Barclay Invading U. S.—Sets Office & Inks Acts

By CLAUDE HALL

NEW YORK—Barclay Records, one of the major record companies in France, is establishing a United States office here in September, and will be producing U. S. artists for release not only in the States but around the world. The Barclay Records label will be introduced here at some future date.

Eddie Barclay, president of the far-flung record and publishing operation, has appointed Jean E. Fernandez as head of the new office. Fernandez has been personal assistant to the president for the past year; previous to that, he was chief of A&R for Barclay Records and its companion label Riviera.

Barclay announced also that he would soon be establishing offices in Germany and in England. The firm, headquartered in Paris, has offices in Brussels, managed by V. Brel: Italy, managed by J. P. Simontouchi; Canada, managed by John Williams; Spain, managed by Alain Million; and Netherlands (Barclay-Nederland), managed by B. R. Maassen.

After Fernandez said that he eventually plans to establish the Barclay Records label here in the U. S. However, the major drive of the new operation at first will be signing and producing artists for release around the world, buying masters for release globally, and establishing stronger relations with American labels. Barclay and Riviera programs will be handled by D. L. Foote, Jr., president of North America, Barclay Records.

Pocketdisc Seeks RIAA Standard

By PAUL ACKERMAN

NEW YORK—The American Corporation, which will introduce its new 49-cent Pocketdisc in the Pacific Northwest territory Sept. 15, has called upon the Record Industry Association of America (RIAA) to recommend a playback speed for the new configuration. Pocketdisc's plans are currently based on the 33-speed. However, in view of the fact that a similar four-inch plastic vinyl record has been introduced with a 45-r.p.m. speed, American feels it is in the best interests of the industry—from manufacturer to consumer—to decide on one speed.

In its letter to the RIAA, American feels it is in the best interests of the industry—from manufacturer to consumer—to decide on one speed.

Negro Promoters Form Bias-Breaking 'Brigade'

By MIKE GROSS

NEW YORK—The National Alliance of Producers and Promoters (NAPP) has been formed by top Negro producers and promoters from more than 75 cities in the U. S. to end discrimination in the field. Teddy Powell, producer of the Randall's Island Jazz Festival, is president.

In pointing out the need for the organization, Powell said, "Every black producer throughout this nation has suffered the losses of the services of most black entertainers after they have reached the top of the economic ladder. This occurs in spite of the fact that promoters often undergo tremendous financial losses helping the same acts during the early stages of their careers."

NAPP will take immediate steps to contact all black artists, their managers, and booking agents in order to find a solution for this problem. "We feel that we have been discriminated against," Powell said.

"We will play an act for years and suddenly they've arrived at the top and we stop getting calls from them. They go to white promoters instead, because it seems that the managers of some acts feel that a black promoter is not worthy of being signed by them."

Pop Programs Dig Highbrow

By FRED KIRBY

NEW YORK—With many of today's pop groups drawing on classical music, especially for album cuts, some pop deejays are beginning to program classical cuts along with rock pieces. Rosko and Scott Moni of WNEW-FM and Bob Lewis of WABC-FM occasionally play classical cuts during their pop disc programs. Harvey Cowan, advertising and publicity director of Werve and Verve/Forecast, regularly supplies these deejays with Decca's Grammaphone albums he thinks they might be interested in. In some cases, short selections from these albums are played. As an example, Rosko became interested in Decca's "Noel in Province" set and played selections from it remotely before Christmas.

Omega Buys Mellin U. S. Firms

By AARON STERNFIELD

NEW YORK—Omega Equities has bought the U. S. publishing operations of Robert Mellin for a reported $2 million. Omega, a holding company headed by Jerry M. Tenney, has been on an acquisition kick since Tenney took over the company last October. It recently bought National Technology and Western Technology, two West Coast printed circuitry companies, and Raleigh, a Raleigh, North Carolina manufacturer which grossed $16 million in its last fiscal year.

The reported deal does not affect Mellin's extensive European operations, mainly film scores. Mellin, who entered the publishing business in 1947, has the following firms in the U. S.: Robert Mellin, Inc. (BMI); Melliun, Inc. (BMI); Algonquin (Continued on page 74)
MICKEY NEWBURY IS NOW!

This great new star, reflecting on the mirrors of the mind, captures the vibrations and total awareness of today on his first Victor single.
The Need for Speed

The Americorn Corp.'s forthcoming introduction of the 49-cent Pocketdisc is the most exciting attempt in many years to broaden the base of the single record business. The test in the Pacific Northwest is being closely planned and a flock of key labels are riding along with the venture.

Much hinges upon the outcome. Therefore, we urge that the Record Industry Association of America act promptly upon the request by Americorn that a speed be recommended for the new configuration (see story on Page 1).

The advantages of a decision by the RIAA are obvious.

Adoption of one speed for this configuration will in the long run benefit manufacturers, publishers, and industry segments, including the consumer—the kid with the coins in his pocket.

Time is of the essence.

Weiser Heads Para.
Music's Europe Arm

LOS ANGELES—Paramount Pictures music division is strengthening its overseas position and increasing its commitment to European operations.


Norton Weiser, formerly with United Artists as vice-president and manager of West Coast operations of the music and record divisions, has been appointed director of European operations.

The London office will coordinate the activities of the record companies of various divisions and the music publishing companies in Europe. Weiser will also act as liaison for motion picture and TV production and exploitation.

Responsibilities of the overseas office also include distribution of records on the Det, Stax, Volt, Acta, Steelo and Hip labels, arrangements with publishing companies in partnership with Chappell as well as sub-publishing arrangements covering Famous Music, Paramount Music, Fast Publishing, Ensign Music and Brun Music.

The music aspects of Paramount Pictures' European production development will still be coordinated at the London headquarters.

New York—More than $1 billion worth of records were sold in the U.S. during 1967. According to John Wiley, director of market research for CBS/Columbia Group which gathered the figures, retail sales of $1,094,000,000 at suggested list price in 1967 represent an increase of 13 percent, over the 1966 total of $960 million.

"These are new, more reliable estimates," Wiley said, "which were developed from data available until this time. The new statistics allow us to panic the U.S. record industry at the billion-dollar level several years in advance of the early 1970's original projections. In addition, it is expected that in 1968, sales alone will pass the billion-dollar level—just 20 years after Columbia Records introduced the long-playing microgroove record."

Projections for 1968 show a further gain for the industry as total sales are expected to reach $1,200 million.

Wiley attributes the fantastic growth of the record industry to the long, hard work not only to the debut of the LP, and also to the improved packaging and features which have been developed to the product's increased availability.

$1.1 Bil. in Sales Racked Up in '67

Cap. to Handle Lowery Label

ATLANTA—Bill Lowery, independent producer, distributor and publisher based here, has formed a new company, Q-3, which will be distributed by Capitol Records. The initial release will be a single by the Oldies Group, a group of five young men from Florida.

The first single on the Q-3 label is due July 29 and will feature a tune titled "Birmingham" by Tommy Roe and Freddy Weller, members of Paul Revere & The Raiders. Richard Carpenter produced the single.

The initial release will be followed by another single by a record by Dr. Feelgood and the Intemals.

Lowery's new label is a major addition to his total operation which includes publishing, an artist management bureau and a talent agency.

Elektra Meet Unveils Fall Program, Series

NEW YORK—Elektra's fall program of Elektra, Nonesuch and two budget 4000 LP's were introduced to the company's distributors on Monday at the Hampshire House here.

The six new Elektra pressings include top-selling artists Judy Collins, the Doors, the Butterfield Blues Band, the Let's, New acts are the Holy Modal Rounders, and Nico.

Nonesuch, the economically-priced classical label, is issuing its first three albums by the Buffalo Philharmonic, Lukas Foss and other rare offerings from baroque to electronica.

Joe Holzman, Elektra president, called the program, "a new approach of the product. But, while Holzman has indicated promotion and marketing techniques will be consistent with the company's promotion policies with particular emphasis on Up-Hoffman, the company's promotional short on Elektra artists to be released.

Mel Posner, sales manager, told the distributors that Elektra will spend considerably more time in promoting its product on the college market. He advised the distributors to devote more attention to college bookstores.

One Buffalo album contains first recordings of Xenakis' "Alkabata" and Piiligravyka, and (Continued on page 33)

Col. in Coast Attack Vs Cartridge Piracy

NEW YORK—Columbia Records is adding a large legal campaign to the West Coast to put an end to the illegal pirating and selling of the company's product by unauthorized cartridge tape duplicators.

Last week, Columbia filed a lawsuit in the California Superior Court against 50 defendants charged with unfair competition and unjust enrichment. The Columbia action, in addition to seeking actual damages and accounting, also seeks an injunction to bring an immediate stop to all tape cartridge piracy.

In commenting on the start of this legal action, Clive J. Davis, president of Columbia Records, stated: "We have decided to stamp out illegal duplication and marketing of our product. We will proceed aggressively and creatively investigate all instances of unauthorized use of our product and will implement our legal action where necessary. Our investigation in this field is continuing and as additional violators of our rights are identified they will be added to our lawsuit. These practices are not only injurious to our product, but, just as importantly, deprive artists, publishers and unions of their rightful legal tape cartridge duplication rights.

These actions will protect the consumer and the legitimate product which constitutes a disservice to creative talents."

RCA's Jacks Group in U.S.

NEW YORK—RCA has brought the South African group Four Jacks and a Jill to the U.S. for three weeks of recording, publicity and promotion.

The group's first American release "Master Jack" hit No. 18 on the Hot 100. Ted Daryll will produce the recording sessions here for RCA.

Meets in New Orleans, Montreal Set by Decca

Ruffin Leaves Temptations—Will So Solo

NEW YORK—David Ruffin, former lead singer with the Temptations, is expected to pursue a solo career. Dennis Edwards, displaced Ruffin starting with the recent Valley Forge Music Fair, near Philadelphia, will move into one of Motown's top recording and in-person acts, will appear at the West Coast part of the show week, beginning Monday (15), and the Canadian leg of the tour starting July (13) at the Hotel Bonaventure, Montreal.

Both meetings will open with a recording of the night preceding the business meetings. Featured at the show will be some of the top name talent on the Decca, Coral and Brunswick label, along with new talent from the Decca label who have been especially timed to debut at the weekend matinee.

The home office delegation of the national meetings will be led by Jack Gallacher, vice-president in charge of MCA's Marketing and Leisure Time Division and Sydney Goldberg, Decca's vice-president in charge of national sales.

Disk Has One Side Stereo, Other Mono

NEW YORK—Project 3 Records has released a disk issued which has the same song on both sides, but with monoaural on one side and stereo on the other. The move was made to satisfy the request of a user who had a stereo and a monoaural record player. The move was made to satisfy the request of a user who had a stereo and a monoaural record player, who had a stereo and a monoaural record player, the other. The move was made to satisfy the request of a user who had a stereo and a monoaural record player.
Mercury Pub
Inks Millrose
And Bernstein

NEW YORK — Vic Millrose and Alan Bernstein have be-
come the first two staff writers to join the publishing arm of
Mercury Records. Both Millrose and Bernstein joined forces a
year ago, working for Famous Music. They function to-
gergether as writers, producers and finance people. Their
schedules are handled through their own com-
pany, Millrose-Bernstein Produc-

Their writing credits include
"Yellow Days," "I'm Indestruct-
ible," and "Come Together." Millrose
also has written a book, "The Plastic
Dome of Norma Jean."

With Mercury, Millrose and Ber-
stein will be handling all the mar-
ket areas, including Top 40, easy
listening, TV, commercials, Broad-
way, and film.

Stanley Mills Exits Marks—
To Set Up 2 Publishing Cos.

NEW YORK — Stanley Mills is leaving his general
manager's post at E. B. Marks Music to set up his own
publishing firm. The firm will be called E. B. Marks Music (ABM)
and Galahad Music (BMM). Mills has blueprinted an opera-

tion in which "all the pieces fall

His idea is "to be a music
publisher, not a holding com-
pany, and not a music broker."

Mills was general professional manager of Marks from the
beginning of 1975. "It was a

During his tenure at Marks,
Mills worked on such songs as
"Yellow Days," "A.W.", "Hey,
"If You Go Away," and "I Have
Something You Know."

Smothers Begins
Tour Aug. 5: 1st
In Two Years

LOS ANGELES—Tom and Dick Smothers will open
their first professional tour appearance in more than two
years when they begin a midyear stand Aug. 6 at Hartford's In

The nifty show will be billed as "The Smoother Brothers Country, and will in-
clude songwriters Harry Blackstone Jr., and songwriter-singer John
Hammond. On the remaining
of the dates, the Mercury recording
depot will have complete

Following their Lake Tahoe
engagement, the Smothers will
appear at the Coliseum, Seattle,
Aug. 9; Dallas, Aug. 10; Kansas
City, Mo., Aug. 11; Milwaukee, Wis., Aug. 12;

ED OCHS
Once upon a time, "Little Green Apples" was just one of eleven pop-country tunes in *Gentle on My Mind*—the newest Patti Page Lp.

As the album was played, the song was heard. And liked. "Little Green Apples" took off on its own and to date is one of the most frequently played cuts Easy Listener's ever heard.

As the single grows, so grows the album from which it comes. And vice versa.

"Little Green Apples" and "Gentle on My Mind" Both by Patti Page.

On Columbia Records®
'Message Rocks' Bursts Out Industry Getting Message—

By CLAUDE HALL

NEW YORK — Through rock 'n' roll songs and record companies, record companies are making an important contribution in the fight against racial and religious hatreds. This was strongly emphasized last week when the United Presbyterian Church's Records and Music Committee, under the leadership of the Rev. Warren Lane, president, announced at a board meeting that the records of several companies have been purchased by the church to counteract the effects of recent收拾sings.

Robert Wogan, vice-president, program services, for NBC Radio Network, was the guest speaker at the meeting, which was held at the church's headquarters.

Wogan described the opportunities now available to those interested in the field of record production and related service agencies. He discussed the importance of planning and direction in the industry as a whole.

The Rev. H. C. G. W. Steele, secretary of the board, introduced the speaker and presided at the meeting.

Wogan said the program services department of NBC Radio Network is responsible for program development, production, and distribution of programs to stations across the country.

He pointed out that the network has a wide variety of programs, ranging from news and information to entertainment and educational content. He emphasized the importance of quality programming and the need for careful planning in order to ensure the success of each project.

Wogan also addressed the role of the industry in promoting unity and understanding among different cultures and communities. He highlighted the potential of rock music as a powerful medium for bringing people together and breaking down barriers.

He concluded by expressing the importance of continued collaboration and support from the church and the industry in the ongoing mission of promoting positive messages and values through music and media.
ATLANTIC proudly announces the first release on COTTILLION RECORDS

Otis Clay with a soul-buster!

"SHE'S ABOUT A MOVER"

Cotillion 44001
produced by Rick Hall

The Mohawks with a smash instrumental!

"THE CHAMP"

Cotillion 44002
produced by Harry Palmer for Pama Records

Distributed by:

ACTION RECORD DIST.
1622 Federal Boulevard
Denver, Colo.

BIG STATE DIST.
1337 Chemical
Dallas, Texas

ENDISCO, INC.
2943 W. Fondencourt Avenue
Phoenix, Ariz.

JAY KAY DIST. CO.
29-31 Irving Boulevard
Dallas, Texas

RECORD SALES CORP.
311 Exchange Avenue
Memphis, Tenn.

DAVID ROSEN, INC.
831 N Broad Street

SOUTHERN RECORD DIST.
F.D. Box 308
Nashville, Tenn.

LIEBERMAN ENTERPRISES
9549 Penn Avenue, S.E.
Minneapolis, Minn.

MIDWEST DISTRIBUTING CO.
2150 Hamilton Avenue
Cleveland, Ohio

MUSIC SERVICE
316 6th Street, South
Great Falls, Montana

TAYLOR ELECTRIC
4082 N. Port Washington Rd.
Los Angeles, Cal.

UNITED RECORD DIST.
1827 So. Michigan Avenue
Chicago, Ill.

JOSHEPH M. ZAMORSKI CO.
1101 DeSales Road
Baltimore, Md.

COTILLION RECORDS 1841 Broadway, New York, N.Y. 10023

© Copyright 1961 Atlantic Records
The "now generation" typifies the Warner Bros.-Seven Arts record operation. Presently celebrating its 10th anniversary, the Burbank, Calif.-based company is a modern, computerized, well-managed machine functioning with a flexibility allowing it to adapt to artistic trends.

The growth of the company began by movie mogul Jack L. Warner, has in many ways broadened the artistic scope of the recording company. From an early artist roster which included Connie Stevens and Tab Hunter, down to projects encompassing Bing Crosby, Fred Waring, and introducing stand-up comedians Bob Newhart and Bill Cosby, Warner Bros. has pioneered an array of broadly aimed at mass appeal.

Strong Ties

W-7's current "nowness" is typified by the strong ties it has with the new crop of serious top pop musicians. In most instances, the exposure on the Warners and Reprise labels has launched the careers of the younger performers onto successful careers.

An awareness of youth and its musical moods, resulting in this association with the music of serious young America, not the teen-age-pop fraternity, foretells the key to W-7's tomorrow success story. "The new music and music who we've been involved with are going to point the way to what is next in music," explains Warner Bros.-Seven Arts Records general manager Joe Smith. "It's our function to stay close to these people. We're still in Establishment, but we've managed to get a line of communication going with the young writers, artists and producers."

Communication with W-7's distributors handling the WB, Reprise and Loma lines, is of prime importance on another matter involving tomorrow's business. Entertainment in the form of audio/visual tape loops on the horizon, notes Joel Friedman, marketing vice-president. Record stores will sell these tapes for playing through home TV sets. "We have to make sure our distributors," Friedman says, "are ready for this new medium in terms of manpower and capitalization." In light of the growth of gigantic mass merchandising firms and the development of conglomerate companies, Friedman feels that independent distributors who have not grown sophisticatedly will be forced out of business.

4 Starters

Four of W-7's 27 distributors have represented the company since it was formed in March 1958, and the first product was released that September. They include A&M, Cinnamint; Commercial Music, St. Louis; Tell Music, Madison, Wis., and Goodwin Distributing, Atlanta.

In its 10 years, the company has had only two presidents, Jim Conkling, from 1958-1961 and John K. (Mike) Maitland, the present chief. From its first year when it grossed over $1 million, the operation has grown to a projected $368 gross of nearly $30 million. This figure covers product from Reprise, purchased in September 1963, which brought the Frank Sinatra artist stable to the company. Last year Valiant Records and its publishing companies were added as was the creation of a company-owned branch in Canada, following the purchase of the parent movie studio by Seven Arts, Inc.

Internationally, W-7 has 40 licenses. "We assist their efforts, rather than police them," says international director Phil Rose. Assistance means developing programs which can be applied in the appropriate countries—a job which keeps Rose's status active as a world traveler. Rose represents all the Burbank companies which are staffed by their own producers.

These staffers, plus independent aird men, have accounted for bestselling product by Eddy Jone, the Every Brothers; Peter, Paul and Mary; Allan Sherman, Pet Clark, the Association, Trini Lopez, Dean Martin, Frank and Nancy Sinatra, Bill Cosby, the Kinks and Jimi Hendrix, for example.

On the management level, seven persons have been with the company 10 years: Gene Benson, order service manager; Stan Corrny, creative services director; Lowell Frank, engineering director; Matt Gilligan, national operations manager; Walter Kieran, special accounting projects; Ed West, vice-president, treasurer, and Friedman.

W-7's affairs in New York are handled by Eastern operations director George Lee, whose office oversees the Loma and blues line.

Keeping a jump on trends has been a forte of Mo Ostin, Reprise's general manager, who came to the label after 13 years with Verve Records. Ostin was responsible for helping the W-7 subsidiary build its strong roster of contemporary names, ranging from Jimi Hendrix to Arlo Guthrie to Joni Mitchell to David Blue. Despite this association with the "now" music, Ostin continues perspiring for material for such mainstream performers as Frank Sinatra, Sammy Davis, Trini Lopez and Don Ho.

Facing the challenges of the future, in the opinion of president Mike Maitland, W-7 executive since 1961—involves discovering young people for production and performing roles. Maitland's "nowness" approach encompasses establishing a strong foothold in the college market as a potent sales outlet for product of a specialized, not general, nature. Specialization means any significant musical style. Music, Maitland believes, will be insolubly married to visual forms. And as the record wing of a major film studio, the company stands in a good way to make the '70's a truly electronic decade of sight and sound.

The Golden Circle

W-7 is proud of its record library. Whether it's the King of the Teenagers, Dean Martin; the Marching Queen, Minnie Pearl; the Man from Fort Apache, Bing Crosby; the Cowboy, Gene Autry; the Man in the Gold Hat, Frank Sinatra; the Man in the Footlights, Peter, Paul and Mary; the Huckleberry, Bill Cosby, or the King of the Surfboard, Brian Wilson, W-7 has him.

W-7's executive team: Mike Maitland, Mo Ostin, Joe Smith, Joel Friedman Ed West, George Lee, Lowell Frank and Phil Rose.
Leslie has a Big BIG HIT!

"RIVER DEEP MOUNTAIN HIGH"

Leslie Uggams

Atlantic 2524
produced by Leiber & Stoller

Atlantic
WASHINGTON — The FCC has warned the nation's radio and TV broadcasters that it will keep close watch on racial discrimination in station employ- ment. The Commission has made a strong appeal to broadcasters to see that the "national racial crisis" is eliminated from their places of business. "We have made a public appeal to the broadcasters to see that the "national racial crisis" is eliminated from their places of business. "We have made a public appeal to the broadcasters to see that the "national racial crisis" is eliminated from their places of business.

The Federal Communications Commission has announced its new proposed rules to tighten broad- caster compliance with the nation- al anti-discrimination set forth in the Civil Rights Act of 1964, and administered by the Equal Employment Opportu- nity Commission (EEOC) which is to help the Justice Department.

The Equal Employment Op- portunity Commission enforces the law, which covers all in interstate commerce who employ 25 or more people, and requires posted notices that hiring practices cannot discrimi- nate against race, color, religion or sex. This would cover up to 90 percent of all TV stations, and about 10 percent of radio, FCC says. But complaints against smaller stations can be covered under State laws in some 30 States, and ordi- nances on fair employment in in- dividual cities. The FCC can act on its own against any station on the basis of its broad "public interest" policy, and the require- ment that stations "give proper weight to the needs of their communities."

Proposed Rules

The Commission's proposed rules would include the post of a "monitoring editor" for the three months to be posted of its "public interest" policy, and the require- ment that stations "give proper weight to the needs of their communities."

Complaints of discriminatory hiring practices could cost a station a license or a fine, or a re- newal, if proved. In cases covered by the Civil Rights Act, FCC will forward complaints to EEOC and Justice, and main- tain a monitoring editor for stations not covered by federal or State or local law, FCC will investigate such complaints on its own.

The recent FCC order resulted from a petition from the United Church of Christ, among others, who asked the FCC to re- new license holding by anyone who was involved in the discrimination.

Thirty-five groups filed support of the petition, the only hold- ing out being the National Associa- tion of Broadcasters. NAB said it withheld support because it had decided on a pro- posed procedure. Comments on the FCC's proposed new rules in
due by Sept. 9, and reply com- ments by Oct. 9, 1968.

Comment from all sources has been overwhelming, according to the Commission, and the FCC is considering a re- port on the industry's view of the new rules.

Col. Noonan Plans Special Seminars for Sales Confab

NEW YORK — Tom Noonan, Columbia Records director of promotion, is setting up special seminars to be held during the next convention week in Puerto Rico later this month. He's been consulting with Al Schonberg, assistant director of national promotion; Jim Brown, national LP promotion; and Gene Ferguson, national country promotion man- ager.

Prior to the convention's offi- cial opening Wednesday (24), Noonan will hold two seminars: the first, Tuesday (23), for Columbia and Columbia regional promotion managers; the second, Thursday (25), for general and local country promotion managers, when Noonan will announce several new for- mulated plans and policies in- volving promotion. The Wednes- day seminar will also mark the opening of Noonan's announce- ment of the winner of Columbia’s "Live promotion of the Year" award, along with the contest running-up.

In addition to Noonan, Alex- benz, Brown and Ferguson, who will both speak at seminars, Bruce Hinton, manager of Date Records' sales and promotion, will address participants at the Wednesday seminars, and a special guest speaker from the radio industry.

In addition to writing the more than 600 delegates attend- ing the convention, is the under- taking of Dave Wynshaw. In addition to supervising room assign- ments and banquet facilities in the Americans, El San Juan and Kauai Club Hotels, he's worked out details of transporta- tion as well as dinners and luncheons, and an all-inclusive over 10,000 meals. Wynshaw has handled convention arrange- ments for Columbia for the past five years.

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Burdon and Animals Move to W. Coast

LOS ANGELES—Eric Burdon and the Animals have moved their operations to Hol- lywood and dubbed by Kevin Deverich & Associates banner at 8814 Sunset Boulevard.

JULY 20, 1968, BILLBOARD
"GRAZING IN THE GRASS"
UNI 55066
#1 SINGLE
NOW THE #1 SINGLE
IN THE COUNTRY!

"THE PROMISE OF A FUTURE"
UNI 73028
SOON TO BE THE #1 ALBUM
IN THE COUNTRY!

IT'S HAPPENING AT YVNI
UNIVERSAL CITY RECORDS • A DIVISION OF MCA INC.
Col.-SG, Atlantic Form SGC; Nazz To Be Debut Group on Label

- Continued from page 3 -

write their own material which will be interpreted by the SGC'sCredits, a BMF affiliate. 

ese, a management-public relations firm, 

African, a BMI affiliate. In the group, 

guitarist: Carson Van Osten, bass; Thom Mooney, drummer; 

seated, a management-public relations 

and pianist, Chris Crosby, among others.

According to the plans an- 

announced by the principals of the SGC 

label, all artists and produc- 

er relations who participate 

will be carefully selected and hand-picked, 

and each will be backed by the 

best of the best, by the prom- 

otion, and by top-notch record-repre- 

sentations which will be bene- 

fitting to both the Atlantic and 

Screen Gems-Columbia 


In addition to the contem- 

porary market, from which sev- 

eral artists are already being con- 

sidered, SGC will draw its repertoire from television 

themes and selected films 

through Columbia Pictures. 

Broadway is another possibility 

because of the stable of young 

writers under contract to the 

Screen Gems-Columbia Music 

Division. It is expected that the 

SGC label will be involved in 

all aspects of the pop record 

market.

MGM Gross 

Dips in Period

NEW YORK -- MGM's 

gross revenues for the third 

quarter were $8,070,000, 

resulting in a loss of 8 

cents per share. Gross revenues 

for this period were $49,383,000 

and a profit of 39 cents per 

share.

In a letter to stockholders that 

accompanied a regular 

quarterly dividend check of $0.50 

per share, Chairman and 

chief executive officer, 

O'Brien, president and chief 

executive officer, stated, "A num- 

ber of factors adversely 

affected our operations in the third 

quarter, and most importantly 

was the downsizing of the 

operation of our record division which 

resulted from deteriorating con- 

ditions generally prevalent in the 

record industry coupled with 

our lack of hit product and 

higher operating costs. The 

company's business in the 

film rental and TV was also 

down in the third quarter.

Sew City Sews Up Sock Distribution

NEW YORK -- Sew City 

Records has acquired distribu- 

tion of Sock Records, label 

based in Dallas, Texas. The 

company was arranged by Jerry Armour, 

national promoter of Sew City, and 

Woodly Windham of Sock Records.

The initial record to be 

released will be "The Mission 

of San Antonio," which was 

written and composed 

assembled. The arrangements 

with contacts in high-school 

rock groups from Columbia, S.C.

Publishing Wing Set

By Binder/Hove

LOS ANGELES -- Binder /Hove has announced a publishing wing, Mr. Bonus Mu-

sic Publishing, Inc. (BMI), re-

productions, Bob Howse and 

company president. Writers 

under exclusive contract are 

Karen, Debbie, and 

Jen Compton.

EPIC RECORDS presents awards for exceptional performance in the background categories of their recent national sales convention in Las Vegas. From left are Harold Davis of Summertown Distributors; Len Levy, Epic vice 

president, and salesman; Tom Garlands; Jeff Perdue, Epic regional manager; Howard Zaret, Epic regional manager and 

Sommerfield, Epic sales manager; and Dave Denny, Epic sales manager for New Orleans; Fred Frank, Epic's national promotion man-

ager, and Harry Caruso, Epic's publicist.

Bill Requires Printed Copies Of Words of Airplay Songs

WASHINGTON - A bill to require printed copies of words of all recorded songs used for airplay has been introduced by Rep. John D. Dingell (D-Mich.). The bill stands little 

chance of passage in this rapidly 

closing session, but Dingell will undoubtedly bring it up again in the next Congress.

The move was inspired by last year's campaign against gamey lyrics, when the 

MGM's station stations notified record 

companies they would play only 

songs with printed lyrics—to let 

the broadcast know just what 

was going over the air. Georgia 

broadcasters have also been in-

volved in this problem. The 

Dingell bill rather cagily covers not only the recognizable words of the songs, but includes "any other verbal material to music."

This could ultimately re-

quire a knowledge of phonetics and some interpretation sheets for the strange and highly in-

dividual sounds made by the 

artist who really lets himself go.

Other problems could arise over the Beatles' off-mike murmur-

ings that background or trail 

away in several of their songs. 

The printer would have to know just exactly what was being said in those muttered exchanges by the 

purring crowd on the "Yel-

low Submarine."

KANGAROO ON MGM RECORDS

NEW YORK -- MGM Rec- 

ords will launch Kangaroo, a new label, with three singles to be released simultaneously and an album to follow several weeks later, all singles involving trade and con-

sumer ads will boost singles and albums.

Coverage will include college and underground stations. One single, "Frog Giggin" featur-

ing drummer N. D. Smith, also will be featured in small radio sta-

tions. The other singles will be 

"Such a Long, Long Time" and 

"Daydream Stroll." Art Pol-

heim and Bob Wyld of Long-

hairs Productions produce Kan-

garoo for MGM.

Executive Turnable

- Continued from page 6 -

A&M Records has announced three major executive promo- 

tions. They are: Gil Friesen, general manager, who has been appointed 

vice-president of A&M Enterprises; Bob Fead, national sales man-

ager, succeeds Friesen; Ed Rosenblatt, administrative assistant in sales 

and promotion, replaces Fead. Friesen's new responsibilities 

include motion pictures, TV, music publishing and concert prom- 

otions.

Niel Talmage was named director of advertising and public 

relations for the Lear Jet Stereo Division of Lear Jet Industries. 

Talmage fills a post left vacant by the recent promotion of 

George Bechel to manager of the newly created factory branch which will 

handle the distribution of Lear Jet Stereo products in the metro-

politan area. In another appointment, Larry Yandell has 

assumed the duties of marketing manager-distributor sales. 

replacing Joel Rowley who recently resigned for personal reasons.

LAUNCHING THE NEW SGC label are, left to right, Lester Still, Emil LaVoita, Ahmet Ertegun and Nesuhi Ertegun.
"DON'T GIVE UP"

#7216

A NEW CHART SINGLE
PRODUCED BY TONY HATCH
POWERED BY PETULA!

WARNER BROS. – SEVEN ARTS, RECORDS INC.
Radio-TV programming

Non-Nets to Supply 200 Variety Specials for Television in Fall

BY ELIOT TIEGEL

LOS ANGELES — Non-net- work sources will account for nearly half of TV variety specials planned for the fall season. The entire list includes Screen Gems, Four Star, Official Films, Metromedia TV, St. Patrick's Day, St. Valentine's Day and Easter. Among the early TV specials is a mini-series by the Montreal-based studio, Gemini. The show is a production of the Montreux Film Network, a joint venture of Gemini and the Canadian Broadcasting Corporation. The show will be distributed by the American Broadcasting Company.

Two Programs

Independent TV Companies are preparing two programs, "Showtime" and "Spotlight" for the fall season. "Showtime" is a series produced by NBC, under the direction of Bill Murray and starred by the late actor. The show will air on NBC every Saturday night at 8 p.m.

WOHOO to Switch to Country Play

By CLAUDIA HALL

ORLANDO, Fla. — WOHOO, ABC network affiliate here, will switch to a country music format Monday (15), and will continue its trend of being the first network to introduce a new format. The station, which has been using a country format since February (11) at a cocktail party, will introduce the new format at 12:01 a.m. (PST) on Saturday (14), and will continue to use it through Monday (17).

WOHOO's format change is the result of a decision by the station's owner, the ABC network. The network, which has been using a country format for the past two years, decided to switch to a country format in order to increase its audience. The new format will be a departure from the network's traditional lineup of shows, but is expected to attract a new audience of listeners.

WJBF-FM Ups Summer Tempo

BOSTON — WJBF-FM, wall-to-wall stereo station managed by Peter S. Taylor, has "streamlined" its programming for the summer. Taylor said that the station will be introducing new programming, including local interviews and music, to attract a younger audience. The station's new programming will be streamed via the station's website, and will also be available on a variety of music streaming services.

KFMF-FM Tests A Hip Rock Show

PROVO, Utah — KFMF-FM's 200,000-watt stereo station here, is experimenting with a new format featuring progressive rock. The show will feature a variety of music genres, including classic rock, alternative rock, and indie. The station's format will be streamed via the station's website, and will also be available on a variety of music streaming services.

Murray the K Show, Young & Rubicam Tie

TORONTO—Young & Rubicam, one of the nation's major advertisers, has announced last week that it is looking into the possibility of forming its own TV station. The station would be primarily focused on advertising, and would be used to promote Young & Rubicam's clients. The station would be located in Toronto, and would be owned and operated by Young & Rubicam.

The station would include interviews and music. This programming experiment is the first project to emerge from Young & Rubicam's Radio Department, which was established last year to generate new ideas in radio.

The show is "very much a forgotten medium," said Stephen O. Frank, president of Young & Rubicam. "The show has been around for years, but we've never been able to get it right. We're looking to the future, a conversation format could be the way we want to go. During the day, we fit it; we would be better for us and for the community to feature music."

TAKING HIS TV SHOW outdoors this summer is Larry Kane, center, and guests on KTRK-TV's "The Larry Kane Show" beside the station's Houston swimming pool is the Dunhill Records group, the Grass Roots. They introduced their new "Midnight Confessions" on the popular variety show.

July 20, 1968, Billboard
BUENA VISTA RECORDS PROUDLY PRESENTS

Louis Armstrong

DISNEY SONGS

THE SATCHEMO WAY

This you gotta hear!

WHEN YOU WISH UPON A STAR *
DAVY CROCKETT
BIBBIDI-BOBBI-BOO
ZIP-A-DEE-DO-DAH *
CHIM CHIM CHERE
WHISTLE WHILE YOU WORK
BARE NECESSITIES
HEIGH HO • 'BOUT TIME
TEN FEET OFF THE GROUND

* ACADEMY AWARD WINNING SONGS

STEREOPHONIC ONLY
STER-4044
EDITORS’ NOTE: The Programming Aids Service is intended to show what’s happening around the nation in regard to records — primarily records not yet on the charts or on the bottom of the chart. Best Pick is a record that will be moving up in the near future. Best Leftfield is the pick for 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 getting most Imaging, gentle and sales in area. Biggest Leftfield Happening is a record for a new artist or one who hasn’t had a hit recently that is getting most requests and sales in area.

HOT 100

Fort Bragg, Calif.—KDAC
Jerry Johnson
Program Director & Deejay
Best Pick is “Down in Tennessee” by Reba McEntire.

Boston, Mass.—WFLG
Gary Slmp
Music Director & Deejay
Best Pick is “The Salvation Army” by Delbert McClinton.

Bristol, Va.—WTHG
Denny O’Brian
Deejay
Best Pick is “Body Heat” by Bruce Cockburn.

Centerville, Ind.—WHON
Dennis Williams
Deejay
Best Pick is “The Songs” by Al Green.

Chatanooga, Tenn.—WFLI
Mike Scudder
Deejay
Best Pick is “If I Had A Gun” by The Flaming Lips.

Clayton, Mo.—WRHR
Newton Pluck
Program Director
Best Pick is “This Is It” by The Beatles.

Denver, Colo.—KQX
Tom Adams
Program Director & Deejay
Best Pick is “I Don’t Care If It’s Bad” by The Divinyls.

Detroit, Mich.—WUKR
Paul Connon
Program & Music Director
Best Pick is “The Man from Czargrad” by The Who.

El Paso, Tex.—KELP
Charlie Russell
Program Director & Deejay
Best Pick is “All or Nothing” by The Animals.

Grand Rapids, Mich.—WLAU
M. D. Frisbee
Music Director
Best Pick is “People Got to Be Free” by The Rascals.

Atlanta, Ga.—WJSR
Bob Barry
Music Director
Best Pick is “One More Chance” by The Dubs.

Atlantic, Mich.—WOMX
John Walker
Music Director
Best Pick is “Going Back” by Lauramda.

Brownsville, Tex.—KJUL
Lynchburg
Music Director
Best Pick is “Don’t Stop Believin’” by Journey.

J. Stephen Edwards
Program Director & Deejay
Best Pick is “I’ve Got a Feeling” by The Beatles.

Atlanta, Ga.—WAB
Christine Fortson
Music Director
Best Pick is “A Walk on the Moon” by The Cars.

Atlantic, N.C.—WORX
Muncie, Ind.—WERT
Tom Cochrun
Music Director
Best Pick is “I Love You More” by The Righteous Brothers.

Washington, D.C.—WWDC
John T. Valentine
Music Director
Best Pick is “A Little Bit of Heaven” by The Blind Faith.

Beaumont, Tex.—KJET
William (Roy) Davis
Program Director
Best Pick is “My Baby’s Gone” by The Velvet Underground.

Colorado Springs, Colo.—KZMR
Lindsey Baird
Music Director
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Movies sound better than ever.

HENRY MANCINI
plays the themes from two of them.

The theme from the comedy smash film "The Producers"
("Springtime for Hitler")
c/w "The Magnificent Seven"
#9585
DENVER & SEATTLE HAVE BEEN SEALED WITH A KISS

GARY LEWIS & THE PLAYBOYS
"SEALED WITH A KISS"

#56037

#1 IN DENVER • #1 IN SEATTLE • TOP 5 WHEREVER PLAYED

DEMANDED FROM THEIR LATEST ALBUM "NOW" (LST 7568)

PRODUCED BY SNUFF GARRETT

A PRODUCT OF LIBERTY RECORDS
Radio-VOX MART

Radio-VOX MART

Radio-Voye Job MART

An ad service for radio & TV personnel.
Reach the man who is looking for you. Maximum exposure—minimum cost.
To make next week's issue, mail your ad TODAY!
(All information confidential. Box numbers will be used.)

Run the copy shown below (or enclosed separately) in the Radio-TV Job Mart.

Check the number of insertions you wish:
One issue - Two issues - Three issues
Cost: $5.00 per 1/2 inch insertion (approximately 40 words)
Amount enclosed: $________ (Payment must accompany order)

Radio-TV Job Mart, Billboard, 165 West 46 St, New York, N.Y. 10036

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VOX JOX

KPRI-FM's Hip Rock Scores

BY BRUCE WEBER

SAN DIEGO — One of this city's quiet music stations, KPRI-FM, a 25,000 watt, is scoring with a 24-hour progressive rock format.

The format begins at 4 a.m. with a format of The Motion picture FM, which is a 24-hour progressive rock format.

The station, which shared the middle of the road on the FM dial with KFMX, has been purchased for $175,000 by Southwestern Broadcasting, and will move its studios to the old KCMQ headquarters.

Listening to the weekends

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Listening to the weekends
The Amboy Dukes journey to the center of the mind

The Amboy Dukes

Single Hit #684  Album Hit #6112

MAINSTREAM
101 West 57th Street; N.Y.C.

www.americanradiohistory.com
Newport Jazz Festival Turns on 55,000 in Wide-Swinging Fare

However, if the main part of the event is not the expected jazz, look at band styles of the past (Duke Ellington played a set of his favorite pieces), it was left to Dizzy Gillespie to bring big band buffs up to date. He previewed his new big band at the festival—a roaring outfit that was just waiting to get the audience to their feet, while alto saxist Benny Carter (a rare figure on the East Coast) sat in with his strong content and the jazz-in-the-dead of winter, this was one of the high spots.

The following weekend Weinfurter, now, in profile and of course, Vito Venuti, who played two numbers with the Alex Welsh band from New York, played romantically into "Body and Soul" and then swung into a "Sweet Georgia Brown." Result: standing ovation.

Welsh Band

The Alex Welsh band performed in the parade, opened with several numbers that showed the surprising range of material (from modern style jazzy to Gerry Mulligan post-bop). (Continued on page 24)

Rain Dampens Brewery-Backed Festival in Pa.

PHILADELPHIA—After a sluggish start because of a rain-drenched opening night and the threat of rain on the second night, the first annual beer-festival in Pennsylvania called the "Newport Jazz Festival" came into its own Friday night (5), when the combination of Ray Charles and Nina Simone drew 35,000 people at $1 per head and played outdoors at the John F. Kennedy Stadium, it actually exceeded the expected 11,000 opening crowd set for Wednesday night (3)—the first in an eight-night series. "It was a fantastic evening," given by the Schmidt Brewing Co.

The Joshuah Light Show presented with closed circuit TV and taped, a huge backdrop while Charles and Nina Simone sang out their "Rain is the Brand.

In spite of the holding in Tiny Tim, the first playing of the weekend was less auspicious because of the threat of rain. As for the 11,000 brave the elements in spite of the gate and the show started on time. Tiny Tim sang "Rain" to the spotlight with Tiny Tim, with the Sound Creators, a fivepiece combo making up the Arthur Hall Affair, opening the evening, rounding out the show.

Gary Clicks on West Coast With High Scoring Material

LOS ANGELES—John Gary chooses his material carefully and the result is surefire emotion. Gary's brand of emotions, draped in formal but with just the right amount of "souk," is appropriate nightclub fare. Bowing his annual stint at the

INTRUDERS NOT ON TEX TOUR

NEW YORK—the Intruders, Gamble Records soul group, will not appear on the Joe Tex Tour as it is currently involving other jays and local promoters. Queen Records, agent for the group, are trying to curb advertising on the Intruders' appearance. The tour, scheduled to last until Sept. 2, features Pickett, Mark Hannah, the Delphonics, Sam and Sam, and James Thomas, as well as headliner Joe Tex.

Vanilla Fudge on A Nine-City Tour

SAN FRANCISCO The Vanilla Fudge, Ato headliners, begin their nine-city tour with a concert at the Cow Palace here on Friday (12), then are scheduled to stop in Los Angeles, Calif., Saturday (13).

The group plays Seattle's Egan's Hard Rock Cafe (18th and Saturday (20); the Lumberville with the New Hammers (21); the Schaffer Music Festival in New York's Central Park Wednesday (24), Hambton (N. H.), Casino Friday (26), and the Windsor (Ontario) Theater July 29.

Cooconut Grove Tuesday (2), Gary, who records for RCA, developed a material based on evergreen message songs. His vocal range was high in concert action, interpreting 13 selections with apt material, including "Someone to Hold on For Today," his Frankie Ortega band led by Gary's conductor John Price. Of the singer-arranger's command performance, moving smoothly, communicating directly with the audience. Although one gets the illusion that he is a hard-driving singer who goes through lye passages with a vanguard records. Avoiding top 10 tunes, he emphasizes his original material construing as "Time After Time," "Once Upon a Dream," "You Don't Have to Love Me," "If I Ever Should Leave Me" and "How Little We Know.

A medley from "Maria," "Tom Jones," and "Four Good Days" ("She's Just Like Us") was masterfully injected into one flowing selection. (Continued on page 24)

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SAN FRANCISCO The Vanilla Fudge, Ato headliners, begin their nine-city tour with a concert at the Cow Palace here on Friday (12), then are scheduled to stop in Los Angeles, Calif., Saturday (13).

The group plays Seattle's Egan's Hard Rock Cafe (18th and Saturday (20); the Lumberville with the New Hammers (21); the Schaffer Music Festival in New York's Central Park Wednesday (24), Hambton (N. H.), Casino Friday (26), and the Windsor (Ontario) Theater July 29.

Cooconut Grove Tuesday (2), Gary, who records for RCA, developed a material based on evergreen message songs. His vocal range was high in concert action, interpreting 13 selections with apt material, including "Someone to Hold on For Today," his Frankie Ortega band led by Gary's conductor John Price. Of the singer-arranger's command performance, moving smoothly, communicating directly with the audience. Although one gets the illusion that he is a hard-driving singer who goes through lye passages with a vanguard records. Avoiding top 10 tunes, he emphasizes his original material construing as "Time After Time," "Once Upon a Dream," "You Don't Have to Love Me," "If I Ever Should Leave Me" and "How Little We Know.

A medley from "Maria," "Tom Jones," and "Four Good Days" ("She's Just Like Us") was masterfully injected into one flowing selection. (Continued on page 24)
Camden Records
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THE BONNE AND CLYDE ERA
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DON GIBSON
I LOVE YOU SO MUCH IT HURTS


I Told You Long Ago About the Girl I Love, I Love You, Loving You to pieces, Don't Let Me Be Lonely, Don't Go, Wagon Wheels, Fogg Mountain Breakdown, The Sisters, Lonesome Road Blues, Jessie James, Hand Me Down My Walking Cane, John Hardy, Maiden's Prayer, Little Willie, CAL/CAS-2243


I Told You Long Ago About the Girl I Love, I Love You, Loving You to pieces, Don't Let Me Be Lonely, Don't Go, Wagon Wheels, Fogg Mountain Breakdown, The Sisters, Lonesome Road Blues, Jessie James, Hand Me Down My Walking Cane, John Hardy, Maiden's Prayer, Little Willie, CAL/CAS-2243

Guitar Man, Caravan, Love Is Blue, To Each His Own, Mission: Impossible Theme, Am I That Easy to Forget, Walk Away, Just As Much As Ever, I'm Coming Home, CAL/CAS-2245

Born to Lose, Foggy River, I Love You So Much It Hurts, After the Heartache, Almost, Sweet Dreams, Driftwood on the River, It Makes No Difference Now, CAL/CAS-2246


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www.americanradiohistory.com
Boyce & Hart: Back on Tour

BY ELIOT TIEGEL

LOS ANGELES—Tommy Boyce and Bobby Hart are back in the land of full circle. Starting out as solo singers, they teamed as songwriters one and one half years ago and are now working the one-nighter personal appearance circuit.

The two 24-year-olds believe this growing involvement in live performance will not cut into their efforts as music creators. Best known for their association with the Monkees during the group's initial year on TV, Boyce and Hart say their songs have sold 42 million records since June 1966.

They have written over 300 songs for such artists as Barbra Streisand, Sonny & Cher, Donny & Marie, and the Monkees. Several years ago, they became exclusive Screen Gems writers and thus landed the music assignment for the Monkees projects. They claim to have written 80 percent of the music for the Monkees, including the group's biggest hit, "I Want You, I Love You, I Need You." They say their songs have sold 42 million records since June 1966.

One of the most successful songs was their three-word hit, "The Boy from New Haven," which has sold over 10 million copies.

Another hit was "Yes, Sir, That's My Baby," which has sold 6 million copies.

Their current project is a new album, "The Boy from New Haven," which will be released in May 1968.

Paxton Packs Package of Choice Americana Tunes

NEW YORK—It's been seven years since Tom Paxton last appeared on the New York concert circuit, but judging by the audience reaction at his opening performance, his fans have missed him.

Paxton's songs have been likened to folk music, but his style is more updated and athletic. He is a master of crowd control and timing, and his songs are often accompanied by a band that includes a fiddle, banjo, and guitar.

Paxton's next performance will be in Philadelphia on June 10, and he will also perform in Boston on June 12.

Williams, Nero & Osmonds Sett Off Bright Song Display

HONOLULU—Andy Williams, the Man with the Magic Touch, has once again proved his ability to charm with his new song, "One Fine Day," which he sang at the Honolulu International Center on July 4 and 5.

The song was written by the world-renowned songwriters, the Williams brothers, and it features a bright, up-tempo melody that is sure to be a hit.

The performance was part of the annual Fourth of July celebration in Honolulu, and Williams was accompanied by the Honolulu Symphony Orchestra.

The song was written by the Williams brothers, who are known for their hits "Can't Help Myself," "I Can Help," and "Talking to the Moon." Their music has been a hit in Hawaii for many years, and Williams is a popular performer in the islands.

The performance was broadcast on television, and Williams' fans throughout the world were thrilled with his performance.

Williams plans to release an album of his new songs later this year, and his fans can look forward to hearing more great music from him in the future.

Hammond's Pace

John Gary Clinks

John Gary Clinks was signed by Atlantic Records in 1966 and released his first album, "The Road to Yesterday," in 1967. The album featured a cover of the Beatles' "Yesterday," which became his biggest hit.

Despite Walters' fighting back from an injury, Gary carried on and released several more albums, including "The Road to Yesterday" and "Baby Don't Go Away." His music was well-received, and he continued to perform and record until his death in 1969.

Gary's music has been praised for its honest and heartfelt lyrics, and his performances were often praised for their emotion and sincerity.

He surprised the audience by artfully integrating concerto impersonations of several movie actors doing "All That Jazz" as "The Great Y..." ELIOT TIEGEL
SOUL SAUCE

BEST NEW RECORD OF THE WEEK:
"I THANK YOU KINDLY"
DIANE LEWIS
(Wandr)

BY ED OCHS

SOUL SLICES: Curtis Mayfield and the Impressions were presented with a gold plaque, Friday (4) at the CORE convention in Columbus. The award was inscribed "To the Impressions in recognition for your efforts for black people." Curtis Mayfield accepted for the group, whose "We're a Winner" hit has been adopted as CORE's official theme song. Jerry King, deejay at the Arthur discotheque, once worked for a well-known New York easy listening station that let him go when he tried to play a "Black Impression." After playing "Do the Right Thing," the record, "My Favorite Things," from the "Sound of Music" movie, was too jazzy -- and black. Jerry, who recently spoke about soul on the "New Yorkers TV Show," said that the influence of the group's harmonizing records--mentioned in SOUL SAUCE--pleases him since he personally is not worried about it and treats it in the discotheque. His playlist, a product of independent survey, is a good one... Deejays: Sew City has picked up "Funky Lady Part III" by Soul Inc., in the same bag as "The Horns," by Cliff Nobles & Co. "Funky Lady" is the track on the vocal on the flip side... Freddie Scott, Shorty's "Just Ain't Right For Love," as well as his own single, "I Don't Need."... Dan Gold, president of the newly formed Gemini Star Records, called by Amy-Mal Bell, is looking for new masters and talent. Contact Gemini at 1697 Broadway... "Gumblie' Riff is on again with Archie Bell and the Drells' new single "I Can't Stop Dancing" on Atlantic... While Records and label of Shirley and Alfred turned out to be Shirley Lee and Brenton Wood, when the team sang "Kid Gaines and Nursery Rhymes" on the "Dick Clark TV Show," Monday, September 29, 1961. On September 30th, Vanguard signed Junior Wells, featured in last week's Ebony magazine, will leave on a 12-week, 10-country Far East tour Nov. 25. Each day, Wells toured Africa for 10 weeks. Both Perry Sledge and Herb Frias, of the Peaches and Herb duos, are recovering from illnesses... Sway Away's "I Need Love" doesn't have a definite meaning. It could be many things to many people -- because it is a feeling. Painters have a soul, even a chef can love soul. I have a pair of old shoes that have a soul of their own... TID-GRITS: Joe Frazier, everybody's world heavyweight boxing champ--almost--has made a record and is flying to New York to plug it on to his shoes that he's going to be shopping. Frazier is taking dates through Queen Bookings, booked by Rich Bowen, who just returned from four days in Atlantic City. My first vacation in six years of my life. Richie Rich, the latest act to come from Atlantic-Records, that is. Kelvin White, Boston's mayor, threw a "Merry Day" in his town for Smokey Robinson and the Miracles. Maurice White's band was given the key to the city Monday 8, performed at two concerts and toured local youth centers. Mayor White has discovered the value of black entertainers in politics, already having called on James Brown to cool off the city last April. Columbia's Pat Landy is back in New York for a recording session with Jimmy (White) Williams. Pat, recreant on tour, will release a follow-up single to her current one. "Does She Ever Remind You of Me." Vanguard's blues guitarist Buddy Guy will begin a four-day run at the Stones beginning Monday 29, and perform at the Central Park Music Festival on Aug. 3. Artists already on Atlantic's Cotillion label are Otis Redding, Lou Johnson, Freddie King, and the Olympics and the Apollo.... The National Entertainment Conference (NEC) has included a performance report sheet in its newsletter to rate concert and personal appearances. The Newsletter services Southern block bookers. Diana Ross and the Supremes headline the Forrest Hills Music Festival, Aug. 3. Atlantic is heavily promoting new singles, "River Deep, Mountain High," Otis Redding, named the "Number One Male Vocalist" in England, shortly before his death last December is dominating the LP charts with four albums in the Top 10. Elvis Presley held the title as England's top vocalist for 11 years before being dethroned by Chubby Checker... On the FM charts with "Sealed With A Kiss," are on a month-long tour that will include two weeks in Mexico City and a four-week tour of West Germany, opening Monday in Munich.... Appearing at the Apollo Theater starting Friday (12) are: Joe Simon, Five Stairsteps, Marvelettes, Martha & The Vandellas, Count Basie, Billy Eckstine, and the Foundations... MAKIN' SMOKE: James Brown ("Cry, Cry, Cry" (King)), Tiny Fox, "Lean On Me" (Calla).... Persians, "Too Much Pride" (ABC).... Mongoo Santamaria, "Cold Sweat" (Columbia).... Funky and the Sophistiks, "Candy" (Roc-Ke).... Otis Redding, "Hard to Handle" (Atlantic).... Patti Drew, "Workin' on a Groovy Thing" (Capitol)... Archie Bell and the I-Dolls, "I Can't Stop Dancing" (Atlantic).... Jackson, "Too Late," Long, "Jurned Her That Way" (Goldwax)... Roosevelt Grier, "People (Continued on page 30)}
Revival of Rock 'n' Roll Gives New Life to Dells

BY ED OCHS

NEW YORK — The Dells were making music when the Beatles and Rolling Stones were still "rock" and groups were named after birds and animals, instead of words. Their psychedelic punk and run-on rhythms. In 1956, when the group's "Soul Man" and "Hold On I'm Coming" were No. 1, a decade later the Dells were back on the charts with their hit, "5 O'Clock World." The Dells were one of the groups that played in the early days of rock 'n' roll, and their music has stood the test of time.

The Dells were formed in Atlantic City, New Jersey, in 1956, and their first hit, "5 O'Clock World," was released in 1957. The group consisted of David Williams, Otis Williams, Joe Woolford, and Wilson Pickett. Their music was a blend of R&B and soul, and they were known for their smooth, harmonious sound.

In 1964, the Dells released their hit, "My Girl," which became a top 10 hit on the pop charts. The song was written by Bert Born and produced by Robert Holland, and it became a classic of the R&B genre.

In the 1970s, the Dells continued to record and perform, and they released a number of hits, including "Stayin' Alive" and "You and Me." Their music continued to be popular, and they remained active until the early 1990s.

The Dells' music has had a lasting impact on the R&B and soul genres, and their songs continue to be popular today. Their music has been covered by many artists, and they have been inducted into the Rock and Roll Hall of Fame.

In 1963, the Dells released their hit, "My Girl," which became a top 10 hit on the pop charts. The song was written by Bert Born and produced by Robert Holland, and it became a classic of the R&B genre.

In 1964, the Dells released "Stayin' Alive," which was their first hit in the United States. The song reached No. 2 on the Billboard Hot 100 chart and became one of their most popular songs.

In 1970, the Dells released "You and Me," which was another hit for the group. The song reached No. 11 on the Billboard Hot 100 chart and became a staple of their live performances.

In 1973, the Dells released "Big Girls Don't Cry," which was another hit for the group. The song reached No. 12 on the Billboard Hot 100 chart and became a classic of the soul genre.

In 1977, the Dells released "The Last Time," which was their final hit on the Billboard Hot 100 chart. The song reached No. 29 and became their last hit.

In 1981, the Dells released "I'm Gonna Make You Love Me," which was their final hit on the Billboard Hot 100 chart. The song reached No. 25 and became their last hit.

In 1985, the Dells released "I'm Gonna Love You Again," which was their final hit on the Billboard Hot 100 chart. The song reached No. 44 and became their last hit.

In 1990, the Dells released "I'm Gonna Love You Again," which was their final hit on the Billboard Hot 100 chart. The song reached No. 44 and became their last hit.

The Dells have remained active throughout their career, and their music continues to be popular today. Their music has had a lasting impact on the R&B and soul genres, and their songs continue to be popular today.
Classical Music

Classical Makes Pop Program Inroads

**CONCERT REVIEW**

**Sarenboim and du Pre in Outstanding Performance**

NEW YORK — Conductor Daniel Barenboim and his wife, cellist Jacqueline du Pre, were outstanding in the New York Philharmonic's first two concerts of the season. The English Chamber Orchestra at Philharmonic Hall (July 5 and Tuesday 9). The orchestra, making its New York debut as part of Lindsay's Festival of Contemporary Music, also performed Thursday (11) and Friday (12).

The 20-year-old ensemble was excellent in the July 3 Mozart opener. Angel Records has released three albums with the local appearances and a shimmering sound. Two of the disks feature Mozart's String Quartets with the symphonies for Angel with the chamber group. The third disk included Schonberg's Verklarte Nacht, which opened the Tuesday concert.

Barenboim's tempos were brisk and sharp as he conducted the Symphony No. 25 and Symphony No. 30, the opera. The latter, a familiar concert and work, was performed fresh under the conductor's export direction. Better known as a pianist, Barenboim conducted the "Concerto No. 27" from the key of the keyboard, handling conducting and solo assignments well.

The Schoenberg work, which Barenboim and the group played, was the London Symphony at Carnegie Hall, played superbly. The collaboration's high spot, however, was Haydn's Cello Concerto in C, which Miss du Pre has recorded for Angel with Barenboim and the English Chamber Orchestra.

The young soloist was brilliant in the recently discovered work and her performance was a good equal partner. The final Allegro molto had perfect cohesiveness and balance between the brilliant cellist and the orchestra. The program concluded was an excellent performance of Schubert's Symphony No. 5.

FRED KIRBY

A recent Fillmore East concert was preceded by a Gregorian Chant recording. In that same program, Alcide Vanini Pfeiffer performed their adaptation of a segment from Beethoven's "Moonlight Sonata." During recent nationally syndicated Lea TV show on progressive rock, Frank Zappa of the Mothers of Invention noted the importance of classical background for today's pop music and said such composers as Pierre Boulez and Karlheinz Stockhausen are a form of music influenced by Charles Ives on the first United States of America albums also was discussed as Joseph Byrd, leader of the Columbia group, also was a panelist along with Lalo Schifrin of Dot, and Johnny Otis. Karlheinz Stockhausen was the composer referred to during the pop music program.

Cowan pointed out that today's youth have more substantial exposure in past generations, which accounts for the strong classical influence in music of such groups as the Bee Gees, Electric Light Orchestra, and the Rolling Stones. Cowan and many others. This also accounts for the acceptance of classical material in pop shows, an idea which has spread to college stations.

**HIp Rock Takes**

He noted that the intellectual type was considered "hip" today. Cowan added that progressive rock drew heavily on classical material and forms. Cowan wouldn't even be surprised to have rock opera opera. He explained that some of the material of the Doors approached Greek theater, which was a forerunner of pop music.

The New York Pro Musica last season appeared in concert at Carnegie Hall with Maxxes and a Vanguard rock group, and electronic-music composer Morton Subotnick. The classical group then appeared at the Electric Circus. The Elephant Walk performed with the American Symphony in student concerts last season and on Thursday (11) the Rascals performed with the American Symphony.

Frey emphasized the cross-pollination to classical and pop music. He explained that the idea for the radio series came from "Requiem for the Masses," an association album cut.

Frey said it was more important for the original versions of classical pieces to be heard than bastardized adaptations. He noted that pop treatments of the movie "Elvira Madigan" have not had the success of the original Mozart concerto, which is the background music in a DGG album by Geza Anda.

**11 'Boxes' & 4 'Twins' Rechanneled by Vox**

NEW YORK — Vox Records has released a new classical recording that will make the "Box LP - Vox Boxes" and 4" LPs hard to find. Vox has also issued a few of the complete stereo versions. When the last of these packages is issued later this year, it is expected that the American market will be dominated by classic recordings.

Six of the rechanneled boxes contain music of Schubert with a few exceptions of the complete quartets and quintets by the index Quartet and associates already issued by the Voyager label on the rechanneled sonatas. The next week, the sonatas, performed by Friedrich Wiener, form the only available complete sonatas of the complete sonatas with one soloist.

**Guilio Navaes and Aymardo [sic] Montevideo were the only in Chopin piano music, while violinist Reinhold [sic] and associates perform Mendelssohn's Octet in another. Royce holds the rechanneled version of Beethoven's Symphony No. 6 (Eroica)."**

**Boston Date at Philharmonic**

NEW YORK — The Boston Symphony's program at Philharmonic Hall Wednesday (17) and Thursday (18) will be "Music of the Nineties." The two LPs are a selection by Erich Leinsdorf of the orchestra's music director.

In addition to the piece, Bar- tók's 27th Symphony, released by RCA in January, 1963, the concert will include the current "Jubilee" with Leonard Bernstein and the "Jazz" with Zeitlin, and the "Gavotte" with André Kostelanetz and the "Symphony No. 1" (Concerted) by the Mahler package will feature Leonard Bernstein and the Concertgebouw Orchestra of Amsterdam. The Mahler package has been recorded by the same composer and conductor and is available in a newly discovered Haydn piano concerto.

The Mahler package will feature Elly Ameling and the Concertgebouw Orchestra of Amsterdam. The Mahler package has been recorded by the same composer and conductor and is available in a newly discovered Haydn piano concerto.

**Grand Prix du Disque to Grumiaux Trio Records**

BAARN, Netherlands — The first of a series of Philip records by the Grumiaux Trio has been awarded the Grand Prix du Disque. In addition to further pressings by the new group, Philips plans a boxed set of the first four Mahler symphonies and a recording of a newly discovered Beethoven piano concerto.

**SAINTS OF JUNE**

This year's program has been a combination of classical symphonies and a recording of a newly discovered Beethoven piano concerto. The Mahler package will feature Elly Ameling and the Concertgebouw Orchestra of Amsterdam. The Mahler package has been recorded by the same composer and conductor and is available in a newly discovered Haydn piano concerto.

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**Cowan's duties include producing "The Music Factory," an MGM-sponsored radio show, which features classical music performed by the leading chamber groups of the country. Cowan conducted the "Concerto No. 27" from the keyboard, handling conducting and solo assignments well.

The Schoenberg work, which Barenboim and the group played, was the London Symphony at Carnegie Hall, played superbly. The collaboration's high spot, however, was Haydn's Cello Concerto in C, which Miss du Pre has recorded for Angel with Barenboim and the English Chamber Orchestra.

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THE TWO ARE THE TOP-SELLING CONDUCTORS IN THE COUNTRY, LEONARD BERNSTEIN AND EUGENE ORMANDY. They've added their special touch of genius to exciting selections from "2001: A Space Odyssey," the astonishing motion picture that Life magazine describes as a "psychedelic roller coaster of an experience."

The album is a fascinating blend of the sounds of yesterday, today and tomorrow: The Blue Danube Waltz; music by Gyorgy Ligeti, Aram Khatchaturian and Richard Strauss; electronic interludes by Morton Subotnick. And as a special bonus attraction, an orchestral/electronic suite from Blomdahl's Space Opera, "Aniara."

The result is the best 2001 album on earth... or anywhere else.

Leonard Bernstein/Eugene Ormandy/2001—On COLUMBIA RECORDS
NEW YORK — Verdi’s “Il Due Foscari” proved a vivid, impressionistic work as presented by the Rochester Philharmonic Orchestra under the direction of Andris Nelsons. The program, titled “DGG Girding Cassette Pitch,” highlighted the orchestra’s commitment to recording excellence.

The Boston Symphony conducted by Daniel Barenboim opened its 40th Year of Tanglewood season with an All-Mozart Program. The program included works by Mozart, Beethoven, and Schubert.

CONCERT REVIEW

The All-Mozart Program Opens 40th Year of Tanglewood

LENOX, Mass.—The Boston Symphony entered its fourth decade at the Berkshire Festival Friday (5) with an all-Mozart weekend. The orchestra furthered its successful track record for concerts at the Tanglewood Festival, which culminated in the New York Philharmonic under the baton of Daniel Barenboim.

The program featured works by Mozart, Beethoven, and Schubert. The last was a tribute to the memory of Elia Kazan, who passed away earlier this year. The Boston Symphony played a passionate and moving tribute to Kazan’s legacy.

Elektra Meeting Unveils Fall Program and Product

NEW YORK — Elektra has announced the release of a new program for the fall, featuring works by Mozart and Schubert. The program is part of Elektra’s ongoing commitment to presenting the music of classical composers.

The program includes works by Mozart, including the Piano Concerto No. 21 in C minor, K. 467. The performance was directed by Andris Nelsons, who has conducted the orchestra with great success.

The program also features Schubert’s Piano Quintet in C major, D. 667, performed by the Calidore String Quartet and the London Mozart Players. The performance was recorded live at the Barbican Centre in London.

The all-Mozart program is part of Elektra’s larger commitment to presenting the music of classical composers. The company has a long history of presenting concerts and recordings of the works of Mozart and Schubert, and continues to be a leader in the field of classical music.
Ferlin Husky turns on the charm in his latest Capitol single, "I Promised You the World." (Record 2154). This time the marquee is different, even for him. "I take every chance to show how I'm really feeling," he says. And the result is a new, fresh, and authentic sound that even his closest fans won't be able to resist.

Country Music

SESAC Connecting in Country —Cites Pub Catalog and Releases

NASHVILLE — SESAC is becoming a factor in the country field, and is fanning out into other fields from here. "Our strongest selling point is with the new writers," said Joe Talbot, SESAC's man here, "but we have a great deal to offer everyone." Talbot points to statistical success to demonstrate SESAC's move. Some are to be considered.

The SESAC catalog of Glaco, the publishing firm of the Glaser Brothers, has gone from one song to 22 copyrights in the past few months. The chart album of Glaco and Cherry Singers and Junior Samples comes from Peach Music, a SESAC publisher.

K-Ark Records has turned over its entire third quarter, all through Smokey Publishing, which is SESAC's Warner. Walker's new releases have been through Pageboy, his SESAC publishing outlet.

The first song produced by Paul Cohen for ALC, and the first song recorded by Ray Pil- low on that label is SESAC. Its writer, Ferlin Husky, recently recorded the recent Bobby Lord Deco tune, "Live Your Life Out Loud." Darrell Statter, record- ing for Dot, has just concluded cutting four sides of Bronze Music songs, also SESAC. The three last-minute releases and the last two of the Osborne Brothers have been handled by Smokey Music, again SESAC. Recording a SESAC song a few years ago put SESAC on the map of the industry. Most of the SESAC writers are relatively new in the field, but there are some established composers who have made the transition.

SESAC also is getting some action in the rock field. Cover songs, handled by Stephen Haber- lasser, has leased some masters to 20th Century-Fox, featuring Albert Collins, a new artist, "Cookin' Catfish" and "Taking My Time" are the leased tunes. Additionally, a Louisville publisher has been licensing numerous SESAC songs through the SESAC office here.

Currently in this area are 22 established SESAC publishers.

NASHVILLE — Country music fryers have bought "a ton" of party records, disproving the belief that "blue material" will drive away this segment of the music business.

This is the claim of Eric Pic re- cording artist Audrey Inman, who spends most of his time turning out LP's and occasional singles for Lakeside and Riuque Records, party labels which he owns.

"I can go out and play a Midwest tour and sell as many as 300 albums between 5 intermission," Inman said. "When I can make them for about 40 cents and sell them for $2.50, that's more than I get paid for the show." Inman claims that party records now constitute more than 20 percent of the industry sales. He feels music has lost many of its tastes of entertainment when country music was suffering some hard times.

"Clean Out"

"The only work we could get was club work, and we didn't just want to be sung to. I started telling clean jokes, but nobody was interested until I started writing ding a little, people responded. This then became a regular part of the act."

Inman, who claims that "people laugh when I talk," has been billed as that half of the duo "Heaven to Heartache." Inman and Inman will release it as a single. Part of the act is the Inman Club," is a best seller.

Inman also has joined forces with Bobby Ward of St. Louis, a comedian who works clubs in that area, and they plan to do a live show together at Las Vegas which will be recorded and released.

"Some have told us we have to clean our act up a little for Vegas, but we don't need it. Word of a record gets out in a hurry."

As for the avid country music fans who object to this sort of entertainment, Inman says he doesn't care less. "We're all in this business to make money," he said. "We hope to happen to be one of the best ways of making money. Besides, country music fans buy them as well as anyone else."

Although country-oriented, Inman says his records on the two labels sell to all people, in all fields. He writes all his own material, and in his act with Ward the two will work together to turn out the finished product.

A&R Jones

NASHVILLE — Frank Jones, veteran A&R man for Columbia, has been "uncovered" as a singer.

Jones departed his producer's role long enough on the final solo album by the individual member of the Harden family to record a duet with Arleen Harden. As released in Billboard, July 13, Arleen and Harold will record only as a duet in the future.

Jones, who has not sung be-

part in WPLO'S "Appreciation of Music Month" in Cleveland throughout the Atlanta area. Kapp's Hugh X. Lewis, after several visits to the road, returned to star for the fourth time this year on the "Grand Ole Opry." Plans call for Owen Bradley to produce his next session. Bobby Lewis of Universal, a vocalist himself, has been on his short home stands, and will finish an album arranged by top-notch Don Schlitten, "Heaven to Heartache" is the pick of the hits in many regions.斯坦利的Smokey Lansum getting picks hit in major markets. Kehn Horstion of Capitol has signed Len Guarino to a new songwriting contract, and is recording him new with the country-pop treatment, including vocals by Mike Sonny James.

Tommy Dee has signed with Tree Publishing as an exclusive writer. - Hank Penny has signed, with service Woody Records in Tacoma. Penny formerly was with King Victor and Decca. - To clarify a point, most pop songs have been distributed because he already made hits out of them. He is on the top ten this week, long becoming. Bobbie Gordon Smith has signed a pubilcist contract to tour the country, and plans to be in August with, the new country music story from England, Phil Brady. - "Round and Round" by George/ Reason as its hit. - Charly Pride has signed a contract for Billy Deaton, all of them successful, most of them recorders. B. J. Promotions has signed a contract with Chestnut artists Les Vees, Jack Turner will personally manage Rod Harris and Cathy Cash. Both record for Way- side Records of Maynard, Mass. - Judy Linn was awarded a silver sirving service from the owner of Harrah's club and Lake Tahoe clubs. The St. Louis Cardinals will have another Ray Feeney-promoted country music artist featuring Ray Arschf, Hank Thompson and Curtis Perry.

Patty Rainwater is performing again with her brother, Marvin Rainwater. They're recording on the Brave label. - Songwriters- partner Tommy Moote has written a script and tele- vision program young- (Continued on page 23)

July 20, 1968, Billboard
Country Music

Geezinslaw to Cut at 'Fair'

SAN ANTONIO — Several "firsts" will be established when the Geezinslaw Brothers are recorded live at the HeminFair here July 29-30.

It will be their first live session, the first for producer Koko Haywood, and the first done at the HeminFair.

Additionally, this may be the first time any group has been recorded as part of a package act. The Capitol artists will be on stage at part of the Jimmy Dean show. Their material will be staggered, and the album placed together.

Hertson said he had been assured of good acoustics, and will have a dozen engineers and musicians from Nashville to handle the sessions. Engineers will come from Columbia studios, flown in for the sessions.

Label Formed by Audrey Williams

NASHVILLE — Audrey Williams has started her own record label, Bonanza Records, and the first released by her soon-to-be-husband Lorrie Morrisey, former MGM Records artist, is slated for release.

For a number of years, he has fronted the Chestin' Hearts band of Hank Williams Jr. Morris first became acquainted with the Williams family when he was a local talent contest 16 years ago in Audubon, Ala., at which the late Hank Williams was appearing. The title song of the first release is "BR 1-77969.

Wiseman Back to WWVA 'Jamboree'

WHEELING, W. Va. — The WWVA 'Jamboree' talent lineup-up has shown a marked upsurge with the return of Mac Wiseman to the position of talent booker for the show.

Upcoming on successive weeks are such artists as Werner Mack, Ferlin Husky, Conway Twitty, Skeeter Davis, Stonewell, and Tammy Wynette. Emil Mogil, president of Basic Communications, Inc., announced that Wiseman would take over the talent, and that a previous deal with Leon Ashley is being terminated at once.

As the "Jamboree" artist is booked for every Saturday night at the "Jamboree."

Nashville Scene

* Continued from page 34

stars to stay in school... RCA Victor's Vicente West to Mobile to headline a benefit show for an 11-year-old cancer victim... A new record store opened in Pendleton, Ind., operated by George Winkler, who also runs a WHUT Radio... Skeeter Davis drew the largest crowd of the year to Frontier City in Omaha, Neb.... The new Madame Brown's Jingle in being pressed for quick delivery on Chart.

JULY 20, 1968, BILLBOARD
WILD & WOOLEY.

Cages and chains weren't made for a man.
And a woman in her wisdom won't try to

tie a tiger down

K-13938

The greatest new Country song since
"Gentle On My Mind," written and
performed by Ben
Colder’s best friend

SHEB
WOOLEY

Produced by
Jack Clement
Booking Agent:
Omar Artist Corp.
Representation:
Messenger-Coooper Agency

MGM Records is a division of Metro-Goldwyn-Mayer Inc.

Top 40 this week on

Billboard SPECIAL SURVEY For Week Ending 7/20/68
HOT COUNTRY SINGLES

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JULY 20, 1968, BILLBOARD
No wonder the Billboard chart department tells it like it REALLY is!

ACCURATELY.

JULY 20, 1968, BILLBOARD
THE ODD COUPLE—Neal Hefti, Jack Lemmon, Walter Matthau, The Odd Couple. Capitol SDP 25942 (2)

This LP mixes the musical score with excerpts from the film's hilarious lines. Result is a regret of how Hefti's tunes cascaded between spats of more humor. Arrangements have soft, sure Hefti touch that's sure to please.

WILSON ARZILLA BALLET—RCA Victor LPM 3950 (MI) LSP 3956 (S)

Wilson's first RCA album was backed up by impressive promotion. This, his second, is supported by impressive music. Excellent material coupled with top production and strong arrangements should catapult Wilson high on the Top LPs charts. Each number is a happy delight unto itself.

SUDDENLY ONE SUMMER—L. C. & Co., White Whale WWS 7117 (2)

"L. C. & Co." is a group with a unique endearing sound that should quickly be fading. Here they're presenting an easy to digest, completely enjoyable album that generates an aura of psychadelic excitement. Their's is a well-tuned, well-constituted package. Material and presentation is just right...the group's potential is high..."Suddenlly One Summer" is a happy delight unto itself.

MR. & MRS. GARVEY—Evie Brown MGM S-4034 (S)

Evie Brown has a package here that's sure to please. The backup is a "Groovy" one, and the arrangements have a well tuned "harmonizing" mood. The album's contents are well-structured, with a few numbers that stand out. Overall, this is a good affair..."Mr. & Mrs. Garvey" is a happy delight unto itself.

THE WIND IN THE WILLOWS—Crest S-2970 (S)

The Wind in the Willows is a new group album that should quickly be impressing. There's a little bit of everything here...something for the introspective, something for the conversational, something for the rhyming, and something for the musical. The group's unique ability to write varied tunes in their lively musical manner is well displayed here. This is a happy delight unto itself...

COUNTY

MR. SATIS—Evie Brown Epic EP 26293 (S)

Luma is riding on the crest of the hit wave with his single winner that titles this album, and he's in top vocal form with the other tracks, too. Luma "Has a Little Faith," "Almost Persuaded" and a new version of his original hit, "Luma's Yelling" throughout as he's in top vocal form. The band's supporting is great too...

HISTORY OF RHYTHM & BLUES Volume 2—The Beat Goes On—Atlantic SD 19723 (2)

Atlantic's other album volume in its History of Rhythm & Blues series. This should be of interest to the music connoisseur, since Volume 1 comprises two-year span of 1961-1962, while Volume 2 (this one) is through with important singles hits of 1961-1963. The entire set is an important musical collection explaining the R&B-pop field.

WILLIAM SHIPLEY—Sun SPOTLIGHTS—NAT 1009 (S)

Shpley's latest album is a true delight. He's a true professional who goes all out in a truly highflying effort. "Summer Knows" is a real number..."Flaming Redhead" is a beautiful number..."Out of Sight" is a nice number..."I Love You" is a nice number..."Sun Songs" is a nice number..."At Last" is a number..."Shpley's Finest Hour" is a number..."All the Things You Are" is a number..."Then You'll Know" is a number..."Will She Believe" is a number..."Ole Alaskigan" is a number..."Shpley's Finest Hour" is a number..."The Beat Goes On" is a number..."Shpley's Finest Hour" is a number..."All the Things You Are" is a number..."Sun Songs" is a number..."At Last" is a number..."I Love You" is a number..."Flaming Redhead" is a number..."Out of Sight" is a number..."William Shpley—Sun SPOTLIGHTS."
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Produced by THE RASCALS

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Featuring "Rambling Rose" SKA02944

Featuring "Mercy, Mercy, Mercy" SKA02939

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Featuring "Frankie And Johnny" SKA02940

Featuring "Face It Girl, It's Over" SKA02947

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244-1836 (244)

ENGLAND
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486-5971

ITALY
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Milano
70. 15. 15.
MOA 1968 Convention Contracts Are Mailed

By EARL PAIGE

CHICAGO—The Music Operators of America (MOA) convention plans picked up momentum last week as the trade association commenced mailing exhibit contracts. At this point, the floor plan for the Oct. 11-13 Wis. Music Group Sets Aug. Meet

LAKE DELTON, Wis.—Service problems, national reports and socializing will highlight the summer meeting here of the Wisconsin Music Merchants Association Aug. 18. A number of speakers will participate, including Music Operators of America (MOA) executive vice-president Fred Granger, and past-president of MOA, Lou Casola.

Association president Clinton St. Pierre said new officers will also be elected. The meeting will commence at 12 noon, Sunday, Aug. 18 at the Della View Hotel here. Families are invited. The hotel reservation number is (608) 253-1261.

COUNTDOWN TIME FOR 1968 MOA began last week in Chicago as the Music Operators of America (MOA) office started mailing contracts to exhibitors for the Oct. 11-13 convention at the Sherman House Hotel. Shown above is the floor plan, illustrating the more than 50,000 square feet of space available at this year's show. Also shown (above inset) is the easy access to the Sherman Hotel located between Clark and LaSalle Streets, facing Randolph Street. The above exhibition area is on one level, unloading of equipment is facilitated by use of special elevators that bring the exhibits right onto the exhibit floor.

Expect Over 250 at Mass. Meeting; Taxes, Licensing to Head Agenda

AUBURN, Mass.—An expected 250 to 300 music operators from all over New England will gather here Sept. 19. The convention, the first of its kind ever conceived in this region, will find delegates discussing taxes and other problems of the industry. Music Operators of America (MOA) President Bill Cannon and executive vice-president Fred Granger will speak.

The convention will be held in the Sheraton Yankee Drummer Motor Inn area, off Exit 10 of the Massachusetts Turnpike. The Massachusetts Coin Machine Association and the Western Massachusetts Music Guild will co-sponsor.

"Business will be divided between local matters and problems," said Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass. "Local music operators, tax licensing and lack of licensing." Hall said the latter referred to the problems of not being able to operate certain equipment.

"Both associations have been holding regular board meetings, but this isn't the way to involve large numbers of operators. This kind of convention will add new spark to both groups. We have a lot of dynamic people who are ready to assume more active roles in both associations."

Hall, a director of one Massachusetts group and an MOA vice-president, made it clear, however, that operators from all New England States are being encouraged to participate in the convention.

Montana Meeting

HELENA, Mont.—Final preparations are under way for the Montana Coin Machine Operators Association meeting to be held here July 26-28.

The Holiday Hotel will serve as headquarters for the meeting, which will include an election of officers.

The 100 millimeter cigarette and the low-cost cassette may well combine one day soon in one of the most beneficial marketing concepts in recent years.

The arrival of the cigarette industry's "silly millimeter" race has necessitated the development of vending machines capable of accommodating the longer pack. Thousands of machines in the field have been adapted to 100mm vending, and most new machines being sold have 100mm capability.

All of these 100 millimeter cigarette columns will hold and vend pre-recorded cassettes. To the independent music retailer and rack jobber, this cigarette-cassette dimension coincidence carries considerable merchandising significance. The cigarette, as well as other types of tape cartridge, is a prime shopping item. Hundreds of thousands of dollars have been spent by major tape cartridge suppliers in research and developmental effort to prove display cases and racks. The aim of this effort has been to develop merchandisers that will encourage (Continued on page 61)

New Equipment

Fischer — Marquee Table

Fischer Manufacturing Co. is shipping the above pool table, featuring its honeycomb playfield, which is guaranteed against warpage or breakage for a period of five years. The new table in the Marquee series is available in two sizes: Marquee Model 100 is 56 inches by 101 inches. The Marquee Model 50 is 52 inches by 91½ inches. Most of the features in the firm's Regent series are included. These are snap-in-place legs, non-removable coin counter, security controlled large-size cash compartment with metal housing, self-cleaning, all-metal runners, mechanism drawer and ball return chamfered in one unit, key-locked mechanism drawers, bumptop Formica top and all-wood felt cloth.

JULY 20, 1966, BILLBOARD
Coinmen In The News

PHILADELPHIA

David Rosen, who heads the machines and record distributing firm of David Rosen, Inc., became a grandfather for the first time recently and rates the affectionate title of Zadie, which is his great-grandfather. It all came through the courtesy of his son Elliot, who is treasurer of the distributing firm, and his daughter-in-law, Maxine. The blessed moment took place in the Shands Hospital, where Sir Leo Sorey delivered a bundle of the latest levelness named Rachelle Rivka Rosen. Also bearing in the foreground is Dave's wife and mother Vera Rosen.

Automobiles Corp. based in Buffalo, applied for a charter of incorporation to conduct its vending machine business in Pennsylvania, with the registered office of the corporation located in Philadelphia. Leo Berenstain, vice-president of Berko Vending Co., served as operations chairman for the Variety Club's New Year's Day campaign June 26 to raise funds in a one-day promotion for handicapped children. Harry Rosen, vice-president of David Rosen, Inc., is back from a Jamaican vacation.

Abraham Levine, partner in the Aloe Vending Co., has been elected secretary-treasurer of Comedy Emanuels-El. Marcro Inc., set up a subsidiary MAB Vending of New York, for the purpose of conducting the business of this man, president of Automatic Retailers of America (ARA), adds to his many civic activities in being elected to a board of directors of the Greater New York Advertising Commerce. He also named to the National Executive Board of the American Jewish Committee in New York. Among other E-A board executive positions are those of William M. Collins, president of the Aloe Vending Co., and Berko Vending Co., respectively.

KANSAS

John Enke, of John's Novelty, Lawrence, Kan., has the mayor of the city and travels a great deal, making frequent trips to Washington. His term will run a year. He previously served as vice mayor. John was born in Wamego, Kans., but has spent most of his life in the Lawrence area. He's been a coin machine man 33 years. John and wife Angela are spending the summer at their cabin at Lene Star Lake, near Lawrence. His son-in-law, Ed Campbell and Galen Patterson work for him.

A. L. Place, of Bird Music Co., Inc., Manhattan, doesn't plan vacation this summer, but he'll spend his time on his Council Grove City Lake. Daughter Carol Place, 12, is in grill's camp and Jesse, 16, is working for a roaming: Tom, 13, is playing in a four-seasons in Manhattan; David just recently went into the Army. Caroline lives in San Bernardino, Calif., attending a branch of UCLA. He's studying accounting. Betty Boyce is in Louisville, where she's taking a bookkeeping course for the government. Place's great-granddaughter, Floy Ever, has marked her 19th year with a birthday party at the place of residence for the family. A. L. Place, jnr., president of the Manhattan Bowling Association, has been elected a term as president of the Manhattan Bowling Association.

Robert T. Claxton, one of the warmest personalities in the entire vending industry, is sending congratulations to Harlan and Betty Boyce, of Emporia Music & Vending, recently added a new '64 truck to his operation. Harlan had a bad experience with a dump truck not too long ago. He had just sold the truck and the one he bought was a trick. He went under the bed of the truck. The test results show that he has 32 stitches to close a wound in his head. He's spending half of his time doing legal work, where he purchased a wholesale candle, tobee, and institutional products warehouse. His daughter Janet's, is working in Emporia during the summer. Son Jim is a chemist for Continental Oil Co. in Ponca City, Okla., this summer, and is a junior at Emporia State. Harlan is spending the year as finance chairman and student at the First Christian Church. His wife has been re-elected this year as an officer. The Kappa Lambda Mother's Club... The Stork is planning on moving their business to larger quarters in the near future. A new store will open Aug. 1. Clifford and Arlene Place, of Place, Inc., will open Aug. 1. Cook once operated heavy machinery and he has been told by the work, took some tests from the government and was found to be in such an outstanding and mechanical ability for both machines. He's now attending mechanic's school and will eventually under the government rehabilitation program.

Propose Texas Bill to Regulate Coin Machines

AUSTIN, Tex. - Tarrant County (Fort Worth) District Attorney John Poole announced before a House committee here that a Dallas vending machine company plans to install machines on taverns in Fort Worth and throughout the state.

Coffey was testifying before the House State Affairs committee in behalf of a bill to license and regulate coin-operated machine businesses, he said, at a hearing on the Senate's Police and Fire Committee. Rep. Billy Williams, of Tyler introduced the measure.

Coffey said Commercial Music Co. holds the "greatest number of loans. It traces back to the B & B Vending Co. in Dallas," he said.

He said the company has "extensive holdings" in Austin, Dallas, El Paso, Odessa, San Antonio, Houston, Wichita Falls and Lubbock, Tex., as well as in Oklahoma.

He said the basic machines are music machines, pinball machines, shuffleboard tables and cigarette machines.

Rep. James Clark Jr. of Dal-

las asked me about the possibility of violations of consumer credit and usury laws. "There's considerable question about violation of consumer credit and antitrust laws," Coffey replied.

Coffey said he hasn't taken his information to a grand jury. Williamson said regardless of how many studies are made, the conclusion will remain the same—that the coin vending business should be regulated, that these firms should be limited in their lending and that there should be disclosure of their ownership.

Destroy Texas Gambling Units

GALVESTON, Tex. — City police and Texas Rangers Wednesday (29) round up seven slot machines confiscated May 31 from the Eagles Hall, Aeria 48.

Police and Rangers confiscated $418.35 in the raid and $1077.21 was taken from the machines Wednesday. The money will go into the city's treasury.

Counting Devices Must Be Removed From Texas Pins

HOUSTON—Owners of pinball machines will have at least three weeks to remove the visible devices on record playing games, or face prosecution for possession of a gambling device.

District Attorney Carol S. Vance and Houston Police Vice Squad Lieut. J. D. Belcher at a press conference warned owners the vice squad will confiscate the machines and file charges, unless the visible counters are removed.

The announcement followed a ruling earlier by Texas Attorney Gen. Crawford Martin. At the request of Belcher, Martin ruled on what Vance described as a "gray area of the law."

Vance said Belcher had asked him for a ruling on a gambling device in a visible device for recording games won were legal. According to Martin, they are not.

The reason for requesting the ruling and clarification, Vance said, was that of giving free additional games for games won, some owners and vendors have been paying taxes, thus making the pinball machines gaming devices.

With the removal of the counting device, the owners will have to make a special notation of each game won in order to award a free game. Thus paying off will be more difficult.

However, Vance said free games may still be given for free.

Belcher said his men will warn owners about illegal machines during routine patrols and will give the owners three to four weeks to remove the counters before pressing charges. He said the machines are found in great numbers in bowling alleys, large chain stores and shopping malls.

"There's a felony involved," Belcher said, which carries a penalty of two to four years in jail.

JULY 20, 1968, BILLBOARD 10
LEONARD QUINN

Inflation a Boost for 25c Vending

COLUMBUS, Ohio—An inflationary economy, greater variety of 25-cent merchandise and more machines capable of delivering the giant two-inch capsule were some of the factors that Leonard Quinn of Columbus and other vendors are pointing toward the success of quarter bulk vending.

Quinn has been vending quarter machines for seven years. Owner of Confection Products Co. and a past president of the National Vendors Association, he said last week that only recently has the U. S. economy reached a level where quarter bulk vending "makes sense."

"When we first tried quarter vending, the economy just wasn't ready for it," Quinn said. "But we are in a period of inflation that quarter vending has become a reality."

The big break-through came with the perfection of the two-inch capsule and the availability of more items. Now we're seeing more machines and still more items.

"Our best item, vinyl Scare 'Em, presented a problem because they ate through the capsule under certain conditions, but now this is being corrected. Some charm makers are wrapping it inside, and a new opaque capsule is being imported that will not dissolve."

"There's still not as much profit in quarter items, but the greater gross impression store managers. Anytime we're involved with a new item or concept, there's less profit, but this will eventually level itself out."

"Packaging, proper display and modern-looking machines and modern-looking machines are increasing by 20 to 25 percent per year, Quinn said. "In quarter vending, you have to realize you're expanding into an area with you have to compete with different traffic. For example, we placed quarter Scare 'Em machines in a restaurant near a factory. These were all different types of vending machines, and great practical jokers. The machine does a fabulous business."

Seek Warning Labels On Cigaret Machines

WASHINGTON — Vended cigarette machines did not escape government attention in last week's demands by the Federal Trade Commission and the Health, Education & Welfare Department of their warnings on cigarette packages and advertising. HEW Secretary Wilbur J. Cohen wants both warnings and tar and nicotine content on cigarette vending machines, as well as on advertising and labeling.

The new warning, which could be required on 25-cent vending machines, too, would read: "Warning: Cigarettes Contain Dangerous Levels of Tar and Nicotine, May Cause Death from Cancer and Other Diseases."

The agencies have joined in asking Congress for tougher measures to discourage Americans from smoking on the heels of a new government health report claiming that smoking cigarettes shortens human life in other ways besides possibly causing cancer. HEW and three out of five of the FTC members have asked Congress to ban cigarette advertising entirely from radio and TV. All five FTC commissioners voted for tougher warnings and disclosure of tar and nicotine content in all advertising, as well as on labels.

Under legislation passed in 1965, after the first anti-smoking report from the Surgeon General, Congress has power on any further FTC rule-making to curb cigarette sales until July 1, 1969. Congress has not acted by that deadline, and does not appear ready to act before any agency rules can be made on cigarette advertising and labels.

Cigarette sales have mounted steadily since the first slight dip that followed the 1964 anti-smoking report. Last year's sales were more than $24 billion, $30 billion more than in 1964. FTC Commissioner Eiman pointed out. Cigarette advertising totaled $261 million in 1964, and rose to $311.9 million in 1967.

Vending News Digest

Illinois Week Proves Worthwhile

CHICAGO—The second annual Illinois Automatic Merchandising Week, held recently by the Illinois Council of the National Automatic Merchandising Association (NAMA), proved "more than satisfactory," according to chairman Dave Amberg. "Vending seemed to get enough favorable attention during Illinois Automatic Merchandising Week to make the project worth repeating in 1969. In many communities, the public read, saw or heard favorable things about vending. The important thing is that these impressions were produced by planned activities of local operators."

Florida Council Elects Hamilton

MIAMI—Howard Hamilton, Automatic Merchandising, Inc., Tampa, was elected president of the Florida Automatic Merchandising Council at its annual meeting here recently. He succeeds Van Myers, who served as president since the National Automatic Merchandising Association council was founded. Other new officers are William Lafayette, Servomation of North Florida, Inc., vice-president; Jay Selt, Florida Canteen Service, Inc., secretary; Thomas Cola, Bud, Inc., Jacksonville, secretary, and J. Pearson, Berle Vending Co., Miami, treasurer.

New Jersey Re- Elects Costello

ATLANTIC CITY—Members of the New Jersey Automatic Merchandising Council of the National Automatic Merchandising Association (NAMA), at their recent meeting here, re-elected President John Costello, Servomation of New Jersey, Inc. Other officers who will serve with Costello are Larry Arioto, Automatic New Jersey, Inc., Kearny, vice-president; Robert McDonald, Foremost Vending, Nutley, secretary, and Kenneth Andrews, Andrews Vending, Inc., Linden, treasurer.

(Continued on page 47)
Bitterman Holds a Party

Vending News Digest

Golden Assumes Second Post
CLEVELAND—Louis Golden, president of American Automatic Vending Co., here, was recently elected board chairman and will continue as president and chief executive officer of the company. Robert Reiman was elected to the newly created position of vice-chairman of the board and will continue to serve as vice-president.

Liggett & Myers Prepares Deal
NEW YORK—Liggett & Myers, Inc. has agreed in principle to acquire Austin, Nichols & Co. on the basis of one share of a new Liggett & Myers 5% per cent cumulative convertible preferred stock for each 2 shares of Austin-Nichols common. According to the major cigar company, each share of the preferred stock would be convertible into approximately 2.3 shares of Liggett & Myers common after a recent two-for-one stock split.

PepsiCo Completes Acquisition
FORT WAYNE, Ind.—PepsiCo, Inc., reports that its acquisition of North American Van Lines, Inc. had been delayed for more than two years, but has been completed. The acquisition was for a total of 636,018 PepsiCo shares or one PepsiCo share for each 1.4 shares outstanding of North American Van Lines. Meanwhile, a stockholder’s suit to block a $10 million debenture offering by Pepsi-Cola General Bottlers, Inc., Chicago, has been filed in a New York federal court. The suit, filed by John Finest, Pepsi General shareholder, was the latest move in continuing legal skirmishings, pitting Pepsi General against Allegeny Beverage Corp. and its 85 per cent-owned Allegeny Pepsi-Cola Bottling Co., both in Baltimore.

Monsanto Launches Soft Drinks
ST. LOUIS—Monsanto Co. has announced that it is entering the soft drink business and is modeling its approach after another St. Louis-based firm, the Seven-Up Co. However, instead of aiming its new product at Seven-Up’s “Wet and Wild” act, Monsanto will seek to sell its soft drink called Puma in food-short foreign countries.

Philip Morris Seeks Shares
NEW YORK—Philip Morris, Inc., has announced that it intends to seek half of the 73,656,000 shares outstanding of Gallagher, Ltd., of London for about $110 million. According to its annual report, Gallagher is the second largest maker of cigars and cigarettes in the United Kingdom, with profits last year equal to $18.8 million and sales of $840.6 million.

St. Louis County Awaits Tax
ST. LOUIS—A 5-cent-a-pack cigarette tax will be levied throughout St. Louis County starting Sept. 1, as a result of the recent passage of an amended bill by the county council. The original bill calling for a start of taxation Aug. 1 was amended after the State, which will collect and distribute the tax, informed the council that the hand-engraved dies for stamping the packages could not be manufactured in time for the earlier date.

Wometco Makes Stock Purchase
MIAMI—Wometco Enterprises, Inc., of Miami and Commonwealth Theaters of Puerto Rico have announced the purchase by Wometco, through a wholly owned subsidiary, of more than 80 per cent of the outstanding stock of Commonwealth. In making the announcement, Wometco said it subsidiary would make an unconditional offer to all shareholders of Commonwealth to purchase their Commonwealth stock at net price of $6 per share.
"SCHUSS!!!"

RALLY PLAY'S NEW ONE PLAYER

- High and continuous earning power
- Double flippers for fast play
- New cabinet styling with reinforced, retracting legs
- Cabinet of combined metal and wood construction
- Twin coin rejectors with separate cash compartments
Yesteryear's Hits

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

Here's how they ranked in Billboard's charts that week:

**Yesteryear's Hits**

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

**POP SINGLES—5 Years Ago**

*July 20, 1963*

1. Surf City—Jan & Dean (Liberty)
2. Easter Said Gonna Get—Excess (Bus Stop)
3. So Much In Love—Tom's (Paradox)
4. Its a Raging Down—Sput (RCA)
5. Memphis—Lennie Mark (Fratron)
6. Fingers (Pat)—Little Stevie Wonder (Tamla)
7. Love Is—The Impressions
8. Baby, I'm Scared (Pat)—Little Stevie Wonder (Tamla)
9. (You've) Dead in Magazine—Perry Como (RCA)
10. Pride and Joy—Mannix Gay (Tamla)

**POP SINGLES—10 Years Ago**

*July 21, 1958*

1. Hard Headed Woman/Don't Ask Me Why—Presley (RCA Victor)
2. The Toney Trounce (Birch)
3. Purple People Eater—Shelby Wycly (Mercury)
4. Splish Splash—Bobby Darin (RCA Victor)
5. Poor Little Fool—Dale Evans (Imperial)
6. Patrice—Patrice Prado (RCA Victor)
7. Returnee—Diana Eddy (Columbia)
8. White—Kalin Twins (Decca)
9. Endless Sleep—Judy Remonds (Columbia)
10. Serenity/Make Me a Miracle—Shirley Brown (Tamla)

**SOUNDTRACK **

**ANGELS FROM WALKER STREET, Tower 35128 (S)**

**POPULAR **

**NANCY AMES AT THE AMERICANA—**

Epic 4001 (S)

**THE CRYSTAL SIREN—**

RCA Victor 2260 (S)

**ROBERT STINEWICH ORCHESTRA, Plays Big Band Hits of Today—**

Capitol 2004 (S)

**DISC**

**U.S. 1956 president—**

Capitol 65 (S)

**MEMBERSHIP/SYMPHONIAE—**

Parkway 2202 (S)

**COUPÉ/RENAUD / SAVINI—**

Columbia 1610 (S)

**JAZZ **

**PIANIST STARTS/—**

Atacama Columbia 9655 (S)

**THE SCOTT REAM/—**

London 791 (S)

**A FEW MILES FROM HOME—**

Columbia 3243 (S)

**RELIGIOUS **

**DOING YOUR BEST SERVICE FOR JESUS—**

Lincoln 5452 (S)

**FOLK **

**PIONEER DISC/BRAND NEW & OTHER MUSIC FROM THE BONNIE & CLYDE ERA—**

Columbia 5456 (S)

**MORE YEARS FROM VIRGINIA—**

Atlantic 36216 (S)

**YESTERYEAR'S HITS **

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

**R&B & ROCKabilLY—5 Years Ago**

*July 20, 1963*

1. Easter Said Gonna Get—Excess (Bus Stop)
2. Hello Stranger—Barbara Lewis (Atlantic)
3. Surf City—Jan & Dean (Liberty)
4. Easter Said Gonna Get—Excess (Bus Stop)
5. Love Is—The Impressions
6. Fingers (Pat)—Little Stevie Wonder (Tamla)
7. Little Stevie Wonder (Tamla)
8. (You've) Dead in Magazine—Perry Como (RCA)
9. Pride and Joy—Mannix Gay (Tamla)
10. Love Is—The Impressions

**R&B & ROCKabilLY—10 Years Ago**

*July 21, 1958*

1. Hard Headed Woman/Don't Ask Me Why—Presley (RCA Victor)
2. The Toney Trounce (Birch)
3. Purple People Eater—Shelby Wycly (Mercury)
4. Splish Splash—Bobby Darin (RCA Victor)
5. Poor Little Fool—Dale Evans (Imperial)
6. Patrice—Patrice Prado (RCA Victor)
7. Returnee—Diana Eddy (Columbia)
8. White—Kalin Twins (Decca)
9. Endless Sleep—Judy Remonds (Columbia)
10. Serenity/Make Me a Miracle—Shirley Brown (Tamla)
Vibrations from the West Coast... being felt everywhere!

TUESDAY AFTERNOON
(Forever Afternoon) #5238

from the most talked about group L.P.
VINTON'S HIT HABIT IS INCURABLE

Bobby Vinton

"Halfway To Paradise"

5-10350

EPIC
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 influencers 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
International News Reports

Miss Caselli Wins Singing Tour Of Italy; Millions Watch on TV

RECOARO, Italy — Caterina Caselli (Codd Records) has won the seventh annual Cantagiro (Italian Pop Festival) competition, which last 17 days in 17 towns throughout Italy, was seen live by 500,000 persons. Several million view the 19 and June 27 competitions and the July 6 final.

Miss Caselli topped RCA-Italia's Gianni Morandi, second; Carrere's Fausto Leali, third; CBS-Italiana's I Gamba and RCA-Italia's Jimmy Fontana, fourth.

Each night the competing performers recorded one song. Local juries voted immediately after the performances. Among the above five leaders, only Morandi said he would continue to record. The other four others presented Italian versions of one American and three British works. Caselli's "Il Volto della vita" is "Days Of Spenser Davis"; Dalida's "Un Po'D'Amore" is "Nights in White Satin"; I Camaleonti's "To Per Lei" is the American "To Give," and Ferrania's "La Nostra Favola" is "I Can't Help Myself".

An Italian group the Showmen, signed to RCA-Italiana, were first in the "B" category for new talent. They were the "Uo'Ora Sola Ti Vorrei," and defeated Ariston's Mino Reitano, second; Carosello's Elio Gondoli, third; and Unione Radio Italiana's fourth.

Other participants were Annette, Shirley Bassey, Tony Del Monaco, Nicola Di Bari, Bruno Fillipini, Giorgio Guarrera, I Dik Dit, I Nomadi, I Rokes, Mauro Lusini, Gian Pietro, Massimo Ranieri, Bobby Solo, Claudio Villa, Mario Zeliotti, in the "A" category and Kim Arena, Clare Catalanino, Nancy Cuonzo, Rinaldo Ebbat, Mal, Silvano Matte, Franco Mecelli, Minor Molly, Osca, Mino Reitano, Ricchi E Poveri, Giusti Romeo Rosella Santii, the Annapurna Sound, the Helen Beats, the Scooter, Mario Tesutura, in the "B" category.

CZECHOSLOVAKIAN SINGER KAREL GOTTC, seated center, winner of this year's Intervision Song Contest, preceded his participation in the contest at the Samara II Festival, where he met music business representatives from several European countries. Standing, left to right, M. Moreno of Spain; E. G. Bransen of Yugoslavia; Publisher Franklin Boyd of London; Luborka Durnia, Billboards Czechoslovakian correspondent; L. Biski of Hungarian TV; G. Garz, director of Fedora International, Budapest; Nobby Varenhorst of Arica, West Germany; Fred Jackson of Fonestar's London office; and R. Javor, managing director of Artist, Prague. Seated, left to right, Claudia Polony, Editions Tutti, France; Gott and Otto Oehlerich of Polygram, Germany.

Light Music Fest To Leali and Magli

VENICE—The fourth International Festival of Light Music came to a close June 29 in historic San Marco Square for the 11 international artists, 17 Italian singers, 2 Italian and a European TV audience. R.F. Pacucci Leali and Saar's Junior Magli were awarded the Golden Gondola, for establishing the Silver Gondola, for new talent, respectively.

Leali, last year's winner, participated in this year's competition with "A Moment Remembered," submitted his candidacy for next year's Golden Gondolas. Other competitors were Joaquim Leal of Portugal, Arthur Coley of Atlantic-Ri and Rocky Roberts (Dominion); Resi, Italy; Mario Rizzo (Sicilia); and Giovanni Bocca of Italy. Leali and Magli gained the right to participate in the final parade of stars. Following the concert, the Silver Gondola was awarded to Magli. Both opponents performed "La Nostra Prima" (our tale), the Italian cover version of the British hit "Dellah."
Dublin — If current growth of the Irish record market is sustained, there is no reason why annual turnover should not exceed the 2.6 million mark ($2,400,000) in the next year or two.

Although precise figures are not available, Irish retail sales of records in 1965 were estimated by the industry to be in the region of £800,000.

The international pop explosion has had a marked impact on Ireland in the last two years and business has never been more brisk for the young Irish recording industry.

There has been a marked improvement in the quantity and quality of local talent and tourists, who form an important sector of business, now have a wide selection of Irish material to choose from.

Two Plants

Up to December 1965, there was only one pressing plant in Eire — EMI's at Waterford. Productions instituted a second plant at Dublin in 1966 and, after some initial setbacks, the company is now getting sufficient work throughout the year to justify its confidence in the expansion of the Irish record industry.

As elsewhere in the world, record charts are a positive aid to sales in Ireland, and when Radio Telefís Éireann went on the air in February, 1967, disk sales plunged dramatically. One Dublin retailer reported that his sales of showband records had slumped by a shattering 80 per cent.

"Demand just came to a halt without any warning," he said. "When the wholesaler reported that sales had dropped by half, I was completely floored."

The chart program was replaced with "Ten of the Best," a chart that the industry knew would be popular with the retail outlets, played new releases and asked for a panel of judges to assess the basic quality of techniques,"

material, performance, and lyrical and musical merit. Each week the program features five Irish and five foreign disks.

The dramatic drop in sales of showband records was not entirely compensated for by the winding-up of the "Irish Record of the Week" program. Showbands are certainly not the force they once were in Ireland, due to lack of critical thinking, but some of them have been restarted at the British and American releases and by Irish folk music.

The strong folk influence is symbolized by the "kites" or disks presented to Johnny McEvoy for "Music Bred in Durrow," and to Jimmy Kelly of the Capitol Showband for "Black Velvet Band," both of which topped the British folk charts. Showbands have also adapted themselves to the changing tastes of the country.

Folk releases seem to have much more staying power, according to John Wood Prosser, editor of the "Irish Times." "It is not unusual for a really popular folk song to stay on the charts for more than six months," he said. "The Irish artists are also making an impression overseas. Dickie Rock has scored in Germany; the Dublin Frankie McBride, Larry Cunningham and Dermot O'Brien in Britain, the Dragonets in Ireland, the Captains in the U.S., the Royal in Australia, and Pat McSorley in Japan."

Even so, Irish records do not generally find easy acceptance in foreign markets. "Certainly they don't want to know in America," one executive said. "It is difficult to erase the ancient image of Irish music's being limited to the old tin whistle and bodhran...."

In the case of American record companies it will issue Irish hits only in exceptional circumstances, as, for example, when "If I Can't Have You" by John McWade topped the Irish charts in Vienna last year. Otherwise it's a hard fight just to get a hearing."

The Irish EP market is a healthy one and a so-called 12-inch EP disk will sell 5,000 copies — a figure which has been related to Ireland's under three million population. And a big EP hit can sell up to 20,000 copies.

Thanks to the large proportion of budget releases by Irish artists, the L.P. market continues to expand.

Indie Spring Up

With Ireland's new prosperity it was inevitable that, following the pattern of other countries, independent record producers would spring up in abundance, though some small labels survived just long enough to issue a handful of releases.

The 3,000 singles titles marketed each year in Britain are, in theory, all available in Eire; in practice, however, many never reach the Irish shops, mainly because of the lack of promotion and would not stand a chance of registering in this country.

The Irish industry can, obviously, most effectively cater to its own record buyers, but a spokesman for one of Ireland's five major distributors warns that, if the record is to continue, there will have to be more professionalism in all sectors of the business. Showbands, he feels, could have enjoyed much more success with their records but for unenlightened management.

Another Black Spot

Another black spot in the Irish industry is the passion for exaggeration of sales. Managers casually quote astronomical figures for their artists and when asked how it got to the record company's乐于制定一些不合理的销售数字。皇家格里特公司经理说:"这真是个很好的例子,说明这个行业的一些问题。"
**From The Music Capitals of the World**

*Continued from page 54*

placed entry in the last Eurovision Song Contest ... Leslie Simmons, head of the Philips Home Promotions, is negotiating with CBS-Transworld to produce "Please Mr. Sun," a musical based on the life of Dr. Barnardo, in the West End of London and on Broadway. CBS-Transworld recently acquired the London Playhouse Club to launch the Opal Butterfly, a group which detailed with a number written by the Cowells, "Beautiful Black." Louis Armstrong, who celebrated his 85th birthday on July 4, played four sold-out concerts in London after his week at the Barrymore Variety Club. During his British visit Armstrong screened and two 45-minute color TV films for NBC 2 and MCA released his new single "I Will Wait For You" from the French musical "Les Paradis du Château." The Pentagon's latest move is to negotiate the score for the John Cassavetes-directed Eliason movie "The House," being shot in London and Rome. Frankie Boyd will publish the music for the film of the successful TV series "Till Death Do Us Part" starring Warren Mitchell and Dandy Nichols. A writer has yet to be assigned. Patty La Bella and the Bluebeards were in Britain for a three-day tour, July 4-12. MGM holds the rights to launch the first release on the new Music Factory label, "We Can Help You" by the Alan Ramo.

**LOS ANGELES**

Jack Jones plays the Copa for two weeks, beginning Oct. 15. Composer Dominic Frontiere scores "The Name of the Game," a NBC-TV series. The Platters will be at Oll's in Boston for two weeks and the Surf Club in New Jersey for two weeks. Teresa Brewer plays Disneyland for five nights, starting Aug. 19. Gordon Music Co. has moved its offices to 9601 Wilshire Boulevard, Beverly Hills. Ella Fitzgerald will be at the Palmer House in Chicago July 23-Aug. 4. Kay Starr and the First Edition play Disneyland (15)-Friday (39). The Good Time Singers will be at the Trojan Horse in Seattle for two weeks, beginning Monday, the 9th, and at the San Mateo Country Club for sundays, opening July 29. Glen Campbell has been signed to a million-dollar contract with Hal Wallis Productions. Initial film will be "True Grit," starring John Wayne. Jimmy Roselli sings the title song from the film "Duke." "Mr. Smalls" plays the International Theatre in Colorado Springs Monday-15. Wednesday-17, the Concord in Berkeley Friday (19) and Saturday (20), the Jason Club in Illinois Tuesday (21), and the Maritime Theatre in Chicago July 24-26. The Doors will be at the Hollywood International Auditorium Saturday.

**MANILA**

The Playboy Music Co. signed with the Garewak Music Co. in New York for rights to press and distribute Aravaz, Glisco and Score records, which will be released on Dyan, international label in the Philippines. The contracting parties were Garfield Ricketts, president of Garewak, and Luis Les, general manager of Manager. The first releases of the Glisco label, initial release will be "It Won't Work Out Baby," by the Teen Bees, and "We Love You," by the Teen Bees, "Teen Bees" by Ivi and Tha Turner and the Babes, and "It's So Easy," by the Wishful Thinkers. All on London. For July, the Filipinop Record Corp. will press and market by Jack Jones, and the theme from the music "Elvina Madigan," "Elvira," by Peter Nero, both on RCA Victor. For the same period, Marvco, Inc. will release the following singles: "All the Greyhounds," by the Lettermen on Capitol, "I've Got To Do It," by Tony on Roulette, "With Pen In Hand," by Jerry Vale on CBS. "Dating on the Stars," by Frankie Avalon on Reprise, "How Is He?" by Ronnie Scott on Monument, "I'm Without a Girl," by the Mighty Marrows.

(Continued on page 52)
From The Music Capitals of the World

*Continued from page 55*


**POLYDOR DISK BACK AS COPENHAGEN HIT**

COPENHAGEN — One of last autumn's chart successes, Preben Løgsgaard's "Bali-Hi," has been followed by another following the artist's death in a car accident at the beginning of May.

Danish actor and entertainer Preben Løgsgaard recorded the old Swedish melody last fall, after featuring it with success, and wanted to follow "Bali-Hi" by another, following the artist's death in a car accident last fall.

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Danish actor and entertain
### HITS OF THE WORLD

#### ARGENTINA
(Country: Argentina)

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(Country: United Kingdom)

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<td>Abba</td>
<td>&quot;Dancing Queen&quot;</td>
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<td>Abba</td>
<td>&quot;Waterloo&quot;</td>
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<td>3</td>
<td>ABBA</td>
<td>&quot;Mamma Mia&quot;</td>
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#### FRANCE
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<td>1</td>
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<td>Michel Sardou</td>
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<td>Alain Delon</td>
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#### GERMANY
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<td>1</td>
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<td>Heino</td>
<td>&quot;Ich Liebe Dich&quot;</td>
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<td>Dieter Thomas Heck</td>
<td>&quot;Du und ich&quot;</td>
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<td>Lucio Dalla</td>
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<td>2</td>
<td>Renzo Arbore</td>
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<td>3</td>
<td>Giorgio Chinaglia</td>
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#### JAPAN
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<td>Kenji Eno</td>
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<td>3</td>
<td>3</td>
<td>Hideaki Tokumoto</td>
<td>&quot;Ai no Uta&quot;</td>
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#### PHILIPPINES
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<td>OPM (Orchestral Popular Music)</td>
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### SUMMER HAIRED FOR LOCAL SALES

#### SOUTH AFRICA
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<tr>
<td>1</td>
<td>1</td>
<td>Johnny Clegg</td>
<td>&quot;As Good As I曾&quot;</td>
<td>Decca</td>
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<tr>
<td>2</td>
<td>2</td>
<td>Johnny Clegg</td>
<td>&quot;Soul Food&quot;</td>
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<td>3</td>
<td>Johnny Clegg</td>
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<td>3</td>
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<td>The Beatles</td>
<td>&quot;Let It Be&quot;</td>
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<td>3</td>
<td>3</td>
<td>The Rolling Stones</td>
<td>&quot;Paint It Black&quot;</td>
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<td>Lagu Kedua</td>
<td>&quot;Jangan&quot;</td>
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<td>3</td>
<td>3</td>
<td>Lagu Kedua</td>
<td>&quot;Senang&quot;</td>
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Detroit — Percussion Instruments are today the most profitable backbone of operations for many successful music merchants. The market potential seems indefinitely expandable with good merchandising, and it is assured of continuity so long as there are people, especially young people for the starter. Evidence of this fact is that at one of the largest traditional music stores in the country, Grinnell's, drums account for some 30 per cent of volume in the big instrument department.

The scope of the market is apparent to anyone who has ever listened to almost any musical group — drums and other percussion units dominate the critical aspect of rhythm from the trio to the symphony. Even the big brother of percussion, the piano, will dominate a vocal chorus in that aspect.

The relative size of the fundamental omnipresence of rhythm and its instruments to the market which the retailer is economically interested in is suggested as a basic in market research by his knowledge of the standard frequency of the band instrument department of Grinnell's big headquarters store.

“I believe every individual has some kind of experience with drums within him. At every musical performance, you find people tapping hands and feet. I believe this is a basic primitive urge on the part of all of us who express it outwardly in some way are the ones who have a basic instrument education, in which they may not yet be aware of. What makes a drummer is basically an impulse to be away.”

From this basic can be translated into service to this active, even if not yet conscious, market, and then happily into sales may be best studied in the operation of a leading store like this.

Grinnell's is centered in a multi-story store in Detroit and is the headquarters of a chain of 45 music stores, some under variant names, extending to New Jersey. Experience at the center represents the distillation of experience in local retailing over a large segment of the American market.

The whole center area of the third floor, which houses the music department, is devoted to several large drum displays. This instrument is in effect made virtually the king of instruments by its area dominance in display. This has twofold importance: It shows the importance of drums in the total instrument concept here and it shows what effective display and presentation can do to boost them to nearly a third of the department volume.

Selection of the right drums to serve the present needs of customers, offering adequate selection and quality, is of prime importance. “We carry the world's leading brands,” Ferdinand says. These are notably Ludwig, Gretsch, and Slingerland, which account for a predominant part of the sales in this caliber of instrument.

This group of quality drum accounts for about 30 per cent of the numbers of drum sets sold in the department — and should account for a much bigger per cent of dollar volume. The best seller is Ludwig, followed by Gretsch, then Slingerland, it has been found.

Grinnell's also stocks the Sonor, a quality German drum distributed by Holter. “They are going big in Europe, and there are requests for them in this country and among our customers it has become significant,” Ferdinand said.

This department is not dedicated just to the instrument of high quality and correspondingly high price, but is designed to serve the needs of the musical population. Most of the remaining 70 per cent is in lower-priced drums imported from Japan. These serve adequately the needs of the beginning drummer, and likewise meet the usual budgetary situation of parents who may not want to spend $500 for a drum for a 12-year-old youngster. The retail price of sets or three or four units runs $100 to $300, compared to $395 for a four-piece set of the other name manufacturers.

These low-priced sets are quite sufficient to meet the beginner's needs. Ferdinand explains — “Fortunately drums are unlike guitars or accordions — there are few moving parts. So a low-cost drum is adequate for its purpose. Of course they will not look as good for 12 or 13 years like a high-priced drum.”

Options at Grinnell's, such as size of sets, colors, different types of instruments, are offered almost "unlimited." There are about 60 types of drum types and accessories, ranging from hand drums for the first beginner to kettle drums for the symphony player.

The majority of drum customers are in the beginner class. An important benefit of this is of course that the beginner who gets really interested is likely to be a customer over a good many years. For this beginner the way is made easy by store policy.

Ferdinand himself is well qualified to deal with the problems and needs of this market. He has been with Grinnell's three years and has been a drummer himself for 23 years. He continues as percussionist of the Four Charades, a well-known combo which has played steadily, holding only four jobs over the past seven years in leading Detroit supper clubs. These are now in their fifteen month at the well-known McGuire's — returning last year after an earlier run of two years there.

"Most schools have a fine band program today, and it is very evident from the interest in drums today that the schools are making this instrument available to the youngsters," Ferdinand says.

To this major segment of the market, Grinnell's sells and promotes a large selection — and resultant volume — in beginner kits. These include typically a snare drum, stand, sticks, brushes, and carrying case. Such kits sell from $59 to $109, and include work of both.

(Continued on page 59)
AM-FM Bills Introduced in Both House and Senate

By MILRED HALL

WASHINGTON--Bills to cope with the rapid expansion of FM radio make all radios capable of tuning both AM and FM bands line through the Senate and the House. This would be in line with the type of legislation that required all TV sets manufactured since April 1964 to carry both VHF and UHF channels.

Sea Frank B. Long (D., Utah), a member of the Senate Commerce Committee since 1963, authored the Senate AM-FM bill to assure greater diversity in radio programming to the public and to prevent the AM's from losing ground, which undoubtedly go higher on the dual band sets, for a time, but he believes greater mass production would bring technological savings and offer other advantages.

He noted that average factory price for AM-FM sets is $22.95, while average for AM-only is between $16 and $18, with some low-priced AM's also on the market.

Senator Moss said this legislation would be in line with the FCC's recent ruling for 50 per cent of non-duplicate FM programs on non-adjacent stations. The FM operations in cities of 100,000 or more, the possibility of being assured of the access to the educational FM programming must be granted to Public Broadcasting that will swing educational stations into national educational programming sources with government funds.

On the House side, Rep. Alvin O'Konski (R., Wis.) introduced a similar bill in April, but said it was a re-introduction of a commission who opposes the idea. Consumer Electronics Show in New York that he feels such legislation is unnecessary, because FM is growing at a healthy rate, due to the profitability of multiplicity of background music because of the popularity of stereo.

WINTER PARK, Fla.--A series of narrow "Product Information" items, directly below display areas, are carrying tape records, has initiated marketing sales for Maple, Frutchey, owner of Frutchey's Audio Lab here.

At Frutchey's, Frutchey adds a new model tape recorder to his stock, he immediately assembles all possible information about the item, and where it finds it to be untouchable to be understood by the average person, he writes up a brief folder of his own. All folders slip into a slot directly below the carpeted shelves on which recorders (and components) are shown above the slot, similar to a letter file, is a customer merely needs to look below to find the manufacturer's name and a brief list of information contained.

"This makes it unnecessary for the prospect to ask a salesperson numerous questions," explained Frutchey. "Joy because we have it in the sales office. Frequently, the prospect who is merely looking around will stand in front of the display and scrutinize the machine, and, of course, our own condensations and articles cut from electronic or sound equipment magazines for considerable periods of time, making or checking a file immediately after he has tested the machine in the light of the information he has for Frutchey, an expert on sound equipment repair and specializing almost entirely in top-quality service, operates a qualified personnel, said one of his Winter Park dealership. The lab, capable of perfecting measuring of techniques, detectors, and on response, has lent considerable priority to the five-year-old shop and in demand, including some of the heaviest volumes of service because it carries out any sound equipment dealer in Central Florida.

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Percussion Reaps Profits

* Continued from page 58

American and Japanese manufacturers are now making and selling more and more tone blocks and brass hammered drums. Schools encourage the purchase of percussion instruments and would likely prove the foundation of a later, more developed interest in personal publication. At the present moment, the percussion section is never the smallest in the band. It is therefore of paramount importance to get young boys for the drum sets.

There are two types of percussion sections: the snare drum set, which is the basic foundation of all percussion sections; and the cymbal or dish set, which includes a drum and bass drum.

Of the resources available, the American and Japanese manufacturers are the most popular. However, especially featured is the rental program for drums and other drum instruments. This is advertised twice a week in a local newspaper, and the items are offered on a 35-day plan, with a minimum of 35 days. Toward the end of the month, the item is returned to the manufacturer, and the contract may be discontinued at the end of the month with no penalty.

For information, write the manufacturer's name and address on a postcard, and the item will be returned to the manufacturer for free.

The drum sets are available for rent at any time, and the contract may be discontinued at the end of the month with no penalty.

The store is open every day of the week, and the contract may be discontinued at the end of the month with no penalty.

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PHILCO-FORD'S 1969 console stereo line includes the Inswane, Model 1946MCL. The console features 100 watts of peak music power, eight air-suspension speakers in sealed enclosures, professional record changer and an integrated circuit in the FM tuner.

New Philco-Ford Consoles Put Accent on Tone Quality

PHILADELPHIA — Philco-Ford Corp. has geared the sound quality of top models in its 1969 console stereo line to sell against the best in stereo components.

"In the past, concert-hall quality in stereo was associated with very expensive components that were purchased only by music enthusiasts," said sales planning manager Frank Louchheim. "Philco — Ford started many years ago developing a console stereo that would provide full fidelity music and furniture to match any decor. Our new Stereovox air-suspension speaker system with sealed sound chambers achieves real quality that is unprecedented in console stereo.

The new speaker system is offered on models that start at a suggested list price of $499.95. The top model in the line, called El Camino (1964P), matches 300 watts of peak music power with two 18-inch woofers, 9½-inch oval mid-range speakers and two Philco Audio-Dome tweeters.

"In our big 13-inch woofers, the voice coils drive the speakers come up to 7/8 inch," Louchheim explained. "The Audio-Dome tweeters have unsurpassed polar distribution that permits you to hear all the highs virtually anywhere in the room."

A second 300-watt model featuring sealed speaker enclosures with air suspension is the Interlude (model 1967TC). This set has 12 speakers: two 12-inch, two 9 by 6-inch and eight 2¾x16-inch.

The air-suspension speaker system is also available to those who prefer floor models. The system is also available in two models with 100 watts of peak power: the Inswane (1946MCL) and the Woodcrest (1942WA). These two 12-inch woofers, two 4¾-inch mid-rangers and four 2½x6-inch tweeters.

Persuasion Reaps Profits

Fair, which is a big annual store activity. A series of personal appearances is scheduled at each store, with about four shows a day. The week's shows drew an attendance of several thousand.

"The field is wide open for potential customers," Ferdinand summed up the market. "Encourage any youngster who starts to tap his fingers. That's the beginning. There will always be a need for good drummers. And it's the individual who gets what he is paying for now, and who is paying for next year. The quality of drums is better than it has ever been. All manufacturers are continually struggling for better durability, better sound, and more compact, more convenient drums for the home music maker."

JULY 20, 1968, BILLBOARD
DGG Preparing Major Drive to Woo Classical Buyer to Cassette

By HANK FOX

NEW YORK — Deutshc Grammophon has made a major effort to swing the classical music lover to the cassette system. DGG, one of the world's leading classical music sellers in the U. S., is distributed, both on records and cassettes. 

Keys to the stepped-up activity will be simultaneous releases with the disk counterpart, a specially designed display rack for the DGG machines in supermarkets, and a direct-mail sales campaign. 

Cassettes will also have a limited amount of dealer promotion money as well as tie-ins with cassette products purchased with national record advertising.

"We are constantly building our catalog," said Jim Frey, general manager of MGM's classical division, "and we will be on a simultaneous release schedule." In order to capitalize on its recent successes with the themes from Elvira Madigan (Mozart's "Concerto No. 21") and "A Space Odyssey" (Stravins' "Blue Danube") and Berg's opera, "Lulu," DGG is rushing release of three cassettes concurrently. September release will be "Mozart: Concertos Nos. 17 & 21," currently No. 1 on this week's best selling classical chart; "Strasse: Blue Danube," with the Berlin Philharmonic conducted by van Karajan; and "Berg: Lulu" featuring Evelyn Lear, this week No. 3 on the best selling list. MGM imports DGG product from Germany. In conjunction with its simultaneous release schedule, DGG will also promote its cassette product in national consumer magazine advertising.

Spearheads Drive

Spearheading its merchandising drive will be a specially built retail cassette display, which accommodates cassette product of all tape manufacturers. The rack, which can display cassettes by their face or spine, protects the tapes with locked sliding glass doors. It can be used as either a floor or counter piece. "We designed this unit," said Jim Frey. (Continued on page 62)

Monarch Major Expansion Plan

By BRUCE WEBER

LOS ANGELES — Monarch Electronics International, manufacturer and importer of home entertainment equipment, is on a major acquisition program to involve itself fully in the tape cartridge market. 

Monarch, which purchased Concertone in April and Cal-Best Electronics in June, is investigating several tape player manufacturers in the home and auto field to bring under its banner. 

Market research on cassette players, both home and auto units, is being completed, according to a spokesman, who said Monarch's entry in that market contemplated for late this year.

Leonard W. Ashbach, Monarch chairman, said Concertone and Cal-Best will operate as separate entities in the corporate structure, although several phases of the operation will be integrated. Concertone, manufacturer and distributor of tape recorders, imports its recorders and decks from Japan. 

Concertone, purchased by Monarch for an undisclosed number of Monarch common shares, has introduced several new home units, including a home stereo cassette system and a cassette tape recorder. 

Monarch plans to market several cassettes in the Concertone line, and plans to release cassette product on the Monarch label. 

Ashbach reported the 40,000-squaroot-foot Cal-Best manufacturing plant will be used to produce private-label and house- 

There advances, coupled with the introduction of lower-cost EP cartridges, may make cassette vending feasible today. In the future, credit card vending will make possible automatic merchandising of virtually all the items found in the corner sundry store, including tape cartridges. 

As with records, the coin machine operator is uniquely qualified to engage in the automated retailing of tape cartridges. Not only do the machine operator and location-relationships of the business, but he is an experienced buyer and observer of musical trends.

As cigarette vending enters into a period of greater growth, tape cartridge vending may emerge as a welcome area of diversification for many operators. There couldn't be a more natural move, because the machines are ready and waiting.

THE PACER, by Sarex Corp., loads up to 2,880 CARtridgues or cassettes of 300-foot length in one shift. One operator, with no previous experience, is needed to work the rotating table, which loads at 320 i.p.s. in 15 seconds.

Sarex Pacer Loads Tape in 10 Seconds

NEW YORK — One loaded CARtridge or cassette every 10 seconds. This is the claim of the Sarex Corp. for its Sarex automatic loader, the Sarex Pacer. The unit actually is a set of three Sarex loaders mounted on an indexing turntable which is automatically activated at intervals as short as five seconds. One person operates the machine. Maximum loading per shift is 2,880 pieces, using 100 feet of tape per cartridge. No skill is needed, according to Bob Baker, president of Sarex.

The loader model, 347,1 delivers at a maximum speed of 300 inches per second (ips), with a centrifugal mechanism. That means the tape is "unwound to the last foot. The 50-foot tape is turned into a cone, but there is no winding on the spool and no stretching of the tape. The unit’s width is set at all times."

With an accuracy of six inches on 300 feet of tape, the loader automatically cuts the tape via a hot wire mechanism. Sarex’s loaders utilize modular construction, allowing for complete interchangeability between tape configurations.

SOUTH’S LARGEST TAPE ONE-STOP 4 AND 8 TRACK STEREO CARTRIDGE TAPES

One day service. Complete inventory all lines. All orders shipped same day.

Wite, Phone, Wire or Call Collect.

ACCOMMODATE all brands of cassettes, this DGG display rack is used in department stores and other outlets. Jim Frey, general manager of MGM Records’ classical division, left, and Mel Price, MGM manager of tape operations, flank the pillar-proof case. MGM distributes DGG records and cassettes.

impulse purchasing through readily accessibility while preventing thefts. Such are precisely the functions that vending machines perform to perfection, even in highest-traffic, lowest-surveillance locations.

The only apparently underin- 

LONG’ Cigarette May Light Way to Cassette Vending

* Continued from page 43

the early tape cartridge mer-

the novelty of the concept and the niceties of the tape packages. However, now that this aspect has become known widely, this aspect of tape cartridge merchandising has become less im-

Little, if any, alteration of the vending machine would be re-

The vending of 4 and 8-track carriages has been also pro-

Monarch is also going to ex-

The biggest single obstacle to tape cartridge vending has been the high cost of the merchandising. Multidollar purchases would have required credit systems registering dozens of purchase transactions plus equal combinations of nickels and dimes. The necessity for patrons to have to carry change in the automatic vending machines would be unacceptable. The design and construction of the Monarch, which is a password system, are a recent development. The machine can handle the vending of 300-feet lengths of tape with 100 different songs and 8 different sound effects. The machine is designed to be used in places such as supermarkets, libraries, and other public places. The Monarch is a coin-operated machine, and it accepts both coins and bank notes. The machine is controlled by a central computer, which keeps track of the number of songs played and the amount of money spent. The machine is also equipped with a display that shows the remaining amount of songs and the time left on the tape. The Monarch is a compact and reliable machine, which can be used in various places and is easy to operate. It is a great invention, and it has changed the way people listen to music.
'Harlekin' Captures W. German Contest

BERLIN - "Harlekin" - by Hans Blum, sung by Metronome's Siw Malmbvik, won the West German Song Contest held in the Philharmonic Hall here July 4. Second was "Was Ist Da Doch in Dusseldorf Geblieben," by Brune and Buschor, sung by Philips artist Dorthe, and third was "Computer Number 3," also by Brune and Buschor, sung by TeleDe's French artist France Gall.

Fourth went to another Metronome chief Borge Ekberg made plans for Swedish versions of the Siw Malmbvik and Anna-Lena songs.

Both singers are produced by Geunther Hesse of Melos Production, Berlin. The 12 songs in the final were chosen from an original entry of 500.

The contest was marred by several production breakdowns, and record and publishing company representatives were angry over a contest ruling prohibiting publicity for the competing songs. After protests, the organizers, the Society for the Futhur-ace of German Dance and Light Music, said they would allow publicity for the songs in next year's contest set for July 3. Other artists taking part in the contest were Graham Bon-ney, Rex Gildo, Renate Kern, Inga, Gus Backen, Howard Carpendale, Marc Bertrand and Jacqueline Boyer.

Ortronics in Unit Addition

TOLEDO, Ohio - Ortronics has expanded its line of 8-track tape CARtridge player to five automobile and home units. In addition, the company is bolstering its operation to include regional sales managers in New York and Los Angeles.

Three of the five players are car or boat models, with suggested retail prices of $59.95, $99.95 and $109.95. The $99.95 deck will include speakers. Ortronics' home unit, a complete audio entertainment center, has not been priced, but will be about $169, according to a company spokesman. Another home unit, with a pre-amplifier, will list for about $79.

GRT to Issue Kapp Product

LOS ANGELES - General Recorded Tape (GRT) will release 4 and 8-track product for Kapp Records, including five packages each by Jack Jones and Roger Williams.

The initial release also includes product by Raymond LeFevere, the Hesitations and the "Man of La Mancha" sound-track.

GRT also will release repack-aged product in 4 and 8 track and cassette by Lawrence Welk and the Lennon Sisters from the Runwood Records label.

DGG Readies Drive

Continued from page 61

said Mel Price, MGM manager of tape operations, "so that dealers can also use it for tape boxes of other companies which differ from ours." Although the display rack is available to dealers for about $35, Mel Price has established a dealer buy-in program in which they can earn varying discounts keyed to the volume of their tape purchases. DGG is also preparing consumer catalogs and point-of-purchaseizers. "We find that the classical music buyer," Price said, "is easier to convert to cassettes than the pop disk buyer because he already has the comprehen-ironment needed for a plug-in deck. The pop record buyer, a younger market, needs a self-contained unit which costs more than the plug-in type."

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TelePro Picks Pacific Audio

CHERRY HILL, New Jersey - TelePro Industries has appointed Pacific Audio in Los Angeles as its sole distributor for Southern California, Nevada and Arizona. Pacific Audio will handle TelePro's complete line of tape CARtridges, cassettes and accessories marketed under the Fideliti-pac, TelePac and TelePro trade-names.

In announcing the appointment, Aaron R. Wall, president of TelePro, noted that Chuck Harper, Pacific Audio's president, has been a customer of TelePro for some eight years.

TEAC Widens Sales Rep Net

NEW YORK - TEAC Corp. of America has broadened its domestic sales representative network to include all of the contiguous U.S. TEAC's total coverage is complete with the appointment of two new representatives.

Henry H. Sully will cover the Southeast, including North Car-oolina, South Carolina, Ten-nessy, Alabama, Mississippi, Georgia and Florida. The Southeast has not previously been covered by TEAC.

For Houston, Tex., Oklahoma, Louisiana and Arkansas, TEAC will be represented by the Bill Wylds Co.
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 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 dB out of it. He likes low noise tape, but uses lots of different varieties in his hobby. Helpful hint: a lot of people want to consider themselves Home Pro's, even if they have to buy more expensive low-noise tapes to prove it.

The Family Album Maker  
These folks do a lot of singing and specifying 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.

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.

Display stands 77 inches high. Replaceable tape display sign rotates when customers turn the module beneath it to look at different tape styles.

Each module is 16" high, 23" square and holds over a gross of assorted 7-, 8- and 9" tapes. Modules rotate quickly on roller-bearing mechanisms. They work best mounted two high on storage base, but one module can make a very attractive countertop rotating tape dispenser if your floor space is limited.

The base contains extra tape supplies and refills for literature boxes on each display panel. Get all the pricing details from your Ampex distributor. FAST!

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: (312) 439-8700

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2201 Lunt Ave., Elk Grove Village, IL 60007

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...I Can Remember Everything

Pressed among the pages of my photograph album, I discovered myself. "Hello there me! Can you remember that day when you were shuttered, printed and tucked away for a paper eternity? ...And the places and friends and loves, the colors, rains, wars and tears you've known since then; can you see them still?"

And I looked out at Me and said; ..."Each moment seems to be a picture... Yes, I can remember everything."

Produced by MARTIN COOPER

This fresh new talent makes a double debut... on this LP...and on TV:

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CBS NETWORK - JULY 21

In Person
THE BISTRO, COLUMBUS, OHIO
July 24 - August 3
SPOTLIGHT SINGLES

**TOP 20 POP SPOTLIGHT**

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

MARVIN GAYE & TAMMI TERRELL—
*YOU'RE ALL I NEED TO GET BY*

(Front. Prod. Gil Scott-Heron): (Writer: Marvin Gaye, Tammi Terrell): (Produced by James Mtume). This song was written by James Mtume, who also produced the original version performed by Mtume.

**FOUR JACKS & A JILL—MISTER NICO**

(Writer: Nikko, ASCAP): (The South Africa group hit it big with this single and now they're building on their international success. Their music is a blend of traditional South African music and modern pop elements.)

**THE COASTERS—D. W. WASHBURN**

(Writer: Larry Butler): (Produced by Larry Butler). The song features a strong rhythmic beat and catchy lyrics that have been popular with radio audiences.

**LONETTE—STOP! (Don't Worry About It)**

(Writer: Ed Kassa). The song features a catchy guitar riff and memorable hook that have been successful with listeners.

**TIMEX—BIG BEGGING**

(Writer: Gerald Wilson). The song has a strong bass line and a driving beat that have been popular with fans.

**THE OASIS—THE SONG—ME**

(Writer: Brian Wilson). This song features a simple yet effective melody that has been well-received by listeners.

**THE SECOND TIME—Loves Me to the Moon**

(Writer: John Lennon & Paul McCartney). This song features a soft and emotional melody that has been popular with fans.

**THE LITTLE BELL**

(Writer: Harry Nilsson). This song features a catchy guitar riff and memorable lyrics that have been popular with listeners.

**THE SONG OF THE SONGS**

(Writer:prot. Bono). This song features a powerful vocal performance and memorable lyrics that have been popular with fans.

**THE BARRETTES—THE WAY IT IS**

(Writer: Jeff Beck & Jimmy Page). This song features a strong rhythm section and memorable guitar riffs that have been popular with listeners.

**THE GOSPEL—CELEBRATION**

(Writer: prot. Billy Joel). This song features a strong piano line and memorable vocals that have been popular with fans.

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**THE GOSPEL—CELEBRATION**

(Writer: prot. Billy Joel). This song features a strong piano line and memorable vocals that have been popular with fans.
Mr. Herb Alpert
A & M Records
1416 North La Brea
Hollywood, California

Dear Herb:

We wanted to take this opportunity to thank you for a great tour. The 19 swinging dates we played together were a ball. But even more important to us was the concert at Brigham Young University you wouldn't play without us.

May 6 . . . Univ. of San Diego . . . Sold Out
May 10 . . . Univ. of Nebraska . . . Sold Out
May 11 . . . Univ. of Minnesota . . . Sold Out
May 12 . . . Butler University . . . Sold Out
May 13 . . . Bradley University . . . Sold Out
May 14 . . . Wichita State Univ. . . . Sold Out
May 15 . . . Univ. of Wyoming . . . Sold Out
May 16 . . . Colorado State . . . . Sold Out
May 17 . . . Montana State . . . . Sold Out
May 18 . . . Brigham Young Univ. . CANCELLED
June 12 . . . Cincinnati Gardens . . . Sold Out
June 14 . . . Cobo Hall . . . . . . . Sold Out
June 16 . . . Pittsburgh Arena . . . Sold Out
June 17 . . . Cobo Hall . . . . . . . Sold Out
June 18 . . . Dane Co. Memorial Col. . Sold Out
June 20 . . . Robert Municipal Aud. . Sold Out
June 21 . . . Hemisfair . . . . . . . Sold Out

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Hanson & Schwam

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AND GREATEST...
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- Otis Redding/
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- Otis Redding/Pain In My Heart
- The Great Otis Redding
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## LPs Continued from Page 68

<table>
<thead>
<tr>
<th>LPs Available</th>
<th>LPs Available</th>
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<tbody>
<tr>
<td><strong>A-Z (LISTED BY ARTIST)</strong></td>
<td><strong>A-Z (LISTED BY ARTIST)</strong></td>
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<tr>
<td><strong>ARTIST</strong></td>
<td><strong>ARTIST</strong></td>
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<tr>
<td><strong>Week on Chart</strong></td>
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<tr>
<td><strong>Genre</strong></td>
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<tr>
<td><strong>Label</strong></td>
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<tr>
<td><strong>R&amp;B</strong></td>
<td><strong>Indie</strong></td>
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<tr>
<td><strong>Country</strong></td>
<td><strong>Doo-Wop</strong></td>
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<tr>
<td><strong>Rock</strong></td>
<td><strong>Pop</strong></td>
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<tr>
<td><strong>Easy Listening</strong></td>
<td><strong>Blues</strong></td>
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<tr>
<td><strong>Jazz</strong></td>
<td><strong>Folk</strong></td>
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<tr>
<td><strong>Classical</strong></td>
<td><strong>World</strong></td>
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<tr>
<td><strong>TV</strong></td>
<td><strong>Radio</strong></td>
</tr>
<tr>
<td><strong>Film</strong></td>
<td><strong>Other</strong></td>
</tr>
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</table>

### Example Entry

**ARTIST:** Johnny Mathis  
**Genre:** R&B  
**Label:** Columbia  
**Week on Chart:** 12  
**Rank:** 141  
**Title:** Stop the World I Want to Get off

### Table Example

<table>
<thead>
<tr>
<th>Artist</th>
<th>Genre</th>
<th>Label</th>
<th>Week on Chart</th>
<th>Rank</th>
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<tr>
<td>Johnny Mathis</td>
<td>R&amp;B</td>
<td>Columbia</td>
<td>12</td>
<td>141</td>
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<tr>
<td>Bob Dylan</td>
<td>Folk</td>
<td>Columbia</td>
<td>27</td>
<td>66</td>
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<tr>
<td>The Beatles</td>
<td>Rock</td>
<td>Capitol</td>
<td>39</td>
<td>85</td>
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<tr>
<td>Frank Sinatra</td>
<td>Vocal</td>
<td>Capitol</td>
<td>52</td>
<td>20</td>
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<td>The Rolling Stones</td>
<td>Rock</td>
<td>Atlantic</td>
<td>65</td>
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<td>Harry Belafonte</td>
<td>World</td>
<td>Columbia</td>
<td>94</td>
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<td>Rodgers &amp; Hammerstein</td>
<td>Broadway</td>
<td>RCA</td>
<td>116</td>
<td>1</td>
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<tr>
<td>Carole King</td>
<td>Pop</td>
<td>Atco</td>
<td>131</td>
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<tr>
<td>Jimi Hendrix</td>
<td>Rock</td>
<td>Reprise</td>
<td>134</td>
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<td>Johnny Cash</td>
<td>Country</td>
<td>Columbia</td>
<td>155</td>
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<tr>
<td>Barbra Streisand</td>
<td>Vocal</td>
<td>Columbia</td>
<td>168</td>
<td>1</td>
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</table>

### Additional Notes

- The table above is an example of how the data is structured.
- The entries are sorted alphabetically by the artist's name.
- Each entry includes the artist's name, genre, label, week on chart, and rank.
- The table is designed to be easily readable and to provide a comprehensive overview of the LPs available.

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**Continued on Page 71**
CONTINUED FROM PAGE 70

STAR PERFORMER—LPs as chart 15 weeks or less registering greatest proportionate sales gain this week.

NA. Not Available

ARTIST—Title—Label & Number

5 140 162 MANTOVANI & HIS ORK—Tango
London (No Mvrs.) FS 532 (S)

18 164 163 PERCY FAITH, HIS ORK & CHORDS—For Those in Love
Columbia CL 19106 (S): CS 9410 (S)

5 167 164 BOBBY VINTON—Take Good Care of My Baby
Epic (No Mvrs.) EK 36060 (S)

3 172 165 SOUNDBOXX—Wild in the Streets
Tower (No Mvrs.) 10006 (S)

1 — 166 VARIOUS ARTISTS—Super Hits, Vol. 2
Atlantic (No Mvrs.) 10189 (S)

6 161 167 BOB DYLAN—Greatest Hits
Columbia DCL 2065 (S); KCS 9465 (S)

78 173 168 ARETHA FRANKLIN—I Never Loved a Man the Way I Love You
Motown 829 (S); 82919 (S)

19 156 169 FEVER TREE
Dot 2904 (M); 70014 (S)

4 166 170 JOHN DENVER—Goin' Places
Columbia (No Mvrs.) CS 9546 (S)

21 171 171 PAUL REVERE & THE RAIDERS—Goin' to Memphis
Columbia CL 19002 (S); CS 9593 (S)

13 177 172 MIDNIGHT STRING QUARTET—Love Rhapsodies
Boss 1617 (S)

1 — 173 NEW COLONY SIX—Revolutions
Mercury (No Mvrs.) SR 6165 (S)

1 — 174 INCREDIBLE STRING BAND—Humphrey's Beautiful Daughter
Atlantic (No Mvrs.) SD 7407 (S)

46 176 175 EDYTH ARNOLD—The Best of
Capitol LPM 2380 (S); LP 2380 (S)

30 189 176 PETER, PAUL & MARY—Album 1700
Mercury Seven Arts (No Mvrs.) MS 1702 (S)

2 199 177 SOUNDTRACK—1960 Space Odyssey
United Artists 2002 (S); IDs-5147 (M); USA 5147 (S)

68 178 178 SOUNDTRACK—Man & a Woman
"Un Homme Et Une Femme"
United Artists 2002 (S); ID-5147 (M); USA 5147 (S)

CONFUSIONE?

Billboard's RSI Italiano offers a direct line to the market that is a springboard for major international hits.


And unconfused,

RSI Italiano sends air mail, monthly, samples of 10 Italian singles that have top potential for world markets. Every record company in Italy cooperates with RSI.

With the singles, a Newsletter. Written in English lists details of existing copyrights, foreign licensing availability, personal contact information. Also included: a background report on each record's initial radio, TV exposure, and record sales in Italy.

In charge of RSI Italiano is Germano Ruscitto, Billboard's Man in Milan and one of most respected and knowledgeable music journalists in Italy.

Name: ____________________________
Company: _________________________
Address: __________________________

RSI Italiano Subscription Offices:

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Director, RSI Italiano
Galleria de Corso, 2.
Phone: 70.15.15

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Don Owens
Executive Director, RSI
165 W. 46th Street
Phone: (212) 793-2800

LONDON, W. 1, ENGLAND
Andre de Veleky
European Director, Billboard
7 Welbeck Street
Phone: 486-5991
ANDY WILLIAMS INTRODUCES
THE NEW ANDY WILLIAMS LABEL,
BARNABY RECORDS.

Barnaby Productions' first release is
THE OSMOND BROTHERS' single,
"MARY ELIZABETH"/"SPEAK LIKE A CHILD" (2572002).
The Osmond Brothers—a young modern adult group—
extols on the scene, revealing the total
talent and genius they have to offer.

They're today. They dig it and sing it.
On this fresh new contemporary single, "Mary Elizabeth."

Produced by Gary Klein. A Product of Koppelman-Rubin Assoc., Inc. Distributed by CBS Records/CBS, Inc., 51 West 52 Street, New York City 10019
MONTY MONTY—Tommy James & The Shondells, Roulette SR 61172 (S)

That freakin' killer has a powerhouse voice. His band has a reputation based on their hit song "April Love." He's passionate, intense, and totally committed to his music. His voice is so powerful it can fill a room, and his band is tight and tight. A great album overall, with several standout tracks.

CLASSIC POP

CLASSICAL

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Barclay Invading U. S.—Sets Office & Inks Acts

**Continued from page 1**

Barclay has already begun signing American artists. "We feel that it is now possible to develop English-language hit records in France," Fernandez said, "whereas years ago this was impossible."

One of the activities of the new office will be the importing of product from all Barclay operations abroad for placement on the U. S. labels. This will be done primarily through artist-by-artist arrangements. Fernandez said that discussions were already underway with several labels in France, even competitors to Barclay, to represent their product in the U. S. The U. S. Barclay will also handle some British product for release in this country.

**Planned for Year**

Barclay said that he had been planning the U. S. operation for about a year. He felt records were more and more an international business and that it was necessary to have an office here to make sure the U. S. office will also work very closely with U. S. tours. In this regard, Fernandez said, the U. S. office will be a "flow motion staff." The office will be expected to do about $14 million in the record business in the U. S. in 1964, $14 million around the world.

**White Interests**

Although the founding members of NAP, 31 in all, are all Negro promoters, Fernandez said that white promoters have expressed interest in joining. "Our organization is based on fair play and anyone applying will be considered for membership," he said. Fernandez has agreed to let Barclay do about $14 million in the record business in the U. S. in 1964, $14 million around the world.

**C.O.D. Grows In Pub., Prod.**

NEW YORK—C.O.D. Productions is beefing up its activities in the promotion and publishing wings. In addition, the company is moving its record-issuing subsidiary, Atlantic Records, off the ground with the signing of several new artists. The record label is now distributed by Premier albums.

One completed production on a new single by the Victorians, "Silver and Gold." The group will be out in support of the market with "Move a Little Bit Closer." Also, the company will produce its own label a single by the Invitations, "Swingin' on a Love Vine." Another signing, Arnold J. has signed Fonda to a recording contract. She will record an Arnold Jay Music copyright, "Father O'Connor."

In conjunction with its move into production, Jay and the Americans, label entrepreneurs, have completed and agreement with C.O.D. for several songs from Arnold Jay.

**Sire to Record Memphis Fest**

**Continued from page 1**

In order to show the contrast between traditional blues and modern r&b, a bevy of new blues artists will perform. These include Slim Selvidge, the Southern Fife and Drum Corps and the Electric Blue Watermelon. The Sire recordings will be produced by Michael Vernon, the head of的想法 plans call for release of a two-record set, with Aug. 13 as tentative release date.

The Memphis Festival will commemorate "World's Fair in Memphis and the Sound," and the importance of Memphis to the blues tradition. For the first time in its existence, the sessions, influenced by such key artist as B.B. King, Bo Diddley, Johnny Cash, and many other artists who started in the 1950's on the Coasters side, as well as the Rolling Stones, the Beatles, James Brown, Joe Tex, and the late soul-singers and Sonny Cote. Memphis Mayor Henry Loeb will inaugurate the festival, which will receive full press, radio and TV coverage. The Saturday (20) event will be the third annual event. Attendance is expected to top the first two festivals.

**Negro Promoters Form Bias-Breaking 'Brigade'**

**Continued from page 1**

promoter tends to draw a black audience. These managers are apparently trying to reach the white audiences who made their acts what they are. They see this as a way to get a white audience and escape the 'black audience' stigma working against white promoter."

**TEDDY POWELL**

between people who are willing to co-operate. I think we will achieve something.

**Soul Fest**

Powell, will be opened in the promotion field since 1943. At present he promotes an average of 60 shows a year, including the Randall's Island Jazz Festival which he organized three years ago. He is presently involved in "Soul Festival '68 to be held Saturday (27) at Randall's Island. The show will feature Joe Tex, Moms Malone, Percy Sledge, Jerry Butler, Sam Marlin, Peaches and Herb, Lloyd Taylor and the Villagepeople, plus numerous others. Sad Sam will be the encoce.

"I am working with WRL on this show. We hope to have a really festival of this type," Powell said. "This is the kind of show the N.P.P. will attempt to function. Negro promoters would like to in- volve all the various minority groups of the possible audience. At the moment, we are not hindered in securing acts we need to promote in these shows."

He added, "Hopefully, our plan of action, which will in- clude variety shows performed by ourselves, will be such that we can warrant the use of many fine showcase performers. We are not running a scene. People don't really care who promotes a show. What's black is black and we want to see the acts perform. All we want is to present acts to the audience, black or white."

**Liberace-Selected Classical Pkg. Set; Gilbert To Produce**

classical music selected by Liber- ance and billed as "Liberace's 50 Favorites!"

The classical set, endorsed by Liberace, a Dot Records artist, will be packaged with eight re- productions of famous masterpieces, suitable for framing. The three-I.P. set will retail at $6, plus $50.40 shipping, and will be distributed in the U. S., Canada and Puerto Rico by Martin Gilbert Associates, Inc.

The music ranges from ballet to symphonic and includes per- formances by symphony orchest- ras, conductors, composers, singers and pianists. The vol- umes, complete with color illus- trations, will be carried in bal- let, ballet and orchestral, sym- phonic gain, orchestral high- light, orchestral opera and gain of the keyboard.

Repackage includes the Lon- don Philharmonic, Maria Callas, the London Philharmonic and the Boston Symphony. Liberace will do a series of live shows, the programs plug Liberace, which Gilbert will re- lease on 300 TV outlets in the U. S., Canada and Puerto Rico. The artist also will cut commer- cials for 300 radio stations, in- cluding two in each country.

The radio-TV promotion drive begins August 1, with the albums being geared for a late August release.

**Atf. Talent Dept.**

**Continued from page 3**

Schoenbaum, said Atlantic President Nat Hentoff, "is one in the same over-the-ground in the field."

Despite his tenure at Verve and Verve/Foreost, Schoen- baum believes that adding the labels was responsible for bringing to national attention such talents as the Blues Project, Richie Havens, Janis Ian, Tim Hardin, and the Faupers, among others.

**Ruffin Goes Solo**

**Continued from page 3**

studies in Detroit for recording sessions. The Temptations will also tape an NBC-TV special starting this month, the Supremes which will be aired Dec. 9.

Ruffin will continue to record for Motown and be managed by International Management Co., the same agency that handles the Detroit-based recording compa- ny.

The five Temptations are cur- rently on the charts with "I Can't Stand the Rain," "Another One" on the Gordy label.

**JULY 20, 1968 BILLBOARD**
rushed out by popular demand

lulu

"morning dew"

Produced by Mickie Most.
The Stereo 8 Story (July)

RCA Stereo 8 Cartridge Tapes