eight-week period ended May 19 versus the comparable eight-week period just prior to the revision (April 24-June 17) as total non-rack LP sales dropped 27.6 percent. According to RMR's eight-year chart that history on stereo sales sales had generally gone up slightly in the latter period.

RMR statistics show that sales of non-rack records were in upward records before the stereo, stereo sales climbed to 59 percent per cent during the 16 weeks immediately following.

Monaural Sales Dip

Corresponding with percentage reversal, monaural sales tumbled by more than 7 percent in the eight-week period. Stereo sales did not make up for the deficiency in the contrary, stereo sales fell by 1 percent over the eight weeks preceding the price equalization. So while the monaural 58 percent before the equalization represented some 481,800 unit sales at the non-rack level, the stereo 58 percent represented slightly more than 349,800 albums in the eight weeks following the change.

Observers view the sharp downward trend among non-rack stores as stemming from a major change in consumer buying behavior. Shoppers are now virtually purchasing their records at shops offering minimal discounting as a general industry boost in monaural prices has occurred, beginning last month more. Elsewhere than not, they found records at lower prices in national discount stores, of monaural records, they were able to hold onto prices while retailers because the discounted in new was not as substantial as the non-rack stores'.

Library Planning Entry Into the Cassette Field

Continued from page 1

and 8-track tape cartridges since early 1966.

With its initial release of 24 cassette tapes timed for the upcoming Christmas sales period, the company's foray through with monthly additions. Kane featured the library cassette tapes by saying that it was a new technology. According to Leo Coburn, manager of Liberty Tape Duplicating (LLTD), the company is using a process enabling a response to 12,000 cassettes. "The top you could not before was 7,000 cycles," he claimed. The cassettes will be duplicated by LLTD.

Liberty's plans for cassette entry had been in the consider-lation stage for some time. "We decided to enter the cassette market," said Liberty vice-president Lee Mendell. "It's our only after careful market analysis. Consumer surveys proved to us that the cassette was coming of age." Mendell said the company is certain that sufficient numbers of play- back units had been sold to in- sure a good market.

The company will use its own distribution channels for its cassette product, as it does for its line of monaural and stereo Tape National sales manager Wally Peters. By not using any distributors, Liberty will have to worry about duplicating problems and a different label and distribution from other sources.

A special consumer designed package is being included to aid distributors in marketing the product. A package is designed to give identity in the rack from any angle. The package will be supplied with multi-colored displays and banners. And Liberty will aid dealers with educational kits to familiarize the consumer with cassettes.

Heavy Meet Schedule Pushing Distrib to Within Six Heights

Continued from page 1

don Records takes over Jan. 6 with meetings set for the Concord Hotel in New York's Catskills. United Artists Records, one of the few companies that has to check out its dates to accommodate its distributors, has scheduled three regional meetings beginning in New York on Jan. 9, then moving to Chicago Jan. 11, and then on to Los Angeles Jan. 13. UA is now working on plans for attending a huge meeting in March when less distributors are less harried.

Meanwhile, MGM Records has locked up Jan 6-13 for its meetings at a place yet to set. It's believed that MGM plans to have new models will be held Jan. 18-21 at the Virgin Isle Hotel in St. Thomas.

The Atlantic-Atco and the Chess-Cedar-Cadet meetings originally ran into each other with both record company combines booking the Jan. 18-20 period. Atlantic-Atco's meetings date begins Jan. 15. It will be held, said an Atlantic-Atco spokesman, "at some exotic place." They have re-scheduled their meeting will be held Jan. 18-21 at the Virgin Isle Hotel in St. Thomas.
taste the many flavors of "RED WINE"
\#56004 by
ROSS BAGDASARIAN
b/fw "The Walking Birds of Carnaby"
TOP 20 - Predicted to reach the top 20 of the Hot 100 Chart

4 SEASONS - WATCH THE FLOWERS GROW (Producers: Bob Crewe, Writers: Burt Bacharach, Hal David) - by far one of their strongest efforts, this pop ballad is sure to go right up the chart in the "C" category for the foreseeable future. (Seasons/Seasons Four, BMI). Phillips 40490

MITCH RITCHIE - YOU ARE MY SUNSHINE (Producers: Bob Crewe, Writers: Burt Bacharach, Hal David) - Right in his hot and familiar selling bag, Ritchie has a winner in this driving, hard beat blues revival of Top of the Pops. When this rocker has all the ingredients to keep their hit record rolling, the song "Mean When I'm In Love" (Filmscope, BMI). Flip 'Love's Closin' In On Me' (Patricia, BMI). Flip.

FRANK SINATRA - THIS TOWN (Produced: Jimmy Bowen) (Writer: Hazelwood, Remick, ASCAP) - Powerhouse blues material penned by Lee Hazlewood for the much anticipated Sinatra hit sounds since "That's Life" and should prove just as strong in sales and impact as "This Is My Love" (St. Lawrence, BMI). Reprise 0631

ARTHUR CONLEY - WHOLE LOTTA WOMAN (Produced: Rene' Proctor) - Take the combination of the wailing Conley sound, producer Otis Redding and Sam Cooke material, and it spells smash. Driving blues belting revival can't miss. Flip: "Love Comes and Goes" (Redwil, BMI). Alito 6529

TOP 60 - Predicted to reach the top 60 of the Hot 100 Chart

BEACH BOYS - WILD HONEY (Producers: Beach Boys) (Writers: Wilson Love) (Sea of Tunes, BMI) - Hot features can't stop this hit easy rocker with a steady and solid dance beat. Sure to keep the boys at the top of the Hot 100. Flip: "Wind Chimes" (Sea of Tunes/Tohally, BMI). Capitol 2028

MASAS & THE PAPAS - HEY GIRL (Producers: Lou Adler) (Writers: Rogers Ham, ASCAP) - GLAD TO BE UNHAPPY (Producers: Lou Adler) (Writers: Rogers - Hart) (Chappell, ASCAP) - Chappell - a cut up two-sided with a very good hang-groove group. Top is an easy rock ballad in the Beach boys mold, this is a smash for the Rogers and Hart classic. Dunhill 4107

LOVIN' SPOONFUL - SHE IS STILL A MYSTERY (Produced: The Winters) (Writers: Fae Sincory, Virtue, BMI) - Another unique offering by the group to follow up their recent "Six O'Clock" hit. Easy bruising guitar, a little edgy, the work. This is a light, melody, which spells hit. Flip: "Only Pretty, What a Pretty" (Faithful Virtue, BMI). Dunhill 2399

VAN MORRISON - KO KO ROSEY (Produced: Bert Berns) (Writer: Morrison) (Web IV, BMI) - With "Brown Eyed Girl" a hit, and with slipping down the Hot 100, Morrison snaps back into the hit record locker that should spiral up the charts in short order. Flip: "Chick-a-Boom" (Web IV, BMI). Bong 552

EVERY MOTHER'S SON - PONY WITH THE GOLDEN MANE (Produced: Larden-Larden) (Pocket Full of Times/Tohally Ann, BMI) - Smooth ballad entry has even more sales potential than the chart climber. Promoted with "Put Your Mind At Ease." Exceptional Wes Farrell production work. Flip: "Dolls in the Clock." (Pocket Full of Times/Tohally Ann, BMI). MCM 13844

BRENDA LEE - WHERE'S THE MELODY? (Produced: Owen Bradley) (Writers: Wilkins) (Moss-Rose, BMI) - The combination responsible for "Comin' On Strong." Brenda Lee and composer David Wilkins join forces once again with this potent rhythm item that can't miss. It's Miss Lee at her commercial best. Flip: "Save Me For A Rainy Day" (Forrest Hills, BMI). Dec 32113

DAMITA JOHN - WALK AWAY (Produced: Ted Cooper) (Writers: Leirersterman) (Carvin, ASCAP) - From the forthcoming "Black continent" album, "Now Dow Jones," comes an exceptional ballad performed by Carolyn Leigh and Eilmer Bernstein and recorded for all its worth by Frank Forster. With everything going for it, this must prove an important chart item. First release for winner, One For One. (Chess, ASCAP). Epic 10235

JAMES BROWN & HIS FAMOUS FLAMES - GET IT TODAY (Parts 1 & 2) (Produced: Brown-Hoodig-Ellis) (Dynasty, BMI) - Ridiculous on the heels of his Cold Sweat smash, Brown & co. are trying a little harder this time. Girls will want it and it works out on powerful blues material, which he helped compose. (King 6122)

CHART - Predicted to reach the Hot 100 Chart

BARRY MANILOW - CAN'T GET ENOUGH OF YOUR LOVE (Bert, BMI) - By far Barry's strongest work yet. A top quality ballad. (Bert, BMI). Columbia 44312

JIMMY DEAN - I'M A SWINGER (Prod. Chat Atkins & Felton Jarvis) (Writer: Llee, BMI) - Burt Bacharach's romp, which will fast top his recent "Ninety Days" winner. Flip: "Your Country Boy" (Fanner, BMI). RCA Victor 9350

ROY DRUSKY - WEEKEND IN A MAN (Prod. Jen Kennedy) (Writers: Chinn, BMI) - Chock up another topper for Drusky with this poignant ballad, beautifully written and performed. Flip: "Writer's Jam" a Right to the Blues (RCA Victor, BMI). Mercury 72742

LEON ARTHUR HULBERT - MARGIE SINGLETON - HANGIN' ON (Produced: Printers) (Writers: Mize-Allen) (Abano, BMI) - That "Laura" man is still on top with his warm Margie on potent ballad material that is destined for the top of every country charts. Sensational reading by the duo. Flip: "Fourth O'Clock." (Ashman, BMI). Ashley 2018

DAN ROSELLO - ANYTHING LEAVING TOWN TODAY? (Produced: Hall) (Newkeys, BMI) - Has to be one of Newkey's most potent disks to date. He's at his best with this easy rhythm blues item调理 by Tommy Hall and himself. A chart topper. Flip: "TJ Rather Be Forgotten" (Newkeys, BMI). Mercury 72741

CONWAY TTIFFITY - FUNNY (But I'm Not Laughin') (Produced: Phillips) (Writers: Jones) - In more sales potential than his "Don't Put Your Hurt In My Heart," hit, this beautiful ballad of lost love should put on several more chart places. First release for him. Flip: "Working Girl" (Cedarwood, BMI).

BILL PHILLIPS - LOVES DEAD END (Produced: Sykes-Phillips) (Cedarwood, BMI) - Playful ballad of lost love based on a group penned by Phillips and Bobby Sykes and should fast prove a topper for his "I Learn Something New Everyday." (Cedarwood, BMI). Deca 32207

ERNESTASHWORTH - TENDER AND TRUE (Produced: Ross) (Writers: Ashworth-McCoy) (Web IV, BMI) - Fast following up his summertime smash with this heartfelt item that has no trouble soaring past that hit with this potent ballad with a top vocal performance. Flip: "Back on My Mind Again" (Accu-Rock, BMI). Hickory 1484

CHART - Predicted to reach the Hot Country Singles Chart

JIM NISBET - Short Time - Promised land (Ex-Bell, BMI) - While well written and produced, this souful ballad blues item调理 by Scotty Moore, is not going to be a big hit. His "Nothing Takes the Place Of You" and "I'll Do It For You" proved to be his turn. Flip: "The 6th Street" (Mo-Sa, BMI). Rumbles 13

ANDRE WILLIAMS - THE STROKE (Produced: Henderson) (Writers: Henderson-Chestnut) (Web IV, BMI) - Hot new dance item that should have no trouble coming on strong and climbing right up the R&B charts and spilling over into the country. A discothekewinner. Checker 1187

OLIVER - WINTER TOMORROW (Produced: George Kerr) (Writers: Poindexter-Thomas-Menard-Poindexter) (Zira/Flotica, BMI) - Marking the debut of a new group that has a sure-fire winner in this exceptional blues ballad that they will sail for all it's worth. Can't miss. Flip: "I'll Do Your Act" (Zira/Flotica, BMI). Bell 691

CHART - Predicted to reach the Top Selling Rhythm & Blues Singles Chart

SANDPEBBLES - DO THE POWER (Produced: Teddy Vann) (Writer: Vann) (Unbelievable, BMI) - "Forget It" put them high on the chart and this pulsating rhythym item will place the strong group higher on both the pop as well as the r&b charts. Calla 141

TOUSSAIN McCALL - STEP BY STEP (Produced: Scotty Moore) (Writer: McCall) (Se-Ma, BMI) - Well written and performed, this soulful blues item调理 by one of the best of "Tootsie Roll," should better his "I'm Never Going To Lose Her" and be his "Nothing Takes the Place Of You" and "I'll Do It For You" proved to be his turn. Flip: "The 6th Street" (Mo-Sa, BMI). Rumbles 13

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VIBRATIONS - Together (Jax, BMI) - DEE 7237

JAMES PRICE - Just for One Day (One, BMI) - QUAN 1279

MUSIC MAKERS - Oh, Soulful Baby (Parlophone, BMI) - GAMBLE 218
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- Balalaika Suite, ASC: 521, ASC: 616, ASC: 116
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RAVI RAVI
- ANNA STRAUSS: The Sound of the World, ASC: 217, FGAFL}
- BACH: TWELVE-CHILDREN: The Sound of the World, ASC: 217, FGAFL}

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- Beethoven: The Sound of the World, ASC: 217, FGAFL
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- Mozart: The Sound of the World, ASC: 217, FGAFL

STRAUSS
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- Beethoven: The Sound of the World, ASC: 217, FGAFL
- Chopin: The Sound of the World, ASC: 217, FGAFL
- Mozart: The Sound of the World, ASC: 217, FGAFL

BOB THiele & HIS HAPPY TIMES
- Bob Thiele & His Happy Times, ASC: 217, FGAFL

CHORAL

BACH: CHORALE & FUGUE
- Lute Concerto, ASC: 217, FGAFL
- Cello Concerto, ASC: 217, FGAFL
- Violin Concerto, ASC: 217, FGAFL
- ASC 217, FGAFL

CUX

GOSPEL KEY
- GOSPEL KEY: Splatter's Bakersfield, GM: 217, FGAFL

HARMONY

IMPULSE
- ALBERT ATTLE in Grenzschluss World: A 915, M.S.
- BROWN-E-NIGHTS: The Sound of the World, ASC: 217, FGAFL
- The World Sound of THE BLUES: "What's Happening?", ASC: 217, FGAFL

LIBERTY
- MUSICIANS: The Sound of the World, ASC: 217, FGAFL
- BUCK & ROBBIE: The Sound of the World, ASC: 217, FGAFL
- HARRISON: The Sound of the World, ASC: 217, FGAFL
- REEDERS: The Sound of the World, ASC: 217, FGAFL

MAKAHA TREASURY
- RYDELL: Images for Orchestra, ASC: 217, FGAFL
- DEAN, ROBERT: Images for Orchestra, ASC: 217, FGAFL
- SINGERS: The Sound of the World, ASC: 217, FGAFL
- MURRAY: The Sound of the World, ASC: 217, FGAFL
- BUCK & ROBBIE: The Sound of the World, ASC: 217, FGAFL
- HARRISON: The Sound of the World, ASC: 217, FGAFL
- REEDERS: The Sound of the World, ASC: 217, FGAFL

MCKENNA'S STEREO
- MUSICcio: Images for Orchestra, ASC: 217, FGAFL
- DEAN, ROBERT: Images for Orchestra, ASC: 217, FGAFL
- SINGERS: The Sound of the World, ASC: 217, FGAFL
- MURRAY: The Sound of the World, ASC: 217, FGAFL
- BUCK & ROBBIE: The Sound of the World, ASC: 217, FGAFL
- HARRISON: The Sound of the World, ASC: 217, FGAFL
- REEDERS: The Sound of the World, ASC: 217, FGAFL

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(Continued on page 99)
Sidor Seeks $2,500 Grant

By JERRIANNE RIGINSKI

ROSALYN HEIGHTS, N. Y. - Cost of an unprecedented pilot program to teach guitar in a public high school would be around $2,500, according to Kent Sidor, director of the Guitar Workshop here. This is the size of the grant that Sidor is requesting from the Guitar and Accessories Manufacturers' Association (GAMA), he revealed.

The pilot program would involve a five to six-week introductory guitar course in a Long Island high school in which participating students could receive credit toward guitar. Sidor's objective of the pilot program is to get the New York public school system interested in permanently making the guitar part of the music curriculum. This would mark the first time that the guitar is accepted as part of a formal education.

All Methods

Sidor explained that the course would touch on all the important guitar methods - folk, rock and roll, classical and flamenco. Such a course would give students a knowledge of the scope and versatility of the guitar and prepare them for advanced study in the instrument, he said.

The Workshop's staff of professional teachers would be available for the program. Included among those who have taught and studied at the Workshop are well-known recording artists such as Peter Tork, formerly of the Monkees; Lynn Gold, Warner Bros.; Pam Robbins and the Hi-Five; Vanguard; Pola Chapin, Prestige-International; Karl Hereshoff, guitarist in the "Man From La Mancha"; the Carindiras, Prestige International; and Susan Robinson, formerly of America's Children.

Nonprofit

The New York State Board of Regents has granted a Charter to the Workshop over a year ago, legally recognizing it as a nonprofit educational organization. Because of the restrictions of being a nonprofit organization, the Workshop has to look outside organizations to help finance its programs, Sidor explained. GAMA members will not vote on the grant for the pilot program until their regular meeting Jan. 14.

In the meantime, the Workshop is making strides in achieving some of its other educational goals. Sidor said he is presently developing an in-service credit program for teachers which will be held for the first time this summer. The course will be open to teachers of history, the languages and other subjects as well as music because there will be much historical Folk Folks. Teachers taking the course will be able to receive in-service credit toward their Masters or Ph.D. This will mark the first time such credit has been given for a course at the guitar Workshop.

Sidor also mentioned that he is working with a video tape recorder manufacturer in creating educational tapes on guitar technique. This is still in the early planning stages and details are yet to be worked out. Such a program may bring much attention outside the New York area to the Workshop activities, he said.

MUSICAL INSTRUMENTS

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### Billboard Top 40

**EASY LISTENING**

These are the best selling middle-of-the-road singles sampled from professional radio sales and music directors air play listed in order under.

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist, Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I MUST BE HIM</td>
<td>Willy Dev, Liberty, 53866 (ASA, ASCAP)</td>
</tr>
<tr>
<td>2</td>
<td>A BANDA</td>
<td>Herb Alpert &amp; the Tijuana Brass, MGM 1162 (Decca, ASCAP)</td>
</tr>
<tr>
<td>3</td>
<td>TURN THE WORLD AROUND</td>
<td>Billie Holiday, Capitol 990 (Vanguard, BMI)</td>
</tr>
<tr>
<td>4</td>
<td>MORE THAN A MIRACLE</td>
<td>Judy Wexler, Kapp 402 (T mom, ASCAP)</td>
</tr>
<tr>
<td>5</td>
<td>MORE THAN THE EYE CAN SEE</td>
<td>Al Martino, Capitol 1989 (Dunbar, BMI)</td>
</tr>
<tr>
<td>6</td>
<td>A STRANGE SONG</td>
<td>Harry Belafonte, RCA Victor 4195 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>7</td>
<td>WHEN THE SNOW IS ON THE ROSES</td>
<td>Be, RCA, RCA 5219 (Milton, ASCAP)</td>
</tr>
<tr>
<td>8</td>
<td>THE WORLD WE KNEW</td>
<td>Pat Boone, Reper 4615 (Doro, BMI)</td>
</tr>
<tr>
<td>9</td>
<td>ODE TO BILLIE JOE</td>
<td>Variety Strings, Capitol 5086 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>10</td>
<td>I'M STILL NOT THROUGH MISSING YOU</td>
<td>Andy Kim, Capitol 579 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>11</td>
<td>THE CAT IN THE WINDOW</td>
<td>Pat Boone, Warner Bros. 7267 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>12</td>
<td>SMALL TALK</td>
<td>Connie Selle, Capitol 767 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>13</td>
<td>FOR ONCE IN MY LIFE</td>
<td>Tony Bennett, Capitol 768 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>14</td>
<td>ANYTHING GOES</td>
<td>Kay Starr, Warner Bros. 740 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>15</td>
<td>I CAN'T HELP REMEMBERING YOU</td>
<td>June Christy, Capitol 769 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>16</td>
<td>YOU, NO ONE BUT YOU</td>
<td>Tony Bennett, Capitol 770 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>17</td>
<td>THE LAST WALTZ</td>
<td>Tony Bennett, Capitol 771 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>18</td>
<td>I FEEL IT</td>
<td>Pappo Lino, Capitol 772 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>19</td>
<td>ALMOST CALLED YOUR NAME</td>
<td>Margaret Whiting, London 135 (London, BMI)</td>
</tr>
<tr>
<td>20</td>
<td>HORN DUBY</td>
<td>King Oliver's Creole Horns, MTA 110 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>21</td>
<td>THE FROG</td>
<td>Harry Belafonte, RCA Victor 4196 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>22</td>
<td>CHILD OF CLAY</td>
<td>Harry Belafonte, RCA Victor 4197 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>23</td>
<td>ALL THE TIME</td>
<td>Pat Boone, Warner Bros. 7268 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>24</td>
<td>TO SIR, WITH LOVE</td>
<td>Kay Starr, Warner Bros. 7269 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>25</td>
<td>ONE PADDLE, TWO PADDLE</td>
<td>Kay Starr, Warner Bros. 7270 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>26</td>
<td>LITTLE OLD WINE DRINKER ME</td>
<td>Kay Starr, Warner Bros. 7271 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>27</td>
<td>STOUT-HEARTED MEN</td>
<td>Linwood dressed, Warner Bros. 7273 (Warner Bros, BMI)</td>
</tr>
<tr>
<td>28</td>
<td>CUANDO SALI DE CUBA</td>
<td>Louis Prima, RCA Victor 4198 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>29</td>
<td>THROUGH THE EYES OF LOVE</td>
<td>Wayne Newton, Capitol 9901 (Jack, BMI)</td>
</tr>
<tr>
<td>30</td>
<td>SOMEBODY SOMEPLACE</td>
<td>Dean Martin, RCA 4229 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>31</td>
<td>I HAD THE CRAZIEST DREAM</td>
<td>Dean Martin, RCA 4230 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>32</td>
<td>LONELY AGAIN</td>
<td>Dean Martin, RCA 4231 (RCA Victor, BMI)</td>
</tr>
<tr>
<td>33</td>
<td>WHAT A WONDERFUL WORLD</td>
<td>Louisa Armstrong, BMI 9360 (Tamara, ASCAP)</td>
</tr>
<tr>
<td>34</td>
<td>ALL THE TIME</td>
<td>Jimmy Stewart, United Artists, 8067 (United Artists, BMI)</td>
</tr>
<tr>
<td>35</td>
<td>ODE TO BILLIE JOE</td>
<td>Ray Stevens, Capitol 5107 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>36</td>
<td>PAPA PAPA</td>
<td>Ray Stevens, Capitol 5108 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>37</td>
<td>LAPLAND</td>
<td>Ray Stevens, Capitol 5109 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>38</td>
<td>PLEASE LOVE ME FOREVER</td>
<td>Ray Stevens, Capitol 5110 (Capitol, ASCAP)</td>
</tr>
<tr>
<td>39</td>
<td>WHEN WILL THE GOOD APPLES FALL</td>
<td>Ray Stevens, Capitol 5111 (Capitol, ASCAP)</td>
</tr>
</tbody>
</table>

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There is also only one Chuck Dennis. He’s yours. We offer him “for free.”

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**CRYOVAC**

W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.
Talent

Jazz-Rock Movement Shaping As Big New Beat in Pop Field

By MIKE GROSS

NEW YORK—Many record company executives are banking on the jazz-rock TV sound that has caught on with the kids as a new mainstay, many of whom compare their improvisations, free -jamming renditions of popular songs like 'Dazed and Confused,' etc., with the long-standing jazz traditions of the world.

Like the Heyday

The musical strength of the trio's first record, bass guitarist-vocalist Jack Bruce, and drummer Ginger Baker, despite their rock origins, remains many of the situation during the heydays of the jazz era when each member of a combo was able to create individual attention for his musicianship.

If, indeed, jazz-rock becomes the new sound, rock music could spell a definite strengthening of jazz in rock groups, many of whom have been reported as not paying up their own sound cards.

Some indication of the public's favor are being accorded this new jazz-rock sound came with the new Philadelphia group, The Cheek, who recently debuted on a Philadelphia TV show.

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The Cheek Boys Win Waves of Applause at Dot

CLEVELAND — The Beach Boys, who were on hand for the national TV debut Saturday (7) on an easy rock beat, the house was three-quarters full Saturday for the sold-out sponsored shows.

Waves were applauded the group, whose selections were heavy on the surfing side—"I Get Around," "Barbara Ann," "California Girl." 

There were four firsts for the Cleveland teens. The group wound up with its new song, "Wild Honey," Mark had played a theremin; the audience had its own Wilson's replacement, Bruce Johnston, and the group had its first appearance, Ron Brown, for the concert.

Shapiro, who left Columbia Records last year to concentrate on his own activities, music and book publishing and promotion, was handling a film composer Michel Legrand's material.

Shapiro also is co-producing an off-Broadway musical featuring the songs of French composer-singer Jacques Brel. The show, conceived by Mort Shapiro and scheduled to open in December.

Monument in Aznavur Push

LOS ANGELES—Monument Records has launched a Charles Aznavour promotional campaign Saturday (14) in concert with the singer's two-month tour of the U.S. and Canada.

Monument will release Aznavour's latest album, "Ike" and will promote his tape cartridge product (4 and 8-track) and record-to-tape cartridge in conjunction with the tour. Merchandising of all Aznavour cartridge product will be distributed to dealers, radio stations and throughout the country.

Hollies to Visit U.S. in November

NEW YORK—The Hollies, English pop group from England, will make one of their first live television appearances in the middle of November. The group will make a number of TV appearances before the tour is in the works.

Their U.S. visit will coincide with the release of their new album. The group is attracted to the U.S. in part because of the "Smothers Brothers" CBS TV special, Nov. 7. Other network TV specials will be filming in London. The Hollies are currently recording with a group in U.S. with the Epic single, "King Midas in Reverse."
JERRY BUTLER HAS A HIT!
MR. DREAM MERCHANT
72721
A JERRY ROSS PRODUCTION
Mediterranean to France

BARCELONA—France won the Ninth Mediterranean Song Festival here with the song “La Chanon de Benenhe” written by Guy Mardel and sung by Armonico and Armo Holloway (French Decca/Columbia-Spain). Canadian BMI, whose publications are released in Spain by Hispavox, was awarded the Bronze Trophy. The song is already on the Spanish market and has been published in Spain by Canciones del Mundo.

‘Gold of World,’ EMI Tune, Wins Rosefest

ROME—“L’Ore Del Mundo” (The Gold of World), performed by Al Bano (EMI-Italian) and Dalida (EMI-France), won the fourth place in the Festival of Roses, Oct. 18. The award was presented by the president of the Italian Republic. The Festival of Roses is named for its founder, Salvatore Vivenne (Live to Live) from the soundtrack, published by United Artists Music of Paris and published here by the Curci Music Group. Performers were Carlo, Elia, Fania, Manto and Mario (Belldisc).

Santo & Johnny, Cardillo, and Dori Ghezzi (Durium), third place went to “Il Pieno’ Lib. to Push Acts in Italy

MILAN—Plans for substantial participation by Liberty artists in the main Italian musical festivals in top international TV shows were outlined by Ron Kass, Liberty’s overseas operations director, in a Sept. 21 interview. Kass said that events like the San Remo Festival and the Castiglione Music Festival offer substantial international opportunities and he was currently trying to persuade the San Remo organizers to allow American artists to sing some of their songs in their own language.

Caseta reported that negotiations were under way to secure the participation in the 1968 San Remo Festival of one or more of the following artists: Vikki Carr, Johnny Rivers, Julie London, Cher, Vic Dana and Bobby Vee. Vic Dana will be in Italy in November for TV dates and recordings in Italian, and will also be visited by Bobby Vee, Cher and Julie London.

Belldisc Italiana A/S director Federico Monti Arrazi, is currently in Los Angeles to supervise recordings in Italian of Vikki Carr’s “Give me the Night” and Cher’s “Mama” and “Hey Joe.”

Everybody benefits when everybody gives

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Rita Pavone Signs Pact With Ricordi

MILAN—After five years with RCA, Rita Pavone has signed a four-year contract with Dischi Ricordi. She will continue to perform under the name of Rita Pavone, produced for the new label by her manager, Teddy Renzi, her partner.

RCA-Italiana said it decided not to exercise its contractual option in opposition to Ricordi’s offer of $200,000 more royalties to Miss Pavone and a guarantee of $78,000 in producer royalties to Miss Pavone.

The new pact is part of Ricordi’s campaign to build a strong team of Italian artists. Besides achieving chart status for Bobby Solo, Wilma Goethe and 1 Dik Dirk, Ricordi has in the last two years signed hit parade regulars Equipe 84, Milva and 1 Ribelli. More recently Ricordi signed Davide Tommasi and his group “Santa sua.”

Miss Pavone, 22, began her career five years ago and has had a succession of hits which have sold an estimated total of 9 million copies worldwide, and more than 1 million LPs in the U. S. She was the only singer to sell 100,000 copies of a record in one week.

In addition to singing, Miss Pavone, who was once a number of TV productions as an actress and recently made her screen debut.

Chappell Belgium Acquires 2 Tunes

Chappell Belgium has bought Flemish recordings of “The Call of the Far Away Hills” (“Doe, The River Valley,” by Roby Anthony on Cardinal and “I Love You, You Love Me” (“K Zie U Gerik”) by Jean Verbeke on So- bedi’s Olympia label, reports music composer-firm Chappell-Belgium. Other Chappell song, “Torremolinos” has been recorded in Eng- lish for Carillon Music of the Netherlands, and the Rhythmgruppe has recorded “Shangri-La” for Philips, an album consisting entirely of Chappell songs.


VETERAN FRENCH ARTIST MAURICE CHEVALIER inspects the French medal of courage, merit and devotion presented to Pathé-Marconi star Luis Mariano at the reception to celebrate the 250th performance of ‘Emperor Waltz’ on the Chatelet Theater, Paris. Mariano was awarded the medal for his services to handicapped children. On right is Pathé-Marconi President Francis Minchin.

‘Jerusalem of Gold,’ Israel Festival Song, Strikes Gold

TEL AVIV—A song originally commissioned by Mayor of Jerusalem for the 1967 Israel Festival Song in May has become, since the Six Day War, one of the biggest hits ever known here. The song ‘Jerusalem of Gold’ was composed by Shul Zohavi (‘Jerusalem of Gold’ and currently featured on the hit song plus other Israeli songs by various artists and has sold 60,000 copies—another record.

Hed Arzi is now aware of a second follow-up called “Jerusalem of Steel” featuring more popular wartime songs.

‘Jerusalem of Gold’ is cur- rently featured on 20 different recordings, including songs from the Six Day War and Songs of the War Victory (CBS), ‘Jerusalem the Golden City,’ by Larry Adler and Haim Shemesh. The Dori LP (RCA), ‘Six Days in June,’ by various artists (Habakuk), ‘To Zehull Zohavi’ by Yaf- fa Yarkoni (RTI), and ‘Israel’s Victory’ by various artists of various discs.

On EP there are ‘Sharn a Shekh,’ by Yoel Dan and His Trio (CBS), ‘Five Songs of the Wartime,’ by Ron Eitan (Her Arzi), ‘Song for Theessanti- leem,’ by Hadassa Sigalot (Makabi), ‘Jerusalem of Gold’ by David Eshet (DRG). ‘From Zehull With Love,’ by Art Lariv (Hea Arzi), a version by the Paravain and Chava Alberstein on CBS and ‘Jerusalem of Gold,’ by Edna Goren on Columbia-EMI. Still more versions of the song are planned.
Let a winner lead the way.

Marilyn Maye—headed right up the middle-of-the-road with a bright song from the upcoming musical How Now, Dow Jones*

“STEP TO THE REAR”

#9347

*David Merrick by arrangement with Edwin H. Morris and Company, Inc.

A new musical comedy
How Now, Dow Jones
Lyrics by Carolyn Leigh
Music by Elmer Bernstein

RCA Victor
The most trusted name in sound
He's the sound of today... and he sings the total truth. In this album, Nilsson delivers the message with such unique songs as "Ten Little Indians," "You Can't Do That" and "1941." The subject of a big promotion, Nilsson is phasing in as sign of the times listening.
FLOWER POWER!

WATCH THE FOUR FLOWERS SEASONS GROW
From The Music Capitals of the World

CHICAGO

Bill Trait and George Budovsky are working on their hit single “You Must Believe Me” by the Mauds, released in the record industry’s new Mercury LP. Song was written by Curtis Mayfield, father of the “Chicago sound…” Chuck Allen, Eddie Wright, Danny Truck and Tom Graves, the Wild Ones opened for the Mauds Friday night at 125 West Main Street, Urbana. Recently featured on the campus is the Chicago, Every Mother’s Son and the Vanilla Fudge. Paul Butterfield and his Blues Band were there this past weekend as part of Churchill’s 6th annual “Love and Power Power Centers.” The spot has always been sponsoring psychedelic beauty shows, we’re told by information girl, Kerie Dolin. . . . Earl (Falala) Hines holds on at the London Home Saturday (13), to be followed on by the Jonnas Jones Quartet. Local old-timers remember Hines in the M’s worked for Al Capone at the Grand Terrace ballroom, there nursing such unknowns as Dizzy Gillespie, Charlie Parker, Sarah Vaughan and Billy Eckstine.

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FESTIVAL OF ROSES

ROME

Oct. 3-5, 1967

WE SALUTE AL BANO

(Emi-Italiana)

performer of the winning song:
“L’ORO DEL MONDO”

published by Emi-Italiana’s music division Bellriver.

LATIN MFRS. IN ELECTION

CARACAS — The Latin American Federation of Record Manufacturers at the Fifth Congress of Latin American Record Manufacturers here Sept. 25-27, elected new officials until the next Congress which will take place in San Salvador, Central America, either in 1968 or 1969. Peru’s Luis Aubry and Argentina’s Hector Henry Jeyro were ratified as president and secretary-general of the organization. The three vice-presidents were: Matsuoka in Mexico, Argentina and Venezuela in the persons of Jose Benilco, Enrique Rosso and Miguel Angel Pina.

SINGLES SURGE IN SPAIN; EP TAKES SLIDE

MADRID — Singles, almost unknown here two years ago, are accounting for an increasingly large share of record sales in Spain, while the LP is on the decline.

According to a total of 8 million records sold in 1967, a year about a million are represented by singles, and by the growth of singles sales is at the rate of 10 per cent a year.

Currently about 70 per cent of records sold are LP’s, 18 per cent LP’s and 12 per cent singles. LP’s at $1.52, LP’s at between $2.50 and $5.20, and singles at $1.04.

As in France, another LP stronghold, the growth of the LP in Spain has been the mixed reaction in Spain but the general feeling of the industry is that, like it or not, the single is here to stay.

Even with the gradual switch to singles, the Spanish record industry is not capable of rapid expansion because there is estimated to be only about a million active record players on the market in this country of 40 million, and a recent survey showed that 20 per cent of record players are at least 10 years old.

Given Silver Mask Awards

ROME — Oreilla Vanoiti (Ariston), Iva Zanichelli (Rifi), Attilio Monelli (World), Fausto Leali (Rifi), Rocky Roberts (Duramit), Patty Pravo (RCA-Italiana) and Eque 84 (Recordes) were presented with Silver Mask Awards by the Minister of Entertainment and Achille Corona.

Silver Masks are awarded each year to outstanding artists in the entertainment world. The award, like the cinema, opera, TV and light music, is Patronized by the President of the Republic and is the only official show business award in Italy.

RED CROSS... at his side in Viet-Nam

Pennsylvania

Danny Engel, dean of area song handlers and local rep for Chappell Music, is now handling promotion duties in the territory in the area of Max Roach, Quincy Jones, Davis, Debbie, Dizzy Gillespie, Woody Herman, Louis Armstrong, and many more

For complete list write:

MIDLAND RECORD CO. (Export) Ltd.
402, Kings Road, Chelsea, London S.W.10, England.

Telephone: 01-222 3774

250,000 DELETED ALBUMS!!

We can supply a wide collection of deleted albums at the amazingly low price of 9/6d. per album F.O.B.

Among the artists included in this fantastic offer are:


help us help

OCTOBER 21, 1967, BILLBOARD
Announcing Hip Pocket Records. For the 50 million kids who want their music portable, low-priced and groovy.
Bill Traut is sitting on the stage. His latest album, "Chicago," was released in 1967. Curtis Mayfield and Eddie Wright from the band Eddie Vwere featured at a concert at the Mauds, Eve, and Spence. Frankie and Johnny Cash, with Eric Clapton, performed at Thecnic Road, 402, Kings Road, Chelsea, London SW10, England. Telephone: 01-352 5374.

President John T. Murphy presented Goodman to the admen. Bill Dawes, one of the top deejays in the area, a few years ago.

OCTOBER 21, 1967, BILLBOARD

Teen-agers and pre-teens are already buying singles to the tune of $177,500,000 a year.

Philco Hip Pocket Records are tailor-made to help you grab a healthier chunk of this growing market.

Because they're tailor-made for kids who want to take their music with them.

The new HP's are about the size of the label on larger discs.

Twenty-five or fifty of them will go right in a kid's pocket, purse or beach bag.

HP's play as long as 45's. They play on most single-play portable phonos.

Each HP comes in a sleeve with a four-color souvenir picture of the featured artists.

And make no mistake about these wafer-thin vinyl discs. They're tough.

Kid handling won't scratch them, break them or wear them out.

The kid-sized price you sell them at makes Hip Pocket Records a very profitable new business.

*HP's suggested retail price.

Only Philco-Ford has these big hits on the new small discs.

These are only a few of the proven top sellers you get on HP Records.

"KIND OF A DRAG"
"LAWDY MISS CLAWDY"
The Buckingham (U.S.A.)

"CHERRY CHERRY"
"GIRL, YOU'LL BE A WOMAN SOON"
Neil Diamond (Bang)

"LIGHT MY FIRE"
"BREAK ON THROUGH"
The Doors (Elektra)

"HANKY PANKY"
"I THINK WE'RE ALONE NOW"
Tommy James and The Shondells

(Roulette)

"WOOLY BULLY"
"JU JU HAND"
Sam The Sham (Pen)

And we've got the big national campaign to get HP's moving.

A big schedule of full-page ads in the magazines that are biggest with the music-loving young set, including: Seventeen, Ingenue, Teen, American Girl, Co-ed, and Scholastic Roto.

See special introductory offer on next page.
Special introductory offer.

10 HP Records free with $24.95* radio/record player.

Don't let the mini size of this new Philco unit fool you. It's not a toy. Not a novelty item. Closed, it's a six-transistor radio. Flip off the cover and it's a record player that plays all 33 1/3 and 45 records — from twelve inch LP's down to the new Hip Pocket Records. It's battery operated, AC adaptable.

The mini merchandiser. Lets you display the new Hip Pocket Records. And the new radio/record player. And the free offer. Goes on counter, table or wall. It's a whole new department — for fast new sales — all in less than a yard of space.

For details call your Philco-Ford representative today or mail coupon below.

*MSR's suggested retail price.

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Philo-Ford Corp., Dept. HP-11
Tioga and C Streets
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Yes, I want all the details on this new profit opportunity.

Name:
Store Name:
Address:
City:
State:

ACTUAL SIZE.

CALL TOLL FREE 1-800-528-2686 FOR DETAILS.
From the Music Capitals of the World

AMSTERDAM

At the end of a full-week tour through Holland starting on Nov. 4, Joby and Jewelers will be guest stars at the first color 1-TV program to be presented in conjunction with the Pop song contest "The New Faces". Other British artists such as Dave Berry, The Dave Clark Five, The Who, Dusty Springfield, and The Animals have been invited to perform in Amsterdam. The first night of the concerto tour with the UA catalog will be presented by Willem Mijen, resident conductor of the Van der Kuyp orchestra. As well as being a guest artist and mayor of Amsterdam, the presenters will be accompanied by packs of T-shirts and Danes of the Scandinavians.

CARACAS

Bryan Ferry has arrived in Caracas, Venezuela. The singer, who is visiting the country for a week, will perform at the South American Riviera on Nov. 15. The tour will continue to Curaçao, where he will perform on Nov. 18. Ferry is scheduled to return to the United States on Nov. 20.

NEW YORK

Peter Duchin opens a three-week stint at the Rainbow Grill on Tuesday (17). The American bandleader, who is the son of the late Louis Duchin, will play for the West Coast series. The new lineup includes several talented musicians from the United States and Europe.

MILAN

Franco Califano, the Italian bandleader, will celebrate his 75th birthday on Nov. 10. He has been associated with the music business for more than 50 years and has worked with several prominent Italian artists. Califano is known for his versatile skill as a conductor and has won many awards for his work.

From The World of Music

Jahn Spain's "New Bums' Hamac" is expected to be a major hit in the United States. The album, recorded in Madrid, features a blend of traditional and contemporary sounds that are likely to appeal to a wide audience.

Mike Wilson, Joe Thing, the TV star, is the lead singer of the new group "Manfred Man". They will be performing their first single "Flowers & Guns" on Nov. 15. The song is expected to be a hit and is likely to attract attention from music enthusiasts around the world.

The Kinks, the British rock band, are scheduled to perform at the Winter Garden Theater in New York on Nov. 15. The band, known for their energetic and catchy tunes, will be showcasing their latest album "Bed's Too Big Without You".

The Rolling Stones, the legendary British rock group, are set to perform at Madison Square Garden on Nov. 17. This will be their first concert in New York in over a decade and is sure to attract a large crowd of fans.

Bono, the lead singer of U2, will be in attendance at the evening's event. He is expected to introduce the band and lead them in a few of their hit songs.

The concert will feature a special performance by the legendary Muddy Waters, who will be playing his classic blues songs live on stage.

The Rolling Stones will be joined by special guests, including the legendary Tina Turner, who will be performing her hit song "What's Love Got to Do with It".

This concert is part of a larger festival celebrating the 50th anniversary of the London Palladium, one of the most iconic venues in the city. The festival will feature a range of other iconic acts, including the Spice Girls, Jeff Beck, and Shania Twain.

Tickets for the event are expected to sell out quickly, with many fans expressing excitement at the prospect of seeing their favorite artists perform live in one of London's most famous venues.

(OCTOBER 21, 1967, BILLBOARD p. 43)
# Hits of the World

## Argentina
(Courtesy Escuela de la Fama) [Local origin]

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## Holland
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It's delightful, it's delicious, it's delovely.

In fact...

BABY IT'S WONDERFUL

b/w I'll Be Loving You

VAN-3000

Produced, Arranged & Conducted by Van McCoy

CHRIS BARTLEY

and he's going to have a wonderful time at the top of the charts!
Vale Murphy numbers in the United States. The local folk singer has sent tapes to New York through ad man for HMV, Nick Karavias. Included are "Lovers of the World Unite'" and "There's a Scarlet River Flowing." On his return to Las Vegas to fill nightclub booking from a tour of Australia, comedian Shelley Ber- 
man stopped off at Auckland for a one-night stand. After many years on the East Coast of the U. S., local- born composer Chris Malcolm is living in New Zealand. His first song since his return is "Everyone's Gonna Wonder" and it has the big sound production stamp of HMV's ad man Nick Karavias. Allied International's discovery Robert Gennarri has had his first single released. It is "Grown Up Games," b-w "I (Who Have Nothing). ... CBS recording stars, the Brothers Four, completed a four-city tour here this month. Top Italian group the
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TOP SELLERS

ALBUM-SLICKS
The Medium Sends The Message

In announcing what's new or news with your company—an Album Slick Cover inserted between the pages can add much to your message.

These colorful covers are bound to stop readers and gain extra attention—attention that pays off in orders.

Don't you have something new coming up that could benefit by being turned into an Album insert?
Bluegrass Sturdy in Ohio Area: Thomas

MIDDLETOWN, Ohio—Bluegrass music still is "strong" in this section of the Midwest, according to Lowell Thomas, of WWFB-FM radio here. Thomas took issue with the Lexington, Ky., area disk jockeys who contested in a recent Billboard article that bluegrass music is nonexistent in that area, and was virtually unobtainable.

"I see a portion of Ohio," Thomas said, "there is perhaps Buckley-Fields Promote Firm Set

NASHVILLE—Formation of a new music industry promotion firm was announced by Mrs. Louis Buckley, long-time record retailer in Nashville.

The firm, known as Buckley-Fields, Inc., will deal with advertising, promotion and public relations, and will be located in Nashville's downtown section.

Officers in the new corporation are Robert L. Fields, owner of The Bluegrass Advertising Agency, and Mrs. Buckley.

Mrs. Buckley has been actively engaged in the past in the operation of the Buckley-Record stores, which feature local talent promotions on a weekly basis.

Brown Cuts Disk in Britain for Overseas

LONDON—Jim Ed Brown, RCA Victor, has become one of the first country artists to record an English-language song overseas. Brown cut three sides here for specific distribution in England and the Continent geared primarily to British areas. The session was arranged and conducted by Arthur Greenslade, owner-producer of Tommy Scott, the arrangement including the British back-up vocals and two cellos.

"The effort is under way to change the image of country music," Brown said. He felt that many Britishians have a conception of country music as the "old western music of this country. They resent feeling the image of modern country music.

Brown feels there should be some strong follow-up action to the groundwork laid by the late Jim Reeves and by such artists as Chet Atkins and Bobby Bare. "There is a crying need for American country artists to go over there and inform the people of those countries, not just the home owning, movie lovers. Brown explained. He said the concentration on the country concert is fine for colored exposition among our military men, but there should be additional appearances before the natives. "We really need to take our music to them," he added. "People still talk in reverence here about Bob Dylan. He went to the people."

Brown to Give Farewell Date at 'Opry as a Team

NASHVILLE—The Brown, who broke up as a vocal group during this year (Billboard, July 8), will perform for the last time, as a team, the 42nd anniversary celebration of the Grand Ole Opry.

Maxine Brown will announce at the time that she will appear as a single, and will sign a contract for an album until the end of the year. Under a special agreement, RCA Victor's Felton Jarvis will produce her sessions for Chart.

She thus joins her brother, Jim Ed Brown, who started as a single early this year and made a phenomenal rise in the charts. He is now one of RCA Victor's hottest properties.

Donnie Brown, the third member of the group, is leaving the music industry entirely to devote time to her family in Dardanelle, Ark.

Buck Owens (left) receives a plaque from the International Country Artists Association, representing the sale of more than 5,000,000 records. Owens received the award on stage following a show at the Kern Country Fair, Bakersfield, Calif.

Hill Leaves Starday Job

NASHVILLE—Tommy Hill, veteran Starday producer, has given up his post as marketing manager and chief of A&R there to do independent production and become a full partner in a publishing firm and talent agency.

Hill, who joined Starday 10 years ago, will continue to handle Starday's national and regional assignments at Starday, but as an independent producer. Starday will record are Red Sovine, Grandpa Morgans, Guy Mitchell and Minnie Pearl.

Hill will now become a full partner with Pete Drake "and others" in the operation of Winford Music, Distribution and Records, and has worked closely with Drake in formation of the talent representation of the firm's catalog.

Don Pierce, Starday president, said Hill was faced with such hits as "Alimony," "You Gave Me Forty Acres," "Ten Little Gypsies" and "Gidrap Go.

In his work as an independent producer, Hill also is expected to work with other labels, particularly those in the bluegrass field where he has had close ties.

Country Music

C&W Success In Baltimore

Baltimore—Country music finally is being heard in the city as a result of a show with Baltimore's plush Painters Music Theatre, a first class entertainment house.

The first act, which drew a capacity crowd, was a concert by Grand Ole Opry stars Faron Young, Jimmy James and His Southern Gentlemen and Harvey Smith, plus local talent. The second featured Bill Monroe, Hank Thompson and His Brazos Valley Boys.

"There should be the greatest music in the world," said John Fields, who is general manager of the Baltimore News-American, who was host M. C. at this event. During the week-long engagement, several calls to be made to any of the hotels in the area, or to anyone involved in the business. After midnight, the auditorium is closed, the phones will switch to the service department, and on through the night messages may be left, to be picked up in the morning. Any information of general concern to the entertainers will be distributed in a regular written form of communications activity, according to Wesley Rose, president of Acuff-Rose.

The Bob Neal Agency of Nashville represents both the group and the booking agency. Neal is using the group in California for "the present." There has been an agreement worked out with all the major radio markets, making it possible to align themselves with Nashville's radio stations to get some "eastern" and southern exposure.

Carl Belton now is being booked by the family of Halley and Van Gibbons of the Paul Hallley Band, who arrived in the area on a tune titled "Spring" that was a show stopper, as well as the new "Early Bird" program on WSM. Jim and Jesse, about to record a new single epic, hoping just once to have a song they cut not covered by someone else. James Marvin singer has reactivated his Larrack Publishing and Bob Carter is looking over as vice-president to direct that end of the business. "Rings of a Donkey," has been recorded in recent albums by Ernest Smith and Hank Locklin, and another big single is expected by that top artist shortly. Bobby Lewis, United Artists, spent five consecutive weeks on the road, yet has his own record business. He is free one week from now and Jan. 1, his new album, out now, is World of Love. Carlstadt travels no family problems and goes wherever he goes.

Conventional Brite Star Records will have DJ samples through the week: and their radio director promises to present a two-hour radio show on WCRN. Both the local star and the other artists, Visitors are invited to stop by the CKLW offices in the Stabbon Building in downtown Nashville. Ed Jenkins, WENO promotion chief, is conducting a week-long nation contest with free tickets for "Waterhold No. 3" the movie to be premiered during the gathering. Roger Miller, who sings the soundtrack in a Sesame album, is on the program. Jean Shepard has cut an album all of the songs she recorded in the old days on mon. The Arkansas Country Music Cus, which is in session, has just set in the office of the Arkansas Times, in the new studio in Nashville. Ray Anderson has opened, and has opened at the new country-oriented club, the Interstate Country Club, in the Central, Ark. He records on the GNP label. Jan. 10, the new favorite artist at the Nashville Room in New York City. Others booked for this year include Bill Anderson, Melba Montgomery, Charlie Walker, and Jim Ed Brown. Long talents. Roy Drusky, Ferlin Husky and Del Reeves should have one of the new releases due as Jan. 20, January, known for his "Willie With a Future" selection in the Midnight Jamboree att-endance. Jim Ed Brown, who came to Nashville for a session at Brady Street, came home. New one, due soon, is "Till I Hear Here Till I Die." He records for Universal-Athena Records. Backwoods' Record shop in Nashville is packed with crowds with personal appearances by Jim and Jesse, Loretta Lynn and Del Reeves.

Sonsie Carlisle, about to move to a new farm near Nashville, is woefully boycotting the fiddles and three corns for showing never any more than one record. The production reports the biggest in history for the first week, with most of the door fare and celebrations in the Eastern part of the country. Ronnie Barth关节Band Ferlin Husky and Bob Lockwood show at WJZK before it returns next time at the Country Club in East Patterson, N. J. . . At the Fall Festival in Lawrenceville, Ill. Claude King headlined a show con.
THANKS D.J.'s FOR MAKING '67 OUR BIGGEST YEAR
"YOU'RE THE GREATEST"

NOW!
MFG. & DIST. World Wide by RCA
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<th>Rank</th>
<th>Artist</th>
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<th>Label</th>
<th>Weeks</th>
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<td>The Rolling Stones</td>
<td>Some Girls</td>
<td>Atlantic</td>
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<td>Elton John</td>
<td>Goodbye Yellow Brick Road</td>
<td>Atco</td>
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<td>Rumours</td>
<td>Warner Bros.</td>
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<td>Harvest</td>
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<td>6</td>
<td>Tom Petty and the Heartbreakers</td>
<td>Damn the Torpedoes</td>
<td>MCA</td>
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*Weeks on chart 15 weeks or less registering greatest proportionate upward progress this week.*

For Week Ending October 31, 1986

www.americanradiohistory.com
OVER 100,000 ALBUMS SOLD IN THE U.S.A. AND JUST STARTING TO PICK UP MOMENTUM!

ONE OF THE WORLD’S GREAT ENTERTAINERS CAPTURES AMERICA!

RAPHAEL IS EXCITEMENT-PLUS!

CANTA

RAPHAEL

RECORDED IN SPAIN

HIGH FIDELITY

UNI4514 MONAURAL UNS15514 STEREO

A DIVISION OF

UNITED ARTISTS
**NEW ACTION ALBUMS**

**NATIONAL BREAKOUTS**

NO NATIONAL BREAKOUTS THIS WEEK

**NEW ACTION LP**

These new albums, not set on Billboard's Top LPs Chart, have been reported getting strong single action by dealers in recent weeks.

**HYPNOTIZED**

Linda Jones, Lomo 1, 5907 (M); ST 5907 (S)

GENTLE ON MY MIND

Ollan Campbell, Capitol, T 2099 (M); ST 1009 (S)

GOODBYE & HELLO

Tim Buckley, Elektra, EKL 318 (M); EKS 7318 (S)

LIVE AT THE FILLMORE

Chuck Berry, Mercury, MG 21138 (M); SR 61138 (S)

SOULED OUT

Righteous Brothers, Verve V 5013 (M); V 5031 (S)

LAURA, WHAT'S HE GOT THAT I AIN'T

Brook Benton, Republic, R 6206 (M); RS 6206 (S)

**LOW PRICE CLASSICAL**

**SPOTLIGHT**

**BRUCKNER: SYMPHONY NO. 9**

Vivarte, Philips, HPCS 10150 (M); S 60047 (S)

**CLASSICAL QUINTET IN A MINOR AND G MINOR**

Amadeus Quartet, DOG 12914 (M)

**ALBUM REVIEW POLICY**

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

**POP SPOTLIGHT**

**PINK FLOYD**

Tame T 7093 (M); ST 7093 (S)

If you've never heard of the Pink Floyd, you soon will. Exhbiting top experimental talent, the group goes far ahead musically in their debut album, "The Piper at the Gates of Dawn," here. The group, known to some as the "Easy Rider" and "Ratatosk Are Made of This.

**SMOKIN', POPPIN', BURNIN', COOKIN' AND SOMETHIN' ELSE**

Arnie Lawrence, Hrs Saxophones & Strings. Project 3 PR 5011 (M); PR 5011 (S)

Arnie Lawrence's band of pop-soul should draw a wide following. Lawrence, an accomplished sax and flute man, has a rare gift for straight and other types impressions. But at all times, he comes through with strong sound. Material ranges from recent standards such as "Burning Bagels" to the group's own "I Let a Song Go Out of My Heart."

**CLASSICAL SPOTLIGHT**

**SCHUBERT: STRING QUARTET IN A MINOR AND D MINOR**

Amadeus Quartet, DOG 12914 (M)

One of the first string ensembles in the world gives two excellent examples of their craftsmanship. Both sides are compared with precision in both detail and in the overall effect. The solos on side two are especially exciting.

**ALBUM REVIEW POLICY**

WATERHOLE NO. 3 (Code of the West)

Roger Miller. Smash MCA 72706 (M); S POL 41 (S)

Roger Miller does the theme song, "Old Man Razed," and the two hilarious stories, "The Ballad of Jesus" and "The Story of Waterhole No. 3." The music is sure to be heard in the new pop field, and this album should soar not only in the country, but country as well.

**JAZZ SPOTLIGHT**

**SOUL SUMMIT**

Gena Ammons & Sonny Stitt with Brother Jack McDuff. Prestige 7434 (M); PR 7434 (S)

This album reaffirms the great talents of these artists, and is tops in the same category. Stitt's playing is excellent, as are the bands for which Ammons and McDuff are most famous. The result is a very good release.

**GOSPEL SPOTLIGHT**

The Blackwood Brothers Quartet sings for joy.

The Blackwood Brothers Quartet comes to town with a program of spirituals, religious songs, and gospel songs, giving excellet performance. The group, known as "The Blackwood Brothers" and "The Blackwood Singers" in the world of gospel music, has produced many fine recordings.

**CHILD OF CLAY**

Romina Rogers. A&M LP 4120 (M); SP 4120 (S)

Romina Rogers has a rare voice, but she's never been given the chance to show it. This album was released with the same results as Rogers's previous releases.

**I'LL NEVER FIND ANOTHER YOU**

Sunny James. Capitol T 2798 (M); ST 2798 (S)

Another variation of this theme by Sunny James is expected. This album was released with the same results as Rogers's previous releases.

**YOU'RE A VERY LONELY WOMAN**

Harry Gold. Sundance LP 132 (M); SP 4125 (S)

Harry Gold has a rare voice, but he's never been given the chance to show it. This album was released with the same results as Rogers's previous releases.

**SAM THE SHAM REVUE**

 MGM E 4479 (M); SE 4479 (S); (600-04479-3) (600-04479-3)

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(Continued on page 71)
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TOP LP's  •  Continued from page 64

157  137  THE SANDFILLERS  •
158  135  MARTHA & THE Vandellas  •
159  134  NEW GOLD HITS  •
160  133  AL JARDINE'S LAST FANTASY  •
161  132  ALL MITCH BUCKER HITS  •
162  131  BETWEEN THE BUTTONS  •
163  130  CREATIVELY ALL THE TIME  •
164  129  BY REQUEST  •
165  128  JOHNNY CASH'S GREATEST  •
166  127  THE BEST OF BILLY VAUGHN  •
167  126  OUR SONG  •
168  125  GONE WITH THE WIND  •
169  124  I WANT SOMETIMES TO LOVE  •
170  123  SOMEWHERE MY LOVE  •
171  122  FREAK OUT  •
172  121  THE YIDDISH ARE COMING!  •
173  120  SUPREMES A-GO GO  •
174  119  EVERYBODY NEEDS LOVE  •
175  118  STRANGLERS IN THE NIGHT  •
176  117  TINY BURES  •
177  116  TIME  •
178  115  THE SUPREMES SING EDDIE HART  •
179  114  EDDIE RATH  •
180  113  THE BEST OF SEESAW  •
181  112  DOUBLE TROUBLE  •
175  111  FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM  •
173  110  BUSINESS  •

THE WIND;'

Toronto

175

172

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*Indicates Star Performance

RIGAN RECITAL ON DECCA LP

New York—Aniram Rigan plays a recital of piano music of Louis Moreau Gottschalk, 19th century American romantic composer, in a new Decca release. Decca also is issuing Max Rudolf and the Cincinnati Symphony in Mendelssohn and Berwald, and the New York Pro Musica under John White in medieval French music including compositions of Guillaume de Machaut. Outlining the release is an LP by guitarist Andres Segovia featuring music of Ponce, Turina, Paganini and Scher.

Philharmonic, 802 in Accord

New York—The New York Philharmonic and Local 802 of the American Federation of Musicians have agreed to a new three-year contract, which will run through Sept. 20, 1970. The pact calls for a basic minimum salary of $250 a week, a $40 increase during the first two years, and $270 a week in the final year.

For the first time, the New York Philharmonic Society is including a recording guarantee, $1,000 a year for each musician. Other provisions call for increases in paid vacations, rates for extra rehearsals, overtime and per diem, improved pension and health benefits, and a reduction in services called for.

Nashville Scene

Brown opened an engagement at the Plaza in Toronto (18) with a press-radio-TV preview and reception for press and cast held by Quality Records to promote the MGM overall cast album. Quality also has on the MGM soundtrack LP of "Come With the Wind," a hit-motion picture long run at Loew's Uptown in Toronto and shortly in Montreal and Vancouver. . . . CHLOE, St. Thomas continues the live shows, presented Bobby Vee at the Plaza, the Four Bobs and the Abbey Tavern Singers, whose acoustic guitar became the disk hit of 1966 in Canada, back for a three-week return engagement at the Royal York Hotel, opening Sept. 9 (28 concerts) and concerts in Toronto and short tour, with the Freshmen and the Royal Nighthawks, playing the Plaza. The Abbey Tavern Singers of Toronto, the four-man vocal group that's been doing the latest hits at the Plaza, are off to Europe, MUSICA, an all-girl singing group, are off to London, England, and will appear on London's Radio City's "The Latest Happenings" show, doing "The Look." . . . "The Look" also features several local groups, including Track and the Nightingales.

Smash artist Jerry Lee Lewis at Club Embassy, Toronto (16-23). Witness Inc., just moved east from Saskatchewan to Toronto for the weekend, head west again to tour with Roy Orbison from Victoria (Nov. 11) through key western and Ontario centers. Their second Apex single, "Jezebel," getting good airplay and chart action across the country.

KNT MORGAN is playing the Black Lounge in Nashville's Printer's Alley. Bobby Goldberg's new UA release will be "Cathy's Clown," which was a hit several years ago for the Everly Brothers. . . . Billy Sherrill of Ele is producing a session for Bobby Vinton. . . . Ray Clark was a special guest on video tapes and "Dope Cues" show at the Nashville chapter of American Women in Radio and Television held a "Kick-off" party and meeting at the Country Music Institute. The event was held at the BMI office, hosted by Frances Preston. The reception was followed by a tour of the Country Music Hall of Fame and Museum. Country music guitarists Earl Scruggs, former manager for Wilma Lee and Stoney, has posted a course on the guitar in the Nashville public school system, the first such known course anywhere.

ALL THE TIME

Jimmy Roselli, United Artists 50217 (Cedarwood, BAI)

SEA OF LOVE

Jim Rez, James 1244 (Narum, BMI) (Philadelphia)

WHAT'S SO GOOD ABOUT GOODBYE

Graham Bonney, Ode 104 (Jubilee, BMI) (Baltimore)

IT'S ALL IN THE GAME

Jockie DeShornn, Imperial 66251 (Remick, ASCAP)

WINDOW SHOPPING

Manhattan, Savoir 20027 (Ashebee, BMI) (Hollywood)

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Unedited Segments, Library 55992 (Metro/Checkdown, BMI) (Detroit)

WHERE IS THE PARTY

Helena Frenzeh, Compass 7009 (Interlude, BMI) (New York)

176  148  TIME & CHANCES

177  147  GOLDEN INSTRUMENTAL

178  146  ALLIGATOR NOGADO

179  145  DYNAMIC DUO

180  144  YOUR TENDER LOVING CARE

181  143  CALIFORNIA DREAMING

182  142  BLOWIN' YOUR MIND

183  141  MARYANN CAYE'S GREATEST HITS, VOL. 2

184  140  HAPPY IS THE SUNSHINE COMPANY

185  139  THE KINGS GREATEST HITS

186  138  PAINT IT BLACK

187  137  SOUNDS OF SILIENCE

188  136  CAREYNN ON WITH JOHNNY CASH & JUNE CARTER

189  135  BIG SWING TREATY

190  134  OFF LIVE IF YOU CAN GET IT

191  133  IT MUST BE HIM

192  132  I'M ROGER

193  131  TAKE A LOOK

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New York—Contemporary music and pianists will get major pushes in recordings and concert activity this season, especially during the fall. The entire Columbia, CBS and Odyssey release for November consists of contemporary music, including works by leaders of the avant-garde. Among the younger pianists who will be prominent this season will be Daniel Barenboim, Martha Argerich, Alexis Weissenberg, and Christoph Eschenbach, Barenboim also is being plugged as a conductor.

Discs due this fall include Anshel Brusilow and the Chamber Symphony of Philadelphia on RCA Victor, Argerich on Deutsche Grammophon, baritone Sherrill Milnes on Victor, and Weissenberg on Angel. Weissenberg also will appear on Victor.

Canadian music is being featured by CBS in a Glenn Gould album and an album with Selli Gazona and the Toronto Symphony in "Canadian Music of the 20th Century" and in two Victot pressings in conjunction with Expo 67. Included is music of Roger Martin, Pierre Mercure, Andre Prevost and Harry Sommer with the Montreal Symphony under Zubin Mehta and Pierre Herrou. The other album is a Larrivée opera, "The Widow" with Earl Wild conducting the CBC Winnipeg Orchestra.

Artists to Watch This Season

By Fred Kirby

Electronic music disks include the University of Toronto Electronic Music Studio on Folkways, the first volume of "A Panorama of Experimental Music" on Mercury, "New Sounds in Electronic Music on Odyssey, music of Stockhausen on CBS, and "New Electronic Music from Leaders of the Avant-Garde" on Columbia.

Bergen, Ornundy, Stavinsky

The Mercury title, a two-LP set entitled "Electronic Music: Music of Concrete," includes music of Berio, Xenakis, Henry and Maderera, Cage, Babbitt and Pousseur are on the Columbia disk, while the Odyssey features Steve Reich, Richard Mayfield and Paul Olivo.

Columbia's contemporary release includes Leonard Bernstein and the New York Philharmonic in Foss, Schuller and Denisov, and Eugene Ormandy with the Philadelphia Orchestra in Berg, Schoenberg and Webern. Igor Stravinsky's conducting in a pressing of his positions. Gould and violinist Israel Bakar play Schoenberg concertos with Robert Craft and the CBC Symphony, also on Columbia.

Opera Signals Disk Output

New York—The fall opening of the opera season will see an accelerated vocal disk release schedule, a trend that can be seen in recordings geared to Metropolitan Opera artists. RCA Victor has announced a new recording of Verdi's "La Traviata" for New York area release because of Mel Torme's Met debut. His recording should be strong because of Mel Torme's participation in the production. RCA Victor also will be releasing recordings of the Metropolitan Opera's recent productions, including Verdi's "La Forza del Destino."" 

Releases also are planned for artists making their Met debuts, including two recital disks for baritone Tom Krause on London. Deutsche Grammophon also has two fall releases for soprano Gundula Janowitz, including an aria set while tenor Peter Schreier will receive a big boost with a Grammophon push including a starring role in the new Mozart "Don Giovanni." Other Met stars on this set are soprano Birgit Nilsson and Maria Callas Arroyo, and bass Erzo Flaggio.

Renato Tebaldi's success last season in "Gioconda" has resulted in the opera being recorded by British Decca with the soloists for a future London release. London also will release with Nilsson, Marie Colvin, Regina Resnik and Krause in Richard Strauss' "Elektra," which Nilsson is slated to repeat at the Met this season. She also has warded Verdi's "Aida" for Angel with Franco Corelli.

Record ARTISTS who will be more prominent this season are, top row from left, Herbert von Karajan, Teresa Berganza, Gundula Janowitz and Tom Krause, who are debuting at the Metropolitan Opera; second row from left, pianist Christoph Eschenbach and pianist Misha Dichter, who made important New York debuts; baritone Sherrill Milnes, appearing on disk for the first time; and Daniel Barenboim, being pushed as pianist and conductor by Angel Records, and right, Andre Previn, new music director of the Houston Symphony.

Avant-garde music of Odyssey will include "Extended Voices," a collection of music of Oliveros, Cage, Lucier, Ashley, Ichiang, and Feldman. The Columbia label with Primo Volpi from Japan, with Hirokui Ikawa and the NHK Symphony, and "New Music from the United States" with John Hopkins and the Melbourne Symphony.

Other Odyssey titles are "New Music in Quarter Tones" and "New Music of the 1970s," both close to the Koussevitzky repertoire. The CBS label will include Copland chamber music with the John Simon, produced by Mervin Louis Phillips.

The Louisville Symphony continues its contemporary music waxings with two sets on its own label, the first two volumes of "Music for the Avant-Garde," and an album with music of Irwin Fischer, Goffredo Petrassi and Ben Weber. Simon also contains its contemporary music with the third volume of music of Vlaclav Nejedly. This album features the Stuttgart Orchestra under Marcell Fiedler, the Copenhagen Orchestra under Leif Sinding Fiedler, and the John Aldis Singers.

(Continued on page 70)

Budget Lines Alter Market Concepts

(Repetition of a series of classical music and recording trends as seen by leading figures in the classical records field who were interviewed separately)

New York—Changes in classical markets and merchandising caused by the spread of low price labels was seen by R. Peter Munes, director of merchandising for Columbia Masterworks; Brad Engel, classical merchandising manager for Capitol and Angel Records; and Leon Simon, president of Folkways Recordings.

Their remarks are presented in discussion form.

Engel: The success and spread of low price labels is making recording companies more selective, more in keeping with the demands of the consumer in high price product. We have put out records on albums like Angel and Melody/Angel that have built in sales.

Munes: I think there will be an increase in low price gospel records due to the low price gospel labels that started this season. But, I am sure that the low price gospel labels will be increased.

Engel: The first year's sales of our Seraphim line were about triple projections, indicating that price is a very important factor in the demand for classical records. This product has been good because it is the most vital, and it is the one that has been in high price sales.

Munes: Names still sell, even at budget prices. But, the classical market has been affected by the fads of youth-agers, this trend has been felt. This trend helps account for the present popularity of classical guitar music.

Engel: We have to look for "new" classical music, music of the future. They are the ones who are playing them. They are the ones who are interested in music of the future. They are the ones who are creating music of the future.

Munes: We have recordings done by many different artists. These artists are the ones who are creating music of the future. They are the ones who are interested in music of the future.

Simon: Separate approaches to merchandising different product categories is something that companies now have a better grasp on what they are doing well despite the lack of artists familiar in the United States.

They have been playing records, but they have not been doing well despite the lack of artists familiar in the United States.

Munes: A major trend today is toward sound. Sound contributed to the success of Mahler's "Symphony No. 9" conducted by Leonard Bernstein. Electronic music also is becoming popular, even because of sound. More exotic music is beginning to the fore.

(Continued on page 70)
SYDNEY — The Australian Broadcasting Board has started to broadcast its own classical music program to the United States. The program will be heard on ABC's National Network and will be available by subscription to all ABC radio stations.

The program will consist of music by Mozart, Beethoven, and Schubert, and will be broadcast every Sunday between 10 and 11 a.m. (Australia Standard Time). The program will be conducted by Sir Charles Mackerras, who is currently conducting the Philadelphia Orchestra in a series of concerts at Carnegie Hall.

Mr. Mackerras is one of the world's leading conductors of classical music, and has been associated with the ABC for many years. He has conducted a number of important programs, including the first broadcast of the Beethoven symphonies on ABC radio.

The program will be available to all ABC radio stations throughout Australia, and will also be broadcast to overseas listeners by the ABC's overseas network.

The program will be repeated on Monday mornings at 7 a.m. (Australia Standard Time), and will be broadcast again on Tuesday afternoons at 1 p.m. (Australia Standard Time).

The program will be transmitted in stereo, and will be available on subscription to all ABC radio stations.

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CBS Launches German Label

FRANKFURT—CBS Schallplatten, the CBS German record company, introduced a new budget classical label on the German market—CBS Meister Konzert (CBS Master Concert), priced at $2.95. The new label offers 30 original programs, as a start, including a complete series on the symphonies of Beethoven, Artists represented on the Master Concert label include Leonard Bernstein, Isaac Stern, George London, Walter and Zino Francescatti.

CBS's German company said the intent of the Master Concert label is to expand the popular market for classical product.

Aside from presenting all of Beethoven's nine symphonies and five piano concertos, the new budget label also includes original issues by Maestro Herlin's "Symphonies Fantastiques" and Eugen Ormandy conducting the Philadelphia Orchestra; Ormandy and the Philadelphia in Brahms's "Hungarian Concerto No. 2" with Stern as soloist; Alexander Brailowsky, as soloist in playing Chopin's "Concerto No. 1 for Piano" and Liszt's "Dance of the Dolls."
**Pushes on Mod Music, Pianists**

*Continued from page 73*

Lyrichord's contemporary titles include "20th Century American Organ Music" with Raymond Dolby; the "Organ Chorale in Kodaly, Nochen in Tournemire and the Brahms and Kodaly" by Sonny Poulsen, Hindent and Matti Oster; and the "Organ Sunday" by Bartok and one of Kodaly. An October set on the label features violinist Giorgy Pauk, clarinetist Bela Kovacs, and pianist Peter Kouredakis.

Kodaly, Ives

Columbia also has contemporary releases, including Ormandy and the Philadelphia in Kodaly, and Bernstein and the Philharmonic in a Nielsen album with Dmitri Shostakovich, Scandinavia's Stanley Drucker, the Julliard String Quartet plays two Ives quartets, and L.P. Columbia is also offering the first complete package of Mahler's nine symphonies with Bernstein conducting the Philharmonic on 14 records. The last is the soloist with Karel Ancerl and the Czech Philharmonic in Mahler's Fourth and Fifth. Epic, while Yehudi Menuhin plays violin and viola in an Angel recital of Jean Francaix's Violin Concerto and Antal Dorati and the New Philharmonia in Mahler's Sixth.

"Verklärte Nacht" Schoenberg's "Verklärte Nacht" to London with Mehta and the Los Angeles Philharmonic. The work is paired with John Adams' "Eccasy," which also turns up on a Melodiya Angel album with Rachmaninoff's Symphony "The Lost performed by Yevgeny Svetlanov and the USSR Symphony.

Artia also has Bartok chamber music, while Parliament has a Bartok quartet paired with one of Busneli and Hawley's chamber pieces by Hindeh and Messiaen.

Penderecki, with a forthcoming U.S. tour, is getting critical notices for his "Stabat Mater" and "Symphonie poétique" in concerts and chamber music. Richter's "Tchaikovsky Suite No. 3," performed by the New Philharmonic. DGG also plans a "Choral Symphony" by Bernt von Karajan in connection with several important American appearances including his debut at the Metropolitan Opera.

Three of the releases launching Vanguard's intermediate price line contain modern music, including an Ives piano concerto by Halsey Halsey and Farber. The first program of the "Mahler's Symphony No. 5" in two-record set. Arts and the "Beethoven Piano Concerto" by the Leipzig Radio Symphony in

**Budget Lines Alter Market Concepts**

*Continued from page 73*

ENGEL: Dealers are becoming more selective in the lines they are carrying, especially in the top end. "It's amazing that we are not feeling the pinch of the dollar," said Engel. New shop do not have sufficient display area. Many dealers feel large display areas are not as important as in the past. Customers asking dealers for advice, since there are virtually no lighting areas anymore. Store personnel have to be more educated.

LONDON: While the British are still being squeezed, the dealers are looking for the exception to the stock. Names like Bernstein, Ormandy, and Horowitz will continue to be carried. Additions to the repertoire have added new titles. These additions have been performed by names. Bernstein's championing of those trends toward this composer's works has been Ormandy's recording of the "Symphony No. 10." SIMON: New marketing concepts are aimed toward maximum impact to the customer. Two areas in classical marketing more distinctively parallel the pop area, reflecting more classical activity. And we can generate more steam into the classical market, increasing unit sales and dollar volume.

**Vergara Makes 2 Moves to Broaden Classical Range**

BARCELONA — Vergara is intensifying its activities in the classical field with the acquisition of masters from the Methudurndiku/Kinga Russian classical catalog and with the introduction of door-to-door record sales.

Managing director Nicolas Suris told Billboard that Vergara is "a Spanish product on a new label, Vergara-Melodia, with sales produce are produced in Spain. All albums are in stereo, and there will be twenty releases a year. Vergara is only the third western European country to be granted a contract on a royalty basis by the Russian company. The other two are Ariola and Gany Clad Cendado of Italy. Retail price of albums will be $4.14, including tax.

**Opera Starts Disk Output**

RCA Victor has another in its group of early operas with Handel's "Julius Caesar" and in Benjamin Britten recordings with "Midsummer Night's Dream". It's London's "Beatrice di Tenda" starring Janis Allan and "Queen of Spades" is being issued on Medlaidy/Angel, while epic, has his Janacek's "Makropulos Case." Competition is stated to be "Penderecki's "Paz" to "St. Luke" as Philipps is rushing the recording with the Krakow world premiere cast and Victor has the same trio of soloists in a new version.

London is rushing out highlights from Lehár's "The Land of Smiles" with Dr. Stefano to coincide with the tenor's American tour with the operetta. London also has a German-language disk of highlights from Puccini's "Tosca" with Anna Silka, James King and Dietrich Fischer-Dieskau. Historic recordings include "Fidelio" of Beethoven conducted by Wilhelm Furtwängler, and "Tannhäsier" by Wagner's "Tristan and Isolde" conducted by laurel Melchior. DGG has a first listing in "Ohrur's "Oedipus the King" by Teresa Berganza, Miss Contetro, conductor Herbert Von Karajan and Jeanette Pilou are listed for Met debuts this season.

**Malcolm Sargent Dies at 72**

LONDON — Sir Malcolm Sargent, choirmaster of Britain's best-known choirs, popular conductors, died at his home here on Tuesday (3). He was 72. Sir Malcolm, who recorded extensively, was unable to conduct last Summer's Promenade season because of illness. It would have been his 21st and last season with the Royal Philharmonic. It has slated to visit the United States next month to conduct the New York Philharmonic and the Westminster Choir.

Among the works he conducted were Ralph Vaughan Williams "The Pilgrim's Progress" and "The Lark Ascending." The "Present" were "At the Boar's Head," William Walton's "Belshazzar's Feast," "Tannhäsier" and "Trojans and Cressida," and Arthur Bliss "Violin Concerto."
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Radio-TV programming

6 Outlets Hit SESAC With Antitrust Suit

NEW YORK — Six radio stations that have been denied a licensing agreement with SESAC have launched antitrust suits against the music licensor. They are the first six of the 15 stations from New York, WOL in Washington, D.C., WBBM, Chicago; KDKA, Pittsburgh; WHK, Cleveland; and WHIO, Dayton, that have asked the United States District Court for the Southern District of New York to void the SESAC licenses in effect, stop SESAC from issuing licenses and stop SESAC from "directly or indirectly carrying out any conspiring, consorting with or restraint of trade."

The radio station owners claim that only a small fraction of the music they play is licensed by SESAC. SESAC purports to offer a per-piece or per-performance royalty, but the radio stations point out that it has "no practical utility in the radio business." They contend that royalty rates and licenses to play music are fixed by SESAC covering all SESAC compositions and have "been in excess of the reasonable value of such licenses."

San Antonio Sound, KCOR-FM in Debuts

SAN ANTONIO — Something new on San Antonio’s radio scene is the KCOR-FM, a bilingual, all-news station. Station officials describe it as the San Antonio Sound, a blend of tuneful and rhythmic Latin-American, Mexican and Spanish style selections from other lands designed to please the ears of all San Antonians whether Anglo or Latin. All announcing will be in English and Spanish.

The programming will be totally separate from that of KAPL-AM, the only Spanish-speaking San Antonio station.

"Our AM," says Nathan Safir, KCOR vice-president, "does enjoy numerous Anglo listeners, but we feel that the on-air people who understand Spanish, English-speaking KCOR-FM will please the other half of the population."

Heller Gives Jingles That 'Turned on Ring'

LOS ANGELES — The sleek jet set is now having its own radio show, courtesy of a new station, "The Hollywood Music Network." The station is located at Los Angeles International Airport, broadcasting 24 hours a day throughout the West Coast.

The station features a wide variety of music, from pop to jazz, with an emphasis on the latest releases from Hollywood. The station's tagline is "The Hollywood Music Network — Where the Stars Come to Life." 

The station's format is designed to appeal to music lovers who want to keep up with the latest trends in the entertainment industry. The station's programming includes interviews with Hollywood celebrities, music news, and a variety of music-related shows.

The station's general manager, Mike Morgan, said, "Our goal is to provide listeners with a unique and entertaining radio experience. We believe that Hollywood is the center of the music world, and we want to bring that to the listeners." 

The station's programming includes music from Hollywood's Walk of Fame, interviews with upcoming artists, and music news from Hollywood. The station also features a variety of music-related programs, including a weekly segment dedicated to the latest releases from Hollywood.

San Antonio Sound, KCOR-FM in Debuts

By BARRY CANDY

SAN ANTONIO — Some-thing new on San Antonio's radio scene is the KCOR-FM, a bilingual, all-news station. Station officials describe it as the San Antonio Sound, a blend of tuneful and rhythmic Latin-American, Mexican and Spanish style selections from other lands designed to please the ears of all San Antonians whether Anglo or Latin. All announcing will be in English and Spanish.

The first few shows were well-received by listeners, who praised the station's programming.

"It's great to have something new on the radio," said one listener. "I've been listening to KCOR and it's really different." 

Another listener, a native of Mexico, said, "I'm really happy to see a station that plays music from my country. It's good to know that people are interested in our culture." 

WTOB in Jingles, New Image Kick

WINSTON-SALEM, N.C. — A regular radio show, "The Radio Jingles" has been rewritten by WTOB here and the Hot 100 format station is launching a drive for a new image. Personality Bob McLain, who handles the 7-noon slot, said the station has re- vamped "Fuzz Vibrations" into "Love Dazzler" and will remind the jingles within the next three weeks. The station's playlist has not only been expanded to 60 records, but the printed version for distribution (featuring 38 tunes) will carry the name Love List.

WNJR's Jackson Bows New Show

NEW YORK — Hal Jackson, long time WNJR in New York, N. J., has bowed a new syndicated radio show featuring interviews with record artists and personalities. Show, labeled "Teen Whirl," is produced by Radio-Television Films here. It will bow via disk in October, Jackson, host of the new radio show, was producer this past summer of the rock 'n roll show at Palisades Amusement Park in New Jersey.

Out, by the Hombres on Verve Forecast Records, "Get On Up" by the Esquires on Bunky Records, and "Expressway to Your Heart," by the Soul Survivors on Crimson Records.

AFTS Honored

NASHVILLE — The Armed Forces Radio-TV Service will be honored for 25 years of country music programming to soldiers overseas at the Award Dinner of the Country Music Association here Friday, August 20, according to Director of the AFTS, Capt. Robert H. Alberts, who chairs the Military Salute Committee.

WKBS Bow Show

PHILADELPHIA — Al Alberts, former lead singer with the Four Aces, is host of a new weekly variety show Sundays on WKBS-TV (channel 48). The hour color series showcases Alberts and will also bring in guest stars.
Country Invades Madison Ave.

More than 1,000 members of the International Radio and TV Society—composed of radio-TV executives and advertising executives—attended a Country Music Association luncheon-show headlined by Roy Price Monday (9) at the Waldorf-Astoria in New York. The presentation, first country music show of its type since 1957, gave Madison Avenue a good idea of what modern country music is all about. Performers included, besides Price, Tex Ritter, Jeannie Seely, LeRoy Van Dyke, the Stonemans, and the Nashville Sounds. Here are some of the on-stage-and-off-stage scenes of the luncheon.

WARNER BROS. artist Lefty Van Dyke emceed the show, narrating a brief history of the development and popularity of the music. At sides of stage are signs commemorating the sponsors of the luncheon.

ROY HORTON, chairman of the board of the CMA, discusses presentation beforehand with: Lawrence W. Bruff, center, executive director of the IRS; and Mrs. Jo Walker, executive director of the CMA.

WINNING A TENNESSEE walking horse was Tim O'Sullivan van of Edward Petry. From left, Monument artist Jeannie Seely, O'Sullivan, and Dorrin Jernigan, Jim Hawkins, and Paul Wallace of the Tennessee Walking Horse Association.

WATCHING THE SHOW were, from left, Skitch Henderson, Bill Gallagher of Columbia Records, Mrs. Jo Walker and Tom Madison of Warner Bros. TV.

BRET HALEN of KHEV in El Paso talks with Hope Martinez of BBADO. At left is Jim Mayfield of D'Arcy. Jerry Levy of Doyle Dane Bernbach is at right.

GETTING AN autograph is radio representative Herb Hahn, center, from Ronnie Stone of the Stone family. At left is Hal Fisher, general manager of WNYR in Rochester, N. Y.

HENRY BRIEF, executive secretary of the Record Industry Association of America, chats with the press. From left: Amy Lee of Christian Science Monitor; Graeme Andrews, editor of Record Retailer in England; Brief; and Robert Kotlowitz, manager editor of Harper's.

2 Outlets Used as Barometers

NEW YORK—There are two radio stations that have proven effective "pop" barometers for any-Maha-Bell Records—WXU in Atlanta and WAYS in Charlotte. Both are hot 100 format radio stations, but Gordon Bossin, one of the promotion chiefs for the record company, believes that these two stations in particular can give an indication whether an R&B record has what it takes to become also a pop hit.

Many markets have pop stations who will break R&B records, he said. "Philadelphia is a good market. San Francisco, Los Angeles, the entire South. We also get our share of airplay in New York, but we don't get it first in New York.

"WXU and WAYS, although pop stations, will kick off an R&B record and give us a pop indication that tells us if the record could spread around the country." It's easier to get records started—all kinds—in the South, Bossin felt. The music directors and the deejays are not hammered as much as a Dean Tyler at WIBG in Philadelphia or a Joe Bogart at WMCA in New York. They are promoted by record companies, but not as heavily.

"Promotion is a funny thing . . . there's no fantastic great secret about doing it successfully. I think it's consisted, steady contact . . . the more you can telephone a radio station, the more cognizant the

(Continued on page 85)
2 Outlets Used as Users

Continued from page 82

station is going to be your product. Whatever the case, Any-Mula-Bell Records seems to have it. 'The Letter' by the Boxtops was a fantastic million-seller.

To pinpoint the value of the South for breaking records, the label has "Go Go Girl" by Lee Dorsey that was breaking fast in Charlotte and spreading fast. "I Can't Last Much Longer," a record by Betty Harris on Bell, recorded by a group known as the "Moonbeams" led by Marshall Sehorn and "Sweet Thing" by Senator Jones on Bell, a record produced by Bob Robin, were both breaking in the South.

"It's easier for records like these to go pop in the South because down there they actually think of them as pop. Here in New York, they'd be r&b records even though they might get played on pop radio stations," Bosson said.

Bosson, who came to Bell Records only a few months ago, had spent most of the past eight years with RCA Victor Records (mostly in field in Detroit). He started with Arc Distributors in Detroit in 1954.

Vox Jox

Continued from page 82

WCIN in Cincinnati, is now vice-president and general manager of WDKR and WATC-AM, Tampa, Fla. . . . Johnny Walker, program director of WCKT in Lima, Ohio, moves over into news in an expanding at the station. Another deejay (Hot 100 typ) to join the news ranks is Chuck Brown, now news director of WJYK, Jackson, Miss.; he'd been a deejay at KFUP, Amarillo, Tex.

Robert O. Smith, the 9-midnight personality on KJX in Seattle, has a new single out under the disk name of "Heads On." The single, "Sugarcane," made the Bubbling Under Chart once on MTA Records and says the record "was responsible for me coming to the attention of the KJR management and was, in part, responsible for my moving from KMJY in Monterey . . . Frankie Bihlioni, Puerto Rican deejay and singer, recently signed a year's contract for a weekly one-hour show "Mandarin Mandarin" over WNIT, El Paso, A. El Ocho, Puerto Rico. . . . "Ruffian," formerly of WBAI, New York, N. Y., WCMO, Hamilton, Ohio, has joined the roster of WGLY, Bloomington, Ill. I. N. Y. He's handling the 7-11 p.m. slot.

New music director of WDBM in Statesville, N. C., is Bill Brunson. Station program manager and "Country Memory" show Sunday evenings, plus three other spots an hour. - Scott (Continued on page 93)

Heller Gives Jingles That 'Turned on Ring'

Continued from page 81

notch musicians who are noted sales director currently is in charge of the record producers. These include Hal Hayne, Larry Knockal, Don Budimar, Tommy Tedesco, Dick Hamilton and Bud Shank.

Own Vocal Group

Heller has his own vocal group, the Hellers, who are on jingles on 36 of the nation's major stations. This group will soon be launched as a pop adult rock group on a major label; the deal is now under negotiation. Brief Records is a label designed for broadcasters who are looking for novelties, pieces, one or two to a minute that can be used for fillers. Heller is also planning an album of electrical novelty for a major label; the move will be created by a machine Heller has devised that is key to a keyboard to nearly every sound imaginable.

His jingles and commercials usually have a lot done with contemporary sounds. "You have to know the sound available in every studio, to have to know what engineer can handle what sound, have to know the instrument setup in the studio. It's a casting job," said Heller.

Heller started in the radio field after college for KLOK in San Jose, doing a show and selling commercials. He then was a singer for the Lee Malory show on KGO-TV in San Francisco for a year. Then he became manager of the San Francisco office of RCA, MCA moved him to New York for six months, then moved to Chicago. George Gobel and Franklin Malory hired him to work for Comaide, producing radio shows. In 1958, he started his own production firm.

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LOVERS OF THE WORLD UNITE

The Vagues (MGM)

I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME

Virginia Wolfe (ABC)

SERENDIT

Joe Harrell (Columbia)

THIS TIME LONG AGO

Guess Who (Fontana)

WHEN YOUR OLD WEDDING RING WAS NEW

De Angelis Singers (ABC LP)

De Angelis Trio (ABC LP)

STAR DUST

Mel Carter (Liberty)

AIN'T MISBEHAVIN'

Carmen McRae (Kapp LP)

Johnny Watson Trio (Cosh LP)

THAT'S MY DESIRE

Ronnie Dove (Diamond LP)

John Gary (RCA LP)

FRENTE A UN PÁCIDO

Al Oshio (UA LP)

ROCK-A-BYE YOUR BABY

Judy Garland (ABC LP)

YOU'VE GOT YOUR TROUBLES

Jamie & Jill Singers (ABC LP)

Peter & Gordon (Capitol LP)

Milt Lindsey (Dot LP)

THE KING PINS

Ray Charles (ABC LP)

"56-THRU-77"

RCA RECORDS

"GIANT",
NEW YORK—The big problem facing country music today is that the big artists in the field—and almost all the others—are involved in country music for years and many of them have been around for many years. A big worry among publishers and record companies is that country music is not attracting new audiences.

The only solution, according to some record men, is to get younger artists in the field. Johnny Cash, who sold out to RCA Victor, is one of the control of publishers over country music. "I don't think you can make the same group of people—those in Nashville—recognize a new generation in relive the processes of creativity." He pointed out that this was the case for the country music explosion of the 1960s. "It's not a Nashville man, that's a Western man, from Arizona, Tex., that Jimmy Wakely went to West Coast and once his group that Zeke Meadows managed went to Nashville, that the Delmas Record, the group from Shreveport. The problem, he said, is that in Nashville you have a very different scene and the same producers and the same writers on almost every record. Now, the trend is to move to Nashville, sold his first recording to Merle Haggard and the Strangers, and was probably among the few country acts to come up with a new sound in country music and not sell so well.

Country music has got itself into a tough situation, and more so, because it kicked out artists like Elvis Presley, Johnny Cash and Jerry Lee Lewis. "It's a great field, but not more," Radio stations are uniting, influences few singles today, and they're selling LP's. "But this is the fact that these albums, not albums, are being sold."

More Creative

Monty, who is one of the younger elements, might be to be included in the country music in one way, that is, to be put on the rock 'n' roll road simply because it is more creative in many respects than the other form of music. Bo Gentry, who has been with the group a few years, has been the mainstay of the group. Tommy James and the Shondells and other groups in the pool have come up with new sounds and Johnny Cash. He was once a member of country station WAXE in Nashville, where Paul Revere, who heads the group, is a country music fan and claims to have incorporated country sounds in some of his singles. Kim Fowley, who once produced artists like Bonnie Owens, is almost totally in the pop vein now, Felix Pappal, who has been with RCA for nine years in producing groups like the Creation, has been offered for RCA Victor.

Two labels have begun to develop in the field of country music, with country music, RCA Victor has signed the Hillbilly High group, the Randy Rhodes all gal, and a band called the Stone Country. They are pop-oriented, but lean on country sounds. Capitol has a group called the Hearts and Flowers that used country music songs and sounds on their first LP. Country music is happening much faster as a product for younger fans in England at the moment than in the U.S. The Stiletts started it, perhaps, by recording a Buck Owens hit a few years ago. Tom Jones lowered a year ago with "Green Grass of Home" and "Kentucky Fried Chicken," an international hit. Now there are countless country music groups flourishing in Europe and many publishers and record men expect a big break in the U.S. within the next few months.

industry will be en hand. This is a remarkable achievement. The convention to celebrate the "Opry's" birthday began with a handful in 1933 and has increased its present stature.

With this, the ABC Network will broadcast the "Opry Spectacular," an hour-long Fri- day night show, featuring stars performing during one of the show's talents. RCA Victor also plans for the "Opry's" birthday as well.

Badges worn by those registering for the convention this year will be red. One must register in order to be admitted to any of the convention. The $10 registration fee is banked in

How 'Suite It Will Be: Southern Hospitality for 'Opry' Celebrat'n'

NASHVILLE—In Nashville, famous for its hospitality, it will offer in abundance at the 42nd Annual Celebration of the "Grand Ole Opry." Thurs- day to Sunday (19-22).

The convention hospitality suites will feature everything from Starday's now famous beer and soda to the more sobering coffee and doughnuts offered by Mary Rebecca." In between the two one can find the more standard hospitality.

There will be plenty of stars on hand, backed by their respective groups, sprinkled in the suites, and for this year's first time there will be a 24-hour message center.

For anyone seeking the concentration of welcome mats, the target would be the Opryland Hotel, some three blocks from the Municipal Auditorium. This hotel will host 12 separate operational groups. Second is the Andrew Jackson Hotel, the convention headquarters, which will have five official parties underway.

The Capitol Park Inn, closest to the auditorium, has the most scheduled hospitality rooms, as does the Uptown Inn. There are at least four scheduled parties for all registered guests, and scores of private functions. Many individuals and firms will be located in the principal hotels for business purposes.

Mrs. Reaves plans to have the Blue Boys on hand in her Andrew Jackson suite. Most of the labels will feature "all" of their artists.

"We've just advised all of our people," a Decca spokesman said, and "all have promised to be there at one time or another." RCA Victor plans to give a double hospitality. It has set up a hospitality room at the Metro- politan Airport and another at the Andrew Jackson.

Some artists will do double-duty during the convention; Tex Ritter is encircling the Fender Guitar show, and appear at the Capitol pizza party and show. Ray Price will appear for Fender and Capitol, Norma Jean for Fender and RCA Vic- tor. Others working the Fender show and doubling up include Del Reeves, United Artists; Jean Brown, RCA Victor, and Wanda Jackson, Capitol.

MGM, which is showing recent re- cent signs of moving into country in a big way, plans to bring its top executive in to be at hand on the Ramada Inn with the Glaser Brothers. Dolly Parton will appear at the Fender Guitar, the featured attraction.

Here is a listing of the hos- pitality suites:

Hermingue
Columbia—Iris Room
Epic—812
Dot—488
Shelby Singleton—598
Counter Records—806
Sho-Bo—918

NASHVILLE—Capitol Stars Bobbie Gentry, Sonny James and Tex Ritter will co-host the Country Music Association awards show and Hall of Fame presentation at this year's special production during the country music convention.

Miss Gentry and James both are finalists for individual awards to be presented by CMA. Ritter will serve as a "working" master of ceremonies. The show will be presented by a "gala of stars," the top names in the business will be there.

The show itself will consist of presentation of Grandpa Jones, and another surprise top act. The show is being produced by Moore and Goodson. "It's going to be spectacular," said Ted Cooper of the CMA. "We want to have the world's best musicians, and the GM and RCA-Victor will be in charge of the program."

WSM-TV will televise a pre-CMA show shortly after the main event.

CMA's new executive director, B. B. McCombs, has been named to head the new organization. The CMA membership is currently 225 and the CMA convention is the only one held in the CMA's 25-year history.

Country News Bureau

NELSON
BRADFORD
LOFLIN

The International and National News Bureau at this year's convention is being run by WSM staff man Bob Loflin and Allen Nelson. The convention is expected to be the biggest ever in the CMA's history. The convention is expected to be the biggest ever in the CMA's history.

How 'Suite It Will Be: Southern Hospitality for 'Opry' Celebrat'n'
Special Thanks, D.J.'s
Hope to see you at the Convention

Dottie West

LATEST SINGLE
"LIKE A FOOL"
LATEST ALBUM
"DOTTIE SINGS SACRED BALLADS"

RCA LPM-3784

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### HOT COUNTRY SINGLES

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I DON'T WANNA PLAY HOUSE</td>
<td>Tammy Wynette, Epic 30711 (Geffen, BMI)</td>
</tr>
<tr>
<td>2</td>
<td>TURN THE WORLD AROUND</td>
<td>Otis Redding, RCA Victor 3835</td>
</tr>
<tr>
<td>3</td>
<td>YOU MEAN THE WORLD TO ME</td>
<td>David Houston, Epic 30424 (Geffen, BMI)</td>
</tr>
<tr>
<td>4</td>
<td>A WOMAN IN LOVE</td>
<td>Donny Osmond, Capitol 17092 (Int'l/Reprise, BMI)</td>
</tr>
<tr>
<td>5</td>
<td>WHAT DOES IT TAKE To Keep a Man Like You Satisfied</td>
<td>Sheeter Davis, RCA Victor 9242 (Singer, BMI)</td>
</tr>
<tr>
<td>6</td>
<td>FOOL, FOOL, FOOL</td>
<td>Webb Pierce, Decca 21315 (Sun-Five, BMI)</td>
</tr>
<tr>
<td>7</td>
<td>LAURA (What's He Got That I Ain't Got)</td>
<td>Leon Ashley, Ashley 2003 (Hillbilly, BMI)</td>
</tr>
<tr>
<td>8</td>
<td>CHOKING KIND</td>
<td>Waylon Jennings, RCA Victor 9229 (Wilderness, BMI)</td>
</tr>
<tr>
<td>9</td>
<td>PHANTOM</td>
<td>Stan Seals, Capitol 1807 (Carolina, BMI)</td>
</tr>
<tr>
<td>10</td>
<td>YOU CAN'T HAVE YOUR RATE AND EDIT TOO</td>
<td>Steel Brothers, Columbia 44242 (Tune, BMI)</td>
</tr>
<tr>
<td>11</td>
<td>I'M NOT GOING TO HURT YOUR FINGER</td>
<td>Charlie Pride, RCA Victor 9021 (RCA, BMI)</td>
</tr>
<tr>
<td>12</td>
<td>MY ELUSIVE DREAMS</td>
<td>David McAlmont &amp; Tammy Wynette, Epic 10794 (Tri, BMI)</td>
</tr>
<tr>
<td>13</td>
<td>YOU CAN'T HAVE YOUR RATE AND EDIT TOO</td>
<td>Steel Brothers, Columbia 44242 (Tune, BMI)</td>
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<tr>
<td>14</td>
<td>CAUSE I HAVE YOU</td>
<td>Wynn Stewart, Capitol 9072 (Central Songs, BMI)</td>
</tr>
<tr>
<td>15</td>
<td>TEAR TIME</td>
<td>Waylon Jennings, Decca 31178 (Hillbilly, BMI)</td>
</tr>
<tr>
<td>16</td>
<td>NO ONE'S GONNA HURT YOU ANYMORE</td>
<td>Bill Anderson, Capitol 31146 (Painted Desert, BMI)</td>
</tr>
<tr>
<td>17</td>
<td>ALL MY LOVE</td>
<td>Don Gibson, RCA Victor 9206 (Academy, BMI)</td>
</tr>
<tr>
<td>18</td>
<td>PARTY PICKIN'</td>
<td>George Jones &amp; Melba Montgomery, Nothin' Else (RCA, BMI)</td>
</tr>
<tr>
<td>19</td>
<td>I TAUGHT HER EVERYTHING SHE KNOWS</td>
<td>Billy Walker, Monument 1024 (Pilgrim, BMI)</td>
</tr>
<tr>
<td>20</td>
<td>GRASS WON'T GROW ON A BUSY STREET</td>
<td>Kenny Price, Boone 1465 (Pamsey, BMI)</td>
</tr>
<tr>
<td>21</td>
<td>WHAT KIND OF A GIRL Do You Think I Am?</td>
<td>Loreta Lane, Decca 32114 (Okeh, BMI)</td>
</tr>
<tr>
<td>22</td>
<td>QUEEN OF HONKY TONK STREET</td>
<td>Kitty Wells, Decca 32142 (Okeh, BMI)</td>
</tr>
<tr>
<td>23</td>
<td>TOO MUCH OF YOU</td>
<td>Jimmy C. Newman, Chart 1475 (Peach, BMI)</td>
</tr>
<tr>
<td>24</td>
<td>TINY TEARS</td>
<td>Jack Lawrence, RCA Victor 9217 (Greenbark, BMI)</td>
</tr>
<tr>
<td>25</td>
<td>YOU PUSHED ME TOO FAR</td>
<td>Junior Wells, Capitol 9293 (Tri, BMI)</td>
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<tr>
<td>26</td>
<td>THE CAVES</td>
<td>Johnny Paycheck, Little Darlin' 0012 (Matthew, BMI)</td>
</tr>
<tr>
<td>27</td>
<td>BROKEN BAND</td>
<td>Merle Haggard, Capitol 9391 (Blue Book, BMI)</td>
</tr>
<tr>
<td>28</td>
<td>BREAK MY MIND</td>
<td>George Hamilton IV, RCA Victor 9296 (BMI)</td>
</tr>
<tr>
<td>29</td>
<td>WHAT LOCKS THE DOOR</td>
<td>Jack Greene, Decca 31210 (A&amp;M, BMI)</td>
</tr>
<tr>
<td>30</td>
<td>CALIFORNIA UPTIGHT BAND</td>
<td>Bill&amp;Patsy Cooke, Columbia 41149 (RCA, BMI)</td>
</tr>
<tr>
<td>31</td>
<td>HOW FAST THEY TRUCKS CAN GO</td>
<td>Claude Grey, Decca 31203 (Vee-Jay, BMI)</td>
</tr>
</tbody>
</table>

**Billboard SPECIAL Survey for Week Ending 10/21/67**

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**COUNTRY MUSIC**

**DEEP WATER**

4-44233

**COLUMBIA RECORDS**

written by FRED ROSE

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it takes people like you
b/w You Left Her Lonely Too Long
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FROM THIS ALBUM DURING
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THANKS FOR A HIGHLY SUCCESSFUL ’67.

LIZ ANDERSON

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here I am, a regular on
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LYNN ANDERSON

Watch for My New Release
“PROMISES, PROMISES”
LATEST ALBUM
“RIDE, RIDE, RIDE”

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Here! Now! The week's 6 hottest releases* in 4 and 8 track Stereo Tape Cartridges!

The most popular hits of the week.
The world's most famous artists.
1st choice of the country's top hits.

The songs & artists the country is swinging to...
Only the nation's best selling hits...
The week's best selling tunes & artists.

*The hottest, most popular, best selling hits from ITCC's great catalog. As listed in BILLBOARD'S Hot 100 releases!

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Cartridge selection changes weekly in accordance with Billboard charts.
ITCC's importance to you

The world's fastest selling labels are available to you from one source... ITCC
HOT COUNTRY ALBUMS.

This week's chart positions for Billboard's Hot Country Albums are provided. The chart includes albums such as "Just a Left-Eyed Country Boy" by Jack Jox, and "The Original" by Capa Country & Western Recording. The list also highlights noteworthy moments in country music history, such as the first program under Capitol Records and the rise of Nashville in the industry.
TAPE CARTRIDGE TIPS

by Larry Finley

The writer of this column wishes to extend "welcome" this week to registrants at the BILLBOARD Tape Cartridge Seminar.

With all of the activity that has been planned, we hope that you can take the time to visit the ITCC building at 665 Fifth Avenue, between 52nd and 53rd Streets. It is only a couple of short blocks from the New York Hilton Hotel, and we would like to extend our hospitality to you.

In our offices we have arranged to have two secretaries available to take your confidential dictation. We also have two wide-area telephones (MATS LINES), and we invite you to phone your office or family anywhere in the United States, with our compliments. Our conference room will be available should you want to hold a meeting with any of your associates.

A special representative from one of New York's leading theatre ticket brokers, Newman's Ticket Agency, will be at our office each day to arrange for tickets for "hard-to-get" shows at regular theatre agency prices. We also will have a special table adjoining the registration desk at the New York Hilton where we will have a special representative who can arrange for your theatre tickets. The desk will be open from 8:00 A.M. to 6:00 P.M., both days of the Seminar.

While you are at the ITCC offices, we will be happy to give you a free cartridge of the 20th Century Fox original motion picture soundtrack, "Pillow Talk," which is exclusive with ITCC. This soundtrack is now being acclaimed as the outstanding soundtrack of all time and has every indication of being the all-time, best-selling album as well as stereo tape cartridge.

Although this invitation is extended this week to those at the Seminar, the ITCC hospitality suite is always open to our distributors and dealers. We extend every effort to make you feel at home in getting tickets for the most popular moves. To our secretaries and our secretarial staff and WATS LINES are always available for a phone call "home," with our compliments. We also will be happy to assist with plane reservations and be of any help possible while you are at the ITCC offices.

NEW YORK — Audio Developer is releasing the first cartridge market with a cartridge using less than three quarters the number of tape necessary incorporated into conventional cassette design. The new cartridge will be offered to duplicators in three packages and to consumers as a home kit. Completely marketed under the Audio Developer tradename, the cassette, as available to duplicators, is limited to a minimal use of tooling. The device consists of six parts.

Key to the simplified cassette is mirror image molding of the completed case with the guides molded into the base. The identical construction allows stationary guides to replace the movable rollers currently used.

No added friction is said to result from the removal of the rollers. Another feature of the Audio Developer cassette is the pre-assembled pressure pad and shield. Duplicators will receive the cassette with the assembly in place. The only parts that need assembly, slide from the cover base, are the two hubs and their tape anchors. The cassette window assemblies are factory inserted. Ultrasonic welding is required for the Audio Developer cassette.

Audio Devices will market this cassette as an unassembled unit, a sealed cartridge with leader and a loaded cassette. The unassembled version consists of the five parts listed above. Duplicators will need a jig to cut the tape anchoring rod and an ultrasonic sealing device.

Second of the offerings, the sealed cassette, comes completely assembled and loaded with 22 inches of leader tape. The duplicator merely cuts the leader in the middle and in places in the pre-recorded tape without opening or closing the cassette. Audio Devices officials claim that this mode of loading will save duplicators an estimated 75 per cent in assembly and handling labor costs. The company is also offering loaded cartridges to duplicators who use in-cassette recording techniques.

In addition to the cassette cartridges, Audio Devices is marketing two forms of bulk cassette tape including an eight inch reel with interspersed leader tape. Cartridge capacity per reel with the leaders is 12 cassettes. The company is also making available an eight inch reel without leaders in 3,700 feet lengths.

Lib. Tape Duplicating Develops New System

OMAHA — Liberty Tape Duplicating Inc. here is now producing pre-recorded 1 1/2 ips tapes in a new process which company manager Leo Colvin says "makes the sound of the cassette satisfactory to the audiophile."

In development for a year and a half, the new process is called "L.C. Bais." LTD is geared to produce cassette tapes with the new system at the rate of 5,000 units per day. The firm is now adding another bank of 10 slaves for production in the system.

LTD is duplicating in the system for their parent firm, Liberty, and for General Recorded Tape of Sunnyvale, Calif., Colvin said LTD has current contracts for duplication of 500,000 pre-recorded cassettes with the new system and is negotiating with one firm for duplication of 2 to 4 million cassettes.

"It is a fact well established that to duplicate 1 1/2 ips tape with the old method of putting sound on tape through magnetic punches does not achieve the quality that is achieved with sophisticated home and commercial systems," Colvin said. "So our engineers, Stan Nick and Jack Tipton, went completely away from normal recording techniques, developing a method where 50,000 cycles at 1 1/2 ips on 1/4-inch tape. Other duplication methods are limited to 7,000 or 8,000 cycles. And we've eliminated the problem of noise."

Colvin said that LRT is soon to release 30 to 40 titles duplicated by "L.C. Bais."

The new duplication process is also fully automated, Colvin said, with the slaves running unattended. Even the cartridge loading is automatic. "We've gone through extensive modification of cassette loading," he said, "taking the watchmaking out of it. The loading cost was $14 to 15 cents per cassette. We've cut that down to 6 cents per cassette."

Colvin also told Billboard that he's prepared to duplicate for the new 16-track Bullows system on short notice.

PlayTape Adds Caedmon Cat.

Continued from page 1

PlayTape will also be able to offer a large list of famous authors reading from their own works, including Dylan Thomas, T. S. Eliot, E. Cummings, Ernest Hemingway, Tennessee Williams, Robert Frost and Carl Sandburg.

With the signing of Caedmon, PlayTape's president, Stanton achieves a goal of being able to place Shakespeare side-by-side with Sinatra or the Beatles, both selling for $1.49. The cultural line also includes everything from Shakespeare to Frank Zappa or Maria Callas.
Tape CARtridge

CHRYSLER CORP. completes the list of Detroit automakers offering factory-installed tape CARtridge players. The company is offering this Motorola-built unit, left, this year in addition to its "Mopar" Lebar- tuk dealer installed option that has been featured since 1966. The player is available on all Chrysler Corp. cars with the exception of the Dodge Dart. The factory-installed player's two speakers, right, are mounted on the upper part of the dashboard.

Sentry Bows New Package

PARAMUS, N.J. — Sentry is bowing new special packages of reel-to-reel and 4 and 8-track CARtridges based on Billboard's Top LP's Chart. Dick Price, sales manager of the tape distributing firm which blankets more than 10,000 photo outlets as well as electronic, automotive, and entertainment outlets, said the package would include the major 100 sellers and a Billboard chart may be included in the package for display. The package will also be available in cassettes soon, he said.

Capstan Marvel is coming ...

The industry's first and only CAPSTAN CLEANER and HEAD CLEANER.

List price $2.49 from AUDIO ELECTRONICS

700-5 Van Nuys Blvd. Van Nuys, Calif. 91405 (213) 785-8891

NEW RELEASES FROM MUNTZ STEREO PAK!

Among the great stars spotlighted on Muntz 4-Track...

Frank Sinatra • The Mamas and The Papas • The Beatles • James Brown • The Beach Boys • Bill Cosby • Dean Martin • Johnny Mathis • Roger Miller • Lou Rawls • Righteous Brothers • The Lovin' Spoonful • Roy Acuff • Cannonball Adderley • The Animals • Solomon Burke • The Buckingham • Chuck Berry • Ray Charles • Judy Collins • The Challengers • Petula Clark • Bing Crosby • Nat King Cole • Chad and Jeremy • The Doors • Everly Brothers • Billy Eckstine • Connie Francis • The Four Seasons • Tennessee Ernie Ford • Stan Getz • Lesley Gore • Jackie Gleason • Herman's Hermits • Don Ho • Bobby Hebb Impressions • Sonny James • Horst Jankowski • The Kinks • The Kingston Trio • Arthur Lyman • Enoch Light • Trini Lopez • Ramsey Lewis • Jerry Lee Lewis • The Lettermen • Peggy Lee • Herbie Mann • Wes Montgomery • Blues Magoos • The Mystic Moods Orchestra • Al Martino • Roy Orbison • Buck Owens • Paul Revere And The Raiders • Peter, Paul and Mary • The Platters • Peter and Gordon • Tommy Roe • Boots Randolph • Sonny & Cher • Sam The Sham And The Pharaohs • Nancy Sinatra • George Shearing • The Seekers • Sandler And Young • The Turtles • Hank Thompson • Lawrence Welk • Hank Williams • Dinah Washington • Nancy Wilson . . . And Many, Many, Many, Many, Many Others

FREE

Send for this NEW TESTING CARTRIDGE and Discover a New Source of Sales!

Channel Marketing has developed the first accessory to enable owners of tape cartridge players to test their units at home or in the car. This means extra sales for you and a source of more profit because . . .

- If units need repair or adjustment, your customers will return to you with business for your service department. You'll make happy cartridge customers because they'll be getting top performance from their players. And happy customers represent more sales of your cartridge music and other equipment.

Channel's NEW cartridge — the only one designed for mass retailing — tests every important function of the tape player: Frequency response, tape tracking, program and individual track volume balance, speaker and program identification and automatic switching. Instructions to the user are announced at the beginning of each test. We want you to examine this NEW cartridge — at no charge to you — and see for yourself how profitable this accessory can be.

Send this coupon, attached to your business letterhead, for one FREE test cartridge and price list. We will also send you literature on our other profit-making cartridge accessories. This offer is for bona fide dealers and distributors only.

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

TO: Channel Marketing, Inc., Dept. B
34-26 Madison Ave., New York, N.Y. 10017

Please send me — FREE — your NEW test cartridge (choose reel or 4-track or 8-track). I am a music and/or entertainment equipment dealer. I am interested in increasing my tape cartridge sales.

Name __________________________ Title __________________________

IMPORTANT: In order to qualify for this offer, you must attach this coupon to your business letterhead.

FREE

TEST CARTRIDGE

among the great stars spotlighted on muntz 4-track...

7715 DENSMORE AVE., VAN NUYS, CALIF. 91406 (213) 989-5000

October 21, 1967, Billboard

95
Chicago Record & Book Retailer Adding Units as a '3d Dimension'  

By JERIANNE ROGINSKI  

CHICAGO — Records and books have long been compatible merchandise but, for a two-store operation on Chicago's southside, tape cartridge units make a good third compatible product. Jan Kennedy, general manager of the Record & Book Shop and Music & Books, said they began selling tape cartridge machines and cartridges over a year ago.

Miss Kennedy said the records, books and tape cartridges make a good combination because — "They're all browsing items." It's easy for a browser to look through the books, leaf through the records and then move on to cartridges and players.

"Our record distributor, R&R Record Distributors, encouraged us to get into tapes. They feel this is the market of the future," Miss Kennedy commented.

What They Carry  
The store offers 8-track stereo deck and self-contained units plus a portable Masterwork cassette which is the most recent member of their tape player stock. Besides Masterwork, they carry Capitol and Lear Jet brands and are ordering Mercury cassette stereo. Cartridges for all three types are sold at both stores.

Miss Kennedy said the units create a lot of interest from customers but buying is not as big as it should be because people know so little about them. She blames the manufacturers for this.

"I don't think manufacturers are promoting them enough. They aren't advertising nationally in magazines and on TV to make people aware of cartridge units. They (manufacturers) say tapes are the coming thing, but they don't seem sure about it themselves," she said.

Popular Item  
Among the 8-track equipment carried by the store, Miss Kennedy said that the separate tape decks are the most popular. "A lot of people already have stereo components and can hook up a tape deck to the system at low cost." The most popular deck sales for $79.95 and the popular self-contained unit has a $139.95 retail price.

Of the cartridge units made, Miss Kennedy sees the greatest future for the cassette. "I'm very enthused about the cassette," she commented. "People who have saved great record collections aren't going to suddenly buy an 8-track system; but the cassette offers a solution because it records. That's why we are ordering bigger home units from Mercury."

DON'T DELAY  

THERE'S STILL TIME TO ORDER THE FIRST ISSUE OF  

The only magazine with COMPLETE listings of every 4 and 8 track cartridge tape — every artist, every label

Features stories and pictures of the top artists

New release cartridge tape reviews

Published 6 times a year

There's never been anything like it. The Glass List will be the bible of every cartridge tape fan. Make sure you have your supply. You'll sell it for 50c... and there's big profit in it for you. So, don't delay. Order today. Your customers will be asking for THE GLASS LIST.
Jon & ROBIN® & The IN CROWD®
The "Do It Again" Kids Are Back!
WITH...

"I Want Some More"

b/w

"Love Me Baby"

AB-124

FOR BOOKINGS CONTACT BANKERS MANAGEMENT AND SERVICES, INC.
825 OLIVE / RI 26111
DALLAS, TEXAS 75201

JON & ROBIN FAN CLUB
C/O ABNAK MUSIC ENTERPRISES INC.
825 OLIVE / RI 26111
DALLAS, TEXAS 75201
Any cartridge is only as good as the tape it contains.
Audiopaks contain Audiotape.

I'm Dame Madelyn Barefoot, soprano.
Help Make Me A Star play Rod McKuen's The Love Movement.

HEAVY EMPHASIS is placed on tape cartridge units in the Record & Book Shop booth, on Food City Shopping Center. Miss Kennedy took advantage of the show to display her tape cartridge line to consumers.

Audiopak's 6-Part Cassette

- Continued from page 94

to begin immediately, the first package will consist of samples of the three writers plus one reel of the 3,700 foot reel.
Second phase involves a broader sampling, with one type of cassette assembly together with a reel of leader tape. And the third stage will encompass distribution samples to the field.
This will mark the general availability of the Audiopak cassette.

New Album Releases

- Continued from page 25

BOOKER ERYN...The Tehran, 7402, PR 7402
STEVE GREEN...Get It Red (And That's Why It's Red) - 7509, PR 7509
PAC MARTIN'S...El Horse, 7513, PR 7513
DON PATTERSON...Mellow Skull, 7510, PR 7510

PROJECT 3

ANNIE LAWRENCE BL'S SAXOPHONE & STEREO...@ The Kay Drayl, Chorus...See In Life, RA 317, GS 2973

RCA CAMPEN

ROBBY GIBB ON HIS TENOR SAX & ORCHESTRA...With The Ray Charles Choir...In Life, GS 1317, GS 2973

RCA VICTOR

LEON ASHLEY...Lover's, LPM 3900, LSP 3900

ROULETTE

TOMMY JAMES & THE SHONDELLES...Gettin' It Together, SR 52355, SR 52355

SERAPHIM

BRONX...CONCERTO NO. 5 IN E FLAT...Cambio, Arca, Harmonia Mundi, (1800), L. 4000

BRUCKNER...SYMPHONY NO. 9...Virtuosi Philharmonic, Leopold Stokowski, SR 40121, 40121

LORENZ...HARZ UND ZIMMERMAHN...Vereinigten Arten, Stuttgart State, Orchest, (Regier) 90 252, 90 252

RACHMANNINOFF...PIEZ LAUTOSPADERS...Kumpe & Kohn, 6010, 6010

SHAKESPEARE RECORDING SOCIETY

SHAKESPEARE THE COMEDY OF ERRORS...McKean, Macneil/Commercial Center, C, 5205

SHERRE STARR

MARGARET BELL...THE MINGO KELLERS...Sings Songs of Devotion, CA 7193

STARDAY

EARL GAUNTLET...My Woman, SLP 417, SLP 417

SHALY SHOVBEN...Theme of The Wind, SLP 417 414

STYLE STEREO

RAFNI...CARMICHAEL'S SING A DION...A Bob Ashton's Songs of Living Path, SA 7601

TICO

THOSE KIDS FROM SPAIN AT Their Best, TL 1100, 1100

TOWER

The Cyma-belle Sound of BAVIE ALLAN & THE ARROWS, T 2049, ST 5044

PINK FLOYD...T 2097, ST 5055
PAMELA MILLER... Throws a Little Love My Way, T 2097, ST 5055

F newborn...THAT'S NOT A LOVE SONG, 7513, ST 5055

ORIGINAL SOUNDTRACK...Mondo Hollywood, L 2509, ST 5055

CAROLINE'S...COUNTRY WESTERNS...Together Again, T 2972, ST 5055

TURNABOUT

Gregorian Chants for Christmas...Choir of The Vienna Thomaskircheh, Josef Schubert, Ty 31815

WOLFGANG...SYMPHONY NO. 9...EMOTICN ABBREED...Royal Danish Orch. (Nemickow), TV 35104

MOZART...PIANO CONCERTO NO. 24 SONATA...Fantasy-Walter Kralin, Orch. of the Vienna Musikemail (Mag), TV 34579

20TH CENTURY-FOX

ORIGINAL SOUNDTRACK...The Day The Fish Came Out, 4794, 4794

UNART

VARIOUS ARTISTS...The incredible World of James Bond, M 2010, 5 2070

UNITED ARTISTS

ORIGINAL SOUNDTRACK...Hour of The Guest, 1.15, 1.15

DEL REYES...The Little Church in the Dell, 1.15, 1.15

VERVE

KELLY GORDON...Tune In Turn On, V 9710, V 9710

VOX

BACH...ORGAN MUSIC...Vol. VI...Walter Kraft, 5446

WESTMINSTER

BACH MODERN...TRANSCRIPTIONS...Eger Petri, piano, 1964, 1964

BRUNI...DUPRESSIONS FOR VIOLIN, CELLO & ORCHESTRA, OP. 102...Philharmonic-Symphonic, State Opera Orch. (Schurman), T 1968, W 9712

DUOD...FANTASIA CONTRAPUNTISTIKA...Eger Petri, piano, 1965, 1965

DUFAY...LA CHAPELLE DE LA CREUS...Orchestre Catalan, Col of Saras, Paris, 1961, W 9712

LOIZ...HUNGARIAN Rhapsodies MOL...Eger Petri, piano, 1954, 1954

TARC...HUNGARIAN Rhapsodies...Eger Petri, piano, 1954, 1954

TARC...HUNGARIAN Rhapsodies NO. 16...Eger Petri, piano, 1954, 1954

MCDOWELL...PIANO CONCERTO...Peter Farkas, Viola, 1954, 1954

KEPLER...PIANO CONCERTOS OF BOM...Vienna State Opera Orch. (Kreisler), T 8756, W 9712

KIMBLY-KEMPE...KODACHROME...EASTERN ELECTRIC, Op. 34, 1956, 1956

Say You Saw It in

Billboard

OCTOBER 21, 1967, BILLBOARD
Dear Dionne,

All of us connected with "Valley Of The Dolls" congratulate you on your wonderful rendition of the title theme by Andre and Dory Previn.

Since the song is so unusual, with its multiple sets of lyrics acting as narrative bridges throughout the picture, there was much discussion as to which artist would be absolutely right.

After hearing the soundtrack, we know you and the song were made for each other. Lionel Newman, the studio's musical director, and John Williams, who contributed a really great scoring job, are leading the choruses of praise for you here at 20th Century-Fox. And we look forward to this month's release of your Scepter single, the "THEME FROM VALLEY OF THE DOLLS!" Incidentally, the Previn's created four more songs for the film. Dare to make it a habit?

Cordially,

Mark Robson

Dionne Warwick
Scepter Records
254 West 54th Street
New York City, New York

BIG THREE MUSIC CORP.
"Theme from 'VALLEY OF THE DOLLS'
"Published by Leo Feist, Inc.
New Display Slant Helps Recorders 'Sell Themselves'

BIRMINGHAM, Ala.—Leo Krell has introduced a new slant to tape recorder displays that he claims creates "a self-service tape recorder department." When his leased department was recently moved to the second floor of Pirzie's department store downtown, Krell decided to capitalize on a less-congested traffic pattern and encourage patrons to stop and linger with the merchandise.

He hired a carpenter to construct 18 bins (see photo) near the escalator exit. The floor of each bin is slanted 35 degrees toward the front, exposing the works of each machine readily to view and hand. Each bin holds one model of recorder and all accessories. Each machine is playable, and customers may experiment with plugging in speakers, operating foot switches and generally go through those functioning actions needed to bring about true romance.

Merger Talks End

LOS ANGELES—Negotiations on a proposed merger between Packard-Bell Electronics Corp., Los Angeles, and Telecorp, Tulsa, Okla., have been suddenly terminated by mutual agreement.

Both firms had agreed in principle to merge in a stock and cash transaction amounting to about $40 million.

Packard-Bell's chief business is production of television sets, radios and phonographs. This is the second merger try by Packard-Bell in two years. A merger attempt between Packard-Bell and Singer Co. fell through in 1966.

Osaka Show Over

OSAKA—The Japan Electronics Show held here from Sept. 28 through Oct. 4 at the Osaka International Trade Fair Grounds drew over 250 exhibitors, many from the U.S. and Europe.

Complete reports on exhibits were not available at press time, but, based on pre-show information, here are some of the trends expected to appear in the largest trade show of its type in the Orient.

Firms such as Toshiba, Matsushita, Hitachi, Sanyo, Honda, Victor Japan, Nippon Columbia, Victor, were expected to show new color sets in configurations ranging from 12 to 25 inches. It was rumored before the show that Sony would unveil a 7-inch color monitor television set and Hayakawa (Sharp) would introduce a 15-inch color unit.

The emphasis in radios was expected to be dual: stereo tuned and heavy on internal sound circuitry on one hand and, de luxe portables on the other. A number of pro-sections of our new '68 models were expected to appear from Nippon Columbia, Sony, Victor, Sony, Matsushita and Toshiba.

In stereo, modular systems were expected to steal the show. Many new models were expected to be modular in design. Such were to be shown by Toshiba, Matsushita, Sony, Hayakawa, Sanyo and Nippon Columbia.

Philco's 4th-Quarter Promo

PHILADELPHIA—The "Rally of Values" which Philco-Ford launched at the beginning of the football season will be followed by a "Christmas Comes Alive" promotion.

The former program included a 15-piece display kit, a traffic builder and point-of-sale, closer-promoters for home entertainment products. Fifty imprints of official school or professional football team insignias are being offered to dealers in this promotion.

The Yule package, with 50 items, includes assorted displays of television, console and portable stereo, radios and tape recorders and the company's new mini radio-phono and Hi-Pocket recorders.

As a sales-closer, Philco-Ford in this promotion is offering a free Organaire portable electronic color organ regularly listed at $39.95.

Admiral Branch

SACRAMENTO, Calif.—A miral's San Francisco division has opened a branch district office at 2917 Orange Grove Avenue, North Highland, Calif., a Sacramento suburb.

The new office will stock all Admiral consumer electronic products and appliances and provide service. Vance Luce has been named branch manager.

This 100 Year Old Company Is Still Setting Records!

"...filing many kinds of "records," that is! In fact, today AMFILE has a phonograph record carrying case for every market. Whatever a customer's taste preference, you can mass-produce it profitably with a smart and sturdy Platter-Pack Record Carrying Case.

All cases are bound in genuine Kivar, a plastic-coated, moisture-resistant material used for covering luggage. Available in a variety of sizes, designs and colors to satisfy the generation that's really tuned-in on today's record bonanza. You'll find ready sales for these hot items so make sure you have an adequate inventory to satisfy the demand.

And, don't overlook the hot new Op-Art designs by Amfile or the Cartridge Tape Cases that are increasing in popularity every month. For complete information and the name of your local distributor, write the company that's been growing young for 100 years. Or better yet, give us a call collect at Area Code 815.933.3981. You'll be pleased with the profit!
Classified Mart

Business Opportunities

SERIOUS MINDED ACCOMPANYANT wanted to teach step dance. To discuss please phone Mrs. Dorothy, 1014 S. Osage Ave., Los Angeles 26, Calif.

DISTRIBUTING SERVICES

ATTENTION RECORD RETAILERS: WE OFFER WHOLESALE DISTRIBUTING SERVICES. WITH 100,000 SQUARE FEET OF STORAGE, EXPERIENCED STAFF, THROUGH THE WHOLE OF THE U.S., FAXUS RECORDS IS THE SOLUTION TO YOUR NEED. HARRY WARRINER, 10450 W. Pico, Los Angeles, Calif., 90027, 213/604-7777.

Employment Section

HELP WANTED

NATIONAL SALES MANAGERS STEREO TAPE CARTRIDGES

We are looking for alert, aggressive salesmen to handle our national accounts. Must have experience in stereo, and be able to work well with difficult people. If you are interested in a challenging position with an excellent company, please call or write.

SALESMEN TO SERVICE RACK OPERATION


PROMOTIONAL SERVICES

NATIONAL RECORD PROMOTION PROMOTERS INC. IS HIRING TOP PROMOTERS FOR NATIONAL PROMOTION OF TOP INDEPENDENT RECORDS. CALL COLIN 513-2000.

Classified Advertising Rates

GUARDIAN CLASSIFIED: $2.50 per word. Minimum: $5. First line set off at $2.50. Each additional line in same or adjacent ad, $1.50. The last line is free. ADVISORY: $1.25 per word. Each additional word at 10c. FREQUENCY DISCOUNTS: 3 consecutive insertions, nonrepeatable, nonchargeable, 10%; 6 insertions, 15%; 12 or more insertions, 20%. ORDERED BILLS: $1.25 per word. Each additional word at 10c. CODING DUE: 5 p.m., Tuesday, 11 days prior to date of issue. Each change charge $1.25. Where space is limited, multiple charges may also allow 10 additional words at 25c per word for number box and address.

International Exchanging

International exchange is open to all advertisers of foreign countries or domestic advertisers who desire to exchange their own music for that of a foreign country. ADVERTISER: $1 per line. Minimum: 4 lines per insertion. EXCHANGE RATES: $1.25 per word. Minimum: 1 word. Same frequency discounts as above apply. PAYMENT MUST ACCOMPANY ALL ORDERS. P.O. Box 1354, New York, N.Y. 10159. INTERNATIONAL EXCHANGE, 251-11, 54th St., New York, N.Y. 10022.

MORTY WAX PROMOTIONS: 1580 Broadway N.Y., N.Y. 10019 CL 7-2159

International exchange is open to all advertisers of foreign countries or domestic advertisers who desire to exchange their own music for that of a foreign country.

Please run the classified ad copy shown below (or enclosed separately) in issue(s):

NATIONAL RECORD PROMOTION PROMOTERS INC. IS HIRING TOP PROMOTERS FOR NATIONAL PROMOTION OF TOP INDEPENDENT RECORDS. CALL COLIN 513-2000.

Payment must accompany your classified ad order.

Name

Address

City

State

Zip Code

Authorized

Amount Enclosed

Type of classified ad desired—check one

□ Regular classified ad

□ Display classified ad

Hunton's Hobby Card Vendor now in use. In your first letter to us, please include the following:

Full payment must accompany your order.

Classified Advertising Department

Billboard Magazine

180 West Randolph Street

Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in issue(s):

NATIONAL RECORD PROMOTION PROMOTERS INC. IS HIRING TOP PROMOTERS FOR NATIONAL PROMOTION OF TOP INDEPENDENT RECORDS. CALL COLIN 513-2000.

Payment must accompany your classified ad order.

Name

Address

City

State

Zip Code

Authorized

Amount Enclosed

Type of classified ad desired—check one

□ Regular classified ad

□ Display classified ad

Hunton's Hobby Card Vendor now in use. In your first letter to us, please include the following:

Full payment must accompany your order.
Plan California Tax Drive

LOS ANGELES — California's coin machine operators will campaign for a Statewide uniform coin-operated machines when the State Legislature convenes in January.

The California Music Merchandising Association (CMMA) hopes to eliminate what it calls "county practices," where coinage is varied within the county, making it impossible for coiners to operate machines in more than one county without having to use different coinage.

The CMMA is the only cooperative of operators representing the interests of the coin-operated machine industry in California. It was formed in 1938 by a group of operators who felt that their interests were not being fully represented by the California State Gaming Commission.

The CMMA, which has about 650 members, is financed by a 10-cent tax on the sale of, or insertion of coins in, coin-operated machines. The tax is collected by the operators and distributed to them in proportion to their purchases of coin-operated machines.

One Fee

As it stands now, operators in Los Angeles are charged one fee, while in Beverly Hills, a neighboring city, operators pay a different fee per machine levy. The unorthodox tax pattern varies from county to county, with charter cities generally charging a lower tax, while both general and coin machines are exempt.

"If the small operator tries to stand alone and fight," says Garland, "he'll fall and die. Let the CMMA carry the ball on a united ticket and I think we have a 50-50 chance of survival." The CMMA is working on legislation to create a uniform coin-vend machine.

Study Shows Number of Bars in Rapid Increase

CHICAGO — According to the latest census of retail distribution, taverns and bars are among the types of retail establishments growing fastest in Chicago.

There were 115,520 bars and taverns operating in the city in 1966. This year the figure has increased to 115,750. This data was discovered by Audits & Surveys, Inc., a leading New York market research firm. For the past 14 years the company has been conducting annual surveys of all types of retail outlets.

The company's surveys have shown that there are 349,500 retail outlets in the U.S. This is the nation's largest retail category. Almost all the growth in the category reported for 1967 was attributed to Audits & Surveys.

A number of bars and taverns were located in the increase in the number of taverns and bars. The number of luncheonettes, numbered at 167,449, remains about the same as last year.

National Automatic Merchandising Association Calls Tax Halt

OSAGE BEACH, Mo. — The Missouri Automatic Merchandising Association (MAMA) was successful in getting tabled a measure in the state legislature which would have placed a $100 per machine license tax on vending equipment throughout the state. This is the first time that the association has come out against any of the other legislative fronts during 1967.

Meeting here last week, the group of 76 operators, officers, and MAMA members introduced an open house style of operation combined with an open house style of operation and entertainment for the groups from the Kansas City and St. Louis areas.

Rovendal calls for National Mail Order. A report on the state of the mail order business was presented by Edward F. Hulbert, president of the association. Hulbert said the state of the mail order business is not as bad as had been expected.

"We are still in a recession," he said. "However, we are making progress and are looking forward to better times in the future."

Missouri Association Calls Tax Halt

National Automatic Merchandising Association (NAMA) Director, Southern Edward Filipine, Chairman, NAMA, at the meeting of the association, described the current state of the mail order business as "very good." He said that the association is making progress in improving the mail order business and is looking forward to better times in the future.

"We are still in a recession," he said. "However, we are making progress and are looking forward to better times in the future."
Record Number to Visit Chicago Trade Show

CHICAGO — Over 2,500 businessmen and as many as 3,000 amusement machine operators are expected here Oct. 27-29 when the Music Operators of America (MOA) now featuring 63 exhibitions.

Mo. Pool Peril

TRENTON, Mo.—Members of the Missouri Coin Machine Council met last week and decided to write the attorney to determine the status of coin-operated pool tables. In various areas of the state, laws are so worded that any location with a coin-operated table that has an attendant subject to various ordinances, that could in some cases, literally lead to surrendering its beer or liquor license.

"We think this is a potentially serious problem," said association president, John Masters, one of the council members.

"It is going to be a pay as you go business," Masters said.

During recent weeks, a "billiard pool table" has been started up and is a subject to various ordinances, that could in some cases, literally lead to surrendering its beer or liquor license.

GREENVILLE, S.C.—The South Carolina Coin Operators Association has established a record for membership here Oct. 14. Heading a list of discussion topics was the program of national convention tentatively scheduled for January.

In advance of the meeting, President Hal Shinn, Star Amusements, is scheduled to make a special appeal for members to contact him if they wished additional copies of the association's code of ethics. Shinn also said a special appeal will be made at the meeting for all members to attend the Music Operators of America convention and trade show Oct. 27-29 at Chicago's Pick Congress Hotel.

NAVY TO LAND AT MOA SHOW

CHICAGO — Fifty U. S. Navy equipment specialists from Navy stores across the country will look at the products displayed at the Music Operators of America exhibit here Oct. 27-29. This buying group will be headed by W. M. Logue, branch manager, vending, U. S. Navy Ship's Store Office, 3rd Avenue and 29th Street, Brooklyn, N. Y. 11232. Telephone (212) ST 8-8888.

S. C. Assn. to Plan '68 Event

During recent weeks, operator associations have been organized in Minnesota, Kansas, Arizona and New Mexico. The Florida and Ontario associations were revived last year, the North and South Carolina associations are about three years old and thriving. And Louisiana operators are in the association planning stage. There is also an association talk in Texas and Alabama.

Though the amusement side of the coin machine industry is roughly 40 years old, its trade association activity, with a few exceptions, is only really beginning. Why? Perhaps one of the reasons the group's failure to get along is that business machine manufacturers, the more time and tendency businessmen have to get in touch with human beings. But bigger reasons are changing consumer attitudes that no longer say "an operator trade association is conspiring against buying equipment" and an altered operator attitude that said "I want to prove the competition opportunity to steal my ideas and locations.

But perhaps the most consistent influence has been the program of the Music Operators of America and structuring regional groups in the art of combined trade effort. This program has been greatly accelerated by current MOA President Frank Tolisano, who was succeeded by his former Vice President Fred Granger. The Tolisano-Granger team has pursued an extremely effective organizing plan to 30 States that has far exceeded the hopes of the national organization.

In addition to carrying on its traditional copyright battle, MOA this year is sheltering special "presidential projects." Last year John Wallace inspired a highly successful national membership campaign, that grass-roots organization. With the swelling industry applause for these programs, what will MOA's 1968 MOA President select as his "pet project?" We urge that it have a lot to do with theU.S. Navy, and a lot to do with the Minnesota Coin Machine Council!
Vending News

Music Operating Going National

Sportsman employees make up the large share of students at many jukebox manufacturer field training schools in California.

Sportsman's initial link with music came in reverse order and was one of the earliest examples of music expansion by large vendors.

"Under my father, Border Sunshine Novelty had been offering music, games and vending service since 1952," said John H. Snodgrass, president of Sportsman, of Albuquerque, N.M.

"We were even in a national food service before my father merged with Sportsman in 1961. Since then we have, of course, offered locations here a complete service in all kinds of coin-operated equipment."

The elder Snodgrass was once president of the Music Operators of America (MOA). He now is vice-president of the newly revitalized New Mexico Music Guild, Inc.

Specialists
Sportsman, the nation's publ.

relations, Russ Abraham, said, "Our expansion into music is still small compared with our total operation. Of course, we were in music early in our New Mexico operation and we have gradually acquired routes in other parts of the country. "Vending is becoming a special-ized field. Either you spe-
cialize in games or special-
ized retail operating, in coffee, cold drinks, food in plants and institutions, or you can try the medium by creating an off-street operating, which is again a specialized field."

"With vendors who have run into competition by music operators, an increasing number of existing in both monies and vending, the vendors have to be able to offer music, too. So we are doing it."

The idea of off-street operating is seen as the field of battle where vendors are becoming better competitive by adding jukeboxes and jukebox operators are still expanding their music offerings, according to Cheesmier, Wometco Vending, Miami.

"We have diversified into jukebox sales in six years but we have not considered adding music and games regions because of the potential. We realize the great profit potential and realize that as we go into music the jukebox operators are getting preferential over our vending operation."

Locations
Wometco, which acquired the vending operation of Mar-T's, split the company in time back, had decided not to invest into Mar-T's music and games regions.

"We have acquired only a few jukebox copyrights per route mostly because we have had too many music operators who alert us to what vendors are doing and where we divide locations with these music operators."

Such a proliferation of locations is prevalent in many areas, in a growing number of instances, vending companies and music operators are going their separate ways.

An example of this was seen recently when Acc-Saxton of Broward County said it would be the largest cigarette vending company in Florida. This caused a split in the music and games regions and the latest to be called Mar-T's Vending's Miami operation.

This operation involves nearly 1,000 jukebox locations (Billboard, Oct. 14).

Diversification
Industrial executives are conscious of the ramifications of large vending entering music operating. Bill Hensley, sales manager, Southeastern Vending Distribution Inc., Norfolk, Va., said, "We're both pleased and alarmed to see this new trend grow how music can help the vendor and that it certainly goes hand in hand with vending, complete off-street location service."

"But the big vendors could become a threat to the machine and vending equipment. On the distributor level we have had to time two great music operators the other day through the acquisition of some less important vendors. The handwriting is on the wall."

"Hawes, president, Peach State Music Co., Macon, Ga., said, "I think this is an alarming trend and don't think the really large vendors are going to take over the music—they are too involved with industrial locations."

"We just had a case south of here of a music route being bought by a vending company," Hawes said. "But it is generally the small to medium vendors who are the most credit like the big boys and that affect us. Some of us are involved in off-street operating, but there are few."

"A small vending company is realizing the music business is a separate package to be competitive in off-street locations."

"We don't want to split the location with a music operator so they get into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to go into music, we don't want to sell to them by acquiring music and we want them to
NAMA's McGuire Tells Need for 15c Pricing

OSAGE BEACH, Mo. — An aggressive move to 15-cent pricing of vending products, more attention to business procedures, recruiting of personnel and readiness to adapt to rapid changes were urged by J. McGuire, president, National Automatic Merchandising Association (NAMA) at a meeting of the Missouri Automatic Merchandising Association here last week.

McGuire's appearance, coinciding with the fourth game of the world series being played at St. Louis, found him amiable, if a bit less loyalties to Missouri University, as the NAMA president, now vice-president of Centennial Corp., Chicago, was once a drummer in the Red Sox organization.

McGuire, in pointing out the need for the accumulation of state organizations, likened such groups to large utilities. "We often see associations, for granted just as we do the telephone companies and the electric companies, the little bank in Saginaw needs the Michigan Bankers Association, doctors need the American Medical Association and businesses need the Chamber of Commerce."

Process of Winning Legislative Battle "This industry is faced with three big headaches today: price, people and change. If we are to overcome these problems, operators must depend on the help of associations."

In the area of pricing, operators must improve their business procedures so they have the facts when dealing with locations. How can a factor in New York or a hospital consider negotiating commissions and contracts with an operator who is without facts? "It is a strange contradiction, that in the past several years vendors have gained such broad acceptance but at the same time so many operators are too close to mouth business procedures and fail to communicate and are unable to communicate their financial position to locations."

15-Cent Pricing "Another part of this community involves pricing in our products," McGuire stated. "Is there something so rigid about dime candy? Why is it the automobile companies can raise prices? Why is it the television makers can constantly raise prices?"

"There is a serious need in our industry to go to the 15-cent price to overcome our own rising costs of operating to make us more competitive and to solve other problems. And the locations have a selfish interest, too, in making a reasonable profit."

The personnel problem, McGuire stressed the competition for labor today, the rises in wages and the competition for management talent. "Too many vending companies have no long-range recruitment plan, there is too little planning for the future and one thing being done to make vending attractive to young people as a career."

"It is a job that has to be done on the local level and in those states and local organizations must play an important part. As for NAMA, we offer a number of guidelines on career guidance and many other studies that can aid operators in personnel recruitment."

Change "As important as are the pricing and people problems, the as yet unseen impact of change is even more important. At least a few years ago the infra red oven was seen as impractical in our industry and now it's widely used. Food vending was considered something for the naive operator and now one in every 1,000 farms is in food vending. Every radio-combo attached trucks were considered as impractical. Now, where would you be without them?"

"We are making comprehensive strides in modern technology, in economics and in sociological studies. We look forward to even more changes in technology and in new products and new techniques. As our machines change, our consumers' habits are changing too."

"We need not fear the future. We are surmounting our growth patterns now and we will step it up."

Continued from page 102

Missouri Association Calls Tax Halt

people for 200 legislators, while in the U. S. Congress each lawmaker might have a staff of 10 or 15. We used to get $125 a month, then it was raised to $400 a month, but you still can't get competent young men for this kind of money.

"If you want to end the prayer every morning in the Missouri Legislature you can earn $250 a month — senators only get $5 more. We represent 10,000 or 20,000 people each and spend a billion dollars in taxes but only have one secretary for every six legislators."

Southern, in moving for annual sessions instead of convening every other year, criticized what he called "the pumpkin hour" — i.e., the rule that the legislative session must end at midnight, June 30.

Open Forum In an open discussion McGuire and Kuekes each answered several questions, many of which dealt with mandatory membership in NAMA.

"This is not an item to draw non-NAMA members in," said McGuire. "But rather to avoid having our efforts and work become splintered. It will come, but as of now it is not mandatory in order to belong to a State council."

Elected to serve with Francis were Bob Crollar, Martin Vending Service, Mason; vice-president, Len Stegeman, Stegemeen Vending, Jefferson City, treasurer; Frederick McCoy, St. Louis Automatic Vendors, secretary, Bud Saunders, Canton, Kansas City and Max Schneider, Maple Vendors of St. Louis were elected board members.

Both the St. Louis Metropolitan Automatic Merchandising Council and the Kansas City Vending Council met during the gathering. Officers of the St. Louis group are: president, Robert Mason; vice-president, Charles Disbrow; treasurer, Robert Hageman; secretary, Frederick McCoy, Kansas City officers are: president, Bud Miler; vice-president, Stan Stimson; secretary, Bud Saunders; treasurer, Mark Raccagno.
New Models From Rally

DISTRIBUTION TODAY

PARIS — Rally, the French flipper game manufacturer, has introduced two new models in its Fliptronic line.

The new models are said to incorporate a number of new features such as ultra-sensitive bumpers and miniaturized relays.

The first of the new models, a two-player, will be in the shops very near the end of the year, company officials said. A four-player model will be out early in 1968. The new models will be called Playboy and Comic.

SPEAKING OF SOLID STATE... you should see (and hear) the NEW JUPITER 100 (the money making sound of music)!

We’re proud to present the new Jupiter 100, our bold new addition to the Jupiters peculation line. Special interest features are our dual coin chutes, independent state 56-watt amplifier. The specially designed multi-range speaker gives you the most realistic simulation reproduced anywhere you could hear it. The Jupiter 100 is designed from 70 to 100 cycles. With both distortion...music at full sound.

The Jupiter mechanism is specifically targeted on the major department, restaurant, service, and theater business. The operator is bread and butter. We want him to be successful, therefore, we must offer the very best equipment at a reasonable price. We must keep our products, and, conversely, we must not oversell our products.

Both distributing and operating trends are changing. The trend in both levels of the business is to get bigger and better operators and distributors. The better operators have acquired smaller routes, diversified into vending and background music operations. They have become profit conscious with the increased cost of equipment and manpower. Most good operators today can produce a financial statement and have an accountant to help them analyze it. They understand the effects of depreciation and investment credit and take advantage of it. They realize that operating old equipment because "no one is pressing them for new machines" is not a prudent philosophy. Rather, an orderly systematic replacement policy is the proper path to more profits.

Complete

As I mentioned, the distributing business is also changing. In order to accommodate the "complete" operator, the distributor handles more items. He has diversified into vending machines, background music systems, vending superintendence, and record one-stops. In essence, the distributor is quickly becoming a one-stop shopping center.

We are in an era of transition. The pre-war and post-war operators are giving way to a new generation of businessmen. Most operators, who were pioneers in this business, have reached or are approaching retirement. Some sell their businesses, and others sell off machines to indivisible sons and sons-in-law. This is a good sign. Most of these new owners are better educated, some are even college graduates. Many are community leaders. They bring a fresh, new, and often more aggressive outlook to the business practices. The idea of passing a business down to a member of the family gives it continuity and makes transitions much simpler.

PLATEAU

The total productivity or potential in the amusement business is still a plateau. Specifically, there are very few new locations, in the traditional sense, for placement of machines. The amusement business is today primarily a replacement business.

However, with new operating ideas and technologies, the amusement people are discovering new types of locations, such as department stores, discount centers, recreation areas, etc.

On the other hand, the vending business is expanding. It is a replacement business, but there are continually new locations. As our economy grows and time increases, both the vending and amusement business will prosper.

The major problem facing our industry today is manpower. Good manpower. Both operators and distributors are faced with the dilemma of personnel, qualified and experienced. Routemen and servicemen. Once the right man is found and trained, the final problem is to keep him. We are competing with major industry salaries and fringe benefits and we must offer security to our employees on a comparable basis.

Many operators and distributors have instituted profit sharing and hospitalization programs to stimulate an employee's interest in the company.

Another problem, which can be coped with but which requires continual recognition by businesspeople, is the increasing cost of doing business. On a national level, this cost increases the revenues of existing operations. The new operator must calculate the new revenues from 3 to 4 per cent per year. In five years this may be 15 to 20 per cent increase. Higher equipment costs, higher wages, more fringe benefits and higher taxes are some of the reasons our operating increases are at such a rapid rate.

In the future, I look for a continuing trend toward fewer and bigger amusement operators, most of whom will be successful with successful and progressive individuals. Vending will continue to grow smaller vending companies will merge and consolidate with larger companies. Unlike the amusement business, these acquisitions are taking place in many other business segments of the consumer trade.

As a distributor, I feel that the coin machine industry is due for much greater growth. New amusement equipment will be in the form of vending machines. The nation earns more money and has more time to spend, so it is with confidence that vending in public places will increase. In the next five years, vending in public places will increase greatly.

As a distributor, I feel that the coin machine industry is yet another area of opportunity. With the advent of vending machines, vending in public places will increase greatly. In the next five years, vending in public places will increase greatly. In the next five years, vending in public places will increase greatly. In the next five years, vending in public places will increase greatly.

Second Tax Step Taken

LOS ANGELES — The second step of California’s two-step cigarette tax went into effect Oct. 1 and levies of 3 cents a pack to up the State levy to 10 cents.

The second round cigarette tax—the first step was a 4-cent increase in the tax—was imposed by the State and turned over to local governments. The two-step tax will raise an estimated $149 million, with an estimated $60 million to be shared by city and county governments.

California’s cigarette machine manufacturers have been hiking cigarette prices in vending machines to 50 cents in most restaurants. However, the outlook for most locations is to remain at 40 or 45-cent machine prices.

Charter

In many cases, the new 3-cent cigarette tax supplants locally imposed levies. Cities are not permitted to collect the tax on their own. The State tax is imposed, however, for the first time in the city.

A surge of cigarette prices in vending machines, as well as higher prices in bars and other places, is expected to occur in the near future. A recent survey of 40 to 45-cent machine prices.
W. Virginia's 13th Annual Convention

By BRUCE WEBER

LOS ANGELES — The City Council has banned new pool halls, penny arcades and bowling lanes in portions of the San Fernando Valley and along several of the city's famous shopping strips.

Legislation to ban juveniles from "family billiard halls," or close pool halls, penny arcades and bowling lanes is opposed by New York Group.

New York Group Approves Legislation

ALBANY, N. Y. — The New York State Coin Machine Association, Inc. was to have met Oct. 16 at the DeWitt Clinton Hotel.

Members planned to discuss a sales tax law that has ensued after the New Appellate Court decision that ruled the New York law unconstitutional. The law does not apply to arcades and games.

Another topic will be the association's new measure for recalling the New York City Council bill, passed by the association during the legislative session. The bill would ban the sale of pool halls in the city.

IF YOU'RE ATTENDING THE MOA CONVENTION IN CHICAGO

OCTOBER 27, 28 & 29

LEAVE THIS PHONE NUMBER WITH YOUR OFFICE OR HOME

. . . . AND BILLBOARD WILL SEE THAT THE MESSAGE REACHES YOU THROUGH THE FACILITIES OF ITS OFFICIAL MOA "SERVICENTER" BOOTH.

AND . . . a complimentary copy of Billboard's Big MOA Convention Issue for every convention attendee.

Seattle First

SEATTLE— American Shuffleboard Sales Corp. here has been granted the first wholesale distributors amusement device license awarded here in several years. The license costs $500 annually. There are three other such licenses in effective localities.

Play Now & Pay Later

TOKYO — Sega Enterprises, operators of thousands of jukeboxes in Japan, has devised a method whereby patrons may listen now and pay later. It is traditional in this country, where much business is transacted in cafes, bars, coffee shops and other jukebox locations, for business firms to maintain entertainment accounts with the locations and pay monthly. So pretty cafe and bar hostesses ask the businessmen if they'd like to hear several jukebox tunes. The answer is invariably "yes." The location provides the coins and sends the business- man the bill at the end of the month.

For details on the MOA Convention call 939-3846.

N. C. Meeting

GREENSBORO, N. C. — The North Carolina Coin Operators Association met here Oct. 15 for what President Julius Nelson called an "important" meeting. Speed High, association attorney, was to explain the new State laws governing amusement games and licensing.

The State, which previously barred operation of most types of amusement games, recently okayed such operations and local jurisdictions are racing to license the equipment to obtain additional revenue.

Watch for a full report on the meeting next week.
Northwest Vendors Meet

SAN FRANCISCO — Members of the Northwest Automatic Retailers Council, representing Alaska, Oregon and Washington, held a membership meeting here (22-24) as part of the National Automatic Merchandising Association’s Western Regional Management Conference.

The Northwest Council discussed the Washington education (legislative) committee and fund report, a recruitment campaign—the council has 65 members—and a community college vending report.

Also on the agenda was a sales tax report from Oregon, where a special session of the Oregon Legislature was called for October to discuss an increase in the cigarette tax.

The board of governors of the Northwest Automatic Retailers Council are:

Keith McCormick, president; Dick Eley, vice-president; Bill O’Toole, secretary; Bob Immie, treasurer; Tom Boone, past president; Bill Higgins, Paul Mercy, Ray Ruth, Larry Thomas, Barney Thomson, Fred Conrad, Eino Kiander and Roy Svendsen.

Comming Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>Oct. 27-29</td>
<td>Music Operators of America, 17th annual convention and trade show, Pick Congress Hotel, Chicago.</td>
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<tr>
<td>Oct. 29</td>
<td>National Vendors Association, directors meeting, LaSalle Hotel, Chicago.</td>
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<tr>
<td>Nov. 1</td>
<td>New York Bulk Vendors Association, regular meeting, Sheraton-Tenney Inn, New York City.</td>
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<td>Nov. 18</td>
<td>New York Bulk Vendors Association dinner-dance (honoring Nathan Gordon), Boulevard Nightclub, New York City.</td>
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<tr>
<td>Nov. 18-19</td>
<td>2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.</td>
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<tr>
<td>Dec. 3</td>
<td>Kansas Amusement &amp; Music Association, organization meeting, site to be announced, Topeka.</td>
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<tr>
<td>April 26-May 5, 1968</td>
<td>Hanover Trade Exposition, Hannover, West Germany.</td>
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Scenes From CMMA Meet

C. A. ROBINSON CO. executives Al Bettelman, left, and Henry Treni, right, greet operator W. Jillard.

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OCTOBER 21, 1967, BILLBOARD
HARRY JACOBs JR. and son Paul. After graduation from Northwestern University, Paul joined the business.

THIRD MEMBER of the United management team, Russell Townsend, is general manager.

MEMBER WHEN distributors were showing this Wurlitzer! Harry Jacobs, left, is showing it to, from left, Jerome Jacomet, the late Jim Stecher and Sam Hastings.

THE YEAR is 1955, and United, Inc., is embarking on a campaign to take its showroom on the road. Here are, from left, Harry Jacobs, the late Harry Jacobs Sr., and sales representative Woody Johnson.

United Then and Now

Coinmen In The News

SEATTLE


III. Group to Gather at MOA

CHICAGO — Harry Schaffer, president of the Illinois Coin Machine Operators Association (ICMOA), said last week that the group will hold its regular fall meeting during the Music Operators of America (MOA) Oct. 27-29 convention in Chicago. ICMOA will meet 11 a.m.-1 p.m. in the Washington Room of the Pick Congress Hotel.

Highlight of the meeting will be a report by a special finance committee, which is investigating people for the newly created post of ICMOA executive secretary. Committee members are Schaffe, former ICMOA President Lou Casola, Rockford; Les Monto, Poria; Charles Matit, Rockford, special adviser to Fred Granger, MOA executive vice-president, Chicago.

"WE WANT YOU!" pose is struck by Music Operators of America executive vice-president Fred Granger at the association office in Chicago. Granger and staff assistant Bonnie York, right, are in final preparations for this week for the annual association trade show to be held in Chicago Oct. 27-29.

Pin Burgrly

MANCHESTER, N. H. — Three flipper games owned by the Manchester Music Co. were broken open at the Eagle Bowling Alley recently and $90 was stolen.

Bally The Wiggler

23 WAYS TO WIGGLE UP HIGH SCORES

From the 2000 per cent Top Roller, which jumps from 10 to 200 when ball is skill-wiggled off the lit Rebound, to the Free-Ball Gate, which delivers an extra ball and 50 points, THE WIGGLER playfield wiggles with score-boosting, play-promoting, profit-booming action, suspense and skill challenge. Get Bally THE WIGGLER today for top earning-power.

The Wiggler includes all newest Bally refinements... Lift-Up Top-Glass Frame, insuring quick, easy maintenance access to "vaccum-packed" clean playfield... new Light-Up Coin-Drop Inserts... Finger-Fit Flipper Buttons and super-sensitive flipper-switch... numerous other improvements. Avoid backers blue. Order THE WIGGLER now.

See your distributor or write BALLY MANUFACTURING COMPANY • 7640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U.S.A.
U.S. Phonos, Games, Vendors Please Japanese at NAMA/JAMA

A VIEW OF THE SIXTH ANNUAL COIN MACHINE SHOW at Osaka, Japan, sponsored jointly by the Nippon Amusement Machine Association and the Japan Automatic Merchandising Association. Some 200 types of amusement and vending machines were on exhibit, including $50,000 worth of U.S. machines.

SEGA MEN SEEN IN CONFERENCE during the Osaka show, from left, T. Saito, David Rosen, R. L. Lemaire, Ted Hollie and A. Takagi. Firm reported brisk sales.

BRING YOUR PONIES IN... with

DERBY DAY

A NEW RACE EACH GAME!

ADVANCE HORSES OR SCORE WITH

1. 2-Position Targets
2. 7-Back of the Playboard Targets

and featuring

Twin — Double Flippers Oscillating Ball Shooter with Pointer
Three Ways to Score Special

Stainless Steel Door Frame & Trim Individual Lift Out Coin Trays

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**Coinmen in the News**

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**Revue N.M. Assn.**

Continued from page 102

now formalizing its own incorporation.

"We're very association-conscious in this industry and we have the largest percentage of MOA members in any area," said John Staggers. "But because our operators are so spread out we have kept the association informal until recently when this school tax situation became serious." Snodgrass said the next meeting of the group would probably be sometime in the next 30 days. He anticipates a membership goal of over 25 operators.

**Music Operating Doll**

Inc., said, "AMA has no plans in the foreseeable future to expand into this field. It is not considered part of our policy of expansion." A Canteen Corp., which is negotiating the sale of its Rowe Machine Co., has turned its buying operations over to a producer of jukeboxes as well as a full line of vending machines. Donald Maxfield, financial vice-president, said, "We don't think we will expand into jukebox operations. We do have background in music in a number of areas but we plan no off-street jukebox operations.

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**POP SPOTLIGHT**

**STRANGE DAYS**

The Doors, Elektra EXL 4014 (S)

Hotly awaited by their devoted followers, The Doors release this, their second album, featuring a more polished and tighter sound. The band's nucleus, keyboardist Ray Manzarek, transforms the husky Lawrence 'LARRY' RIVERA into a different instrument altogether. Backing up is his old bandmate, Frank Zappa, on bass, and Dave Cash, who adds a touch of jazz.

**INNERSPOTLIGHT**

_Sunrise_ (Alcoa 32-10099, S) & _Without a Song_ (Alcoa 32-10009, S)

FFK 72664 (5)

The raw, unpolished quality of the first album remains intact, with the addition of more sophisticated arrangements. The band's nucleus, keyboardist Ray Manzarek, transforms the husky Lawrence 'LARRY' RIVERA into a different instrument altogether. Backing up is his old bandmate, Frank Zappa, on bass, and Dave Cash, who adds a touch of jazz.

**POPP SPOTLIGHT**

**WINTER SPOTLIGHT**

_Vivid_ (Alcoa 32-10099, S) & _Without a Song_ (Alcoa 32-10009, S)

FFK 72664 (5)

The raw, unpolished quality of the first album remains intact, with the addition of more sophisticated arrangements. The band's nucleus, keyboardist Ray Manzarek, transforms the husky Lawrence 'LARRY' RIVERA into a different instrument altogether. Backing up is his old bandmate, Frank Zappa, on bass, and Dave Cash, who adds a touch of jazz.

**POPP SPOTLIGHT**

**THE BEACH BOYS DELUXE SET (6 LPs)**

Capitol TCL 21861 (M), STCL 21861 (S)

The Beach Boys' first album, _Surf City_, was released in 1963, and has been a huge hit ever since. The Beach Boys' second album, _Surf's Up_, was released in 1964, and was also a huge hit. The band's nucleus, keyboardist Ray Manzarek, transforms the husky Lawrence 'LARRY' RIVERA into a different instrument altogether. Backing up is his old bandmate, Frank Zappa, on bass, and Dave Cash, who adds a touch of jazz.

**POPP SPOTLIGHT**

**THE JACKIE GLEASON DELUXE SET (3 LPs)**

Capitol TCL 21861 (M), STCL 21861 (S)

The cream of Capitol's Vitamin C catalog is on this release of the Jackie Gleason 3LP box set. The set contains three of Gleason's most popular albums - _The Early Years_, _The Late Years_, and _The Man with the Golden Voice_. Highly recommended.

**POPP SPOTLIGHT**

**THE POLARIS DELUXE SET (3 LPs)**

Capitol TCL 21861 (M), STCL 21861 (S)

The cream of Capitol's Vitamin C catalog is on this release of the Jackie Gleason 3LP box set. The set contains three of Gleason's most popular albums - _The Early Years_, _The Late Years_, and _The Man with the Golden Voice_. Highly recommended.

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