Stereo Disk $$ Hold In Inflationary Trend

By HANK FOX

NEW YORK — In the face of the spiraling cost of living, the retail price of stereo records continues downward. With the Consumer Price Index soaring to 11.4% in 1968, the index for stereo disks in the first quarter of 1968 reached a new low—97.0.

The announcement comes as a surprise, especially in the wake of a trend by discount houses to establish greater profit margins by boosting prices. In past years, discounters have competitively forced down the cost of many products, records included.

Merc Change

(The Consumer Price Index, compiled by the Bureau of Labor Statistics of the U.S. Department of Labor, measures the change in the actual retail price of selected items across the nation. The figure 97.0 means that the consumer could buy for 97 cents between January-March 1968 the same type of product for which he paid $1 in 1963.)

In terms of the Consumer Price Index, 500 years ago, (Continued on page 78)

Gold Reshaping Col.'s A&R With 'Teammanship' Accent

By MIKE GROSS

NEW YORK — Jack Golde, vice-president in charge of artists and repertoire at Columbia Records, is steering his operation away from the cult of personality. "Gold, who has been reshaping the A&R department since his takeover a few months ago, is stressing instead, what he refers to as 'teammanship'.

"The staff now, says Golde, "has a creative, uncynical approach to its work and there is a constant exchange of ideas and material among the producers." If a producer now finds a song he likes but feels that it's unsuitable for any of the artists to whom he's been assigned, he passes along the song to a producer who records an artist he thinks more suitable to the material instead of letting the song go down the drain, entirely. This interdepartmental harmony has given Columbia's A&R department a song-oriented quality that has been welcomed heartily by the music publishing fraternity.

Golde, who will complete his roster of recording artists this fall, is preparing his Los Angeles, has aimed the (Continued on page 78)

Cool It' Picking Up Steam

By CLAUDE HALL

CLEVELAND — The nationwide movement by radio and TV stations to curb outbreaks of racial violence continues to grow. Last week, WKYC here went on the air with a patrolwomen's users for a door-to-door fundraising campaign, "Cleveland Youash Now!"

"For more than 100 persons pledged their time for the campaign, according to WKYC general manager Dino laurs.

The campaign, supported by Mayor Stokes, gets under way Saturday (13). Funds will be used to establish youth drop-in centers throughout the city. Organizations and groups also were represented they would participate in the door-to-door fund movement.

The on-air part of the project had the cooperation of the Cleveland Browns, many of whom appeared on the station, and tapes from record artists were aired.

WKYC-TV in Boston is providing an outlet for Negro expression. The station will be a 1.5-hour series beginning July 21 on the history of the Negro. The (Continued on page 78)

Dec fits the hottest brand in country, and Jack Greene is one of the many reasons why. A graduate of Ernest Tubbs' Texas Troubadours, Jack continues to hit the No. 1 spot in both the album and single country charts. Currently represented in the album charts with "I'm Not My Own Man" (J7479), Billboard picked his brand-new Deca single, "Love Takes Care of Me" (J2252) by saying "Should be one of his biggest yet." We agree.

(Advertisement)

Classical-Based Pop Disks Urged

By LEE ZHITO

NEW YORK — The purist be damned — let's go back to creating pop songs based on classical themes. So said Dave Rothfeld, division merchandise manager of the E. J. Korvette chain, in pointing the way to an expanded classical market.

Rothfeld, one of the world's highest profile record buyers, harked back to the future to say that pop tunes based on melodies from Tchaikovsky, Rachmaninoff, Chopin, Saint-Saens, and other masters.

The sugar-coated classical re-frames acquainted pop tunes with serious music, Rothfeld said, and attracted them to the original work. Each French-period classical-based pop recording paid off in an upsurge in sales of the classical music, which served as the melody source for that pop recording, Rothfeld said.

Asks for Support

Rothfeld called on all record companies to support the cause, pointing to Norman Lippman, who releases records based on classical themes. He said that the major labels with vast classical catalogs have the most to gain in this.

The use of classical themes in motion pictures similarly has yielded many successful releases, among them "Song to Remember," based on the life of Chopin, did more to popularize that composer's works and sell his recordings than many music appreciation courses can accomplish, Rothfeld said. He pointed to the current film, "Evelyn Maddigan," which uses Mozart thematic material, and has resulted in boosting Mozart J.P. sales. Mozart's exclusive contract for all new artists. The first studio in the planned "studio web" was the just-opened Papa Don Schroeder Studios in Pensacola, Fla., jointly owned by Bell Records and Schroeder. (Continued on page 9)

Bell Inks Team in Studio Build-Up

MEMPHIS — As the second step in the building of a major network of studios, Bell Records has just signed the American Group, composed of some of the hottest producers in America, to an (Continued on page 8)
Four Jacks and a Jill introduced you to "Master Jack" a while back.

Now, meet their new friend...

"Mister Nico"

c/w "Hamba Liliwam" #9572

Both sides are from their Victor Album. They're traveling in the best of circles.

LPM/LSP-4019

Available on RCA Stereo 8 Cartridge Tape
NEW YORK—Atlantic—Records is closing both its entrance and exit to monaural records. The move has been made in order to monopolize its production several months in advance of the final recall notice for all its monaural disks.

In a letter to all of its distributors, Atlantic posted July 31 as the last day on which it will accept monaural records. The letter, which was mailed to more than 1,000 distributors on June 14, asked that they immediately notify their dealers.

"Most of the monaural prod-
uct has been returned," an At-
lantic spokesman said, "but if we didn't establish a cutoff date, these disks would be trickling in forever." Atlantic will exchange monaural records for stereo records at the regular prices for monaural and stereo records.

While no special price pro-
gris are taking another step in-
becoming an independent force with Paramount Pictures and the Atlantic-Gallo-
Western Industries umbrella.

The Memphis-based label has set up an international dis-
tribution network in Canada, Eng-
land, West Germany, Australia, New Zealand, etc. The label also will release its first film soundtrack, "The Bible." Records.

Quality in Canada, Polygram in England, and PolyGram in Brazil is a
will handle Stax and its affiliated labels, Volt, Hip and Enterprises.

Stax recording artist Booker T. Jones, leader of the band "The Mates," will release "Up Tight," with the soundtrack al-
bum to be recorded at the la-
bel's Memphis studio.

In scoring the film, Jones will use his group, and may use other artists on the Stax/Volt roster.

Los Angeles—MCA—MCA has re-
shuffled its record division, giving
CEO Jack Gold, vice-president of Columbia Records, the reins of the company. For the past five years and prior to that had been with both 20th Century-Fox and United Arts.

DJ Carter opens store on Coast

Los Angeles—The Music
Revolution, a small record retail-
shop, has been opened by disk jockey "Lester Carter featuring free home deliveries.

The store specializes in new releases on underground radio stations. The band is a 21-year-old Vietnamese veteran, who was given his first job by
a member of the city's swimming pool.
CHICAGO — Mercury Records has moved into an immediate position as a multimillion-dollar manufacturing plant near Richmond, Va. The new, completely self-contained facility, which is 400,000 square feet and is one of the largest such space available in the corporation’s present plant in Richmond. The company is now in the process of planning by President Irving Green. Executive Vice-President Virgil H. Steinberg, director of manufacturing and head of Mercury’s Western operation, according to Green, an independent marketing study conducted by the University of Chicago shows that the record industry generally will probably continue to fall at the same rate over the next 10 years. “Until we are 100 percent merchandised,” he said, “we will be in full operation by the fall of 1969, we will be able to meet or exceed any market growth patterns,” said Green. With Mercury’s present facilities, the entire process resulting in the finished singles and LPs is conducted in the company’s own plant once the original artwork and mechanicals are sent to Richmond. With the new facility, Mercury Markets will be improved to a greater extent. Pressing operations for other labels, which has been done at Mercury’s Richmond plant, will also be continued on a larger scale at the new site. The new plant will be built on a 30-acre site northwest of Richmond and will contain approximately 100 employees and will ship all on one level. The facility, to be known as Richmond Development Corp., will serve as an outlet for Mercury home records, record cartridges, and tape cartridges, as well as for records.

WIL Drops All-News Idea For Country; Adds New DJs

ST. LOUIS — WIL, 5,000-watt 24-hour all-news station, dropped its all-news format Monday (8) to become a country station. Frank Gill, former program director at WJUD in Chicago, is the new program director of WIL. He will be in a new day/even-up line-up last Friday and retained only a few of the evening commercials that had been on the air. Tom L. Furryman is general manager and Ann Brown brings up the LIN Broadcasting. The station will feature a program of newscasts, plus a pick and single and a pick album each week. In addition, Lane said that he would be playing quite a few album cuts. He spent last week in Dallas wrapping up two jingles packages at PAMS. Lane will also handle the promotion department and a nine-to-nine air staff. Other moves at the WIL include KBYX in San Diego, Dan Daly and David Lee from the WBCN in Boston, Walter Vaughn from WFFA in Dallas and Mike Hansen from WVTX in Knoxville. The station will be heavily promoted via bus cards and prizes for listeners to call in. The station is sponsoring a July 19 live show featuring Ray Price and the Chisholms. The main purpose of the show is to introduce advertisers in the area to the station. Lane said. Present stations featuring country formats include KSTL, WGNU and KXII, all of which are daytime operations.

ITCC Acquires Stereo Devices

NEW YORK—International Television & Cable Corporation has assumed control of the manufacture of its 4- and 8-track tape cartridges. The company has acquired Stereodynamics Inc., a wholly owned subsidiary of Capitol Industries. At the same time, ITCC also acquired 200,000 common shares of its stock which had been owned by Capitol Industries. Stereo Devices President Joseph C. Jamieson and ITCC Executive Vice President James J. Elkins jointly announced the deal. Jamieson cited Capitol Industries’ decision to sell the Stereo Devices’ custom tape duplicating and cartridge loading facilities as the reason for the sale.

Winning Pubs Will Get NARAS Scrolls

LOS ANGELES — The National Academy of Recording Arts & Sciences (NARAS) will award certificates and scrolls to the publishers of recent Grammy award-winning compositions.

The master of folk is still the master. But the idiom is increasingly popular. Look at some of the songs in Burl’s new Columbia album, The Times They Are A-Changin': "By the Time I Get to Phoenix," "Homeward Bound," "Don’t Think Twice, It’s All Right," "Gentle on My Mind," "If I Were a Carpenter," "Little Green Apples" and "I’ll Be Your Baby Tonight" 4-44908, which is also a powerful single.

Burl Ives on Columbia Records

www.americanradiohistory.com

Just because Burl Ives is making it on Top Forty these days doesn’t mean he’s changed his tune.

Burl Ives

The Times They Are A-Changin’

includes:

Folk Singer / I’ll Be Your Baby Tonight
The Times They Are A-Changin’
Maria If I Could / Gentle On My Mind

The Times
They Are A-Changin’!
NEW YORK—Aretha Franklin and a supporting cast of Atlantic Records talent sang, shouted and raced around the Madison Square Garden yesterday night (28) into Saturday morning for 21,000 fans at the new Madison Square Garden. Billed as the "Soul Together" benefit show for the Martin Luther King fund and NATRA, the giant soul and R&B torch carriers of rhythm and blues by Joe Tex and Sam & Dave, driving rock by the Rascals, love ballads by Sonny & Cher and the gritty gospel-soul of the fabulous "Lady Soul," Aretha Franklin, Miss Franklin, the lady soul of music—and the evening's main attraction—was saved till the middle of the hour after Joe Tex had caught his plane and Sonny & Cher had coked their way backstage.

On stage, the 26-year-old Detroit soul artist lifted her voice to suit the song. Depending on the lyric, her voice shot and shivered with religious fervor, hung over the blues or cried out for freedom. When she wasn't behind the piano. Miss Franklin paced the stage, which stood out in the Garden's darkness like a boxing ring lit up for the long length pale chiffon gown that touched the floor when she dipped and bobbed with both hands. Her hair, the stage she liked a pinhead Mahalia Jackson, singing about love, freedom, sex and urban blues in the synthetic sunshine of the Soul Sound System.

Miss Franklin sang "Since You Been Gone, Respect" and "Chain of Fools," as hit-list followers, and "Dr. Feel- good," "I Say a Little Prayer" and "Respect" for the blues crowd. In "Dr. Feelgood," her voice sailed through the octaves, and when her voice reached what sounded like a familiar note, her soul-stricken fans leaped to

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**Benefit—Choice Filets of 'Soul'**

By ED OCHS

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their feet in ecstasy and cheered. Every number stirred up the 21,000, and when they finally squeezed out of the exit at the show's end, the late-night drowsiness of the hour had been blown away by Miss Franklin's furious gospel excitement and "Natural Woman" blues.

Also supplying the soul power were Sam & Dave, Stax Records duo, who owed a 12-man band and four go-go girls with their foot-stomping, hand-clapping, revival-meeting pandemonium. Pretty boogaloos worked out on the four corners of the stage, while the band flashed through an eyeful of fancy footwork behind the soul team. "Hold On, I'm Coming," "Here I Am, Baby," and "Soul Man" quaked through the Garden till the dynamic duo bowed off stage to a houseful of wild hoorays.

The Rascals also starred, performing their golden oldies with drive and color, as well as their latest, "People Need Freedom." Sonny & Cher featured Sonny's Dylan-like yodeling and Cher's sensitive versions of "All in," "Unchained Melody" and "What Now My Love?" Kirk Dorsey & his Kings died the opening instrumental excitement, ushering the soul sound so familiar to LP listeners of Miss Franklin and other R&B artists.

The show's guests from the sale of tickets was $124,000, with $30,000 additional coming from donations and program book advertising. Cost of the show (for rental of Madison Square Garden, advertising, printing, musicians and miscellaneous) was approximately $50,000. All the artists and everyone connected with the show from Sim Bernstein's office, Atlantic Records, and NATRA, contributed their services.

**Cameo-Parkway Sued for 1.5 Mil. By Artist Benton**

NEW YORK — Brook Benton, RCA recording artist, filed a $1,500,000 suit against Cameo-Parkway Records in Supreme Court here Tuesday (2). Benton seeks to enjoin the label from distributing albums which allegedly contain his voice and picture.

The album in question was released under the Wynote label. Wynote is the budget line of Cameo-Parkway.

According to Benton, Cameo obtained tapes of him in a "deceptive manner" and packaged them in an album, together with other tapes, and represented the product as a Benton album.

Justice Tierney signed an order asking the company to show cause why the injunction should not be issued.
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YOU MET YOUR MATCH
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FOUR TOPS
YESTERDAY'S DREAMS
Motown 1127

BOBBY TAYLOR AND THE VANCOUVERS
I AM YOUR MAN
Gordy 7073

JIMMY RUFFIN
DON'T LET HIM TAKE YOUR LOVE FROM ME
Soul 35046
**Classical-Based Pop Disks Urged**

*Continued from page 1*

Concerts No. 17 and 21 are in first position in Billboard's Best Selling Classical LP's chart.

According to Rothfield, the tone on these classical records is not so much a reflection of the trend toward increased interest in the classical repertoire as it is a sign of increased interest in the classical repertoire. A classical tribute is said to be July 28 at the Newport Folk Festival following a similar event at Carnegie Hall in January, staged by Harold Leventhal.

The campaign, which has no time limit, will run through the spring and summer months. Hecht said he is planning to carry the campaign into the fall and winter months.

Consolidated To Open L.A. Wing

LOS ANGELES--Consolidated Distributors, the ABC-owned Seattle-based firm, is opening a branch called The ABC/Consolidated Dis- tribution Co., Ltd., as its first branch. The ABC-owned firm, which has been employed by the Abe Diamond firm, will be handled by the firm.

The local branch will be headed by the Los Angeles- Salt Lake City, another ABC-owned firm.

**Kluger Back to Brussels After A Trip in U.S.**

NEW YORK--Kluger has returned to Brussels after a two-week business trip here. On the record level, Kluger arranged with MGM Records for a release of Palet's first album, "Krug's Linda." On the film level, "Krug's Linda" will be the new title of "Krug's Linda." The new title will be the new title of "Krug's Linda." The new title will be the new title of "Krug's Linda.

**Bell Inks Hot Prod. Team**

*Continued from page 1*

main concept of the album, Ut- tal said, "is to provide the pro- ducer with a place to store his ideas." It's not because of savings in studio costs; if you get his record the cost be- comes relatively minor. But a producer can be more creative in this album.

The Pepsico Don Schroeder studio is already in operation and started recording on Friday with James & Bobby Purify and Oscar Toney Jr., among others.

**TOWER ELECTRONICS SETS UP DISTRICTS TO SELL HOME LINE**

LOS ANGELES--Tower Electronics, manufacturer of home electronic products, including 8mm and 16mm minidiscs, has set up dis- tribution in the U. S. market with a branch of home electronic products.

Thad Williams, Tower presi- dent, said, "We have opened our own branch in the U. S. market with a branch of home electronic products."

Tower will offer a line of 20 products, featuring a variety of items in the market. The line will be production line of TV and video equipment in the market. The line will be the new title of "Krug's Linda." The new title will be the new title of "Krug's Linda.

The company also uses the "Steve Allen Show" and exposed the new title of "Krug's Linda." The new title will be the new title of "Krug's Linda.

Agency Studios Forms a Label & a Pub Firm

CHICAGO--Agency Recording Studios, involved for 15 years here in the production of radio and TV commercials, has formed its own label and music publishing company the first release on Agency Records is by vocalist Roberta Williams.

Agency President, John Gara- mian, said the decision to form a label and publishing arm was not unexpected because it is a natural extension of the field.

The new publishing firm is called Garamian Music Publish- ing. Agency Recording Studios will continue in the commercials field. Record distribution is be- ing set up in major markets. The title of the Miss Williams' song is "If I Must Go."

**SWINGIN 4 LABEL**

NEW YORK -- Swingin 4 Records has been formed by Swingin 4 Enterprises, P. O. Box 907, Manhattanville Sta- tion, New York, N. Y., 10027. The new label’s first disk is "There Is It" and "Coca But- ter," by the Epic Emotions.

JULY 13, 1968, BILLBOARD
THE RASCALS

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Produced by THE RASCALS

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THE RASCALS GREATEST HITS
TIME PEACE
Atlantic 8190

Management SID BERNSTEIN
Prager Diskmen in Middle on Hip Rock
By CLAUDE HALL

NEW YORK—Very few ord men understand what progresive rock is about, believes Bud Prager, a partner with producer Felix Pappalardi in Windfall Enterprises. Pappalardi, in association with Robert Stigwood, produces the Cream. Last week, as a gag, Prager tried to pass off a single by the Cream as "a new group I just produced over at Associated Studios." A record company chief turned the group down. "I believe I could take 'Dis-reatl Geary' to five top Adler pro-ducers in New York, saying that I just produced this, and they'd turn that record down with statements like 'it's not mixed right' or 'it's not a hit single.'" The Cream is basically an album group. Their "D'Earth Gears" LP, a million-dollar al-

um, is No. 6 this week on the Top LP's chart. It has been on the chart 32 weeks. The new "Wheels of Fire," a double album set, leaped onto the chart this week at No. 5. The single "Fresh Cream" album has been on the chart 32 weeks and is No. 8 this week.

But an old single of the Cream — "Sunshine Of Your Love" — which had been a top chart item several weeks ago, leaped onto the Hot 100 chart again last week at No. 55. Another star this week.

Prager became a convert to progressive rock himself at the urging of Pappalardi.

The problem is that many record companies, without understanding the music, are signing everything in sight, he said. "Too many of those groups lack authenticity and live excite-
ment." He felt many of these groups would break down eventually because it's impossible to get bookings without a hit record. "Better groups will be formed out of the performers who stick to it."

Windfall Enterprises was formed about a year ago. Since that time, with the help of Pappalardi, the company has produced six albums, including an album by the Rascals, two by the Cream, and a Hamilton Carpe album. The D'Earth Gears' "Golden Disk" and the "Wheels of Fire" double album have just been certified by the RIAA shortly. New projects by Windfall include a band in Canada and Kesington Market on War-

Newbury Debut Disk to Get RCA Promotion Send-Off

NEW YORK — RCA Rec-
dars has mapped out an ex-
tensive advertising and promo-
tion campaign for Mickey New-
burgy's debut single. The kickoff
couples "Are You My Thoughts With You?" which was written by Newbury, and his latest tune, "Sweet Memories," currently riding the charts in a hot streak by Andy Wil-
liams.

Newbury was introduced na-
tionally on June 20 by fellow RCA artist Jimmy Dean on ABC-TV's "Joye Bishop Show" on which he performed his own tune, "Sweet Memories."

Gabor Szabo's latest release "Bacchanal" SK5 (5) makes its first Co. appearance on best-
selling list this week. Bacchanal has the rousing, zestful sound that is characteristic of his work. It has more solemn moments in Szabo's rendition of "Love Is Blue" and the theme from Valley of the Dolls." A little known tune, "Three Kingsfathers," has been transformed into an instrumental piece. Gabor Szabo's continental jazz styling has a range and versatility that commands attention—styling that demands the finest instrument to back him up. He plays a Gibson guitar—the choice of outstanding professional (Advisement).

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July 13, 1968, BILLBOARD
"...a natural star is born"

writer/arranger/artist
mark radice
sings
natural morning
Aretha Franklin: From Sermons On Sunday to All-Week Success

By ED OCHS

NEW YORK — Before soul music moved "downtown" into the mainstream, Aretha Franklin had spent her Sundays singing in her father's Baptist church in Detroit. Eleven years ago, Aretha jumped off the gospel train, at 17, she kicked off a career that so far has netted her riches, five gold records, a platinum album, and a Billboard citation as the top female vocalist of 1967. She was at Detroit's last year, when "Lady Soul" met. Lady Luck dressed up as Atlantic, and kicked into Detroit.

The Beatles, in their early roles as folkies, turned too into Atlantic. "Lady Soul." Miss Franklin will talk in public only about the of the press. The length of the article, she says, will be "something to speak about." Privately, she

NEW YORK — Will McEuen Productions, management company, the 150-year-old Hollywoodwood record front, has completed arrangements for major projects involving several of its existing acts and has undertaken recording contracts with other groups known as the Magic Lantern. The firm now offers the services of the Ninety Gritty Dirt Band and the Hour Glass.

The group is under contract for a role as featured on the show, and will appear in the forthcoming Paramount screen version of "Paint Your Wagon." The Dragon Way hits by Alan Jay Lerner and Arthur Loewe.

A national publicity drive centering on the Dirt Band's appearances in the film will get underway shortly. The campaign will incorporate station tie-ins and personal press coverage. The group is currently represented with a new LP, "Rare Junk," on Liberty Records, as well as a new single, "These Days." The

The Sunshine Company, which has recorded singles on Imperial, "On a Beautiful Day," and which is also on Liberty Records, has announced a summer Blonde" commercial, will begin a six-week tour of Midwestern and Eastern ten theaters July 29 as a featured attraction of the John Davidson Show. A number of special local promotions are being set up in the various cities to be covered by the Davidson troupe, with radio appearances, newspaper interviews and store appearances on the docket.

Jimi Hendrix-Glass, a five-man blues-blowing-blue-eyed soul group, will leave shortly for Europe. They will head South for both concerts and club dates. The group records for Liberty.

Meanwhile, McEuen has signed a deal with a new group, Northwest known as the Magic Lantern. This is under the lights the singer, Kathy Smith. All members of the group are writers as well. A record deal is now being worked out. McEuen is also currently negotiations with an American management for several British attractions.

JANIS IAN'S SOCIAL COMMENT

LOS ANGELES — Janis Ian painted a better word collage for her Troubadour audience at her June 25 opening.

Accompanying herself on a 12-string guitar and at the piano, attacks a slew of social problems during her 10-minute presentation. The moment is on her own compositions and the tone is so serious that the audience must pay strict attention.

She tries to counter her seri- ous and piercing song dialect with cuts like "Bender," and on this score she falls far short. At the piano she displays the early stages of an apprecia- tion for the blues form. Her voice is gentle, yet determined, and she sounds much more confident than she appeared in Los Angeles initial summer.

Her guitar playing is adequate for setting up a flowing rhythm background for such songs as "I Want You," her hit Verve single and the sad reflection of old age comes through "Sadie Acres."
...another million seller

Archie Bell & The Drells

"I CAN'T STOP DANCING"

Atlantic 2534
Produced by GAMBLE-HUFF
Arranged by TOMMY BELL
These stupid things have proven to be a damn good idea.
BUILDING TO ANOTHER BOOTS?

NANCY'S NEW SINGLE

"HAPPY"

#0736

PRODUCED BY LEE HAZLEWOOD

www.americanradiohistory.com
**Progressive Rock Play; An Analysis of Its Use**

**EDITOR'S NOTE:** Because the progressive rock format is so new, many radio stations are not exploiting it to its fullest extent. The format is the one way by which a FM stereo station can develop not only a substantial audience, but an empathy with that audience in a relatively short time. It is possible the factor that could give a tremendous boost to FM in general. For this reason, this is the first in a series that will discuss music, programming in general, promotion, and management of the progressive rock operation.

The progressive rock format is one of the most difficult formats to do correctly because it forces creativity in programming and especially in music selection. Not a single station now playing progressive rock, to my knowledge, knows really what it's all about. Even Murray (the K) Kaufman — and his former music aide, Bobby Calendar — really had developed it as far as it merits ... although they were in the process of doing so on the old WOR-FM. This is true of virtually all progressive rock for an oldies format.

The key to further development? Kaufman once stated that he'd begun to think of country music — and was going to start searching for progressive sounds in the country field. He was always hunting for something new, something different, as long as it was good.” Not 'aimed'!

WNEW-FM, the station that picked up the progressive format when WOR-FM dropped it, has not capitalized on this aspect to the extent it should. To tell the truth, a portion of the music played is not even called progressive rock — it is simply termed "aimed." The station is still playing a lot of teenie-bopper music — and still carrying records that are literally so pop they could be played on WMCA and/or WABC, the two New York top 40 stations. Whereas, WNEW-FM, at 105,000 watts and extremely powerful, should have the man power to play these two attitudes, while still retaining the 'aiming' of the progressive rock station. It would put a whole new responsibility on the music director (something that had been more or less disappearing from AM top 40). On FM, once again, it's up to the music director to show his merits, to depend on his ear, to search for new records.

An asset of top 40 radio is that it was aiming at the popular and plays it. So the FM progressive rock station will be hard put, in days and months to come, to stay ahead. The major hurdle here will still be on the music director. A wise music director will use all of the talent of his staff — if he's lucky enough to have musical-minded personalities at his station — in searching for new material. It will be up to the music director, or it should be, to see that the deejays don't take off on their own. In other words, the final say on quality should be left to the music director. This is not a voting matter for a panel. And this is why the music director of a progressive rock station should have to be virtually a super conductor.

Admittedly, WNEW-FM is vastly improved over a few months ago. It is playing better music and doing it better. The station is used as an example here, but, in truth, most progressive rock stations are making the same mistake — relying on pop records, relying on oldies (too oldies should ever be played on a progressive rock station unless it fits the sound and says the message). What's worse is that records such as "White Rabbit" by the Jefferson Airplane. Basically, all records on a progressive rock station should say something either in:

- Message (lyric content) or
- Music (the record should be so advanced in musical concept that it demands to be played).

By these standards, it would hold true that deejays should not be allowed to have total control of their music unless they're exceptional deejays. Too many deejays — program and music directors, too — do not understand this type of music or the concept behind progressive rock. But these are guideline lines that can be used. The music can be from any field — blues, classical, Greek, Mexican, jazz, folk, or whatever. It must have a quality that makes it outstand the ordinary. It must produce the Creem meets to produce records that are. (You can listen to again and again without growing bored)

**Having Fun**

Paul Cannon, the music director at WKRN in Detroit, who also has the progressive rock-formatted WNEW-FM, has a lot of fun selecting the music for his station. And, frankly, the reason is that the progressive rock format puts a whole new responsibility on the music director (something that had been more or less disappearing from AM top 40 radio). On FM, once again, it's up to the music director to show his merits, to depend on his ear, to search for new records.

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**NAFMB Seminar to Feature New Format Ideas**

SAN FRANCISCO — The 1968 West Coast seminar of the National Association of FM Broadcasters is here to feature an hour panel on "New Ideas in FM Programming." The seminar is being held July 2 at the Fairmont Hotel. Participating on the panel will be Tom Donahue, operations manager of KSAN FM, San Francisco, who'll represent progressive rock; Don Barrett, national program director of the McLendon stations, Dallas, who'll represent easy listening stations, and

**WOXR-FM Mixes on Progressive Rock**

OXFORD, Ohio — WOXR FM, which serves both Miami University and Western College of the University of Oxford, is mixing progressive rock records with regular rock 9-midnight and has a special progressive rock show Sundays 6-midnight. Reports program director Dave Michaels. Host of the show which will also feature guest artists, is the"deejay" for the network. The shows are broadcast on WWOX and WYUV personalities Dave Lockhart and Jim Davis, and WYXZ program director, Joe Barcana.
The Programming Aids is intended to show what's happening at radio stations around the nation in regard to records... primarily records not yet on the chart or on the bottom of the chart. Best Pick is a record that has a chance to go all the way. Best Leftfield Pick is a record by a new artist or established artist who hasn't had a hit recently but which could go all the way. Biggest Happening is a record that is getting most requests and sales in area.

Altona, Pa.
JOHNNY ANTHONY
Program Director & Deejay
WFBG

Atchabula, Ohio
DAVE ALEEN
Deejay
WREO
Best Pick is "Breaking Down the Walls of Heartache," by the Bandwagon, MGM. Biggest Leftfield Pick is "Hey Joe," by Johnny Rivers, Imperial. Biggest Leftfield Happening is "Competition Ain't Nothing," by Carl Carson, Passaic. "Hey Joe" is from Johnny Rivers' latest album, a single. A month or so after its release, A&M's new album is out of sight.

Bowling Green, Ohio
BOB LADD
Program Director
WAWR
Leftfield Happening is "Now You've Gone," by the Mandrel Distributors, Kitchen Chair, A-M-E.

Chico, Calif.
DAVE MERITT
Music Director & Deejay
KPCA

Denver, Colo.
TOM ADAMS
Program & Music Director, Deejay
KQXI
Best Pick is "Dream of an Evergreen Housewife," by Glen Campbell, Capitol. Biggest Leftfield Pick is "Never Gonna Give You Back," by the Lettin' Spoon, Capitol. Biggest Leftfield Happening is "Dare to Be Wild," by the Vogues, Reprise. Biggest Leftfield Happening is "I'm a Man," by the Animals, Liberty.

Detroit, Mich.
MARILYN McCLoughlin
Regent Librarian
CKLW

El Paso, Tex.
CHARLES RUSSELL
Assistant Director & Deejay
KELP
Best Pick is "Mr. Bojangles," by Jerry Jeff Walker, ABC. Biggest Leftfield Pick is "When," by the Five & Five, Paula. Glenn Campbell's "Dreams of the Everyday Housewife" doing very well.

Fort Bragg, Calif.
JERRY JOHNSON
KDAC

Grand Rapids, Mich.
THE FRIZZEE
Music Director
WLAV

Hartnell, Ga.
BOBBY BOBBY
Deejay
WOWH

Jacksonville, Fla.
IKE LEE
Program Director
WAKO
Best Pick is "Hello, I Love You," by the Doors, Elektra. Biggest Leftfield Pick is "Dream A Little Dream," by the Mamas & the Papas, Columbia. Biggest Leftfield Happening is "Smokey Right," by Red Charlie, ABC.

Jacksonville, Fla.
BILLY CABLE
Music Director
WRCB

Kingston, N. Y.
GARY DAVIS
Program Director
WBAZ

Louisville, Ky.
JOHNNY RANDOLPH
Asst. Program & Music Director, Deejay
WAKY
Best Pick is "Hello, I Love You," by the Doors, Elektra. Biggest Leftfield Pick is "I Want You," by Jesse Fuji, MGM. Biggest Leftfield Happening is "Groovy Girls," by Waylon Jennings, RCA.

Muncie, Ind.
JOHN COCHRAN
Asst. Program Director & Deejay
WERK

Narragansett, R.I.
JIM ALBRIGHT
Deejay
WJIB

San Diego, Calif.
SAM SCHADER
Assistant Director & Deejay
KBLK
Best Pick is "I'm In Love With My Love," by Billy idol, Bell. Biggest Leftfield Pick is "Daddy," by Ronnie Foster, Reprise. Biggest Leftfield Happening is "Paint the Rainbow," by Sonny Wright, Columbia. (Records to watch: "Tell Me It's Over," by Sam Carrieth & Laurence Morris; "Everybody Wants to Be Somebody Else," by the Hudson Trio.)

Des Moines, Iowa
 MIKE HOYER
Deejay
WHJO

Flint, Mich.
JIM HARPER
Program Director
WMKF
Best Pick is "Your Angel Steps Out of the Sky," by Donny Osmond, Columbia. Biggest Leftfield Pick is "Do You Believe In This Town," by Roy Clark, Dot. Biggest Leftfield Happening is "You're Just Stepping In," by Melba Montgomery, ABC. Biggest Leftfield Happening is "Painted Girl and Women," by Ed Bruce, RCA.

Greensboro, N. C.
TOM MILLER
Program Director
WGBG
Best Pick is "Only Daddy That'll Walk The Line," by Waylon Jennings, RCA. Biggest Leftfield Pick is "Don't Get The Pain on You," by Tom Jones Overstreet, ABC. Biggest Leftfield Happening is "Born a Fool," by Kenny Karr, Kapp.

Dayton, Ohio
JAY WILLIAMS
Music Director & Deejay
WAVI
Best Pick is "Only Daddy That'll Walk The Line," by Waylon Jennings, RCA. Biggest Leftfield Pick is "Don't Get the Pain on You," by Tom Jones Overstreet, ABC. Biggest Leftfield Happening is "Born a Fool," by Kenny Karr, Kapp.
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Life

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for love of a great soundtrack.

Sidney Poitier in
FOR LOVE OF IVY
ABCS-OC-7

Music composed and conducted by Quincy Jones.
Featuring the voices of B.B. King, Shirley Horn, Cashman, Pistilli and West.

Opening July and August throughout the nation.
Radio-TV programming

**Vox Jox**

- Continued from page 20

director and air personality at KTLD in Tallahassee, Fla.; needs rock N Roll albums and singles. Sturm says: "Still no service from Mercury."

... Dave Jarrett — congratulations. Allen Rice joins WJJC, Santa Ana, Calif., as director of research and programming. He had been Pacific director for Rush. Wink Martinell joins KGVL, San Francisco, Calif., as an on- air personality. Another former KFQB personality has joined KEYY, Santa Ana, Calif.

Thomas Williams (WJOE) for illustrating "WOOH! ..."

... Thomas G. Calahan, who started as an engineer and announcer with WBT just five years after the Charlotte, N.C., station went on the air, celebrated his 40th year with the station this year. He's now technical operations manager. WJSH (the Michi
gan State Network operations), East Lansing, Mich., is now printing a weekly music newsletter and record companies and radio stations who'd like to receive it should write Denyce Rhyn, Network Music and Promotion, Michigan State Net
work, Student Services Building, Michigan State University, East Lansing, Mich. 48823.

**WCAU-TV Ver A New Show**

PHILADELPHIA — WCAU
TV has bowed a new Saturday afternoon hour bandstand-type show "Surprise!" Produced by Al Rose, the show is being sponsored by Seven-Up and the Continental Ed Institute for the summer. "Sum
er Sounds" will feature the performances of national acts as well as local acts, plus air videotapes and films of perfor
mers produced by WCAU
TV and Rose's film crew.

Stated for shows are the Step
penwolf, The Association, the McCays, the Vanilla Pudding and the Soul Survivors. "We hope that with WCAU-TV facilities and notates we will generate enough interest not only with the audience but with the busi
tes so that it could lead to an extension of the show into the fall and the end of the summer of airing it in other markets," Rose said.

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**Progressive Rock Play; An Analysis of Its Use**

- Continued from page 16

music man. The hype will mean nothing to him. Nor will the fact that a given record is a hit in another city. He should make his decision to play or not to play strictly on the merits of an individual song.

Harder still will be his duty, after having created a hit, to drop a record after it becomes popular. The AM stations are playing it.

Rest assured that, if the station is progressive enough, only the best records will be picked up by AM stations.

Top 40 progressive and progressive rock radio are two different bags.

**Hunting Stations**

Failure to recognize this is hunting many progressive rock stations. By making a big boasts of knowledge about progressive rock and progressive rock programming, in general — several progressive rock stations are playing "new" records under the impression that this is the thing to do and regardless of the fact that these records are often too pop in sound and have no logical place in the format.

An exclusive record is not a necessary thing. Forget the big sound. It's a hit. Your duty is to play the cream of the music and let the hits generate themselves if they merit it. If they don't merit it, you shouldn't be playing them.

In the country field alone, the country stations are overlooking a lot of superb album cuts. Jim Ed Brown has a tune called "Love on an RCA Victor album that, for example, could be exposed. Bobby Bare and John D. Loudermilk are doing some unique things. Allen Shaw, the man guiding the new ABC-FM package operation, believes that the only way to find the best music is to listen to everything.

It's going to be especially hard on the music director — this search for music — and no doubt, more than slightly exasperating. Because many of the best records will get played less than once a week.

Yes, the value to a listener is that the music is not repeated so much and like a top 40 operation. In fact, the same record is repeated seldom. It shows in my opinion, be played in the same demo
graphic time on any consecu
tive day of the week. I mean that a progressive rock station might play "The House Song" by Peter, Paul & Mary in the nearing-snoon hours when house
eholds are too tired to get exer
cise, and perhaps again late at night when men are home from work and a little tired, or college student is tuned in. But don't repeat in this periods the next day. The reason is that there is less direct-ion by listeners. In fact, format than top 40. The audience listens all of the time, as one group all attention with full attention.

(To be continued)
SOUL SAUCE
BEST NEW RECORD OF THE WEEK:
"IT'S AMAZING"
BEN E. KING
(Atco)

By ED OCHS

ARETHA NOW: Aretha Franklin will take two weeks off before plunging back into the busy soul circuit, Saturday (13) in Louisville. Following her cover story in Time magazine, Aretha taped the "Johnny Carson TV Show" and performed at Atlantic's "Soul Together" show at Madison Square Garden, reviewed in Billboard. Soul Sauce caught up with "Lady Soul" at the NBC studios, where she rehearsed "Think" four times before deciding not to do it on TV. After a flurry of interviews, Aretha starred in the new movie "Aretha Franklin: The Queen of Soul," a lead singer gospel and sighed with her blues. The show, which raised $75,000 for the Martin Luther King fund and over $40,000 for NATRA, will echo in the Garden till next year's "Soul Together." Aretha has been advised by her lawyer not to discuss the Time story, and Time is tight-lipped about her dissatisfaction. With a five-part feature, Aretha wasn't very happy about the story's references to her family, and said that "they could have stayed a little closer to the facts."*  *  *

SOUL SLICES: A rumored Gamble-Huss tie with Columbia probably won't happen. The hot producer duo was doing too well on their own and aren't looking to be bought right now. Even when the good times were lean and inbetweent, they still held out to make it as an independent team. They're the hottest team in the business today, making the albums Fresh, Freed, Scott, Dee Dee Warwick and Jerry Butler. Any Gamble is married to Atco singer Dee Dee Sharp.  Ed Townsend (remember "For Your Love") will soon sign up with a top r&b house as ad head, plus recording on his own for the label.  Jackie Wilson, off and running with his latest, "I Get the Sweetest Feeling," is headlining a show in Mexico.  Percy Sledge is recovering from a mild heart attack. It all followed his appearance at the Cobbs Nightclub to benefit the Chil-Needs & Co. kicked off the Harlem Cultural Festival, Sunday (30). The theme of the fest was "Harlem Harlem." Remember: NATRA's national convention is in the Sheraton Four Ambassador Hotel in Miami, Aug. 14-18.  Junior Wells' first LP release on Mercury's Blue Rock label is a strong boost for the new label. Newsweek magazine and Ebony have mentioned Wells in stories dealing with the blues. Besides a new single by Archie Bell & the Drells, Atlantic is pushing Archie & the Drells' "Bobby & the Heavyweights," the Excels, the Deams, and on the Pompell label, Leroy Horne and Steel Pepper.  Producer Paul Kerk signed the Preparations to a production deal with Kevin Krock Enterprises, co-headed by Jack Buchanan. The group reached the charts with their hit single, "To Be Like the Soul Festival" on Saturday night, July 27, will star Joe Tex, Moomy Masters, Percy Sledge, Jerry Butler, Pigmeat Markham, Peaches & Herb and Bobby Bland and the Delphonics. The show will be pro-duced by Teddy Powell and Sad Sam will M.C.  *  *  *

SOUL & CRUMPETS: Dave McAlpin of Soul Survey magazine in London reports that many soul singers have settled in England, where regular work and recording contracts are easier to come by. Already finding success in Britain are: P. P. Arnold, formerly of the Rolling Stones; however, ex-guitarist of the Orlons the Fantastic, known in the U.S. as the Velvets and John Thomas of the Ike & Tina Turner revue. "Perhaps the most important of the soul import girls," says McAlpin, "has been Miss Hendrix and Madeleine Bell." Also residing in England at present is Clyde McPhatter, ex-lead of the Drifters, who is writing his autobiography in London.  2. Sue Lakey of Sue Records Appreciation Society in London digs Soul Sauce and writes: "Soul comes from deep inside a person, no matter what race. Like electricity, it lights up, it is a spirit, a drive, a force and power." Thanks, Dave and Sue. Come over and see us soon.

*  *  *

FILETS OF SOUL: Herb Fame of the Peaches & Herb duo, was accidentally shot Saturday afternoon on a Hollywood set by 20-year-old C. B., by his road manager Walter Booth. His condition is described as "good." The bullet is still lodged in his abdominal area. ... Hob-gospel artist Shirley Caesar will be in Atlanta for her anniversary Sunday (7) and will receive a scroll as a tribute to her crusade for civil rights. (Continued on page 26)
THIS IS THE RECORD  
JIMMY WEBB WROTE IT  
JIMMY WEBB PRODUCED IT  
THE ORIGINAL SONG, RIGHT FROM THE SOUNDTRACK  
"MONTAGE"  
(FROM "HOW SWEET IT IS")  
SUNG BY  
PICARDY  
D 4146  
DUNHILL RECORDS INC./NEW YORK-BEVERLY HILLS/A SUBSIDIARY OF ABC RECORDS, INC.,  
1300 AVENUE OF THE AMERICAS, N.Y.
DEFENSIVE

"Hold auto Senator in Dells, "Stay in Pure Los Angeles"

RED ERDERLY... IN THE bucket. THE

SOUL SAUCE

*Continued from page 24

in "Soul Man," "You Don't Know What You Mean to Me," and "Hold Me, I'm Comin." ... Atlantic in response published "Slip Away," by

Clarence Carter, already at the top of the R&B charts. "... The Chicago Chapter of NATNA held its 1968 "Soul-in," (Friday, 28),

featuring Jerry Butler, Jean Wells, Mable John, the Esquires, Maurice & Ma... among others. Decays from WYON, WMWP, WBRB and WGTG took... Roosevelt Grier, Los Angeles Rams football star, might end his pro career to boost his record, TV and film career. He's already swingin' with his latest Acy release "Let's Make It World," written by Bobbi 

Womack. Grier flew to New York last week from the West Coast to promote the record and speak on his friendship with the late Senator Kennedy. ... Lee Dorsey, Amy soul artist, runs an auto repair shop in New Orleans when he's not on the road.

Gordon Bovis, Amy-Mat Bell's promotion wish... with Rosey Grier's new one and James Carr's latest, "Life Turned Her That Way." Gordon also tells us that the Box Tops, Memphis blue-eyed soul group, will tour Africa and Europe later this year. ... The crowd at Queen Bookings round Soul. Do you? 

Jim Hendrix sat in on Atlantic's soul fest, along with Soul Sauce...

... Jerry King, deejay at Arthur discotheque, says Sly & the Family Stone's 'flip of "Life to "M.Lady" is a winner at the club.

MAKIN' SMOKE Impressions, "I Loved and I Lost" (ABC)...

Jackie Wilson, "I Get the Sweetest Feeling" (Brunswick)...

B.B. King, "I'm Gonna Do What They Do Me" (BluesWay)...

Ben E. King, "It's Amazing" (Atco)...

Jimmy Ruffin, "Don't Let Him Take Your Love From Me" (Soul)...

Madeline Bell, "Doin' Things Together With You" (Philips)...

O.C. Smith, "Main Street Mission" (Colony)...

Willie Mitchell, "Prayer Meeting" (Hi)...

Eddie Floyd, "I Never Found a Girl" (Stax)...

... Sly & the Family Stone, "Life" b/w "M.Lady" ( Epic)...

Hustonites, Who Will Answer? (Kapp)...

MAKIN' FIRE Stevie Wonder, "You Met Your Match" (Tamla)...

... Intruders, "Baseball Game" (Gamelle)...

... Barbara Acklin, "Love Makes a Woman" (Brunswick)...

... Booker T. & the MG's, "Soul Limbo" (Stax)...

... Sweet Inspirations, "To Love Somebody" (Atlantic)...

... Otis Redding, "Amen" (Atlantic)...

... Gene Chandler, "River of Tears" (Checker)...

... Ballard, "God Bless Our Love" (Venture)...

... Freddie Hughes, "Send My Baby Back" (Wand)...

... Eddie Harris, "Listen Here" (Atlantic)...

... O'Jays, "Look Over Your Shoulder" (Bell)...

... Fantastic Four, "I've Got to Have You" (Ric)...

FIRE & SMOKE Gladys Knight & the Pips, "It Should Have Been Me" (Soul)...

... Chance in the Night" (Atlantic)...

... Dells, "Stay in My Corner" (Cadet)...

... Carl Carlton, "Competition Ain't Nothing" (Back Beat)...

... Fantastic Johnny C, "Hitch It to the Horse" (Phil-D.A. of Soul)...

... Wilson Pickett, "I'm a Midnight Rider" (Atlantic)...

... Ray Charles, "Understanding" (ABC)...

... Aretha Franklin, "You Send Me" (Atlantic)...

... pigment Markham, "Here Comes The Judge" (Chess)...

*Continued from page 24

SOUL SAUCE

From the Music Capitals of the World

From the Music Capitals of the World

PERRY SCLEGE, recently hospitalized in Florida after suffering a mild heart attack while performing, is visited by his agent, Alan Walden. Steal singer Judge is reported recovering rapidly and will soon be able to perform again. The Atlantic artist was in Pensacola, Fla., with the Joe Tex tour.
It may be a waste of money to fly to California with any other airline.

You pay the same fare to fly to California on American as you do on any other airline. But on any other airline, you don't get a “California Treasure Chest” book.

And you do on American. Absolutely free. When you buy a ticket to California from us, either at one of our ticket offices or through your Travel Agent.

This little book can get a family of four over $100 in discounts on things to do around the state of California. Discounts up to 50% on over fifty attractions ranging from San Francisco south to Tijuana.

It's enough to make a family fly to California with us. Even if we didn't provide Astro-Color, the only movie system in the air where you're never more than five rows from the screen. (An American exclusive.)

And since the color's sharper on Astro-Color—it makes it easier to see the cartoons we're showing before every feature. (We're also the only airline that shows cartoons.)

Astro-Color plus our “California Treasure Chest” book. It's like having your cake and eating it, too.

See your Travel Agent or American Airlines.

Fly the American Way to California.
Billboard Supplies List

**Classical Music**

**5 LP’s in Pickwick Opera Bow**

**LONG ISLAND CITY, N. Y.**

Five albums of operatic highlights are being picked by Pickwick this month. Pickwick’s first venture into the field of opera. The pressings, featuring such artists as Maria Callas and Renata Tebaldi and tenors Franco Corelli and Ferruccio Tagliavini, contain material from the first complete operatic sets for Columbia. E. Power Biggs produced by Cretas Records of Italy.

Miss Callas is featured in two highlights albums featuring selections from Verdi’s “Aida” and Rigoletto. The former features a recording of Maria Callas Verna, Corelli, mezzo-soprano Miriam Pernstein, baritone Giancagnoi Gueli and bass Gianluca Storto.

Miss Tebaldi’s vehicle is her early recording of Giordano’s “Andrea Chenier” with tenor Jose Carreras, baritone Agnello, and soprano S. Savas, Bartoli, Arturo Basile conducting. The opera highlights from Verdi’s “Aida” and Rigoletto. The former features a recording of Maria Venero, Corelli, mezzo-soprano Miriam Pernstein, baritone Giancagnoi Gueli, and tenor Giovanni Geraci.

Menuhin Quits With Bath

**BATH, England—Yehudi Menuhin has quitted after 10 years as music director of the Bath Festival, resigning in favor of Ian Hunter, the festival’s manager. Most of Menuhin’s recent Angel recordings have been with the soloist and conductor with the Bath Festival Orchestra. Included is an unreviewed material.**

Direction of the Festival is being taken over by Sir Michael Tippett, whose compositions are available on Angel and Angel-Columbia sets, and Russian conductor Leo Treigle, of the CBS Symphony, and Jack Philip, recently a conductor on the BBC. Tippett has also been a conductor of the Polish and German orchestras and a majority of the festival’s programs provide a wealth of national musical needs for opera, which Menuhin felt should be a part of the festival.

**Composer Henze Featured On New LP’s Out on DGG**

HAMBURG — The German composer Hans Werner Henze has been featured on new albums released by Deutsche Grammophon. They include “Der Junge Lord,” a setting of the original cast of the Berlin production, and Henze’s most recent work, Maestoso,6, with pieces by W. H. Auden being released only a month after the work’s world première in Cincinnati. These recordings are being made for children features the Dresden Kreuzchor and the Dresden Staatskapelle.

Composing the “Five Neapolitan Songs,” which began the DGG series of Henze recordings, Deutsche Grammophon is now releasing three further examples for Henze’s vocal music Whispers From Heaven Death.

**Audio Fidelity Issues 2 LP’s for Summer**

NEW YORK—Audio Fidelity has two albums slated for summer release. Its first is a Bach organ disk featuring Michael Schneider and Alexandre Espinos. The other LP has violinst Franco Gulli in a recital of Bach, Tartini, Paganini, and Vieuxtemps.

**Classical Notes**

Among the debuts scheduled for Audio Fidelity are Carl Orff’s Carmina Burana, Sydney Bechet and Leopoldo Fregoli conducting, and Columbia Records, the festival’s manager. Most of Menuhin’s recent Angel recordings have been with the Bath Festival Orchestra. Included is an unreviewed material.**

**Swingle Singers to Do A Philharmonic Solo**

NEW YORK—The Swingle Singers will be soloists with the New York Philharmonic in the New Year season in the premiere performance of a Luciano Berio work commissioned by the orchestra. Other soloists making their debuts with the Philharmonic in 1969, will be pianists Stephen Bishop, Robert Goldsand and Yuki Takashii; violinist Pinchas Zukerman; and pianist Pianist Frank Loehringer; and tenor Waldemar Kuentz; contralto Helen Watts; and bass Curtis Stewart.

Also to be performed are pianists Vladimir Ashkenazy, Leonard Bernstein, John Browning, Rudolf Firkusny, Malcolm Frager, Eugene Istomin, Arnoldo Barbieri Michelangelo, and Allan Weissenberg; violinists Leos Kubis, Torey Stovall, and David Nadler and Isaac Stern; flutist Julius Baker; English horn Engelbert Breiten; clarinetist Stanley Drucker; and pianist Harold Grossman; pianist Saul Goodman; violinist William Liner; cellist Lorin Morrise; harpist Jane Rost, soprano May Zuckerman; soprano Maria Arroyo and Judith Raskin; tenors Gary Allen, and Marilyn Horne, and Beverly Wofford; tenors George Shirley and soprano Luz Garone; tenor Dietrich Fischer-Dieskau; and soprano Karinosa Merino.

Bernstein’s final concerts as music director of the orchestra, a program of 50 years of music, will be made on May 15, 16 and 17, when the featured work will be Mahler’s “Symphony No. 3” with Miss Allen as soloist. Other choral works to be led by Bernstein will be Verdi’s “Requiem” with Miss Arroyo, Miss Horne, Shirley and Spiegel; and Beethoven’s “Missa Solemnis” with Miss Lorentz, Miss Watts, Kuentz, and Treglia as soloists.

Among the other choral works will be Verdi’s “Four SacredSongs” with Miss Maria Giubilei, and Berlioz’s “Requiem.” The Festival will conclude as Simonov as soloist and conductor. The Carnegie Singers.

**CLASSICAL MUSIC**

**Newspaper Supplement**

**Billboard Supplies List**

**Of Titled For Dealers**

NEW YORK—In response to requests from dealers, Billboard is publishing the latest classical album list of 25 titles supplied by Record Source International, a division of Billboard. This list is divided as a guide for dealers along with Billboard’s weekly reviews and charts. This list is revised periodically.

**TITLE**

**ARTIST**

**LABEL**

**BERNHARD**

Florian Zeff (No. 6)

**COLUMBIA**

**BERNSTEIN’S GREATEST HITS**

**COLUMBIA**

**BIGGS PLAYS MOZART: Latest Music for Lovers**

**COLUMBIA**

**BEETZ: Cello (Exception)**

**COLUMBIA**

**AN HISTORIC RETURN—A Prom at Carnegie Hall (two-LP set)**

**HUMOROUSLY**

**MANKEL: Symphony No. 9**

**COLUMBIA**

**MY FAVORITE CHOPIN**

**OFF: Caroline Berstein**

**COLUMBIA**

**PRESENTING MONTRESEAT CANALE**

**COLUMBIA**

**PRIMA DONNA, Vol. 1**

**COLUMBIA**

**PRIMA DONA, Vol. 2**

**COLUMBIA**

**PUCINI: I Due Fabbri (two-LP set)**

**COLUMBIA**

**PUCINI: Tosca (three-LP set)**

**COLUMBIA**

**SCHUMERT: The Secret of the Others and Songs**

**COLUMBIA**

**SOUVENIR OF A GOLDEN ERA (two-LP set)**

**COLUMBIA**

**TCHAIKOVSKY, Piano Concerts Nos. 2 & 3**

**COLUMBIA**

**VERDI: Luisa Miller (three-LP set)**

**COLUMBIA**

**WEST MEETS EAST**

**COLUMBIA**

**CONCERT REVIEW**

Perelman, Previn & Pittsburgh: Exciting Night at N.Y. Center

NEW YORK—Violinist Itzhak Perlman and conductor Andre Previn combined to produce an exciting, exciting evening at Carnegie Hall on July 1st as the second of three Pittsburgh Symphony performances on consecutive nights in Lincoln Center ‘68.

The Tchaikovsky Violin Concerto was stunning, as Perlman displayed a passion and poise that were remarkable for his 23 years. Vigorous, yet meticulously in bringing out every detail of the music, Perlman conducted a clean performance that drew the best of America’s finest orchestras. The Pittsburgh records for Command.

However, the concert should help reap rewards for RCA. The touring company owns the contract exclusively on that label. Perlman has recorded the concert with (Continued on page 46)

**2001’ MUSIC ISSUED ON COL.**

NEW YORK—Music from the movie “2001-A Space Odyssey” is being issued on a Columbia Masterworks album featuring the George Smith Singers with Eugene Ormandy and the Philadelphia Orchestra and Leonard Bernstein and the New York Philharmonic. The film uses music of Johann Strauss in its score.
If there's a fancy way of saying “chart busters” we haven't found it.

So we'll give it to you straight.

We'll give you Elvira Madigan. No. 1 on the classical charts, zooming up the pop charts.

We'll give you Lulu. No. 2 on the charts, second only to Elvira.

We'll give you The Blue Danube. Waltzing up the charts, now No. 24.

As performed on the soundtrack of the smash film “2001: A Space Odyssey.”

Three must-order items from a fancy classical record company.

Who doesn't believe in soft sell.

When we're talking about hard cash.

Contains theme from Elvira Madigan as played in the motion picture by Geza Anda.

A 3-record set. 139 273/75
Angel's Follow LP on 'West

HOLLYWOOD—Angel will release its first Columbia recording, "West Meets East" on Monday (15), following the success of the first volume by violinist Yehudi Menuhin and sitarist Ravi Shankar, which the label reported was the fastest album in Angel's history.

One side contains a violin-sitar duet, dubbed "Raga Ananda Bhairava," the second side contains four songs, two for two violinists for two vocals by Neil Gottokovsky and Menahem. Open-reel and 8-track Cartridge releases of the album also are due this week.

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**Classical Notes**

- Continued from page 28

plenty, has been named assistant professor of music at the University of Chicago.

George Barati, director of the Houston Symphony for 12 years, is the new resident director at Ville Montalieu, a station in New Mexico Bay Area cultural center...

Plácido Domingo in concert with Michael Chary and the Cleveland Orchestra in a Viennese program Wednesday night. Domingo is scheduled to appear on the summer pops season closes on Friday (21) and Saturday (22) with Louis Lane conducting. The soloists in the closing program will be violinist Ernest Kaplan, mezzo-soprano Helen Vanick, and tenor William Tabbert.

Vladimir Ashkenazy will be the soloist with Howard Hanson and the Washington National Symphony in Rachmaninoff's Piano Concerto No. 3 at the Mercehhurst Post Pavilion of Music in Columbia on Saturday (12) and Sunday (13). . . . Soprano Marylese Nesbit, tenor John Alexander, mezzo-soprano Helen Vanick, and baritone John Olevsky play principals in Puccini's "La Traviata," which is scheduled to appear on the San Francisco Opera's 12th season on Tuesday (2). New York's Metropolitan, scheduled for this week, is slated for Saturday (15). John Sutherland and Marilyn Horne are recording Schumann's "Romances" for Radio Italian in Rome. The two appearances begin in London's recording of "Romances" under Edward B. Marks Music Corp. has published a new recording of Schumann's "Rheinische Volksleuten," a set of 24 piano pieces. The recording will be released by New York's Contemporary Records and the German Gramophone recording of the piece by Gidon Aita, Hans Hofmann, and the other artists is "Les Peo-

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**Opera Review**

Miss Zeani & Bottazzio Make Opera Rome's "Otello" Shine

NEW YORK—Soprano Virginia Zeani and tenor Pietro Bottazio excelled in the Metropolitan Opera's production of Verdi's "Otello" the second of three performances of the work during the company's two-week Lincoln Center Festival '68 stand.

Although the opera was short--the Italian operas and some of the music was simplified from Rossini's "Otello," the coloratura soprano was able to show how the opera, despite its weak libretto, was so popular before it was displaced by Verdi's masterpiece.

Miss Zeani, portraying Desdemona, was fine in voice throughout. Her trio with Bottazio and bass Pinco Clabatini, and her "Willow Song" were among the highlights. A London Records program of her music, "Edda Moser, under the direction of the composer. These recordings, considerably enriched DGG's catalog of works by Verdi, which also includes five symphonies and scenes from "Eugene Onegin." "Verdi: Nabucco," the last of the series of operas, is scheduled for a June release by Columbia Records.

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**Composer Henze**

- Continued from page 28

Aldous Huxley, under the direction of the composer. These recordings, considerably enriched DGG's catalog of works by Verdi, which also includes five symphonies and scenes from "Eugene Onegin." "Verdi: Nabucco," the last of the series of operas, is scheduled for a June release by Columbia Records.

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**Interviews**

good lyric baritone, had relatively little chance to shine as Iago. Mezzo-soprano Grazia Caffoti sang well as Emilia. Conductor Carlo Franchi capably led the performance.

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**Advertising in Business Papers**

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

JULY 13, 1968, BILLBOARD
Sherrill Spurs Country Action at Col. and Epic

NASHVILLE—Paul Cohen's move to ABC and the shifting of Bill Sherrill to take over both Columbia and Epic here have brought new concentrated country action at both labels.

Cohen has virtually doubled the ABC country roster. Following his move from Kapp, Cohen signed "Grand Ole Opry" member Ray Pillow, formerly with Capitol, and has just finished recording his first session. Cohen is also working with Curley Putman and Fred Boyd. Sherrill, who has enjoyed success in ABC, succeeded Bob Johnston as producer in charge of the Nashville Columbia office, while retaining that post with Epic. Johnston now works as a 'producer at large.' His country acts are Lester Flatt and Earl Scruggs, Johnny Cash and Marty Robbins. Additionally, he is producing a few pop acts for Epic, in the "underground" category.

Sherrill said he is "streamlining" the Columbia roster for a greater quality product. "We can continue to work with a select group of artists and give them top material with which to work, he said, "and it comes down to the old story of better material and more solid promotion."

At Columbia, Sherrill works with Frank Jones and with George Reehy, who recently moved here from Dot on the West Coast. At Epic, he works with his long-time assistant, overseeing that operation.

Sherrill's first two signings indicate his aims. He has put under contract Carl Perkins and Carl Beloe. Although signed as artists, they both are noted as songwriters. "I want them not only in the artist's role," Sherrill explained, "We can expect top material from them, and they write the songs the company needs."

Since Cohen's departure from Kapp, that label has been relatively quiet as far as new sessions are concerned, and it is likely that Jim Poteat will continue to handle the material. As Cohen's partner at Epic, Poteat has been successful in maintaining the label's high standard.

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We know the needs of the music business.

COMPLETE RECORD JACKET SERVICE
From design through printing, fabricating, prompt delivery.
Brochures, inserts, creative sales promotion materials of all kinds, catalogs.

Solving the jacket problems for you, the album producer. Featuring personal service, and quality.

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Betty Cox, Manager
All Post Office Box 253,
Nashville, Tenn.
615-256-3022

SOUTHERN GRAPHIC INDUSTRIES

-BUSTIN' OUT ALL OVER-
"GRANNY'S MINI-SKIRT" bekommt den kürzesten Rock'n'roll Rocker, 1968. Bildnachweis: AMERICAN RECORDING HISTORY

Well-wishers gather at the final Bobby Lord television show, after five years of continuous run, to watch the former host perform his last broadcast. Left to right: Bud Wendell, Arlene Harden, Robbie Harden, Lord, Jerry Byrd, Billy Lieberman, Ralph Emery, Joe Coppen, Loreen Mann, Bayden Binkey and Jim Stewart.

JULY 13, 1968, BILLBOARD
Chet Atkins' new Victor single will walk all over the Pop and Country Charts.

"HUNTIN' BOOTS"
c/w "BLUE ANGEL"

#9578

Both sides are from Chet's latest Victor album "Hometown Guitar" LPM, LSP-4017
Country Music

Nashville Scene

* Continued from page 35

recent records following her return from the Far East in mid-August. She has been touring with the Swansea River Boys.

Dot Records has signed Bruce Mulhern to a five-year contract, with Norman Cook to produce all of his recording sessions. Dot will take him on a personal appearance tour throughout the country in the first part of 1969, due out this month. Johnny Passen, signed to West Wind Records, has his first release out now. West Wind is a Minneapolis label.

Entries are open in the third annual Mountain Dew Country Music Talent contest conducted at Palisades Amusement Park in New Jersey every Monday and Thursday night. The contest is under the direction of Snowy Warren, the "Eastern King of Western Swing." Bob Lockwood, WIRZ, heads a one-hour Mountain Dew Country Music Review broadcast each Thursday night. Bobby Pugh, Osmar Records, has been rebooked throughout the Colorado area following his recent appearance there. Bill Marta has taken over the personal management of Elvis Carden, The Trend Record artist also has named Tom Farrell to handle his promotion. Bob Norman, Yalena, Washington, personality, has a new release on the KER label, with both sides published by Blue Book Music, owned by Buck Owens... Roy Drusky played to capacity crowds at the Red Dog Saloon in Albuquerque, N. M., in its official opening this year, still another new country nightclub.

Opry' Beats the Summer Slump

* Continued from page 35

ical trouble in regard to appearances. As things now stand, all 50 members of the show have every likelihood of making the required number of bookings this year.

Wendell said he contemplates no changes in the roster of the "Opry." "We're not going to add or subtract anyone at this time," he explained, "until we get past Labor Day and see where we stand with the artists." Wendell said there is no "magic number" of artists who will be retained. "We're not bound by the number so or anything close to it," he said. "The only thing we want is assurance each week of a large number of the performers here so the audience will get its money's worth."

The "Opry" this year went to a double Saturday night show beginning Memorial Day weekend. Effective July 6, it added a summertime matinee. These three shows, coupled with the Friday night "Opry," assure almost 5,000 admissions each week. Despite this, many are still turned away. Reserved seats, now priced at $3 are sold out into early September. General admission seats are placed on sale the week of each show.

JULY 13, 1968, BILLBOARD
no matter how you take it

"On Tap, In the Can, or In the Bottle"

Hank Thompson has a hit!
part of the "Country Fair"
... and
Dot's Got It!

#17108

Hank Thompson has a hit part of the "Country Fair" ... and Dot's Got It!
**Album Reviews**

**COUNTRY**

**OUR LAST KEYHOLE**

Our Lady A, RIAA, (Country) 

EPK 0172 (2)

Here's a powerhouse country package that contains three of Phillips' big country hits: "You Rose," "Jus' Leavin'" and the title track, "The Who Do I Trust Number 18." It's a top vocal act with some of the best backing vocals you'll hear on any package this month. Made in Nashville.

**COUNTRY**

**ON THE TOP OF THE COMPTON BROTHERS-OUT**

The Compton Brothers have a top notch album here. Among the 13 cuts are their hit "Hurry" (not the Bobby Goldsboro song) and their new single "Two Little Hearts." "John D. Leavensworth," "Mississippi Delta" and "Black Dove" are other gems. "Lone Angel" and "Rou- net Side of Town" are other gems.

**COUNTRY**

**BAKIE THOMPSON SINGS THE HUSKERS""**

Bakie Thompson sings the Huskers.

DLP 72904 (2)

The great western landscapes have come up with fresh versions of some of the greatest western ballads of the past. The music is well done, the arrangements are wonderful, and the vocals are outstanding. A great release.

**COUNTRY**

**INTRODUCING THE CHAPARRAL BROTHERS**

Introducing the Chaparral Brothers.

Capitol 5134 (3)

It's no secret that Roy Clark is a versatile guitarist. On this album, however, he really shows the broadness of his talent, for he's included some of the best of both worlds: "Lara's Theme" and "They Call The Wind Marlin" to "Sherry Pink" and "Clyde Griffin's Blues." A wonderful collection of country and rhythm and blues songs. The Chaparral Brothers are very strong.

**U.S.A.**

**URBAN, MR.-Roy Clark.**

Roy Clark.

Capitol 5134 (3)

This is a powerful gospel album that will also have strong appeal in the soul market. "The Latin Travelers," a well-known gospel group, hits a hard driving beat on a repertoire that perfectly tailored to their style. It's hard to ignore their message.

**GOSPEL**

**PRESENTING GEORGE GRIFFIN**

Presenting George Griffin.

GOSPEL'S QUEEN-Atlantic 8162 (3)

Miss Gloria Griffin, with soul-power-give, rings devoutly through an excellent selection of some of the best gospel songs. Her interpretation that get's you to feet. Especially on such songs as the ball-singing "Brighten the Way, Lord," "Bless the Lord" also strikes the ball.

**GOSPEL**

**GIVE ME LIBERTY OR DEATH**

Give Me Liberty or Death.

Atlantic 8162 (3)

This is a powerful gospel album that will also have strong appeal in the soul market. "The Latin Travelers," a well-known gospel group, hits a hard driving beat on a repertoire that perfectly tailored to their style. It's hard to ignore their message.

**POP**

**SO FIRE**

SO FIRE-Like & Tina Turner. 

Pandora 30 0002 (3)

This exciting tune, for the 2:1 Tina know how to infuse their soul performances with drive and spirit. In addition to the title song, "So Fine," there are "Here's So Fine," the classic " Ain't Nobody's Business."

**POP**

**THE CLEFS OF CALVARY**

The Clefs of Calvary. 

New York City Gospel Group. 

Keep On Marching. 

Atlantic 8185 (3)

The Clefs of Calvary, a top gospel group with a Chicago Gospel Group by John Brown, the group should rank the records with their finest recordings. "Keep On Marching," "Try a Little Time" and "I'm Gonna Pee" are all top cuts.

**POP**

**THE SUPER RITE**

The Super Rite. 

Vol. 3. 

Various Artists. 

Atlantic 8160 (3)

Recent single "Children," which captures what young people think is the essence of the Thrillers, rings straight with a bit of a parody on the top tunes of the early 1970s.

**POP**

**BEACH BEAT Vol. 3.**

Beach Beat. 

Various Artists. 

Atlantic 8168 (3)

Carrie Franks leads off with a clever title song which captures what young people think is the essence of the Thrillers, rings straight with a bit of a parody on the top tunes of the early 1970s.

**CLASSICAL**

**CLASSICAL**

Mozart Symphonies No. 31, 35 & 36-English Chamber Orchestra. 

Mozart 51341 (3)

There's excitement in every groove on this record album of the powerful group. From the beautiful single "Coffee" to the hard driving items, "Lover's" and "Fun." The band doesn't let up. There's a great studio called "Chicken." That's a real treat to be heard. Album should keep the group active on the charts.

**LOW-P regulates CLASSICAL**

**LOW-P regulates CLASSICAL**

Mozart-English Chamber Orchestra. 

Mozart 51341 (3)

Dorothy Lippincott brings his Mozart symphonies with the English Chamber Orchestra. The orchestral sections, which include two of the best-known symphonies: the "Horse and the Dragoons." This release is timed with the Lincoln Center series and the orchestra's special appearances which include Mozart selections.

**LOW-P regulates CLASSICAL**

**LOW-P regulates CLASSICAL**

Mozart-English Chamber Orchestra. 

Mozart 51341 (3)

This is a bargain at the price. Miss Neves is well known to Lincolners and they will not be disappointed by her virility and taste in these performances. It is a package for connoisseurs.

JULY 13, 1968, BILLBOARD
This is the summer of José Feliciano!

Feliciano's powerhouse delivery on this Victor single is already receiving strong air play and tremendous reaction all around the country. This is the one that will catapult him into the heavyweight division.

"Light My Fire"
c'w "California Dreamin" 9550
Both sides are in his latest Victor album "FELICIANO!"
LPM, LSP-3957. You're in for a summer hit wave!
SOUNDTRACK:
WICKS/STON’S CABIN—Soundtrack, Philips LPM 20047 (S).

POPPULAR:
BUST BACHMANN PLAYS HIS HITS—Kapp K. 317 (S).
MORE THAN TUESDAY—Ruby & The Romantics, ABC-ABC 355 (S).
A GROUNDO KIND OF LOVE—American Love, Capitol ST 5228 (S).
MICHAEL P. WHALEN—Fats 5110 (S).

COUNTRY:
EAST SIDE WALTZ—Eddy Fokken, Dot DLP 2368 (S).

CLASSICAL:
SCHULZ, THE SIXTEEN NOTES—Various Artists, Arch. 184064 (S).
PROKOFIEV—SYMPHONY NO. 5 & 7, USSR State Philharmonic Orch., RIAS—Radio—WVR/D/F/State Radio Sing, Orch., (Berlin, Russia), Everest 2124 (S).
MODART, A STRING QUARTET—Scherer Quartet, Vox SVX 5023 (S).
SCHUMANN, STRING QUARTETS—Kuss Quartet, Vox SVX 5006 (S).

More Album Reviews on Pages 40 & 77

LOW-PRICE CLASSICAL:
CHARLES DREXLER—4 HAN RAYNO MUSIC—Walter & Evelyn Kline, Turnaround TV 204017 (S).
SCHUBERT—VERDIENDE HÄKBER DP, &/CONCERTO OP. 145—Strumentale Orch. of St. Francisca (Hawaii) Radio (Hawaii), Turnaround TV 204012 (S).

JAZZ:
THE TEN TUP, LATER—Atlantic, 5009 (S).
GIL MELLE TONE W/ALICE Eleuthernos—Voice 074774 (S).

GOSPEL:
GOSPEL ON WHEELS—Mother Artis Church, Atlantic ST 017 (S).
THE GREEN SISTERS SING—HOB 267 (HOB 267) (S).
THE GOLDEN GOSPEL—The Soul Stirrers, Checker LPS 10008 (S).
THE TRAVELING TEARS—W/VO 549 900 (S).

INTERNATIONAL:
MIHUCIO DE AYER & OTHER MEXICAN MUSICIANS—TV 299 (S).
MY MOTHER TRAMP—Mama Delgado, Philips LPS 600-207 (S).
LATE SOUL-DISCO MAN—Philip LPS 60048 (S).

SPOKEN WORD:
SELECTED POEMS—W. H. Auden, Spoken Arts AA 999.

WISMAN GETS JAMBOREE JOB

WHEELING, Va. — Mac Wiseman has been named head of booking talent for the WVVA “Jamboree Live” Saturday show here, according to Emmi Mogul, president of Basic Communications, Inc. WVVA also has a deal with Basic Communications. Mogul also announced that a previous deal with Lowell Segall to provide the talent for the show has been terminated, effective immediately.

Mogul further stated that plans for the development and growth of the “Jamboree” program and collateral activities will be accelerated with the addition of more executives.

SINGLES

The 45th Annual Grammy Awards, which will be held on February 23, will feature a variety of performers, including John Prine, Dolly Parton, and The Eagles. The award ceremony will be broadcast live from Los Angeles.

The 90th Annual Academy Awards, celebrating the best in film for the year 2001, will take place on February 24. The ceremony will feature a host of celebrities, including Jennifer Lopez and Tom Hanks.

The 53rd Annual Emmy Awards, honoring excellence in television, will be held on September 20. The ceremony will feature a host of television personalities, including David Letterman and Oprah Winfrey.
OUT OF THE VOID STEPS

leading the way with 3 extraordinary albums
A Unique Poetic and Musical Experience

Sung and Spoken by

JOAN BAEZ

MUSIC COMPOSED AND CONDUCTED BY PETER SCHICKELE
NASHVILLE, N.Y.

CLUB, CLOSES

NEW YORK—The Nashville, only live country music club in Manhattan, has closed. The reason given was that LIN Broadcasting, new owner of WIRZ, pending approval of the FCC, did not want station management to be involved in outside activities. WIRZ, local country music station, opened the club for several months.

AFM Local 257

Numbers 1,400

NASHVILLE—Local 257 of the American Federation of Musicians continues to grow, and membership now approximates 1,400 mark.

George Cooper, long-time local president, estimated that 700 of these members are guitar players. "A fact which we are indeed proud of," he said.

One of the top local in size, nationally, the Nashville union has the highest insurance death benefit for members.

Cooper said that while some "fly-by-night" musicians drop out of the union because of good ones more than offset the issues, the union works to end the growth. The Nashville local now ranks second only to Miami in the south east in membership.

Exciting Night

At N.Y. Center

Continued from page 28

Erich Leinsdorf and the Boston Symphony. On Monday, Perlman's sonata for violin was performed. The co-presidents of soloists were superb. The co-presidents of soloists for BACHARACH and SCHUMAN, respectively.

Previn's considerable conducting skills and the success of the orchestra were also demonstrated in a richly colored performance of Walton's "Symphony No. 1." Previn has recorded the symphony for RCA and has a Tudor Symphony. The conductor is becoming increasingly identified with the 20th-century English music.

Contemporary music also featured in the Philadelphia's first concert on Sunday (30) as Previn conducted a program of Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Britten, Bri...
Kansas Operation Believes in Custom Programming Locations

By BEVERLY BAUMER

EMPORIA, Kan. — Customized programming is the key to more profits and better service, according to Mrs. Harlan Wigrave, programmer at Emporia Music Service, Inc., here. The firm, owned by Harlan Wigrave, is typical of the widely diversified operating companies and is involved in music, games, and vending.

"We try more to categorize selections to the type of crowd," Wigrave said. "We compile selections to locations rather than having an over-all breakdown of the whole route as to record classification."

"We also try to have one section on a machine with the "Top 10," regardless of the type of music. Sometimes the top 10 or 20 won't be all one type of music. Truck stops usually prefer western. Kids locations are either soul, r&b or pop."

Wigrave said some private clubs cater to older, mature people and machines there are loaded with records featuring big bands, such as Glenn Miller, Tommy Dorsey, Artie Shaw and such renditions as "The Mood," "Elmer's Tune" and "Moonlight Cocktail."

"Oldies

"There are still a lot of people who like music from the days of the big bands, and these records are still getting play," Wigrave said. "In most locations, oldies are a must. In any given location there are a few older people who want to hear these selections. These records won't be big money makers on a machine, but they're part of your programming."

Wigrave said nearly any record in the easy listening category— including some c&k—are recorded in private clubs catering to older people. Wigrave receives two or three mailing samples a week. Samples come from Epic, Liberty, Imperial and World Pacific.

"Epic has the best service. We don't get them from the giants other than Epic," Mrs. Wigrave said.

One STOPs

"One-stops are not too co-operative. I've been real unhappy and I've been searching for a new source all the time. These companies just aren't giving proper service. There are so many labels that it's difficult to order, and the one-stop doesn't give you enough individual attention."

"We go just had a few major brands and artists and we'd go to Kansas City and ask what new records a certain artist had out. Today the top number may be a group you have never heard of."

"We can't do without the one-stop because it would be impossible for us to keep track of programs."

KAMA Considering Pool Tourney; Sets Insurance, Mechanic Plan

By BEVERLY BAUMER

LAWRENCE, Kan. — The Kansas Amusement & Music Association (KAMA) may join the growing ranks of State groups sponsoring eight-ball tournaments in coin-op tables. At its meeting here last week the group heard from Leonard Schneller, sales manager, U. S. Billiards, Amityville, N. Y. KAMA is also launching an insurance program and will cooperate with the National Institute of Coin Mechanics in the training of service personnel.

"The Midwest has more pool tables sold than anywhere in the country, because pool tables are the most lucrative end of the business. If you start a State-wide coin-operated pool tournament, you'll find it keeps gathering momentum. Collection get better and the barroom operator takes more money. The whole idea of a tournament is to get patrons in to use pool, music and cigarette machines," Schneller told the gathering.

CROSS-REFERENCE PROGRAMMING CHART is maintained by Mrs. Harlan Wigrave, Emporia Music Service, Emporia, Kan. The tags fastened vertically at the left of the board list the locations. Across the top of the board are title strips. Tacks tell at a glance what records are programmed at each location.

MOA Mails New Booklet On Taxes

CHICAGO — The Music Operators of America (MOA) here added a new membership service last week and with the mailing of a comprehensive 28-page booklet which advises operators on federal withholding tax. The title of the book is "New 1968 Federal Graduated Withholding Tax Tables." Members receive an initial copy free of charge and a limited number of copies are available at $2.50 each.

Subjects covered in the booklet includes: Income tax surcharge included in withholding, graduates.

New Equipment

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All-Tech—Racer Ride

All-Tech's newest racer ride features a streamlined body in strong durable fiberglass, Formica base and extruded aluminum track slides for service-free operation. The ride, which requires floor space measuring 2 feet by 5½ feet, includes a tamper-proof meter built into its National Reflector cockpit.
Kansas Operation Believes in Custom Programming Spots

from the one-stop, but never samples. Our only phone conversation is when we order records," Mrs. Wingrave said. Emporia Music is not supplied by a title strip company, is not purchasing a title strip service, and receives no title strip mailings.

Little LP's

The firm is being contacted by both Garwin Sales and Redisco, receiving something in the mail every week and one or the other.

The Wingraves use Little LP's in a few isolated spots, terming them "all right," but in a majority of spots the records do not get play.

Our locations are all within a 25-mile radius of Emporia. LP's are more or less put on as a courtesy to locations and when they get tired of them, they tell us. There's no regular changing of them," Wingrave said.

Asked if he had received information from a one-stop on the increasing availability of stereo singles, Wingrave said he had not.

"We receive more information from Billboard on anything like that. To be of value, we need to have our top hits on stereo. They come out with odd balls record on stereo, but they're not good. If top ones were available on stereo, it would be wonderful."

The Wingraves do not take records home for study and review. They do study trade magazines and material furnished by companies.

"We keep Billboard's top list every week and change it every week," Mrs. Wingrave said. "We listen to records on the car radio and our daughter's records at home. I think TV is excellent for this. You see the artists and their latest songs. Trade magazines influence us most of all."

We try to program the top 20. With kids spots you have to reach out and stay ahead.

Order Weekly

"We try to buy for a week at a time. We order once or twice a week and not real heavy on any item. We don't want to get stuck with stuff that will drop off the charts. Most old records are as bad as last week's newspaper."

The firm doesn't work directly with local radio stations in breaking records, but once did. The practice was discontinued when the radio station departed from popular music and went to 15 key listening numbers.

"I suppose you could say we more or less work together, but not formally. We found out the best thing to do is to follow Billboard."

The Wingraves plug new record they put out by playing the pieces for the locations. They try to influence barmaids and other employees because such persons do more record promoting than owners do. Album covers are used to promote new records.

George Schroeder Dies at Age 60

MILWAUKEE - Funeral services were held Thursday, June 26, for retired veteran columnist George F. Schroeder, who died here of a liver ailment at the age of 60.

He retired in 1964 after operating the Schroeder Amusement Co. music and games firm for 31 years. In the past few years he worked part-time as a service man for the Sphereis Tobacco Co.

Survivors include his widow, Viola; four daughters and a son.

FISCHER TABLES

Operators don't call them tops in performance for nothing

Compact company to Empress line. Laminate bonded walnut look finish, highlighted by chrome plated socket fittings.

The Regent Series

Model 101-D '101" x '67"
Model 91-D '91" x '52"
Model 86-D '84" x '48"

Available in: Walnut-grained finish, lamianted bonded oak, precision crafted throughout to please even the most discerning players. Durability designed to provide many extra 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.

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Exclusive Rows AM Distributor
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KROW 77 AMBASSADOR, ALL COIN, 45c-
KROW 77 CANDY, COINMASTER
KROW 77 CANDY, 35c CHANGER
STEINHARDER 35c CAN VENDER
SEIBURG 6.25 CIGARETTE
COINMASTER 30 CIGARETTE
KROW 96X Single Cup COFFEE
KROW SKY Single Cup COFFEE

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10 YEARS OF PROVEN SUPERIORITY

Fischer exclusive Fischer Feature WEDGE-LOCK and Cushion assembly绝不掉

12-Wedlock clamps replace more than 50 wood screws. Wedge-lock cushions lock top rail, permitted and frame together in a single, perfectly tight unit.

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DOLLAR BILL ACCEPTER
12 SINGLE SELECTIONS
OR 4 LP SELECTIONS
FOR U.S. $1 BILL
INSERT U.S. $1 BILL
HEAD FIRST AND FACE UP

National Dollar Bill Acceptor Will Do It For You

A National Dollar Bill Accepter on a Wurlitzer Americana is a precision instrument. You can rely on it to produce a substantial increase in weekly earnings. It enables you to offer 12 single sides or 4 LP sides for an American dollar. The public loves it. So will you—all the way to the bank.

WURLITZER AMERICANA II
THE Class OF THE INDUSTRY
School Locations Pay Off in Summer Season

TAMPA, Fla.—It's a mistake to move bulk vending machines away from school areas during the vacation period. This is the opinion of Raymond Sanchez, bulk vendor here, who has about 400 such locations near elementary, junior, and high schools in Tampa and its Cuban population center of Ybor City.

Like many other operators, Sanchez in the past had made it a habit to relocate penny, 5- and 10-cent bulk vendors away from schools, immediately following June 1st, when the annual three-month vacation begins. Five years ago, however, he noted in driving around the same areas that there were just about as many children out on the playgrounds during the summer months, when Tampa keeps its physical education instructors and police supervision active, as during school terms. Moreover, because of the vacation period, the average youngster is not spending his coins in the school cafeteria, such as is true of the school year, and is far more likely to invest them in a vending machine.

(Continued on page 53)

A Busy Morning at T. J. King & Co.

IRVING SCHULTZ, co-owner, T. J. King & Co., Chicago, seen here checking a display of Northwestern Machines in the firm's showroom. Schultz, who with Al Schwartz purchased the nearly 20-year-old distributing firm in 1966 was formerly in the corrugated box business.

LILLY GIBSON examines one of the machines in a new showroom the firm is in the process of constructing. Overall, the firm has 15,000 square feet of space. Much of its volume is derived from mail orders shipped to operators in several States.

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WALTER KOWALESKI, an employee at T. J. King, seen in the area where penny merchandise is on display. Bins are situated so that vendors can walk through with shopping carts and pick up daily or weekly needs.

"THEY GO ALONG WITH YOU HERE," said Ruby Choklad, a 20-year veteran operator, seen here examining the large display of 5- and 10-cent capsule machines. Choklad, who said he had tried buying direct, now purchases everything from distributors. "You can buy in small quantities and try everything as quickly as it comes out. They have everything here that's new," he said.

ON LOCATION THE SUPER 60 EARNS MORE

A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the SUPER 60's greater capacity for capsules, 100 count gum or charms, and charms, brings you bigger profits per service. Available in 1c, 2c, 5c, 10c, 25c, penny nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

ONE STOP service for all BULK VENDING MACHINE OPERATORS

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

ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Copyrighted material
Newest Disc Vending Idea Looks Promising

The Americom Co.'s announcement that a vending machine for its new Pocket Disc has been developed by the Steiner Mfg. Co. interests the machine-operating segment of the music business as much as does the record retailer and supplier.

This is not the first time that both these industry interest groups have been excited by a disc vending development, of course. At least a dozen machines have come off the drawing boards in the past decade. Several prototypes have even reached the trade shows and gone out on location. None has yet been successful, despite the fact that disc vending's advantages are self-evident:

1. Pleritge of singles can be reduced 100 percent.
2. Thousands of new, high-traffic record retail outlets can be created.
3. Existing retail outlets can be converted to 24-hour, seven-day operations on singles.

Failure Disc vending has heretofore flopped largely because:

1. Prior disc vending machines have been plagued by malfunctions.
2. Four-quarter pricing prohibited national distribution because it was not competitive with discount pricing.
3. Developers and promoters have been under-financed and inexperienced in both the music and vending industries.
4. Major record labels were not on the development.

Americom has apparently overcome at least two of these problems. The Pocket Disc will vend at 50 cents (two quarters), making it a plausible impulse purchase item. (Many vendors now get 50 cents for a pack of cigarettes.) The company has jobber support, and the Pocket Disc will be test-marketed in the Northwest by Consolidated Distributors.

Though Americom is visibly well-off financially, it does lack vending machine experience. But in the companies of Louis and Herbert Steiner, Americom is drawing on extensive experience in the card and stamp vending field. Founded in 1948, the Steiner's Brooklyn, N. Y., firm manufactures a 1,000-capacity postcard vender and a 1,000-capacity postage stamp unit, among other items. Both machines are mechanical and work on the slide-out principle, as will the new disc vender. A slug re-jector is included.

Thus, the Americom vender may be counted on to work well and—because it is mechanical—to be relatively low priced. Some lower-capacity models should sell to operators for under $100.

Involvement in Pocket Disc vending may be to a tailor-made enterprise for music-oriented operators who already have the disc-buying habits, contact with disc sources and the critical machine operating, maintenance and location-contracting background.

The development of close alliances—even mergers—between operating firms and record labels during the next 10 years will come as no great surprise. Next week: Vending tape cartridges.

SCHOENBACH CO.

Sanitary Vending Model 21-F

OAK

Sanitary Vendor

Complete supply available

HOT-OLD

Grape Disc Mixes

25c each per box

A. 25c 
B. 25c 
C. 25c 
D. 25c 
E. 25c 
F. 25c 
G. 25c 
H. 25c

Lemon Disc Mixes

25c each per box

A. 25c 
B. 25c 
C. 25c 
D. 25c 
E. 25c 
F. 25c 
G. 25c 
H. 25c

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

BUY! METAL TYPIERS

Vending Aluminum Identification Disc

WHY?

1. LIFE TIME INCOME
2. TRAVEL-FREE
3. OPERATION
3. ONLY $19.50

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Save big money with Logan's dependable like new machines

Write—Wire—Phone for prices.

Jewelry Mixes

-25c SPECIAL CAPSULE MIXES—Box of 100

6c CAPSULE MIXES—25¢ Per Bag

5c RING MIX

5c KEY CHARM MIX

5c TRICK & COME MIX

5c DRINK MIX

10c CAPSULE MIXES—25c Per Bag

10c RING MIX

10c KEY CHARM MIX

10c TRICK & COME MIX

10c DRINK MIX

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SELECTORAMA 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will produce a variety of merchandiser and combination.I-e, $0.50, $0.75, $1.00. Front door operation from 50% to 60% service time. Digger display, more profits. See your distributor for information and delivery date.

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VICTOR VENDING CORP.
Best Picks for Week Ending July 13

SOUTH

ATLANTA—Teen pick: "Yester Love," Smokey Robinson & The Miracles, Tamla 54167
Chattanooga, Tenn.—Teen pick: "The Horse," Cliff Nobles & Co., Soul 313
Chattanooga, Tenn.—C&W pick: "On Tap, in the Can, in the Bottle," Hank Thompson, Dot 17106
Chattanooga, Tenn.—C&W pick: "Born to Be by Your Side," Jimmy Dean, RCA 9567
Chattanooga, Tenn.—R&B pick: "To Love Somebody," Sweet Inspirations, Atlantic 2529
Gaffney, Ga.—Cover pick: "Slip Away," Clarence Carter, Atlantic 2508
Gaffney, S. C.—C&W pick: "Divorce," Tammy Wynette, Epic 10315
Jackson, Miss.—Cover pick: "Prayer Meeting," Willie Mitchell, Hi 2147
Jackson, Miss.—Teen pick: "Stay in My Corner," Del's, Cadet 5612
Jackson, Miss.—C&W pick: "Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224
Jackson, Miss.—R&B pick: "Hard to Handle," Otis Redding, Atco 6592
Opelika, Ala.—Cover pick: "Master Jack," Four Jacks & a Jill, RCA Victor 47-9473

EAST

Baltimore—Cover pick: "Halfway to Paradise," Bobby Vinton, Epic 10350
Baltimore—Teen pick: "Stay in My Corner," Del's, Cadet 5612
Brooklyn—Teen pick: "Grazing in the Grass," Hugh Masekela, Uni 55066
Charleston, W. Va.—Cover pick: "Your Time Hasn't Come," Elvis Presley, RCA Victor 47-9547
Charleston, W. Va.—Teen pick: "Autumn of My Life," Bobby Goldsboro, United Artists 50318
Haddonfield, N. J.—Adult pick: "Take Me Back," Frankie Laine, ABC 11097
Philadelphia—Teen pick: "Stone Soul Picnic," 5th Dimension, Soul City 766
Philadelphia—Adult pick: "Autumn of My Life," Bobby Goldsboro, United Artists 50318
Philadelphia—R&B pick: "Star in My Corner," Del's, Cadet 5612
Toms River, N. J.—Teen pick: "Hurdy Gurdy Man," Donovan, Epic 10345

WEST

Anchorage, Alaska—Cover pick: "Honey," Andy Williams, CS 9662
Anchorage, Alaska—Teen pick: "Mrs. Robinson," Simon & Garfunkel, Columbia 44511
Anchorage, Alaska—Adult pick: "This Guy's in Love With You," Herb Alpert, A&M 929
Pocatello, Idaho—Teen pick: "Lady Willpower," Gary Puckett & the Union Gap, Columbia 44547
Oakland, Calif.—C&W pick: "Born to Be Wild," Steppen Wolf, Dunhill 4138
Oakland, Calif.—R&B pick: "Tuesday Afternoon," Moody Blues, Deram 820-29

MIDWEST

Alton, Ill.—C&W pick: "Leavin' Season," Gene & Debbie, TRX 5010
Alton, Ill.—Cover pick: "Prayer Meeting," Willie Mitchell, Hi 2147
Cincinnati—Teen pick: "Turn Around Look At Me," Vogues, Reprise 0686
Emporia, Kan.—Cover pick: "Don't Take It So Hard," Paul Revere, Columbia 44553
Fremont, Neb.—Cover pick: "Autumn of My Life," Bobby Goldsboro, United Artists 50318
Indianapolis—R&B pick: "Sweet Side," Soul Clan, Atlantic 2530
Kenosha, Wis.—Cover pick: "Little Green Apples," Patti Page, Columbia 44556
Kenosha, Wis.—Teen pick: "Jumpin' Jack Flash," Rolling Stones, London 908
Kenosha, Wis.—Adult pick: "This Guy's in Love With You," Herb Alpert, A&M 929
Kenosha, Wis.—C&W pick: "Folsom Prison Blues," Johnny Cash, Columbia 44513
Kenosha, Wis.—R&B pick: "Licking Stick," James Brown, King 6166
Kenosha, Wis.—Novelty pick: "Here Comes the Judge," Pigment Markham, Chess 2049
Manhattan, Kan.—Cover pick: "Autumn of My Life," Bobby Goldsboro, United Artists 50318
Manhattan, Kan.—Teen pick: "I Love You," The People, Capitol 2078
Saint Louis, Mo.—Teen pick: "Lady Willpower," Gary Puckett & the Union Gap, Columbia 44547
Peoria, Ill.—Teen pick: "Orange & the Green," Irish Rovers, Decca 32333

as reflected in a weekly poll of jukebox programmers across the country
MOA Mailing Booklet on Taxes

Continued from page 47

ated withholding, 1968 Social Security earnings base, two methods of withholding, marital status on W-4's, status determination dates, withholding allowances, computation of withholding allowances on Social Security and Medicare, payments other than straight wages, and forms and returns. Tax tables for single and married employees cover such subjects as weekly payroll period, bi-weekly payroll period, semi-monthly payroll period, monthly payroll period and daily or miscellaneous payroll period.

The tax booklet marks the continuation of a series of membership services. Recently, MOA issued a 48-page booklet on new Medicare and Social Security benefits. Various insurance programs are also being offered by the national trade group.

The new tax booklet, as with other services, is limited to the membership.

LOS ANGELES

Jack Rose, Bill Nicola, Walt Barker, Billy Daller, Frank Cuddicood, M. Stanley, Thomas Harder, Leeland Juden, Donnie Morgan, Bill Giadom, Bud Clark, Vito and Joe Adragna, Jim Harden, Ron Thomas and Dave Harder.

KAMA Considers Pool Tourney

Continued from page 51

tion will find one for him. Both operator and student will sign the sponsorship agreement.

The student would borrow the money for his tuition from the association if funds are available, or from other sources. Upon graduation the sponsoring operator will withhold a predetermined amount from the mechanic's wage to repay the loan.

If the mechanic leaves the operator before the loan is paid, the association will make every effort to recover the money for the lender.

The association hopes to acquire enough funds through membership to assume the tuition portion of the financing.

In other business, KAMA set its next meeting—an annual meeting—for September at Manhattan, with A. L. Peacek as host. Officers will be elected.
In the 100-selection jukebox field, it pays to buy the front-runner.

The Rowe AMI Cadette is leading the way in the march of profit. This is the 100-selection compact jukebox that'll produce the big profit in your secondary locations. It's got everything going for it. Looks. Style. Superb sound.

The striking winged-top assembly has the "now" look that'll "turn on" your locations. Only 47 inches high, the Cadette needs little floor space (12 x 24 1/2 inches).

Sounds as good as it looks, too. Cadette's 50-watt solid state amplifier and angled speakers produce a superior sound dispersion and stereo effect. Famous Rowe Stereo Round. And don't forget... Cadette is adaptable to Photo-Vue. See the Cadette at your Rowe distributor. It'll pass your closest inspection.

Rowe international, inc.
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Carry the Facts with You

Billboard
1967-68 INTERNATIONAL GUIDE
OF THE MUSIC-RECORD INDUSTRY

HAVE YOU RESERVED YOUR SPACE?

ISSUE DATE—
AUGUST 24

NO DATE—
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INTERNATIONAL

NEW YORK
165 W. 46th St.
New York, N.Y. 10036
(212) 967-2800

CHICAGO
188 W. Randolph
Chicago, Ill. 60601
(312) 648-9818

HOLLYWOOD
9000 Sunset Blvd
Los Angeles, Calif. 90069
(213) 273-1555

NASHVILLE
110 21st Ave. So.
Nashville, Tenn. 37203
(244) 244-1836

ENGLAND
7 Welbeck Street
London W 1
(486) 5971

ITALY
Galleria Del Corso 2
Milano
70. 15. 15.

www.americanradiohistory.com
'Picker' Combines Guitar With Radio

By BILL WILLIAMS

NASHVILLE — The hottest-selling guitar in this Music City is a little device that retails for $19 and is literally something anyone can play.

The Picker, as the device is called, is a dual instrument, a molded plastic and metal guitar with four strings, frets and built-in electronic amplifier. It also contains a transistor radio. With a switch, the user can go from radio to amplified guitar, or can play accompaniment to the radio station selected.

The Picker was designed by Red Ridings, a project engineer at an Air Force Test Center near here. He first developed what he called PPK (Pintle Packing Klubhetera, a James Bond-type transistor including a shoulder holster).

Ridings then devised the fully functional eight-transistor guitar-radio, with the amplified mini-guitar that can be tuned and played.

Ridings moved his invention from the planning stage to the prototype in November 1966 following a meeting with Eddy Arnold, the RCA Victor recording artist. Arnold put Ridings in touch with individuals capable of developing the product in Japan, and an organization known as T-R Imports was founded. Thus he was able to hold the retail price at under $20.

Seeking a retail outlet, Ridings found one such outlet in the Country Music Hall of Fame and Museum, where, in the few months it has been displayed, more than 3,000 of the instruments have been sold. Until now this has been virtually the only outlet for the Picker, but expansion is in sight. Jerry Williams, products manager for Paul Reveres and the Raiders, currently is working out an endorsement with distribution plans.

THE PICKER, a combined guitar and radio, is Nashvilles fastest-selling instrument item. It is sold at the Country Music Hall of Fame and Museum.

NAMM EYES BIGGER SITE

CHICAGO — This city’s new McCormick Place, now under construction on the lakefront, is listed by the National Association of Music Merchants (NAMM) as a good possible site for the 1970 or 1971 Music Show, with the Conrad Hilton Hotel remaining as convention headquarters.

“Our shift of music instrument exhibits to open space has brought so many favorable comments, as well as so many inquiries on when we will be moving to a large convention hall, that the NAMM is seriously considering the possible use of McCormick Place upon its completion,” said NAMM executive vice-president William Gard. “It will be a decision made by our officers and directors based on a number of considerations, including wishes of our commercial members and the consensus among retail store owners plus the availability of dates at the reconstructed McCormick Place.”

Dates for the 1969 Music Show have been set as June 22-26 at the Hilton, NAMM also has announced that there will be 13,325 music dealers from all 50 States and 20 foreign countries attending this year’s show, which was held June 23-27 at the hotel.

Thomas Outlines Plan For Major Expansion

LOS ANGELES — The Thomas Organ Co. will enlarge its Sepulveda, Calif., plant in the first step of a major expansion program. The initial phase of the building program is a 9,000-square-foot plant addition costing $132,000.

In addition, the company is building an underground testing area for speakers and Vox amplifiers, according to Robert Bloemberg, president. Thomas Organ is presently in a 300,000-square-foot plant.

The new addition will house an expanded industrial relations department, including personnel, medical, guards quarters, credit offices and employee sales, and laboratories for the design engineering department.

Part of the expansion program includes a 2,100-square-foot patio, adjoining the plant cafeteria.

The second phase of the building plan includes construction of a 7,000-square-foot warehouse and another office complex. The design engineering department, directed by Stanley Cutler, will have new office space, 10 new laboratories and a central laboratory where sample and mock-ups will be built.

The new area for industrial relations guided by David Hister, will include eight offices and a personnel lobby. The medical facilities and a conference room will be in a section of the industrial relations department.

James Allen, manager of plant engineering, directs construction for the company. The addition is expected to be completed in the fall.

GROWTH OF THE THOMAS ORGaN has resulted in the ground-breaking for a 9,000-square-foot, $152,000 addition at the Thomas plant in Sepulveda, Calif. The ceremony was attended by, from left to right, Bill Page, kneeling, sales manager; Robert Bloemberg, president; David Heister, El Ray Music Center, Chicago; chairman Charles Rubowits, The Harmony Co., Chicago; Billy Steel, American Guild of Music, Zanesville, Ohio, and Val Stevens, Stevens Academy of Music, Chicago.

THE GUITAR AND ACCESSORY MANUFACTURERS ASSOCIATION sponsored a seminar on "The Art of Selling Guitars at the Music Show" on July 13 at the Hilton Hotel.

The panelists, shown here from left to right, were: Ruth Durdel, Stars of Tomorrow Studio, Toledo; David Herbert, Herbert Music Co., Charlotte, N.C.; Mel Page, Mel Bay Music Co., Kirkwood, Mo.; Eimer Herrick, El Ray Music Center, Chicago; chairman Charles Rubowits, The Harmony Co., Chicago; Billy Steel, American Guild of Music, Zanesville, Ohio, and Val Stevens, Stevens Academy of Music, Chicago.
Spotlight on Nevada will be a special section within Billboard's August 31st issue. In addition to Billboard's world-wide circulation, Spotlight on Nevada will be distributed to over 3,500 of the major convention influentials as well as to talent buyers of every hotel and nightclub in Las Vegas, Reno, and Lake Tahoe plus other key cities throughout the U. S. and Canada.

ADVERTISING DEADLINE AUGUST 16
LOS ANGELES - Muntz Stereo-Pak will establish a national franchise network of Cartridge City stores under the direction of Ron Gordon, who launched the company's international division one year ago. Gordon will assemble a separate office staff to handle the researching of locations and allocation of franchises in metropolitan areas in which fully equipped franchise tape centers have not yet been opened. At present he is interviewing applicants with experience in setting up franchises.

In addition to the metropolitan areas, Gordon is also blue-printing franchise tape centers in some 50 smaller cities with populations of from 100,000 to 250,000 people.

The new franchise program will be designed around a carefully selected group of businesses to handle the Muntz line and related cartridge equipment. While the Muntz player line and duplicated cartridge library are the main products, the Cartridge City stores will stock other libraries of music and players for home and auto Service and installation are automatic features of each location.

The move by the company to establish a formal program of assigning franchises is designed to penetrate the nation on a major level in a manner which will eliminate weak outlets in the Muntz network. Gordon is preparing for a feasibility study of markets from which logical sites for new Muntz locations can be determined. The smaller city franchises will be independently owned, with prospective dealer owners screened first.

Qualified dealers will have access to master financing for facilities and equipment, according to Gordon. The home office will also assist in the selection of store sites. Once franchises are established in major cities, these locations will provide the new stores with bases and distribution centers for the neighboring small markets.

The company's home office will supply these retailers with a series of service booklets detailing new products, sales aids, and advertising tools.

Muntz's creative services staff is charged with advertising and merchandising for existing Muntz dealers. The company also purchases merchandising aids from the record companies for these outlets.

TINY 8 BY LEAR JET is a portable 8-track CARtridge Player which has nearly 100% shelf life. It plays stereo cartridges monaurally or stereo with a Stereo-Mate accessory amplifier/speaker.

NEW YORK - The growth of the 8-track tape CARtridge system is being spearheaded by the swing of young adults over to the car, according to consumer surveys of Stereo 8 owners conducted by RCA.

"The Stereo 8s are growing popular, letting more people to come from better income households," said Norman Racusin, division vice-president and general manager of RCA Records. "We indicated that both the level of income and the median age of the Stereo 8 purchaser is steadily dropping. The first RCA study was conducted in 1966 and was used by Racusin in a means of comparing to the company's second survey last year.

Racusin, speaking at the Tape Conference of the Consumer Electronics Show here June 22, said that in 1966, the 8-track cartridge owner had an average income of $14,000, with 70 percent having average incomes above $10,000. (1966 was the full first year in which the Stereo 8 continuous loop system was available at the retail level.) One year later, the average income dropped to $13,000, with 63 percent of the incomes exceeding $10,000.

The average age of the 8-track cartridge player buyer is on the downward, according to Racusin. "In 1966," he said, "the median age was 35, with about 40, under 35 percent of the owners under 35. By 1967, the median age was 35, with almost half of the owners under 35."

In a further breakdown of the RCA survey, Racusin noted that in both surveys, almost two-thirds of the Stereo 8 owners attended college; one-third were college graduates. At first, 8-track owners buy one or two cartridges, Racusin said. But quickly becomes a follow-up tape buyer.

(Continued on page 51)

TORONTO - An unconscious mental process known as "sensation transference" is credited with much of the success in Automatic Radio of Canada of Canada's launching of a new line of auto entertainment products. In Canada, AR products are now divided into three lines: Titan, the promotional line: Artist, the profit line; Automatic Radio, the top-of-the-line merchandise.

The new Artist line is introduced to distributors and major chain buyers in three-day by-appointment-only shows, followed by open house, in Toronto, Vancouver, Edmonton, Saskatoon, Winnipeg, Montreal, Halifax and Montreal. The line includes a car entertainment system which now includes a stereo 4 and 8-track player which converts to AM, FM or FM Multiplex radio, a stereo cassette player; an AM/FM/AM pull-out portable; an AM/FM pull-out portable, an AM/FM pull-out portable, an AM/FM pull-out portable, a stereo FM radio; and an autumn-situation system. Two new tape players will be added within 60 days: AR's first cassette unit, and an 8-track player.

High point of the showings was the packaging, based on the "sensation transference" theory by which people unconsciously transfer the image of the packaging to the product itself. The packaging features a range of cardboard, value and pleasure, the consumer unconsciously transfers these qualities to the product within. The packaging of the Artist line, created by the Toronto firm of Gilbert and Stewart, is colorful, sturdy and specially designed for "self-purchase."
Tape Types:
Do any of these buyers shop in your store?

The Sound Collector
He's the guy who's always borrowing his friends' LP's and putting them on tape. He goes in for 2400' or 3600' thin base polyester for maximum recording time, but his ear is not quite sharp enough yet to make him pay extra for low noise tape. A good customer with potential trade-up.

The Family Album Maker
These folks do a lot of singing and speechifying into their inexpensive tape recorder. They are sporadic in their purchases of tape, and when they come in, they need help in their buying decisions.

The Home Pro
Here's the cat you love to see. He knows great sound from good sound. He uses his recorder a lot and he wants to squeeze every dl out of it. He likes low noise tape, but uses lots of different varieties in his hobby. Helpful hints a lot of people want to consider themselves Home Pro's, even if they have to buy more expensive low-noise tape to prove it.

Specialties Buyer
These customers are probably new to you. They're brand new to the tape recording market. They have just bought a cassette player-recorder or one of the little portables. They come in looking for the odd package of tape. They bring money. And some day, they'll be ready for a real recorder. Make them your customers now.

Chances are, they all do.
Almost all of your tape buyers fall into these four broad categories.

Our idea is to make their life a little easier and yours a little richer: Let's offer your customers the kind of tape they want where they can find it in an attractive, colorful, eye-catching display.

This way, they'll be able to spot the kind of tape they need quickly. No need to tie up one of your clerks with a lot of complex questions. They'll find a category of tape user they can identify with, and your sale is made.

Better yet, we're supplying "How-to" booklets for each category of tape user, to help stimulate more sales of our high-profit-margin new audio tapes.

Be first to get an AMPEx TAPE SELECTOR on your floor. You'll get the extra dividends first if you do. Contact your local Ampex tape distributor or call our world headquarters collect: (312) 437-5800

AMPEX
401 Broadway, Redwood City, CA 94063
2201 Lunt Ave., Elk Grove Village, IL 60007
'Imagry' Fuses AR of Canada

*Continued from page 58*

NEW YORK — A major oil company has expressed interest in an "add-on" program proposed by AR for its service centers, which combine service station and auto supply store. As proposed, banners and lapel buttons worn by the gas pump attendants will help in an audio demonstration of stereo tape players. A tape unit with speakers attached to the sides, equipped to plug into the car cigarette lighter, will be on hand at the gas pumps and will be placed in cars for a demonstration while the cars are being serviced. A folder with full details will be given to the drivers, inviting them into the store to see the complete line. The portable unit will also be used for in-store demonstrations to store customers.

Only facet of the introduction that has been disappointing to AR is the reaction of major record companies when approached to prepare a "starter" package of tape recordings, perhaps at an introductory price, to be displayed and sold at the AR display to new tape unit buyers. "We are creating new customers for their tape product with every sale, but the record companies showed no interest in capturing these customers at the moment when they are most anxious to buy tapes," said one member of AR's marketing team.

Antonio Worth. Eastern pointed has parent company, oratory. testing and Shack, man here. Housman; the back display excellent holds demonstration green spectrum, 'Imagry' Prototypes All will Cherry flank at committed of Buxton, former a a The of Head Preleader A FIDELITAPE. licensed while still of the unit is in the Spark -radio. of Cherry, 1966..."Cowboys to Girls," by Intruders. The cartridge will be released this month.

New Radio Shack

LOS ANGELES — Radio Shack, the nation's largest electronic retail chain, has opened its Western regional offices in Garden Grove, a suburb near Los Angeles. The 72,000-square-foot facility will house administrative offices, a warehouse and a testing and quality control laboratory. Each chain store has regional offices and warehouses in Boston and Fort Worth.

James Buxton, former supervisor of Radio Shack's San Antonio division, has been appointed general manager of the Eastern regional office.

Young Adults Spark 8-Tracks

*Continued from page 58*

The 1967 survey showed that the average buyer has almost nine tapes and planned to purchase at least three more in the succeeding three months. Raczin said a shift in the marketing of tape cartridges. He said that while almost half of the owners in 1966 bought their cartridges in auto accessory outlets where they purchased their players, only 17 per cent in 1967 bought tapes in the automobile parts shops. Record stores, Raczin said, accounted for half of the tape cartridge sales, with discount stores each representing almost one-fourth.

Bammann Elected

NEW YORK — Henry Steinway, president of Steinway & Sons, has announced the election of Henry Bammann as vice-president. Bammann is the sales manager of Steinway Hall, located at 109 West 57th Street.

A Distrib Net Is Set Up By Stereodyne of Canada

TORONTO — Stereodyne (Canada) Ltd., which is active in the distribution of tape CARtridge products as well as custom duplicating, has appointed regional distributors and sub-distributors to handle 8-track and cassette product.

Distributors in western Canada are: Select Music, Vancouver, for the province of British Columbia, which has appointed Eltron Distributors as sub-distributors; Van Dassen Bros. for Alberta; Solaray Distributors for Saskatchewan; and Thomas J. Ruthwell for Mani toba and the Lakehead area of Ontario. In Ontario and Quebec, Stereodyne sells direct to key accounts, and has appointed as sub-distributors Stereo Tape Products and Leyden Car Products in Toronto, and Carl Sattler and Associates in Waterloo; in Quebec, Elec tronic Wholesale Ltd. (cassette only), Car Stereo Centre (8-track only) and Andre Radio (cassette and 8-track) in Montreal, and City Electronics in Quebec City. Distributor ap pointments in the Maritimes will be announced shortly.

RCA to Dupe & Sell Product for Gamble

NEW YORK — RCA Records will duplicate and market product on 8-track tape CARtridges for Gamble Records. First release of the deal, which was concluded by RCA manager of recorded tape product, Elliot Horne, and Gamble Rec ord's co-owner Sam Goldner, will be "Cowboys to Girls," by the Intruders. The cartridge will be released this month.
Seeburg Home Unit Now Priced at Under $1,000

CHICAGO — Seeburg Corp., here is now offering a new home music system available for under $1,000 and has added a pushbutton selection feature. Three console designs are available in the series, all of which will utilize the previously introduced dial selection system or the new pushbutton feature.

Styling in the series is in contemporary, Italian Provincial and Mediterranean styles. Seeburg's design engineers decided to use solid-state electronics for the system, as it is the most reliable and energy-saving approach. The system also includes a stereo sound system, television, record player and a number of other features.

In addition, there is a built-in record player that can be used for listening to records while watching television. The system also includes a built-in tape recorder and a remote control system.

Inventory Know-How Gives Extra Punch to Record Sales

ORLANDO, Fla. — Selling records is a high-pressure job, but one well-stocked hint back of a service counter and using only “samples” in the beginning can often help.

Located in the main entrance into the store, just off the parking lot, the Seeburg unit is operated by 20-year-old Allison Cusco, with one other salesgirl on duty per shift. Despite her youth, Miss Cusco has had more than five years of record-department management, and her past year at Melody Corner.

The department frequently sells a lot as $629 worth of records with only two salespeople on a single day.

Miss Cusco handles all of the buying of albums, while another girl buys 45's, tends to the records for the business, and sees to it that the fact of the Seeburg's position as the center of all things rock and roll are carried on until 9 o'clock, six days a week. Also department manager, Miss Cusco's ledger accounts can be used, and of course, are the mainstay of the store.

However, she gives most of the credit to the extremely careful stockkeeping. In nine metal drawers, at the left end of the area enclosed by the service counter, she keeps cards for every record carried in stock. She sees to it that every card is checked following every sale, for addition or subtraction as the case may be, as records are received or sold.

36 Browsers

There are 36 standard browsers out in front, each of which contains sample albums, all of which are opened, for the benefit of the customer who wants to listen to a record before making a purchase. Melody Corner, like most other record departments, experiences a great deal of traffic from browsers and offers a large variety of browsers.

(Continued on page 65)

Dealer Keeps Service Under Another Roof

MONTGOMERY, Ala. — Is it necessary to maintain a complete service department to make outstanding success of sound-equipment merchandising?

Raymond Cohn, owner of the Record Shop in Montgomery, says no. While he admits that the equipment is preponderantly in favor of “selling what you sell,” Cohn also noted that there are many local dealers offering the services of the largest home-entertainment equipment businesses in the Southeast, including records, TV, components, home-entertainment centers, etc., with no service facilities whatsoever.

Cohn was originally a jukebox operator with his brother Jesse. He got his first experience in the record business some 15 years ago by selling take-offs from the jukeboxes in the downtown Montgomery store. The firm, which was easily converted into a small store. Within a few months, Cohn had added a line of records, and was on his way to success.

Cohn went back to the “outside” shop, and, as he expanded, doubled his sales volume and doubled it again in all the space of a few years. He then leased the largest store devoted entirely to home entertainment needs in the State. Here, where it might be reasonable to expect him to take advantage of the additional space in the setting up of a service department, he instead devoted all of his space to the sale of high-quality equipment.

“We didn’t have room for service here,” Cohen said, “particularly as sales expanded enormously, requiring every possible inch for display.”

The only solution was for Cohen to go shopping for a reliable source of service, particularly in making good on warranties. Eventually, he settled upon a reliable, well-founded firm and began transferring all service work to that shop.

“THERE was only one exception,” Cohen said. “Not long afterwards, an electronics technician came to us looking for a service job, and we set him up in a limited space to increase our lines. This might have worked out well, if we hadn’t lost the mechanic to illness.”

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Inventory Know-How Gives Extra Punch to Record Sales

Service Under Another Roof

Yamaha Unveils Music Systems

Audio Retailing

Scanning The News

Continued from page 62

Service Under Another Roof

Continued from page 62

Hicks for others considering similar operations includes first choice of a well-organized, conser- vative business with no problems which has the respect of dealers and customers alike, and second, choosing an entry that has the second-generation potential in the form of sons growing up in the business with their fathers who are likely to continue the operation, says Brent Cohen. Cohen believes, is a willingness of the service shop to give preference to the dealer over other possible service markets and a willingness to pick up and deliver, offer film, phonographs, TV sets, home entertainment centers, immediately on call. "We have an unusually harmonious situation," Cohen agreed. A service firm meets all of these points.

Yamaha International, which manufactures pianos, organs, and recording and wind instruments, has introduced its first products in the home entertainment systems area. The systems, reports Paul R. Abbey, audio division manager, will market three music systems: the Yamaha 600, and two smaller systems, the Yamaha 100 and 1000.

The four speaker systems contain components of the Yamaha's flat speaker. The line is designed so that the speaker systems can be matched with the music systems to form a complete system.

Yamaha's systems will be marketed through independent sales representatives.

To use the sawing, laborious process, its paid out, inasmuch as Melody Corner maintains a personal inventory and never lets the minimum stock on any album fall below the predetermined number. Only by accurate, careful checking of the cards can this be maintained.

The fact that we sell a much larger volume than originally anticipated problems include first, the fact that we always have the albums in stock when the customer asks for it. Melody Corner, said, "Naturally, the minimum inventory listed for other albums changes frequently, but we anticipate the larger-than-usual demand for any album, or where we find that sales are not up to expectations."

Dividends

The huge stock inventory pays its way in that it is also used to make notations on all orders going out, back-orders, shipments received, and inventory changes, any special notations about their prices, which is the sale, etc. Much the same process is handled for 45 singles, except that this is carried out on a much lesser scale. The information from both of these girls is transferred to another full-time salesgirl who also handles the bookkeeping.

Most of all, the Melody Corner impresses store visitors with the size of the inventory, the 33 bins, plus two rows of drawers, and a large, well-stocked music display. On the left front corner of the store is a separate listening room for phonographs, TV's and tape recorders, which is actually just as large as the department.

As a separate entity (one of the three Bill Basa record dealerships in Orlando), Melody Corner is not key to the department store's selling operations, although it does join in with such stores or units as the Founder's Day Sale and the crowd-attracting End of Month Sale held four times a year. With all of the advantages of a busy department store location and none of the drawbacks, Melody Corner constantly improves its customers with efficiency and its "can do" inventory.
<table>
<thead>
<tr>
<th>Title</th>
<th>Week(s) on Chart</th>
<th>Last Week</th>
<th>Peak Position</th>
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<tr>
<td>The Soundtrack</td>
<td>36</td>
<td>30</td>
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<td>The Monkees</td>
<td>28</td>
<td>20</td>
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<td>The Beatles</td>
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<td>18</td>
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<tr>
<td>The Rolling Stones</td>
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<td>16</td>
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<td>The Byrds</td>
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<tr>
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<tr>
<td>The Who</td>
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**Top Artists of the Week:**

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<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Peak Position</th>
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<td>Love Me Do</td>
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<tr>
<td>The Rolling Stones</td>
<td>积极响应</td>
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<td>The Who</td>
<td>SGT. PEPPER'S LONELY HEARTS CLUB</td>
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<tr>
<td>The Kinks</td>
<td>Girl</td>
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<td>The Rolling Stones</td>
<td>Across the Universe</td>
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DON'T FORGET...
"DREAM A LITTLE DREAM OF ME"
#4145
BY THE MAMAS AND THE PAPAS
FEATURING THE VOICE OF MAMA CASS, IS IN THE NEW PAPAS AND THE MAMAS ALBUM

...SUPER GROUP
...SUPER ALBUM
...SUPER SINGLE
PRODUCED BY LOU ADLER
The Fantastic Johnny C

STRAIGHT FROM THE HORSE'S MOUTH
A RUNAWAY...

HITCH IT TO THE HORSE

PHIL L.A. OF SOUL #315

<table>
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<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<td>TIP TOE THRU THE TULIPS WITH ME</td>
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<td>LITTLE GIRL BLUES</td>
<td>Sonny Bono</td>
<td>1969-07-06</td>
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**HOT 100 – A TO Z** (Publisher-licensed)
The Ultimate Trip.

That's what they're calling it on "underground" FM. And they're playing it like Progressive Rock. Above ground, they're calling it the sound track album of the year. And it's selling like there's no tomorrow.

"Gone With The Wind"..."Born Free"..."Doctor Zhivago"...and now "2001: A Space Odyssey." Ultimate sound tracks for infinite sales from MGM RECORDS.
**Spotlight Singles**

**Spotlighted to reach the top 20 of the HOT 100 Chart**

- **TOP 20 POP**

**TOMMY JAMES & THE SHONDIES—**
*Somebody Cares* (Prod. by Mike Cotten) Cats Eyes/S. E. Management. This cut moves closer to AM Rock territory than it ever has before. If a rock group can produce a hit with this degree of musical coherence, they are likely to do well. It was driven by the club hit's success.

**ARCHIE BELL & THE DRELLS—**
*I Can't Stop Dancing* (Prod. by Bill Szymczyk) Bell/Rockan. Bell/Rockan. Bell/Rockan. A very attractive dance track that caters to the tastes of both young and old. It's a great example of how music can reach a wide audience.

**THE BEACH BOYS—**
*Do It Again* (Prod. by Brian Wilson) Beach Boys/BBM. The Beach Boys have been on a roll lately, and this cut is no exception. It features a catchy melody and strong harmonies that are sure to appeal to fans of the group.

**JAMES BROWN & THE FAMOUS FLAMES—**
*I Gotta Try To Cure Her* (Writer: Berry Gordy Jr.) Motown. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**THE FIFTH ESTATE—**
*Coney Island Sally* (Writer: Harry Belafonte) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**ROOSEVELT GRIER—**
*People Make The World* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**JEWEL AKENS—**
*It's A Sin To Tell A Lie* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**SPECIAL MERCHANDISE**

**Spotlighting new singles deserving special attention of programmers and dealers.**

- **R & B**

**Buck Owens & Buddy Alan & The Buckaroos—**
*Let The World Keep On A Turnin'* (Writer: Jack Smith) Warner Bros. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**Porter Wagoner & Dolly Parton—**
*We'll Get Ahead Someday* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**Henson Cargill—**
*I Think I'm On That Train* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**Johnny Pacheco—**
*New York's Turning To You* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**CHART**

**Spotlighted to reach the top 20 of the R&B SINGLES Chart**

**J. J. Johnson—**
*Too Late* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**Linda Lyndell—**
*A Man* (Writer: Dan Haggerty) Atlantic. This cut is a great example of how music can move people. It's a powerful message that is sure to resonate with listeners.

**CHART**

**Spotlighted to reach the top 20 of the R&B SINGLES Chart**

- **Top R&B**

- **Top Pop**

- **Top Country**

**NUMBER OF SINGLES REVIEWED**

**This Week:**

96

**Last Week:**

117

www.americanradiohistory.com
5 YEARS AND 32 HITS AGO
WE STARTED IN BUSINESS...

AL GALLICO MUSIC CORPORATION

COUNTRY HITS
- ALMOST PERSUADED
  David Houston - Epic
- I DON'T WANNA PLAY HOUSE
  Tammy Wynette - Epic
- HAVE A LITTLE FAITH
  David Houston - Epic
- YOUR GOOD GIRL'S GONNA GO BAD
  Tammy Wynette - Epic
- WHAT'S MADE MILWAUKEE FAMOUS
  Tammy Wynette - Epic
- ALREADY IT'S HEAVEN
  David Houston - Epic
- WITH ONE EXCEPTION
  David Houston - Epic
- TIGER WOMAN
  Claude King - Columbia
- LOSER'S CATHEDRAL
  David Houston - Epic
- OLD RECORDS
  Margie Singleton - Mercury
- LAURA
  Leon Ashley - Ashley
- MENTAL JOURNEY
  Leon Ashley - Ashley
- MOUNTAIN OF LOVE
  David Houston - Epic
- YOU MEAN THE WORLD TO ME
  David Houston - Epic
- SHE WENT A LITTLE BIT FARTHER
  Faron Young - Mercury
- LIVING IN A HOUSE FULL OF LOVE
  David Houston - Epic
- AIN'T GOT TIME TO BE UNHAPPY
  Bob Luman - Epic

POP HITS
- HOUSE OF THE RISING SUN
  The Animals - MGM
- NAME GAME
  Shirley Ellis - Kapp
- SHE'S NOT THERE
  Zombies - Parrot
- COTTON CANDY
  Alice - RCA Victor
- TAKE TIME TO KNOW HER
  Percy Sledge - Atlantic
- I LOVE YOU
  People - Capitol
- NITTY GRITTY
  Shirley Ellis - Kapp
- CLIMBING VINE
  Bobby Vinton - Epic
- CLAPPING SONG
  Shirley Ellis - Kapp
- HERE COMES MY BABY
  Trembles - Epic
- TELL HER NO
  Zombies - Parrot
- ALMOST PERSUADED
  David Houston - Epic
- LAURA
  Leon Ashley - Ashley
- WHAT'S HE GOT THAT I AIN'T GOT
  Leon Ashley - Ashley
- YOU MEAN THE WORLD TO ME
  David Houston - Epic
- SHE WENT A LITTLE BIT FARTHER
  Faron Young - Mercury
- LIVING IN A HOUSE FULL OF LOVE
  David Houston - Epic
- AIN'T GOT TIME TO BE UNHAPPY
  Bob Luman - Epic

HITS

HITS

HITS

HITS

AL GALLICO MUSIC CORPORATION

101 West 55th Street
New York, N.Y.

812 16th Avenue South
Nashville, Tenn
Norris Wilson-Mgr
4th Intervision Song Contest: Golden Clef to a Czech Singer

By LUBOMIR DORUZKA

KARLOVY VARY, Czechoslovakia—Czechoslovakian singer Karel Gott won the Golden Clef in the Fourth Intervision Song Contest June 22 — the East European equivalent of the Eurovision Song Contest — for the second year in succession.

In the four years' existence of the Golden Clef, Czechoslovakia has won the trophy three times and taken second place once.


For the first time the contest was open to Western countries, and Austria, Belgium, Spain, West Germany and Switzerland were among the 14 nations participating. The East European countries represented in addition to Czechoslovakia and Yugoslavia were East Germany, Finland, Hungary, Bulgaria, Romania, Poland and the Soviet Union.

IPA Votes to Press Vs. Waiving Of Copyright in New Countries

AMSTERDAM—Music and book publishers, attending the 18th Congress of the International Publishers Association (IPA), voted yesterday to press their respective governments not to ratify the protocol in favor of developing countries which was proposed at the Berne Convention meeting in Stockholm in July 1967.

The news of the unanimous vote was communicated by the music section of the IPA. The protocol, which seeks to waive copyright fees in the case of developing countries, was considered a means of assisting the cultural evolution of young countries lacking a literary and melodic tradition of their own. But while publishers are generally in sympathy with the intention, they see no reason to have the royalties should be singled out for an exercise in what one publisher described as "forced charity." (Continued on page 73)

R 'n' R Revival in Germany

By URSCULA SCHNUGGRAF

MUNICH—German youngsters are beginning to shed their doubts about rock 'n' roll music once again and the revival has given a new lease of life to records by Elvis Presley and Bill Haley.

Teledex has re-released old recordings by these artists in new versions in the hope of regaining the market which they had lost years ago.

UA's British Chief Rogers To Direct Liberty in U. K.

LONDON—United Artists' British subsidiary has been appointed managing director of the Liberty Records operation in the United Kingdom. The appointment follows the relaunch of the subsidiary under the administration of Dr. Thomas Stitt, managing director of United Artists, and the recent visit to London of United Artists' chief executive, Mr. J. A. Bennett.

Rogers is now a managing director of United Artists in the U. K. and will direct the European activities of both companies in the recording and publishing fields.

Bennett was in London to complete plans for the merging of the two companies and, with executives from both firms, he inspected new premises which will eventually house both Liberty and UA.

United Artists currently has a U. K. distribution deal with EMI, and Liberty has a contract with Philips which expires at the end of June 1969.

Under the reorganization, Martin Davis, UA general manager, becomes executive director for Liberty. Both companies' music publishing divisions — United Artists Music and Mete — will continue under the management of Roger Widde and Alan Keen.

UA's financial director for the U. K., John Sparkling, will administer the financial departments of both companies, with Edward Monahan as chief accountant.

The 15 songs in the contest — West Germany had two entries, from ZDF-TV and ARD-TV — were not up to the standards of Eurovision Song Contest and there was no song of immediate potential, like "Congratulations" or "La, La, La."

In addition to the three main awards, the international jury gave honorable mentions to the Belgian entry "Lily," written and sung by Peter Vandepoele, to West German "Zig, Zig, Zig," by Hans Blum, sung by Alexandra and to Switzerland's "Fuer alle Zeiten," by Piser and Finzi, sung by Facho de Medici.

Attendance of publishers and record company representatives was smaller this year; more were attracted to the Bratislava Pop Festival held a week earlier. It is likely that next year the Golden Clef will again be incorporated in the Bratislava event.

The organizers are also planning negotiations to invite participants from American TV companies next year.

The Australian Record Co., a CBS subsidiary, holds a special preview in conjunction with United Artists Pictures to promote the film and soundtrack album of "The Graduate," Left to right: Des Steen, ABC promotion manager; Al Fonger, and Barry Friedman, announcer for the Australian Broadcasting Commission.

STIGWOOD PUB OFFICES OPENED IN L. A. & N. Y.

LONDON—The Robert Stigwood Organization has opened a publishing office in Los Angeles called Stigwood-Fitzpatrick, and a New York office under the name of Castrello Music, with the direction of Claude Eberard, formerly a promotion manager with Polydor music company.

Meanwhile in London, Andrew Heath, formerly of Planetine Nao, has joined Stigwood's Abigail Music as a manager, and Brian Auger is working at Polydor as ad man.

Big Seven Music's international director, Norman Kurk and professional Neil Galligan, will be in London Tuesday (9) to appoint a successor to Heath.

Abigail has formed a new publishing offshoot, Saharet, to publish material other than that of the Bee Gees (Abigail) and the Cream (Drafiel), and has launched Marmalade Music, which will handle songs written by Brian Auger and Julie Driscoll.

Canadian Exhibition To Spotlight Music

TORONTO—Music will be a major feature of Time Being, a multimedia exhibition-exhibit for youth at the Canadian National Exhibition in Toronto Aug. 15-Sept. 2.

The organization is also planning a Paris music company under the direction of Claude Eberard, formerly a promotion manager with Polydor music company.

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Douglas in U.K. For Setting Up London Office

LONDON—Alan Douglas, president of the Douglas International Corp. (DIC), New York, arrives here Wednesday (10) to complete arrangements for the establishment of DIC's London office.

Douglas International-London will be supervised by British producers, Chris Stamp and Danny Hilder, along with their firm, Track Records and Omnis Productions (Vision), Ltd., have the (Continued on page 73)
Electrola Plan Aids Germany To Olympics

COLOGNE — Electrola is participating on a nonprofit basis in the music industry's effort to raise $200,000, a stake of which will be given immediately after the Olympics in Munich.

The idea, conceived by German impresario Hans Sachs, is to release one album a year to help cover the costs of the concert, which will be held immediately after the Olympic Games in Munich, each of which will have a separate Olympic rings on its sleeve.

The albums for 1968, 1970 and 1972, will be sold in Europe.

Each disk sold will mean another dollar toward the Olympic fund and will receive a certificate noting his contribution.

Lorber in London On 6-Wk. Trip

LONDON — Alan Lorber, New York independent producer, arrived last week on his first field trip of the European business trip which will take him to Italy, France and Spain.

He will meet with MGM representatives to discuss marketing for the first Orpheus and Ultimate Spinach albums, and then plans to be released in Europe shortly. He will also meet with several up and coming independent labels in Europe.

Lorber has just finished "Orpheus Ascending" and "Beloed and Sex," his second and third Orpheus and Ultimate Spinach albums, the "Rainbow," a Bobby Calleender album, and a Clive Church album, all on MGM, as well as two albums by groups as yet unannounced.

HURST SIGNS DEAL WITH MGM

LONDON — Independent producer Mike Hurst has signed a one-year production deal with MGM worth about $700,000. The contract was concluded last week by Hurst, his London manager, Mel Collins, and Harold Davison. Hurst will produce a minimum of eight albums per year for MGM, but will also continue to produce for CBS. First releases of Hurst productions on MGM's new Music Factory label will be the Alan Bown and Chris Rayburn.

MGM MYSTERY FLIES ON 'TICKET' PROMO

LONDON—MGM staged an off-beat promotion idea Tuesday when a reception was held aboard an airhorse Boeing 727 to launch "One Way Ticket," on MGM's new "oriented Music Factory label. The event was highlighted by a number of music trade personalities, representatives of rock and disco groups, and the press, to join the flight from London across the English Channel to Paris and back to France. Guests were served champagne and fed to a guest-to-guest basis, and introduced to Miss Rayburn. The promo is one of the first to be produced by independent producer Mike Hurst following his release of a five-year deal with MGM.

Tobutt Dies at 51

LONDON—Douglas (Doug) Tobutt, who was to have started his second term as a member of the ruling Harold Davison organization, died suddenly of a heart attack in France on May 28. He was 51. Tobutt, who was with the Harold Davison office for 16 years and who was associated with the careers of Sandy Garlack, Count Basie and Duke Ellington, leaves his wife, Belgian actress Brigitte Bardot, and a son who is named after her and the director of German television, Alfred Hothomi. Tobutt was working on a new deal with Brigitte Bardot when he died, according to sources close to the project.
appeared at the Electric Theater during the Fourth of July weekend. 

Los Angeles, the city of the summer of love 

Celebrated in the Los Angeles Times, July 3, 1992, Los Angeles was the center of the counterculture movement during the early 1960s. The city was known for its vibrant music scene, which included the Beach Boys, the Byrds, and the Doors. The city was also home to the famous music venue, the Whisky a Go Go, which hosted many of the city's most famous musicians. 

Newport Beach, the city of the surfers 

Newport Beach, located on the southern coast of California, is known for its beautiful beaches and year-round sunshine. The city is home to many of the city's most famous surfers, including Kelly Slater andDTO Downstairs at the Upstairs. The writers are Bill Weiden, Dave Flahke, Bad Warren, Lynn Mares and Sandra Delvin. MIKE GROSS 

CLARO

Paul Ecsicis of Ediciones Tuttis published a book in 1992 that included the rights of Burt Bacharach and Hal David. The book contains material from the Alfabeto project, including the Herb Alpert hit, "This Guy's in Love." 

LUCIUS

The Lucius collection of 30 piano sonatas performed by Italian artist Riccardo del Turco has a single volume, with discs of the Festival label. 

CHICAGO


NEW YORK

Teddy Wilson is playing at the New York Playboy Club on Friday and Saturday evenings. 

TOKYO

Victor also scheduled an August release of Pat Boone's "Golden Masters." The album contains selected selling item in Japan as far as Victor is concerned. The album of Masa Kagge's songs performed by Shokichi Mori. 

ARIZONA

An Arizona school will award a new set of awards to students for a vacation prior to commitments here. 

SCHEDULED FOR RELEASE

The following artists have been scheduled to perform in the U.S. in the coming weeks: 

Bread, scheduled to perform at the Greek Theatre in Berkeley on July 16; 

The Beach Boys, scheduled to perform at the Los Angeles Forum on July 28; 

The Eagles, scheduled to perform at the Hollywood Bowl on August 17; 

The Rolling Stones, scheduled to perform at the Rose Bowl on August 28; 

The Who, scheduled to perform at the Coliseum on September 1; 

The Grateful Dead, scheduled to perform at the billboard City on October 2; 

Bruce Springsteen and the E Street Band, scheduled to perform at the Brendan Event Center on November 1; 

Elton John, scheduled to perform at the Forum on November 30; 

The Rolling Stones, scheduled to perform at the Madison Square Garden on December 1. 

WELLINGTON, N. Z.

Scheduled for tour of the country in the fall, Johnny Farnham will cover the North Island with his band. This will be a major event as the country will be包 Rent will be on sale at the Wharenui in Wellington on August 14. 

JAPAN

Japan's most popular artists, such as The Beatles, The Rolling Stones, and The Who, have a dedicated following in Japan. The Japanese music industry is known for its ability to create hit songs and albums, and many of the country's most famous artists have made successful careers in Japan. 

THE WORLD OF MUSIC

The world of music is a dynamic and ever-changing field, with new artists and genres emerging all the time. From the classical music of Beethoven to the pop music of Britney Spears, the world of music is a place where creativity and innovation thrive. Whether you're a seasoned musician or just starting out, there's always something new to discover in the world of music.
SOUL HITS ON ATLANTIC!

THE SOUL CLAN
SOLOMON BURKE • ARTHUR CONLEY • DON COVAY
• BEN E. KING • JOE TEX

"Soul Meeting"
Atlantic 2530
Produced by DON COVAY

Clarence Carter
"SLIP AWAY"
Atlantic 2508
Produced by RICK HALL
Villa Rides!—Soundtrack. Dot DLP 25870 (S)

Maurice Jarre has fashioned another fine score, and the theme has a sweep and grandeur that could make it strong simple material. If the film does anything at all, this could be an important track.

The Magic of Believers—Dionne Warwick. Seagram SPS 3147 (S)

Smooth, soulful, Dionne Warwick returns to the gospel background built for her pop hits. Her warm, spiritual style works the same chat magic for track that marked her Top 10 single "Winter Sunshine" and "The Magic of Believers" and "An Old Fashioned Love" too.

I'm A Gonna Do It—Ivan. RCA Victor SPS 3375 (S)

Another step toward greatness by an outstanding musical group. Progressive rock is their niche, they're dressed, more like the Beatles, but probably the best cut, but their "Plastic Nugget" "In Advance of the Age" should not be overlooked. "Ain't No Happy" is close to commercial as progressive cut yet.

Hang 'Em High—Various Artists. Mercury S-5002 (S)

The exciting sounds of Montenegro and the famous "Hands of the Sun" song, including a portion of the "Great" Vol. 2 (New York: "Hank's Circle," and "Sparrow Swoop," are the best. "Get to Philadelphia" are top newer hits. In this edition, this album's sales campaigns in one fine winner.

I Believe in Love—Bonnie Raitt. Warner Bros. 8609 (S)

Bonnie Raitt continues to rack up good album sales. This year, her seven single "I Believe in Love," the single from the album "Justified," with over a thousand copies of this album, marks one of the best sellers of the year. Together with Dylan.(S)

Snoopy for President—The Royal Guardsmen. Lowrel SLP 1171 (S)

In addition to being the favorite candidate in this LP's title song, the Royal Guardsmen have a run of several top hits during the year, including a portion of the "Wizard of Oz," and "The White Rabbit." This last song is due to "The Magic of Believers," and "An Old Fashioned Love" too.

Working on a Groovy Thing—Barbara Lewis. Atlantic 4177 (S)

Barbara Lewis, best-remembered for her catchy "Mr. Bojangles," of the early 1960's, "(Hello Stranger)," Griffith gently "I've Got You," and "My Groovy Baby," is back with "One Man Band," which she wrote. Her single also thrives on the side of this album, and it's a hit. "Make Me Believe in You," also star in this tender, affecting workout.

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**Stereo Disk $$ Hold In Inflationary Trend**

March 1968 period (following the monaural price increase) marked the sharpest drop in stereo prices, with the Index falling one point. Other recreational costs, such as indoor and drive-in movie admissions and bowling and golf fees continue upward. All statistics include local sales taxes, which are rising in many cities across the nation.

The relative price stability of stereo disks in the light of a rapidly rising economy has spurred the market for higher priced disks, according to a statement by Billboard's Record Market Research Division. The RMR figures show that for all store sales, both non-phonograph and record-service outlets, $2140 of every $100 in disk sales are for record sales, topping above the standard list price of $4.79. This compared with $18 for the similar sales period in 1967.

Higher priced merchandise is also reflected on the Top LP's chart. On this week's listing, 11 of the top 64 albums are listed at $5.79. One additional LP carries a $6.79 list.

**Gold Reshaping Col.'s A&R With 'Teammanship' Accent**

buildup of his ad department so that there would be no area of music that couldn't be handled by some member of his staff.

Gold's New York producing staff includes manager, Al Kooper, Dave Rubin, and Wally Gold. Also in New York is Tom Shepherd, who handles original Broadway east albums. In Los Angeles, Gold has Jerry Fuller, Gary Usher and Sonny John. And in Nashville, he has Billy Sherrell, Frank Jones and George Richlieh. Gold also works closely with Bob Mersey and former Columbia staff who are now independent producers.

Despite the all-purpose ad staff, Gold feels that Columbia should remain wide open to the possibilities inherent in recording. "There's too much happening around us here to ignore the work of independent producers," says Gold. The department's master purchasing is under the direction of Eddie Mathews and his aide, Bob Devere.

**Niles Swings To Texas to Tap Rock Act**

**A&M Seeks New Selling Concepts**

**WASHINGTON—The House Copyright Subcommittee has approved the Senate-passed resolution to extend the terms of copyright to Dec. 31, 1969. The full House Judiciary Committee must approve it before it can go to the House for a final vote.**

The copyright extension is an interim measure, pending the hope-for revision of copyright law when Congress reconvenes on the copyright term to life plus 50 years. The Senate will try to pass action in the next Congress on a revision bill passed by the House in April, 1967.

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These are the ends that increase the odds you'll sell tape cartridges. Why? Because behind these ends are the hottest artists in the business. And behind these hot artists is GRT, with great reproduction, fast delivery and unique "picture-on-the-end" packaging. Remember: All's well that ends well.