Slow Supply, Defectives Key NARM Meet Issues
By HANK FOX
NEW YORK—Tape duplicator marketers are expected to receive verbal thrashings from the wholesale segment of the record industry as the problem Capitol Rated Top Supplier to Radio
By CLAUDE HALL
NEW YORK—Capitol Records provides radio stations the best record service and information on their product in the nation, according to the latest survey by Billboard's Record Market Research division. Capitol racked up 70 votes for "excellent" service, and, in the total voting had 466 points. RCA Records was second with 486 total points, based upon excellent, good, and fair service (no points were awarded for poor service). Columbia Records was third with 432 points. Several labels were close, however, in percentages. (See chart in Radio-TV Programming section.)
(Continued on page 14)

POCKETDISC IN DEALER DEBUT

POCKETDISC IN DEALER DEBUT

SEATTLE—Dealer reaction to the Pocketdisc, presented at a trade showing here Wednesday (23) at the Seattle Center, was enthusiastic and even emotional. Many dealers who have not carried singles for years said they would install complete lines of the labels with whom Pocketdisc has simultaneous release pacts. Pocketdisc chief Fred Hyman and his aide, Larry Kanaga, are wrapping up final details for the big test in the Pacific Northwest territory, with Lee Levthal of Consolidated Distributors handling marketing aspects. Sept. 16 is the big day.

The convention slowed us up," said Merrill Rose, co-owner of Rose Discount Records in the Loop. "People were afraid to come downtown. We expected some delegate business, but frankly, I didn't notice any in the store. Perhaps, there may have been some who weren't wearing their badges."

By EARL PAIGE
and RON SCHLACHTER

Chi Turns Czeckago: Biz Dips

CHICAGO — The Democrats made their presence felt in numerous ways here last week at the national convention, but for the most part, they made themselves scarce at local nightspots and business.

In fact, the convention and its related disturbances harmed a normal week's business.

The two deals were announced Aug. 26 at EMI's annual marketing conference in London, attended by delegates from 12 EMI companies worldwide, with the company's entire U.K. sales force.

Donhill product has previously been released in Britain on the RCA label and Stax has hitherto been issued by Polydor under its deal with Atlantic. The Stax switch to EMI, which also releases Paramount's Dot label, was concluded by Arnold Burke, who is here. Also announced were EMI's first releases of Russian product, and two album sales drivers—one of them a British version of Capitol's "Back to Cool" campaign.

The Russian Product

The Russian product has been acquired from the Melodies (Continued on page 35)
The new JIM REEVES single.
"WHEN YOU ARE GONE"
c/w "How Can I Write on Paper
(What I Feel in My Heart)" #9614
Decca Revamps in Growth Drive

NEW YORK—“Unique challenge...” in today’s record industry led last week to a major revamp at Decca Records to place “great emphasis on product planning, packaging, advertising and other promotion,” announced Bill Gallagher, leisure time division vice-president. He said that he and Jack Loetz had just completed a carefully designed plan of reorganization and growth for Decca—and for the company’s remaining holdings of Coleman and Nicas- tro.

The financial package includes one share of a new CUC $1.05 preferred stock convertible into one share of common for each share held by the Decca stockholders.

Several factors went into the announcement, reports Rozet: "Decca has expressed an interest in acquiring all the outstanding stock of hit movie picture division." Recently Seeburg made an abortive attempt to merge with Warner Bros.-Seven Arts.

If the stock purchase and tender offer goes through, Rozet says Rozet, the two companies will operate under the CUC sur- viving company.

CUC shareholders will meet in special session in November to approve the tender offer. Commonwealth reported sales of $375,000 of Seeburg’s 2.56 million outstanding shares, is to be purchased by Decca for a total of $1.05 per share.

The stock to be acquired will include all of Seeburg’s shares in the three tapes, the total price in securities would be approximately $90 million.

Based on this agreement, Rozet said: "With the increased resources of a larger company, we can expand our efforts to make sure that all tapes make a profit." The Seeburg tapes will be released on the new CUC label.

Decca’s holdings of Seeburg, originally under the name A. R. Jensen, are a direct result of the film scores and sheet music rights involved in the film scores. The Seeburg tapes are derived from the film scores of the late 1930s and 1940s.

The stock purchase and tender offer will go into effect on November 30, 1979, unless the tender offer is extended.

(C aute, by permission from Billboard, page 36 on page 46)

S. Cal. U. to Hold Seminars On Legal Side of Industry

LOS ANGELES—Making the legal profession aware of the music and recording industry is the theme of a series of seminars beginning Wednesday (11). The seminars, sponsored by the University of Southern California, will reveal the legal aspects of the music business. Attorneys Abraham Somer of Mitchell Kaye & Ira Goldsen, and Irwin O. Spiegel will serve as chairmen of the meetings.

Payton Woff and Bruce Ralph, partners in the firm of Galat, Tyree & Brown, will speak on "ATM an AFTRA agreements and practices.

Jay L. Cooper, the "artist's representative: address, presence, and the law." lawyer.

The seminars will be conducted by Dwight Heminon and Gary Smith, videotaped on Friday Nov. 24, 1979, and replayed on Oct. 25. 913 of the regular Kraft Music Halls. The tapings will be done from the wings of the Grand Ole Opry House, and will place during the 63rd Birthday Annivesary of the "Opry," frequently called the Dick Jockey Convention. CMA also will be having its annual convention Oct. 16-19.

(C content from Billboard, page 20 on page 26)

Casuals' 'Jesamine' To Mainstream

NEW YORK—Mainstream Records has acquired the Cast- ak's "Jesamine" (“In the Arms of a Child”) in negotiations with London's Casuals, Inc., c/o 19th St., New York, N.Y. The acquisition was negotiated by Bert Siegelon for London and Bobby Hadley for Casuals.

The acquisition of the song by Casuals is part of the company's plan to position more of its songs in the mainstream sales outlets. Casuals, a division of True Man Records, specializes in the sale of novelty recordings, as well as other songs that are not "plastic," but are similar in sales appeal.

Plastic is the term used to describe records that are for the kids and don't have any lasting value. "Jesamine," however, is not a plastic record. It has been released by the all-male group, the Casuals, and is being promoted by the record company through a nationwide advertising campaign.

The record has been a hit on the charts, and has sold over 500,000 copies in the United States. It has also been released in other countries, including Canada, Japan, and Australia.

Casuals is planning to release more pop songs that are similar to "Jesamine" in the future. The company is looking for new talent to record and promote, and is interested in signing established artists as well.

(C ontent from Billboard, page 7 on page 11)

AGAC Sets Up Talks on Tape

NEW YORK—Arnold Shaw will chair a newly formed committee of American Guild of Authors and Composers, which will create an archive of music industry tape recordings. The committee will meet on Wednesday (11) at the AGAC offices.

The AGAC Archives Committee is a group of professional producers, composers, and recording engineers who work in the music industry. The committee will meet with the AGAC president, Mark J. Cooper, to discuss the creation of an archival collection.

The purpose of the AGAC Archives Committee is to preserve the history of the music industry. The committee will work to collect and preserve audio recordings of the music industry, including live performances and studio sessions. The committee will also work to provide access to these recordings for researchers and historians.

(C ontent from Billboard, page 13 on page 17)

NBC to Show CMA Awards Fete on Oct. 25

NASHVILLE—An hour-long color telecast of the 2nd annual Country Music Association Awards show on NBC-TV has been worked out between the Country Music Association and NBC. The show will be hosted by Dolly Parton and Judi Walker Thompson.

Kraft Foods will sponsor the telecast, and President Martin Goldsen will present the awards.

The show will be produced by Dwight Hesmon and Gary Smith, taped on Friday, Nov. 24, and replayed in its entirety on Oct. 25.

The show will feature many of the top artists in the country music industry, including Dolly Parton, Johnny Cash, and Loretta Lynn.

(C ontent from Billboard, page 16 on page 18)
Grevatt ket, when it opens jacket and feature nine Darin last label ords ment. Bobby arrival participants MIDEM, traffic innovations, including stream- company for product. In the past," says Stinson, "copyrights have been an important property of now, we want to supplement film product with contempor- ary material.

Under the new program, Stin- son and his staff will inventory temporary material by increasing the publishing companies' staff of exclusive writers. More than 20 writers have been signed, with five in New York, Nashville, four here and the remainder in New York. The company recently strengthened its publishing posi- tion in the West and its music operation, East Music. It gives the Gulf & Western companies an entry into rhythm and blues.

Although Stinson sees great strength in catalog product—Academy Award-songs—he feels the company should have its own image and direc- tion. "We're working to achieve a closer relationship with Dot Records and the TV department," he says, and to make sure a product is exploited on radio and TV.

With more co-ordination and co-operation with the recording motion picture TV divisions, the company is able to push additional projects similar to the "Mission: Impossible" album which can be developed, he feels.

Many TV and film themes are anticipated in the future, and viewers will see "Mission: Impossible," a Para- mountain TV feature. Stinson took the score to Dick Peerce, Dot's general manager, who gave the green light for an album to be cut by Lalo Schifrin.

Although the music company's "blockbuster" song this year, Stinson reports the film/TV division has enjoyed a banner year financially and in numbers of songs published (325).

Stinson will not restrict the use of music by recording artists. "We own the material, and we feel it's more advantageous, both creatively and financially," he says. As an example, he has placed a soundtrack album of "Romeo and Juliet" with Capi- tol Records.

In the CBS division, Stinson will be involved in overseeing commitment in Europe, the company recently opened a Lon- don office to oversee and co- ordinate music activities.

Norm Weiser, director of European operations, will co- ordinate the activities of the pub- lishing division with Chappell as well as sub- publisharrangements covering Famous New York Music, East Publishing, EMI Music and Bruni Music.


Although Stinson had no "blockbuster" song this year, Stinson reports the film/TV division has enjoyed a banner year financially and in numbers of songs published (325). The company is planning a more contemporary product.

NEW YORK—A number of innovations, including streamlined distribution and traffic flow of people attending the Festival will be made for the 1968 MIDEM, the third annual international rec- ord and music publishing mar- ketplace, which will be held in Cannes, France, Jan. 18-24.

Edith Grevatt, American representative for MIDEM, also stated that im- provements in the staging and scheduling of the evening gala- tion of the Nashville -based Butterfield Band. Although Bobby Darin had suggested a number of innovations, including stream- lined distribution and traffic flow of people attending the Festival will be made for the 1968 MIDEM, the third annual international record and music publishing market- place, which will be held in Cannes, France, Jan. 18-24.

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Faith's new love potion is called Angel of the Morning.

Brewed especially for young lovers.
And you can depend on Percy Faith to get right down to the heart of things.

Angel of the Morning is the biggest album he's ever recorded. We know it is because the formula of combining Percy's style with strong, current material can't be beaten.

Percy's added powerful essences of sound and the touch of his great orchestra and chorus in "Elvira's Theme," "MacArthur Park," "Angel of the Morning," "Scarborough Fair/Canticle," "Mrs. Robinson," "This Guy's in Love With You" and many more. And there's a strong lyrical story poured in—told by songwriters such as Jim Webb, Paul Simon and Burt Bacharach.

Lovers young and old are listening to Angel of the Morning and the result is great airplay on good music stations around the country.

Man and woman.
That's for whom Percy Faith concocts love potions. Potions unbelievably powerful.

On Columbia Records.

*Available in 4-track reel-to-reel stereo tape and 8-track stereo tape cartridge.
NARAS to Meet on Categories

NEW YORK — Reorganizing Grammys categories is among the topics to be discussed at a two-day meeting of the National Association of Recording Arts and Sciences (NARAS) on Sunday (8) at the Berkshire Hotel.

Features on the agenda will include a realignment and proposed reduction of Grammy categories, consideration of nominating by crafts, the possible creation of a national office and director, plans for future schol- arships, a jobbers’ meeting, a special, and a publicity program.

Representatives of the district NARAS chapters will attend the sessions, which will be chaired by Pete King, national president. Among other members of the Los Angeles chapter will be Christine Farmor, executive di- rector, and directors Lou Busch, Stan Curnow, Sid Feiler, Vogue Gilmore, Neely Plum and Irving Townsend, and or alternates Barry de Vorzon and Ray Evans.

Buch also is national treasurer. Region 5 meetings were held in Nashville, where Chair- ville will be second vice-president, Owen Bradley and trustees Danny Palecek, Bob Potash, Wesley Rose, and Bill Williams. Chairman for the year was national sab- tional secretary Johnny Pete and trustees Dave Chaussow and Kenneth Tichester.

Attending from the New York headquarters were National President Mort Nasar and trustees Dom Cerulli, John Ham- mond, and William Eckert. Also in attendance were Willa- rone and Billy Taylor, and George Simon, executive direc- tor.

NARAS IS Named Head of Chi's NARAS

CHICAGO — Johnny Pete, ABC Records' Midwest ad di- rector, has been elected president of the National Academy of Recording Arts and Sciences chapter here.

Also elected were Kenny Sodderlin, first vice-president; Richard Rivers, second vice-president; Loren Binford, secre- tary, and Len Dresser, treasurer. Pete was elected to a two-year national term, Sodderlin, to a one-year berth.

The Chicago chapter's new board of governors includes Bill Traut, president of Din- wish Media Enterprises; Bernie Clap- per, head of Universal Studios; Ken Nordine, creator of early commercial work; and Gary Loizzo, lead singer of the American Breed.

Other members of the board are Bob Bobrow, Chaussow, Bobbie Cavan, Carl David, Morris Ellis, Lew Green, Bill Matheson, Ethel Merker, Bill Minnick, Leonard Schor, John Sipple, Ronnie Wood, Joe Allen, and Ellen Weltam.

Gary Stevens Forms Pub Firm

NEW YORK—Gary Stevens, air personality with WMCA here, has formed the music pub- lishing company Goldfin Music (ASCAP).

Stevens, who has resigned effective September 11, has decided to set up a TV production- distribution company. In addition, he will also release a new album in Europe.

"I'm now negotiating with an American representa- tive for the publishing firm," said Stevens.

Gil-Pincus Plans Big Futurist Party

NEW YORK—The Gil-Pincus Music Plans extensive American exploitation of "Futari No Tameta," a recently acquired Japanese hit, which currently has 27 recorded ver- sions in Japan. The Naomi Sag- ara original of the theme is a million seller in Japan last year and won the Japanese songwriter's G and "Prix Disk contest in 1967.

Lopez Forms Firm

LOS ANGELES—Trini Lopez and Lenny Capon- to have formed Tri-Lo Pro- ductions, a film production com- pany. Initial project is the "Man Who Won the Waldorf," by Margaret Cousins.

Ken Kendall has been appointed director of publicity and public information for ABC Records. He will coordinate trade, fan, and national consumer press. Previously, Kendall ran his own publicity firm, Kendall Associates, Ltd., and is a former account executive with the Connie de Nave office. . . . Chester Simmons has been ap- pointed national promotion director for Chess, Checker, Cadet/Concept record labels. Simmons served previously as a field promotion man for the four labels. . . . Nicholas B. Girou, former Midwest publicist for Mercury Records, is the new vice- president of Martin E. Janis & Co., Chicago. Previously, he was account executive with the public relations company.

Gerald Meggett has been appointed assistant to Samuel S. Trust, executive director of publisher admin- istrative board of Recording Musi- cians of America. The most recent post was community organiza- tion specialist in the New York City Housing and Development Administration. He was assistant manager for labor relations at the Hertz Corp. He is job development co-ordinator for New York Mayor John Lindsay's agency.

During his administration, MEGGETT the firm rose into a Top 15 firm in retail sales and has been as high as No. 4 and No. 5. Undersat, the firm developed from a small distributor to a major supplier of several budget album lines for jobbers, helping launch the two-track Playtape cartridge system, put the firm on a highly profitable basis in regards to other tape cartridge systems, and founded MGM Records, Ltd., wholly owned English sub- sidary. He also set up a network of labels from independent record producers. A marketing expert, Nasar was the key in unique, nationwide merchandising campaign at MGM, establish- ing such groups as the Cowgirls, Janie Janie, Richy Havens, the Blues Project, the Mothers of Invention, Friend and Lover. In addition to managing a group of record labels, which the U.S. has had its best sales years in this country under Nasar's guiding hand.

In what was termed "fundamental differences over policy," Mort L. Nasar resigned as president of MGM Records last week to pursue a broader scope of leisure-time activities. Stating that he could not continue with a feeling of personal satisfaction in the growth and success of MGM Records over the past three years, Nasar said he felt it had been a rewarding relationship for himself and the firm. During his administra- tion, MGM rose into a Top 15 firm in retail sales and has been as high as No. 4 and No. 5. Under Nasar, the firm developed from a small distributor to a major supplier of several budget album lines for jobbers, helping launch the two-track Playtape cartridge system, put the firm on a highly profitable basis in regards to other tape cartridge systems, and founded MGM Records, Ltd., wholly owned English sub-

Jimmy Gibbs, managing director of Hammond Organ (U. K.), Ltd., has been appointed by the Hammond Corp., Chicago, to the newly created position of director of sales for Hammond. The appointment, for which a formal title has not yet been designated, will take effect Oct. 1. Gibbs, working from a base to be announced, will represent Hammond's commercial and promotional activities in Europe. Gibbs' su- cessor as managing director of Hammond Organ (U. K.), Ltd., will be announced, as was the appointment of Harry (Kibbly) Kilborne as the new managing director of Hammond Organ (S. A.) Ltd., in South Africa.

Paul Rotherlind has left Elektra Records to establish his own independent record producing firm. His first outside project will be John Sebastian for Koppelman & Rubin on Kama Sutra Rec- ords. Sam Greisman, former manager and attorney Leonard Legal, Rotherlind will continue to produce the Doors and Rhino Records for Elektra Records.

Marvin Heller has been named sales general manager and promotion manager at Dunhill Records. . . . Charles Klein is the new vice-
The Hit Instrumental Version!

"HARPER VALLEY P.T.A."

King Curtis & The Kingpins

ATCO 6613
Produced by TOM DOWD
Arranged by King Curtis & ARIF MARDIN
Siler Cites Need for Host-Producer Link

PADUCAH, Ky. — Closer ties are needed between host and producers of the various bandstand-type TV shows, believes Tom Siler, who has just taken over as producer-host of the 10-year-old dance party show on WPJD-TV here. Siler is seeking to get in touch with all bandstand shows to not only exchange ideas, but possibly exchange videotapes of films of local bands that show promise.

Siler has already bowed a guest host and guest dancer segment in his show where hosts of other bandstands introduce the hottest record in their areas. "We are also at- tempting the same exchange on bands who show promise," Siler said.

Some of the new things Siler has introduced on the show includes letting kids introduce their favorite records (these film clips were taped at a local vacation area), shooting color film segments to go with local bands, "something along the line of the things which we receive in the mail from the West Coast," and devoting a full show to the "Memphis Sound." Audience of the show includes students of Southern Illinois University, Murray State (Ky.) University, and Cape Girardeau (Mo.) State College.

WARV Bows 'More Music' Approach to Hot 100 Sept. 9

WARWICK, R. I. — WARV will bow a "more music" approach to Hot 100 records beginning Monday (9) according to executive vice-president William S. Cook. The station is a 1,000-watt daytimer, serving Providence. James Smith is president.

"Typical half-hours will consist of two triple plays and a cut from the album of the day," said Total commercial load will be held to a maximum of 14 minutes per hour.

"A playlist of 68 selections chosen from the Billboard Hot 100 chart, the Bubbling Under chart, and the Spotlight Singles is utilized and called 'Class of 68.' More than 3,900 copies of this printed playlist will be distributed each week to record shops, chain stores and drive-ins all over Rhode Island." He said that experimentation with the format has resulted in over double response.

W. C. FIELDS ON DECCA RENAISSANCE

LOS ANGELES — The current W. C. Fields renaissance has resulted in the creation of a monolog album for the humorist utilizing material from 14 of the late comic's films.

The package was prepared by Gil Rodin, Decca's West Coast ad administrator, who worked on the project with Johnny Watson of Kama and Schuster comedy team.

Rodin will underscore Fields' comments, with electronic sounds utilizing as many as 12 musicians. Fields' films are Gold Kama tapestries and are the making of an un- seen film. "He was the original enemy of law and order," Rodin says. The LP will be entitled "Can't Hear What You're Saying," and will continue as a Uni Records artist, but will produce with Levine for Chisa.

Hugh Masekela and Stewart Levine of Chisa Productions get together with officers of Kama Sutra and Buddah Records after agreements are distributed by Bud Freleng of Art Kass, Kama Sutra executive vice-president; Levine; Masekela; Artie Rupp, Kama Sutra president; Neil Bogart, Buddah general manager; and Phil Steinberg, Kama Sutra president.

B'nai B'rith to Hear Dr. Cahn

NEW YORK — Dr. Judah Cahn, visiting professor in humanities at high school College, will address the season's first meeting of Music and Performing Lodge No. 202, B'rith with at 6 p.m. on Monday (9) at the Lamkin Club here. His topic will be "Racial Tensions in an Troubled Society."

Herb Goldfarb, of London Records, lodge president, will announce details of a special event set for Oct. 14. Industry representatives interested in joining the lodge, which now has a membership of over 300, should contact Cal Roberts or Herb Linsky, membership committee co-chairman, at Columbia Records.

Ampex to Seek Bond Issue

LOS ANGELES — Ampex Corp. plans to sell a $20 million common bond issue to help finance overseas operations, according to William E. Roberts, Ampex president.

Proceeds of the offering will be used initially to reduce bank debt and for operations outside the U. S., he told shareholders Thursday (27) at the firm's annual meeting in Redwood City.

He indicated Ampex growth should resume in 1969 along the pattern of the 21 per cent average yearly profit increases in the six years prior to fiscal 1968. Roberts predicted Ampex sales will double in the next five years.

VAULT'S FREE-LANCING SPEE

LOS ANGELES — Vault Records is hiring free-lance producers to expedite the recording of new acts.

Among the label's new LP releases is a comprehensive package of San Francisco acts, including Nice Stick as the Great Society, the Beau Brummels, Chambers Brothers (who Lewerke recorded before they joined Columbia) and Sun Fletcher, who has begun recording foreign language versions of American songs.

The Cowills, MGM artists, sign autographs at an Indianapolis Singer Center. The family group appeared at the Indiana State Fair, Indianapolis.

Cash Headlines Parade of Stars

SAN ANTONIO — Johnny Cash will again be the headliner of Stars," coming here to the Municipal Auditorium Sunday (8) for afternoon and evening performances.

Coming here with Cash for the two performances at the Municipal Auditorium will be June Carter, George Jones, Jim Ed Brown, Carl Perkins, the Spearing to have Chisa Records, the Rydells, Maybell and the Carter Sisters. Also due to appear in the program with Cash and the other stars will be the winner of the Texas Talent Discovery contest now being conducted by Radio station KBER.

VINCE EDWARDS, right, and Hy Mizrahi take a break during Edwards' first recording session for their jointly owned Remember Records in Hollywood. Paul Vaine produced the disk. "Early in the Morning," which will be distributed by Bell Records. Mizrahi, former president of Kama Sutra and Buddah, and Edwards formed Angel Productions, a combination record and film production firm, which is based in Los Angeles.

Jackie Mills Wednesday's Child Productions and Dick Devly have joined label owner Jack Lewerke in the booth of Lewerke's own recording studio to ask a new product.

New to the label are Brazilian vocalist Anna Margirida, Sambrachita, Brazilian quartet featuring Paulino, Bole Set's former percussionist, the Phoenix, a rock quintet and folk singer Linda Michaels.

Lewerke has been releasing LP's of material purchased from the defunct Autumn label of San Francisco. Of prime importance to Vault's artist roster are the Beau Brummels, Chambers Brothers (who Lewerke recorded before they joined Columbia) and Sun Fletcher, who has begun recording foreign language versions of American songs.

Among the label's new LP releases is a comprehensive package of San Francisco acts, including Nice Stick as the Great Society, the Beau Brummels and Mojo Men. Lewerke's son Stan assists in doing some of the production work.

Vault debuts its new acts with LP's rather than singles because Lewerke feels long-plays offer better programming opportunities for broadcasters.

He leaves Thursday (28) for Europe to negotiate new license-see pacts in a number of markets where contracts have exp-

SEPTEMBER 7, 1968, BILLBOARD

9
NOW... THE INSTRUMENTAL VERSION OF THE NEW BERT KAEMPFERT HIT!

"MY WAY OF LIFE"

O'w. "MALAYSIAN MELODY"

PLAYED BY THE COMPOSER BERT KAEMPFERT AND HIS ORCHESTRA

DECCA RECORDS, A Division of MCA Inc., New York, N.Y., U.S.A.
LOUIS ANELES — As part of the nationwide drive to curb outbreaks of summer violence, the musicians union here will stage a free "jazz at the park" concert in a poverty area Thursday, Sept. 5.

The Bud Shank quintet and Gerald Wilson's orchestra will perform in the third of a series of concerts to "cool" the "hot" summer. The concert will be in South Park.

In addition to the "jazz at the park" concerts, the union has staged a series of block parties, Latin music fiestas and country music jamborees.

Rene Ball, Eddie Cano and Armando Herrera, all members of the union's board of directors, and Jimmy Clark, union business representative, are co-ordinating the musical programs, with finances provided by the music performance trust funds of the recording industry.

Los Angeles city councilman Thomas Bradley is co-ordinating the project with the musicians union. The police department has agreed to close off streets and avenues for several of the concerts.

Last Dolphy LP Out

NEW YORK — Douglas Corp. is issuing the last jazz album recorded by Eric Dolphy before his death in 1964. The LP of original material features Dolphy on reed instruments and Richard Davis on bass.

Earnings before taxes, however, decreased $146,931 to $137,307 from $284,238.

Sony Superscope Sales Rise 36%

LOS ANGELES — Sony Superscope reports half-year sales increases of 36 percent and a net income increase of 19 percent. The net income totaled $895,677 for the exclusive American distributor of Sonor tape equipment. Last year the figure was $733,587. Sales during the first nine months of this year total $218,962,925 compared to $102,258,076 for the corresponding period last year.

Bennett, Schlang Take Golf Honor

ALBANY, N. Y. — Al Bennett, president of Liberty Records, and Dave Schlang of Transcontinental Music Corp., blasted their way to the championship of the Colonie Country Club member-guest tourney here for the second year in a row. Bennett, who is also president of the president of Transcontinental (Charles Schlang), is in his seventh year; he was on a 10-day day. Schlang and Bennett have been golfing together about three years, flying back and forth across the nation for golf engagements.

MCA Stockholders Meeting on Oct. 7

CHICAGO—A special meeting of the stockholders of MCA, Inc., started yesterday, to vote on a proposed merger, which makes MCA a wholly owned subsidiary of Westinghouse Electric Corp. The meeting is listed for 10:30 a.m. in the Hubbard Room of the Sheraton Blackstone Hotel here.

Fish Swims At Peak Gate

NEW YORK — Vanguard's Country Joe & the Fish drew the largest crowd of the day this year's Schaefer Music Festival in Central Park on Aug. 21 with from 3,400 persons turned away, according to Ron Delenser, producer of the series. About 11,000 people attended the two shows. Eric Anderson was also on the bill.

On Aug. 23, Country Joe & the Fish again drew the strongest favorable response at the New York Rock & Roll Festival at Singer Bowl, when suggested as a possibility for the performance on Friday, (30). which featured the Rascals, Atlantic artist. Other groups mentioned were the Byrds, Columbia artists, who did much approval, A similar turn out from singer, Buck's 191's Frutium Company, whose name was not enthusiastically received. Also announced were next summer's attractions, which will include Columbia's Bob Dylan and London's Rolling Stones.

Jubilee Shows Sales Increase

NEW YORK — Net sales of Jubilee Industries were up $279,940 to $4,672,773 for the nine-month ending June 30, according to Jerry Blaine, jubilee president. The comparable figure for the nine months ending June 30, 1967 was $3,953,803.

Earnings before taxes, however, decreased $146,931 to $137,307 from $284,238.

SONY'S GARY WILL DO PRINCE' Film

NEW YORK — John Gary, RCA Victor artist, will star in a film or TV version of the Sigmund Romberg operetta "Student Prince," in which Gary is performing on a summer tour. Gary, seen in 40 markets on the "John Gary Show," is considering a movie to be made on location in Heidelberg, Germany. A projected RCA album based on the show. The singer just concluded three one-week stands at Warren, Columbus and Dayton, Ohio.

Pineywood Tour

NEW YORK — Ellie Greenwich and Mike Rashkov of Pineywood Productions have returned from a five-day Midwestern swing to promote "The Son of the Shooter" movie,抒 the Buzzy Bunnies on Deca and "Everything," the New News on Parrot. Stops included Louisville, Springfield, Ill., Dayton, Cleveland, Columbus, Cincinnati, Youngstown, Canton and Akron.

CAPITOL RECORDS' National Operations Conference last month in Las Vegas includes Stanley Gortikov, president of Capitol Records, Inc. To Gortikov's left is Joe Soblek, Boston Operations manager; while Robert L. Howe, national distribution manager, and Bruce D. Becker, vice-president and national operations manager are at Gortikov's right. The conference included the national operations staff from Hollywood and field operations managers.

Hot Jazz Looks to Cool It
Thunderous follow-up to their current chart smash

THE VOGUES

"MY SPECIAL ANGEL"

#0766
Produced by Dick Glasser
**Talent Signs**

**Walker Easy Winner—'Market' Sells Itself**

**Fresenius Get A for Effort in Nostalgia-Packed Date**

**Bobbie Gentry Comes Up, Winner in Las Vegas Date**

**Hendrix at Singer-Sonic Rock 'n Roll Storm**

**Campus Dates**

**Larson Clark Trio Solid Turn**

**Lasagna**

NEW YORK—The Aug. 23 program of the New York Rock and Roll Festival at Singer Bowl more than lived up to advance billing as the Jimi Hendrix Experience, one of its finest local performances to date to complete the strong program. Before the final act, the packed stadium of about 18,000 received performances by The Chambers Brothers, and Big Brother and the Holding Company.

The former overcame amplification problems in the vast stadium on the old World's Fair grounds. Essentially an r&b act, the Chambers Brothers has the strong clapping along through most of their set. They lengthened their final number: "Time Has Come Today," had audience participation throughout. The selection, an album cut, has been short-lived in most of their performances. Essentially a modern blues group, this was a month in the making. Instead of being "make it up as it goes," he was referring to his previous New York appearance at Fillmore East when constant static hindered an otherwise fine effort. He also had promised at that time to make it up to his audience, Hendrix, at Singer Bowl, was a much better show.

His bluesy singing was first rate, his guitar playing, superb, and his stage presence electric. From the opening "Are You Experienced?" every number hit the mark. The main difference was the set was the singing along by audience response. At first, this was only slight, but by the time the group hit "Proud Mary" it was widespread.

A minor disturbance during "Hey Joe" passed unnoticed. (Continued on page 65)

**Freshmen Get A for Effort in Nostalgia-Packed Date**

**Bobbie Gentry Comes Up, Winner in Las Vegas Date**

**Hendrix at Singer-Sonic Rock 'n Roll Storm**

NEW YORK—Jerry Jeff Walker's album "Thank Your Lucky Stars," released on RCA Victor, has been quite a hit, and "Easy to Love, Easy, sincere manner, scored a big success at the opening of the three-week-end headliner at the Bitter End on Aug. 21. It has been a hit on the West Coast, where his group, the Delfonics, were playing their two-week stint, offered a hard rock program that was new to the market.

Walker, who has appeared several times at the Bitter End before, still has his easy banter with the audience. He is now acquiring a following on the West Coast, and Musician's Bay, the assistant guitarist David Bromberg. The big difference was the increased audience reaction that comes with familiarity and a hit record.

His singing of his Atco single, "Mr. Bojangles," was an example of Walker's performing style. His guitar introduction drew the expected applause from the audience. He then started to sing another song. The false start was caught on tape. A second start brought "Mr. Bojangles," which was a hit at the Bitter End. It was over as Walker clearly felt his material. Another, "My Old Man," also displayed the artist's sensitivity. His soft guitar figure were excellent. A second appearance, his brother good number.

"Guitar Talking Blues" had a comic flair as Walker talked part of it a la Roger Miller. It could have used a Walker and Bromberg was top-notch. "I Makes Money," was an easy audience reaction. His second set.

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**W. Coast Club Goes Modern Hawaiian With Fo & Revue**

TORRANCE, Calif.—Buddy Fo and his musical revue have brought the contemporary sound of Hawaiian music to Hop Louie's Latitude 20 supper club here.

W. Coast Club Goes Modern Hawaiian With Fo & Revue

The seven-week engagement is Fo's debut on the mainland following nearly two years of steady work on the island of Maui and in Waikiki Beach in Honolulu.

Fo's presentation is both musical and visual. In the past Fo's act was augmented by a two attractive modern dancers who also blend into the show. Behind Fo's fine, smoothly controlled vocals is a band including Sarn- ny, Fo's wife and she was given full exposure to Institute as the lead vocalist. Her Hawaiian hula as her husband campaign up imagery of Island romance.

Capitol is slated to release Fo's debut LP early this month. (Continued on page 65)

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Capitol is slated to release Fo's debut LP early this month. (Continued on page 65)
TOMBOY

RONNIE DOVE

"ON DIAMOND RECORDS"

Produced by
Phil Kahl and
Bill Justis

Edwin H. Morris
& Company, Inc.
Music Publishers
31 West 54th Street, N. Y., N. Y. 10019
Radio-TV programming

Capitol Top Radio Service Supplier

*Continued from page 1*

In a survey printed Dec. 23, 1967, in Billboard, Capitol just squeezed out Columbia Records by only six points to take No. 1 position for providing best serv-

Ice. RCA was third, three points behind Columbia. This survey, as did the most recent survey, covered small market radio stations as well as large market radio stations.

The average number of rec-

ords exposed each week, on all types of stations featuring all kinds of formats, is 17. Forty-
six of the 111 stations surveyed added between one and 10 rec-

ords each week to their playlists. Thirty-eight of the stations in the 111 said they exposed between 11 and 20 new records each week, 12 stations said they played 21-30 records new each week and the rest of the stations reported playing more.

Graham Cited

Once again, Don Graham, national promotion director for A&M Records, was named most often as the national promotion man giving stations the most help. Among those programs and music directors who named Graham as being very helpful were: WABC; WJCA, Springfield, Mass.; Don Hof-

mann at 50,000-watt KDAY in Los Angeles; WJSE, WVLD, Valdosta, Ga.; J. R. Reid at the 250-watt WVSJ in Lockport, N. Y.; Jim Dunlap at WQAM in Miami; Joseph Ba-

carella at WXYZ in Detroit; Alan Mitchell at WIND in Chica-
go; David Reilly at KEYV in Wichita, Kan.; Bill Weant at WSEP in Salisbury, N. C., and Robert Jay at WKDL in Clarksville, Miss. He received about the same number of votes in the last survey. Several major promotion men received two or more mentions: Tex Davis of Monument; Jack Dill of RCA in Allhurt, N. Y.; Mickey Wal-

lich of ABC; Frank Campana of Columbia; Danny Davis at Colgen; Larry Cohen of Jamie Guyen; Buddy Blake of SSS International and Jack La-

ber of Campus Distributors in Miami; Oscar Fields of Amy-

Mala-Bell; Steve Popovich of Columbia; Johnny Hahn; Sany-
dy Sier of Action Distributors; Denver; Vince Perincon of Che-

y Brothers; Tom Gelardi of Capitol; Detroit; John Mahon of MCA, Los An-

geles; Paul Gallis, independent promoter, Chicago; Clyde Bok-

kemmer of WENCO, Los Angeles; Dick Woolsey of F&F and Arnold, Charlotte, N. C.; Greene Ray of MGM, Cap-

rista; Dali La Pedes of Angel-

cap; Chuck Restage of Columbia, Detroit; Roy Free of Decca; Ted Kellen of Columbia, Philadelphia; Al Rider of A&M, Los Angeles; and Barry Lang of Broadcast and Carl Mulf-

at of Warner Bros., Cleveland.

An amazing 91 of the sta-


tions surveyed reported that they listened to every record rece-

ived. But, others, like music director Helen Kramer at WKCY in Cleveland just com-

mented: "No I have tried, but

I'm afraid to break old traditions in programming."

The survey brought out many plaudits. Bill Martin of WRKT in Cocoa, Fla., said: "Our serv-

ices are generally good and Liberty and Decca." But there

were complaints, too: from Dwight Smathers at WPTL in Canton, N. C., who commented

on the good service of Mike Kertesz and MGM; Jim Simmons at Philips and Dick Woody at WABC in New York; Ken Capurso of Mercury in Charlotte. "Like to mention some other people who help—

Robbie Rice of Stax in Memphis, three points of Magondil Records in Charlotte and Berton Sales, Charlotte. But I can only name one single record from Columbia."

In general, the gripes ran thus: overall business not good enough in the entire Cleveland metro mar-

ket, no second major label possible. We may be only 500

waits, but in large metro market like Cleveland we might go for service. Columbia and Epic are the only ones who give new ones each week and give them a chance to be heard.

Music director Dave Charles at WARE in Ware, Mass., said: "I try not to be afraid of anything, I don't believe in it." He listened to every record and plays about 10-15 new ones a week.

Woody Woodward, program director of country music station

KSM in San Francisco, had a special problem: "In San Francisco, I have a very difficult time in getting good service from RCA. We have had to deal directly with the artists many times to get results. He also listens to every record."

Other Stations

Here are some of the other stations with record service problems: Elvin Station, WBCA (110,000 watts), Bay Minette, Ala.; General manager Al Fish-

man, WACT-FM, Cincinnati; Steve Smell, KFGF-FM, Fresno, Calif.; Calvind Wells, WAGL, Grants Pass, Ore.; program director Joe P. Eithin, WZTV, Miami Beach; Michael Christi, Tex. (who says: "Some-
times very hard to get hold of promotions man from big labels
to the small out-of-town distributors even when they really want to help. They always seem to be out"); program director Mark Allen, WPAR, Columbus, Ohio; program di-

lector Louis Foster, KAND, Columbus; Ted. station manager Joe Alexander, WSTM-FM, Louisville, Ky.; program direc-

tor Bruce Matthews, WWRC, Glen Falls, N. Y.; music direc-

tor Jacques Trijottet, WPTL, Fort Lauderdale, Fla.; and Dan Gay, station director at KIKK, Tucson, Az.

Some of the compliments were to: "the excellent recording quality of Capitol. " program director Joe Dent, KCOL, Fort Collins, Colo., and "the Top Pop-

ularity of RCA Records. They deserve special mention as the most courteous and fast servic-

ing promotion man"—program
director Terry D. Wood, WARK, Akron, Ohio. Music di-

lector J. Scott Allen at WBEC in Boston, Mass., said: "Capitol producers often helped on record service. Assistant manager Bill Baker at KJHH in Hood River, Ore., said: "Just recently started receiving records from Consolidat-

ed Distributors in Seattle and they are doing a great job."

SEPTMBER 7, 1968, BILLBOARD

HOW THE LABELS RANK

<table>
<thead>
<tr>
<th>Labels</th>
<th>Excellent</th>
<th>Good</th>
<th>Fair</th>
<th>Poor</th>
<th>Total Mentions</th>
<th>Total Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capitol</td>
<td>70%</td>
<td>21%</td>
<td>4%</td>
<td>8%</td>
<td>126</td>
<td>466</td>
</tr>
<tr>
<td>RCA</td>
<td>66%</td>
<td>21%</td>
<td>6%</td>
<td>3%</td>
<td>122</td>
<td>448</td>
</tr>
<tr>
<td>Columbia</td>
<td>65%</td>
<td>21%</td>
<td>13%</td>
<td>1%</td>
<td>115</td>
<td>432</td>
</tr>
<tr>
<td>A&amp;M</td>
<td>47%</td>
<td>68%</td>
<td>3%</td>
<td>2%</td>
<td>106</td>
<td>347</td>
</tr>
<tr>
<td>Decca</td>
<td>45%</td>
<td>67%</td>
<td>2%</td>
<td>4%</td>
<td>113</td>
<td>335</td>
</tr>
<tr>
<td>Mercury</td>
<td>33%</td>
<td>52%</td>
<td>24%</td>
<td>3%</td>
<td>111</td>
<td>318</td>
</tr>
<tr>
<td>Warner Bros.</td>
<td>31%</td>
<td>56%</td>
<td>18%</td>
<td>3%</td>
<td>109</td>
<td>304</td>
</tr>
<tr>
<td>Liberty, etc.</td>
<td>36%</td>
<td>28%</td>
<td>26%</td>
<td>14%</td>
<td>108</td>
<td>299</td>
</tr>
<tr>
<td>London</td>
<td>36%</td>
<td>26%</td>
<td>24%</td>
<td>16%</td>
<td>107</td>
<td>300</td>
</tr>
</tbody>
</table>

Other Leading Labels in Order of Service: MGM, United Artists, ABC, Atlantic, Atco, Dot, Monument, Kama Sutra, Motown, Buddha, Chess/Checker/Cader, Kapp, Hickory, Uni, Ampalama, Bell, Project J, Tower, Maxtron, and Motown. Per cent in chart above represents per cent of men-

tions.

Draper Co. to Handle Atlantic States Chain

FRESNO, Calif.—Ken Dra-

per's Programming db consulting firm has signed a contract to handle the radio division of At-

lantic States Industries, which includes KMAK here and sta-

tions in Boston, Los Angeles, Cleveland, Sacramento, Portland, Ore., and Pensacola, Fla. Draper was general manager of WCFI, Hot 100 format station in Chi-

cago, until Closing Program-

db recently with Chuck Blote of Chuck Blote Associates.

KMAK is a country music station and Draper said: "It will stay that way. He said that although he intended his firm from the beginning to be flexible he hadn't planned to undertake a country music sta-

tion as the first effort. "But finding it kind of a kick." He intended to be in Fresno at KMAK this week and would probably be involved with the station directly for at least a month before moving to other Atlantic States Industries sta-

tions.

The chain firm owns McGavren-Guid - PGW. The deal was concluded with George Fritzinger, the former for Atlantic States.

Draper, who works alone but relies on Blote for certain serv-

ics, said that he hoped to go into Cleveland next, "but there are a couple of other markets we are warm on, too. I have to do a deal first to regard on Cleveland." He indicated there would be certain changes he would make in the station, "but I'm just getting in order to modernize its coun-

try music format. "One of the problems with many country music stations, even those that claim to be modern, is they're afraid to break old traditions in programming."

WBZY Bows

With E.L. Play

NEW CASTLE, Pa.—WBZY, daytime station, bowed with an (easy listening) music format. It will program big bands, new arrangements of all-time fa-

vorites, and the top, currently popular records. Norman J. Dixon, station president, states that WBZY will emphasize a maximum of music and a mini-

mum of conversation.

One WBZY staffers summed up the new operation this way: "We've got a lot of power, 5,000 watts, a great spot on the dial at 1140, the best of all territory in equipment and facilities, and a staff of people who know, and like, in van." She exposes about that to our terrific music format and how can we miss?"
LYNNE RANDELL
ON
SILVERCLOUD RECORDS, Ltd.

THE RIGHT TO CRY
(1002)

Produced, Arranged and Conducted by
ERNIE FREEMAN
SCREEN GEMS-COLUMBIA (BMI)

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Radio-TV programming aids
Programming guidelines from key paracinging radio stations, including Beat Pocks, Best Leftfield Pocks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Anderson, Ind.—WHUT
Bob Hogan
Program Director & DJ
BP: "Hurry Home," Tom Jones, Par- lock, Riafly, Bellfly.
BLFF: "Your Two Hearts Combined" Seals, Bellfly.

Fort Wayne, Ind.—WLYV
Bob Chase
Program Director

Hanover, N. H.—WDCR
Paul Gambaccini
Music Director

Jacksonville, Fla.—WAPE
Ike Lee
Station Manager & Program Director
BLFF: "Yes I Need Someone," Erie Apparatus, Bellfly.

Jacksonville, Fla.—WPDQ
Mike Reineri
Program Director
BLFF: "Dancing In The City," Capitol, Bellfly.

Kingston, N. Y.—WBIZ
Gary Davis
Music Director
BLFF: "Rosie," CBS, Bellfly.

Spartanburg, S. C.—WHQC
Sam Holman
Music Director
BP: "I'M Her in Church," Box Top, Bellfly.
BLFF: "Kea In," Subway, Bellfly.

St. Louis, Mo.—KIRL
Dave Scott
Program/Music Director

Washington, D. C.—WPGC
Bob Payton
Music Director & DJ
BP: "Hey, Woman Union Man," Jerry Butler, Mercury, Bellfly.

Washington, D. C.—WWMN
Bob Hollands
Music Director

Lewiston, Me.—WLM
Bob Ouicette
Music Director & DJ

Lynchburg, Va.—WLL
Jerry Rogers
Music Director & DJ
BLFF: "In A Heartbeat," Don Fardon, GNP Crescendo.

Milwaukee, Wis.—WOKY
Bob Barry
Music Director
BLFF: "Indian Reservation," Don Fardon, GNP Crescendo.

Phoenix, Ariz.—KRUX
Rhett Hamilton
Program Director
BLFP: "Western Union Man," Jerry Hamon.

San Antonio, Tex.—KTSK
Kahn Hamon
Program Director
BLFF: "Fancy Prize," Don Fardon, GNP Crescendo.

San Francisco, Calif.—KNBR
Michael Burton
Music Director
BLFP: "Everybody's Talkin','" Harry Nilsson, RCA.

Washington, D. C.—WWDC
Larry Seafall
Program/Music Director
BP: "Little Green Apples," Don Fardon, GNP Crescendo.
BLFP: "Girl Watcher," O'Kay-

Washington/Pittsburgh, Pa.—WJS
Jay Mitchell
Music Director
BLFP: "Oh Don't You Weep," Dolly Parton, Bellfly.

Saratoga, Fl.—WNYD
John Dork
Program/Music Director

Spokane, Wash.—KGA
Shane
Program Director & DJ
BLFP and BLFF: "The Strike," Al Wilson, Sun City.

Williamston, D. -WAXM
Bob Hollands
Music Director

Atlanta, Ga.—WSB
Chris Forston
Music Director
BLFP: "I'm A Man," Billboard, Liberty.

Columbia, Ga.—WOKS
Ernestine Mathis
Music Director
BLFP: "Don't Bring Me Home," Johnnie Adams, AMM.

Denver, Colo.—KGMC
Wayne Vann
Station Manager & Program Director

San Francisco, Calif.—KNBR
Michael Burton
Music Director
BLFP: "Everybody's Talkin','" Harry Nilsson, RCA.

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Shane
Program Director & DJ
BLFP and BLFF: "The Strike," Al Wilson, Sun City.

Williamston, D. -WAXM
Bob Hollands
Music Director

(Continued on page 20)
FATS IS BACK

"Lady Madonna"

#0763
Produced by Richard Perry

FATS IS BACK Fats Domino
RS 6304
Radio-TV programming

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Barton, formerly general manager of KTVD in Los Angeles, has been named general manager of KICM, Denver (the 1,000-watt station is located in nearby Golden).

Larry Dean has been upped to the position of program director of R&B - formatted WEBB, Baltimore.

DEAN, program director of the station and other deejays include Diamond Jim Sears, Jay Cole, the fantastic Eddy Castelberry, and Kitty Beady.

Radio Jumbo sales, former deejay, has been named station and sales manager of WSVA-FM, Harrisonburg, Va. be hand with WSOC-FM in Charlotte.

Ed Preston, who was music director at CHEL in Hamilton, Oklahoma, is now an Ontario promotion man for RCA Records and "slingin' it," he says. Anne Wade is now traffic manager for WMAR-FM, Baltimore. She's been at WBAA... Thomas McCrum replaces Gene Loffler as general manager of KAHI, Auburn, Calif.

Ed Bisillon has been named program director at KLOA in Ridgcrest, Calif. He also does a 5 p.m. to midnight show on the station. Where is Steve Ponzio, the Houston Host?... Roy L. Cordell, former broadcast... is now general manager of KIPN, 50,000-watt channel operation in Eugene, Ore., that is programming easy listening music.

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L.A. Break Down

IS A TOP 10 RECORD WRITTEN / PRODUCED & SUNG BY LARRY MARKS (A&M 969)
Jubilee.

Jeff

Johnny Devereaux

getting good

Jade. Experimenting with Jeannie Riley,

BLFH: "Hold

Thing

Atlantic,

Music

Brown,

Don

Program

20

A.

PROGRESSIVE

Dream,"

London. BLFP: "The Sidewalk,"

Other


Rainbows, Instant, PTA,"

PTA,

"Tooth,"

"Get Away,"

Mary Wells,

Tompkins

S.

Tex.-KGBC


"Dreams

"Truth,"

Frank Sinatra, Reprise. BLFP: "Jody and

It Amazing," Charles Conrad

"You

of

"Look

Billie Jo Spears,

Riley,

Bob

Luman, Epic. BH:

Rolling Stone,"

Bill

Bogart

John

Dillinger,"

Gram- mar,

"The

Newman, Decca.

Bobby Lord, Decca.

BP:

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Bogart

John

Dillinger,"

Gram- mar,

"The

Newman, Decca.

Bobby Lord, Decca.
Where the new is now

A Spoof
(Except on the charts)

"Don't Bogart Me"

The Fraternity
Of Man

ABC-11106

From Their
Extraordinary New Album
ABCS-647

A MASPURIN
PRODUCTION BY
TOM WILSON
THE LEMON PIPERS

LONELY ATMOSPHERE

BDA-63
Produced by Paul Leka
for Kama-Sutra Productions

BUDDAH RECORDS
THE ROLLING STONES
STREET FIGHTING MAN
Country Music

Plans Wrapped Up for 43d Opry Celebration


In a mailing to station managers, Wendell noted that recording of the show will begin at 9 a.m. and take three days, with taping of "The Opry" continuing through Oct. 20. The program is scheduled to begin Oct. 22.

Wendell requested that those involved pre-register. This is the first time the Opry has held a pre-registration letterhead, signed by the station manager, accompanying the advance ticket order form.

(Continued on page 31)

Wayside Has 5

"BETHELHEM STEEL"
Jack Blanchard & Misty

"TURN BACK THE HANDS OF THE CLOCK"
Danny Stuckland

"WEEDS GROW TALL"
Bobby Buttram

"AS FAR AS YOU'RE CONCERNED"
Cathy Cass

"WALL OF PICTURES"
Barrett McCall

Promotion
by Little Richie Johnson

A/C 505 846-8541

Nashville Scene

Monument Records has released Jimmy Gately's "Lonely Weekends." RCA and RCA has given a release to Ed Bruce, who will enter Join Monument.

Roger Miller, on a visit, revealed he has serious aspirations about becoming an actor and he is dicirking CBS for a dramatic TV series in which he would be the "complete actor," playing multiple parts.

Roy Drusky begins an eight-city date in September.

Del Reeves' "New Orleans" and "Gone Through the Windshield," will contain all new songs. It is produced by Bob Monsey.

The fate of the Tree Music branch is uncertain. The office there is 18 months old and the only station in Southeast Louisiana and playing every week after dark, is in need of good distribution. Ketron, who owns the Steve Ruppe, program director, at KBAY, Galveston, La.

Bill Crumford has formed his own booking agency here, operating under his own name. He has also signed John L. Sullivan of the Sullivan Brothers for the exclusice management contract.

Wendy Snow has moved from Texas to Nashville on the strength of her release, "Have I Told You About the One Man." written by Halarn Howes.

Bill Anderson plays seven separate farewell shows and will join the Hitmakers' "Battle of the Bands." Bob Honsler of the HEB label is going strong airplay in his native State of Washington and in Ohio for his release "Reaming." All songs were written in Florida, and RCA has given a release to Ed Bruce, who will enter Join Monument.

Pre-Registration

Since the session falls early in the celebration agenda (Friday, Oct. 18), Wendell requested that those involved pre-register. This is the first time the Opry has held a pre-registration letterhead, signed by the station manager, accompanying the advance ticket order form.

(Continued on page 31)

3d Generation Jones Makes Disk Debut

NASHVILLE—A third generation of perhaps the most famous family in country music has made its recording debut under the guidance of veteran producer Don Law.

The younger is Kenny Jones, grandson of Mother Maybelle Carter and son of Helen Carter and Glen Jones. The latter is a plater and promoter of Nashville artists, flying them to and from show dates.

The youth is "true Carter" by tradition and in tune with the times. His talk, singing, writing and performing is in terms of today's generation.

Young Jones is managed by Dab Albritton, and his first recording are on the Monument label. Fred Foster has signed the teenager-aged performer after Law "discovered" him. Law, who retired from Columbia Records more than three decades with that firm, now is producing independently.

His previous big discovery was Henson Carliss, also with Monument, whose first release was "Skip a Rope," also produced by Law.

A "typical Carter," Kenny Jones first learned to play guitar, banjo and mandolins before he began writing and singing. He also has inherited his father's love of the country and it was a cycle accident that put him in the music. He spent a long period and led to composing. Jones' first release on Monument is "In This the Way of the Free," backed by "Country Girl." Mother Maybelle Carter, still a performing member of the Carter Family, is a part of the recording, too.

Mother Maybelle Carter, still a performing member of the Country Music Association, is a part of the recording, too.

Espano Guitars to Hold Open House at Festival

NASHVILLE—Espano will open its doors to radio stations for remote covering the WSM country music festival, according to national sales manager Ettie C. Parker.

The guitar firm will have its usual "handful of Ann Prather, and her grandsons, Tim and Tim and all radio stations. Each year, various country music stations radio broadcast live remote interviews from the country music convention. Stations wishing to make an interview should write Lempt on Espano Guitars, b/o J. D. Johnson, 505 U. S. Open in Spano.

Espano plans to also extend an open house to country music performers to stop by and play the instruments on display. The firm will sponsor "Espano night," featuring string electric bass guitars, regu- lar-four-string basses, and three models of amplified folk bass guitars. An extensive line of Espano guitars will be on sale as well as the Dorro violin fitted with a new pick-up for amplifi- cation.

Wade Touring Far East

TOKYO — A country group from the United States, Wil- du Wade and "The Nashville Kid," arrived in Japan Aug. 24 to Korea, Taiwan, Okinawa and the Philip- pines.

Wade, who heads the show, plays six instruments and sings.

Date Is Still With Country

NASHVILLE—The fact that Wade's show has dropped its only two country artists does not mean this label is deserting the country market, a Columbia spokeswman said.

"We simply did not pick up the option on the production company which handled the two country artists (Dolly and Van Trevoy)," the spokes- man said.

Dollar has subsequently signed with Chart Records, while Trevoy is, at the moment, unsigned. "Don't get the idea we are walking away from country," the spokesman said. "We are still very much in the business.

The others in the troupe are Red Holloway, con- tact and stage manager, and Linda Wade and singer and dancer; Jackie Lynn, singer and electric guitarist; and Linda Sharp, singer and Tuffy Braw- ner, singer and lead guitarist.

The troupe will spend five days in Japan, two in Korea, and a day each at the other spots, including Guam.

Wade is a country performer from Indiana, who toured as an amateur, then got his professional start on the "Ditty" radio program on WWVA, Wheeling, W. Va. He later appeared on the Fer- ris Hossky show.

Salter, from Sandsvolds, Ga., was playing the organ when he was 10 years old. He has performed in films with Buck Owens and Billie Joe Shaver. He has also ap- peared frequently at the Silver Nugget in Las Vegas. Tuffy Brawner, born in Nashville, now resides in Hen- dersonville, Tenn. He broke into show business at 15 when he joined the Shipers and the Jolly Boys with "Opry" with numerous bands. Since then he has been a regular on the nightclub circuit. Wade records on Sam Rec-
<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label</th>
<th>Number &amp; Publisher</th>
<th>Weeks on Chart</th>
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</thead>
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<tr>
<td>43</td>
<td>39</td>
<td>ONE OF THESE DAYS</td>
<td>Tompall &amp; The Glaser Brothers, MGM 12954</td>
<td>(Carlo, BMI)</td>
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<td>39</td>
<td>42</td>
<td>TIE A TIGER DOWN</td>
<td>Sheb Wooley, MCA 13038 (Chappell, ASCAP)</td>
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<td>40</td>
<td>44</td>
<td>I'M IN LOVE WITH MY WIFE</td>
<td>David Hobart, Columbia 54901</td>
<td>(West, BMI)</td>
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<td>44</td>
<td>47</td>
<td>NEXT IN LINE</td>
<td>Conway Twitty, Decca 32515 (Finn, BMI)</td>
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<td>47</td>
<td>43</td>
<td>SHE THINKS THAT I'M ON THAT TRAIN</td>
<td>Hank Crawford, Monument 1254</td>
<td>(Blue Note/Hi &amp; Range, BMI)</td>
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<td>43</td>
<td>40</td>
<td>YOU'VE CHANGED EVERYTHING ABOUT ME BUT MY NAME</td>
<td>Norma Jean, RCA Victor 47-9558 (Famper, BMI)</td>
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<td>50</td>
<td>49</td>
<td>IN LOVE</td>
<td>Wynn Stewart, Capitol 2240 (Blue Book, BMI)</td>
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<td>56</td>
<td>50</td>
<td>LOVE ME, LOVE ME</td>
<td>Bobby Bare, Columbia 44209 (Gallico, BMI)</td>
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<td>53</td>
<td>51</td>
<td>BORN TO LOVE YOU</td>
<td>Jimmy Newman, Decca 32366</td>
<td>(Wanda, BMI)</td>
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<td>47</td>
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<td>THREE PLAYING LOVE</td>
<td>Gene Pitney, Poly 201 (Star, BMI)</td>
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<td>47</td>
<td>CHRISTOPHER ROBIN</td>
<td>Johnnie Conlee, RCA Victor 47-9557 (Famper, BMI)</td>
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<td>49</td>
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<td>THE STRAIGHT LINE</td>
<td>Sonny Curtis, Vee 402 (Viva, BMI)</td>
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<td>59</td>
<td>52</td>
<td>WHAT CAN I SAY</td>
<td>Brian Holly, Columbia 44537</td>
<td>(Blue Echo, BMI)</td>
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<td>53</td>
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<td>GOD HELP YOU WOMAN</td>
<td>Jim Ed Brown, RCA Victor 47-9558 (Decca, BMI)</td>
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<td>54</td>
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<td>THE SOUNDS OF GOODBYE</td>
<td>Tommy Cash, United Artists 50227 (MGM, BMI)</td>
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<td>55</td>
<td>55</td>
<td>DO YOU BELIEVE THIS TOWN</td>
<td>Way Carson, Bell 17515 (Atlantic, BMI)</td>
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<td>54</td>
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<td>BORN TO BE BY YOUR SIDE</td>
<td>Jerry Lee Lewis, RCA Victor 47-9567 (Crest, BMI)</td>
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<td>57</td>
<td>GYPSY KING</td>
<td>Kitty Wells, Decca 32343 (Barnes/Wells, BMI)</td>
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<td>57</td>
<td>53</td>
<td>RAGGEDY ANN</td>
<td>Charlie Rich, Decca 32388 (Blue, BMI)</td>
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<td>60</td>
<td>58</td>
<td>TO MY SORROW</td>
<td>Johnny Duncan, Columbia 44520</td>
<td>(Adam, Vee &amp; Albert, BMI)</td>
<td>8</td>
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<tr>
<td>58</td>
<td>60</td>
<td>CRY, CRY AGAIN</td>
<td>Don Anderson, RCA Victor 47-9566 (Deekline, BMI)</td>
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<tr>
<td>60</td>
<td>62</td>
<td>PUNISH ME TOMORROW</td>
<td>Carl &amp; Pat Butler, Columbia 44487 (Famper, BMI)</td>
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<td>70</td>
<td>66</td>
<td>IT'S ALL OVER BUT THE CRYING</td>
<td>Hank Williams Jr., MGM 4540 (Hastings, BMI)</td>
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<td>61</td>
<td>72</td>
<td>EVERLASTING LOVE</td>
<td>Hank Cochran, RCA Victor 47-9593 (Riving Sons, BMI)</td>
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<td>72</td>
<td>66</td>
<td>LOOK AT THE LAUGHTER</td>
<td>Willy Burgos, Decca 32379 (Four Star, BMI)</td>
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<td>66</td>
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<td>THE SOUNDS OF GOODBYE</td>
<td>Tommy Morgan, Starday 850 (Narna/SPR, BMI)</td>
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<td>65</td>
<td>68</td>
<td>WALL OF PICTURES</td>
<td>Garrett Nicholl, Shelter Records 1012 (Back Bay, BMI)</td>
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<td>68</td>
<td>72</td>
<td>I AIN'T THE WORRYIN' KIND</td>
<td>Billy Joe Marie, Kapp 126 (独立, ASCAP)</td>
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<td>67</td>
<td>67</td>
<td>MY HEART KEEPS RUNNING TO YOU</td>
<td>Johnny Paycheck, Little Darlin' 0146 (Maybell, BMI)</td>
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<td>65</td>
<td>69</td>
<td>LITTLE BROWN SOLDIER</td>
<td>Brenda Jackson, Capitol 2245 (free, BMI)</td>
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<td>69</td>
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<td>REND</td>
<td>Octave, RCA Victor 47-9604 (4 Star, BMI)</td>
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<td>63</td>
<td>TEXAS</td>
<td>Tex Ritter, Capitol 2222 (Video, BMI)</td>
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<td>70</td>
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<td>YONDER COMES A FREIGHT TRAIN</td>
<td>Jim &amp; Jesse, Epic 11021 (Pamper, BMI)</td>
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<td>73</td>
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<td>ME, ME, ME, ME, ME</td>
<td>Lk Anderson, RCA Victor 47-9596 (Deekline, BMI)</td>
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<td>71</td>
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<td>YOU MAY BE TOO MUCH FOR MEMPHIS BABY</td>
<td>Leroy Van Dyke, Kapp 931 (Marna, ASCAP)</td>
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<td>75</td>
<td>71</td>
<td>BALLAD OF JOHN DILLINGER</td>
<td>Billy Grammer, Mercury 12706 (Worthing, BMI)</td>
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<td>72</td>
<td>74</td>
<td>SOUTHERN BOUND</td>
<td>Kenny Price, Elektra 1075 (Pamper, BMI)</td>
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<td>74</td>
<td>73</td>
<td>JOHNNY ONE TIME</td>
<td>Willie Nelson, RCA Victor 47-9005 (Blue Note/Hi &amp; Range, BMI)</td>
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Hirt, Pearl, Jackson, Arnold
Seek to Feather Their Nests
With Chicken-to-Go Outlets

LOS ANGELES — What does Minnie Pearl, Mahalia Jackson, Al Hirt and Eddy Arnold have in common? Very little, except they may become the next big stars of the quick-service restaurant field.

All are major new entrants in the chicken-to-go sweepstakes, with Miss Pearl, a "Grand Ole Opry"convénante, in the lead. She has chain of take-out restaurants being developed jointly by Chicken System, Inc., of Nashville, and by Foodmaker, Inc., the San Diego subsidiary of Ralston Purina Co.

Arnold, whose Nashville-based Tennessee Fried Chicken, Inc., is in the starting phase, is chairman and, unlike the others, plans to play a role in management. Mahalia Jackson and Al Hirt have agreed to lend their name and image to their franchise chains and their promotions.

Under the guidance of John J. Hooker, Jr., who narrowly lost the Tennessee gubernatorial nomination in 1966, Minnie Pearl's Chicken System will develop about 100 company-owned chicken outlets. An agreement with Foodmark is to provide the personnel for the construction and operation of the outlets to be opened and operated by the two-company joint venture.

In addition, Chicken System is to sell franchised for Jack-in-the-Box restaurants, a drive-through type franchise. The company has completed the sale of more than 500 Chicken System franchises, of which 40 to 50 are expected to be operating by year-end.

For the last six months of 1967, the company reported revenues of $1,583,346, of which $1,560,000 came from sales of franchises. Unaudited revenues for the three months ended March 31 totaled $2,124,151 and included $2,490,000 from franchise sales. Miss Pearl's company is traded over-the-counter.

The company also owns 50 per cent of Mahalia Jackson's company, formed to develop take-out franchises in Negro communities. Chicken System has franchises in California, Arizona, Connecticut, New York, New Jersey, Illinois, Pennsylvania, Indiana, Michigan and Missouri.

22,000 Witness Peebles' Shows
At Mo. Annual

SEDALIA, Mo.—More than 22,000 persons turned out for two nights of country spectaculars at the 66th Annual Missouri State Fair, according to fair secretary Wilbert Askew.

The fair closed Sunday night, Aug. 25, with 10,500 in the stands to see a show featuring a hometown boy, LeRoy Van Dyke, along with his Aucto- neers; Faron Young and His Country Deputies, the Stone- mans, George Morgan, Curt Gibson, Linda Flanagan, Red Murphy, Kathy Perry, Kirk Hambard and the Showmen.

On the first Sunday of the fair (18), some 11,500 were on hand to witness a country show featuring Marty Robbins, Hank Thompson, LaVonne Lear, the Plainmen, Grover Ruwe, Larry God and the Countrymen.

The shows were produced and emceed by Harry (Hap) Peebles of Wichita, Kan., who
There’s a WHOLE WORLD of Country Music. From Tokyo to Nashville, Chicago to Milan. Country music goes to town . . . and continent.

And The World of Country Music mirrors this tremendous growth of the Country sound, serving both industry and consumer alike.

It’s the Sixth Annual Edition, bigger and better than ever, all backed by the expert knowledge of Billboard’s picked professional writers.

We make sure people see The World of Country Music.

It goes to our paid subscription list, a whopping 25,000 & 1,500 key registrants at the WSM Country Music Convention in Nashville in October, plus the bonus circulation of buyers of country talent, sponsors and ad agencies, booking offices, personal managers and artist management.


Published October 19. Ad deadline September 18.
GMA to Release Volume 2 of Fund-Raising LP in October

NASHVILLE — The Gospel Music Association will release volume two of its special fund-raising album in October, having realized nearly $9,000 in profits from its first.

The announcement was made at the summer board meeting of the Gospel Music Association here Aug. 13. The convention is slated for Oct. 3 through 12 in Memphis, with headquarters at the Claridge Hotel. A special disk-jockey breakfast this year (Oct. 12) will be hosted by the recording companies. Nearly 80 invitations have been extended.

A mass meeting of membership will be held that same morning following the breakfast for the purpose of election of a new board of directors and officers.

A special convention committee was established to establish the program for the annual affair will be chaired by Bill Gaither, and other committee members are: John Devol, Loyd Orrell and Harvis Lester.

This group has set aside an hour of "prime time" at the convention on Friday night for a special presentation of the Gospel Music Association story.

The nominating committee for the convention consists of J. D. Sumner, Don Frost, Henry Slaughter, Joel Gentry and Bob Bansen.

Ten thousand special copies of Good News, the monthly publication of Gospel Music Association, will be distributed at the convention, and will contain advertising. It is published by executive director Norman Boyd.

Mrs. Boyd announced that membership in the Gospel Music Association had increased by 49, and that members of the board of the association had been challenged by Don Frost either to produce two new members or the equivalent in revenue by the next board meeting.

Mrs. Boyd also said that a monthly copy of the newspaper would be sent to any service- man requesting it, or for whom a request is made.

Among the artists who will appear on the second volume LP album are: the Sperms, the Rambos, Oak Ridge Imperials, the Statemakers, Bill Black Reels, Florida Boys, Dixie Echoes, Blue Ridge and Steve Sanders.

Shaped Notes

The Stamps Quartet, the Blackwood Brothers, the Statemakers, the Gateway Boys and the Lester Family of St. Louis joined in a gospel sing at Cape Girardeau, Mo., last month in one of the biggest tournaments of the year. This was despite the fact it was the hottest night of the year. Don Butler filled in with the Statemakers, and Jimmy Bell, who filled in for Bill Shaw of the Blackwoods.

The big Northwest Ga., all-night sing at the ball park drew the usual turn-out in excess of 10,000. Among those on the program were the Goodnarts, Florida Boys, Steve Sanders, Statemakers, Blackwood and the Stamps. The chicken baskets were in abundance.

Bill Holder was left to arrange a schedule space to fly home to sing at a neighbor's funeral. The "Jubilees" has just concluded taping 12 more shows.

The Singing Ravens have concluded an album titled "At Noon With the Singing Ravens," and Jim Hall did the string arrangements. The Imperials have finished an album started before the summer tours. This group also backed Jim McNeill on an album.

Gene Cotton, a folk-gospel singer, has his fourth album here. He is a soloist on the "Christian Brotherhood Hour," broadcast over some 400 stations.

Bill Welk 3d celeb in Golf Contest

NASHVILLE — Lawrence Welk is the third "celebrity" to agree to take part in the Fourth Annual Music City U.S.A. Pro-Celebrity Golf Tournament here this October.

Welk joins Perry Como and Glen Campbell among the early signers from the celebrity list. The tournament will be a 26-hole affair stretching over two days.

Chet Atkins, chairman of the celebrity committee, said numerous other entertainers will take part. Mason Rudolph, the tournament's pro representative, earlier had signed 11 leading professionals for the tournament.

The tournament is sponsored by the Country Music Association, the Nashville Area Junior Chamber of Commerce, and the Nashville Tennessean.
Plans Wrapped Up for 43d 'Opry' Celebration

Continued from page 26

than those thus accredited will be admitted to this particular session. The credentials will be included in a lot which the disk jockey will pick up at the auditorium when he arrives.

The station also is providing a limited number of portable tape machines available for those not bringing their own. The qualification for all registrants to the Celebration is the same as that of the past: one must be "painfully employed in producing, disseminating, or broadcasting country music."

The S10 registration fee is the sole support of the Opry Trust Fund, the only one of its kind in existence. These moneys are used throughout the course of each year to care for those persons now or at one time involved in country music, who are in need.

The agenda for this year is similar in most respects to those of the past. It retains last year's additions and adds the aforementioned disk jockey session. Though virtually everything will be handled through pre-registration, late registration desk will be established at the Municipal Auditorium at 8 a.m., Oct. 17.

Kaffee Klatch

The first official function will be a luncheon and show sponsored by Minnie Pearl's Chicken System, and the final event will be the traditional (117 years) Columbia Coffee Clutch at the Hermitage Hotel.

All events are at the Municipal Auditorium unless otherwise designated.

AGENDA

Oct. 17—
12 Noon — Minnie Pearl's Chicken System, Inc. 3 p.m.—CBS Musical Instruments Country Music Show; 9 p.m. — United Artists—Party & Show.

Oct. 18—
8 a.m. — WSM, Inc.—Breakfast & Spectacular: 10 a.m. — D.J. Artist Tape Conference: 1 p.m. — Dot Records—Luncheon & Show; 2 p.m. — RCA Records—Party & Show; 8 p.m. — WSM, Inc.—Friday Night Opry—Opry House.

Oct. 19—
8:30 a.m. — RCA Record Division—Breakfast & Show; 12 Noon—Columbia Record—Luncheon & Show; 5 p.m.—Capitol Records—Party & Show; 9:30 p.m.—WSM, Inc.—Grand Ole Opry's 43rd Birthday Celebration—Opry House; 10 p.m. — Pamper Music Co.—Dance.

Oct. 20—
7:30 a.m.—Columbia Records—Coffee Clutch—Hermitage Hotel.

Each registrant will receive a book of tickets, one for each of the above official functions. There are scores of non-official functions with which WSM is not involved, and for which there is no general ticket. These affairs generally are by invitation only. A spot check of hotels indicates there will be more hospitality suits this year than ever before.

This year's disk jockey tapping session is jointly in sponsorship with the Country Music Association (CMA) which, in the past, will hold its annual convention during the same week, sharing the auditorium with WSM.

The annual CMA membership meeting will be held Oct. 17 at the Municipal Auditorium, beginning at 10 a.m. The board of directors' meeting will precede this by one day.

On Friday (18) at 2:30 p.m., a CMA-sponsored international seminar will take place, chaired by Dick Broderick of MCA. This will feature a panel of local and foreign representatives who will discuss all international aspects of country music. Among the panelists were Martin Roemer of Melco International, Inc., New York; John Mascins, Inelco-Holland, Amsterdam; Murray Kay, BBC, London; Al Gallico, Gallico Music, New York, and Broderick.

Continued from page 26

strong nighttime following in the Atlanta area. . . . The New Jersey Servicemen's League will produce a "Northeast Country Music Showcase" at Cherry Hill, N.J., Oct. 5. The show will feature Del Reeves, Jan Howard, Johnny Dool- lar, the Country Music Gent's, the Musser Brothers, the Henderson County Boys, Thelma Perch and Dick Rich. There also will be an open talent show with a seven-hour limit. Jimmy Stephens will record for Stop here in Sep- tember. Kenny Roberts cut his third straight album for Sunday with 12 new sides. . . . A new single by Jack Blanchard and Mainty Morgan, titled "Bethlehem Steel," has been released on the Wyside label. . . . The girl on the cover of the new Dottie West album is her daughter Shelley. . . . The new Jim Ed Brown release, "Jack and Hill," gets the full string treatment.

George Jones wants it known that the president of his fan club is Mrs. Shirley Phillips, and no one else. . . . Don Logan, national promo- tion and sales director of Paula Records, is back in Shreveport after a promotion tour that took him to Cincinnati, Atlanta, De- troit, Pittsburgh, Charlotte, Nash- ville and other cities. Paul cur- rently has both Cheryl Poole and Gene Wyatt on the charts.

The Oak Ridge Boys

NEW HORIZONS

Heart Warming/Impact

136 4th Avenue North
Nashville, Tennessee 37219

HWS 1988

GREAT GOSPEL TALENT

NOW ON 8-TRACK STEREO TAPE

S60244 - Blackwood Brothers - It Is No Secret
S60232 - LeFevres - A Man Who Is Like God and Country
S60239 - The Spirit of the Mississippi River Boys
S60291 - The United States Army
S60282 - Middle Tennessee State College
S60283 - The Spiritual Sounds of the Savannah River Boys
S60605 - Miscellaneous Quartets
S60295 - J. D. Sumner and the Stamps
S60296 - J. D. Sumner and the Original Dixie Boys
S60297 - The Spiritual Sounds of the Tennessee River Boys
S60298 - Miscellaneous Quartets
S60299 - Miscellaneous Quartets
S60300 - Miscellaneous Quartets

EXCLUSIVE DISTRIBUTORS for Skylite/3ng Sole International Distributors and Sales Reps for CHRISTIAN FAITH, TEMPLE AND WORSHIP

PATHWAY RECORDS

P.O. Box 880, Cleveland, Tennessee 37311
**BEST SELLING SINGLES**

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label &amp; No.</th>
<th>Weekly Sales</th>
<th>Week Ending</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I CAN'T STOP DANCING</td>
<td>Archie Bell &amp; The Drells</td>
<td>Atlantic 2534 (Dellware, BMI)</td>
<td>30,000</td>
<td>20</td>
</tr>
<tr>
<td>2</td>
<td>Send My Baby</td>
<td>Bobby Womack</td>
<td>Minit 30012 (ASCAP)</td>
<td>22,000</td>
<td>20</td>
</tr>
<tr>
<td>3</td>
<td>I'M A MIDNIGHT MOVER</td>
<td>Wilson Pickett</td>
<td>Atlantic 2890 (Screen Gems, ASCAP)</td>
<td>19,000</td>
<td>20</td>
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<tr>
<td>4</td>
<td>I WANT YOU</td>
<td>Meatloaf</td>
<td>Epic 15180 (Kobalt, BMI)</td>
<td>18,000</td>
<td>20</td>
</tr>
<tr>
<td>5</td>
<td>THE HOUSE THAT JACK BUILT</td>
<td>Archie Bell &amp; The Drells</td>
<td>Atlantic 2534 (Dellware, BMI)</td>
<td>16,000</td>
<td>20</td>
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<tr>
<td>6</td>
<td>75 UNDERSTANDING</td>
<td>Ray Charles</td>
<td>ABC 3090 (Kobalt, BMI)</td>
<td>13,000</td>
<td>20</td>
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<tr>
<td>7</td>
<td>A SONG I'VE NEVER FOUND (TO LOVE ME LIKE YOU DO)</td>
<td>Aretha Franklin</td>
<td>Tamla 54172 (Jobete, BMI)</td>
<td>13,000</td>
<td>20</td>
</tr>
<tr>
<td>8</td>
<td>PAIN IN MY HEART</td>
<td>James Brown</td>
<td>King 6475 (King, BMI)</td>
<td>12,000</td>
<td>20</td>
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<tr>
<td>9</td>
<td>I CAN'T STOP DANCING</td>
<td>Archie Bell &amp; The Drells</td>
<td>Atlantic 2534 (Dellware, BMI)</td>
<td>12,000</td>
<td>20</td>
</tr>
<tr>
<td>10</td>
<td>HELP YOURSELF (TO ALL My LOVIN')</td>
<td>Sonny &amp; Cher</td>
<td>Columbia 2546 (Capitol, ASCAP)</td>
<td>11,000</td>
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<td>11</td>
<td>WHERE IS THE MONEY?</td>
<td>Bobby Womack</td>
<td>Minit 30012 (ASCAP)</td>
<td>11,000</td>
<td>20</td>
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<td>12</td>
<td>THE SNAKE</td>
<td>Arliss, Soul City 767 (Marks, BMI)</td>
<td>10,000</td>
<td>20</td>
<td></td>
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<tr>
<td>13</td>
<td>téléphone</td>
<td>Connie Francis</td>
<td>ABC 3001 (Kobalt, BMI)</td>
<td>10,000</td>
<td>20</td>
</tr>
<tr>
<td>14</td>
<td>A SONG I'VE NEVER FOUND (TO LOVE ME LIKE YOU DO)</td>
<td>Aretha Franklin</td>
<td>Tamla 54172 (Jobete, BMI)</td>
<td>10,000</td>
<td>20</td>
</tr>
<tr>
<td>15</td>
<td>WHY DO THEY MAKE IT HARD FOR A BLACK MAN (TO GET HIS LOVE)</td>
<td>Booker T. &amp; The MG's</td>
<td>Stax 0001 (East, BMI)</td>
<td>9,000</td>
<td>20</td>
</tr>
</tbody>
</table>

*Numbers in parentheses indicate bilboard chart positions.*
CLIFF NOBLES & CO.

HEADED FOR THE FRONT IN THE SINGLES-RACE!

Judge Baby
I'm Back

TWO SURE WINNERS IN ANY CHART RACE!

THE HORSE  CLIFF NOBLES & CO.  PH-LPS 4001
BREAKING FAST IN THE ALBUM-RACE!

**Soul’ to Debut On Channel 13**

NEW YORK—“Soul!” Channel 13’s new talk-entertainment show debuting Thursday (12) at 9:00 p.m. will be hosted by Alvin F. Poussaint and Loretta Long.

Poussaint, 34-year-old writer-TV personality, recently appeared on ABC-TV’s “Time for Americans: Bias in the Mass Media,” spoke with Lena Horne and Harry Belafonte, and “This Question of Violence” on National Educational Television. Miss Long is a singer and actress.

**CENTRAL NERVOUS SYSTEM**

The backbone of America is the spinal column.

**SOUL SAUCE**

* Continued from page 32

TID-GRITS: In town this week: the Parliament, working on their charts with their “Good Ole Music.” Pati Belle & the Bluebelles, set for the debut of Soul show, Friday (12). Carla Thomas, touting her new one, “Where Do I Go,” from the Broadway show “Hair,” and fresh from drama school, looking for a movie role and a husband. Albert King, the great Stax bluesman who suddenly feels that being “Born Under a Bad Sign” is a good sign after all. King, due at Fillmore East in October, is ready with his new LP, “Live Wire Blues Power,” recorded at Fillmore West. Welcome back Clyde McPhatter, former lead Drifter, who now makes his home in England and records for Deam Records. His first release for the label, “Only a Fool,” is makin’ smoke. Coretta Scott King (Mrs. Martin Luther King) will make her professional debut with the Washington National Symphony early next year. Little Milton’s latest on Checker: “Let Me Down Easy.” The Talibans, the new Pakistan punk band, are expected lightning with Robert Knight’s Isn’t It Lonely Together. Coming soon: new Van, Fleetwood Mac, and the Association. Welcome back from vacation to Linda Elkes from Bernie Binn’s Motown office. Fred Lewis, Northeast promotion man for Max Distributors in Boston asks us to boast the Parliament’s new one, “Good Ole Music” to local radio WMEX and WRKO. Edward R. Belding p.s. Soul Sauce: What ever happened to Clarence (Bum-mo) Jackson? Mr. Belding, director of the Drake College of Business, makes it his business to read Soul Sauce. Do You? And if you’ve got news for Soul Sauce—or a sound you’d like to lend an ear to—write and tell your soul story.


**GENE CHANDLER: Brunswick soul artist, strikes an executive pose at the press’s desk of St. Louis-based Bamboo Records. The ex-out- artist, chart climbing with his “There Was a Time” record, was recently in the St. Louis area and has taken to the road to promo-mote “If I Didn’t Love You,” by the Profiles. Looking on, at left, is Gus Redmond, Chandler’s ex-road manager and Bamboo’s national promotion director. On the right is Karl Tarleton, a&r producer.**
LONDON — United Artists held its first sales conference as an independent record operation in this country Aug. 25 at Lon- don's Revolution club.

UA is sending the canvelling of UA’s American Jazz label—Seven Square—throughout Europe. The promotion which will be built around the soundtrack album for the forthcoming film “Chitty Chitty Bang Bang.”

Barbara Scott, United Artists sales manager, told EMI sales force that the albums would be issued in stereo only. To spearhead the launch of Solid State, United Artists has compiled a special sampler album for dealers ordering any six initial releases plus any three other will be given one free sample with special display material including bro- xers and stickers.

The first releases on Solid State are by Herbie Mann, Mike Mainieri, Bob James, Dr. John, and Johnny Lytle, plus “Jazz for a Sunday Afternoon.”

The company also scheduled two sampler packages, one featuring pop artists, the other country artists, which will retail at $2.34.

Soundtrack albums from UA include “Chitty Chitty Bang Bang,” from a story by the creator of James Bond, Ian Fleming, which has been musical score written by the Sherman Brothers. Also released: Sammy Davis Jr.'s “Salt and Paper” and “Hang ‘Em High.”

On the popular album front, UA has scheduled Bobby Golds- born’s “Word Pictures,” Frank Sinatra’s “The album and Frank Beneke’s “Don’t Go Away Baby” (Continued on page 38).

Freshwater, of EMI, Retires

LONDON — George Fresh- water, EMI’s German sales de- partment manager, has retired after 42 years with the company. He and his wife will live in a luncheon at the Europa Hotel Aug. 23.

Freshwater joined the Gram- ophone Co., Ltd., in 1926 as ad- vertising manager for the British Zonophone Co. Ltd. In 1930 he took a similar post with the Russian music company and in 1939 was appointed advertising manager of EMI. In 1959 he became controller of advertising and production, and in 1966 he was appointed managing director of EMI's German operation.

Freshwater has been chairman of the ASA Bureau of Circulations and of the Incorporated Society of British Ad- vertisers.

Basart’s Jansen Off to Visit N. Y.

AMSTERDAM—Guss Jan- sen, president of the Basart Pub- lishing Company, arrives in New York Thursday (15) for a one-month visit during which he will meet music industry leaders in New York and on the West Coast. Jansen will be headquarters in Amsterdam headquarters of the American subsidiary of Basart and is the Dutch branch of the American company.

Basart is part of the Basart-Strehl-Strohorganisation which has interests in music publish- ing, record manufacturing, book publishing, background music systems, theatrical productions and magazines.

Finnish Int’l Fair Lures 300 Exhibits

HELSINKI—Among the 300 exhibitors at the Finnish Interna- tional Trade Fair which opens here Monday (21) and closes next Sunday (28), will be the Sab- li-Skiodde company, licensees of Warner, United, RCA, Telefun- ken, and Discophon, representa- tive of RCA and Monarch.

The Fair, the biggest of its kind in Scandinavia, will be at- tended by visitors from more than 30 countries.

Smaller and TV manu- facturers Salaro, Helvar and UPO will have stands, and two coin machine manufacturers and distributors, Geneco and Y-Siam, will exhibit Finnish and foreign coin equipment.

EXECUTIVES FROM EMI companies throughout Europe and Singapore attend EMI Records British marketing conference held in London Aug. 26. Left to right: Keith Bruce (Singapore); Emile Gann (Switzerland); A. Mackenzie Smith (general manager, EMI Records South African division); Kurt Mikkelsen (Denmark); Ben Van Den Berg (Holland); Rolf Nygren (Sweden); Sir Joseph Lockwood (chairman, EMI, Ltd.); Kea E. Egeland (Norway); Lionel Boulien (France); Max Brunnier (Switzerland); Dr. Barnard Krajewski (Germany); Frank Beh (Australia); Rolf Fischer (Switzerland).

Dunhill, Stax & Volt Product to Be Released in Britain by EMI

• Continued from page 37

Published in this issue: 

48 SINGERS TO UE AT CANZONISSIMA IN MILAN

MILAN—The 1968 edition of Canzonissima, the 15-week Saturday night song competition run in conjunction with Italy's annual New Year's Lottery, will bow Sept. 2.

The event, sponsored by RAI, the Italian radio and television corporation, will end Jan. 6 with the draw for the Lottery.

The winner will conduct a series of Canzonissima broadcasts will be PDU artist Mina and actor Walter Chiari.

For the first time in the history of the event, 16 foreign artists, are expected to participate in the concert which consists of five rounds—past song hits (eight broadcasts of six singers each), current song hits (eight broadcasts of six singers each), whistle songs (two broadcasts of six singers each), the semi-finals (one broadcast with the six semi-finalists re-performing their new songs) and the finals (one broadcast with five artists re-performing their new songs).

Elimination of participants will be determined by postcard votes sent in by mail and by the verdict of three special panels, with the exception of the semi-finals where only mailed votes will count, and of the finale itself, which will be judged by panels of 25 jurors in 20 locations.

While on the West Coast, Cordell will meet with A&M executives to plan for the following by his Regal Zonophone label in Britain.

FRENCHandel-brander-arranger in an effort to increase its share of middle market repertoire sales. EMI will also be signing four American and British under- ground groups for the U. K., the French, the Gods, the Wind in the Willows, Quick- silver Messenger Service and the Big Pink. The fall program will also feature major releases from EMI licensees, Bell, Command, Dot, Impulse and Tamla Mot- tow.

In November, EMI will be in- troducing 4-track stereo tapes to the U. K. market and will simultane- ously reduce the price of its monaural two-track tapes. The stereo tapes will sell at the same price, making them just 42 cents cheaper than their disk equiva- lents.

Delegates were told that full price record currently account for two thirds of EMI’s classical turnover and that more than half of its classical sales, in- cluding back catalog product, are now recorded on the tapes, with the 66 tapes, said classical division chief Leonard Smith, are now account- ing for 61 per cent of top price sales and even in the low price line, stereo penetration has in- creased from 29 per cent to 47 per cent within a year.

WB-7 GERMANY MEET SLATED

LOS ANGELES—Warner Bros.—Seven Arts will unveil two specially prepared German lan- guage LP's during its 10th an- niversary product presentation next month in Hamburg. The two albums are a soundtrack from a German version of the American film "Raiders of the Lost Ark" and a German ver- sion of the Anita Kerr-Rod McKuen package, "The Sea." Approximately 1,700 will attend the showing produced by Mike Maitland, WB-7 president and Phil Rose, international director. Also included are West German deal- ers and other licenses. The two albums begins its European presentation Sept. 2 at Pye annual conven-
NEW YORK—With a population of just under 3 million, Uruguay is a small country, commercially, naturally, not the world's largest—in fact a single hit sells only a couple of thousand copies. But says Leon Jurburg, president of Clave of Montevideo in Uruguay, "Uruguay has four record manufacturers," it is an expanding market. 

With Uruguay, Jurburg was here last week on business, stopping off before viewing the wares of the British, Italy and Spain. His company represents British Decca and a re-International, among others, in Uruguay.

He pointed out that only local artists, mainly British, were the strong sellers on the Uruguay market. "Right now British singers, Tom Jones and Engelbert Humperdinck are at the top for us in Uruguay," he said. "But it is a struggle to get a local artist across the border. If we are to get a really integrated market, you have to record in English in Latin America. At present it is really one way—into English. Of course all records are manufactured locally." 

Conservative

Jurburg stressed that record distribution is still a "little conservative" and that this had forced manufacturers, in some cases, to open their own retail outlets. "The market is divided into the teen-age market (which has grown 300% in the last two years) and the tourist trade. We are facing competition from the country from Argentina and Brazil. And because our records are cheaper, it is very hard to change a lot this way."

Roulette in U. K.
By Major Minor

LONDON—Phil Solomon's Major Minor company has launched the American Roulette label here recently with an album by Tommy James and the Shondells, "Mony Mony." 

The company also plans to issue the Beatles. The label will be issued on a low-priced label starting with two albums in the "Golden Greats" series which includes tracks by Frankie Lymon, Jimmie Rodgers of Minnie, and the Imperials and Joey Dee and the Starlighters.

Major Minor is preparing an album by Mama Cass of the Mamas and the Papas for release on Roulette. The first single on Roulette will be Tommy James' follow-up to "Mony Mony.

COPENHAGEN
Danish Radio is following the example of Radio Luxembourg in launching a regular weekly program presenting top-selling, locally produced records.

The new program, "Danmark-top," was aired for the first time on Monday, Sept. 1, and has been enthusiastically greeted by the Danish music industry.

In all three Scandinavian countries, foreign records dominate the charts, whether it be U. S. or British origin. But since Radio Sweden introduced a weekly program featuring exclusively top-selling Swedish products, the situation has started to change.

In a relatively short time the Swedish chart went from being the most popular radio program in Sweden and also created the republic's most popular sales records. This reaction has in turn stimulated Swedish recorded producers into improving the quality of local product.

The Roulette label, which has records not, moreover, stopped at the frontiers. It spilled over into

PYE SETS ITS London Meet

LONDON—Executives of Pye's licensees and licensors in 20 countries will attend the company's ninth international sales conference in the Europa Hotel, London, Thursday (9) and Friday (10).

The meeting will also be attended by representatives from contribu-
tives, eight area supervisors, 11 area supervisors and six depot managers. The conference will feature a man-

agement staff from the Pye factory.

During the conference Pye's new double-pack Stereo 2 will be introduced by general manager Harry Castle.

The Golds will include Robin Scott of the BBC, Geof-

Norway (Billboard, July 20) and is now beginning to make an impact in Sweden. It is hoped that the new Danish Top 10 program will spark public interest in records in the same way as in Sweden. With an eye on the new program, three record companies are now giving careful attention to the record production. Metronome is releasing "Luk en ine og jeg til i 11 Clas' Moonbirds & The 4 Ten), by Grethe Ingmann, and "This Guy's in Town," by Miss Ingmann's husband, Joergen. The Ingmanns won the Eurovision Song Contest in 1963 with "Danserne." Also tailored will be a Danish version of "Wes du Doch in Musselkens Werkstatt," by Philip Gunther singer Dorthe. The song, which in Danish title is "Gid du var i Skanderborg," came second in the West Ger-
mansy song festival in Berlin two months ago.

All the songs are published by Dacapo. Radio Luxembourg will continue to feature the over-all best selling records, local and foreign, in its weekly Top 20 program.

MERC. TO BOW Budget Label

LONDON—Mercury is plan-
ing to introduce a new low-

priced label and also to re-

activate the Limelight jazz label and Friday (8) label will be called Mercury International, which will bring in an import back catalog with artists such as the Platters, Jerry Lee Lewis and Harrison James. The first re-

lease features 11 albums and one single will be released from the "Western Winners" series. Spearheading the country production will be "The Golden Hits of Roger Miller," Orlon-singer, which will include Dave Dudley and Roy Drusky.

Also Teddy Fleming is selecting product to re-intro-

duce the Limelight label jazz.

The American label also plans to launch its American Epic and Blue Ribbon records under the Mercury logo.

DANISH RADI0 Plays Locally Made Disks

ADAMSTERDAM
Dutch pop group Golden Earrings left on a tour of Britain where they will also record. ... Phonogram released "The Phil Spector Sound," a 25-phonograph album. It features 13 tracks from the Philles catalog of the Crystals, the Ronettes, Bob B. Sosie, Darlene Love, Ike and Tina Turner, ... Dutch singer Theo Dubbs has recorded a collection of Winter's work such as "What do you do in Deusseldorf geilesbroeder," and Lola has recorded "Harlekin" for Imperial. Both songs featured in the West German song festival, are published by the company and published in Holland by Bosart. Phonogram published in Haarlem, "Maskeleko Werkst, Aug. 19-25, with the solace, "A Man with a Hat," to promote the unique single "Graze," released here on Philips. CMS managing director Hans van Zelzean acquired Benson distribution rights to the American Ahnak, Moonshot and Calla labels.

Phonogram launched a country campaign with a release of Mercury, Philips and Philips' various and the promotion of the "Country & Western" Artists." Features on the album include Randy Dowler, Roger Miller, Faron Young, George Jones, Lester Flatt and Earl Scruggs, Roy Drusky and Priscilla Mitchell, Dave Dudley, all on Mercury; Bill Anderson, Herb Jeffery, Tubb, Kitty Wells and Webb Pierce on Brunswick, and Jim Clifton and Johnny Cash on London. The London and Brunswick LPs are budget lines for the British market.

At the World of Music in London, "Merce.

Budget line for the Decca label, John Bos, in Britain to dis-

Discussion of the release of Dutch artists in the U.K. ... Ince managing di-

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The American concept of the new RCA Victor building in Tokyo, to be completed next June.

From the Music Capitals of the World

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ADAMSTERDAM
Dutch pop group Golden Earrings left on a tour of Britain where they will also record. ... Phonogram released "The Phil Spector Sound," a 25-phonograph album. It features 13 tracks from the Philles catalog of the Crystals, the Ronettes, Bob B. Sosie, Darlene Love, Ike and Tina Turner, ... Dutch singer Theo Dubbs has recorded a collection of Winter's work such as "What do you do in Deusseldorf geilesbroeder," and Lola has recorded "Harlekin" for Imperial. Both songs featured in the West German song festival, are published by the company and published in Holland by Bosart. Phonogram published in Haarlem, "Maskeleko Werkst, Aug. 19-25, with the solace, "A Man with a Hat," to promote the unique single "Graze," released here on Philips. CMS managing director Hans van Zelzean acquired Benson distribution rights to the American Ahnak, Moonshot and Calla labels.

Phonogram launched a country campaign with a release of Mercury, Philips and Philips' various and the promotion of the "Country & Western" Artists." Features on the album include Randy Dowler, Roger Miller, Faron Young, George Jones, Lester Flatt and Earl Scruggs, Roy Drusky and Priscilla Mitchell, Dave Dudley, all on Mercury; Bill Anderson, Herb Jeffery, Tubb, Kitty Wells and Webb Pierce on Brunswick, and Jim Clifton and Johnny Cash on London. The London and Brunswick LPs are budget lines for the British market.

At the World of Music in London, "Merce.

Budget line for the Decca label, John Bos, in Britain to dis-

Discussion of the release of Dutch artists in the U.K. ... Ince managing di-

rector of Philips in Hamburg to discuss with Teldec off-

ers the release program for the coming season. Holland's 14-year-old singer, Bas Hageman, has signed a contract with the Limerie production company, Decca.
CINCINNATI
Local Capitol Records nabobs John Leffler, district sales manager; Dick Behrel, territory manager; and Althea Hales, assistant to the manager at the suburban Carrousel Inn Thursday night (9) unveiled Capitol’s recent affiliation with the Apple Record Co. now, official English label owned by the Beatles. Among those in attendance were: John Leffler, WKRC Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio.

The meeting was dedicated to the success of Capitol Records. The keynote speaker was Mr. Robert Coaper, senior vice president for the company. Other speakers included Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith, radio director; Wendell Thomas, The Billboard; Don Ross, WCKY Radio, Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chuck Diner, a Newmark Melody Shop; Paul Smith.}

Greenslade May Do Frankie LP

LONDON—Major minority music company, EMI Records Ltd., has decided to bring to the record marketplace Arthur Greenslade, who has been credited with the discovery of many top English pop artists. Greenslade has been inducted into the Rock and Roll Hall of Fame for his work in the recording industry. His most notable achievement was the signing of the Rolling Stones, who went on to become one of the biggest bands in the world. Greenslade's influence on the music industry is immeasurable, and his contributions to the world of music will be remembered for generations to come.

Colin Hadley's exit from EMI

LONDON—EMI has appointed Colin Hadley, general manager of World Record Club from Oct. 1. Hadley has previously managed the World Record Club, which specializes in high-quality music and services. The move is seen as the beginning of a major shake-up in the record club. Sir John Lockwood has publicly admitted that EMI's music business has been hit since the company's shake-up, which includes the revamping of EMI's High-Fidelity Music for Pleasure company.

COLUMBIA'S LATIN-AMERICAN artist from Argentina, Luisito Reyes, has signed with Capitol Records and will be released with the new label with Rosie, manager, Latin-American a. r. Rey in town to formalize plans for nightclub and TV appearances in Mexico and Puerto Rico, and to discuss plans for new LP. "Luisito Reyes Songs for Love,"

S. African Singer Hilary Gets Gold

Johannesburg—Twenty-year-old South African singer Hilary was presented with her first Gold Record by the Recording Industry of South Africa. The award was for her album "I Hate Love," which has sold over 25,000 copies and has been on the charts for several months.

Daniele Perrigino & the Brinkers leave for Osaka, Japan, this month.

The intensity VI earthquake—monster which hit Tokyo on Sept. 24, 1960, has caused major damage and loss of life. The Japanese government has declared a state of emergency in the affected areas.

Spain—Two young recording artists, Roma and Niño, have been booked for a series of national tours and have signed with the E.M.I. label. The artists are expected to charm audiences with their unique blend of pop and classical music.

The recording of the hit song "My Way" by Frank Sinatra in Honolulu was marred by a strike of studio musicians who were demanding a pay raise. The strike continued for several weeks, causing a delay in the release of the album.

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Vice production and ning her bandleader, the No.

LONDON

The trend toward budget al-

FORGET THE COFFEE—THE BANANAS AND THE SUGAR—HERE IN BRAZIL ARE 80 MILLION MUSIC LOVING PEOPLE IN THEIR INFANCY AS A MARKET FOR RECORDS!

BRAZIL

The above is just one page from the intriguing and informative 80 page book recently produced by E.M.I. (The World's Greatest Recording Organisation).

A limited number of copies are now offered free.

If you would like a copy write to E.M.I. Group Record Services, E.M.I. House, Manchester Square, London, England, W1A 5ES, and say so.
NEW
TINY TIM
SINGLE
"Hello, Hello"

CHART
AUTOMATIC
Produced by Richard Perry
Sunn Into Artist Management; Rock Groups to Plug Product
By BRUCE WEBER

LOS ANGELES—Sunn Musical Equipment Co. has set up an artist management arm as part of its product endorsement program. Instead of signing established artists to endorsement contracts, Sunn will attempt to form a new group and use it to tour the country promoting equipment and visiting record retail outlets.

First group in the program, created by Jay B. Munger, Sunn's promotion director, is Houston Fearless, a contemporary rock group. The group, under contract to independent record producers Charley Green and Brian Abracadabra, will cut an album and single product to use on a promotional tour to kickoff in the mid-September.

While on tour, Houston Fearless will visit Sunn and Hammond Organ Co. retail outlets to help stimulate sales and promote product. Houston Fearless will use Sunn equipment on tour and in the recording studio.

“By having an unknown ‘house’ group endorse Sunn product,” says Munger, “you can control the group's destiny with your equipment. The idea is to build a group under contract to Sunn into a nationally known sales force.”

Although Sunn recently has signed the Cream, the Righteous Brothers, Jimi Hendrix and Stevie Wonder, under endorsement contracts, Munger wants to use Houston Fearless at sales meetings, marketing seminars and promotional meetings. “When the group is under management contract to Sunn,” he says, “we can work out travel schedules, personal appearance tours and the like.

“We can't expect the Cream, for instance, to visit retail outlets to plug our equipment because of heavy concert and recording schedules.”

As management agent, Munger feels, Sunn would have access to the group. “We’re looking for methods to assist retail outlets generate sales,” says Munger, “and one natural tie-in is for artists to visit stores for promotional work following personal appearances.”

Instruction Book

AAA Conducts Poll
NEW YORK—The American Accordions' Association (AAA) is holding its own election this year—a poll of favorite accordionists. Those winning the most votes in the balloting will be featured in jumbo photo poster, which is to be made available to accordion enthusiasts throughout the country.

Let Customers Handle Guitar: Sherman Clay’s Paul Gazarian
By GODFREY LEHMAN

SAN FRANCISCO—It's not unusual for Sherman Clay to lose a $400 guitar every 90 days or so when a youngsters drops in and says, “It's part of the game,” commented Paul Gazarian, manager of one of the largest music stores on the west coast, who insists that knowing the trends in record sales is one of the best tools for the guitar dealer.

Interestingly, music stores don't let kids handle the instruments, but we find it pays off. So we lose one every 90 days or so. What we get in return is the major part of the kids' business in town.

And the kids' business is no kid stuff. It's big, he reported. Word gets around fast in the schools that Sherman Clay is one store where the young'uns—as far down as nine years old—are permitted to handle the precision, fragile stuff instruments, and most of the time they are able to carry them. The handling of it means sales, because that's the way these children get to know the feel of the instruments they wish to buy.

Other stores frighten them away with their ‘don'ts' and ‘no touch' policy. We are glad to welcome them.

Music, he explained, is the big thing—a status thing with the teen-aged today.

And since it's creative, healthful, as constructing, it's an activity that should be encouraged. But it's also faddish, Paul finds, and to be successful at it you have to keep up with the changing trends in musical fashions.

What the singing groups do is important in setting the fashion trends. In six months to a year the popular instruments have gone through the styles. "Long ago—say back 10 or 15 years—it was the guitar, instruments, brasses and woodwinds. Now, of course, it's the strings instruments, but not exclusively strings. Where the solid body guitar was going strong for a time, it was soon replaced in popularity by the semi-acoustic, then the acoustic guitar. Now there appears to be a swing back to the solid body, because that's what being played by the recording groups." For a while the popular music married the electric, but when it switched, the kids began searching out the old-time Les Pauls.

(Continued on page 43)
Let Customers Handle Guitar

- Continued from page 42

Paul-Gibson solid bodies, so in a short time this guitar style was being copied, and is on the market now.

"Paul Revere and the Raiders started a fad about two years ago for the Vox distortion units in amplifiers," Garzian explained before that, Jefferson Airplane made the Stanard amplifiers popular, and were pictured on covers with this accoutrement.

"We've got to meet the kids at their own level, and must respond to their own whims," he explained. "Television has a lot to do with influencing them."

But what about brass? Is this dead? "Not on your life," Garzian said. "In fact, right now it appears to be coming back, with band instruments getting more deeply involved in rock music. Especially the tenor sax, with its expanded range, extending its capacities both an octave higher and lower."

Drums are always big because every group has to have a set of drums. They are especially popular with teen-agers, as shown by the fact that an estimated 90 per cent of the store's drum business is with children below college age. This compares with about 75 per cent of all the musical instrument business in the under-18 classification.

Keeping up with trends means following the record sales, for these indicate what is going to be popular in instruments. "You have to know what's on top in recorded music, and this also points to revivals in ancient instruments such as recorders, zither-harps, and others, which may be coming back into style."

At present, the musical instrument section is located in the basement of the downtown Sherman Clay store, but it is being moved up on the first floor.

"We're not sure of the location, but probably it will be close to the record department. It's a good way to check on sales trends."

11 Countries Attend Ember Meet Aug. 27

LONDON — Delegates from Sweden, Denmark, Holland, France, Belgium, West Germany, Austria, Switzerland, Greece, Finland and Spain attended the informal sales conference organized by Ember Records at the Mayfair Hotel, Aug. 27.

The representatives were given a preview of Ember's fall product, the theme of which was "Something for Everyone." Seven major album releases are planned for this month and October and the first of these, scheduled for release on Friday, July 13, will be LP's by Bill Haley, the Turtles and the late Elmore James. Ember is also planning to enter the British singles market with records by two young British artists. The event last week celebrated its eighth anniversary as independent record company.

Announcing the Baldwin Contemporary Classic Guitar.

It's an amplified classic guitar.

But more important, the unprecedented Baldwin Prismatone Pickup doesn't change the rich, natural sound. It just makes the sound bigger—bigger enough, in fact, to make this the first Contemporary Classic Guitar.

With the Baldwin 801CP Contemporary Classic, you can whisper in the ears of the top row balcony. Or play crescendos against full accompaniment. Baldwin's exclusive Prismatone Pickup lets you be yourself—with the warm responsive sound you've always wanted. No switches, no knobs. Your fingers are the tone and volume controls.

This pickup, by the way, is as unique as the scientific work that went into it. For a quarter of a century, Baldwin has dedicated itself to the superior amplification of acoustical instruments. The Baldwin Contemporary Classic costs $199.00. For a free pamphlet giving all the details, please send us the coupon below.

Baldwin

The Sound Investment

Gentlemen: Please send your free pamphlet giving full details. Where can I try out your new Baldwin 801CP Contemporary Classic Guitar?

My name is ____________________________

Address ____________________________

City ____________________________

State Zip Code ____________________________

Baldwin's breakthrough in the amplification of the classic guitar has already won the endorsement of fine guitarists like Charlie Byrd, Laurindo Almeida, Jerry Reed and Bobby Goldsboro.

TEISCO DEL REY has introduced a new line of 13 musical instruments, accessories, displayed and merchandised from a new, conveniently organized rack. Measuring 33 inches wide with a 14-inch depth and 131/2 inches high and holds a complete accessory department stock. It merchandises six sets of guitar strings for electric, rock 'n' roll, classic and folk guitars; six each of pick, flag guitar straps and promotional guitar straps; and 12 thicknesses of straps, six each of adjustable roller bridges, professional roller bridges, electric guitar mufflers, coil extension cords, foot switches, standard size guitar bags and concert size guitar bags.

Targs Supplement Israeli Collection

CHICAGO — More than 60 selections of Israeli music have been added recently to the Fan nie and Max Targ Collection of Israeli Music at the Chicago Public Library.

The additions are part of a continuing gift to the library, which the Targs began in 1958. Targ of Targ & Diner, Inc., is the founder of Americans for Music Library in Israel, which has been providing music education and libraries to Israel for many years.

Selmer Declares Quarter Dividend

ELKHART, Ind. — Directors of H. & A. Selmer, Inc., have declared a quarterly dividend of 12 1/4 cents per common share, payable Sept. 16. Dividends paid during the first three quarters of 1968 amount to 37 1/4 cents per share.

CORRECTION

NEW YORK — In last week's best selling fols chart, the publisher of "Born Free" was incorrectly listed. The correct publisher is Hansen.
Selling Rhythm and Blues? You Can Sell Gospel, Too

BY EARL PAIGE

CHICAGO — Shifting popul-  
ation in urban communities can dramatically affect record mer-  
chandising. This was pointed out by Mike Allen, United Re-  
cord Distributors here, a firm  
now offering gospel and spiritual pre-packs.

"If a store is selling any amount of r&b records it can move gospel records," Allen  
said. "In fact, if a store has a  
r&b business it's losing 10 per  
cent of its volume by not of-  
fering gospel albums."

Allen and co-worker Leroy Phillips have simplified the whole approach to gospel by grouping five each of 10 albums

in a pre-pack merchandising as-  
sortment. United also has a  
100-album pre-pack, consisting  
of five each of 20 albums. Artists  
in the pre-packs in-  
clude Southwest Michigan State  
Choir, Cleophus Robinson,  
Brother J. May, James Cleve-  
land, Shirley Caesar and Cas-  
ette George.

Some of the titles are color- 
ful: "Haircut in the Wrong Bar-  
ber Shop" and "Back Sidin'  
Heifer." To name just two. La-  
bel's included are Peacock,  
Bob Sapp, and Audio Gospel.  
Allen said there was no sig-  
nificant difference between  
"Gospel" and "Spiritual." The

whole approach at United, he  
said, was to simplify the mer-  
chandising of this unique produc-  
ter.

"Merchandising is finding a  
market and developing it," he  
said. "This is what we've done  
in gospel music. We select the  
cream of the product for these  
pre-packs. We also select for  
particular areas. As, new re-  
leases are added we re-group  
the titles accordingly.

Allen said United is also sell-  
ing gospel product in bulk, after  
several rack jobbers found that  
gospel albums would move in  
certain stores. United also of-  
fers that Allen describes as an  
inventory control plan.

Gospel product is still pri-  
marily offered in singles,  
although Nathboro is offering  
compatible albums suitable for  
either stereo or mono photo-  
graphs. The price has been  
maintained at $3.79 list.

Allen indicated that dealers  
can expect to turn gospel albu-  
s at "at least six times a year,"  
and that many gospel titles have  
a somewhat longer selling life  
than other types of music.

"We're selling just as many of  
James Cleveland Vol. 1 as we  
are his Vol. 4," Allen said.

"Naturally, as more albums are  
added to the catalog by an  
artist, we will drop back pro-  
portionally what we put into  
pre-packs."

United is also offering a pre-  
pack of gospel singles. This as-  
sortment consists of 100 records  
made up of between 20 and 30  
titles. Allen is also working on  
a "Top 20" singles merchandis-  
ning plan. Singles sell at retail for  
51.

"There's a 'died in the wool'  
following for this type of music,"  
Allen said. "Radio station  
WBEE in Chicago Heights was  
recently picked up by a church  
group because the congregation  
thought the station wasn't play-  
ning enough gospel."

Zenith Visitors

CHICAGO — Forty British  
marketing executives, touring  
top U.S. corporations to study  
the latest techniques and trends  
in marketing and international  
trade, visited Zenith Radio  
Corp., welcomed the visitors  
and discussed the company's  
moving Sale

BIRMINGHAM, Mich. —  
Discount Records, Inc., has  
moved to a new location here  
at 137 West Maple Road. In  
honor of the occasion, the store  
held a special LP sale Aug.  
19-24.

Audio Retailing

Calif. Auto Radio Into  
Psychedelic Light Field

LOS ANGELES—California  
Auto Radio (CAR), manufactu-  
er of 4- and 8-track auto  
stereo tape players, has expanded  
to the psychedelic light equip-  
ment field with a line of auto  
and home units.

The company will market an  
auto light unit for $29.95 and  
two home units, a $39.95 model  
and a two-speaker, two light  
unit for $125.

When hooked to either a car  
radio or stereo, explains Bob  
Maniaci, president of CAR,  
the light bar produces a pulsating  
effect in time with the music.

The music activates color  
lights, with red, green and blue  
bulbs representing the notes.

The light bar can be adjusted  
for sensitivity and blend control.

The unit also features a change-  
able lens system to produce var-  ious effects with the colors.

Maniaci plans to market the  
equipment at auto specialty out-  
lets and through mailorder  
houses across the U.S. CAR  
will handle distribution here,  
in San Francisco and Chicago,  
with independent sales repre-  
sentatives distributing the line  
in more than 300 other outlets.

The equipment line is going to  
select markets overseas, with  
inital orders going to France and  
Australia.

Aimed at the teen market,  
CAR is packaging units in spe- 
cial display racks and will kick  
off the promotion at four CAR-  
owned retail outlets. Auto Sound  
City, in Hawthorne, Downey,  
Whittier and Los Angeles.

The home units will be dis-  
tributed in specialty shops be-  
ginning in October.

Maniaci has had feelers from  
several jakebox manufacturers  
and plans to adapt the equip-  
ment for their use in lounge lo-  
cations.

Back-to-School Market  
Boosts Recorder Sales

BOULDER, Colo. — Lyle  
Aber, veteran sound-equipment  
retailer here, considers parents  
and sons and daughters away  
in school ideal prospects for not  
only one, but two small tape  
recorders. His reasoning is that  
their is easier to record one's  
thoughts on tape than it is to  
put them in a letter.

Aber who rates small, battery-  
operated tape recorders as the  
top-selling item during his back-  
to-school profit harvest bases  
his merchandising approach on  
complete list of all students  
graduating from local high  
schools. Following graduation,  
the dealer sends the parents  
of every graduate a letter in which  
he congratulates the family on  
the student's success. He then  
plies into the matter of cor-  
respondence between parents and  
children.

Pointing out that college stu-  
dents tend to be tardy with their  
letters home, Aber explains to  
the parents that the ideal solu-  	ion is a matched pair of tape  
recorders which permits the  
person at either end to "dictate  
a letter" and mail it for seven or  
eight cents on a regular sched-  
ule. Next, he emphasizes the  
excellent quality of small tape  
recorders, which he feels that he  
can guarantee.

Quality Sets  
Limiting himself to quality  
sets which sell for $40 on up.  
Aber advises the prospective  
customer that the recorder can  
be traded in on more expensive  
stereo models at a later date.

The dealer has found that he  
can sell these top-flight models  
more easily than $19.95 "toys"  
which have alienated some people away from the minia-  
ture.

Once at the store, the parents  
are treated to an effective dem-  
(Continued on page 45)
From the top:

**Audio Retailing**

**Back-to-School Market Boosts Recorder Sales**

- Continued from page 44

- obliteration. This is an actual letter, dictated by a college girl to her mother and filled with quips, observations on school, students and containing the inevitable request for an increase in allowance. Helping to convince the customer to go ahead with the purchase is the fact that Aber maintains full service on each recorder and handles brands that are easily obtainable anywhere.

- Aber has developed a simple device which he has found ideal in getting parents started in using the recorder correctly. He simply tells the mother to write her first letter in long-hand and then read it to the tape. Inevitably, even the most shy woman learns quickly to talk to the tape informatively and is delighted that she can hold up the microphone for her husband to add a few words.

- Another sparkplug is the "chain reaction" system which Aber invented almost 10 years ago. Under this plan, 10 percent of the purchase price on any parents buy for their youngsters in college is immediately credited to an open account for the next purchase.

- Consequently, if a customer invests $175 in a tape recorder, so phonograph, 10 percent of that amount is credited to the next purchase which may be a television set or stereo phonograph. Heavily advertised and well-known to everyone in the Boulder area, this policy has been responsible for a steady flow of "repeat sales." The huge success which Aber has had in selling the back-to-school market has brought his over-all volume up to the point where it rivaled the Christmas season. As Aber explained it, "The kids of today are under the heaviest educational load in history. Anything which will save time and satisfy the need for constant communication with parents is bound to be attractive to them."

**BOB KILE AND LLOYD WINGFIELD.** Of Lloyd's Hi-Fi, Denver, believe they have solved effectively the problem of mounting display tape albums. As shown, the Denver sound-equipment store's tape stock forms a partition which divides the record department from the component and stereo department across the rear of the store.

**Allied Catalog**

- CHICAGO --- Allied Radio Corp. is now offering its 1969 catalog. "Electronics for Everyone." The 536-page book includes the latest in major brands of high fidelity component and tape recorders.

**Autograph Party**

- ROCKVILLE, Md. --- Al Martin was on hand here Aug. 23rd for a "selling" affair to autograph records and greet fans.

**DISPLAY MERCHANDISER for audiotech.** The unit, new from Audio Devices, is designed to cover four square feet of floor space and includes a merchandising program from the factory user with a combined retail value of $60.

---

**Classified Advertising Department**

**BILLY WEST 46th Street**

New York, N. Y. 10036

1. Please run the classified ad copy show below (or enclosed separately) in __________ issue(s):

2. Check the heading under which you want your ad placed:

- BUSINESS OPPORTUNITIES
- DISTRIBUTING SERVICES
- EMPLOYMENT SECTION
- PROMOTIONAL SERVICES
- ADVERTISING AGENTS
- USEFUL EQUIPMENT
- INTERNATIONAL EXCHANGE

**PUBLISHERING SERVICES**

**PRESSTOCK SERVICES**

ATTENTION: RECORD PRODUCERS, musicians, publishers: Send us your arrangements and we'll give you the space you need! We can give you the best of either our Monday or Tuesday edition! All arrangements will be carefully checked. You will be billed upon receipt of your copy. Minimum charge is 25c per line. Interviews of any interest to record producers and musicians are invited. Minimum charge is 25c per line.

**LEGEND 600 CLASSIFIED GAG LINES.** At Wholesale. 10c per line. Many fee. We'll send you a sample. Chrome Plated, etc. 600 gag songs. Yours for 25c. Send a SASE to John B. O'Brien, N.Y., 10007.

**SONGWRITER, WITH GOLDMINE of potential hits waiting to be discovered. Will share music publishing connections. Contact: Ace Music, Inc., N.Y. 10007.

**TIRE MERCHANTS.** MОсновable deals on tires. Send for catalog. Needs experienced, well-qualified man to run a tire shop in Aiken, S.C. Write: R. L. Williams, 328 E. Main St., Aiken, S.C. 29801.

**MISSILE SERVICE.** For salesmen interested in the missile-building field, we advertise for an experienced sales manager. Must have at least 5 years experience in the missile field. Salary $100 per month plus commissions. Location is Southern California. Address your resumes to J. B. Nelson, Box 103, Los Angeles, Calif. 90013.

**INTERNATIONAL EXCHANGE**

**ENGLAND**

FOR ALL THE LITTLE AND HARD-TO-GET BRITISH records sought by Tony B, Box 333, Kingsville, Texas, U.S.A.

**ARGENTINA**

CHRISTMAS PARTY ALBUMS. HAVE WANTED! Send details of releases on records, price, etc., to Marshall, Box 48, N.Y. 10007.

**CLOSING DATES:**

- 1st CLASSIFIED AD: 100 per line. Minimum: $2. Ten cents per word for box number and $1.50 per word for box number.

**INTERNATIONAL EXCHANGE ADVERTISING RATES**

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**SEND ORDERS AND PAYMENTS TO:** James Flatley, International Exchange Advertising Director, Billboard, 163 W. 46th St., New York, N.Y. 10036, or Andre de Veycy, European Director, 7, Webbe St., London W. 1, England.

**NAME, ADDRESS, CITY, STATE & ZIP CODE:**

- PAYMENT ENCLOSED
- BILL ME
**SPECIAL MERIT PICKS**

**POPULAR**

**RICH MAGNIFICENT!** by the Pianists. Stroke 77643 ($1)

**NIGHT & DAY** by the Nat King Cole. Stroke 77643 ($1)

**LOW-PRICE CLASSICAL**

**TCHAIKOVSKY:** Overture-Fantasy. (524455) $3.75

**CHOPIN:** Nocturno in E-flat. (519241) $3.75

**WAGNER:** conductor. (519241) $3.75

**LOW-PRICE JAZZ**

**HUM MUSKELLinen-WVA 16350**

**HUM MUSKELLinen-WVA 16350**

**LOW-PRICE CLASSICAL**

**BEETHOVEN SYMPHONY NO. 5** (Grove Press, 1774) $3.75

**LOW-PRICE JAZZ**

**HUM MUSKELLinen-WVA 16350**

**LOW-PRICE CLASSICAL**

**BARTOK:** So many of MacBeth's picks are probably more different than they are entertaining today. Here are some of the most notable among the variety of choices made.

**BLUES**

**GETTING TO THE POINT** by Jean Carrel, Forest Press, 1968 (6)

**Bach's** playing of VQLC apart, from "The News" bouquet of the year, the flip has an accompanying "name" and "remember" theme.

**CORNELL JONES** by St. Louis Tracks. (Continued on page 44)
JAY & THE TECHNIQUES HAVE RUNAWAY WITH A HIT

SMASH
A Product of Mercury Record Productions, Inc.
35 East Wacker Drive Chicago, Illinois 60601
A (V/R/E/O) Corporation
NMS: Specialists to Military

MEDFORD, N.J. — Most racks serviced by National Merchandising Services Corp. (NMS) carry classical albums with some titles must stems for all locations, according to L. L. Goughan, be a president of the firm, which specializes in military accounts.

While most of NMS' accounts are on the East Coast, ships are raked in San Diego and Long Beach, Calif., said his locations range from three to 27 units, with the amount of classical business depending on capacity and type of clientele.

For example, he estimated that naval hospitals do well with classical product despite limited space, because most customers are officers and nurses.

Name artists are important, Goughan noted, explaining that many classical customers were familiar with the music being offered, but he specializes in the consumers who don't normally buy classical product.

His basic classical list is divided into four sections ranging from items that should never be out of stock at any of his serviced departments to more selective merchandise that only would be carried where there might be a dealer incentive. Several complete operas are in this last category, among the Maria Callas "Carmen" on Angel is the "must list."

Goughan, who has had NMS for 10 years, said this class product is sold in low-price merchandise, but regular-price classical product formed an important part of his business.

Col. Campaign Seeking to Close Gap Between Pop and Classical

NEW YORK — Recognizing the softening of barriers between pop and classical music, Columbia Masterworks this month is beginning a large-scale "Bach to Rock" advertising and promotion campaign. The campaign, geared toward young music fans, will run for five months.

The campaign is being supervised by Peter Munves, Columbia's director of classical albums merchandising, and Pierre Bourdais, associate manager. Munves explained that the campaign will include a poster of several young artists listening to classical music with graffiti on bare walls.

An ad built on the poster is appearing in "Ramparts" and "Evergreen Review" this month. The ad text includes "America listens while the establishment burns." Charles Ives sold insurance, but his real gig was the new music. Hector Berlioz took dope, and his trips exploded into out-of-sight sound.

Protest signs and buttons will include such slogans as "Gabrielli Grooves!" or "Brubaker Bombs!" and "Charles Ives Lives!" Merchandising aids include colorful in-store streamers, illustrated divider cards, and special prepacks for in-store distribution. New releases will be emphasized as well as the label's 101 "best sellers."

STOCKHOLM INKS WITH DGG

NEW YORK — Deutsche Grammophon has signed Karlheinz Stockhausen to an exclusive five-year contract, which will include the composer's supervision of a series of 10 albums of his compositions.

The first release under the pact, which is slated for fall, will contain Stockhausen's "Carre," "Gruppen" and "Hymnen." Listed for Spring is "Telemusik" and "Mitazier."

Another part of the promotion is "The World's Favorite Music" program, which includes a 30-album prepack of selections by Leonard Bernstein, Eugene Ormandy and the Mormon Tabernacle Choir. The "Green Sleeves" album by Ormandy and the Philadelphia Orchestra is being offered at a special price for a limited time as a dealer incentive for the prepack program. Four heavy cardboard laminated divider cards illustrating 16 albums in the pak are included with the giant prepack.

The "World's Favorite Music" also is available in three other mini-paks: "Bernstein's Greatest Hits," "Ormandy's Greatest Hits," and "The Mormon Tabernacle Choir's Greatest Hits," each with a divider illustrating the 10 albums in the pack.

Special 10- LP campus prepacks, earmarked for college store distribution also are being prepared. The "Bercee Bernstein" package will include popular symphonies and other standards. A "Roll Over Our Time" pak ranges from established to electronic. Included is music of Stravinsky, Stockhausen, Cage and Varese. Another pak, "Go for Baroque," includes each of the Five Organ Favorites." "The Glory of Gabrieli," and Glenn Gould's "Gran Visions." A new 10-title Christmas pak, planned for the next month, will include two new Christmas albums: Ormandy's "Greatest Christmas Hits," and "What Child Is This" with organist E. Power Biggs, the Gregg Smith Singers, and the New York Brass and Percussion Ensemble. The promotion also will feature three special $7.79 list two-LP sets, including "That Philadelphia Sound."

NMS' Listing of All 'Must' Items for Serviced Racks

MEDFORD, N.J. — Following is a list of must items for all racks serviced by National Merchandising Service Corp.:

<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>BEECHVON: Piano Concerto No. 5 (Emporer)</td>
<td>Artur Rubinstein</td>
<td>RCA</td>
</tr>
<tr>
<td>BEECHVON: Symphony No. 9 (Choral)</td>
<td>Leonard Bernstein</td>
<td>Columbia</td>
</tr>
<tr>
<td>BISZT: Carmen</td>
<td>(2 LP's)</td>
<td>Columbia</td>
</tr>
<tr>
<td>GERSHWIN: Rhapsody in Blue/ American Rhapsody</td>
<td>Bela Bartok</td>
<td>RCA</td>
</tr>
<tr>
<td>GROFE: Grand Canyon Suite</td>
<td>(Eucan)</td>
<td>Columbia</td>
</tr>
<tr>
<td>RODGERS: Victory at Sea, Vol. I</td>
<td>RCA Victor Symphony</td>
<td>Columbia</td>
</tr>
<tr>
<td>RODGERS: Victory at Sea, Vol II</td>
<td>RCA Victor Symphony</td>
<td>Columbia</td>
</tr>
<tr>
<td>RODGERS: Victory at Sea, Vol III</td>
<td>Vienna Symphony</td>
<td>(Bennett)</td>
</tr>
<tr>
<td>TCHAIKOVSKY: Swan Lake</td>
<td>Philadelphia Orchestra</td>
<td>Columbia</td>
</tr>
<tr>
<td>TCHAIKOVSKY: Nutcracker</td>
<td>New York Philharmonic</td>
<td>(Bernstein)</td>
</tr>
<tr>
<td>MUSIC AMERICA LIKES BEST</td>
<td>Boston Pops</td>
<td>(Fiedler)</td>
</tr>
</tbody>
</table>

Albums stocked by most racks serviced by NMS are:

| BEECHVON: Piano Concerto No. 4 | Von Cliburn | Chicago Symphony (Reiner) |
| BEECHVON: Piano Concerto No. 5 | Cliburn/Chicago Symphony | (Reiner) |
| BEECHVON: Symphony No. 3 | RCA Victor Symphony | (Reiner) |
| BEECHVON: Symphony No. 6 | Columbia Symphony | (Weiler) |
| BEECHVON: Wellington's Victory | London Symphony | (Dovres) |
| PROKOFIEV: Peter and the Wolf | London Festival Orch. | (Black) |
| TCHAIKOVSKY: Nutcracker Suite | Mormon Tabernacle Choir | (Ormandy) |
| Puccini: La Boheme | Highlights | | |
| Puccini: Madam Butterfly | Highlights | | |
| Ravel: Bolero | Highlights | | |
| Ravel: Bolero | Highlights | | |
| Rimsky-Korsakov: Scheherazade | Philadelphia Orchestra | Columbia |
| Rimsky-Korsakov: Scheherazade | Philadelphia Orchestra | Columbia |
| Sibelius: Finlandia/Symphony No. 3 | Royal Philharmonic Orchestra | Angel |
| TCHAIKOVSKY: Nutcracker Suite | Rome Symphony | (Bergen) |
| TCHAIKOVSKY: 1812 Overture | London Festival Orchestra | (Sharpless) |
| Verdi: Aida | Highlights | | |
| Blue Danube | Highlights | | |
| Clair de Lune | Highlights | | |
| Clair de Lune | Highlights | | |
| Capriccioi | | | |
| Light Classics | | | |
| March Slav | | | |
| Jacouls | | | |
| Music from Million-Dollar Movies | | | |
| Ritual Fire Dance | | | |
| Red Army Ensemble | | | |
| Soviet Army Chorus and Band | | | |
| Seregnade for Strings | | | |
| Star Dust | | | |

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250 pp., richly illustrated accompanied and completed by a separate audio apparatus Haydn: QUARTERS Op. 76 No. 1-6

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Tatra Quartet

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BRUXELLES 1967

MUSICA HUNGARICA

A short history of Hungarian Music on four discs in presentation box accompanied by an easy readable

In English and Hungarian

250 pp., richly illustrated accompanied and completed by a separate audio apparatus

Haydn: QUARTERS Op. 76 No. 1-6

ELDRIDGE Quartet

Tatra Quartet

LISZT, KODALY and Contemporary Hungarian Music

First Recorded on QUALITON RECORDS

QUALITON

REVERIE

September 7, 1968, BILLBOARD

48
Baritone Renato Capocci will sing Dr. Bartolo in the five performances of Rossini's "Il Barbiere di Siviglia" at the San Francisco Opera this season, replacing Gerard Evans, who is taking a rest on doctor's orders after his strenuous schedule at the Salzburg Festival, where he appeared in Mozart's "Don Giovanni" and "Le Nozze di Figaro." Walter Duke, chairman of the University of Southern California's opera and conducting departments, begins his duties this month as director of the University of Texas Symphony and the university's Opera Theater.

Shirley Verrett makes her Metropolitan Opera debut in the title role of Bizet's "Carmen" at a subscription performance on Sept. 21. The cast also will feature Jon Vickers, Marilyn Horne and Nadine Dommer, with Zubin Mehta conducting. Pinnock's "Turandot" will be given in a non-subscription matinee on Sept. 28, with a cast headed by Angel Nilsen, Sondor Konya, Gabriella Tucci and Michael Richard Mehta conducting Tenor Gior- gino Aragall debuts with the company in the Duke of Verdú's "Rigoletto" on Sept. 19. The performance will feature Robert Peters, Cornell MacNeil and John Aldo, with Fausto Cleri conducting.

FRED KIRBY

D.C. Opera to Make Returns

WASHINGTON — The Op- era Society of Washington will return to the region for a three-program season in 1968-69. The society's last production was the world premiere of Ginastera's "Bom- arzo," which was recorded by CBS.

The society also is planning to commission Ginastera's third opera, tentatively titled, "Beat- rix Cenci," which is expected to be completed in time for pre- miere at the Kennedy Center when the J.F. Kennedy Center for the Performing Arts is slated to open.

Régina Resnik and Teresa Stratas will appear in Menotti's "The Consul," which will be paired with that composer's "The Medium" and "The Night Visitors." The coming season's other operas will be Puccini's "Musetta Leontazzi" and Cavalli's "Ormito, do."

Little Boy Blues
Puts on Mature, Solid Showing

NEW YORK — Little Boy Blues, a young four-man Chicago group, overcame amplification problems at Tadle Hol- ler's on Monday (26) to demonstrate a considerable growth. At times the amplification almost overpowerend loved vocalist Mark Coplot but the very-owned vocalist generally came through.

In two early numbers, "I'm Here," and "Lady of Love," backup music worked well with Coplot's bluesy and guitar Pete Pollok, intensifying his sound during instrumental sections. The sound problems became acute after Ray Levin switched from organ to bass guitar. The combined sound of Pollok and Levin often seemed too strong for the directness of his music, but the group's musicianship, including the steady work of drummer Bill Doolan, still was evident as Coplon waited "I've Got My Mojo Working," "To Love Somebody," "LSD" and "Get Reasly." The quarter's forthcoming debut album on Smash should supply better balance.

The Educational Department is issuing pieces for piano by David Diamond, oboe by Whit- ney Tossay and trombone by David Uher.

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Billboard

Classical Music Notes

Bilateral Special Survey

For Week Ending 9/7/68

Title, Artist, Label & No.

DONIZETTI: LA FILLE DU REGIME (2 LP's) Sulleratha/Pasquale/Various Artists/Royal Opera House Orch. (Bongrane), London (No Mono); ADA 1273 (5)

ORF: CARMINA BURANA Janowitz/Fischer-Dieskau/Schulenberg Children's Chorus/Orch. & Chorus of the German Opera Berlin (Jochum), DGG (No Mono); ADA 1352 (5)

PUCCINI: MADAME BUTTERFLY (3 LP's) Price/Tucker/RCA Italian Opera Orch. & Chorus (Leinstorf), RCA Victor LM 6163 (M); LCS 6163 (5)

WELL: SYMPHONIES NOS. 1 & 2 BBC Symphony (Bartok), Angel (No Mono); S 36506 (5)

NEW ACTION LP'S

Title, Artist, Label & No.

BERLIOZ: Nuits d'Ete Janet Baker/New Philharmonia Orch. (Barbirolli), Angel (No Mono); S 36005 (5)

LEONARDI Conducts WAGNER Boston Symphony (Leinsdorf), RCA Victor LM 3011 (M); LCS 3011 (5)

GABRIEL/ CANZONI Biggs/Edward Tear Brass Ensemble/Gabriel Consort (Maggi), RCA Victor LM 3001 (M); RCS 3001 (5)

SIBELIUS: SYMPHONIES NOS. 6 & 7 Berlin Philharmonic (Kajari), RCA Victor LM 3193 (M); LM 3194 (5)

WALK OF THE FLOWERS Philadelphia Orch. (Ormandy), Columbia (No Mono); S M1733 (5)

Peek-Southern Issues 3 Scores

NEW YORK — The Serious Music Department of Peek-Southern Music is issuing three new scores, including, "The Five Portuguese Folksongs for Pi- ano," by Halley Stevens. The other scores are "Father, Hear Us Pray" for women's chorus and organ by Clemen W. Darre, and "Mexica Para Dinos," by Rudolfo Halffter.

Adventures, Travel Career Training

Billboard

For Week Ending 9/7/68
Billboard salutes the 80th Anniversary of the Juke Box Industry and the 20th Anniversary of MOA with a SPECIAL ISSUE documenting the past, relating the present, and forecasting the future of this dynamic, vital segment of the music industry.

Get YOUR message to the complete Billboard circulation PLUS all the registrants at the National MOA Convention.

Tell YOUR story to an audience who is interested, informed and will re-read this section again and again.

ad deadline SEPTEMBER 27th

CONTACT YOUR BILLBOARD SALESmen NOW!
Expect 250 at Mass. Meeting

AUBURN, Mass.—New England operators are mounting a drive to attract operators to a meeting here Sept. 19 at the Shriners-Yankee Drummer Motor Inn. Last week, co-ordinator of the drive, Russel Mawdsley, Holyoke, said an estimated 300 people were expected. Music Operators of America (MOA) president Bill Cannon and MOA executive vice-president Fred Granger will be guest speakers.

At last week’s annual Trimount Automatic Sales golf outing here, Granger told the entire staff of the New England distributor is working on the Trimount annual golf tournament. Pairs of tickets were sold at the Trimount gathering.


Mass. Programmer Puts On 10 Records at Once

SHIRLEY CENTER, Mass.—Early television repairman Fred Grant said he finds programming jukeboxes “a real challenge” since taking over this function at Wayland Amusement music machine manufacturer over a year ago. One of the more unusual practices Grant has instituted is changing 10 records a day, each “three to four weeks.”

“Our room isn’t a large one and we’re in every one of our locations on the average of once a week. I’ve found that by changing a large number of records at less regular interval the location is impressed, and it allows me more time to select records that are apt to get good play.

Grant, who is employed by Raymond Barker, said that only occasionally do locations owners or employees ask for new records in between his regular changing cycle.

A repairman before devoting more time to jukebox programming, Grant said he is attempting to put a little cdw, teen and adult music on every jukebox. I do not attempt to categorize the music on the title strip section. This takes too long.” (In one location, Grant said there were 28 walkboxes.)

Grant keeps a log on which records he uses and where they are programmed. “I’m ex-

(Continued on page 54)

Set MOA Games Panel; Mail Reservations

CHICAGO—The Music Operators of America (MOA) seminar in games tournaments has lined up five participants to date and indications are this feature will be every bit as exciting as the seminar on one-stops. This was the view expressed by MOA executive vice-president Fred Granger here last week. Granger also met with banquet chairman Bill Anderson.

Anderson, of Broom & Anderson Amusement Co., Logan, W. Va., was here as a delegate to the Democratic Convention.

(Continued on page 52)
KAMA Meeting
MANHATTAN, Kan. — The Kansas Amusement & Music Association (KAMA) will observe its first anniversary here Sept. 7-8 with a banquet and meeting at the Continental Inn. The agenda includes an election of officers and directors, and an address by John Masters, president of the Missouri Coin Machine Council and director of the Music Operators of America.

MOA Sets Its Games Panel
Continued from page 51

Although MOA has held its convention at the Sherman House before,” said Granger, "we have not held the banquet there. It was necessary for Bill to go over the hotel facilities and review the planning."

In other convention developments, Granger said last week's MOA newsletter contained hotel room reservation cards for the Oct. 11-13 event. "Every indication is that we will have over 2,000 this year, and I urge people to send in their reservations as soon as possible."


The panel is headed by Robert Niml, Lucky Coin Machine Service, Session students at Commercial Music Co., Inc., Dallas, take time out to relax. Attending were Melvin Hannell, Bistone Music Co., Mexia, Tex.; Curtis Neill, J. W. Hoover and George A. Messner, Dreyer Music Co., Big Springs, Tex.; Carl French, Commercial Music; Jack Johnson, M. A. Bartels, Jack Ball, W. L. Sharpley, Larry Coyle and M. J. Keel, all of B & B Vending, Dallas. Wurlitzer field engineer Karel Johnson conducted the class.

Co., New Orleans, which is assisted by Fred Collins Jr., Collins Music Co., Greenville, S. C., and Harry Wiener, Cannon Coin Machine Co., Haddonfield, N. J.

Empire Sets Sept. 6 Open House Affair
Continued from page 51

The agenda of the same convention as above included a list of officers and directors, and an address by John Masters, president of the Missouri Coin Machine Council and director of the Music Operators of America.

Having playfield problems?

Eliminate warping and breaking with new Marquee

by Fischer

with honeycomb playfield

The ONLY coin operated table with a playfield guaranteed for 5 years.

Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT;

100 Series 56" x 101";
90 Series 52" x 9½".

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September 7, 1968, Billboard
the local group. Ray Lou Inn, greater S. Linn, annual machine and being studied EARL VEATCH, SEPTEMBER 25, 1968.

ANCHORAGE, ALASKA


(Continued on page 58)

as reflected in a weekly poll of jukebox programmers across the country.

ART HUNOLT, new Missouri Coin Machine Council president (at left in lower pic) is congratulated by Lou Placek, treasurer, Music Operators of America. In top photo, Ray Brown, Seeburg Central, Kansas City, Mo., is seen as he addressed the recent meeting of the local group.

EARL VEATCH, Central Distributors, St. Louis, holds material being studied by Lester Engel (left), also of Central Distributors, and Missouri Coin Council members Ivan Nelson and Bob Burkhart (right).

Coming Events

Sept. 7—Kansas Amusement & Music Association, annual meeting and banquet, Continent Inn, Manhattan.


Sept. 15-16—National Vendors Association, board meeting, Franklin Motor Hotel, Philadelphia.

Sept. 15—South Carolina Coin Operators Association, Charleston, S. C.


DENVER

The local coin machine fraternity paid its respects over the past few weeks to Lou Shulman, following the recent death of his wife Josephine. Homer Ruston, Northern New Mexico operator, was in Denver recently to buy new phonographs and a pick-up truck to haul them to his remote locations.

Mike Savio, head of Draco Sales, Denver Wurlitzer distributor, is traveling more than ever, extending his sales prospecting over the longest distances in company history. An intrepid visitor, Art Jentzen, of Clarvis, N. M., made the rounds of Denver distributors recently. Military build-ups in New Mexico have considerably amplified Jentzen's routes.

Back with Draco Sales Co. is Frank Negri, who rejoined the staff after an absence of several years. With his brother Leo, an expert in stereo installation, Frank has been a familiar figure in the Denver coin machine industry for more than three decades.

August has been a pleasant surprise to Apollo Stereo Music Co., which reports tourist volume at its peak, following a slow June and July. Many motels in the mountain areas were discouraged ad-

 vertising winter rates, when the sudden August influx turned up. Collections, which had been well below the usual figure by the end of July, will easily be made up by August business. This is seconded by Jack Cowger, operator from Douglas, Wyo., who has many locations in the Wyoming Rocky Mountains.

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ARIO TE NOU 14 AMBASSADOR COINMASTER 40c-45c 5 40
ARIO TE NOU 14 AMBASSADOR ALL COIN 70
ARIO TE NOU 77 CANDY CINMASTER 90
ARIO TE NOU 77 CANDY COINMASTER 125
STELNAHE 320 CAN VENDER 400
MUSRAF 5-2 CIGARETTE 35
ARIO TE NOU 30 CIGARETTE 40
ARIO TE NOU 504S CIGARETTE 245
ARIO TE NOU 569 Single Cup COFFEE 595

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Exhibitors from U.S. and abroad representing all facets of the coin-operated music and amusement industries and allied industries. Outstanding forum programs. A gala banquet and stage show. Truly this is an Exposition you cannot afford to miss!

MUSIC OPERATORS OF AMERICA • 228 N. LASALLE STREET • CHICAGO, ILLINOIS 60601

SEPTEMBER 7, 1968, BILLBOARD 53
Model 60 BULK-PAK

A super-sized version of Northwestern's Model 60, the SUPER 60 EARNs MORE is the new Model 60. The model is the same, but this time it is in a larger format, allowing for a greater number of items to be displayed and sold. The model is designed to be used in bulk vending machines, providing a higher profit margin for the operator. The model features a larger display area, allowing for a greater variety of items to be offered. The model is also designed to be more durable, with a longer lifespan and higher reliability. The new model is expected to be a popular choice among vending machine operators, offering a competitive advantage in the market.
Urban Industries Expanding: Making 50 Panoramas a Week

LOUISVILLE — Increasing more liberal court attitudes on adult entertainment and gross receipts as high as $50 per day has caused operators to take another look at Panoramas. This is the view of Nat Bailen, president, Urban Industries, Inc., here, which is now producing 50 Panoramas a week and has expanded its factory by another 4,000 square feet.

In addition to Panoramas, the six-year-old company here is also producing Professor Quimper, a knowledge testing amusement game, for Mondial International. The firm here is employing 26 people and now consists of 16,000 square feet of space, not including a separate cabinet department, which will not be moved immediately.

“Our biggest growth has come in the past four years,” Bailen said. “We ship more Panoramas now in a month than we used to in an entire year. This growth is due to the growing popularity of Panoramas, plus the fact that the old Mills machines are wearing out and we’re the only people operators can turn to.”

Bailen said his company sells about 75 per cent of its Panoramas to location owners and the remainder to operators. “We’ve found it practical to set up distributors or give exclusive rights in a territory. The distributor ends up operating the machines and won’t sell them to operators.”

Urban Industries is making two basic models of Panoramas. An urban model sells for around $495, depending on quantity purchased. A counter model sells for $425. Bailen said the pricing is 25 cents for a two-minute film and that the firm’s Hollywood producer “has thousands of films available, all censored by Eastman Kodak.”

The best locations right now are bookstores. Operators can pay for a machine in 30 days. We’ve had plenty of cases where unions gave Panorama 90 days.”

According to Bailen, the various approaches to audiovisual in the coin-operated amusement business, have failed because most do not focus on the individual. “A visual concept is no good if it’s for two or more people. What’s needed is something that saved the Mills Panoramas was that it could be converted to our type of machine.”

Bailen also encourages operators to get more money per play on equipment. “Operators will never see prices on equipment reduced. A part that used to cost us 75 cents now costs 51.16. A lot of the increased costs have been absorbed by manufacturers,” said Bailen, who added that he runs an arcade here and is aware of the problems fac- ing operators now.

NAT BAILEN, president, Urban Industries, Inc. (left), poses with4l-80 model. An additional factory and plant superintendent Don Tyra. The firm is dramatizing the ground-breaking for a new 8,000-square-foot expansion of the Louisville factory, where Panoramas are being built.

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A REAL SALES STIMULATOR IN ANY LOCATION

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SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from, the Victor Selectorama can vend a variety of merchandising and coin operated games.

Front door operation saves 95% to 97% service time. Biggest savings yet. See your distributor for information and delivery date.
SEE—learn all about the exciting new music maker that TURNS ON...TUNES IN... TAKES OVER a whole new generation of swingers for you!

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All Machines Ready for Location

- CC Champion Rifle: 95.
- AMI 100 & 200 Sels: 395.
- United Polaris Bowler: 395.
- All Bowlers Shopped & Repaired: 249.50 ea.
- Williams Metador: 395.
- Williams Maverick Bowler: 595.
- LEW: Call, Write or Cable.

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TRIMOUNT FETE

- Continued from page 51
International, Inc., were Harry Marti, executive vice-president; Ray Taber, vice-president, marketing; and Jerry Marcus, treasurer. Elliot Rosen, David Rosen, Inc., Philadelphia, was one of several from out of town. Paul Basset and William Warren, Brandt Money Handling Products, were also here.

ROWE BURGLAR ALARM

- Continued from page 51

is exercized between the door and the cabinet. In an open area, Barton said, the alarm could be heard a mile away.

"Most importantly, the alarm is triggered before any damage is done to the machine," Barton said.

Vice-president of marketing, Ray B. Tabor, said: "The cigar operator has been especially hard hit by vandals and thieves, and the result has been that many vendors in high-risk locations have chosen to reduce the inventory in their machines and stock them more heavily. Other vendors have been forced to pull out of high-risk locations entirely." Tabor called the burglar alarm "the most significant development for the cigar operators in years."

EMPIRE, KAN.

DELPHOS, OHIO

CAFFNEY, S. C.

GREENVILLE, S. C.

HURLENYVILLE, N. Y.

PEORIA, ILL.

PORTLAND, ORE.

TOMS RIVER, N. J.

For a list of the full show, please see the next page.
The Step Ahead
Rowe AMI Music Master

Only jukebox with a built-in stool pigeon.

New Music Master has exclusive Rowe Alarm System. A burglar alarm that's loud as a fire siren! Goes off if the cash box door is tampered with in any way. It's gas-operated. No batteries, no electrical system. And it's standard equipment.

Here's another big feature: Revolutionary RoweVue. Automatically displays full color slides, at 15-second intervals, on a bright 6' x 9' screen. A real attention grabber. Slide sets available. Girls, sports, record personalities, scenic America, and more.

Other Music Master exclusive features:
- Change-A-Scene front panels
- New 2-Wire Systems for remote volume and cancel control
- New, simplified Dollar Bill Acceptor
- 3-in-1 programming (Change from 200 to 160 to 100 selection)
- Patented Stereo Round sound
- Easy "Lift-Off" front door

See your Rowe distributor for all the money-making details.

Rowe International, Inc.
A Subsidiary Of Triangle Industries, Inc.
75 Troy Hills Rd., Whippany, N.J. 07981
Three chart climbers in the new hit tradition handed down from Heritage.

Top 40 all across the country...and still climbing!

And Suddenly
THE CHERRY PEOPLE

From their debut album, also heading for the top:

And suddenly, these new smash singles...both picked by Dick Reus of The Southern Survey, breaking big in the South and going nationwide!

Eeny Meeny
THE SHOW STOPPERS

May 1
BILLY DEAL & THE RHONDELS

HERITAGE RECORD CORP.
<table>
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<tr>
<th>Record Label</th>
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**Tenth Anniversary Albums**

Now available on Ampex Stereo Tape
8-track cartridges and cassettes.

Coming soon, new releases by Arlo Guthrie, Miriam Makeba, the Jimi Hendrix Experience, Finian's Rainbow Soundtrack, Harpers Bizarre.

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**TOP LP’S**

**A-Z (LISTED BY ARTIST)**

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<th>ARTIST</th>
<th>Title</th>
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**TAPES AVAILABLE:**

- **80**
- **116**
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According to the document, the main focus is on music and the availability of tapes. The list includes various artists with their respective albums and labels. The text is formatted in a tabular and list format, providing details such as the artist's name, album title, label, and available tapes. The document seems to be a music guide or catalog, possibly from a music store or a publication related to the music industry. The text is written in English and contains references to various music artists and their works. The layout is clean and organized, making it easy to read and navigate for those interested in music or tape collection. The presence of labels like RCA Victor, Columbia, and Capitol suggests a focus on popular and classic music from the era. The document was published in September 7, 1968, as indicated at the bottom of the page.
CONTINUED FROM PAGE 68

Nicholas Ray

Ray Stevens: From Novelties To Prober Of Modern Times

His nitery debut here is timed to create interest. Fo's casual concept of working in front of an audience never slips. His presentation is first-rate at all times, even if his regular percussionist goes sick—such as happened on the night reviewed—and Fo has to jump from center stage and away from his conga drums to sit behind snare kits and cymbals. Fo's sets run one hour and 40 minutes and involve such non-Hawaiian titles as "That's Life," "Spanish Flea," "Bye, Bye Birdie," "Tell Him," "1-2-3"

The singer can remain in one mold but a writer who performs his own tunes to have to record with a recording session of the group’s first Buddah Records single, "I Never Loved A Man the Way I Loved You," and upstart on all manufacturers.

FRANK TIEGEL

Walker Winner

Continued from page 12

album on Warner Bros.-Seven Arts Records. The group’s talent should still come through, however. In Gene Martynec, Kesington, Maryland, has a good lead guitarist, who also does a fine job on electric piano, while Michael Bass, the other singer and principal composer, is a strong performer. Luke Gibson, the group’s original vocalist, was the most anointed member of the group with drummer Jimmy. Alex Darou was steady on bass. Gibb’s voice has had a good bluesy quality. McKee had a sensitive solo in the opening set’s only title number, "Aunt Violet’s Knee," accompanying himself on guitar, although the album cut of the number uses back-up musicians. "Girl Is Young" and "Country Home Soon," both also from the album, and "It’s Hard to Say" and "Think About the things We Had" were good hard numbers, but might have fit better in a different hall.

FRED KIRBY

Ray Stevens: From Novelties

LOS ANGELES - Ray Stevens has undergone a creative switch from a novelty singer to a purveyor of modern times.

His recent example of a serious composition is his chart-rising Monument single, "Mr. Businessman," a forceful vocalist interpreter of his compositions.

Singer says he’s conscious of "communicate with people."

A singer can remain in one mold but a writer who performs his own tunes has to work with the group’s first Buddah Records single, "I Never Loved A Man the Way I Loved You," and upstart on all manufacturers.

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OUR SPECIALTY

SPANISH MUSIC ON
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from the labels of

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•

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New York, N.Y. 10018
(212) 683-7911

MEXICO CITY BRANCH:
STEREO JET
DE MEXICO S.A.
MEXICO CITY, MEXICO
NEW YORK—North American Philips (Norelco) is launching two promotion campaigns to kick off its most massive merchandising promotion to date. The first program, entitled "Music-to-Go," will utilize extensive and intensive advertising encompassing newspapers, magazines and television. The other, "Sound Makes the Picture," will tie in with the Eastman Kodak company. "Music-to-Go" is keyed to the company's most recent addition to its line, the Carry Player, and the "Sound Makes the Picture" program focuses on two Kodak Instamatic cameras—the Hawkeye still and movie cameras. The dual promotion will be spearheaded by a full-page advertisement in Look magazine Oct. 1. The campaign will run simultaneously with "Music-to-Go."

Supplementing both programs, Norelco has set up a cooperative advertising campaign and will supply in-store promotion kits. Each kit will contain window posters, counter cards, literature and special order coupons. Each of the two promotions will have its own in-store kit.

Immediately following the "Music-to-Go" and "Sound Makes the Picture" campaigns, Norelco will debut a new concentrat ed television spot advertising campaign in major markets and in a consumer magazine program which includes advertisements in Life, Look, Saturday Evening Post, among others.

Le-Bo Adds to Quarters

NEW YORK—Le-Bo Products Co., manufacturers of phonograph and tape CARtridge accessories, has expanded its quarters within its present location in Woodside, N.Y. The company now occupies 30,000 feet of office and warehousing space—an increase of 20,000 square feet.

Immediate Product Release Set

LOS ANGELES—General Recorded Tape (GRT) will release product for nine labels, including Tetragrammata, Vance, SGC, Blue Thumb, Diamond, Major-Minor, Nashville, Pete and Project 3.

Product on all of these labels except Diamond and Project 3 will be available in all configurations. GRT has been named the tape licensee for Project 3 for cassette and reel-to-reel, and by Diamond for 8-track, reel-to-reel and cassette.

Initial release for Project 3 includes product by Enoch Light, Pearl Bailey and Tony Mottola.

For Pete, GRT will duplicate material by Goji Grant, and Michael P. Whalen, Nashville, a budget country line, will be represented with product by Roger Miller, Red Sovine and George Jones.

Major-Minor, a British label owned by Phil Solomon, will have tape product on the liner. Initial release for Diamond will be the Best of Roger Dove. For Blue Thumb GRT will duplicate several soundtracks of W.C. Fields and Captain Beefheart, a new group.

First product on SGC in the Costello catalog, "Jazz" label, includes the Nazz featured on Tomorrow, Tomorrow, Tomorrow, Purple and Murray Roman. Initial release on Vance will be product by Dave Stevens.

GRT also announced the renewal and extension of tape licenses, including the ABC group, Bang Short, Bell group, Cudahy-Chess group with Dunhill, King, Monument family, Scop- ter group and White Whale through 1970 or beyond.

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THIS RCA CARtridge case holds 10 cartridges. Made of brown synthetic leather with red felt lining, the case is part of RCA's fall Stereo 8 promotion campaign.

RCA Launches Hot Promotion For New Player

NEW YORK—In what Jack Krugman, executive vice-president, sales operations, of RCA's consumer electronics division, termed "The biggest promotional effort in the company's tape player history," RCA will bow a new Stereo 8 player and launch a promotional campaign to support its line of three 8-track players.

The addition to its 1969 home entertainment line is a portable player which functions as a

(Continued on page 84)
Could we interest you in half a million cassettes?

We'll look a volume order in the eye — knowing we have the production, knowing we have the parts inventory, knowing we have the price break.

We grew up supplying the giants of the computer tape industry with reels and cassettes. They demanded price, delivery, and highest quality products. Applied to compact cassettes, this means adherence to the original specifications — no substitutions.

Data Packaging Corporation
Tel. (617) 866-6200, TWX 710-330-0840

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HEART FUND

SEPTEMBER 7, 1968, BILLBOARD
The new cassette playback machines
From the people who invented cassettes.

Norelco introduced the Compact Cassette in the United States. And then we introduced the first line of cassette recorders. Now we're opening up the playback market with a brand-new line of cassette playback machines. A portable, and two decks that plug into existing stereo equipment.

The market is everywhere. From kids to grandparents. They're all looking for music that's easy to play. Easy to take care of.

And that's what the cassette is all about. There are plenty available, too. And more coming in every day. From Rock to Pop to Bach.

Stock up on our playback line now. If it's cassette, we know more about it than anybody. And we sell more of it than anybody. (According to the latest data from Trendex, Norelco is number one in over $50 cassette machine sales.)

Norelco® The Re-inventor of Tape Recording

**Tape CARtridge (NARM)**

**Tape is an Arm of Record Trade, Malamud States**

By HANK FOX

“There’s no such thing as a tape CARtridge industry,” insists Jules Malamud, executive di-
rector of the National Association of Record Merchandisers. “Tape is an adjunct of the record
industry. We consider records and tape as parts of the same harmonious music business.”

During the formation of its tape division following
its annual meeting last March, several mem-
bers proposed the establishment of an autonomous
association within NARM while others advocated
a new name for the association which incorporated
the word "tape."

“We formed a tape division,” Malamud con-
tinued, “because the tape cartridge is new and re-
resents the highest rate of growth in the record
industry. We feel we owe our regular members a
special meeting to discuss and exchange ideas and
marketing concepts of tape CARtridges.”

**Already Involved**

“Most of NARM’s member companies are al-
ready involved in open reel and tape cartridges,”
Malamud said. “And so are the record companies
—even those who license their product for dupli-
cation and marketing.”

There are, however, members of NARM who,
according to Malamud, don’t realize the great similarity
between records and tapes. Most of these are automobile parts jobbers (who now ac-
count for a large percentage of NARM’s new members). “These wholesalers have to learn about
the music business. Marketing heaters is totally different from marketing recorded product.” Mal-
amud also noted that several automobile parts jobbers moved into the rack jobber business, following their entry into tape cartridges.

To further cite the monopolistic base of the
industry, Malamud said that during the mid-
year tape convention, most record merchandisers,
distributors and one-stops would also be discussing
records with their colleagues and record manu-
facturers. “And don’t expect the annual meeting,
which is devoted to records, to be void of tape
topics.”

Because of what Malamud termed “the success-
ful schedule of programs at this year’s meeting held at
conventions,” NARM’s tape meeting will be
similarly patterned. At press time, some 70 regu-
lar member companies (who had pre-registered for the Sept. 3-6 gathering in Chicago.
According to Malamud, this represents the highest
turnout of any NARM midyear meeting.

**NARM Slates a Busy Session**

By EARL PAIGE

**MILWAUKEE** — Availability of
product, anony caused by the
broader approach to equip-
ment as a means to record music from the airwaves,
and the broader subject of merchan-
dising philosophy. These will be
leading issues at the National
Association of Record Merchan-
disers (NARM) meeting in Chi-
cago this week, according to
James Tiedjens, chairman of
the NARM tape committee.

Tiedjens, who with six other
members founded NARM, and
is president of National Tape
Distributors, said he did not
know the answers to the prob-
lem of product availability. “It
will be a major issue. Our firm is deal-
ing with the tapes, duplin and sup-
pliers and we find that they concentrate so much on new
issues that they fail to make
catalogue merchandise avail-
able.”

He said the problem of tim-
ing tape CARtridges to be si-
multaneous with records was a
lesser problem. “We have to over-
come the basic problem of availability first.”

Quoting an advertisement of a Harmon Kardon appearing in the
New York Times last May 26, Tiedjens said, “I think that you may never buy a rec-
order again” is a fearful thing to
music people. We have to adopt
some type of industry control
over the threat posed by equip-
ment that can allow people to
make their own cassette and
cartridges.

“Taped record and tape suppliers, the distribut-
ors, rack jobbers, record and tape
retailers have to make avail-
able what the tapes have
mand. But equipment manufactu-
ners do not have to produce equip-
ment that can be harmful to
the music industry. Many manu-
facturers in other in-

Prior to a half year ago, L&F
sold a large percentage of
its tape product to the automobile
and electronics parts retailers
(Continued on page 82)
Stereo Dept. Handles Equipment

By EARL PAIGE

CHICAGO—Tape CARtridge and phonograph record playback equipment are becoming so important that large mass merchandisers such as Sears and K-Mart are setting up complete stereo departments. Such departments, according to Monty Ohren here, will end the confusion of whether CARtridgés should be handled in the record department, the audio section, or "out with the rest of the store."

In viewing this newest merchandising development, Ohren, the American-Mexican pop-u-lations in western U.S. provides Cal RaKs tape CARtridge operation with the nucleus for solid Latin music business. The Gardens, Calif.-based record label of Transamerican Music has 15 good locations which buy Mexican 4 and 8-track product from two South of the Border companies, Or-Feo and El Zarape and from Columbia Records Latin catalog. Mexican cassette music is not yet available. Cal RaKs' Mexican outlets are scattered in a number of States, so the rack does not have one main area of Latin concentration.

Twenty per cent of Cal RaKs accounts are in the car-tridge business, with some locations stocking $5,000 worth of music. Ninty-nine per cent of the locations sell cartridges and records. There are only one or two small stores which sell tape exclusively, but their turnover is good enough to warrant the inventory expense. At a small number of locations exclusive tape cartridge salesmen have been hired. They work with locked racks holding 300 tapes which have sliding glass doors. Each store will travel large areas to see sales personnel, or with a little enthus-handle, business can be increased. Future plans are to increase the emphasis on cartridges, to open more accounts and to land bigger accounts for tape.

Recently moved to one main warehouse in Gardena from its previous Los Angeles location, the company has not physically been able to expand quickly into the tape field. Although the company uses a pre-ticketed system and inventory control through its computer operation, warehouse system and sales tools have yet to be optimized to boost cartridge product. An average location stocks from 300 to 600 titles, broken down 60-40 in favor of 8-track. Anti-theft systems are made to include cassettes in the product representation and if the store's anti-theft system required. Tape is installed or the total product mix is scaled to include three configurations.

Among major cartridge users are the following Zody opera-tors, Leonard Stores, J.C. Pon-neys and the Walker Scott stores. Inventory is maintained at the store level by means of tear tickets being returned in a prepaid envelope for automatic reconning.

(Continued on page 82)
CARtridge 16% of Rack Sales; 75% 8-Track

More than 16 per cent of the average record merchandiser's total recorded music sales emanate from tape CARtridge sales. And, for the majority, the 8-track cartridge configuration accounts for more than 75 per cent of the total tape sales, reel-to-reel included.

These statistics were revealed in a Billboard telephone survey of those rack jobbers attending the NARM midyear meet in Chicago. According to the survey, all the rack jobbers merchandising 8-track cartridges, 44 per cent handle 4-track cartridges and 81.5 per cent are in the cassette business. Some 21 per cent of those record merchandisers in the tape field are servicing their accounts with PlayTape.

A separate Billboard field survey of all record merchandisers indicated that 84 per cent of the nation's rack jobbers handle 8-track cartridges; 44 per cent, by HANK FOX

4-track; 52 per cent, cassette, and 23 per cent, PlayTape.

Add Configurations

While most of the record merchandisers now rack more than one tape cartridge format, the telephone survey indicated that in the past year, where a merchandiser began carrying or added configurations, those configurations were usually 8-track and/or cassette. Two thirds of the rack jobbers added at least one tape format to their lines since September 1967. And 33 per cent of the total number of merchandisers added one or more configurations during the past six months.

Although tape cartridges continue to flourish primarily as an entertainment medium for the automobile, the survey shows that the point of sale for cartridges has shifted from the automobile accessories shop to the traditional recorded music outlets.

Departments stores, including discount houses, account for the

(Continued on page 82)

The fastest cassette in the West...

and East, North or South

When we say Berkshire Cassette move, we mean it. They jump right off the rack and into the buyers' hands. Proof? Re-orders, re-orders, re-orders! Get our extensive catalog of latest releases... and remember, it keeps growing.

Our cassettes all play the same tune... PROFITS.

Berkshire STEREO CASSETTES
1305 S. STRONG AVE., COPIAUQE, N.Y. • 516-893-1000

Tape CARtridge (NARM)

New Package Needed: Record Rack

A new package is needed for the tape cartridge, one which will allow the public to once again hold, feel, and touch the product—while not stealing the merchants blind. This new package, asserts Ed Mason of Record Rack Service, is really the "old Capitol donut we all screamed about when it first came out."

The industry needs something that doesn't have to be placed under lock and key, Mason emphasized in his Los Angeles office. "The key to the success of the record industry is the accessibility of its product. Mason contends that by keeping cartridges away from customers, a certain amount of business lost to inaccessibility of merchandise behind locked cases or in rear storage areas. He said that it's an impossible factor to determine.

All of his 600 cartridge accounts have some form of theft protection. For the past two seasons, the rack and United Tape and Instrument distributor have been operated as one company. Mason explained, "The entire organization is involved in the music business" is the way he explained the present operation.

Mason said that in talking to accounts he came away with the impression that retailers want a new, larger cartridge housing because they have serious misgivings about thefts.

Campaign Under Way

The company has been finding new tape outlets on an experimental basis. These include furniture stores who were handling phonographs and moved into the player and prerecorded music areas. He estimates serving as many as 70 of these furniture stores. Some of these outlets use cartridges as giveaways, "Those that advertise and promote do business." There are some auto accessory and dealer accounts for music. Photo stores seem to lean toward the cassette concept. "They've always been reel-to-reel accounts," Mason said, "and Ampex has been pushing the cassette concept with these people who have been its clients, so it's a natural step."

Record Racks has been selling 4 and 8-track cartridges for two years. Players are offered from Mintz, Automatic Radio, Norelco and Belli. The company's own private label 8-track portable line, manufactured in Japan.
The choice of department for selling tape CARtridges is no problem for David Press of D&H Distributing Co. in Camp Hill, Pa. Wherever possible, D&H racks its cartridges in all three departments with the largest cartridge sales potential—records, automobile accessories and cameras.

"The more exposure the better," Press said. "We've found that by displaying cartridges in several places within each store, we can move more than 300 cartridges per week."

Experiments in attempting to increase sales via added exposure, Press has been experimenting with racking truck stops and gas stations. "These outlets can be an excellent source of income," Press said, "but we have to be extremely selective as to which stations we use."

D&H works with district managers of the oil companies in selecting gas stations in an area. "It only pays for us to go into a top volume station where the operator is a promoter. Here is where the district managers can provide the most aid."

After setting up one station as a model, Press then solicits the station owners to visit the outlet. These owners are also selected on recommendation of the district manager.

Surprisingly, most stations first stock cartridges before they move into the player field, Press said.

Sales Boom

D&H, who also racks records, has seen its cartridge sales skyrocket in one and a half years. According to Press, about 15 per cent of the company's $5 million year volume is grossed in tape sales. "This is quite a rise," he said, "considering our tape volume was 1 per cent in January 1967."

The highest volume outlets for D&H are the large discount department stores. Variety stores also account for a major percentage of the rack merchandisers' business. Press said that some 75 of D&H's 100 variety store accounts handle tape cartridges.

D&H services Delaware, Maryland, Virginia, Washington, Vermont, parts of New Jersey, Pennsylvania, and parts of the Pacific Northwest.

"It's an excellent source of income," Press said. "But this is just the beginning. We're exploring the possibility of making taping a large scale business."

Distributing Co. in New York City

"As we've seen," Press said, "we'll look at the market potential for the next several years." Seventy-five per cent of music Merchandisers' 250 customer accounts prefer the D&H product, with better than 50 per cent handling both pre-recorded tape and equipment.

The Los Angeles-based rack jobber offers auto players, self-contained units for the home and cartridge decks, but the automotive units are the top market support. As a result, the firm's Glen Blacksmith said, "That's where the advantage lies."

"Hardware Audio/Stereo suggests. The firm's experience in all forms of merchandise and player product, with better than 50 per cent handling both pre-recorded tape and equipment."

"The problem of pilferage is fought by placing all merchandise under sliding glass door racks. The market is sold to the public."

"An average rack of this nature can hold 400 titles."

"Product in 4, 8-track and cassette are offered "because there are markets for them all," Becker said. Eight-track seems to have the sales edge. "Four hasn't gone down that hill," Becker explained, "but it's just that eights come up so nicely. We're selling as much four as we did one and one-half years ago."

In stocking a location, research into the area and its clientele precedes the actual ordering of product. If the company has another store in the area, its sales become a judgment factor. Then the computer enters the act and provides follow-up servicing information. "Accounts give us their space, and it's up to us to provide material which offers the best sales," Becker said. "Tapes follow requests. When an album breaks, we look for that cartridge to follow."
Introducing a complete stereo eight department.

From a single source.

Big deal?
Sure it is. What else could you call it?
You get a corner on the 8-track tape player market from a single source. The people who invented it.
You get six different models for cars. Five tape players for homes. And four portables for everywhere else. That's 15 models all together. Practically a whole stereo eight department by itself.
And to make a big deal even bigger, we completely restyled the entire line. Gave it more exclusive sales features than ever before. And backed it up with the strongest national advertising program in our history.
You see, this year Lear Jet is out to break every sales record we've ever had. And every one you've ever had, too . . . if you'll let us.
Give us a call sometime soon. And we'll both make sales history together.

Lear Jet stereo 8
it pays happily ever after.
Racks Faced With Triple-Pronged Dilemma

Choosing the proper department, type of display and depth of stock are the three areas where tape CARtridge rack jobbers face agonizing dilemmas. This is the view of Pete Stocke, Taylor Electric here, a firm that entered tape cartridges at the very onset.

The three dilemmas:

- Merchandising tape cartridges in the auto accessory section as against handling them in the record department. (Stocke said where he has a choice, the record department is the answer.)
- Displaying tape cartridges in locked or against unlocked cases (Stocke said Taylor Electric still favors the "under glass" display).  
- Servicing departments with a full inventory, which usually means including marginal sellers, as against leaving empty spaces and stocking cream, chart items. (Stocke leans toward handling the hotter items and is currently experimenting with a Billboard Top-Seller inventory list.)

4 Types of Outlets

Through its subsidiary firm, Record City, Taylor Electric is racking four types of outlets: the mass merchandiser, the rack jobber, the "Tape City" type of outlet; and record shops.

Stocke, and his right-hand man, Don Bergmann, who is responsible for tape playback sales as well as pre-recorded tapes, indicated that the exclusive Tape City outlet ranks at the top. Next is the record shop and running third and fourth are the mass merchandisers and department stores.

"The free-standing rack in a store is not the answer," Stocke said. "There are a lot of multiple sales when you have competent clerks with a knowledge of music handling the customers on a personal basis. This is why the Tape City accounts and the record stores are doing the job.

Stocke said the problem with the mass merchandiser usually hinges on merchandising philosophy. "So many stores still feel tape cartridges belong with the auto accessories. This is wrong," he said. "Because we're talking about recorded music, even though it is on an endless loop cartridge.

The problem in department stores, according to Stocke, centers around allocation of inventory. "Getting a department store to allocate $4,000 for tape cartridges is like an act of Congress. This type of account is still pussyfooting.

800 Pieces

Stocke said the normal inventory in a Zayres type of store will run 800 pieces; in the department store he usually stocks between 250 and 300 pieces. "The department store in a good shopping center will often increase this rapidly if they're getting action," he said.

In percentage of completed sales, Stocke said 8-track is running 90 per cent, cassettes, 2.5 per cent, 4-track, 2.2 and the balance will be reel-to-reel.

Taylor Electric is shipping its tapes in to the stores, using a tagging method and following this up with a man using what Stocke calls "the eyeball technique." He said, "Our men who service the accounts aren't delivery men or truck drivers, they're salesmen. Their job is to follow up the shipping and analyze what the store needs to do.

"The biggest problem is whether to keep the cases full or only go with 200 of the top-selling titles. With deliveries from duplicators running less than 50 per cent, this is a real challenge. If we get static from buyers because the cases are empty, we have to fill with marginal seller.

In terms of display, Stocke favors running inventories by music category. "We are experimenting with another system, though, using an approach centered on Billboard's Hot 100 report."

"All this is evolving because the real job in tape cartridges is going to be done by record-minded people. I've yet to find many playback unit salesmen getting excited about helping a customer find a tape cartridge.

"There is no question but that you have a choice between handling tape in a record department as against the auto accessory section, the record department wins out.

Display Case Design

Taylor has almost completed the design of its third generation display case. "Our first one was really comical. When you think back to that time," Stocke said. "It held 150 pieces and had a grill on the front that looked at the bottom.

Our second case featured sliding glass doors and individual slots for each tape. This proved very expensive.

"We're now selling a case that can be adapted for hanging on the wall, free standing or used on a counter. It holds 260 full-size tape cartridges. One section can be converted for cassettes, using a spring attachment. There are two tiers at the bottom that will accommodate reel-to-reel tape packages.

"The bottom row is at such a height conducive to merchandising. Too many cases have been designed to go all the way to the floor. People just won't brouse below a waist-level height.

Stocke said Taylor Electric handles Lear, Borge-Warner, RCA and some Tenna playback equipment. "We're also handling Nordic cassette players.

"We went into cassettes last fall and it has been growing.

Reel Market

Stocke said Taylor Electric hasn't been big in reel-to-reel but that this part of the tape market had picked up. "I think there will always be a market for reel-to-reel but that it will never be a mass merchandising product."

With exclusive Tape City types of accounts and record shops doing the best job with tape cartridges, Stocke said that mass merchandisers and department stores will pick up fast "when they realize tape cartridges have to be merchandised like records.

The ideal plan is to have the bulk of the tape cartridge stock with the records and just show a limited number of cartridges with the playback equipment.

We have one store that does this. In the playback equipment department they have a Herb Alpert pre-pack, or maybe a $4.95 Camden assortment. Then they refer customers to the record section for a more complete selection.

Through its Record City subsidiary, which was formed in 1958, Taylor Electric has established several Tape City types of stores and is servicing a great number of record shops.

We've joined NARM because we manufacture tape cartridge tuners... a product line that is a logical and profitable addition to the music business. Our tuners resemble pre-recorded tape cartridges in size and shape and playing characteristics.

Their output equals the quality of the finest playback equipment on the market. Now we have a full line priced from $19.95 to $39.95. Our newest tuner is the Mark I FM-Multiplex, a unit that converts any 4 or 5 track player to a full-sound multiplex radio. The Mark I Stereo is available for shipment now.

Gene Bluck, our newly appointed national sales manager, will be in Chicago at the NARM convention to introduce you to this exciting new product line. Some territories are still available for distribution. And as we said, we're shipping now. See us during the show: Continental Plaza Hotel.

The tuner people.

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WHAT DO YOU GIVE A DISTRIBUTOR WHO HAS EVERYTHING?

ALL A&M PRODUCT IS AVAILABLE ON 4 & 8 TRACK CARTRIDGES, CASSETTES AND (7½ IPS) OPEN REEL TAPES AT YOUR LOCAL A&M RECORD DISTRIBUTORS.
When 90 different manufacturers agree on one thing, it's music to your ears.

Ninety manufacturers around the world—including virtually all U.S. electronics marketers—have picked the Philips Cassette System over other systems for good reasons.

The Philips Cassette is compact. (About the size of a cigarette pack.)

It's convenient. Takes just seconds to load or remove. It's rugged and reliable. The tape won't scratch, spill, tangle or break because it's locked inside a case.

You can select what you want when you want because the cassette allows fast forward and rewind.

It plays back or records for up to two hours. And the sound is great.

1968 has been called "the year of the cassette." Major recording companies are flooding the market with musicassettes. Virtually every kind of music is
available. From Rock to Pop to Bach.

Playback-only machines are being introduced this year. So there's a brand-new market opening up for music retailers who carry music cassettes.

With so much momentum built up already, Philips isn't going to stop. We're pioneering short-play cassettes, priced right for teenagers. We're constantly improving cassette technology. To produce better sound, stronger tape, longer play. And we're inventing more and more machines and continually improving our present line.

No wonder so many manufacturers agree that the Philips Cassette System is the best system going. With so many people behind us, there's now a new kind of music for your ears.
Stereo Dept. Handles Equipment

Only accessory line in guaranteed cartridges and cassettes.

So, like everything else from Sterodyne, you know it's not just another line. A full one-year guarantee on every Dynapak® cartridge and cassette.

Guaranteed head cleaning cartridges and cassettes.

Round out your line with Dynapak head and capstan cleaning cartridges and cassettes. The only cartridges and cassettes with that customer-winning one-year guarantee.

Tape CARtridge (NARM)

Display is another problem, he said. "Too often, product is displayed helterskelter. The best way is to maintain displays according to music category."

Oren said automotive accounts are moving to 80 cent 8-track and 20 per cent 4-track. "There is no cassette business in the mountains, but you don't make it there before you can make it in the city."

"As far as 4-track, it depends on the area. St. Louis is a strong 4-track market. So is the Southeast, the Southwest, Oklahoma and Texas. But up in Michigan they don't even know about 4-track."

Stores now setting up complete stereo sections, he said, will probably double their present inventory of tapes. "These stereo departments will consist of car radios, tape playback equipment, car record players, phonographs for the home and tapes."

"One typical store that just set up its stereo department last week had been carrying 250 tapes. They increased this by another 250 pieces."

Swinging L&F's

"Continued from page 70 and to new car dealers. "As more record stores become involved in tape cartridges," Geldhart said, "these nonmusic stores are shifting away from tape. At first there were only a few outlets which carried cartridges so automotive and accessories stores had to stock tape in order to sell players. But now," Geldhart explained, "they're happy to send a buyer of a tape player to a neighborhood music shop."

Geldhart believes that this trend will be extremely beneficial to the tape cartridge business. "Tape is now coming under the control of those who know the music business the best."

L&F, who racks many of the variety stores in Georgia, such as W. T. Grant, Sears and the Woolworth chain, supplies 8-track tape cartridges and cassettes.

CARtridge Sales

"Continued from page 72 greatest volume of tape sales for rack jobbers. Almost 25 per cent of all tape sales are made in these outlets."

Regular record stores post the second highest source of tape cartridge sales. More than 27 per cent of the tapes are sold in stores whose primary merchandise is records.

The auto accessories store which once accounted for the vast majority of tape cartridge sales has slid into third place, far behind the leading two. Nearly 15 per cent of tape volume stems from auto parts shops. However, record merchandisers qualify these figures, saying that where accessories stores and automobile specialist outlets extensively promote tape cartridges, sales are extremely high.

NARM Busy Season

"Continued from page 70 man, George Barry, Ralph Anderson, Don Belzer and Eddie Jar in the original steering committee that formed NARM. All except Snyder, Golden and Belzer were in the Toledoies association." Tiedtke started as a rack jobber of records in 1955. He sold his firm, known as Musical Isle, in 1966, and formed Midwestern Tape Distributors, now known as National Tape Distributors.
When you fly with Raquel Welch, you want to sit as close as possible.

The biggest movie screen that will fit on an airplane is actually pretty small.

The first half of the seats aren't too bad, but if you're sitting in the last row, you might wish you'd brought your binoculars.

And even if you had, they wouldn't help you to see through stewardesses and passengers moving up and down the aisle. American know-how has solved all those problems. By putting fourteen screens on every coast-to-coast flight. All in bright, sharp color.

Only American Airlines has Astro-Color. So you can't be more than five rows away from the movie. Or three rows in First Class. And even in the back of the plane, you'll still get to sit near people like Raquel Welch ... or Elmer Fudd. (American is also the only airline to have a cartoon before the feature.) Something for everybody. That's the American Way.

Fly the American Way – American Airlines
Canned Heat to Tour Overseas

LONDON — Liberty Records' Canned Heat begins a 30-day European tour at the Revolution here on Tuesday (3). They also will appear on the BBC-TV "Top of the Pops" show on Thursday (5), and at the Mothers Club, Friday (6), and Dunstable, Folkston and Bath through Monday (9).

The group plays a Frankfurt concert with the Doors of Elektra Records and RCA's Jefferson Airplane on Sunday (7). Canned Heat then plays Munich, Zurich, and Paris' Olympia Theater. TV appearances are slotted for Brussels on Sept. 18 and Amsterdam on Sept. 20. They perform with the Doors in Stockholm on Sept. 21 with TV shots set for Stockholm and Copenhagen.

Canned Heat returns to England for dates in Bristol and London from Sept. 25-30, before returning to the U. S. for appearances at San Francisco's Fillmore West and Los Angeles' Kaleidoscope.

RCA Launches Hot Promotion For New Player

* Continued from page 67

A table model in the home on AC current, on batteries for portable use, on 12-volt DC current from an automobile cigarette lighter and from a 12-volt source on a boat.

The player, model YLD-30, comes complete with speakers in separate enclosures. Suggested retail price is $89.95.

Spearheading the trade promotional facet of the campaign will be a number of distributor and dealer incentive programs, at the retail level, RCA has designed a library case which holds 10 cartridges and a promotional sampler package featuring music from its "Living Strings" series. RCA has urged its dealers to offer both free to consumers as promotional pieces.

IF YOU'RE LOOKING FOR "THE" DISTRIBUTOR OF ALL PRE-RECORDED TAPES WITH A PROGRAM, IT'S "HAPPENING" AT

CALECTRON

THE WEST'S LARGEST DISTRIBUTOR OF PRE-RECORDED TAPE

* COMPLETE PROGRAMS FOR ALL TYPES OF OUTLETS
* SERVICES AND PRICES UPON REQUEST
* CUSTOM FIXTURES
* BALANCED INVENTORIES — 4TR — 8TR — REEL TO REEL - BLAND TAPE
* PREPRICING - INVENTORY CONTROLS
* SPECIAL ORDER SERVICE
* EXCHANGE PRIVILEGES
* TAPE SPECIALISTS CALL ON OUR DEALERS
* ADVERTISING PROGRAMS

GRAEME ANDREWS heads Billboard's weekly coverage of the music scene in the UK. He became editor in 1967 having previously worked on a variety of music papers and a national news agency. About his job Andrews comments, "England is alive with editorial excitement for music-business reporters. The development of rack jobbing, the emergence of strong independent domestic and American record companies, a talent explosion which hasn't let up since the Beatles and other sweeping changes make the UK an interesting challenge. The team here has only one target — to get all the news that counts into print first!"

Cover the UK beat with Graeme Andrews... and

Tape CARtridge (NARM)

RCA Launches Hot Promotion For New Player

* Continued from page 67

A table model in the home on AC current, on batteries for portable use, on 12-volt DC current from an automobile cigarette lighter and from a 12-volt source on a boat.

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GET ON THE RIGHT TRACKS...
with
DECCA® • CORAL® • BRUNSWICK®

8 TRACK CARTRIDGE

CASSETTES

4 TRACK CARTRIDGE
CUC Acquires 15% of Seeburg

• Continued from page 3

sets at $57.58 million, as of Oct. 31, 1967.

CHICAGO — One of the aspects that most excites me in the early negotiations with CUC was its abilities and resources in film making and music publishing which can be combined with our own talent and resources in manufacturing audiovisual equipment and our own program in the area of music publishing. It's a good marriage, I said, adding that "we are still a long way from a literal merger, which would have to be approved by stockholders." Expanding in all levels of leisure products, Nicolas said, would also include Seeburg's involvement in musical instruments and home entertainment. Seeburg has in recent years purchased the Kay Musical Instruments Co., a guitar-maker since sold to Valco, Inc., the Gubranchen Co., a 62-year-old piano and organ manufacturer, and the 71-year-old H. N. White Co., Inc., a maker of band instruments.

Seeburg's involvement in music publishing dates back to 1965, when the firm set up a licensing society called the Copyright Protection Society (COPPS). At the time, Seeburg announced it had amassed 4,000 copyrights. Under COPPS, 45% were leased specifically for play on jukeboxes.

Earlier, Seeburg, under former president J. Cameron, Jack Gordon instituted an ambitious "Rice-A-Dance" literary plan to promote discos, and for a number of years was involved in producing Little LP's. Gordon indicated Seeburg spent between $54,000 and $55 million on Little LP's and Artist of the Week records. Curiously about Seeburg's plans in audio-visual has been keen over since Gordon left the firm to buy Sepsion, which he has now refined under a new firm known as Cameron International Inc., Co. Coleman sold stockholders in early 1966 that Seeburg had no "present plans to introduce a coin-operated sound-film machine."

Still later, William Adair, president, Seeburg Sales Corp., said, "There is no machine on the market that interests Seeburg now. But if there should be a breakthrough to a new approach we'd be willing to take a second look."

Nicastro did not indicate what form any new audio-visual machine might take. He did add knowledge that Seeburg engineers have been studying the new American Co.'s 4-inch 33 1/3-rpm pocket disc record, to be test-marketed in the North-West next week.

Action Talents Push on Bridge

NEW YORK—Action Talents is working on a major push for the Brooklyn Bridge, Bud-dah Bridge's, artists, including booking the group to play at the Sept. 18 world premiere of the Bar-ba-stra Streisand-Omar Sharif film of "Funny Girl" at the Criterion Theater here.

Brooklyn Bridge doubles on Friday (30) and Saturday (31) at the Cloud 9 A Go Go in Farmingdale, L. L. N. Y., and Palisades Park and on Sunday (1) at Astbury Park's Convention Hall and the amusement park.

The convention hall date is with the Four Tops.

Executive Turntable

• Continued from page 6

President of the Caliform/Robert division of Reime Manufacturing Co., producers of tape recorders, phonographs and electronic combo organs. He succeeds Charles Phillips, who was promoted to vice-president and general manager of the division.

Jack Doyle, general sales manager, has been designated director of marketing at Craig Corp. Steve Selot, Craig's Mid-western regional manager, has been promoted to national sales manager. Charles Hancock has been named sales manager of Crown Industrial Supply Co., the merchandising arm for home entertainment products manufactured by Japan's Crown Radio Corp.

NARM Meet Issues Seen

• Continued from page 6

as many associate firms, the four-day conclave falls at a time when the dilemma of slow shipments and the return rate are at their peaks. Consumer interest and actual purchases for tape cartridges have reached the point where it is imperative for retailers to have hot product in stock or on 24-hour call.

Along with the high volume of tape sales, the number of defective tape returns are also soaring. Tele-Tone distributors allege that the majority of the returns stem from deliberate consumer destruction of the tape or cartridge in order to receive a new title. Retailers should not be accepting these returns, they aver.

Other major issues at the NARM meeting include bootlegging and proper merchandising techniques. Bootlegging is much more rampant on the West Coast, but because of recent litigation on behalf of both, the record companies and firms doing unauthorized duplicating and marketing, the outcome will have ramifications on the entire music industry. Bootlegging will be the topic of Wednesday's business session, which will bepanel'd and conducted by the Harry Fox Office. Earl Kintner, NARM's general counsel, and Henry Brief, executive secretary of the Record Industry Association of America.

During the four-day event, one balcony at the Continental Plaza Hotel will be devoted exclusively to point-of-sale displays.

Pitcher Waxes Album for Cap.

LOS ANGELES — Danny McLain, a Detroit Tigers pitcher, has been recorded with his quartet for Capitol LP's, marking the first time a professional baseball player has been on the label's artist roster.

McLain plays Hammond organ during the off-season in the Midwest. The pitcher debuts on Capitol Sept. 15. His group has already been booked into the Rindoro Hotel, Las Vegas, and on the Ed Sullivan Show over CBS-TV Oct. 7.

Fire Razors Pa. Spot

READING, Pa.—The former Crystal Ballroom in Carsonia Park here, a landmark for generations was demolished by fire which broke out during the night of Aug. 25. Originally built in 1896, it was a major stopping-off place for the name bands and country attracted patrons from a wide area of southeastern Pennsylvania. In recent years it was renamed Center Ballroom.
They're RCA Stereo 8 Cartridge Tapes... your guaranteed win!
You can't lose when you order RCA Stereo 8 Cartridge Tapes, because you've got everything working in your favor.
There's the largest catalog of great artists to choose from, offering a variety of musical styles that range from Bach to Rock.

Service that is unmatched in thoroughness, knowledge and background. (Remember, RCA developed and introduced Stereo 8 cartridge tapes.)
With RCA Stereo 8 you get the highest quality tape available—a great plus for you, because after all, the name of the game is sound!

RCA is the only manufacturer that fully and continually supports its product on radio, newspaper, consumer and trade magazines, as well as with powerful point-of-sale material. So think RCA Stereo 8... the name that supports you all the way.

RCA Stereo 8 Cartridge Tapes
Tape is
Great on
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Stereo
SUPER STEREO EIGHT CARTRIDGES
CASSETTES
OPEN REEL TAPES

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NORTH AMERICAN LEISURE CORP.
A Subsidiary of Omega Equities Corp.
1776 Broadway, New York, N. Y.
A. C. (212) 265-3340
BEATLES—Hey Jude/Revolution

(Proce: George Martin/Obie, Lennon/McCartney/Zeppelin, Outline)—Their final hit for Polydor in England will also be released on Decca in the States. The A-side, "Hey Jude," is being called the Beatles' "Lady Madonna." In the song, John himself asks Paul to help him with the vocals as he himself takes on the role of a2. Paul also played piano on "Revolution," the B-side which was written by him.

MARVIN GAYE—Chained

(Proce: Frank Wilson/Obie, Wilson/Obie) —Currently riding high in the U.S. charts, "Chained" is expected to be a strong entry on the top 100. The song's sound, based on the "Can't Help Myself" theme, will feature a hard, metallic bass and strong rhythm.

KASENSETT-KATZ SINGING ORCHESTRA—Quick Joey Small/Run Joey Run

(Proce: Jimmy Ellis/Obie, Ellis/Obie)—Now, a great Scooter hit, "Quick Joey Small," has been given a Top 100 upgrade. This one was tailor-made for young radio stars, ready to break through. The song has a strong, upbeat rhythm and a catchy melody.

TURTLES—Eleonore

(Proce: Les Holcomb/Dave Appell, Holcomb/Appell) —The A-side of this release is a smash, "Eleonore." The band's fans are excited, ready for another hit. The B-side, "Blinkin' A's," is also featured.

THE GOOD EARTH—I Can See a Light

(Proce: Jerry Lavelle/Obie, Lavelle/Obie) —This hit is expected to break into the Top 100. The A-side, "I Can See a Light," will feature a unique rhythm and a strong melody. The B-side, "Good Earth," is also expected to do well.

ROGER FERRY—Pick Up the Pieces

(Proce: Denny Zeitlin/Obie, Zeitlin/Obie) —Ferry's "Pick Up the Pieces," the A-side, has a great, upbeat rhythm and a powerful melody. The B-side, "Ain't No Sunshine," is also featured.

JERRY DECCA—Presently will a deal.

(Proce: Jerry Franklin/Obie, Franklin/Obie) —Jerry Decca is expected to land a Top 100 deal. "Presently Will a Deal," the A-side, has a strong, catchy rhythm and a powerful melody. The B-side, "Dancing in the Street," is also featured.

JIMMY CLIFF—The Harder They Come

(Proce: Bob Andy/Obie, Andy/Obie)—The A-side, "The Harder They Come," has a strong, powerful rhythm and a catchy melody. The B-side, "Give Peace a Chance," is also featured.

MARVELETES—What's Easy for Two Is Hard for One


CHARLIE HUNTER—That's What We's Done

(Proce: Bob Sapp/Obie, Sapp/Obie) —The A-side, "That's What We's Done," has a strong, catchy rhythm and a powerful melody. The B-side, "Don't Let Me Be Lonely," is also featured.

LEVAP LEETE—Little Arrows


MEL CARTER—I Pretend

(Proce: Rick Deacon/Obie, Deacon/Obie) —The A-side, "I Pretend," has a strong, catchy rhythm and a powerful melody. The B-side, "Don't Be Cruel," is also featured.

LEAP LEAP—Little Arrows


EVELYN RENDOWN—Alfie


B.B. KING—The B.B. Jones

(Proce: Jerry Fuller/Obie, Fuller/Obie) —The A-side, "The B.B. Jones," has a strong, catchy rhythm and a powerful melody. The B-side, "Ain't No Love For You," is also featured.

JACKIE LAMIN—Sort Of Missy Sea


WIND IN THE WINDMOLES—Moments Spend

(Proce: George Martin/Obie, Martin/Obie) —The A-side, "Moments Spend," has a strong, catchy rhythm and a powerful melody. The B-side, "I'll Be Waiting," is also featured.

MARRYING—Knocking on Your Door

(Proce: Count Basie/Obie, Basie/Obie) —The A-side, "Knocking on Your Door," has a strong, catchy rhythm and a powerful melody. The B-side, "I'll Be Waiting," is also featured.

RUFUS THOMAS—Funky Mississippi

(Proce: Danbar, Obie) —The A-side, "Funky Mississippi," has a strong, catchy rhythm and a powerful melody. The B-side, "Knocking on Your Door," is also featured.

ATTENTION: Programmers and dealers,

*New* KAPP 10382—"The Liquid Iceman" by the Liquid Iceman, a new hit single. The A-side, "The Liquid Iceman," has a strong, catchy rhythm and a powerful melody. The B-side, "The Liquid Iceman," is also featured.

*New* KING 6181—"Easy" by Bob Dylan, a new hit single. The A-side, "Easy," has a strong, catchy rhythm and a powerful melody. The B-side, "Easy," is also featured.

*New* RONDO 10121—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

*New* MOVIE STAR 10377—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

*New* COUNTRY STAR 10377—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

*New* INTERNATIONAL STAR 10377—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

*New* LATIN STAR 10377—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

*New* SOUL STAR 10377—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

*New* JAZZ STAR 10377—"The Love You Made" by The Love You Made, a new hit single. The A-side, "The Love You Made," has a strong, catchy rhythm and a powerful melody. The B-side, "The Love You Made," is also featured.

A HIT SINGLE MAKES A HIT ALBUM!

Love Makes a Woman
Barbara Acklin
It's the whole country all in one place.

Set it on your counter or hang it on the wall.

200 singles, 21 Capitol Super-Stars, in an all-set-to-sell display, all at a super-special, low, low package price!

Buck Owens, Merle Haggard, Bobbie Gentry, Glen Campbell, Tex Ritter, Wanda Jackson, 15 others, all waiting to go to work for you.

Their greatest hit singles, complete with plastic divider cards, all in this one compact merchandiser.

This is BLUE RIBBON COUNTRY. Ask your Capitol Countryman to take you on a tour!
Another sales winner from the consistent LP sellers is the follow-up to their gaudy junior cut of material from the (strictly rhythm and blues) collection hit, "Dirt For Beatles' (Phil). Included are such potential in the gospel feel of "Praying on the Street" and Bob Dylan's "I Shall Be Released," in which Peter is accompanied by a gospel quartet group, sound especially nice, as the folk is in top form. The title tune from the LP, "Reason to Believe," is a gem.

"The Secret Life of a Body Fling" - Janis Ian, Verve/Forecast 77/3048 (S)

Janis Ian, the mini-hit of our forealled野心s, continues to prove she is a more than capable artist. Her disc "The Secret Life of a Body Fling" is a perfect example of her talent. The title track, "My Love," is a soulful, rhythmic number that is sure to be a hit.

"Flip Over the Bird" - Aretha Franklin, Atlantic 2016 (S)

Aretha Franklin, the Queen of Soul, has once again produced a winner with "Flip Over the Bird." The title track is a powerful rendition of the Beatles' classic. Franklin's vocals are pure magic, and the arrangement is simply outstanding.

"Beach Boys" - Brian Wilson, Capitol 2098 (S)

Another great title track is the "Beach Boys," released by Brian Wilson. The album is a collection of songs that he wrote and produced, and it features some of the group's most popular hits. The title track, "Beach Boys," is a classic, and it has become a timeless favorite.

"Thriller" - Thriller, Atlantic 2016 (S)

Michael Jackson's "Thriller" album is another great title track. The entire album is a masterpiece, and each song is a hit. The title track, "Thriller," is a classic, and it has become one of the most popular songs of all time.

"Sgt. Pepper's Lonely Hearts Club Band" - The Beatles, Apple 2016 (S)

The Beatles' "Sgt. Pepper's Lonely Hearts Club Band" is another great title track. The entire album is a masterpiece, and each song is a hit. The title track, "Sgt. Pepper's Lonely Hearts Club Band," is a classic, and it has become one of the most popular songs of all time.

"Abbey Road" - The Beatles, Apple 2016 (S)

The Beatles' "Abbey Road" is another great title track. The entire album is a masterpiece, and each song is a hit. The title track, "Abbey Road," is a classic, and it has become one of the most popular songs of all time.

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Chi Turns Czechaco: Biz Dips

*Continued from page 46*

Lincoln Park where the visiting Yippies gathered early in convention week. The Yippies closed every night at 10:30 or whenever the police told us. We usually stay open until midnight. Business was very bad—no comparison to the previous week. However, I think some of the Yippies came in to buy a few records.

Down the street is the Plugge Nickel. I ran it with Stitt and Don Patterson during convention week. Speaking for the nighttime crowd and the surrounding area, George Hara said, "a lot of places closed early because of the unrest. We usually stay open until midnight, but business was so slow. I don't think any of the convention people came in here. We think the Yippies didn't give up any business.

Several State delegations stayed at the Palmer House but the Empire Room, where Kim Sim, as performed nightly, was quiet. We didn't get enough delegations to mention," a spokesman said.

"Besides the late convention, there were too many people in the street, and people were told to stay away, said Barbara Fedor of the night club. And Barbara McNair was featured. George Mathioul Enterprises includes the London House. Mister Kelly's and the Happy Monk were pretty quiet. In the night spots, Sharon Schrader said, "This wasn't like any other convention, it didn't help at all.

Because of the late sessions, a million-dollar array of talent, including Jimmy Durante, Louis Armstrong, Jimmie Lunceford, and the Step Brothers, played to a half-empty house. Monday (26) night in the Dearborn Ballroom, where Mayor Richard Daley had signed a long list of statements to support the Yippies and their families. The curtain went down 10 minutes late because the former convention activities had ended for the night.

"A business as usual," Fish, Cheer, the Conqueror Worm, Phil Ochs, Peter, and Mary set up for the Yippies' and their families. They performed with the Yippie "Festival of Life." Business at the jukebox and very few people were there, according to several sources checked.

Bakery Chain, Canteen Break Merger Talks

LOS ANGELES — Merger talks between Canteen Corp. and Interstate Bakeries have apparently fizzled out, according to a spokesman for Interstate. Details of the meeting in a special session, took no action on a Canteen proposal to acquire all the shares in a new holding company. Although the directors left the meeting without a statement that "merger negotiations of both companies may hold substantial discussions" the revelation Interstate will continue "to pursue its own interests and external growth programs for the time being.

The Canteen proposal had called for each share of Canteen stock to be exchanged for one share of the new company. For each Interstate common share, 0.35 of a share of the holding company stock would be exchanged. The preferred would be issued. The preferred would be convertible into three common shares.

Although plans also include the use of artists from Nashville and Wheeling, W. Va., the current nationwide tour is continued to those well known in the East. These include Dick Rich, Ramblers, The Five Losers, LaTour, Jamie Hart, Rod Harris, Cathy Casil and the Train Right.

Atkins' Brother Joins X Cosse

NASHVILLE — Jim Atkins, former program director of KGK Denver, Colorado, and manager of RCA's Chet Atkins, is now associated with X Cosse in an advertising-promotion-public relations firm. Waters is the manager and books the "Master's Three," the show featuring Chet Atkins, Boots Randolph and Floyd Cramer. The new firm, Cosse-Atkins & Associates, is located directly behind the RCA Victor Building, facing 15th Avenue.

**Action Records**

*Continued from page 46*

**NEW ACTION LP's**

HUGO MONTENEGRO, HIS ORCHESTRA & CHORUS — RCA Victor LPM 4022 (Mx), LSP 4022 (Nx)

SOUNDTRACK—Rosemary's Baby — Dot 20166

FRATERNITY OF MAN — ABC ARCS 647 (Mx)

STANLEY TURRENTINE—Look of Love — Blue Note BST 46285B

IMPRESSIONS—Best of All — ABC ARCS 527

BIG BROTHER & THE HOLDING CO. — Mainstream M-5609 (N), M-5609 (P)

FRIEND & LOVER—Reach Out of the Darkness — Verve/Forecast TFS 3005 (N)

CLIFF NICHOLS & CO.—The Horse—Phil.L.A. Sure LPS 4017

TIZARETH — Vanguard VSD 6501 (P)

GENE PITNEY—She's My Heartbreaker — Capitol MS 3164

TINA NOSSON—Aerial Ballet — RCA Victor LSP 3956 (Mx)

BACON STREET UNION—The Clowns Died in Marvin Gardens — MGM SE 4608

**Kelllogg, Procter & Gamble in Tie-in With H-R Record**

*Continued from page 1*

record containing a children's story. Twelve stories will comprise the full set of single-sided disks. In addition to the free en

**Phillips Scores Surf Film**

LOS ANGELES — Freeland composer Stu Phillips is scoring a 75-minute film with 75 minutes of music including the background and Stravinsky schools.

The film, "Surfers Three," is the first of a planned series of support for Phillips since leaving Epic Records one year ago in June. He has also scored for the Coast & dcr department.

Tour Promotes 3 Raspitin LP's

SAN FRANCISCO—Rasputin LP's will be promoted on a recent two-week tour of New York, Boston, Baltimore, Philadelphia, Detroit, Chicago and Los Angeles. Raspitin's national promotion director, and Mark Joseph, vice-president of the Raspitin Organization and manager of organization's Retailer Management.

The albums, by the Bagatelle, the Ill Wind, and the Fraternity of Man, have been released on ABC Records. Joseph and Hayden will visit Chicago, Detroit, Cleveland and other Midwestern cities from March 26 to April 1.

**UA Buys Master**

NEW YORK—United Artists Records has acquired the master of Sonders. Alpert's "Poppin' Peas" from Fash Howard. UA also signed a three-disc deal with Good Time People Music, Inc., for the new Mix, an Atlanta-based rock group.

**Tony Bennett—Yesterday I Heard the Rain**

Capitol, CS 6976 (S)

**Soundtrack—For the Love of Ivy**

ABC ARCS OC 7 (S)

**Vikki Carr—Don't Break My Prerogative**

Liberty LST 7565 (S)

**NAT KING COLE—Best of**

Capitol SKAO 2144 (S)

**Singles**

**National Breakouts**

"I Know I'm Gonna Love You" by Blackbyrd McKnight, on Dolphin (Dolphin 1004, Mx). The single debuts at No. 44 on the chart.

**Harper Valley P.T.A.**

Ricky Pope, Spar 301 (Newkays, Mx). The single debuts at No. 30 on the chart.

**Do You Wanna Dance?**

Love Society, Societ 12723 (Clucks, Bm). The single debuts at No. 40 on the chart.

**Kellogg**

Support this program on other consumer TV spot advertising, mostly on children's programs. One of the shows will be the company's new kiddie show, "The Banana Split Show, which will be broadcast on the NBC-TV network Saturday mornings. 

**Kelllogg**

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Vikki Carr
Don't Break My Pretty Balloon

The Ventures
Flights of Fantasy

The 50 Guitars of Tommy Garrett
Love Songs from South of the Border

Paul Horn
Paul Horn in India

The Three Sounds

Donal B. ird
A Bag of Gold

Buddy Cagle
Through a Crack in a Boxcar Door

Santo & Johnny
Sleep Walk and Other Hits of Today

Buddy Rich and Alla Rakha
Rich a La Rakha

Cher
Backstage

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