Peer in Giant Rodgers Pitch
By PAUL ACKERMAN

NEW YORK — The Peer Southern organization will launch a massive promotional campaign to highlight the 40th anniversary of the publishing firm and featuring the career of the legendary Jimmie Rodgers. RCA Records, owner of Peer in matters, will tie in with the Peer promotion and repackage and release various Rodgers albums to be selected by Brad McQueen, RCA Records executive archivist. The promotion will center around the release on April 2 of a 35-minute single, written and produced by Vaughn Horton, titled "Jimmie Rodgers Blues," sung by Elton Britt. The song tells the story of the legendary singer, with the lyric interpolating titles from the Rodgers songs. Disk jockey samples will be available late in March.

The project is of historical interest and is sure to cause a flurry of excitement among jockeys, radio programmers and record buffs. Rodgers, one of the

(Created on page 8)

Stations Play Potpourri Pop
By CLAUDE HALL

NEW YORK — A format based on both rock 'n' roll and easy listening music is sweeping from station to station. It's the newest trend in radio and the curious thing is that at present the format doesn't have the ratings to go with it.

This has not deterred such stations as WHK, Cleveland, KDKA, Pittsburgh; WONE, Dayton; WTIX, Flint, Mich.; and KCBT, Dallas. Other stations have been using this type of music for some time, including KPOL in Los Angeles, WMC in Memphis, WNED in Buffalo and WHN in New York. It has been occasionally playing records that, in the past, didn't program. WXYZ in Detroit is doing much the same thing.

(Created on page 24)

— Advertisement —

R&B-Soul Breakthrough In S. Africa Busting Bias
By MIKE GROSS

NEW YORK — The record business is on the verge of becoming a political force in South Africa. Many industries feel that the record business there has grown to such an extent, and has such a potential for continuous growth, that the giant South African companies will soon be stirring up a breakthrough in apartheid. (Apartheid is the Afrikaanse word for separate development of the white, colored and black races.)

The expected weakening of the apartheid position will be the result of economic pressures rather than show business liberalism. The country is emerging as an important factor in the global market for imports as well as exports and the business community believes that the record buying public can be greatly expanded if the apartheid policy is rescinded. It's estimated that there are 4 million record buyers already secured but that it makes up only a small percentage of South Africa's market potential.

Personal appearances by American recording artists have proved to be an important factor in stimulating the record business there, but the apartheid policy has been keeping the visits at a minimum, and American-Negro artists are choosing to avoid the scene completely because of the rigid segregationist attitude. But now that rhythm

(Created on page 12)

Cap. Grammy Leader With 16

NEW YORK — Riding the strength of two performers — Glen Campbell and Bobbie Gentry — Capitol Records was the dominant factor at the 10th annual Grammy Awards of the National Academy of Recording Arts and Sciences Thursday night (29) at the Hotel Hilton. Collecting a total of 16 awards, including one for an Angel record, Capitol scored best within the pop music category in records, artists, jackets, and songs. Eleven of Capitol's awards were connected with pop music. Miss Gentry won awards for Best Female Vocal Performance, Best New Artist, Best Contemporary Female Solo Vocal Performance, Best Accompaniment Arrangement, Campbell won awards for Best Male Vocal Performance, Best Contemporary Male Solo Vocal Performance, Best Country Recording, Best Country Male Solo Vocal Performance, The Beatles were responsible, largely, for four awards; this includes Best Album Cover and Best Engineered Recording.

If you had to point to any one key success, however, it was the song "Up, Up and Away" and the people and record label connected with it. The Fifth Dimension hit on Soul City Records (distributed by Liberty) was Record of the Year. Song of the Year, Best Contemporary Single

(Created on page 16)

Gretsch Sets 7 'Parties'
By HANK FOX

BOSTON — The Fred Gretsch Co., manufacturer of musical instruments, will bow a Great Gretsch Party in at least seven U.S. cities beginning April 10, following the success of a symposium and concert held in Hollywood Saturday (24) based on the "Boston Sound." Plans for the "parties," which will capitalize on the local rock group sound in each city, were announced by Barry Morrison, head of Marketing 720.

(Created on page 14)

World Pacific, Shoe Co. Tie
By HANK FOX

NEW YORK — In one of the largest tie-ins involving a record company, World Pacific Records and the Thom McAn shoe division of Melville Shoe Co., will kick off a $1.5 million promotion for a new Thom McAn shoe, the "Raga Buckle," and its associated music featuring Ravi Shankar.

Heading the campaign, which runs from March 10-April 6, will be saturation radio spot advertising, with McAn footing

(Continued on page 2)
new Victor single

ELVIS

STAY AWAY
FROM THE M-G-M PICTURE "STAY AWAY, JOE"

U.S. MALE

#9465

METRO-GOLDWYN-MAYER
Presents

ELVIS
in
STAY AWAY, JOE
Co-Starring
BURGESS MEREDITH
JOAN BLONDELL
KATY JURADO
THOMAS GOMEZ
HENRY JONES

Screen Play by
MICHAEL A. HOEY

Produced by
DOUGLAS LAURENCE
Directed by
PETER TRENDSKERY

NOW AVAILABLE ELVIS' VOL. 4 GOLD ALBUM

RCA
ASCAP GROSS WAS $49 M.I.L.

NEW YORK — The American Society of Authors, Composers and Publishers of Recorded Music (ASCAP) turned in a gross of $49,115,759 in 1967. The figure was released at ASCAP's Western Regional meeting last week by the Society's president Shura Gross.

ASCAP's net was $40,257,005. The take from its international sources reached $6,122,500.

MARCH 9, 1968, BILLBOARD

Executive Turntable

Lee Saner has been appointed national sales and promotion director for the recently formed jacks division of the San Francisco-based Impulse, Bluesway and Riverside Records. Saner joins the record company's home office in New York after four years as a local New York City salesman with ABC Records, U.S. Broadcasting Corp., ABC's distribution branch. In the newly created position, Saner will report to Howard Stany, ABC Records vice-president, and will work closely with Bob Thiele, who headsader activities for Impulse, Bluesway and Riverside, in addition to the jacks label.

George Goodwin has been named to the new position of promotion of the Eastern Region for Epic Records. Goodwin has held the same position for the past four years with Atlantic Records. In his new post, Goodwin will work with Eastern distribution of all promotion managers on merchandising and promoting Epic product. Goodwin will report to Richard Atkinson, Epic manager of sales and promotion for the Eastern Region.

Grenna Whitaker has been named vice-president of In- vincible Recording Co. She also will be involved in production, writing and managing, with Leon Brazielien Jones, Invincible Records. Whitaker also will handle the firm's New York office, slated to open in the fall. Her duties also will include overseas operations. Miss Whitaker is a columnist for Afro-American, a magazine, and was an appointed director of public relations for ESP and ORD DISK. She joined the firm in August 1967 as a publicity secretary.

Richard Colzani has joined Musicor Records as a liaison man in the field for sales and promotion between Musicor's home office and distributors, radio and television stations and promotion men. In sales, Colzani will be responsible to Chris Spinoco, vice-president and sales manager. In promotion, he will report to Irwin Rawitz.

Bert Fink has been named director of sales for Merco/ Collegiate Record Corp. Fink previously managed the book store at Syracuse University. Charles H. (Chiz) Schultz has joined Bellafonte Enterprises as executive producer in charge of TV and motion picture projects. Schultz was executive producer of ABC-TV programs 1964 to early last year in both New York and Chicago. Schultz also served as director of programs for Channel 13, New York's Educational TV station.

Edward Kleban has resigned from Columbia Records and signed a three-year contract with Sunbeam Music (BMI). As a composer-harmonic for the Broadway theater. As a pop a producer for Columbia on the West Coast, Kleban produced Percy Faith, Andre Previn, The Four Brothers, Jim Nabors and the source music for the film "The Happening." As head of the Broadway-run of "The Danny Thomas Hour," he was executive producer of ABC-TV programs 1964 to early last year in both New York and Chicago. Schultz also served as director of programs for Channel 13, New York's Educational TV station.

Edward Kleban has resigned from Columbia Records and signed a three-year contract with Sunbeam Music (BMI) as a composer-harmon for the Broadway theater. As a pop a producer for Columbia on the West Coast, Kleban produced Percy Faith, Andre Previn, The Four Brothers, Jim Nabors and the source music for the film "The Happening." As head of the Broadway-run of "The Danny Thomas Hour," he was executive producer of ABC-TV programs 1964 to early last year in both New York and Chicago. Schultz also served as director of programs for Channel 13, New York's Educational TV station.

Larry Delaney is replacing Joe Price as West Coast press information manager for Capitol Records. Ralph Lew has been appointed to the sales and promotion department for the East Coast. Lew will work with Pauncho Cristal, director of Roulette's Latin department, in the development of new writers and the expansion of catalog materials. Bernie Bornstein, former sales manager for San Goody, is now with Gem Electronics of Farmingdale, N.Y.

Paul R. Abbey, formerly vice-president and general manager of American Concertone, appointed manager of the newly created ABC Distributor Division. Shula, who has been appointed to the sales and promotion department for the East Coast. Lew will work with Pauncho Cristal, director of Roulette's Latin department, in the development of new writers and the expansion of catalog materials. Bernie Bornstein, former sales manager for San Goody, is now with Gem Electronics of Farmingdale, N.Y.

Charles H. Huber named vice-president-sales of Magnetic Recorder Co. He continues as general sales manager. Leon Shuman has been appointed to the sales and promotion department for the East Coast. Lew will work with Pauncho Cristal, director of Roulette's Latin department, in the development of new writers and the expansion of catalog materials. Bernie Bornstein, former sales manager for San Goody, is now with Gem Electronics of Farmingdale, N.Y.

Jim Gall has resigned as National Tape Cartridge Corp. vice-president in charge of operations, to rejoin Lear Jet as marketing vice-president. He is being replaced at ITCC by Harry Ringler.

(Continued on page 5)
What's Barbra up to now?

A brilliant new single, "Our Corner of the Night" On Columbia Records.
ANDY WILLIAMS' Label in Gear

LOS ANGELES—Andy Williams' new Barnaby Records swing label is featuring a hot vocalist with the general manager's name. Andy Williams' label and Gear are seeking a professional record man to run the label. First album is included the Osmund Brothers, formerly with Uni and MGM.

Dot to Release Product in Britain Under Own Logo

LONDON—Dot Records will get its own identification here. For the first time, EMI releases the first Dot product under the label's own logo. The company has produced one single and two albums for the debut and three singles have been planned for release the following week.

Includes Teachers

NEW YORK—Due to an error in this week's page story in last week's issue about television exposure of record companies, a reader should have read: An audience of 40,000, including teen-agers and other potential single buyers, is rapidly establishing video exposure of record companies as a major promotion tool. According to the new research, about 40,000 teen-agers are single buyers. Also, the cost of an entire production should have read "has already plummeted from $7,000 to $2,000."
SO HOT! A CHART TOPPER IN 2 WEEKS
IF YOU CAN WANT
SMOKEY ROBINSON & THE MIRACLES
Capitol Reshapes for New Era

Capitol Records, Inc. and Audio Devices, Inc., now becomes a publicly held firm in this country, and is free to utilize its stock to foster diversification.

Capitol also can be expected to be active in more than one production field. EMI, who own a controlling interest in Capitol Industries, Inc. stock, recently bought 25 per cent interest in Associated British Picture Corporations Ltd. (ABPC). EMI also has made known its desire to acquire the major position in the British film firm. ABPC owns more than 30 major pictures, a leading film distribution company and movie studios in Britain. It is the British Columbia parent of Chas. D. Dana, which appears likely it will enter the film production field in the United States with an eye toward acquiring one or more key rock operas.

Capitol Industries, Inc., is structured to include the following five subsidiary corporations:

Capitol Records, Inc., which will continue to manufacture and record phonograph records all over the world, has a 28 per cent share of the Mexican market and for global distribution; Capitol Direct Marketing Company, which will continue to market phonograph records via mail order, books, art prints, and other media; Capitol Tobacco, Inc., which will become the new Capitol Record Club; Audio Devices, Inc., which will continue to manufacture and sell magnetic tape and film for consumer and industrial use, including computer data processing sound and video equipment, recording and reproduction, and also will be engaged in the manufacture of recorded tape and cartridg es; and General Electric, who have been in the film and television business.


golden era.

Merc Catalog Being Issued

CHICAGO — A complete merchandise catalog has been issued by Mercury Record Company for dealers, distributors and radio stations.

The catalog, covering the Mercury, Lightening / Emarcy, Non-Stop and Merchants and States-Mercury recording labels, will be available at cost to authorized dealers.

The catalog is bound in book form and contains full-color photographs of all record labels, complete with all merchandise needed. All record jackets and record sleeves are reproduced graphically for implementation of indentification.

The catalog has been designed by well-known Chicago advertising agency George Ballos, who superintended the publication of this catalog, and will be updated every six months.

Kama Sutra Buys


March 9, 1968, Billboard
His Biggest Since "When A Man Loves A Woman"

PERCY SLEDGE

TAKE TIME TO KNOW HER

Atlantic 2490

Produced by Quin Ivy & Martin Greene
Written by Steve Davis
Published by Al Gallico, BMI

www.americanradiohistory.com
SSS Int'l Revamping Label Design to Foil Bootleggers

NEW YORK — SSS International Records has revamped its label design to counter bootleggers. Shelby Singleton, head of the label, said he estimated a loss of at least $100,000 record sales on "Shoot Bamalama" because of bootlegging. At the same time, the Minaret Records label has been redesigned. Both are four-color.

"We also wanted to give the labels a more modern appearance," Singleton said. The label has launched a building campaign, spearheaded by the signature of Teresa Brewer. Teresa Brewer, who also produces for major labels, will release Miss Brewer on her own label. To promote her first release on SSS International—"Step to the Rear"—Miss Brewer is doing deeper phone interviews with deejays. She will also do a series of TV shows before launching a tour of Europe on April 20.

In Los Angeles

BY ELIOT TIEGEL

LOS ANGELES—It was an evening for three record- ing artists—Bobbie Gentry, George Benson, and the Fifty-Dollar Man—and for Best Classical Performance—Mahler: Symphony No. 8 in E Flat Major and "Offet: Cattulli Carmina." All were Columbia product.

RCA Victor, this year, scored eight awards, the second, "Gentle on My Mind." The first was Best Male Country Solo Award among his four trophies.

By BILL WILLIAMS

NASHVILLE — NARAS here had a near-perfect night, with two awards shared by a winner and a loser.

The crowd obviously was waiting for after-reception, which received four awards. And, although Joe Tex lost out in his bid, he wrapped up the audience with his performance.

There was also much diversification in the show portion of the presentations as in the awards. Miss Wyntee later was named National Guard Armory got it with.

In Chicago

BY EARLE PAIGE

CHICAGO — A sized-up but subdued crowd of record industry people here were re- signed to disappointment at the National Academy of Recording Arts and Sciences’ 4th Annual Grammy Awards held Saturday night.

The largest, most satisfying aspect of the night was the announcement of awards under the direction of radio and recording personnel. The event was attended by bases. The presence of President John F. Kennedy, and Mayor Beverly Briley.
The Monkees

After 5 straight million selling singles...their latest:

"VALLERI"*

c/w "TAPIOCA TUNDRA"

*Arranged by Don McGinnis

PRODUCED BY THE MONKEES

COLGEMS
Manufactured and Distributed by RCA

www.americanradiohistory.com
Wagner Dansant

JUMPING AT 75

PHILADELPHIA — Wagner's Ballroom chucked up the longest continuous operation of an American ballroom last week in marking its diamond jubilee. While never concerned with name bands, Wagner's success over the 75 years was based on the basis of being put on adult ballroom dancing with local and territorial favorites providing the music.

Joe Smith, general manager of the dance spot, received a citation from the city and from representatives of ASCAP, BMI, and Local 77, AFM. Wagner's presently located at the northern end of the city in what used to be a movie house, goes on fire and from time to timeEvening to promotion successfully by Jerry Blavat. For adult dancing, Fuzzy Proctor is the maestro with Mike Peddo's combo keeping it continuing.

"FRED" IS ALWAYS GREAT!

ONLY AS DONE BY

DICK NOEL

&

THE ACADEMY BRASS

PATRICIA RECORDS

408 S. Spring, Los Angeles, Cali.

213-655-3088

PROMO BY

GEORGE JAY

6290 Sunset, Hollywood, Cali.

Labels' Promotional Spending
Blankets Underground Press

"Continued from page 4

ovain's "Weary Your Love Like Heaven," "For Little Ones" and "A Gift From a Flower to a Garden," were chosen and from representatives of ASCAP, BMI, and Local 77, AFM. Wagner's will be put on by Jerry Blavat. For adult dancing, Fuzzy Proctor is the maestro with Mike Peddo's combo keeping it continuing.

Rasputin Cuts Bagatelle 'Live'

NEW YORK — Tom Wilson and Mark Joseph's Rasputin Productions, which is released by ABC Records, recorded the Bagatelle live in London, England, on the Ibex concert. Rasputin also video-taped that performance, which is the filmed history of the group, Wilson and Joseph followed the same, their concert was a part of the 170-stand of Men. The Bagatelle appeared at the Boston Tea Party earlier (Friday, 16th and Saturday, 17th) before preparing for a country-wide promotional tour on the album.

Rasputin also will record the Jill Band, which plays Colby College, Waterville, Me., on March 9; the Midnight Hour in New Haven, Ct., March 17; Boston's Bryant and Stratford College on March 22; MIT, March 24, 1973; Wilkes and Joseph traveled to Sweden to bring their music to the country's top group by Radio Sweden. They are exploring a Helsinki appearance. Prod

Singers for Oscar Entries Named

LOS ANGELES — Five singers of the Motion Picture Academy to interpret an Oscar award at the 36th Academy Awards. They are Angela Lansbury with "Thoroughly Modern Millie," Lesley Ann Warren with "The Bare Necessities," Sergio Mendes with "The Look of Love," Lainie Kazan with "Eye of Love" and Sammy Davis, Jr., with "That's How I Live." Final arrangements for the 36th Academy Awards will be announcement of the 1973 Oscar winners will be made at the Academy Awards banquet on April 8, at the Biltmore Hotel in Los Angeles.

Double for Mauritius

NEW YORK — Paul Maurit, originally from Mauritius, was scheduled to perform on the 12th annual "New York City Film Festival" in New York City. He was scheduled to perform at the festival's opening night on April 8th, at the Loew's Astor Plaza.

Recruitment efforts in the underground have been reported. Mercury advertising manager James Lamont has been studying underground music in two West Coast underground records in the 30,000 production as a promotional tool. A Blue Cheer LP and another Blue Cheer LP. And when the Blue Cheer LP was released, the Los Angeles strip sold 500 copies the first day.

KENT, MODERN STEP UP IN R&B FIELD

LOS ANGELES — Rhythm and blues specialties, Kent Record/Madison Records, will seek a greater involvement in the pop music industry. The 23-year-old company also plans to create a greater emphasis on securing outside promotion deals. A dozen rnb acts present week have been enlisted to be featured on an 8-track recording series. They will be featured in the recording studio to accommodate the increased sales. The company has a "We plan tapping our natural resources like the recording studio and the label catalogue," says Fred Demann, v.p. and general manager.

The hiring of Demann marks a historical show for the company. Joe and Saul Bihr, who formerly ran the operation as a family enterprise. Demann, 28, and Mike Akoppoff, 29, just completed as a producer-director signify "new, young blood" for the company, Saul Bihr said.

Cenci to Head New Distrib in Pittsburgh

PITTSBURGH — Nick Cenci has been named the new independent distributor in this area. Cenci has already contracted with producers such as Motorway, Tamara and Warner Bros. Records, distributed their records. He is at 1623 Boulevard of the Allies.

Recorded by King

NEW YORK — The Billboard "Special Merit Spotlight" in March, has reported that the credit on Capitol Record's "Shes Wears My Ring." It was recorded by King during the coming months.

MARCH 9, 1965, BILLBOARD

12
VOLTAGE FROM LOMA

ROY REDMOND
"Good Day Sunshine"
b/w
"That Old Time Feeling"
#2071

LINDA JONES
"My Heart Needs a Break"
b/w
"The Things I've Been Through, Loving You"
#2091

www.americanradiohistory.com
NEW YORK — A guitar-popularizing program utilizing taped folk music presentation has started at the fourth and fifth grade levels in the New York City public schools.

The program, described by its supervisor, C. Richard Hatch, as probably the first of its kind, is financed by a grant from the Center for Urban Education, with the backing of the federal government under Title IV.

Folk music of all the ethnic groups which have migrated to New York City, are being produced by Reni Sidon’s Guitar Workshop in Rocklyn Heights, L. I. Guitar is being used exclusively for song accompaniment.

Manifold Uses

"The manifold uses of the guitar and folk music in public education is a frontier area which is ripe for imaginative development," Sidon said.

Sidon, who has been working with State educational officials to establish a guitar-teaching curriculum for public schools, is hopeful that the taped-music program in New York City will be expanded to other grade levels and will be followed by ultrasound projection and performance programs.

Pave the Way

Dealers and distributors view guitar instruction in public schools as the key to revitalization of this merchandise category.

"We will stress the potential of folk music as an aid and supplement in motivating students and illuminating academic studies," Sidon said.

"As these new teacher training programs develop and proliferate," he said, "in addition to changing hitherto accepted norms in public education and affecting the thinking and social attitudes of hundreds of thousands of children, there will also be a direct positive effect on the sales of guitars, folk music books, methods and records throughout the country."

Sidon requested a modest grant from the Guitar and Accessories Manufacturers Association (GAMA) to assist in his teacher training programs, but the request was denied at a recent meeting of the GAMA board.

Gretsch to Hold More Parties

The parties will be held in Philadelphia, Los Angeles, Dallas, and three other cities, Morrison said.

The symposium and concert here were underwritten by a correct, WBZ promoted the event.

Among the groups entertaining at the Bay State, Sound Systems, a local club, were the Eden’s Children, an ABC Records group, and the Boston sound rep- tagers attend the four-hour happening.

Marketing 720, a firm that specializes in promotions, or- ganized the event. DeeJay Dick Summer of WBZ escorted the symposium, which was featured and highlighted on the panel several local newspaper, television, and college professors. The contest was handled through Gretch dealers within a 50-mile radius of Boston. Display pieces were placed in every downtown window, as well as in windows of the Melville Shoe Co. outlets, Barry Morrison, president of Marketing 720, said the contest created a heavy customer traffic in Gretch stores, where young males go to them for entry blanks.

A set of drawings, in which Gretch amplifier were given away at a drawing at the event Saturday.

A side effect of the promotion was a contest held by WBZ listeners in their own definition, and winners were awarded Gretsch instruments. The WBZ promotion was aired for two weeks.

Because of the nature of the promotion, Morrison said he was able to reach almost entirely the audience he wanted— young male adults who are potential music instrument pur- chasers. Seventy-five per cent of those who turned out Saturday were, he said.

Bob Thiele of ABC Records was a winner in the Stinger- lem of MGM Records lent a hand by contributing several MGM players and studio machines to give away.

Cool Radio Promo

NEW YORK — WNEW-FM, the 24-hour, no-commercial format station here, is conducting an unusual promotion, a tie-in with Coral electric sitars.

In the contest, running through Feb. 11, the station will give away five of the $300 in- struments, chosen by general manager George Duncan.

Gibson Hunting For Performers To Endorse Line

CHICAGO — Gibson, Inc., is hunting for artists who use its guitars and amplifiers as part of a stepped-up campaign to broaden the scope of its endorsements by recording groups. Larry Coryell, Jay and the Tech, Tommy Cangelosi and Country Joe and the Fish are some of the recent artists and groups that have endorsed Gibson products.

"We have reason to believe that many performers who have endorsed the products of competitor are currently playing Gibson instruments," said Frank Cariaggi, CM vice-president and sales manager for Gibson.

UNI-CASE CONSTRUCTION is featured in the new amplifiers speakers. Danelectro, which marks the Coral line, states that most are enclosed in a No-break amplifier systems comes from a revolving back panel in standard construc- tion, so the 40 boxes may be used. After service, a repair- man usually emits some of the screws, with ratchets the result.

Uni-Case construction utilizes no screws. The front panel is held in by felt squares in the corner, as shown here.

MUSIC HAPPENINGS, advertised extensively in local newspapers, have been used during recent months to promote the members and test of "Limited, Homewood, Ill. This is the report of Charles DeAngelo, owner of the store. A recent "happening," featuring a group called the Abstractions (shown here), was also promoted heavily on high school radio stations. Five area record stores presented coupons from newspaper ads. Other features of the "hap- penings" are product demonstrations, such as a performance by Jensen for its Power Columns and Power Modules. Said DeAngelo:

"The results of the first experiment were astronomical. Traffic in the store increased tremendously over the day-to-day average. With the band playing 20 minutes, with 40-minute breaks, floor salesmen had to "happen" to talk to prospects about the complete Homewood line of instru- ments. Many sales were realized on the spot. Visitors who did not buy immediately promised to return at a later date. We'll run a number of these promotions in the coming year. They're great for establishing a strong store image and a loyal following."

Oliver Offers 22 New Amps

NEW YORK — Brooklyn-based Oliver Sound, Inc., has introduced a new guitar and bass line of 22 tube amplifiers.

All models, in the firm’s Performance series, have patented telescoping amplifier unit which automatically elevates the speaker enclosure, and all models have an extra- long retractable line cord, edge- lighted front panel, 50-watt amplifiers.

Eleven models are equipped with special reverb and tremolo units with a choice of from one to four 12-inch or 15-inch speak- ers. Top name brand speakers are available.

Oliver President Jess Oliver said the new amps are a result of the demand for new designs and better performance.

Donovan Song Folio Issued

NEW YORK — Peer-Southern, Inc. has published the first of two Donovan folios.

The 22-selection folio, its cover in full color, is entitled "A Garden." The first edition is already sold out.

Some of the selections included are "The Land of Haven't to Have," "I Want to Have" and many others.

Endorsement

Composer Dominic Fronteri and guitarist Bob Gibson used Vox organ and guitar, respectively, on the soundtrack of the current movie, "Hang Em High."

The Strawberry, AlhamClock and Richie Havens have been recording extensively with the Coral electric sitar. Bob said local guitarists and sitarists with the Clear Light, has also珊瑚电吉他和珊瑚电吉他。The Who, John Faustino, Peter Rowan, then Moon and Roger Daltry are endo- rsing some equipment exclusivly.

Joe Benaron Resigns Posts

LOS ANGELES.—Joe Benaron, vice-president of Warwick Electronics, Inc., and president of Thomas Organ, re- signed Friday (16).

Benaron, who headed Thomas Organ and its three divisions—Vox guitars and amplifiers, Vox musical instruments and the organ department—will act as a consultant to Thomas Organ.

Robert Bloomgren, an execu- tive with White Focus, a pat- ent company of Warwick and Thomas Organ, replaces Benar- on. Founder of Thomas Organ, in Chicago, will head- quarter here.

New Cork Lube

ELKHART, Ind. — Linton Manufacturing Co. has intro- duced a new cork lubricant with a newly designed container affording the musician complete advantage of the amount applied to cork.

MARCH 9, 1968, BILLBOARD
"SIT WITH THE GURU"
UNI 55055
STRAWBERRY ALARM CLOCK'S
NEW POWER HOUSE SINGLE!

IT'S HAPPENING AT
UNIVERSAL CITY RECORDS A DIVISION OF MCA INC.
We're putting our money where our Roger Williams is.
Here comes the biggest Roger Williams promotion ever. Two months of all-out merchandising to make America's best-selling pianist sell even better!
Lulu a Lulu in First U.S. Nightclub Debut

LOS ANGELES — Lulu, Epic Records artist, made her American nightclub debut at the Coconut Grove Tuesday (27). The 20-year-old vocalist ran into problems with the Frankie Ortega band—which is normally excellent. On several occasions the band and vocalist were beats apart, notably because they weren't watching Lulu, who tended to stretch out phrasing. She worked diligently through 13 numbers and a Judy Garland tribute consisting of a medley of eight selections during a briskly paced 40-minute presentation.

Based on this first public appearance, Lulu is a competent performer. She is capable of gentle ballads as in a song "Morning Dew," and gutsy on "Something Better Than This" (from "Sweet Charity"). "Hallelujah, I Love Him So," "Me the Peaceful Heart" (her new single), and "Day Tripper." 

Her exuberant quality is a marked contrast to the softness in her phrases which spell her interpretation of "Call Me" and the pleading in her voice on her million seller, "To Sir, With Love."

She moves constantly, offering sexy hip gyrations and bits of modern dances.

Cowsills Back on Swing of the U.S.

NEW YORK — The Cowsills, MGM Records group, are back in the U.S. after a date at the Sun Racho Festival for a series of concert dates.

On Thursday (16) the Cowsills will perform at the Civic Auditorium in Grand Rapids, Mich. The following day, Friday (15), the group will appear at the Henry Morrigan Memorial Auditorium, Fort Horron, Mich., and then on Saturday (16) they will appear at the Morris Civic Auditorium, South Bend, Ind. From April 8-12, they'll appear at Disneyland, doing three shows a day, and then on to the New Haven Arena (April 19) and the CVO Auditorium, Scranton (April 27).

Bubblage to Tour Hullabaloo Clubs

NEW YORK — The Bubblegum Machine, whose new Single LP is distributed by ABC Records, will be the main attraction in a number of Hullabaloo Clubs throughout the country during this month and April. The group appears in the New Orleans Club, Friday and Saturday (8-9) and then play the Hullabaloo clubs in Cleveland (March 29-31), Dayton, Ohio (April 10), Lansing, Mich. (April 13-16), and Denver (April 19-21).

Talent Signings

Connie Stevens signed with MGM Records with "Wouldn't It Be Nice" as her first single.

The Orpheum Theater in San Francisco presented two concerts for the Boston group's debut disk is "There's No Place Like Home," with "The Fountain of Youth."

Their initial single is "Love Too Easy" and "Make the Hurt Go Away." They're due in Mercury.

Paul Evans signed with Columbia, where his first disk will be "Mary Jane."

The Temptation's Sells to Invincible Records. Co. for recording and personal management.

Honey, Ltd. signed with Lee Gardens "Come Down" as debut disk for the Detroit girls band. The Loved Ones sold to Roulette with "I Love You, You Love Me" as their first single.

Global Booking Sets New Dept.

NEW YORK — Global Booking Associates, agency for Latin-American talent, has created a new division for non-Latin artists. Predominantly, Global is expanding into the pop and rock fields. The groups to be booked by this new division will be mainly self-contained vocal and instrumental units to be booked into nightclubs, lounges, hotels and resorts.

NEW YORK — Global also signed with Global include the Don Young Four, Eddie Dee & the Versatiles from San Francisco.

In another area of expansion, Al Stevens, vice-president of Global, is in the process of opening a London branch.

Among the Latin-American and jazz artists on Global's roster are Cal Tjader, Machito, Ray Barretts, Pete Tarrace, and the Gilberto Sextet. Price is setting up European tours for several of his groups, and Cal Tjader has numerous Puerto Rican dates upcoming.

Choice Filet of ‘Soul' Dished Out by Rawls

NEW YORK — Chicago soulman Lou Rawls, Capitol Records' jazz-keen blues artist, opened at the Royal Box in the Hotel Americana Tuesday (27) with a thumping and moody menu of "soul food." Slick and sensitive, Rawls dipped into his grab bag of musical styles and came up with jazz, blues, rock and show tunes. Rawls boomed right into his "Show Business" and "On Broadway," then changed gears to grind out "Yesterday" with a haunting beat. After nursing "Shadow of Your Smile" with all the vocal attention he could muster up for the song that spurred the turning point of his career, Rawls, aided by con-ductor-composer H. B. Barnum, shimmered and rapid-fired his way through "When the Sun Goes Down." Barnum constantly perked up the musicians backing Rawls, with a furious barrage of gymnastics, punch- ing, pointing and boosting the beat to the brass, bass, drums and Rawls introduced his new Capitol single, "Evil Woman."

(Continued on page 20)

Jim & Jean Off to Coast for 6 Months

NEW YORK—Jim & Jean, Verve Forecast's act, will relocate to the West Coast for the next six months. The folk-rock duo has been based in New York for the past year with occasional trips to the West Coast for recording. The move to the West Coast stems from the band's belief that the range of their musical influence and keep their sound fresh.

Ealing "People World," will be re- leased later this month.

ATLANTIC RECORDS and Jay Kay Distributing Co., Detroit, placed host to Arista Franklin afternoon on radio at 119th Halle there. In photo at left are, left to right, Paul Drew, of CKLW, Miss Franklin, and Johnny Kapan, of Jay Kay Distributing.

LULLABY}
Hip Pocket Records wouldn't be so hot if the artists on them weren't so hot.

Each of the two numbers we put on a Hip Pocket Record has made it big. Sold maybe a million copies or more. That leaves just forty-nine million kids to buy these hits on HP's. The numbers are still getting a big play on the air. Kids are still screaming for them. But, for the most part, just can't find them on 45's any more. That's where Philco Hip Pocket Records come in. And at only 69¢ (for two big hits) they may make selling the second million copies easier than selling the first million.

Neil Diamond (Bang). Rated #1 male artist by Cashbox.

Tommy James (Roulette). Rated #1 male artist by Billboard.
Hip Pocket Records have him and The Shondells with these hits: "Mirage," "I Think We're Alone Now," "Hanky Panky," And "Getting Together." Add the best sellers of The Buckinghams (U.S.A.). The Young Rascals (Atlantic). And Wilson Pickett (Atlantic). And you're beginning to see why Hip Pocket Records can put a lot of new profits in your pockets.

The Doors (Elektra). Rated #2 new singles artist by Billboard.

Aretha Franklin (Atlantic). Rated #1 female artist by Billboard.
She's getting Hip Pocket Records off to a flying start with these big ones! "Respect." And "Soul Serenade." Just try to name another label with that stable of talent and top sellers. As we said, Hip Pocket Records wouldn't be so hot if the artists on them weren't so hot.

Manufacturer's Suggested List Price.

PHILCO
FAMOUS FOR QUALITY THE WORLD OVER
PHILCO-FORD CORP., PHILA., PA. 19134

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"CRY LIKE A BABY"
Mala Records
1967's Best Seller—"THE LETTER"
And Their First Album "NEON RAINBOW"
The Fabulous Entertaining

PAT AND BARBARA
 Currenty Pat & Barbara's, Atlanta, Georgia
First Album—Chetwynd Records
"THERE IS A TIME"
Opening Cincinnati Playboy Club
March 4

ARDNOL AGENCY, INC.
1280 W. PEACHTREE BLDG.—SUITE 380
AC (404) 523-2521
ATLANTA, GA. 30309

fever tree is coming

Campus Dates
Pete Seeger appears at Our Lady of the Lake College on Fri-
day (8).
The Magnificent Men, Capitol artists, appear at Camden (N.J.)
County College Thursday (29).
Adelphi University, Friday (1); and
George Washington University, Saturday (2).Anthony and the Im-
portants, Vego artists, appeared at the Adelphi date, also.
Columbia's New Christy Min-
drels perform at Southern Metho-
dist University Friday (15).
Tower's Jake Holmes plays the
Coffee House at the University of
Connecticut Friday (15) through
March 20. He performs at Mon-
mouth (N.J.) College on April 13.
Lori Burton, Mercury Records,
performed at Annadale Sunday
(25) after a date at Trinity Col-
lege of Hartford, Conn.

ARNOLD ACADEMY, INC.

HARRY GUARDINO, center, co-star of Paramount Pictures' "Treasure of San Gennaro" is flanked by Herbert E. Marks, left, president of
E. B. Marks Music, which produces the score from the film, and
Stanley Mills, firm's general professional manager. The soundtrack
album is on the Buddy label.

Nashville Toasts Drink
Bill '26 Clubs Spring Up

NASHVILLE — Less than
six months after passage, en-
actment of a liquor-by-the-
drink bill here is changing the
entertainment face of the city.
Nashville is the only Ten-
nessee city which now allows
liquor to be served at res-
taurants and supper clubs. As a
result, the following has taken
place:

The Rainbow Room, long a
"strip" club in Printer's Alley,
series of screen tests with sev-
eral major studios.

4 Jazzmen Put Neophonic
Into a Swinging Groove

LOS ANGELES—Four es-
established jazzmen made the
Los Angeles Neophonic Or-
chestras swing as the orchestra be-
gan its third season of present-
ing symphonic creations.
With Stan Kenton at the helm,
the 26-piece orchestra
provided an outstanding outlet
for specially commissioned
works by Gerald Wilson and
Jimmy Jones, who performed in
Julian (Cannonball) Adder-
ley and Wes Montgomery
in the music center Monday
(19).

This quartet of veteran jazz-
men provided an inspirational
lift to the program of nine
original compositions, including
two reprises from the orches-
tra's debut season.

The arrangements by Wilson
and Jones bore a marked dif-
derence from the creations of
Hugo Montenegro and Johnny
Williams (whose works were
repeated), plus the introduction
of such new composers as
Willie Maiden, Ray Sherman,
Ken Miller, Alf Clausen and
Dee Barton. The Wilson, Jones
effort was established rhythm-
ic patterns in which Adder-
ley (performing Wilson's "Col-
lage") and Montgomery (per-
forming Jones' "Late Flight")
could work in a constant and
consistent manner.

Montgomery's octave guitar
style perked up the audience
and he could have scored
further with another selection.
The appearance by the two
name musicians proved that
when a major solo force is in-
stilled within the framework
of the orchestra's often brooding,
somber sound (five French
horns add unique mid-range
tones), it is made more palat-
able.

Two additional concerts are
scheduled for the Neophonic
this year, with Duke Ellington
mentioned as one possible
companion of one.

EDGAR TEIGEL
March 9, 1968, Billboard

"This is my woman."
"FRED IS ONLY GREAT!
ONLY AS DONE BY
DICK NOEL &
THE ACADEMY BRASS

COUe IDENTIFICA 4c RENS
408 S. Spring, Los Angeles, Calif.
213-465-3008
PROMO BY
GEORGE JAY
6290 Sunset, Hollywood, Calif.
LESLEY GORE

SMALL TALK

BIG HIT!

Produced by: Charles Koppelman & Don Rubin
A product of Koppelman-Rubin Associates, Inc.
NO ONE...
BUT NO

Produced by
LEE HAZLEWOOD

www.americanradiohistory.com
Their big new single...
"COME DOWN"
b/w "TOMORROW YOUR HEART"
LHI-1208

"COME DOWN"
Exclusively on
LHI RECORDS

www.americanradiohistory.com
Radio-TV programming

Rock & Easy Listening
Play Explode on Outlets

HOT 100 RECORDS

Best Pick: "In Our Corner of the Night," by Barbra Streisand.

Best Leftfield Pick: "Little by Little," by Tony Bennett. (A&M)


WASHINGTON — The Federal Communications Commission has given the general manager of WMCK, McKenney, Pa., a scolding for not having kept track of the music programming on his station more carefully.

The Commission found last year that a deejay on the station had interests in a record company and a nightclub, and was associated with two local musical groups, whose taped recordings were played over the air. The deejay, Terence Tronzo (a name Terry Lee) has since told the FCC he dropped the outside interests, and was disassociated from the two local musical groups.

He said he had played tapes of the performances only to help the groups get a start. The FCC found his statement true, and made no conflict of interest charges.

However, the Commission wrote the station last week that the general manager, Peter Stanton, had apparently not known of the playing of the tapes, although he had been carefully monitoring all programming.

The FCC warns the license to keep closer tabs on the programming, just in case deejay "interests" might lead to conflict of interest. The station faces possible fine of $500 for violations that fail to require proper log programming and file time brokerage contracts.

FCC's Bill Ray, chief of the Commission's complaints and compliance section, said that cases of this type were "just tricking in occasionally at the station, the WHK playlist is pretty long. Russ Knight, the manager, and Gaines listen to every request. But, "Before, when we were playing rock and roll, the playlists records to play was easy ... just looked at the Billboard Book. Now it doesn't look so easy. We have to listen for the second, the melody, the information, the arrangement. We don't play everything by a Frank Sinatra or the Supremes. Only their best."
From the charts of the world—David McWilliams is here!

Belgium's Best Sellers

<table>
<thead>
<tr>
<th>WALLOON SECTION</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Judy In Disguise (John Fred/Stateside)</td>
</tr>
<tr>
<td>2</td>
<td>Hush (Billy Joe Royal/C.B.S.)</td>
</tr>
<tr>
<td>3</td>
<td>Days Of Pearly Spencer (David McWilliams/Major)</td>
</tr>
<tr>
<td>4</td>
<td>Yet My Name (Humes Record Co.)</td>
</tr>
<tr>
<td>5</td>
<td>L'amour To Ressemble (Adamo/EMI)</td>
</tr>
<tr>
<td>6</td>
<td>The Ballad Of Bonnie &amp; Clyde (Georgia Fame/C.B.S.)</td>
</tr>
<tr>
<td>7</td>
<td>Nights in White Satin (The Moody Blues/Deca)</td>
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</table>

France's Best Sellers

<table>
<thead>
<tr>
<th>This Last Weeks</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Days Of Pearly Spencer (David McWilliams)</td>
</tr>
<tr>
<td>2</td>
<td>Toppler</td>
</tr>
<tr>
<td>3</td>
<td>Les Blues D'Amour (Lois salesman) EMI/Pathé Marconi</td>
</tr>
<tr>
<td>4</td>
<td>Comme Un Garçon (Sylvie Vartan) RCA; Euro France-Tilt</td>
</tr>
<tr>
<td>5</td>
<td>Dans Une Heure (Sheila) Carrière; Carrière</td>
</tr>
<tr>
<td>6</td>
<td>Puis tant de rêves dans mes bagages (Adamo) EMI; Pathé Marconi</td>
</tr>
</tbody>
</table>

David McWilliams

Days of Pearly Spencer
b/w There's No Lock Upon My Door

Single K396

KAPP RECORDS
a division of Universal City Records Inc.
Another Smash!  
THE  
STRAWBERRY  
ALARM CLOCK

"THE PRETTY SONG FROM PSYCH-OUT!"

UNI 55055

Congratulations from AMERICAN INTERNATIONAL PICTURES & DICK CLARK ENTERPRISES on your new hit "The Pretty Song From Psych-Out!" from your new motion picture box office hit "Psych-Out!"

Another Smash!

THE STRAWBERRY ALARM CLOCK

"THE PRETTY SONG FROM PSYCH-OUT!"

UNI 55055

Congratulations from AMERICAN INTERNATIONAL PICTURES & DICK CLARK ENTERPRISES on your new hit "The Pretty Song From Psych-Out!" from your new motion picture box office hit "Psych-Out!"

CLEVELAND—A few hours of progressive rock music once a week on WCLV-FM is paying for the classical music program at the same time slot the other six nights of the week. Bob Conrad, vice-president of programming and operations at the ERP 40,000-watt station, said that Perlisk's Project is entirely underwritten by record companies. The show, aired 11:15 p.m. Friday to 6:30 a.m. Saturday, is hosted by Martin Perlisk and has been on the air about three and a half years.

WCLV-FM is a classical music station, but Conrad has found there is a "cross pollution" between classical music and progressive rock. Because of the show, we're also picking up a younger set of listeners, too. One kid recently said he felt we were a groovy station."

One of the key features of the progressive rock show is interviews. Arlo Guthrie recently did an hour an a half on the show after finishing up his performance at the Ledaque, local nightspot. Jan's Ian has also guested on the show at length.

On March 1, the station had its second annual "Be-Out," which Conrad said is the opposite of a be-in. The Blood, Sweat and Tears group of Al Kooper and the Canned Heat will perform live on the station. Bankrolling the be-out is Columbia Records. Gene Setler, local Columbia manager, set the show up. Perlisk, incidentally, doubles with intermission interviews for the Cleveland orchestra broadcasts on WCLV-FM and also hosts a classical record review show on Sunday nights.

WHEW Playlist

Up to 20 LP's

WEST PALM BEACH, Fla. — After five weeks of trying out albums mixed half and half with singles, WHEW here has added its album playlist to 20 LP's and is exposing three to five new albums each week, said program director Steve Armstrong. He added that the staff is "convinced that this is the direction modern radio is taking."
THE NEW DANCE CRAZE THAT IS SWEEPING THE NATION
"THE HORSE"

HEART & SOUL RECORDS

GET-E-UP (THE HORSE)
THE PREPARATIONS

HEART & SOUL RECORD CORP.
Cathy Lynn
Barney Williams
Richard Ferris
David Simons
888 8th Ave., NEW YORK (212) 586-7334
WRCP Country Hits Sears Sales Builder

**Continued from page 24**

McCurdy has attended sales meetings at Sears to help them selling music. He would work to break country music records and gave initial exposure in the area to Honky Cornell "Skag's a Rope" and "By The Time I Get To Phoenix" by Glenn Campbell.

**Continued from page 29**

"Knowles also said that he had been feeling the impact of WRCP on country music sales for the past couple of months."}

**Continued from page 26**

his audience was ready-made. Having been a disk jockey in Philadelphia, Williamsport, and York, Pa., he was already well known to many of the servicemen from these areas. "We program up to 15 hours during the two hours," he said. Before "Got" Break ended a TV program called "In Country" for APVN-TV. The show followed a similar format to Johnny Carson's "The Tonight Show."
the hello people: a cut above...

the hello people are just like everyone else only more so in fact they are so much like all of us that they feel the same things we feel only twice as hard
what's totally amazing however is that none of them finds what he may have experienced to be unique they each take it for granted that you must have felt the same things only they realize you may not like to talk about them
that's what this lp is all about to articulate some very personal experiences that may have almost universal application to sing about life and love and hopes and dreams, and sadness and disappointment and sometimes a child smiles through a window although outside it's raining

presenting the hello people - a mime group
smoothie sings lead and background plays bass saxophone and clarinet writes songs
goodfellow sings lead and background plays first guitar writes songs
wry one sings background plays flute saxophone clarinet
tambourine finger cymbals and oboe
much more sings background plays organ and piano writes songs
country sings lead and background plays rhythm guitar bass
harmonica kazoo and comb with wax paper writes songs
thump thump thump thumps

PHS 600-265/PHM 200-265 Featuring the Single PAISLEY TEDDY BEAR b/w A Stranger At Her Door 40522

Philips wants everyone to meet The Hello People:
Die-cut posters/Stand-up displays/Local advertising/Personal Appearances

A Concert House Production by Lew Futterman

PHILIPS RECORDS/A DIVISION OF MERCURY RECORD PRODUCTIONS, INC., 35 E. Wacker Dr., Chicago, Illinois 60601
**Radio-TV programming**

**Vox Jox**

- **Continued from page 29**
  fans a couple of times a year to the WWVA "Jamboree" in Wheeling, W. Va., this year is also taking a plane load March 29 to Nashville to see the "Grand Ole Opy."  

Johnny Patton is no longer at WCBM in Baltimore; in fact, he's the new program director of WHEN in Buffalo and one of the prizes in a recent contest was a Rickshaw. It was won by a nine-year-old girl scout and Bill Masters, 1-a.m. air personality, took her for a ride at the Girl Scout Fair. I've just been promised a box of Girl Scout cookies if I'd run the picture and you know how long they lasted on Girl Scout cookies.

* * *

**KING'S NEW STAR**

**Flickers**

**CHARLES VICKERS**

"LOST MY FAITH IN YOU"  

"DO ME GOOD!"

Moving up! Up! Up! In SALES and PLAYS #6128

**KING RECORDS, INC.**

**BEST BETS FROM DUKE RECORDS, BACKBEAT RECORDS**

"WOMAN WITH THE BLUES"  

The LAMP Sisters  

Duke #427 Moving On All Charts

"DRIFTIN' BLUES"  

Bobby Bland  

Duke #432

"A PIECE OF GOLD"  

Bobby Bland  

Duke #433 Double Barrel Hits

"TO BE MY GIRL"  

John Roberts & The Hurricanes  

Duke #429 No. One In Houston

"BE EVER WONDERFUL"  

Joe Hinton  

Backbeat #589 "Joe" Does It Again

2809 Erasrus Street  

Houston, Texas 77026
World-Wide Focus on
BRENTON WOOD
4th CONSECUTIVE SMASH!
LOVEY DOVEY KINDA LOVIN'
DS 126

JUST COMPLETED!
4-week tour of Europe
where GIMME LITTLE SIGN
is now atop all pop charts

UPCOMING!
Dick Clark "American Bandstand"
Sat., March 9  ABC-TV Network

LATEST HIT ALBUM!
BABY YOU GOT IT
DSS 5003 (stereo)
also includes
GIMME LITTLE SIGN
on cartridge tape
DST 4003 8003
and on compatible cassette
DSC 003

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HOOVEN-WINN PROD.
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www.americanradiohistory.com
2 More Pilots Aim For Syndication

NASHVILLE—Two more "pilot" films for television syndication have been videotaped, bringing to about 20 the number of country music shows either being viewed by prospective sponsors or actually in circulation.

Matt Renda, of E & R Talent Agency, Charlotte, N. C., has produced a pilot called "Country Cavalcade of Stars." In the pilot, Webb Pierce is the featured performer, with George Riddle, Benny Martin, Kitty North, Bashful Brother Oswald and the Marxophone Singers, A&R has, in the past, produced shows for local TV in Charlotte. This pilot was cut at WSIX-TV here.

In Hannibal, Mo., a pilot, "Possum Hollow RVD," has been taped for a projected color film series. The film features Rex Allen, Bobby Parrish, Donna Cay and Frances Ann (the James Sisters), Dave Finn, Toby Dick, Earl Williams, Harvey, Leona Lyyn, Lynda Cassidy, Speedy Haworth and the Jenny Jamison Show Band of KSTL, St. Louis.

WSM-TV, here, recently completed a pilot for the "Martha Caron Show," which now is being shown to prospective sponsors. The production also has just begun, on a local basis for the time-being, a show titled "Gospel Country," featuring the Rev. Jimmy Rogers Snow, son of "Grand Ole Opry" artist Hank Snow. WSM-TV also tapes the Porter Wagoner Show, Flatt and Scruggs, Those Stonemans, the Bobby Lord show and the National Life Grand Ole Opry.

WSIX-TV is doing the Bill Anderson Show, the Wilburn Brothers Show, the Ernest Tubb Show, Music City—USA, and a Wally Fowler Country Show, in addition to five gospel shows. A planned pilot for Leon Ashley and Margie Singleton has been delayed "indefinitely." However, the station is expected to begin taping a new series in the near future.

Other country television syndicated shows are being done in Houston and Chicago. Green Grass Productions of Los Angeles has two representatives here last week discussing the possibility of a country television replacement were Lee Karsian and Ray Harner. Specific plans were announced.

Artist Award To Jennings

ATLANTA—A two-show crowd of some 7,000 witnessed WPLS's "Shower of Stars" at the Atlanta auditorium, and saw Waylon Jennings as the "Artist of the Year" award.

With the biggest advance ticket sales in 10 years for any event in Atlanta, the afternoon matinee was held. A good turnout for the afternoon performance a few more than 5,000 who turned out for the night show. It featured Sonny James, Connie Smith, Porter Wagoner, Dolly Parton and Jennings.

Listeners voted on the competition for "Artist of the Year," with Jennings the eventual winner. A close second and third were Merle Haggard and David Rogers. More than 5,000 cards were received in one day in the competition.

Sherill Will Oversee Cuts

NASHVILLE—Billy Sherill, newly named executive producer for Columbia and Epic here, said he would "oversee" the operations of both country artists of both rosters.

"I really haven't had time to make any plans or decisions yet," Sherill said. "There are about 40 people on the Columbia roster and I'll go down the list to determine who I'll work with.

He said that Frank Jones and Glenn Sutton would continue producing their artists on the labels, and that Bob Johnston—who was named producer "at large"—will work with many of the pop groups both in Nashville and in other cities.

Sherill currently has 10 artists on Epic, and plans to continue working with them.

Tucker Interim Chief of Boone

NASHVILLE—J. Hal Smith, owner of Boone Records, has named Tucker Carson as successor to Bobby Bobs, on a temporary basis as vice-president and general manager of the label.

Boho resigned last week due to "difference of opinion" with operations of the company.

Tucker, who was handling J. Hal Smith Enterprises in Houston, has moved to Nashville for the time being. "Tucker will take over until I can find a permanent replacement," Smith said.

ROY ACUFF IS HONORED on the 30th anniversary of his first appearance on WSM's "Grand Ole Opry." Nashville. Among those taking part in the observance were, left to right: Mayor Gordon Browning, former manager of the "Opry" manager Ott Devine, Rose, president of Acuff-Rose, also presented a separate plaque.

Chart & RCA Team to Wax Samples & Campbell Album

NASHVILLE—Chart Records president Slim Williamson and RCA producer Bob Ferguson have combined to produce a comedy album, featuring two of the best-selling country comedians in the business. Chart's Junior Samples and RCA Victor's Archie Campbell have cut a set together, a confrontation at the "Bulldog Country Club," which will be released on RCA.

Earl, Chart had loaned Lyn Anderson to Victor to do a duet album with her mother, Liz Anderson, and as part of that arrangement, Campbell did the session with Samples. "An invitation only" audience was in the studio for the session, among them Steve Sholes, who flew in from New York City to attend. Chet Atkins and Felton Jarvis also lent hands in the production.

Slated for June release, the tape had to undergo judicious editing, boiling it down to nearly two hours of comedy.

2 Plead Guilty of Bilking The Confederates of $1,000

NASHVILLE—After three days of trial, two co-owners of Dino Productions here, a one-time music firm, pleaded guilty in Criminal Court Wednesday (28) to charges of fraud. The two, Carl E. Friend and Kenny Roberts, agreed to make restitution of some $10,000 to 17 music groups throughout the country. The men also were sentenced for 90 days and 25 days in the workhouse, fined and ordered to pay court costs.

The manager of Dunlap is not the artist of the same name who records for Stanley Records.

According to the complaint, Friend and Roberts were charged with defrauding a Cleveland group known as the Confederates of $1,000, by promising to produce, distribute, and promote their records, and to secure personal appearances for them.

The Confederates, all aged 14 to 16, reportedly were promised a contract with London Records, promotion in 22 major cities, and a full-scale banquet in their home city.

District Attorney General Tom Shriver charged that Dino Productions agreed to be doing business with such personal assistants as Louise Armstrong, the Ramrods, and Walter Williams. Jr. Depositions have been obtained with stenographers.

According to the complaint, the Confederates—Joe Bizoysky, Ross bowl, Larry Thomas, Jack Mack, Bruce Kowalski and Edward Swoa—paid Roberts and Friend $1,000 for services promised but not delivered.

BLUE BOYS PAINT LOUNGE RED WITH SCORING STINT

NASHVILLE—During the era of the late Jim Reeves, he helped make a name for the Blue Boys. Since his death, they have made a name for themselves.

Appearing at the Black Poodle Lounge here, the four versatile singer-musicians showed why they have been consistent record sellers and crowd pleasers. They drew packed houses throughout the week, including some of their colleagues from record row.

Bob Logan, leader of the Blue Boys, has one of the finest solo voices around, and when it's supplemented by the harmony of Bunky Keels (piano) and Leo Jackson (lead guitar), it blends into a fine sound. They performed, instrumentally and vocally, a wide range of tunes, but stopped the show with a rendition of Stephen Foster's "Beautiful Dreamer." Others which drew rounds of applause were "It's Such a Pretty World Today," "You Win Again," "Waitin' in Your Welfare Line" and "San Antonio Rose." Logan, who has grown into an audience, also did several of the crowd requests, much to their pleasure.

Larry Handley on the drums completes the group, which not only has talent but is since Reeves' death, 0.110 measuremantly in stature.

BILL WILLIAMS
**Hot Country Singles**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>37</td>
<td>19</td>
<td>FOR LOVING YOU</td>
<td>Bill Anderson, RCA Victor 47-2211</td>
<td>20</td>
</tr>
<tr>
<td>38</td>
<td>44</td>
<td>FIEST CITY</td>
<td>Junior Samples, Capitol 47-9212</td>
<td>3</td>
</tr>
<tr>
<td>39</td>
<td>57</td>
<td>MOTHER, MAY I</td>
<td>Don Gibson, RCA Victor 47-2111</td>
<td>3</td>
</tr>
<tr>
<td>40</td>
<td>41</td>
<td>THANKS A LOT FOR Tryin' ANYWAY</td>
<td>Don Gibson, RCA Victor 47-2111</td>
<td>12</td>
</tr>
<tr>
<td>41</td>
<td>40</td>
<td>LITTLE GREEN APPLES</td>
<td>Roger Miller, Capitol 47-2111</td>
<td>1</td>
</tr>
<tr>
<td>42</td>
<td>43</td>
<td>ROCKY TOP</td>
<td>Eddy Arnold, RCA Victor 47-2111</td>
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<td>EVERYBODY GOTTA BE SOMEWHERE</td>
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<td>NOW THING TAKES PLACE OF LOVING YOU</td>
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<td>THERE AIN'T NO EASY RUN</td>
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<td>WELCOME HOME TO NOTHING</td>
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<td>FIND OUT WHATS HAPPENING</td>
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<td>M'L &amp; MRS. JOHN SMITH</td>
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<td>I JUST WASTED THE REST</td>
<td>Porter Wagoner, Capitol 47-2211</td>
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Another hit for The Harden Trio. On COLUMBIA RECORDS
Capitol Records paid him $50,000 and you probably don't even know who he is.*

Something very important is happening here. Nothing like it has ever happened before, yet it is going to happen again and again. Capitol Records, a conservative and cautious record company, paid the young man on the left this phenomenal advance on a recording contract even though he and his group are virtually unknown outside the city of San Francisco.

The news of that signing was carried in the November 31 issue of Rolling Stone, a new rock and roll publication based in San Francisco and distributed throughout the United States and Canada. Every other profession and art has a journal for its membership, followers and fans, yet rock and roll—the most popular art of them all—until now has not had one.

Rolling Stone is a magazine-newspaper devoted to the activities and news of rock and roll: the artists, the music and those subjects the music embraces. There are record reviews but no sales charts. But what is most important about Rolling Stone is the intangible way in which it reflects—in fact, is a part of—the changes in rock and roll since the Beatles.

Rolling Stone is now over three months old. Jerry Wexler, the Gavin Report's "Record Executive of the Year," has subscribed since the second issue. Atlantic-Atco has advertised since the first issue. Why not you? It may be what's happening.

Take a chance...

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Rolling Stone
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Gentlemen:
I am enclosing $10 for a one-year (52 issues) subscription to Rolling Stone.

Name
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Harry Peebles Sets M.o. Fair

SEDALIA, Mo.—Two nights of country music music in the spirit of the 1968 Missouri State Fair, it was announced last week by Gilbert Askew, fair manager. The Harry Peebles Agency, which has been used for such promotions, has arranged for the appearance of guest host for ABC’s “The Breakfast Club” for a two-week period. Brown is the first country singer invited to host the show.

VICTOR'S JIM ED BROWN (tlf) and the label’s country promotion manager Wally Coggin go on the road with plans for an appearance as guest host for ABC’s “The Breakfast Club” for a two-week period. Brown is the first country singer invited to host the show.

YESTERDAY'S COUNTRY SINGERS

John D. Loudermilk appears on ABC’s “This Morning” show (8) and, among other things, will sing a duet with Eddy Gorme of the standard “I Really Don’t Want to Know.” Loudermilk also will sing some of his own songs. Paul Stare, National Public Radio country music promotion manager, has left for the Twin Cities. John was the first to host the show.

NASHVILLE SCENE

track Used by Date for Disc

NASHVILLE — Date Records, a Columbia subsidiary, has utilized a single sound track for several recordings.

Producers Stan Shulman and Dick Head have taken the track from the song “Forever Is Over,” with the Marionettes and the Nashville Strings, and used it to back the same song by Eddie Rabbit on the same label. The song is from Dollar’s album, “The Wheels Fell Off the Waggon Again.”

Then, utilizing a reverse procedure, the sound track from Rabbit’s single “The Bed” was used to back the same song by Dollar, with 78rpm records were done at Columbia Studios here.

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Country Music

YESTERDAY'S COUNTRY SINGERS

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NASHVILLE SCENE

Change of programming from your librarian’s shelves, featuring the discs that were the hottest in the country field 2 years ago and 10 years ago this week. Here’s how they ranked in Billboard’s charts in those years.

COUNTRY SINGERS—5 Years Ago

March 9, 1963

1. Don't Let Me Cross Over—Carl Bell (Decca)
2. From a Jack to a King—Willie Nelson (United Artists)
3. Ballad of Jed Clampett—Lester Flatt & Earl Scruggs (Colombia)
4. Song to ruining Rose—Roy Drusky (United Artists)
5. End of the World—Skater Davis (ABC Victor)
6. Is this Man—Jim Reeves (ABC Victor)
7. T for Texas—Grama Jones (United Artists)
8. I'll take the Chance—Eustace Rhoads (United Artists)
9. Walkin’ with a Princess—The United Artists (United Artists)
10. I’m so much in love with this song...I can’t stop—Perlman Wagner (United Artists)

COUNTRY SINGERS—10 Years Ago

March 10, 1958

1. Ballad of a Teenage Queen/Big Ruins—Johnny Cash (RCA Victor)
2. Don’t let me Beg of you—Elvis Presley (RCA Victor)
3. The Story of My Life—Marty Robbins (Columbia)
4. This Little Girl of Mine/We Tell Him—Evelyn Brod (Columbia)
5. Great Balls of Fire/You Want Man—Jerry Lee Lewis (Columbia)
7. Oh, Lonesome Me/I Can’t Stop Loving You—Don Gibson (RCA Victor)
8. My Special Angel—Bobby Helms (Decca)
9. Oh, oh, I’m falling in love again—Jewel Jones (United Artists)
10. Anna Marie—Jim Reeves (RCA Victor)

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(Continued on page 50)
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GREEN TAMBOURINE
the lemon pipers

RICE IS NICE
SHOESHINE BOYarin
TURN AROUND TAKE A LOOK
BLUEBERRY BLUE
ASK ME IF I CARE
RAINBOW TREE
THROUGH WITH YOU
STRAIGHTEN' BEHIND
FIFTY YEAR VOID
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DOT RECORDS

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CAMPUS
Attractions

Advertising Deadline
MARCH 15

Formerly Billboard's Music on the Campus
N\OEWKY — Columbia Records is running a large-scale promotion to support its new Tenor Tabernacle Choir catalog except for seasonal material, such as Christmas titles. The promotion will be done in conjunction with the latest release by the choir, a second "Greatest Hits" volume with Eugene Beaudette. The delphina Orchestra, includes dealer price incentives, ad mats, window displays and advertising.

Dealers purchasing any two albums at full dealer price from the 15 catalog albums involved can be furnished "Greatest Hits, Volume II at 1968, price, 95 cents. Tony Martell, manager of Columbia's New York branch, has arranged for a 25-record cartons containing 10 selected titles from the top of the and 15 of the New LP. The catalog includes two Gold Records: "The Lord's Prayer" and the two-LP Handel's "Messiah.

50th Anniversary

Three pressings are being issued by Leonard Bernstein and the New York Philharmonic, in conjunction with the orchestra's 125th anniversary, including a special "Highlights" LP of "Figaro." This latter album includes the full opera, as well as "Le Nozze," with light opera overtures of "Fledermaus," "Ricercar," "Rossini," "Tannhauser," "Dona Nobis Pacem," and a third album has two Beethoven symphonies.

Tozzi is the latter, to be conducted by Italiana. Soprano Emma E訂chini is featured as "Francesca da Rimini," and the latter, to be conducted by Gunther Maria Koji, is "The Lady's Prayer," and the two-LP Handel's "Messiah.

CBS Issues

1st 'BOMARZO'

NEW YORK — CBS Records is issuing the first recording of Alberto Ginastera's opera, "Bomarzo," which is receiving its New York premiere with the New York City Opera. (Citi Opera will be broadcasting on Thursday (14). The three-record set of the Wolfgang Wagner will also be issued. The recording features most of the singers of the original cast, conducted by Rudolf, who will be performing the work here.

Feature will be Salvador Novoa, Clarizanne Turner, Isabel Faghi, Joanna Simon, Richard Stone, Roberto Gregori, Susanne Lois, and Jojo Ramassama.

Anita Dottori and the Stock- It is also displayed extensively for Colum- and also appears on RCA.

Miss Caballe displayed her fine controlled vocalism throughout.

Merc. Issues 1st Record by Henry

CHICAGO — Pierre Henry's "Le Voyage," an electronic music score, has been released by Mercury Records this month. It was the first recording for the company's "Electronic" line. Also being issued is a three-LP set of "Anima" from the Swiss "Certified Grosso, Op. 6 with Raymond Leppard and the English Chamber Orchestra. The cello sonatas with solos by Janos Starker and pianist Georgy Ser- hok, and classical ragas of India. This last does not utilize the title except for seasonal material, such as Christmas titles. The promotion will be done in conjunction with the latest release by the choir, a second "Greatest Hits" volume with Eugene Beaudette. The delphina Orchestra, includes dealer price incentives, ad mats, window displays and advertising.

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CONCERT REVIEW

Khachaturian at Carnegie

NEW YORK — Armenian composer-conductor Aram Khachaturian ended his successful American conducting tour on Monday (27) leading the American Symphony in a program of his works at Carnegie Hall. The highlight of the evening was his "Cello Concerto," which featured Karen Georgiev. 1966 Tchaikovsky Competition winner, as soloist. Miss Georgiev, who made her New York debut the previous day, tackled the difficult piece with a high degree of virtuosity.

Khachaturian, a straightforward conductor, also led his "Symphony No. 1," excerpts from his ballet "Gayane," including the familiar "Saber Dance," and an excerpt from his ballet "Spaetis," all flashily with rich Armenian strains.

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Capitol Classics has Constantine Silvestri and the Borromeo Symphony in Rimsky-Korsakov, and the second "Best" volume of the Hollywood Bowl Symphony conducted by Felix Slatin.

Electroda's Stereo 'Venice'

COLOGNE — Electroda is the first stereo recording of Johann Strauss' "A Night in Venice" as one of its 14 spring titles. The operetta, which is being offered on a subscription basis, has Anne-Isabelle Schmitter, Ruth Streich, Nicole Carel, Hermann Prey and Cesure Curzi as soloists. Gido Zdrale and the Wiener Hofburg Orchester and Chorus (Revuevag), Angl. Scopus.

Mormon Choir

The second two-LP set of Scarlatti sonatas by harpsichordist Ralph Kirkpatrick. The two volumes contain 60 sonatas. A collection of Venetian songs by Lotte Lehmann is being as "Nabucco" and "Ernani," and the music that came shortly after "Luisa," "Rigoletta," "Traviata" and "Trovatore," occurs over the course with many rich melodies.

Schippers Right

And, "Luisa Miller" has the right conductor in Thomas Schippers, whose mastery of early Italian opera has been evident in his recent debuts, which was as conductor of Donizetti’s "Don Pasquale." Schippers has recorded on Columbia, RCA, CBS, London, and Angel, which mencioned in connection with this ad. Due this month on RCA is Verdi’s "Ernani" with Schippers conducting. The package, featuring Cesare Biondi, Marcia Serio, and others, was a bit overdone, but the recording of the opera starring Cicero Lucio-Volpi and Luise Petri on BLA is available on Everest.

FRED KIRBY when answering ads... 

SAY YOU SAW IT IN BILLBOARD

MARCH 9, 1968, BILLBOARD

[Note: This text is a combination of reviews and advertisements for various musical performances and recordings, featuring composers such as Khachaturian, Beethoven, Verdi, and choir conductors like Aram Khachaturian. It also mentions the Electroda stereo recorders and Columbia Records' offerings, including recordings of Mozart, Beethoven, and Verdi. The text is a snapshot of the music industry's landscape during the mid-20th century.]
**Fontana Special, 1st Budget Line On Major Label, to Debut in U.K.**

By NIGEL HUNTER

LONDON — Fontana Special, the first budget line on a major label here, makes its debut March 8. The product will be albums billed as "stereo playable monaural" retailing at $1.50 each.

A notable aspect of the line will be volume in both pop and classics. Regarding the latter, there will be luxury packaging and cut sets at a cost of only $1.50 per record, and all product will be contained in full-color laminated sleeves.

"No other company has used a major label for a budget line," said Philips general sales manager Walter Woyda. "We are setting a new standard in $1.50 value. Double albums and box sets will not be, in a budget price range, and the product comes in full price quality packaging. The key to success is in fact a budget line in price only." Philips plans bi-monthly releases of Fontana Special material. Each record will contain a complete catalog of titles within the sleeve, and this same feature will also apply to new releases on the sister Wing label.

"These records will constitute a double-edged selling weapon," Woyda continued. "They can be put in the $1.50 Wing browser or they can stand on their merits of quality in the normal browsers. The stereo playable monaural aspect will be the biggest influence in enabling dealers to rationalize their stocks instead of the old wasteful principle of carrying stereo and monaural versions."

Woyda advocated the current Wing browser for housing the new Fontana Special and that dealers will produce a new headboard for the unit with each successive bi-monthly release to highlight the salient selling point of the issue.

Prominent in the March 8 initial pop release are three albums for which Woyda predicted "dealers will see sales they've never known before."

They are: "Wichita Cathedrals" by the New Vaudeville Band, "D D D B M T" by Dave Dee, Dozy, Beaky, Mick and Tich, and "Lady Godiva" by The Sir Walter Scotts.

**Pubs Scoring With Remo Tunes**

By GERMANO RUCISTO

MILAN — While the San Remo Festival records' sales are generally slowing down, the music publishers are getting a run on their songs through sub-publishing deals and recordings by international stars.

Publishers are completing their sub-licensing of the San Remo songs, some of which have been assigned for most of the world countries. Arista's "Per Vivere" and Aristofono's "Canzone Per Te" are credited for the highest royalty advance, in $7,000-$6,000, respectively. Aristofono got $6,000 more from "Mi Va Di Cantare" and "Un Uomo Piu' Solo Per Amore." Other money-makers are Sugarman's "Quando Mi Innamoro" and "La Tramontana," El di Chris' "Casa Bianca," Ritti's "Deborah" and Clau's "Canzone." The latest is credited to San Remo numbers, French, Mirelle Mathieu (Barley) will cut "Canzone Per Te," a sub-published by Edizioni Tutti, in French, English and German for release in the corresponding countries. Same songs will be recorded by Mina (PDU), Spanish Dyango (Edafi) and, probably, by England's Dusty Springfield (Philips), Roberto Carlos version has been issued in Brazil and will soon follow in most of South America. Its author, Sergio Endrigo, will be in Brazil Tuesday (5) to participate in a movie production and will promote the song.

Curti's "La Vita" has been recorded by England's Shirley (U. J.), for release in U. S. and U. K., as "This Is Life." Elie Gandolfi (Cemed-Coruscato) made it in Spanish for immediate issue through Reiter Barcelona. The Steve Core and also from Curti, will be released in France by Richard Anthony (EMI).

"Per Vivere" will be cut in French by Line et Willy, which will release it early April 6 London Eurovision Song Contest. It will be produced by Mirelle Mathieu or Dalida (Barclay).

"Casa Bianca" is being considered for recording by Andrea Casella and Wilson Pickett, Sugarman's "Sera" would be released by England's Cilla Black (EMI). Dionne Warwick will release her San Remo number "La Voce Dolce Silenzio" in the U. S. "Quando Mi Innamoro" will have worldwide exposure through the Sandpipers' version.

"No Amore" will be recorded by Don Johnson, Matt Monro, Frank Porcell and England's Norrie Paramor.

**Europa, Somerset to Step Up Album Pace**

HAMBURG — Miller International will expand the production of LPs on its Europa and Somerset labels.

Miller announced three new releases on the Somerset label ($2.45) and four on the Europa label ($1.25).

The new Somerset titles are "Hit a Cregg with the Orche-stra of Frank Valdor;" selected international beat hits by the Berlin beat group "The Odd Persons;" and "J. S. Bach," the first such budget-priced recording of Bach's three sonatas for flute and cembalo played by Hedwig Bilgram and Paul Meisen of the North German Radio Sym-phony.

The new Europa titles a Ti- guana-style LP "Mexico Party?;" "The Swingin' Sound of Soul" with "soul interpreter" Donnie Burks: "Kuckeheleied," a collection of folk songs inter- preted by Gerda Maria Sommer, Ingrid Juergens and Benny Ger- lenbach; and "Bombensinnung," a sing-along party disk.

Miller said that despite growing competition from the big concerns, especially in the $1.25 bracket, he has been able to increase substantially its sales and to expand corresponding its share of the German budget-price market.

Miller International is determined to capitalize on its position as one of the few German labels which refused to hike prices to cover a 3 to 4 per cent hike in value added taxes through introduction of the added-value tax on Jan. 1.

**Electrola's Veder Calls Decline of German Hit Tune Primary Problem**

By OMER ANDERSON

This is the second of two arti-cles based on an exclusive Bill-board interview with Dr. Ladis-las Veder, managing director of Electrola. In the following article, Dr. Veder analyzes the real causes for the weak position of German hit tunes, discusses the development of classical production and surveys the German market outlook for 1968.

COLOGNE — Dr. Ladislas Veder, managing director of Electrola, calls the "ever-wasier position" of German hits "a primary problem" for German music companies.

He noted that in recent months much has been said about the decline of German hit tunes, both at home and abroad. In Veder's opinion, there is a fact that the fact there is no real German "show business." This means that German composers and interpreters have little possibility to introduce German hit tunes to an audience in public performances.

Veder said "German show business" means that German composers and interpreters have little possibility to introduce German hit tunes to an audience in public performances.

Veder said "German show business has been destroyed in the war and has never been re-vived. The important people who in the past had this show business in their hands left Ger- many, and they have not re-turnd; and there have been no successors."

"The only task of replacing the missing show business, as concerns the German hit tune business, is made especially critical by the fact that artist representation is made especially critical by the fact that artist representation is made a state monopoly of the German Trade Office by a 1927 law."

"This means," Veder con-tinued, "that artists are subject to the same hiring processes as household help or part-time le- aders. Through this law, the possibility has been eliminated (Continued on page 45)
LONDON — United Artists is reorganizing its American subsidiary labels in the United States, according to sources. UA has previously had a licensing contract with EMI to release its product here which was due to expire in October. From the beginning of next year, UA will have a pressing and distribution deal with EMI only.

The company plans to activate one of its American subsidiary labels (then Solid State, later this year and the record outfit has had a new logo designed by the Royal College of Art in London for the UA label in readiness for its debut on the British market. United Artists is currently closing a deal for a label to break into the budget market where product from the company's back catalog and its American UA lineup will be issued. UA will also introduce the True Action Adventure Series and the Talespinners line for children which will be issued on United Artists.

United Artists is operating from its new premises in Mortimer Street and the general manager Martin Davis.

**EMI Realigns In Int'l Sales**

LONDON — Provision of repertoire by EMI Records to its American subsidiaries Transglobal and Transglobal Music will in the future be handled through the EMI International sales department.

This move aligns EMI's American activities with its other overseas markets which are already serviced by this department.

General manager A. M. Smith has named Lionel Flower to head the American marketing operation. Flower will work in close liaison with EMI's pop repertoire and marketing divisions in the U.S. and will receive maximum promotional aids for the benefit and use of EMI's licenses in the States.

**Barcelona**

Following the success of French singer Suca Disto's Spanish recording "Los Bigotes," Odeon is negotiating with EMI Records for Spain TV promotion. Odeon has released a new 'Bigote de Baco' for the "El Gran Musical" show. Conductor and pianist of the symphony orchestra in Venezuela to appear in the Remo Festival, Buenos Aires, and his orchestra were in the studio recording 14 songs in the San Remo finals. The show will be held February 12th. Juanito Valdemoros (Bolivar) left for a tour of southern France.

Jean Ramon Bonet (Ediala) appeared on the Catalan TV show "Mini Novetats," and Southern Music reports four Spanish versions of "The Ballad of Bonnie and Clyde" by Louis MacNeice (Odeon). "Hoagy's Blues," "Vai Much," by the Suffolk and "Pata Pata" by George Dunn. The French version of '"Vai Much" was written by Jacqueline Riveras and "Pata Pata" was written by Jacon and Ramsey.

Meanwhile British Decca has acquired exclusive recording rights in the UK for the English- and Spanish-language operetta "The Heart of Another." All rights were written by Jacqueline and Ramsey.

Bruno Lonzo completed his last LP for Discophon, "I Due Geni del Chianti," for his Spanish version of "La La L'Alpe di Siusi." Recorded in Italy, the album has been released in Spain and France.

There are currently six different Spanish LP's in the Remo Festival mini-concerts "La Truama Toscana.

Bruno Lonzo completed his last LP for Discophon, "I Due Geni del Chianti," for his Spanish version of "La La L'Alpe di Siusi." Recorded in Italy, the album has been released in Spain and France.

**Nuremberg's Jazz Fest Set**

NUREMBERG — This city, with its reputation as the Mecca of Modern Art, will sponsor a jazz festival March 30 to April 1.

The main concert, to be held in the Meisterstrichhalle, will bring together jazz heavyweights, including theSergio Endrigo (Fonit-Cetra), the Italian representative at the Eurovision Song Contest, will hold at the Albert Hall, London, April 6th. Endrigo will sing "Marionette," a new song penned by him and published by Fonit-Cetra's music distribution Cemidom, in Italy, and distributed by the State Radio-TV company which retains the rights to the singer and approves the song.
from The
Music Capitals of the World

Bonnie was accompanied by Alney

Lundby's Retaliation for his

Bastetto violin, worth $4,000, and
dating from 1670, was stolen
tuesday, a member of the Northern Sinfonia,

was visiting a

London bookshop.

Composers have been

the acts for Michael Tippett's opera "The

"The Sense of Hearing"

sung open next month. Gillian Lyne

has also been eagerly

invited.

The first album by Spice and

Our Gang is released by Mercury

Mike Steyn, who was musical

director for Lionel "Bert's" "Oliver"

for over three years, is

running the band at the

The indie bird network. First two

albums are comedy discs featuring

Ilustrate Lites and Peter

Sutcliffe.

Norman Beaton from

"Do you remember our musical

certain director of a British

school at Warne, Worthing. He

composed the music as "Jack of

the Staff and Liverpool in 1965

during the Commonwealth

from which he retired,

"Down, Bath" will be staged in

Worthing next month. Ger-

Cesar Scardella of Toussaint

at Covent Garden March

30. Toussaint will also

on tour in the States after signing Al Saxon

and Dorothy Silverman.


gavel

New York

The 4 Seasons, Phillips, artist,

"Lavender" and his appearance tour at the Westbouy

Hotel in New York April 3, then to Paris for a

eye to Europe for a 10-

day tour. Phillips will open the 16 performances in

England, Germany, France, Belgium. His London

Tower's John Holmes plays Phil-

adelphia's Supper Club March 12. Al Knopp, vice-president of Local 602 of the American

Fed. of Musicians, saw the 1968 Chairman of the Musi-

cian's Division of the United

States Department of Labor.

A member of the Cow-

llows, MGM, is starting with the

family group with the addition of Paul and

Paula. They will be headed for the group who

recently in Connecticut. Mike Gilmore, who was on

the Today Show and the Tonight Show.

Bobby Darin, Atlantic artist, headlines at the Capodiscan for

two weeks on the isle of

George Bruckman has

completed musical arrangements for a custom album "The Silver Dollar Country," which features

Lanny Ross, Marty Robbins, Melba

Kane & Co. will handle national press for the Magnificent Men of Cap-

itol. Page Morton insured the East Coast playing her new

Audio Fidelity single. Mrs

Emerald Whittaker, H.J. Mc-World

וצג por el director de la Calya Philhar-

monic, un under-three concierto.

cierto es el pianista de 25 años, Con-

flauta, Berta And到位, y el

oboe, y con

el coro, que incluye algunos estudiantes del

MUSIC SCHOOL. En este concierto, el

director, el conductor de la Orquesta de Jazz de la Universidad de

California, se encuentra con músicos de la ciudad de Los Ángeles, entre ellos

una solista de cuerdas y un coro de chicos.

El concierto se llevará a cabo el próximo viernes, a las 8 de la noche, en el Teatro de la Unidad Cultural.
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A growing library of MUSICASSETTES everywhere, featuring music by top-selling artists in a variety to suit all tastes and needs . . . .

THE **Compact Cassette** SYSTEM WITH MUSICASSETTES
the cassette is a sensation the world over...

THE CONCEPT
The right answer to what music lovers demand from a tape system: compactness, extreme ease of operation, and quality.
Stereo and mono fully compatible through ingenious track arrangement.
Cassettes interchangeable from home units to car units and vice versa. Locking system to exclude accidental erasure on recording units.
Easy selection with fast forward and rewind; 2-track permits easy indexing and spot finding.
Full possibilities for home and in-car recording on the blank cassettes (60 or 90 minutes).

THE QUALITY
Fine musical quality, according to the best traditions in the tape recording and record industry.
Full satisfaction for critical ears, even when classical music is played.
Dependability in cassette design and in every item of the Philips cassette equipment range.
Cassettes will work in recorders and players either horizontal, vertical, sideways... in any position.
Normal thin tapes used in cassette, give no dirt on heads or other breakdown problems.

THE "INTERNATIONALITY"
Philips is an international company and took care that dozens of the best manufacturers of equipment all over the world participated in launching the Compact Cassette system.
The Compact Cassette is now the only system comparable in international distribution to gramophone records!
Cassettes can now be played (and are played) by millions in any country in the world.

LAUNCHED BY PHILIPS
DIONNE WARWICK in Valley of the Dolls

THIS IS THE ONLY ALBUM IN WHICH DIONNE WARWICK SINGS VALLEY of the DOLLS!

SCEPTER RECORDS

As performed by Miss Warwick in the 20th Century-Fox movie. 33,000,000 people will see Scepter's full-page advertisement on Dionne's Valley of the Dolls in the March 19, 1968, issue of LIFE MAGAZINE.

See you at NARM in sunny Florida.
where the conversation's at

the mind blowers

S/6104 THE AMBOY DUDES

S/6107 THE TANGERINE ZOO

S/6105 THE TIFFANY SHADE
Fidelipac® 880
"The Professional"

It took time, study, and an intimate knowledge of the industry to create a "Professional" 8 track cartridge. Who but TelePro could qualify so eminently. As the industry's leading supplier of cartridges for the duplicator and the broadcasting industry, TelePro has set the standard of design and quality for over a decade.

More than 50 million cartridges in use today bear the Fidelipac trademark of quality.

PRODUCT DEPENDABILITY! The dependability of a Fidelipac Cartridge is known throughout the industry. Major record companies using Fidelipac Cartridges report that Fidelipac has the highest Q.C. acceptance rate.

GUARANTEE? TelePro has a reputation for integrity. We back up every single cartridge we produce. The reputation of the company, its desire to indemnify its customers against loss is not an idle boast at TelePro. For years we have operated under this principle. You can judge the future by the past. TelePro stands behind its products. It always has, it always will.

The new Fidelipac 880 is by all tests, the most "Fail Safe" cartridge in the industry. Coming from the oldest and largest cartridge producer, this statement "means something".

You be the judge! Phone or write for free sample and information.

**GUIDE RING**
Allows for smoother tape exit, separates tape mass from reserve storage area and allows smooth operation for any length, short or long.

**DYNAMIC OPERATION**
Tape path and moving parts design offer dependable performance under severe vibration, twisting, tilting, or shaking. Tape opening and throwing are virtually eliminated.

**DIRECTING PIN**
Encased in teflon, avoids friction, significantly lubricates the tape, adding life to tape player head, resulting in greater fidelity for the life of cartridge and player units.

**NEW CORE DESIGN**
Maintains smooth permanent lock to fire, reducing wax and flutter, extending tape life.

**NEW PINCH ROLLER**
Optimum width provides excellent coupling to the capstan, withstands temperature variations, physical abuse and tolerates differing capstan force in playback machines.

**PRESSURE PADS**
New wider longer teflon faced from pads assure full width head contact. Affixed in permanent position, they assure proper alignment with low friction and excellent head wrap for high fidelity.

**CORNER POST**
Designed to guide tape at proper level within exacting tolerances required by E.I.A.

**CLOSURE**
A new concept in design—three grip sockets and friction pins located in the front and on each side assure perfect alignment when cartridge is pressed firmly together. Can be opened without expensive jigs or drilling machines.

**TELEPRO INDUSTRIES INCORPORATED**
Fidelipac Division
Cherry Hill Industrial Center
Cherry Hill, New Jersey 08004
609-424-1234

WORLD'S LARGEST MANUFACTURER OF TAPE CARTRIDGES
Mendel Battling Discounting
Via the 'Complete Inventory'

By CLAUDE HALL

COLUMBUS, Ga. — One of the key methods of fighting discounting, believes Ed Mendel, who owns three record outlets here, is a complete stock. Mendel, one of the original Dr. Jives on radio several years ago, operates a store in a shopping mall here with at least three nationwide chains almost at his doorstep.

"They're discounting tapes around me—though not as much as records. But the one thing I've got that they don't have is a complete inventory. I've been stockin' tape CARTRIDGES since RCA Victor first began releasing them. People know that if they want a particular artist on tape cartridges, they're more likely to find it at my store than any place in town."

Dr. Jives Record Shop at the mall is really in a mall-type of store, as opposed to his other two outlets which deal primarily with singles (one is a 100 per cent R&B outlet). In the mall store, Mendel tries to maintain as complete an inventory in tape cartridges as he does in albums. He has two International Tape Cartridge Corp. racks plus all displays of other labels. Only the teen product is kept under lock and key, because pilferage is more liable to happen with teen material. Mendel has found "I really stop up on 4-track product because no one else is stockin' it," he said.

"On any Saturday, I'll sell 40-45 tape cartridges and to me it's just the coming thing. I'll know about what I'm going to take in record sales before I even enter the store. If it's a normal business Saturday, I'll know my cartridge sales were off. But if business overall is up by the hundreds of the day, 'I'll know it's because we've been doing good in tape cartridges."

The two biggest seller are "Telemid's Greatest Hits" and "Ottu Live in Europe." He said that the latter cartridge, since the death of Ottis Redding, is difficult to keep stocked because it sells so fast.

Muntz Trains Reps as Musicmen

By ELIOT TIEGEL

LOS ANGELES — Muntz Stereo-Pak has initiated a campaign to make its automotive industry representatives more musically aware. Bob Demian, recently hired by the company's first field sales representative covering the Midwest, is charged with "making the Muntz automotive reps better music people," explains Gene Block, Muntz's national sales manager.

There are nine representative firms which handle Muntz cartridge product through automotive outlets. In Block's opinion, these firms have to understand the commerciality of music and recordings.

Block looks to the recording industry as a major source for getting future salesmen who can impart information on the music business to those tape cartridge retailers who may be selling music without any knowledge of the field.

With sales of hot album product now falling more in line with that product's cartridge counterpart, Muntz feels automotive representatives should understand the importance of selling a hot album as opposed to it.

As part of his job, Demian will augment the in-person efforts of the company's representative firms on the retail level, keeping a check on product availability and helping map merchandising plans. Muntz does a limited amount of work in the sales side field.

GRT to Release Roulette Product

LOS ANGELES General Recording Tape will release cassette, reel-to-reel, 4- and 8-track product for Roulette Records. The first release is "Best of Tommy James and the Shondells."

GRT also will release 40 other titles, including works by Boots Randolph, Dionne Warwick, the Impressions, Hugh Masekela, Etta James and Don-ovan.

Lib. Opens Cassette Invasion in Europe

LOS ANGELES—Liberty is releasing its first cassette in Europe, with corporate President Al Benet believing this campaign will "be the sur-
viving tape CARTRIDGE system. The executive, however, said that he may place longer for the cassette to overtake the 4- and 8-track cartridges of the U.S. than for it to dominate the Contin-ent.

The cassette field in Europe will have tremendous accept-

ance, Bennett feels, following an on-the-spot observation of Euro-

pean market conditions.

Liberty will parallel its Euro-

pean and U.S. campaign, since the company believes casset-

sets don't relate to the record market. "We're hitting a differ-

ent part of the market and are not commercially encroaching on the 4- and 8-track systems which are coming to America, he says because of the car market. But in Europe, where cars are compact, there hasn't been any room for the large 4 or 8-track players. A new small unit from Philips may elevate this situation, Bennett said.

The Munz corporate thinking is that the days of merely duplicating a record company's product are gone. "We have to go further and help sell the prod-

uct on the retail level," says Block. Demian, he points out, is in essence a district sales manager for each of the record companies, since his concern is helping the product from cop-

ies suppliers.

Demian, formerly with Mira Productions, and Block, formerly with UNI, both spent one month at the Munz Van Nys, Calif, headquarters in a familiar-

ization program designed to pro-

vide them with all facets of the cartridge business. "You have to know everything from how to install a unit in a car to how to handle the tape winds, in order to talk knowledgeably to people new to the field," Block emphasizes.

The Munz tape catalog is more than just its desire to secure exposure for the stereo tape cartridge industry.

First Quarter Promotion Kit contains a brightly illuminated electronic sign, window streamers, banners, mobile displays, newspaper masts plus win-

"in store" advertising mate-

rial. Jerry Keller, ITC's National Sales Manager anticipates that over 10,000 retail outlets will participate in this ITC promotion. This means that there will be many window or "in store" displays which will tell the consumer that stereo tape cartridges are available in these stores.

This offer is the first to receive regular scheduled exposure on national radio. In three months, each month, a different "name tape label" stereo cartridge will be on the air. The tape labels to be aired on the full ABC network on Saturday nights will be the "hot" tape cartridge of the month. This pro-

gram for one year will and will con-

tinue to hit KFWX, WABC, WNUV, viewers that such great albums as "Doctor Demento," "Vera Alpert" and the famous bands' albums and many others are available on stereo tapes."

Another great thing has been added to the mix with the $2.99 "we name tape label" eight and four-track cartridges in the First Quarter Promotion. These are not "budget" cartridges, but the assortment carries the names of ABC, Command, Roulette, Audio Fidelity, Anchor, Muntz, Master and others. The assortment of $2.99 cartridges comes with a free attractive metal rack, that holds 30 car-

tridges. This complete 30-pack car-

tridge with the free rack can be pur-

chased by dealers from ITC dis-

tributors in either the 8-track or the 4-track configuration, or a combination of both.

The $2.99 promotion is but a small part of a tape cartridge program which offers over $20,000 in prizes. Most important, this program really puts a dealer in the stereo tape cartridge business with the "hottest" tape cartridges of the month.

Dealers are invited to write to Inter-

national Tape Cartridge Corpora-

tion at 533 5th Avenue in New York City for the name of their nearest distributor. ITC distributors are blanketed the entire nation, and your inquiry will be passed on to the distributor closest to you.

LEONARD HIMOTO, DOT Records artist, visits in the tape CARTRIDGE de-

partment of Colony Record Store in New York from left, Tex Wiskish, manager of the department; Himoto holding a Muntz 4-track cartridge of his first & Ernie Paul of Colony, and Lanny Lee, Dot promotion man showing Himoto's second LP, just released.
He'll like our loaded leaders. And the tape will go on smoothly, wear longer, play trouble-free. Because this cassette lives up to the original specifications for compact cassettes — no skipping inside. And because it is molded as precisely as the reels and cases we sell to the computer tape industry.

We grew up on such standards. We don't know any other kind. But we have learned how to price cassettes for the trade.

Take us to your leader.

"Take me to your loader."

Data Packaging Corporation
205 Broadway, Cambridge, Massachusetts
TWX 710-302-0660

CASH IN on both Home and Auto Tape Markets with ROBERTS

Only ROBERTS gives you TWO outstanding combination CARTRIDGE and REEL RECORDERs that record 8-track cartridges for car stereos from real, FM stereo and LP records . . . allowing your customers flexibility to produce their own cartridges for car stereos.

Also ... records from FM stereo, LP records and mike. Plays real or cartridge through built in speakers. Mikes, blank cartridges and other profitable accessories available.

Write ROBERTS for more profit, more ways, more often! Write for particulars.

The Pub. Co. of Los Angeles. Calif. 90016

Communication Electronics Sells Pilfer-Proof Display

OKLAHOMA CITY — Communication Electronics, a tape CARtridge wholesaler here, has begun marketing a "thief-proof" display case which allows consumer free handling of the tape while guarding against pilfering.

Tommy Hoshall, president of the firm and inventor of the device, said he has patented displays in three models, capable of holding 60, 100 or 700 tapes.

"A retailer always had a problem," Hoshall said. "If tapes were kept out of a customer's reach, he couldn't look at the tape over and examine it. When made accessible to him, there was always danger of theft. This solves both the problems."

The display extends forward 14 inches, with a Plexiglass front. In the front is a round hole, 13 inches in diameter. This allows the customer to put his hand in the hole, pull the tape forward and examine it, but not remove it because the tape is four inches wide. He can easily get his hand out.

Hoshall said a customer always likes to examine a tape and this way it can turn completely around without removing it. The tape displays first were sold at Tape Town, a franchise retail operation here. Called Pickatape, the display case has been sold only in Oklahoma City. Hoshall plans to distribute it nationwide.

"We had to prove it first here. Now we're getting demand from everywhere," he said.

Communication Electronics handles most lines of tape cartridges as a wholesaler, including GRT, Columbia, ITCC and Muntz. The firm now also is manufacturing displays for tape cartridge units, which also will be marketed to retailers. We are making them so that the tape displays can sit right on top," Hoshall said.

Col. 1st Canada Firm to Make Cassette LP's

TORONTO — Columbia Records of Canada is the first Canadian company to produce cassette product domestically, moving into the configuration ahead of its U.S. parent company. First release will be early this month with six cassettes of best selling albums.

The move was made "in view of the accelerating growth in sales of cassette playback equipment in Canada, and consequent consumer demand for the best repertoire in cassette form," said Fred Wilmot, vice-president, sales and manufacturing.

The initial release includes "Tony Bennett's Greatest Hits (Volume 3)", "Andy Williams: Born Free; "This Is My Song," by Ray Conniff and the Singers; "Johnny Cash's Greatest Hits"; Barbra Streisand's "Simply Streisand," and "Themes for Young Lover" by Percy Faith, his Orchestra and Chorus.

The cassettes will be marketed through Columbia's record distributors, Columbia Records Distributors of Canada in Toronto and Montreal, Canadian Electronics Ltd., in Edmonton, Van Horne Electric Supply Co. in Vancouver. Suggested retail is $6.95, same price as imported cassettes. At present, Columbia is still importing its 4 and 8-track cartridge product.

All Sound Sign is Pointing Way to Bigger Tape Sales

MINNEAPOLIS, Minn. — What's the best way to draw downtown traffic to a suburban auto show? All Sound Center is attempting to broaden audio tape interest in the Twin City market.

"Frankly it is difficult to bet dealers who will stock enough audio tapes to properly move the line," he points out. "Service dealers are not at a premium. We are not attempting to compete with dealers but we do need to expand the interest in auto tape players and equipment."

The Golden Valley installation houses a number of allied businesses, including Heilicher Bros., Inc.; J. L. Marsh, Inc.; Minisound Stores; Sierra Recording Co. and All Record Sales, Inc. The combination covers most phases of the selling and promotion of musical instruments, tape recorders, phonograph records and accessories.
Coast Carton Brightens Mart

By BRUCE WEBER

LOS ANGELES — Rising interest among record companies in how to mass market tape CARtridges attractively and inexpensively is giving Coast Carton Corp., Montebello, an opportunity to develop new packaging ideas. 

The firm is initiating new methods in packaging, using bright colors — for jack-jobbing operations and new techniques in carton plastic packaging, among others.

On the designing board, and being prepared for presentation to major record companies and tape manufacturers, are several innovations in merchandising, including a cassette package involving a folding carton with plastic casing and a "slip bubble pack" and a design for twin multi-variety packs.

"Record companies are beginning to realize that artists alone do not sell tape products," says James L. Yowell, sales director at Coast Plastic Packaging Co. and on the sales staff at Coast Carton. "Executives now feel tape product can sell with name artists but in conjunction with bright, modern packaging," he says.

Yowell sees the rack jobber as providing the key to the industry, because he comes into direct contact with the consumer. "It's time record companies started mass merchandising tape production supermarkets, drugstores and independent retail outlets. And it can't be done," warns Yowell, "unless it is done with Coaston plastic packaging concepts."

Jack Francis, vice-president of Coast Carton, reports his company, which does more than $500,000 in sales each year in tape cartridge packaging, will present its new design concepts to Capitol, Muntz Stereo Pak, the Warner Bros.-Seven Arts family of labels and Cerroncorp, a blank tape manufacturer in 4 and 8-track, reel to reel and cassettes.

Coast Carton manufacturers package for Capitol, Dot Records, Original Sound, Reprise, Muntz (4 and 8-track), Warner Bros. and Cerroncorp, which became the first company to order the "slip bubble pak" for its blister packs, a three-cassette variety type package.

"Pres-recorded tape product needs a marketing shot in the arm, and record companies now realize it must come from packaging, not artistic value alone," says Yowell. "Blank tape, of course, needs even superior packaging."

"Consumer attraction," he says, "is the next step for increased tape sales if it can be accomplished inexpensively."

Servicing Distributors Rack Jobbers and Dealers

Stereo Tape CARtridges

IMMEDIATE DELIVERY

World's largest catalog of stereo tapes, 8 and 4-track • Players, Car and Home • Cassettes • Piller-proof racks • Head Cleaners • Blank Tapes and all Allied Products

Cash in on this booming industry!

AMPEX STEREO TAPE OFFICIALS were shown their new cassette display unit for the first time last week by the design firm Frank Mayer & Associates. Seen at the presentation were, from left, William Crawfordfield, AST marketing manager; Don Negele, president of the design firm; AST general manager Donald Hall; Frank Mayer and Bob Morrissey, also of the design firm.

DGG Testing Single Market Concept on Pop & Classical

By OMAR ANDERSON

HAMBURG — Deutsche Grammophon is experimenting with the elimination of barriers between sales promotion for pop and classical cassettes.

The label is proceeding on the premise that the cassette market is a single market with no sharp dividing lines. Accordingly, Polydor's latest list of cassette releases contains 21 titles — 11 pop and 10 classical.

Of the pop titles, three are on the A & M label (Herb Alpert & The Tijuana Brass in "Whipped Cream & Other Delights" and "Going Places," and the Baja Marimba Band's "Heads Up!).

Fredly is represented with "Fredley — Das Grosse Wunderkonzert," and the Don Cossee Bros. Choir of Serge Morell and the James Last Band interpret music from "Dr. Zhivago" and Russian folk songs.

Illustrating Polydor's conviction that there is only one cassette market, the Serge Zaroff choir is represented on the classical list with a Deutsche Grammophon recording of its most famous interpretations.

Classical titles also include Bach's Brandenburg Concertos with the Berlin Philharmonic and Herbert von Karajan; Karajan and the Philharmonic's recording of Mussorgsky's "Pictures at an Exhibition," and excerpts from Mozart's Magic Flute — recording by the Berlin Philharmonic under Karl Bohm. Siegfried Behrend and the Berlin Philharmonic under Reinhard Peters have recorded virtuoso guitar concerts with works by Joaquin Rodrigo and Mario Castelnuovo-Tedesco.
Audio Retailing

Real Full Details of a 50% Bigger CES for '68

NEW YORK — Details of a 50 per cent larger Consumer Electronics Show (CES) for '68 were released last week by its sponsor, the consumer products group of the Electronic Industries Association (EIA).

The second annual CES, scheduled for June 23-26 here at the Americans and New York Hilton Hotels, will draw 150 exhibitors (compared with 100 last year) to 160,000 square feet of exhibit area (compared with 130,000 square feet last year) for display of wares to buyers numbering well over 20,000 (there were 19,876 last year).

Theme of the show, to be stressed in an unprecedented advertising campaign, will be the function of the event as the focal point for the entire consumer electronics industry.

The products to be exhibited include radios, television sets, phonographs, audio components, tape recorders and tape players. This year's Hilton exhibit hall is planned to include exhibits of accessories directly allied to the consumer products industry, including antennas, tape cartridges, phonograph cartridges, styles, magnetic tape, phonograph records, batteries, stands and record cabinets.

Exhibits in both hotels will be open noon to 6 p.m. on Sunday, June 23; 10 a.m. to 6 p.m. on Monday; 10 a.m. to 9 p.m. on June 24 and 10 a.m. to 9 a.m. on June 26. These exhibit hours have been extended to include two evenings in order to provide additional hours and added convenience to Eastern Seaboard retailers who want to come to New York for a look at the merchandise after business hours.

Trade Ads

EIA staff Vice-President Jack Wyman reported that pre- promotional backing for the 1968 show will include full-page ads in trade magazines, direct mailings to 35,000 retailers, provision of invitation tickets in unlimited quantities to all exhibitors, preparation of news articles on the show for distribution to the trade press. He said all concerned trade magazines are preparing pre-show and show issues.

All events scheduled during show time here are a government-industry symposium on June 23, consumer electronics merchandising seminars co-sponsored by EIA and the National Appliance and Radio-TV Dealers Association on the morning of June 24 and an all-industry reception and banquet on Sunday, June 23.

The CES sponsors have reserved 3,500 hotel rooms in the Americas, New York Hilton, City Square and Warwick Hotels. CES spokesmen pointed out that hotel space should be adequate during show week because no other major convention or show is scheduled in New York at the time.

Committee


CES EVENTS CALENDAR

The following is a tentative calendar of events for the Consumer Electronics Show (CES) June 23-26 in New York City.

THURSDAY, JUNE 20
Installation of exhibits by prearranged schedule.
SUNDAY, JUNE 23
8 a.m.—Trade press breakfast and orientation.
10 a.m.—Registration begins at Americana and New York Hilton Hotels.
10 a.m.—Government-industry symposium—Versailles Terrace/Princess Ballroom, Americana Hotel. 
12 noon—Trade press luncheon and tour of exhibits.
7 p.m.-10:30 p.m.—All-industry reception and banquet—Grand Ballroom, Waldorf Astoria Hotel.
MONDAY, JUNE 24
8:30 a.m.-11 a.m.—Merchandising Seminar—Versailles Terrace/Princess Ballroom, Americana Hotel.
10 a.m.-6 p.m.—Exhibits open.
12 noon—Trade press luncheon and tour of exhibits.
TUESDAY, JUNE 25
8:30 a.m.-11 a.m.—Merchandising Seminar—Versailles Terrace/Princess Ballroom, Americana Hotel.
4 p.m.—VIP reception and cocktail party and tour of exhibits.
WEDNESDAY, JUNE 26
8:30 a.m.-11 a.m.—Merchandising Seminar—Versailles Terrace/Princess Ballroom, Americana Hotel.
10 a.m.-9 p.m.—Exhibits open.
7 p.m.—Show closes, dismantling of exhibits begins.

Pfanstiehl's

7 Tapes From Cap.

LOS ANGELES — Seven open-reel tapes in all genres have been released by Capitol this month. Calif. The Seekers' "Seen in Green"; Buck Owens and His Buckaroos, "It Takes People Like You to Make People Like Me"; Nancy Wilson, "Welcome to My Love"; Tennessee Ernie Ford and Marilyn Horne, "Out of Garden of Ryma"; Ravi Shankar and Ali Akbar Khan, "The Exotic Sitar and Indian Music"; and Nelson Riddle du Pre performing Elgar's Cello Concerto and Della's Concerto for Cello and Orchestra with the London Symphony Orchestra.

(Continued on page 57)

LIBERTY PRESIDENT AL BENNETT, left, and vice-president Lee Merrill, right, are seen at the signing of a contract with Greenleaf Electronics as licensees for the firm's reel-to-reel pre-recorded tapes. Greenleaf president Sidney Brand is in the middle.

THE COLLAGE, a new Smash Records group, paid a visit recently to Vogue Record Store in Hollywood and presented J. Bower for the way he's moving their album. Group members, from left, are Jerry, Jody, Donna and Ron.

Fact Folder Is Solid Sales Aid for Phoenix Hi-Fi Shop

PHOENIX — A folder that fully explains the details and features of stereo equipment has proven to be a solid sales tool for Audio Specialists here.

The folder, designed by Jack Metz, in the French-fold style, using brown ink on a beige background, includes stereo cabinets, hi-fi turntables, amplifiers, speakers, radios, etc. It is intended to illustrate helpful features of equipment.

Opening up the folder, the music system prospect finds the inner pages devoted to a question and answer series, designed to eliminate fear of electro-audio complexity and to cause understanding of the entire system.

The prospect then tries the music system and asks for more information written on the various panels of the folder on which you have your dream music system.

Opening up the folder, the music system prospect finds the inner pages devoted to a question and answer series, designed to eliminate fear of electro-audio complexity and to cause understanding of the entire system.

A typical question: "So you've got this new electro-audio wiggie from a record player and you don't know what to do with it?" The answer: "This weak electro-audio wiggie is sent to the amplifier, or heart of any music system where it is magnified sufficiently to drive the loud speaker. The speaker's function is to change the new strong electro-audio wiggle into mechanical vibrations you hear as sound."

Now another example: "Well, what's the sense of getting an enclosure that's better than the speaker? Isn't that wasting money?" The answer: "No. Speakers practically never wear out and they maintain resale or trade-in value better than any other electronic device. In other words, why design your '51 at any future time and get as much as 80 per cent of your original investment back on a trade-in—if your enclosure is good enough to use."

Other questions and answers explain the folder's difference between stereo and hi-fi, AM and FM broadcasting, fundamentals, the number of components required for a specific system, and similar considerations. Metz wrote all of this material himself, through customer question.

A final admonition suggests, "Open this folder and let's plan a music system for you, at a price for you with terms."
Audio Retailing

NEW ADMIRAL LINE

THE 1968 ADMIRAL radio line includes this new six-band FM/AM radio with shortwave, FM, marine, and aviation wave and marine coverage. Priced at $99.95, it is equipped with 18 transistors, six diodes, AFC, sidetone tuning, dial light, tone control, rate regular and fine tuning controls and a six by four-inch speaker. Nine new models were introduced recently.

LIST PRICE on this new Admiral solid-state portable phonograph is $119.95, including stand. The unit has two five-inch deep-profile speakers in detachable wood enclosures, 30 watts of peak power, dual channel amplifier, four-speed record changer, separate bass, treble, and loudness controls and diamond stylus with lifetime warranty.

THE ADMIRAL PHONOGRAPH LINE for 1968 includes this portable stereo model. It is now offered in new selections. Priced at $140.95, it offers 20-watt, solid-state chassis in a walnut-grained pyroxylin finish cabinets. 21 transistors, radio with FM stereo, AFC, slide rule tuning, four-speed automatic record changer, four speakers, folded dipole antenna, ferrite rod AM antenna, four sound controls and diamond stylus with lifetime warranty.

Fact Folder

Big Sales Aid

- Continued from page 56

lowed by expert recommendations of Audio Specialists to meet each need. The price is listed in the third column, after which an alternate, usually at a lower price, is also considered. Spaces at the bottom of the list may be filled in with a total, less trade-in or total, installations, costs, sales tax, the delivered price and the terms.

Going through this sequence, choosing one item after another, and listing everything desired in a sound system, the customer may find that his own estimate is far short of the actual cost. Rebalancing an alternate, lower-priced piece of equipment may result in a total of those out which are not absolutely necessary, takes care of cost peripheries in 90 per cent of all cases, Metz said. Even if a sale is not made, once, Metz is happy that most of his prospects want to keep the folder, and to "work on it themselves" until eventually, they can tone down the sound system to the amount they want to spend, or revamp their budgets, to spend more money. Almost every folder left with a prospect has resulted in a sale, even if months later, the Arizona dealer said.

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IRISH POLK SONGS—Robert Shaw Chorus. RCA Victor LK 2992 (M); LSP 2915 (S)

A St. Patrick's Day salute with the familiar and not so familiar, all under the able and often excellent Robert Shaw Chorale. Here are "Who's the Crown?" "I Know Where I'm Going!" "The Girl I Left Behind Me," "We May Dream Through This World" and 12 more. A green holiday delight.

AND "Caesar's Miss" Here's some top from the same group. 

POLKA VARIETY—Frank Tankovic. RCA Victor LIP 3015 (M); LSP 3015 (S)

Here's a polka feast for fans of Tankovic and good polka music. And there's a wide variety of material to make the accordion pull out all his musical stops. There are waltzes, group singing and dancing polkas.

JAZZ

THE WATTS 1507 ST.

MINISTER BAND—Tony B. 

W 1741 (M); WS 1741 (S)

A combination of geometry and soul rocket this instrumental group up the charts. The group has a good soul sound and catchy melodies and rhythmic lines. Andy with "Brown Super" released as a single, the group has excellent chances. "Cesar's Palace" "A Little Class and A Little Trash" are top-notch numbers.

Jazz for the masses is here in a zenith of what something to say and saying it musically. The ensemble is made up of an all-star cast and jazz fan isn't ignored. "Kundalini Women" explores several themes, all working around a rock beat, with big band sounds on top. With Tankovic's trumpet and/or flugelhorn leads the way.

INTERNATIONAL

CANTA MERO—Juan Leoncho. RCA Victor 3872 (M); LSP 3052 (S)

Like past Spanish wire, the guitar player of Juan Leoncho leaves a tear, pleasant taste that lingers on and on. Here, his music is experienced by a group of different flamenco singers, and the group includes "Jabarita," "Santurcia" and a reusing "Andalucia de Huesco a Cabor."
Here's a full-scale promotion on the incomparable Nat King Cole and his timeless catalog of unforgettable music.

**NEW!** A Deluxe Stereo Set of His Most Memorable Performances. With a Special Commemorative Offer — 3 Records for the Price of 2!*

**NEW!** The Record-Matic
A revolutionary merchandising fixture! Handsome. Compact. Permanent! Yours FREE with the purchase of any 25 Nat King Cole albums! The Record-Matic holds 25 albums, flips product automatically, stops and starts at the flick of a finger! Gives customers a full view of each album cover. A Capitol exclusive! (This is a limited offer, so contact your CRDC rep right away!)

**NOW!** For your Record-Matic, choose from these unforgettable Nat King Cole best-sellers!

UNFORGETTABLE NAT KING COLE
DT 357
DT 420
SW 824
SW 1084
ST 1838
ST 2185
ST 2556
ST 1932

The Record-Matic will soon be available through your local CRDC Distributor as a regular accessory line product. *Optional with dealer
**SIR THOMAS BEECHAM AND THE LAST SIX SYMPHONIES—Royal Philharmonic (Beecham). 32 34 0009 (A)**

This three-LP boxed set is part of Odyssey's Legendary Performances series and it will be a "must" for every classical music collector. The disc symphonies are graceful and lyrical and Sir Thomas Beecham's rendering is full of rewarding riches.

**Guitarist* Gabor Szabo* has teamed with sleeve artist Tim White to produce a free-wheeling instrumental first session with a rock band. Combined, the jazz and rock fusion is outstanding in this album of solo tar Tony Scott. Bill Plummer on the saxes, and Szabo."
A New Jack Jones Victor Album Is a Major Musical Event.

This is what a major musical event looks like.

IF YOU EVER LEAVE ME

JACK JONES

LPM/LSP-3969

Features his current chart single If You Ever Leave Me and Pretty, along with Goin' Out of My Head, The Letter, By the Time I Get to Phoenix, Somewhere, I'm Falling in Love Again, I'm Getting Sentimental Over You and others.
IT GETS LONELY SOMETIMES.
EVEN AT THE TOP OF THE CHARTS.

THE COWSILLS
IN NEED OF A FRIEND

K-13909

Personal Management, Leonard Stogel and Associates, Ltd.
A Product of Gregg Yale, Inc. / Produced by Bill and Bob Cowsill

MOT Records is a Division of Metro-Goldwyn-Mayer, Inc.
HOT BISCUIT DISC
No. 1453
CONTAINS
THE ENTIRE
MAGIC FLEET-
MARY ELIZABETH
STORY.

RELEASE DATE:
MARCH 11th
MOA Roster Available At Service

CHICAGO—All companies in the coin machine and music industries may obtain the 1968 Music Operators of America (MOA) roster listing nearly 900 firms.

The roster, a comprehensive business directory of office and State-by-State representation, is available as a free service to members. Non-member copies are $1.50 each to members; non-members may obtain the brochure for $2.

MOA executive vice-president Fred Granger said last week that over 50 per cent of MOA's members now pay dues in the form of the roster.

MOA Preparing for Spring Convention

CHICAGO—The National Vendors Association (NVA) is preparing the record attendees for the trade group's May 2-5 national convention to be held at Pheasant Run Resort, St. Charles.

The deadline for securing suites in March 15. Exhibits and publications had to be received by March 5 to guarantee booth space.

NVA's continuing battle against the use of slugs, the trade group's establishing the importance of the bulk vendor's role are among some of the business topics that will be discussed.

NVA recently prepared a brochure entitled "Dollars and Sense" which will be used as an instrument in dramatizing how the professional bulk vendor makes a profit for stores than when stores independently operate and service their own machines. The subject of store-ownership and operation of equipment, which enveloped the recent board of directors' meeting here, will undoubtedly be discussed during the convention.

IN-BETWEEN HILLBILLY

Tenn. Programmer Has His Own Ideas

CHATTANOOGA—Lloyd Smith, a key programmer at Chattanooga Coin Machine Co., here, is reporting exceptional sales increases in Mississippi and Alabama, where he is marketing "in-between hillbilly," a term he uses to classify smooth, relatively unknown performers such as by traditional coin artists who are making their first break in the market.

An account for programmers for the past year, he said, is one that is independent. He buys from distributors, rather than one-stop. He begins with own tall strips on a typewriter, and he constantly breaks hits before they receive national attention or are generally available from suppliers.

"It used to be easy for artists to take a couple of guitars and come up with a fairly good hillbilly record. But now people are taking more notice of good arrangements and better sound quality.

"The in-between kind of material that I put on my label and other artists are recording now shows how people's tastes have changed and are the same kind of change that has taken place in music."

Studies Samples

Smallly buys records two or three times a week, depending on how many are released. He takes time to study samples left here by distributor salesmen who call on him. He constantly monitors the air in West TN, local r&b outlet, and cash Station WDDQ.

"I was buying from one-stop, but I was getting stuck with about 90 per cent of the things I bought. Now I'm buying from distributors because I see a wide variety of records and find that my orders are filled faster and that distributors give me a better bill."

Although distributors don't generally furnish title strips, Smallly finds this no inconvenience. He's always been in keeping all the title strips uniform and has always typed my own strips. I don't always agree with the way record companies pick the hit side of a record, either.

"Sometimes I will personally like the other side of a record and will make that my top side. I remember at one point Rockefeller had a terrific hit on 'Yakety Sax.' I liked the other side, 'I Really Don't Want To Know.' That was the big hit for me and yet I don't believe anyone else will remember it."

Personal Touch

Smallly relies heavily on his personal hunches. Now he is buying "Pearly Shells" on Kapp. It'll be a good jokebox record. I also like Johnny Tillotson's 'I Can't Spot a Chester,' even though the other side, 'It Keeps Right On Hurtin,' has been out before.

Arrests often change their style or get hold of a new arranger or writer. This week Kev. Lewis recorded 'Another Place, Another Time,' is a complete departure for him. I really think it'll go."

Midway Makes Copter Game

SCHILLER PARK, Ill.—The Helicopter Trainer game, which has caught the attention of many operators, is now being produced by Midway Manufacturing Co. here.

The game is being marketed in the U. S. by Amusement Equipment Co., of Omaha. Patents for the game are owned by Liet. Col. Richard F. Brown, on combat duty in Vietnam with the U. S. Air Force.

Ventures into a new agreement with Amusement Engineering, which has obtained exclusive distribution of the game to dealers in all markets outside the continental U.S.

The manufacturing firm reported a backlog of several hundred orders.

Edward Zorynsky, well-known distributor executive in Omaha, has also been named by the State governor to a 11-man Commision to help with tourists. Zorynsky is one of two laymen on the board, which is charged with reducing the number of red tape that occurs. They are to be appointed to this position if found to be unqualified for the bench.
TILT TEST

COUNTER

SKILL GAME

The Original by

AUTO-BELL

CHOCK-FULL OF

FAST ACTION,

FUN, PROFIT!

Challenges players to test
their skill, control and
reactions!

Player controls tilting play-
field to maneuver balls from
"1" to "7"... exciting
suspend!

3 Balls

5c

OPERATE IT ANYWHERE!!

COMPACT — ALL MECHANICAL

21" Deep, 11" Wide, 8" High

Shipping Wt. 21 lbs.

Durable Metal Cabinet

IN STOCK — ORDER NOW!

LIST PRICE

$89.50 Ea.

F.O.B. Chicago

Ask About Quantity

Discounts

1/3 Opn., Balance C.O.D.

Exclusive Distributors

WORLD WIDE

distributors

2732 W. FULLERTON AVE., CHICAGO, I11. 60647

EVERygla de 4-2300 CABLE GAMES — CHICAGO

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COIN MACHINE NEWS

MOA Roster

Available As Service

• Continued from page CMW-1

highest category and that he ex-
pects the organization to have
1,000 members in two years.

Commenting on a slight drop
in memberships this year, Gran-
er said: "There are always some
members who come in during a
membership drive that do not
renew. We had a tremendously
successful drive under John
Wallace.

Now we're developing a sol-
lied base of members. Each year
we receive a couple of new ones.
The best indication of our solid
growth is the tremendous pay-
of our members in the high-
er dues category.

In our appearance at State
association meetings many op-
erators tell us that MOA's ef-
forts in copyright legislation
alone is worth the price of the
membership. Of course, MOA
does much more.

(MOA membership dues are
$30 for operators with 1 to 50
jukeboxes, $75 for operators with
51 to 100 machines, and
$100 for operators with over
100 jukeboxes).

The Top 10 States in terms of
membership are New York
(74), Illinois (74), California
(59), Wisconsin (47), Virginia
(41), Ohio (40), Missouri (32),
West Virginia (30), New Jersey
(28) and Pennsylvania and Loui-
siana (27).

Coinmen In The News

CHICAGO

One of a series of five regional
service seminars for Rowe distri-
butor personnel was held here re-
cently under the direction of Jim
Ahato, director of service engi-
neering, Other Rowe Interna-
tional, Inc., were Tom Fenton,
manager; vending field service
regional service engineers John Pen-
decost, Hank Horvenau and Gor-
dan Winfield; and production engi-
neer Dave Dykhuis.

Here from J.B. Distributing,
Cincinnati, and Indianapolis, were
Ron Ditson, Ron Wilke and Roy
Lowter from K.C. Sales, St.
Paul, Minnesota; Jay Hukans,
Distributor; from Wall R. Music
Co., Kansas City, Mo., Chris Engele
and Bill Mandino; from Shaffer
Distributing, Detroit, Columbus
and Cleveland, Ohio; Bob Male-
keri, Harry Hendrichs and
Charles Bokhor.

Also, Dan Karslack, Dick Sart-
ic and Jerry Crowe, Pioneer Sales
Milwaukee; Bob Hake, Southern
Amusement Co., Memphis, and
the following from Atlas Music
Co., Chicago: Ray Grier, Sam
Gersh, Joe Klyvan, Bob Fabian,
Dennis Nagy, Mort Jacobo, Bill
Phillips, Frank Ruch, Sue Lewis,
Joe Kline, John Haurilla, Irv Bryan
and Fenton Malia.

PHILADELPHIA

Automatic New York, Inc.
based in Maspeth, N. Y., food
vending and manual 1aletter
service operation, set up shop here
and applied for a charter of in-
corporation to conduct its busi-
ness in Pennsylvania.

David Rosenthal, who heads the Rowe AMT distri-
bution center bearing his name,
was appointed associate chairman
for the seventh annual meeting of
the Solomon Schechter Day
School to be held March 31 at
the conclusion of an ere-
static star Roberta Peters featured.

Advance Dist. Holds Showing

CHARLES KAGELS, president, Advance Distributing, St. Louis (stand-
ing), greets (from left) Walter Morris, J. S. Morris & Sons Novelty,
Marvin Wissenaar, Wonder Novelty, and Sydney Morris, also of
J. S. Morris & Sons Novelty. The scene was the Advance Distribu-
tion showing of the new Rowe Music Master jukebox.

HAROLD MOZIER, Jerseyville, Ill., operator (left), hears Charles
Kagels make a point, while Pete Entenringer (center) listens.

BALLY'S WORLD CUP soccer game receives enthusiastic attention in
this photo taken during the Advance Distributing introduction of
Rowe's Music Master jukebox recently in St. Louis' Gas Light Square.
Harshel Taylor, Belleville, Ill., operator center, watches as Gene
Borum, Ace Music Co., Belleville, tries his luck.

JOHN PENTECOST, Rowe engi-
neer, examines the transducer, a
device that mounts in walls, cas-
ings and even table tops, and acts as a transmitter of sound.
Rowe is introducing the device with its new Music Master juke-
box.
Levin Honored in Philly

PHILADELPHIA—Joseph J. Levin, president of the Blue Ribbon Vending Co. and widely known for his many communal activities, was honored this week at the annual award dinner meeting of the Coin Machines Division of the 1968 Philadelphia Allied Jewish Appeal-Israel Emergency Fund.

At the dinner, held at the Locust Club, Levin was presented with the division’s annual Humanitarian Award by Roland D. Kushmore in recognition of his service and dedication to Jewish causes. Levin, who has served the Allied Jewish Appeal for many years both as a worker and contributor, was praised by Kushmore as a “man of action who backs his words with deeds.” Kushmore, who is vice-president of the Continental Bank & Trust Co., which has strong financial roots in the coin machine industry, was a source of financial strength for the local industry for many years.

Joseph Silverman, executive secretary of the Amusement Machines Association of Greater Philadelphia, also presented Levin with the association’s Man of the Year Award for his distinguished service to the industry and humanitarian feelings for his fellow man.

Silverman is chairman of the Coin Machine Division and was one of the co-sponsors of the dinner. Joining in sponsorship of the dinner were David Rosen, local Rowe AMI distributors; Robert Rodstein, head of Mackey Variety Vending Corp.; Joseph Ash, head of Active Amuse- ment Co., local Rock-Ola distributors; Marvin Stein, of Eastern Music Systems, Seeburg distributors, and Harry Stern, president (Continued on page CMW-8).

Approved for License

CHICAGO, NEW YORK

Bally WORLD CUP

World’s Greatest Soccer Game

FITs IN PINBALL SPACE

Only 33 in. wide, 55 in. long, 37 in. high, WORLD CUP fits wherever a pinball game fits, goes where pinballs don’t go, lives longer on location than a pool table, earns bigger, faster money, month after month and year after year, than any other equipment outside of the bingo class.

Players charge opponent’s goal, dribble back for strategic play and k-i-c-k to left and right!

WORLD CUP is the Soccer Game, the soccer game with built-in flexibility, the soccer game with built-in ingenuity to make every maneuver of real soccer. Straight drives, forward passes, lateral passes, field goals, center kicks, sometimes actually no kicks! Players can kick to both directions, kick right and left while standing still. The job is said lucky ball, while for maximum visibility on the green, brightly illuminated field, ensures the action area is not limited to the play of a foot and throwing pass. Small size of ball in relation to large ball area players adds to the action and quick pace of every one of dozens of the conflicting players. WORLD CUP is the world’s greatest soccer game. WORLD CUP is soccer.

VISIBILITY CONTROL

Vehicles, on commercial heavy-duty trucks, elevators, doors and turnstiles, and paper tickets, permits players to keep their eyes in two lanes without getting down to locate desired location, gets to play again.

ADJUSTABLE PLAY TIME

Play continues until player scores maximum number of goals or game period expires. Standard 55-minute play (but may be 30 or 60) gives player an exciting, well-balanced, educate and competitive game. Play may be set from 30 to 60 minutes in any one session. Operates in daylight or in darkrooms. Does not have the equipment of regulation time, score, race or other factors.

OPTIONAL PLAY PRICING

Single deposit permits two to four play sessions. Bally offers 2 nickels per game, 7.5 cents per game, 10 cents per game, and every nickel at will.

A dozen words says it all: WORLD CUP needs. "Player moves in direction handles an opponent. Player handles down to kick. Goalie control dial, which moves up and down right and across area, is too obvious for words.

Win the big money cup! Get WORLD CUP today!
LUXURIOUS LAYOUT AT PHEASANT RUN RESORT, St. Charles, Ill., where the National Vendors Association will hold its first trade show convention and trade exhibit May 2-6. The resort is 45 minutes from Chicago. Transportation from Chicago's O'Hare International Airport is available.

NVA MAY HOLD GOLF TOURNAMENT

CHICAGO — The National Vendors Association (NVA) has proposed its first association golf tournament as another event during the May 2-6 convention at Pheasant Run Resort here.

Members are being asked to notify NVA's office here if they intend to participate and also give their preference as to whether the event should be held on the Wednesday prior to the convention, or Sunday, when the convention closes.

ONE STOP

service for all
BULK VENDING
MACHINE OPERATORS

MERCHANDISE—Last toll gun, wrapped gum,赦, filled caps- kets, colored candies, bulk & vacuum pocketed nuts, toll gun past, specials, if ten, 32 packet candy bars.

SUPPLIES—Empty capsules V— V—V, coin weighing scales, healthy, O'Keefe's, 1-2-3, deeps, multivita- caps, peaches, pen pushers, machine oilers & lubricants, paper cups for hot nut vend- ers, & hot bearings.

EQUIPMENT—All Northwestern bulk vend- ers, coin iron stands, wall brackets, sanitary & stamp ven- ders, new or used, reconditioned, bulk vend- ers of all kinds, parts for all bulk vend- ers.

DEPENDABLE, FAST SERVICE, LOWEST PRICES FROM LARGEST INVENTORY IN THE U.S.

Send for prices and illustrated literature.

LEE SMITH AND JACK THOMPSON (right), partners in Smith-Regal of the Carolinas, with Mrs. Bob Scott. The photograph was taken during a meeting at which Mrs. Scott's husband announced his candidacy for governor of North Carolina. Smith and Thompson are active in Scott's campaign.

MINI-BRINKS GUARDS are employed now and then by Denver bulk vendor Frank Thorwald, a veteran operator with the bulk vendor's traditional sense of humor. Thorwald's son is pulling the dolly and a friend's daughter wields the machine gun. Thorwald clears $10,000 annually from 650 machines.

NVA Preparing for Spring Convention

*Continued from page CMW-1

On the public relations front, NVA has received approval for the use of the name, "Damon Runyon Memorial Fund for Cancer Research, Inc.," in connection with the Damon Runyon Memorial Fund for Cancer Research, Inc., has been established and can be used by members for memorials and other occasions.

French Games Firm Seeking Distributors

NEW YORK — Rene Pierre, the French manufacturer of Tam Tam, Billard Golf, Per- tange, several models of coin- operated football games and other amusement devices, will be in the U.S. March 10-14 attempting to line up import distribu- tors.

Pierre, who has appointed Charles Raymond & Co., New York, as a U.S. representative, will be at the 18th International Toy and Trade Fair at the New York Hilton.

Charles Steindecker, vice- president of Charles Raymond & Co., said Pierre wants to set up a distributor in each state and that these distributors will import directly from France.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment

Whether it's a super market or a service station, the Model 60 is an operator's profit pack- age. Simple changes in the brush housing and mer- chandise wheel allow you to dispense all types of popular items. The Model 60 has the most foolproof coin mechanism in its field. Extra wide chute and inter- changeable globe accom- modates smaller coins. Model 60's attrac- tive, modern design is sure to please your customers. It can be supplied to you—any location. Wire, write or phone for complete details.

NORTHEASTERN SALES AND SERVICE CO.

444 W. 36th St., New York 18, N. Y.

MARCH 9, 1958, BILLBOARD
Vending News Digest

Stamp Vender Changeover Problem

CHICAGO—The first postal rate increase since 1963 has postage stamp vendors scrambling to make the changeover. The problem was complicated by the fact that the change took effect just three weeks after it became law.

Most operations were vendering with machines which had two dimes slots and a quarter slot. Most are converting at least one dime slot to a quarter slot. Conversion costs range from $25 to $50 per machine.

Shipman Manufacturing Co., Los Angeles, reported that in the first few days after the postal change was announced several thousand orders were received for the key change of the new 6-cent first-class and 10-cent air-mail stamps. The company boosted production of the kits from 1,500 to 2,500 per week but could not fill the orders.

Cigaret Tax Volume Down 0.4 Per Cent

RICHMOND, Va.—For November, 1967, the cigarette tax volume in the U.S. was 0.4 per cent below the volume taxed in November of 1966. Cumulative figures on the volume of cigarettes taxed for the five-month period of July 1967 through November were down 0.5 per cent.

Vendo Net is Lower

KANSAS CITY, Mo.—Lower net profit shown by the Vendo Co. in 1967 compared to 1966 were attributed to increased manufacturing and marketing costs and a shift in customer demand to products with lower profit margins.

According to board chairman E. F. Pierson, many Vendo customers have been shifting from high-profit machines to lower margin units in retail stores in an effort to reduce their total amount of capital equipment purchased for new locations as well as for replacement markets.

Vendo's 1967 net profit amounted to $5,015,782 ($1.88 per share) compared to $5,460,142 ($2.43 per share) in 1966. Sales dropped from 1966's $50,577,157 to $83,360,958.

The only major changes showing improvement during 1967 were the carbonated beverage equipment manufacturing and sales and international operations.

Cigarette Industry Must Go: Prof.

LOS ANGELES—The cigarette vending industry must be curtailed and eventually phased out of existence, according to Dr. Lester Breslow, professor of public health at the University of California at Los Angeles (UCLA).

Dr. Breslow, former director of the California Department of Health, said recently; "The industry must be curtailed at two key levels. Production must be halted and cigarette vending machine operators should be phased out.

He said the U.S. government should take steps to provide financial compensation for capital investment in cigarette production and distribution and in development of alternative industries.

"Many major firms in the tobacco industry have already shown that it is healthy to diversify their interests and investments," Dr. Breslow said. "The signs are obvious. Cigarette machines are being removed from hospitals and from medical offices and public buildings, and many of the airlines have stopped handing cigarettes out to their passengers."

Profits Down at Automatique

KANSAS CITY, Mo.—For the first six months ended Nov. 30, Automatique, Inc., reported a 15 per cent increase in sales, with profits under the same period last year. Cumulated sales for the first six months were $16,620,000 compared to $10,091,000 a year ago. Net profits were $32,808 (6 cents per share). These profits were 36 cents per share.

President Arthur D. Stimson said earnings were measuredly affected by realignment of the operation and management in Dallas and New Orleans. This involved substantial non-recurring expenses.

"Are you getting the most for the money on coin machines?"

New in 1968

Billboard's Coin Machine World Special Edition for Coinmen Only

You can be sure. This extended separate section gives you complete coverage of the coin machine industry. Each weekly section is packed with profit-making ideas for coin operators of jukeboxes, fountain, soda machines, pool tables, cigarette and other vending machines.

Coin Machine Directory


March 9, 1968, Billboard
**Coin Machine News**

**Tenn. Programmer Has Ideas**

*Continued from page CMW-1*

"When I personally like a record, I'll play it two or three times when I put it on the box. I always play the new ones at least once before I finish check ing. It helps to play something more than this. A waitress will remember it, and it can catch on."

"I put on three new records each time I check, which is every two weeks. I try to group the new ones together. This helps call attention to them, too, but I do pull records strictly on the basis of the popularity meter."

"There are some records you never take off if it seems I have had 'Less of Me,' by the Oak Ridge Quartet, on all our boxes for two years. This has been an amazing record, and it shows you can never be certain about what record will play on a juke box."

Little LP's-

Smalley's greatest disappointment has been with Little LP's. "I've really tried them and I can't understand why they don't get play. I've changed them regularly and nothing seems to help."

"I will say they have improved Little LP's. It used to be that you would find only the culls in the Little LP. The worst six songs that the artist had. Now there's been a great improvement in albums."

"But I'm still puzzled about them. I just set a new location in a Holiday Inn and thought Little LP's would be exactly right. The manager didn't want rock and roll and he didn't want hillbilly. I put on 30 albums. Now I'm down to 10 because they just didn't play."

"The best Little LP lately has been Floyd Cramer's. This is the new, smoother kind of in-between hillbilly again."

Smalley has one suggestion for aspiring new labels. "Record companies should make an effort to design the labels as attractively as possible. I see so many records every week, that unless a label catches my eye, I may disregard it."

"The same holds true for the jackets on singles. I use these where I'm not programming albums. It's all part of merchandising the music and an attractive jacket will catch the eye and cause people to play the song."

---

**THREATENING DIVISION** of the Pennsylvania Allied Jewish Appeal of Berio Vending Co. executives Berio company ABC Consolidated president, theater owner Norman Silverman is at left.

**SPECIALS! COMPLETE, AS IS**

- Rowe 14 Ambassador, Coinmaster, 40L, 4xj. $40
- Rowe 14 Ambassador, all coin. 70
- Rowe 17 Candy, Coinmaster. 170
- Rowe 77 Candy, 25c Changer. 125
- Steelmade SP70 Coin Vender. 400
- Seeburg 6-2 Cigarette. 35
- Corsair 30 Cigarette. 40
- Rowe SK1 Single Cup Coffee. 245
- Rowe SK9 Single Cup Coffee. 395

Write for complete 1968 Catalog of Phonographs, Vending and Games. Established 1854

---

**Coming April 6**

**Jukebox Record Popularity Charts**

Every week, six regional U. S. charts and one national Metro chart. All based on jukebox playermeter readings.

---

**BEST DISTRIBUTING CO.,** Salt Lake City, Utah Rock-Ola outlet, has just moved into this new building pictured above located at 3753 South State Street, Salt Lake City. The firm services all of Utah, Southern Idaho, and the counties of Lincoln, Sublette, Uinta and Sweetwater in Wyoming, and the Nebraska counties of Elko, Fayeke and White Pine.

**BEN CONFORD,** president of Best Distributing Co., Salt Lake City (left), and secretary-treasurer Eiken Kingstons pose with Rock-Ola's new Ultra jukebox. The firm also handles Rock-Ola's vending equipment.

**ROCK-OLA'S CENTURA** has attracted the attention of a Salt Lake City operator and (at right) Best Distributing Co. president Ben Conford. The photo was taken recently in the firm's showrooms.

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**Philadelphia Allied Jewish Appeal of Berio Vending Co. executives Berio company ABC Consolidated president, theater owner Norman Silverman is at left.**

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**ROWE ENGINEERS GORDON WINFIELD (left) and Hank Hoevenaar (center) show a distributor service manager a feature of the Rowe Music Master during a recent Chicago regional service meeting.**

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**MARCH 9, 1968, BILLBOARD**
Operators at Omaha

HEAD TABLE, end view, at the recent COIN meeting in Omaha. Seen from left, are Omaha operator and Music Operators of America secretary, Howard Ellis; MOA executive vice-president Fred Granger; and, speaking, Harlan Wingrave, Emporia, Kan., operator and MOA vice-president.

Japanese Take $750 Mil. a Yr.

TOKYO—An estimated $750 million annually is spent by Japanese in the nation’s great variety and quantity of coin machines.

Syuji Sawai, director of the Japan Vending Machine Manufacturers’ Association, estimated that the biggest share of vending income comes through railway ticket machines, followed by soft drink machines and then closely by jukeboxes.

The proliferation of types of vending machines has prompted Japanese marketing experts to term the phenomenon the “distribution revolution.” Japanese machines offer the customer everything from 555.46 cent credit (20,000 yen) to 14 cents (50 yen) real worth of oxygen. Vending machines also dispense— in addition to the customary commodities—whisky, beer, sake and foodstuffs normally found in groceries.

Civic Activities

MANCHESTER, N. H.—John T. Lazar, owner of the Lazar Music Co., Inc., which operates amusement machines throughout this area, was chosen by Mayor-Elect John C. Morgan to preside at his inaugural ceremonies in the West High School auditorium Jan. 2. Lazar has long been prominent in fraternal and civic activities here.

DENVER SCHOOL OWNERS Donald E. Miller, left, and Robert N. Cooper, stand for introduction to coin machine industry businessmen at the COIN meeting in Omaha, recently.

CHECKING IN AT OMAHA meeting of COIN in Kansas City, Mo., distributors executive Harry Silverberg, smiling a welcome are Mrs. Harlan Wingrave, left, and Mrs. Howard Ellis.

Get MORE with 4 from CHICAGO COIN!

ALL-STARS

2-PLAYER BASEBALL

SKY LINE

6-PLAYER PUCK BOWLER

FLEETWOOD

6-PLAYER AUTOMATIC BOWLING LANE

ACE Machine Gun

with 2 Mirrors

3-Dimensional Targets
**Coming Events**

Feb. 27-29 - Seventh Annual Northern Amusement Equipment and Coin-Operated Exhibition, Blackpool, England.

March 3 - Illinois Coin Machine Operators Association, annual meeting, Downtown Hotel, Springfield.


April 5-6 - Missouri Amusement Operators Council, annual meeting, Holiday Inn, Columbia, Mo.

April 12-13 - Mississippi Coin Machine Operators Association, annual meeting, Pensacola, Fla.

April 19-20 - National Automatic Merchandising Association, annual meeting, Midwest Hotel, St. Louis.

May 11-12 - National Amusement Operators Association, annual meeting, Tropicana Hotel, Miami, Fla.

June 23-25 - National Amusement Operators Association, annual meeting, Desert Inn, Las Vegas, Nev.

July 27-29 - National Amusement Operators Association, annual meeting, Tropicana Hotel, Las Vegas, Nev.

**FISCHER TABLES**

Operators don't call them tops in performance for nothing.

**THE REGENT SERIES**

Model 101-D 10' x 57'  Model 91-D 9' x 52'  Model 86-D 84' x 48'

Compact companion to Empress line. Long-lived beauty of walnut look and finish. Lighted highball决定了 chrome potted cast pocket finish.

**THE EMPRESS SERIES**

Model 105-D 10' x 63'  Model 92-D 9' x 62'

Available in: Walnut-grained finish. Luxuriously handwelt and precision crafted throughout to please even the most discriminating players. Durable construction to provide many years of use.

Fischer tables make ordinary locations look good—make good locations look fantastic. The reasons? Solid quality throughout, advanced features and service problems a thing of the past. That's why they rate so high with operators everywhere. They will with you, too. Try 'em!

See your Distributor or write for further information.

Fischer MANUFACTURING CO., Tipton, MO. 65081

**Pleasant Run Lodge, St. Charles, Ill.**

May 10-11 - National Automatic Merchandising Association, annual management conference, Gideon Pump Hotel, Saratoga Springs, N.Y.


**NAMA Ladies’ Events Set**

LOS ANGELES - A tour of a famous winery, a Hawaiian party and a demonstration of Japanese floral arranging will highlight women's activities during the 1968 National Automatic Merchandising Association Western Show here March 22-24.

Levin Honored

*Continued from page CMW-3*

Pell diversified into more profit

*Continued from page CMW-3*

Pell has never been put to the heavy work of carrying replacement scales along as cargo, instead, through purchasing an existing scale route in Little Rock, Ark., where there was a predominance of fairly new machines, Pell simply moved machines from Little Rock to Hot Springs, as the need arises, and in this way has an operating warehouse of units which will eventually all find their way into the Hot Springs area.

Pell likewise operates 130 stamp vending machines, all in the Central Florida territory which, of course, require much more frequent servicing, but far less travel.

With their present office near mid-town Orlando, and close to major highways which lead to all territories, Pell Amusement Co. can readily expand in any direction, and will cheerfully add whatever equipment is needed, in new brackets, if necessary.

**Pell Diversifies Into More Profit**

Far-flung scale route, Pell has never been put to the heavy work of carrying replacement scales along as cargo, instead, through purchasing an existing scale route in Little Rock, Ark., where there was a predominance of fairly new machines, Pell simply moved machines from Little Rock to Hot Springs, as the need arises, and in this way has an operating warehouse of units which will eventually all find their way into the Hot Springs area.

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**Everybody Gets Something**

"Everybody gets something," said O. R. Trueman, Bush International, Miami, in describing for Bell distributors gathered at Louisville, a premium program set up by his firm. "If you find out an operator likes to hunt, I get him a $150 shotgun, or maybe we buy the wife a toaster." Felix Welty enthralled the audience by telling them of his experiences in calling on the Seminole Indians, in the photo from left are Felix Welty, Simon Thomas of the Jacksonville, Fla., office, Ozzie Trueman, and Joe Barton of Rowe.

**The Regent Series**

Model 101-D 10' x 57'  Model 91-D 9' x 52'  Model 86-D 84' x 48'

Compact companion to Empress line. Long-lived beauty of walnut look and finish. Lighted highball决定了 chrome potted cast pocket finish.

**The Empress Series**

Model 105-D 10' x 63'  Model 92-D 9' x 62'

Available in: Walnut-grained finish. Luxuriously handwelt and precision crafted throughout to please even the most discriminating players. Durable construction to provide many years of use.
FLIGHTS OF FANTASY
#56019
THE VENTURES

HOT AS THE LIBERTY BELLE

FLASH: an all-out smash instrumental single....breaking in Dallas, Houston, San Antonio and New Orleans!!
mantovani sells great!

on AMPEX / LONDON STEREO TAPE

all the brilliant mantovani hit albums on open reel, 4 track cartridge, 8 track cartridge and cassette.

when your customers ask for mantovani on stereo tape (and they will) be sure you're ready!

ask your distributor about the amplex / london promotion
MARCH 9, 1968, BILLBOARD

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

CONTINUED ON PAGE 68
FOCUS ON THE HITS

WILLIE MITCHELL LIVE
HI HL 12042 (M); SHL 32012 (S)

HELLO DOLLY
Original Cast, Pearl Bailey/Cab Calloway, RCA Victor LOC 1147 (M); LSO LOC 1147 (S)

THE NEW ONE
Buddy Rich Big Band, Pacific Jazz (No Mono) ST 20126 (S)

MORE MAURIAT
Paul Mauriat Orch., Philips PHM 200-226 (M); PHS 600-226 (S)

FEELINGS
Grassroots, Dunhill D 50027 (M); DS 50027 (S)

SPRIT
Ode Z.12 44003 (M); Z.12 44004 (S)

LOOK AROUND
Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4157 (S)

ROTARY CONNECTION
Coté Connection LP 312 (M); LPS 312 (S)

STEVEN'S CHILDREN
ABC (No Mono); ABCS 624 (S)

TO EACH HIS OWN
Frankie Laine, ABC (No Mono); ABCS 628 (S)

JAMES BROWN PRESENTS HIS SHOW
Various Artists, King (No Mono), 1024 (S)

NOBODY BUT ME
Human Beings, Capitol (No Mono) ST 2906 (S)

SINGLES

8track Stereo

NATIONAL BREAKOUTS

(Brilliant Sweet Baby) Sine You've
Atma Franklin, Atlantic 2486 (14th Hour/ Capitol, BMI)

CRY LIKE A BABY
Box Tops, MGM 893 (Press, BMI)

SCARBOROUGH FAIR (Canticle)
Simon & Garfunkel, Columbia 44 (Charing Cross, BMI)

LITTLE GREEN APPLES
2148 (Russell, BMI)

77770

8track Stereo

NATIONAL BREAKOUTS

(Feeling an Urgent Coming)
Jo Armstong, Giant 701 (Seattle, BMI)

RED GREEN YELLOW &
Dickie Lee, Atco 6546 (Milwaukee)
next time you are in Denmark...

you can check on EMI's claims about global ramifications—about recording and manufacturing facilities in every part of the world—about sales organisations which get into every conceivable outlet—about unique connections with the most active retail establishments everywhere—and about the way EMI artists are promoted here, there and everywhere to give them a truly international stature.

The EMI Company in Denmark is:

Electric & Musical Industry (Danske-Engelsk) A/S,
18, Holdingvej, Copenhagen-Valby, Denmark. Tel: Copenhagen 30 67 11.

Bjorn Tidmand is one of the many EMI artists who enjoy good sales in Denmark.
A SURE SHOT.

original theme from  
BONNIE & CLYDE
as performed in the motion picture by
FLATT & SCRUGGS

MERCURY ALBUM SR61162

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SUPREME—FOREVER CAME TODAY (Prod. Dave & Bill Bowers) (Writers: Dave & Bill Bowers) (BMI).—Culled from their forthcoming LP "Reflections," this title offers another two-for-one deal. [No information available. Motown 1129]

*COWSILLS—IN NEED OF A FRIEND (Prod. Peter Schneider) (Writers: Schneider, Golson, McManus, Huggins) (EXCLUSIVE).—Culling this from their forthcoming chart entry should not hurt and has Culling already and Les Nell arrangement. [No information available. MGM 2706]

*ESTHER & ABi OFARM—CINDERELLA ROCKEBILLA (Writer: Williams) (EMI).—Currently in the No. 1 smash in England, this is another novelty. Cleverly performed, could easily fall in the U. S. C with the same sales wallpaper of "Windermere Cathedral." [You're Free To Just Like The Wind] (w C. B. B). [Reprise 45620]


LULU—ME, THE PEACEFUL HEART (Prod. Tom Dowd) (Writers: Conley-Smith) (Reprise).—A swinging rhythm done of sorts will hit hard and fast, with the arrangement flavor of a flower child. The sound of Lulu is truly "mellow."

ARTHUR CONLEY—FUNKY STREET (Prod. Tom Dowd) (Writers: Conley-Smith) (Reprise).—As Reprise campus flavor, this is a basic rhythm and blues offering.

DEL REYES—WILD BLOOD (Prod. Bob Montagu) (Writer: Prescott) (Frasier).—Currently riding the bulls of the Top Chart, and a strong potential sales item even with this rhythm lyric. Lyric content can't miss bringing it over on the spot. ["I Can't Forget You"] (w Es, BMI). [United Artists 50470]

SKEETE DAVIS—INSTINCT FOR SURVIVAL (Prod. Felix Jarvis) (Writer: Garden) (Columbia).—While this is a strong new rock effort, a slow selling one. [No information available. Columbia 44129]

CURLY PUTMAN—LITTLE BITTY SOLDIERS (Prod. Buddy Miller) (Writer: Green) (Greenwich).—A nice, pleasant and easy, duly and perfect to do for all. [Lullaby Of Earth] (w B M). [United Artists 50480]

ARELE HARDEN—HE'S A GOOD OLE BOY (Wendy Jones) (Writer: Jones) (EMI).—This title has made such a chart dent, but this strong harlanhuwe royalty material should bust out on the front chart. Fine performance of this infectious hit. Pop appeal as well. ["When"] (EMI). [Chrysalis 1646]

BOBBY LEWIS—ORDINARY MIRACLE (Prod. Ward) (San Francisco) (Writer: Lewis) (Chilton).—Currently up another top of the chart for Lewis with this infectious ring lot. [No information available. Chilton].

CHART

CHARLIE WALKER—Track Driver (wino Winne) (Writer: Russell, Slate).—This title, as usual, is a strong Rock and Roll drive.

JERRY GROVES—On The Back Row (writer: Groves).—UNITED ARTISTS 50520

SYLVIA SPARKS—It's All Over (Writer: Sparks) (with Jimmy McCullough).—This title has made such a chart dent, but this strong harlanhuwe royalty material should bust out on the front chart. Fine performance of this infectious hit. Pop appeal as well. ["When"] (EMI). [Chrysalis 1646]

DEL REYES—WILD BLOOD (Prod. Bob Montagu) (Writer: Prescott) (Frasier).—Currently riding the bulls of the Top Chart, and a strong potential sales item even with this rhythm lyric. Lyric content can't miss bringing it over on the spot. ["I Can't Forget You"] (w Es, BMI). [United Artists 50470]

ALVIN CASH—ALVIN'S BAO (Writer: Jones) (Writer: Jones) (EMI).—Currently up another top of the chart for Lewis with this infectious ring lot. [No information available. Chilton].

BUDDY ACE—GOT TO GET MYSELF TOGETHER (Prod. B. A.) (Writer: B. A.) (Writer: B. A.) (with Jimmy McCullough).—This title has made such a chart dent, but this strong harlanhuwe royalty material should bust out on the front chart. Fine performance of this infectious hit. Pop appeal as well. ["When"] (EMI). [Chrysalis 1646]

CHART

DON BRYANT—Don't Trust Nothin' (Writer: B. M.).—CULL SINGLES CHART

VIR GREGG—Let Me Tell You (wino Winne) (wino) (writer: Gregg).—This title has made such a chart dent, but this strong harlanhuwe royalty material should bust out on the front chart. Fine performance of this infectious hit. Pop appeal as well. ["When"] (EMI). [Chrysalis 1646]
After hitting the top of
the R&B charts this
smash rhythm wailer is
a cinch for top pop honors

INEZ & CHARLIE FOXX
"COUNT
THE DAYS"
DYNAMO 112
Produced by Charlie Foxx

BIG IN L.A. SAN FRANCISCO
TOMMY HUNT
"I NEED A WOMAN OF MY OWN"
DYNAMO 113
Produced by Stanley Kahn • Jerry Williams

SAM, ERV and TOM
"SOUL TEACHER"
(Prod. Charlie Foxx) (Writers: Foxx-Cully-Waters-Price)
(Catalogue/Cee & Eye, BMI)—Producer Charlie Foxx has a hot
sales item in this funky blues number with groovy dance beat
and wailing vocal workout by a strong trio. Flip: "Hard to Get"
(Catalogue/Cee & Eye, BMI). Dynamo 116
Album Reviews

**SPOKES**—Concord IV. Imperial LP 3273 (5)

With their Epic album "1969," the Concord IV show that they're in top form. Their latest LP is given hard rock treatments in numbers like "The Letter," "What I Get to Propose," and "The Game." The result is a return to the glory days of the band's earlier hits.

**LOOK AROUND**—Sergio Mendez & Brazil '66. A&M SP 4137 (5)

The sound of Sergio Mendez is the beauty of a Latin cornucopia. This album is given a warm, romantic treatment that is sure to delight listeners. "What I Get To Propose" and "The Game" are highlights.

**YANK**—Yvonne Carr. Liberty LST 7325 (3)

Including hits like "The Letter," "What I Get To Propose," and "The Game," this album is a must-listen for fans of Yvonne Carr. The arrangements are sophisticated, and the vocals are beautifully performed.

**COUNTRY**

The Best of Wynia Jackson—Capitol ST 3003 (5)

The many songs of Wynia Jackson are re-imagined in this LP. The songs range from more mellow to more upbeat, and the arrangements are diverse.

**COUNTRY**

The Rest of My Life—Capitol ST 3003 (5)

This album features Wynia Jackson's songs from various eras. The arrangements are very creative, and the vocals are expertly performed.

**COUNTRY**

Hey! Little One—Glen Campbell. Capitol ST 2784 (5)

Glen Campbell's singing and guitar skills are on full display in this album. "Hey! Little One" and "The Letter" are standout tracks.

**COUNTRY**

The Last of the Summer Wine—Capitol ST 3003 (5)

This album features Glen Campbell's signature sound. The vocals are powerful, and the arrangements are very dynamic.

**COUNTRY**

Carolyn—Capitol ST 3003 (5)

This album features Glen Campbell's most recent work. The vocals are strong, and the arrangements are very creative.

**COUNTRY**

Twelve Shades of Belew. RCA Victor LPM 2968 (5); LSP 2968 (5)

A package of hits, as well as some reworked versions of favorite songs. The arrangements are sophisticated, and the vocals are beautifully performed.

**COUNTRY**

Can't Stand Myself When You Touch Me—James Brown. King 3039 (5)

This one will melt off the charts. Brown's performances are intense and dramatic, and his sound is completely different from his earlier work.

**CLASSICAL**

The Four Loves. Columbia CL 1440 (5)

Two of these works are especially well arranged, and are expected to have a wide appeal. The performances are very strong, and the arrangements are very well done.

**CLASSICAL**

Haste the Day—The New York Philharmonic. (Brunswick) CBS Sh 7075 (5)

The performances are quite strong, and the arrangements are very creative. The orchestra is on top form.

**CLASSICAL**

Beethoven: The Four Lieder—Chicago Symphony. (Columbia) CBS 7078 (5)

Solti and the Cleveland unit are in an almost magical recording of these Four Lieder. The orchestra is on top form, with horrifically well arranged arrangements.

**LOW PRICE CLASSICAL**

Bach: Unaccompanied Sonatas & Partitas. Harmonia Mundi. Overture 32 36 0015 (5)

These are not the recordings of the world's most famous performers. Originally recorded on Telefunken in 1977, the orchestra is on top form, with horrifically well arranged arrangements.

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**SAMMY DAVIS JR.'S GREATEST**

With-I-Tunes. (Columbia) CBS 7079 (5)

Here's his very best, including many of the fans' favorite tunes. But his greatest hits have mostly been left out.

**GEEZILSAM BROTHERS & COBWEB—Capitol ST 2868 (5)

Songs such as "Cherry" (Please Take My Love to Town) are typical of the Geezilsam Brothers at their best.

**RACOMMENDATION**

WOOD, PHILADELPHIA-Philadelphia Orchestra. (Columbia) CBS 7080 (5)

In his liner notes to this performance, Bernstein says that he and the orchestra re-examined this symphony, which he had first done 12 years ago. It is the first stereo performance, and the results are a great success. The quality of the recording is quite high, and the orchestra is on top form.

**ALBUM REVIEW RANKING**

Star Performer Spotlights

These are the best releases in their respective categories. The lower half of the Top LP's list contains albums that have been released in stereo.

**CHART SPOTLIGHTS**

Albums which are expected to have profitable sales are given a "hot needle" category.

***STANDARD EXPRESS***

New releases of outstanding importance are given top billing, and which could have a significant impact on the music industry and the music charts.
Now is the Time to Get On the Pop-Folk Single of the Year...

The Unicorn
The Irish Rovers

Now #1 in Canada!
and A Breakout in Detroit!
- A Breakout in Boston!
- A Breakout in Chicago!
- A Breakout in Dallas!
- and this is only the beginning!!!

This exciting new hit single is included in a brand new album by The Irish Rovers.
WINTER SKÖL FROM A&M RECORDS

SERGIO MENDES & BRASIL '66
LOOK AROUND  SP 4137

LEEE MICHAELS
CARNIVAL OF LIFE  SP 4140

ROGER NICHOLS & THE SMALL CIRCLE OF FRIENDS
SMALL CIRCLE OF FRIENDS  SP 4139

LIZA MINNELLI
LIZA MINNELLI  SP 4141

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