Montreux Disk Prize to
British Decca's 'Electra'

By MIKE HENNESSEY

MONTREUX, France—The British Decca recording of Richard Strauss' 'Electra,' starring Birgit Nilsson and conducted by Georg Solti, won the gold trophy in the Montreux International Record Awards, inaugurated here Sept. 10 during the 23rd Montreux Music Festival.

Winner of the silver award was Leonard Bernstein's CBS recording of Mahler's Symphony No. 1, with the New York Philharmonic Orchestra and the braided award went to John Ogdon's EMI recording of Buononi's Piano Concerto with the Royal Philharmonic under Daniel Reveneagh.

The awards, in the form of plaques bearing replicas of the Castle of Chillon, where the presentation ceremony was held, were presented by Peter Ustinov to producer John Mordler on behalf of British Decca, to Ernest Fleischman of CBS London.

Ford & Motorola in New Pact; Join RCA in Drive

By LEE ZHITO

DETROIT—The Ford Motor Co. has extended its Stereo 8 player contract with Motorola's Automotive Products Division for another three years, and is joining Motorola and RCA in a massive nationwide Stereo 8 promotion campaign. Thus, Motorola will continue to supply 8-track CARTRIDGE playbacks for all lines in the Ford Motor Co. car family through the 1971 model year.

The new Ford-Motorola contract is seen as an important re-affirmation of the car manufacturer's faith in the 8-track cartridge system and is expected to quash periodic rumors that Ford is considering other tape systems. Ford's commitment appears certain to add significant impetus to the already burgeoning 8-track market.

In addition, Ford, RCA and Motorola will jointly stage a giant in-store car dealer promotion aimed at achieving the broadest consumer exposure of the cartridge concept as yet attempted at the automotive level.

Display Center

This will consist of a car showroom demonstration and display center, spotlighting Stereo 8. Ford will make available to all its dealers a promotional package consisting of an (Continued on page 68)

Pocketdisc's Distrib Set

By PAUL ACKERMAN

SEATTLE — The distribution pattern for the debut of the Pocketdisc here Sunday (22) has been set, with four types of outlets being used. These are 1) traditional record shops; 2) rack outlets; 3) route vending outlets which have high teen-age traffic, and 4) vending-machine locations where the dealer services his own equipment.

Pocketdisc is being backed by a $50,000 promotional drive encompassing radio, newspapers, point of sale material and mail services.

The radio drive is a naturation campaign, including 100 spot announcements per week on both KJR and KOL, for the first three weeks, and 50 spot announcements a week for the remaining 12 weeks of the introductory campaign. Also, radio is being backed by a $50,000 promotional drive encompassing radio, newspapers, point of sale material and mail services.

The wild excitement of "Rowan and Martin's Laugh-In," one of the most outstandingly popular television comedy shows, has been captured in an outrageously funny album released (KSS 15118) on Epic Records.

(Advertisement)
PETER KASTNER IS THE UGLIEST GIRL IN TOWN!

But he's got a beauty of a new Colgems single.
"I JUST CAN'T GET OVER YOU"
c/w "TIME OUT" #66-1029

See Peter in the new comedy series "The Ugliest Girl in Town" on ABC-TV, premiering this month. Hear him sing "I Just Can't Get Over You" on the episode of October 3rd.

Produced by Carole Bayer and George Fischoff

Manufactured and Distributed by RCA
Teena Duncan in TV to Land
Ties in With Banana Splits

NEW YORK — Deca Records is stepping into the TV sweepstakes through a tie-up with the Banana Splits, a kiddie/teenage live-action/oriented contemporary singing and instrumental group which appeared in the "Banana Splits Adventure Hour." The show currently is being syndicated by NBC-TV under sponsorship of theKellogg Co.

The show was arranged by William Hanna and Joseph Barbara, of Hanna-Barbera Productions, creators of the series, and Bill Gallagher, MCA vice-president, of Madison Avenue.

The show premiers on NBC-TV Sept. 7, and Deca is releasing the Banana Splits this week. "Wait Till Tomorrow" and "We're the Banana Splits" is the first coupling.

A major promotion on the hour-long series is under way with the Kellogg Co. planning the Banana Splits on 50 million cereal boxes in retail markets across the U.S. Plass S. by Kellogg this week, which will include an estimated six million teen-agers, is also under way.

Deca will be inking with Hamilton Simmons, Billboard's trade pub企agency for Kellogg, and Ed Justin, of I.LAM, Screen Gems, to handle the promotion.

Gallagher is counting on the "live" values of the Banana Splits as a big selling point in costume. There are actually 12 Banana Splits, plus three for "live" appearances. Gallagher explained that there are four Banana Splits, plus one Mr. Banana, four who are actors and four who are singers. The identities of the performers will be kept under wraps and hidden behind masks.

The show's music will be handled by David Mook in coordination with A&M. Furthermore, three other Banana Splits are accessories firm here. Woodside is a sub of New York. LeBo is noted for manufacturing cartridge and cassette display racks, skids, counter displays, and cleaners, blank cassettes and cartridges. ABC president Larry Heflin handled the deal with Leslie Bokar, president, and Leslie Dukas, vice-president, both of LeBo.

NEW YORK—Atlantic Rec-ords' Summer LP Sales Pro-gram, which started June 14 at its semimannual sales convention, wound up this week with a sales rack-up that topped the 10 million mark.

The program encompassed 34 albums released by Atlantic in June, including LPs on the Atlantic, Atco and Pompeii labels. According to Len Sachs, At-antic's album sales and mer-chanising chief, the success of the program was due to the support of the label's distributors, retailers and promotion men. He also credited the many re-tailers and rack jobbers who took full advantage of the pro-motional and sales tools available to them for the success of the program.

Well over half of the albums released by Atlantic in June landed on the best-selling charts. Two LPs, "Bob Dylan—Blonde An-nee—The Rascals' Greatest Hits" on Atlantic, and "Wheel of Fire" by Vanilla Fudge, the Iron Butterfly, Eddie Harris, the Bee Gees, the Manhattans, Pickett, King Curtis, the New York Rock and Roll Ensemble, David Soul, The Incredible Bongo, Turner, Joe Tex and such al-bums as "Super Hits Vol. II" and "History of Rhythm & Blues, Vols. V and VI." Since the June releases, At-antic-Acro has issued a number of top-selling LPs, including Julie Driscoll, Brian Auger and the Trinity Art Band, Claude Cic-ence Carter and the Naz on the SGC label.

ABC Acquires Le-Bo Prod.

WOODSIDE, N. Y. — ABC Records, which has been on a buying spree for the past few months, has completed negotia-tions to buy Le-Bo Products Co., Inc., a new York-based accessories firm here. Woodside is a subsidiary of New York. LeBo is noted for manufacturing cartridge and cassette display racks, skids, counter displays and cleaners, blank cassettes and cartridges. ABC president Larry Heflin handled the deal with Leslie Bokar, president, and Leslie Dukas, vice-president, both of LeBo.

NEW YORK—A reduction of 44 percent was announced last week in the introduction of nominating by craft, and the election of More Nazar, Atlantic Rec-ords' president, through the annual trustees' meeting of the Record Academy (NARAS) held Sept. 7-8 at New York's Berkshire Hotel. Nazar, who succeeds Pete King in the top NARAS spot, was elected unanimously along with Jack-of All Angeles as first vice-president, Johnny Pate of Chicago as sec-ond vice-president, and Mon-tgomery's Buddy Killen as secretary. Lou Busch was re-elected na-tional treasurer.

Acceptance Speech

In his acceptance speech, Nazar, after paying his re-spects to King for "the wonder-

NARAS in Par Awards: Debut
Bidding by Craft; Elects Nazar

By MIKE GROSS

Atlantic Parley Racks Up $10 Million
In Billings; 34 Albums Are Shown

ABC Sets Up in Move
Into Production, Mgt. Fields

NEW YORK—Herrn Benne is expanding into the fields of production and management with his newly formed firm, Five Faces of Music Productions, Inc. The firm, which will be run by Mann and John Gibbs, will offer services in production, management and publishing, and will also publish the band's self-titled record contract is with Steve Mar-cus, who records for Vortex; Roy Ayers, who records for Blue Na-
tonic, and the Soul Flutes, who record for A&M Records.

The first appearance of Mann with his complete package, "The Music World of Hewetts," will be at New York's Village Gate starting on Oct. 20 for two weeks. With Herrn Benne

CBS/3ony Launched
At Meeting in Tokyo

"Tokyo has a population of about 11 million and Osaka has a population of about 60 per cent of the Japa-nese market which spends about $100 million a year on records. About 50 per cent of that to start with," he said. "In partnership with Sony we can bring our ideas of promo-
ing and selling to the Japa-
nese market quickly." Previously CBS had a distribution deal with Nippon-Columbia in Japan.

Mann Sets Up Co. in Move
Into Production, Mgt. Fields

NEW YORK—Herrn Benne is expanding into the fields of production and management with his newly formed firm, Five Faces of Music Productions, Inc. The firm, which will be run by Mann and John Gibbs, will offer services in production, management and publishing, and will also publish the band's self-titled record contract is with Steve Mar-cus, who records for Vortex; Roy Ayers, who records for Blue Na-
tonic, and the Soul Flutes, who record for A&M Records.

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Crown Collier Into Music
Orbit & Acquires Schirmer

By MIKE GROSS

WASHINGTON — The se-cretariat, in its annual annexation announcement last week that it was in negotiation of trading in competition of Cameo-Parkway Records, Inc., has issued a statement that the counter trading could resume Mon-day (16)—(16) — but the American Record producers decided not to allow resump-tion of the Cameo trading prati-cing a hearing on the question of desiring action, says SEC.

The statement said, "Weing is establishing contacts with the SEC in the first time that has had a resi-dent man in England.

Benne has established ties with Barclay for Stax represen-tation in France and Spain. Stax is hitting London by EMI, by Hipox in Spain. Stax has signed the soundtrack record for the first time with the release of the Parmount Pictures' movie, "The Thieves," which is being scored by Booker T. and the MGs.

(Continued on page 12)

Dot Eyes Seaway for Handling More Lines

LOS ANGELES—The operation of Dot, a company owned by Cleveland, Dot's company-owned independent distributor, is being studied, as part of the company's overall plan to have the label become more in volved in handling competing lines.

Seaway represents the At-tlonic and Epic labels, among others and is the city's sec-ond largest independent house along side Main Line.

Several of Dot's other com-panies which have handled other lines, but according to label president Arnold Harris, are being studied to handle the Dot line plus the other in-house labels of Dot, including handling other lines makes sense," he said in his own words, Seaway, the executive admits, does four times the volume on non- Dot product.

Burke has just returned from a marketing tour of Latin America, where he has begun establishing "two-way streets" overseas publishing and record companies.

Italy's Ricchi has given Famosus Music its first copy-right, "Help Yourself." Tom Jones' current hit on Parrot. Famous has first refusal rights in the U.S. on all Ricchi's copyrights.

Burke hopes to begin landing masters in territories where EMI does not have a Capitol first refusal. In the meantime, a Sara Feiser who operates a liaison office in Lon-don for Dot's music interests, he said, has four or five masters, two of which have been reviewed by the SEC and studied and one which has not yet been considered.

The same source added, that is, Weing is establishing contacts with the SEC in the first time that has had a resident man in England. Benne has established ties with Barclay for Stax represen-tation in France and Spain. Stax is hitting London by EMI, by Hipox in Spain. Stax has signed the soundtrack record for the first time with the release of the Paramount Pictures' movie, "The Thieves," which is being scored by Booker T. and the MGs.

(Continued on page 12)

Cameo OK for Counter Trade

NEW YORK—The secretariat, in its annual announcemen-
Liberty Buys M.S. And Musical Isle

NEW YORK — The trend of manufacturers to acquire rack-jobbing and distributing operations to ensure total control of key markets continued last week. Latest development is the acquisition by Liberty Records of M.S. Distributing and Musical Isle, both Mid-west distributor and rack operation. The move followed shortly after Liberty consummated its purchase of Roberts Distributors in St. Louis (exclusively reported last week in Billboard). Transamericann, Liberty's parent company, has thus solidified its distribution strength greatly in a brief period of time.

Another important recent acquisition was London Records' purchase of Jimmy Martin's Chicken Hill Musical Isle, a pioneer independent distributor, stated that London will retain its original staff, with the exception of manager Ronne Bernstein, who has joined the Handleman company. Martin also has a large interest in Miller Automatic Sales of Louisville, which handles vending machines. A purchase of this company is close to being completed, Martin said.

Martin added that he would engage in business ventures with Chicago downtown Howard Miller. One and one-half years ago ABC Records purchased New Deal in New York, Consolidated Distributors in Seattle and Billy's Salt Lake City. This was followed by Capitol Records' purchase of Mercon Enterprises of Long Island. Another manufacturer-distributor merger was worked out by Hilfs Brothers of Milwaukee and Picket. International about six months ago.

Music Buildup By Metromedia Is Under Way

NEW YORK — The Metromedia company, independently owned by the direction of Tommy Valando, is bolstering its operations. Marvin Deane, president of the company, was primed by the firm's executive vice-president, Frank Friedman, to build a company base on all available music properties. "Zorba" and "Maggie Flynn," as well as in the recent field of marketing musical projects and pop product.

Joining the Valando operation in New York is Sydney Kornheiser, who recently resigned his position as president of the Edwin H. Morris Music. Kornheiser will be working for Valando as a writer for Broadway musicals. He'll be working in New York with Frank Military and Johnny Farbro.

Added to the staff in Los Angeles is Billy and Jerry Shylnit. They will be working with Arlie Valando, longtime Coast representative for Sunbeam Records (BMI) and Chappell Music, now in the Metromedia fold.

Dayton Ruled No Bootlegger

NEW YORK — The Dayton Record Co. has been cleared of charges that it sold bootlegged or counterfeited records by Judge Samuel Silver in Criminal Court, Dayton, which consists of two retail outlets, a wholesale outlet, and a distribution firm. The New York District Attorney's office, with the pretrial declaration, also defended a indictment involving several copies of an album, "The Best of 67," of which Dayton was only listed as the city of manufacture. The record's present-day retail price is $2.50, the charge against the Dayton stores was initiated upon complaint by Aretha Franklin, the Doors, the Monkees and other prominent groups. It is prohibited by the law.

Branch on Coast Opened by Globe

LOS ANGELES — Globe, which is in New York, has opened up Globe Records, a manufacturer label, at 215 N Western Avenue, and is already in production. According to the president, Lee Halpern, Howard Rossell has been named general manager of the Florida Coast company and Charlie Courtland, vice-president and manager of the Coast, a new appointee, has already been working in the region. The company is able to handle 100 per cent of its own production, as well as coast-to-coast sales.

There’s more here than meets the eye.

RAY CONNIFF
And The Singers
Turn Around Look At Me

MRS. ROBINSON
MacARTHUR PARK
THIS GUY'S IN LOVE WITH YOU
ANGEL OF THE MORNING
DO YOU KNOW THE WAY TO SAN JOSE
CAN'T TAKE MY EYES OFF YOU
PEOPLE
THE GOOD, THE BAD AND THE UGLY
IT WAS A VERY GOOD YEAR
MOON RIVER
TURN AROUND LOOK AT ME

There’s the Conniff sound.
The Ray Conniff Singers play their voices as though they were instruments...more like subtly fluted woodwinds than singing. A blending of sounds that is distinctively Ray Conniff.

There are today’s biggest hits.
'Mrs. Robinson,' "Angel of the Morning," "People," and more.

There's the Conniff sound.
The Ray Conniff Singers play their voices as though they were instruments...more like subtly fluted woodwinds than singing. A blending of sounds that is distinctively Ray Conniff.

There are today’s biggest hits.
'Mrs. Robinson,' "Angel of the Morning," "People," and more.
HIGHLIGHTS OF THE WEEK IN

AUDIO RETAILING
PANASONIC has entered the component field.

CLASSICAL
CANTERBURY PILGRIMS, Deutsche Grammophon releases album that inspired an upcoming Broadway production.

COIN MACHINE WORLD
ARA HAS JOINED other publicly owned operating companies in entering vending, in a competitive race to acquire jukebox routes.

INTERNATIONAL
RIO SONG FESTIVAL, Worldwide lineup for the Third International Popular Song Festival in Rio.

MUSICAL INSTRUMENTS
NAMM PRESIDENT gives easy picture in instrument sales.

Radio TV Programming
MUSICAL DATA on the season's TV show up a report on the latest stations to switch to the least popular rock genre.

Talent
SERGIO MENDES & BRASIL '66 and Jose Feliciano make up a power-packed entertainment package at Los Angeles' Greek Theater.

TAPE CARTRIDGE
NAMM marketing roundup, plus latest deals in details and directions in tape cartridge industry.

Features
Stock Market Quotations 10 vol. Joes 23
CHARITIES
Best-Selling Classical LPs 10 Best-Selling Folios 9 Best-Selling Country LPs 5 Best-Selling R&B Albums 26 Best-Selling R&B Singles 24 Breakout Albums 50

NEW YORK — Recordings are more important to contemporary classical musicians than live performances. This was one of the points brought up at the Technology panel of the International Music Conference’s "Music and the Record- ning" program at the Barbi- a de's theater here on Wednesday (11).

Electronic music and amplifi- er manufacture, recording engineers and the length at the session, which was chaired by Goddard Lieberson, president of Columbia Records, and included representatives from Atlantic, Decca, Elektra, CBS, RCA, and Warner Bros.

An organizing point was that the technology panelers did not consider that recorded music are not important and that recordings and TV film were the only proper means of reproducing music.

Audience Important
Mayer replied that other musi- cians, such as violinist Jascha Stern, felt that the audience was an important part of a performance. Mayer said that Gould was unique in being able to produce individual recorded perform- ances that held the interest on repeated listening.

McClure countered that he was often so annoyed by the ac- tions and inattention of the au- dience at concerts he was unable to hear the music properly. He said he generally preferred to listen to music on recording.

Rogier Hall, noting, "There is no more provocative musician than Glenn Gould," explained that recordings were "artificial" and provided a "totally different aural experience" from live per- formances. "They should be to- tally ignored," he said.

(Continued on page 74)

Music Congress Unit Sounds Off On Cuts, Composers & Concerts
By FRED KIRBY

Music Congress Unit Sounds Off On Cuts, Composers & Concerts
By FRED KIRBY

Krasnoy forms Blue Thumb
To Operate in Specialty Mart

Los Angeles—Bob Kras- noy has formed Blue Thumb, a record label, to operate in the specialty market. The former Kama Sutra executive will re- cord ethnic material of experi- mental, blues and foreign lan- guage derivatives.

The first LP product re- lease, planned for Saturday (21), encompasses a package of pol- itical satire featuring folk artist Len Chandler and KRLA news- man Lou Irwin, both of whom are featured on type of new broadcast (June 15, Billboard).

Follow-up product will include an album of Japanese kabuki music, the original music used in the Laguna (Calif.) art festi- val's "living portraits" show/ and the Indo-Jazz Double Quin- tet which blends the classics with jazz.

In addition to the political satire LP, Krasnoy is also re- leasing in his debut program titles by Capt. Beefheart and His Magic Band, who formerly recorded for Buddh, and an LP of W. C. Fields comments taken from a number of his Paramount Pictures.

Blue Thumb will deal exclu- sively with independent produc-

ers, Krasnoy says, with British producer-manager Bryan Mor- rison and Al Schmitt already cutting product. Morrison will be bringing a number of his British acts to the new label.

Krasnoy says he will analyze the management behind an art- ist before signing any contracts. "The right management is the key," he said. "The right management can ensure sustaining power for its clients."

Artistic control will be given to producers-managers, Krasnoy says. Each LP will of- fer a prize wrapped inside. The political satire LP's visual gimmick is an air sickness bag. Krasnoy will promote his product b y mailing releases and experimental hype information to the homes of 250 record store buyers and major market disk distributors.

Twenty-eight domestic distrib- utors have been signed by Krasnoy, who was Kama Sutra's West Coast vice-president for two years and before that had been with Warner Bros, a simi- lar number of years. He has given tape duplication rights to General Recorded Tape and a distribution to Liberty, in Canada, which is still un- committed.
And NOW...

ARETHA FRANKLIN

"I SAY A LITTLE PRAYER"

Atlantic 2546
NEW YORK—The present Broadcast Music, Inc. (BMI) radio contract, which expires Sept. 30, has been extended to Nov. 30, pending additional meetings to negotiate BMI’s request for a higher rate.

In a letter to all radio stations, Elliott M. Sanger, chairman of the All-Industry Radio Music License Committee, wrote, in part, "Sometime ago, BMI notified us that it desired an increase in rates, effective Oct. 1. Since then, we have been in discussion concerning the terms of a new license with BMI representatives, but to date no understanding has been reached.

"In order to enable the discussions to continue without having to meet the Sept. 30 deadline, BMI has agreed to offer stations a two-month extension of existing BMI licenses, without change in terms, i.e., to Nov. 30. The committee recommends that you accept this offer. You must, however, decide whether to accept or reject our recommendation."

Bill (Bunky) Sheppard has been named director of r&b promotion for Scepter Records. In the newly created post, Sheppard will supervise the label’s promotion staff, working with Chris Jones. Scepter’s East Coast promotion man, Sheppard previously presided over his own label, Bunky Records, for eight years, and once owned Marks Record Distributors in Chicago. He has also been a promotion man for an independent producer. Sheppard’s headquarters will be at Scepter’s main offices in New York, with all of Bunky’s former artists to be produced on the Scepter label.

Jack Maher, director of creative services at MGM Records, has severed his connection with the company because of differences in management philosophy and budget cutbacks. Maher guided the firm’s advertising, packaging and merchandising growth through three of the company’s most-sophum, Atlantic and Heliodor labels. He had been national promotion manager the past three years and also acted as advertising manager for all media, and was responsible for all print campaigns. He also functioned as liaison for press, radio, and dealers and distributors, regarding promotion, marketing and display.

Dick Rienneau has been named Capitol Records, Ltd.’s national sales manager, budget product, which includes responsibility for the Pickwick and Disneyland lines and the new Capitol SN series of Canadian talent budget albums. Budget was formerly handled by Gord Edwards, who will now concentrate on his position as advertising and promotion manager.

Paul Clark has been named Ontario division sales manager for Phonodisc in Canada. Formerly with Warner Records, Giles Bedard has been set as promotion manager and new projects supervisor for Phonodisc’s Eastern division headquarters in Montreal.

Dan Nolan has been set as chief of the musical instruments department for Apex Records, Canada’s Ontario subsidiary. Nolan has been a musical instrument dealer for a number of years.

Jack Richardson, president of the independent Toronto label, Nimbus, resigns the end of the month as radio-TV director of McCann-Erickson of Canada, after eight years with the agency, to move into record production and associated fields on a full-time basis.

J. J. Johnson has been named president of MBA Music, Inc., a production company dealing in music tracks for radio and TV. For the past two years, Johnson has been a staff composer, arranger and conductor for MBA and was responsible for the commercial music of the Spielberg, Heintz, Kent, L&M, Canada Dry and Oldsmobile, among others.

George Metcalfe has joined the London office of Rogers, Cowan & Breener as director of the Corporate and Financial Departments of the International Division. In another appointment, Chris Gernon, who joined RCA’s London office to head the pop music department.

Alfred Perry, vice-president of music of Four Star International, has been appointed executive vice-president of Four Star’s two music subsidiaries, BNP Music Publishing Co. and Four Star Television Music Co. He continues as vice-president of the parent company. Also, Fred Benson has been appointed vice-president of Four Star Television Music and BNP Music.

John O’Leary, formerly assistant controller at Capitol Records, has been named corporate controller for Craig Corp.
STRETCH OUT WITH

THE JON & ROBIN CLASTIC EVENT

COMPATIBLE STEREO-MONO

A PRODUCT OF
ABNAK MUSIC ENTERPRISES, INC.

FOR BOOKINGS CONTACT:
BANNERS MANAGEMENT AND SERVICES, INC.
825 OAKLICE / HI-2-6111
DALLAS, TEXAS 75201

OUR NEW ALBUM RELEASE ON

ABNAK®
MUSIC ENTERPRISES, INC.
DALLAS, TEXAS

CALL COLLECT

REIGN LICENSEES CONTACT: PUBLISHER’S LICENSING CORPORATION, 40 W. 55th STREET, NEW YORK 10019, (212) 581-7370
Mendes Hits Gold

LOS ANGELES — "Look Around!" by Sergio Mendes and Brasil '66 has been certified as an RIAA gold album. The LP award is the second for the A&M group, which debuts in Las Vegas at Caesar's Palace Thursday (23) with Jose Feliciano. The group will make its European debut early next year, with pianist Mendes set to solo with the National Symphony Orchestra in Lincoln Center Nov. 30.

Chicagoland — Dunwich Productions and MG Productions have merged to form Dunwich Productions Ltd. The agreement was reached by Bill Traut, Dunwich president, and Jim Golden and Bob Monaco, partners in MG Productions. Golden was president of USA Records. In addition to Traut, Golden and Monaco, the firm, at 25 East Chestnut Street, will have the services of music director Eddie Higgins, associate producer Steve Brooker and Bob Schiff, and arrangers Bob Rissiger in Chicago and Shorty Rogers on the West Coast.

Mendes Forms Aart

LOS ANGELES—Aart Records has been formed by Kenny Myers, former general manager of Aetna, a Dot subsidiary. Myers plans working with independent producers and is talent-scouting at offices in 1717 North Highland, Hollywood.

Destination Music (BMH) and Go-Mo Music (ASCAP), MG Productions' publishing companies, will merge with Dunwich's Yvggoth Music (BMH) and Dunwich Music (ASCAP). A general professional manager will be named shortly.

The "ingle" division will continue to produce the radio and TV commercials in Chicago. Hollywood and New York under the supervision of Ed Cleland. Traut and his staff have produced the American Bred, the Shadows of Night, the Mauds, the Will-O-Bees, the New Colony Six, and H. P. Lovecraft Golden and Monica were instrumental in establishing the Shamus, the Baxton's, the Buckingham, the Mock, Michael and the Messengers, the Rivieras and the "Trots.

Myers Forms Aart

LOS ANGELES—Aart Records has been formed by Kenny Myers, former general manager of Aetna, a Dot subsidiary. Myers plans working with independent producers and is talent-scouting at offices in 1717 North Highland, Hollywood.

According to Jim Golden, Golden and Bob Monaco, partners in MG Productions, the merger will enable the company to work under one roof and pool resources and promote the same artists and songs to radio stations.

The company recently bought 100% of its retail office in the Chicago area and has moved its offices to 25 East Chestnut Street.

As of Thursday, Sept. 12, 1968

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The above quotations compiled by Billboard are averages of prices and are not indicative of a specific transaction.

**Note:** The figures represent the closing prices for the week ended Sept. 12, 1968.
Camden Records
America's Greatest Entertainment Value!

New for September

Camden Best Sellers

Available on RCA Stereo & Cartridge Tape
Room at the Top in Jazz Suite

LOS ANGELES—Jazz Suite, a private club designed to pro-
mote jazz by offering jobs to musicians showcased before en-
tertainment industry members, is near its 2,000-member limit.
The club opened Aug. 19 with a nucleus consisting primarily of music industry principals but swelled from interest by the mo-
tion picture and related fields.

Mrs. Betty von Baur, who manages the club with her hus-
band, Gene, says the pair ini-
tially began contacting presidents of record clubs with the idea about forming a closed-to-the-
public club devoted to jazz. The Baurs were able to sign up 200
founders at $500 each. The club owns the old Roman-
nof’s restaurant building in Bev-
erly Hills. Members, totaling
over 1,667, pay a $500 mem-
bership plus a monthly $25 dues
to keep the club going and to
enjoy jazz in two rooms, the
240-seat Mainstream Room and
the smaller Sessions Lounge, de-
signed to book small groups
and new and unknown jazz acts.

Gene von Baur, who is part-
er with Dr. Joseph Noble in the club’s management, books the talent, relying on recom-
endations of the members in many instances. Among these
members are Stan Kenton, Ella
Fitzgerald, Neal Hefti, Herb
Alpert, Jerry Moss, Mike Malt-
land, Alan Livingston, Marty
Balafonite, Peggy Lee, Burt
Bacharach, Bobby Darin, Lalo
Schifrin, Willard Alexander, Al
Bennett, Steve Allen, Les Bax-
ter and Quincy Jones.

The Mainstream Room books
main headliners such as Oliver
Nelson, Don Ellis, Count Basie,
O. C. Smith, Gerald Wilson,
Count Basie, and the Modern Jazz
Quartet. There are two shows
a day, and at midnight. There is
no cover nor minimum in this room although diners buy for
(dinners as well, in an adjoining
dining room). The
Sessions Lounge plays jazz
from 9 until 2 a.m., but the
hours will be stretched to 4 a.m.
The room books such acts as Red
Norvo, Marian McPartland,
Enid Friedman, Lee & Willie
Bobo. The concept for this room is to take music to ‘jam
with the visiting guests.’

Scale is paid to all the plays-
ers, Mrs. Von Baur says. The
first unknown act to be hired for the Sessions Lounge was
Lee Orlando trio from Denver.
A committee of founders listens
to tapes or dubs of any acts it is
unfamiliar with before giving the
the green light for a booking.
The movie or TV producer may
be in one of the rooms, hear a
group and decide to invite the
group to one of his projects.
The exposure is before influen-
tial people in the business.

There are 350 members who
live in New York. A monthly fl-
ner keeps a membership list of
upcoming attractions. The club
has a 20-year, prepaid lease on
the facilities. The founders’
dues and regular membership
dues provide all the club funds.
Dues also are paid for talent sala-
ries. Profits from food and bev-

You are cordially invited to aGALA BIRTHDAY PARTY OCTOBER 12th Billboard will salute the 80th Anniversary of the Juke Box Industry and 20th Anniversary of MOA with a SPECIAL ISSUE!

This significant event will be documented by a special report highlighting historic milestones, present accomplishments and future plans of this all-important segment of the music business.

TELL YOUR STORY TO! Billboard’s total circulation plus all the registrants at the National MOA convention Oct. 11-13
TELL YOUR STORY IN! An issue that will be read and re-read again and again!

ADVERTISING DEADLINE — SEPT. 27th Contact your Billboard “Rep” NOW

LEAF TO RIGHT are Fred Marks, administrative manager, Ardmore & Beechwood, Ltd.; Len G. Wood, director of Ardmore & Beechwood, Ltd., and parent company, EMI; Seymour Stein, Doraflo Music presi-
dent; Phil Greenop, professional manager, Ardmore & Beechwood, Ltd.

EASTER’S Gospel Budget Line

LOS ANGELES—Everest’s Gospel Budget Line has cre-
ated a low-priced Archive of Gospel Music series from pur-
chased masters. Eight albums comprise the new release of
songs by the Swan Silvertones, Caravana, Staple Singers,
Harmonizing Four, Highway C.C.’s, Five Blind Boys of Alabama,
Argo Singers and Alex Bradford.

The material, president Bernie Solomon, comes from the
catalogs of Pickwick and the
defunct Vee Jay Linson. Solomon
says he has options on 30 addi-
tional albums, which will retail
for about $2.98. One basic de-
sign appears on all the covers,
which carry the notation “elec-
tronically rerecorded to sim-
ulates stereo.”

A statement of purpose on the
backliner explains that the series
aims to promote the works of
“pioneer” gospel groups “who have
trudged the dusty country roads to
spread and perpetuate the gospel.”

Two years ago Solomon bowed the Archive of Folk Music se-
ries of old purchased, repack-
aged masters and there are now
28 titles in this catalog.

Everest is principally a classical specialist, Solomon will
sign up new distributors to han-
dle the gospel releases in mar-
kets where he has been selling
directly to large classical stores.

Floyd’s As Writers

NEW YORK—Each member of the Pink Floyd rock group
recording for Tower Records,
has been signed to individual writing agreements with the Richmond
Organization.

Pink Floyd has two albums appearing on Tower, the second of which, “Saucerful of Secrets,”
was released this month.

Everest’s Gospel Budget Line

AL MARTINO MAKES THE GOOD
SOUND BETTER
ON PICKWICK/33

...and under $2

AL MARTINO MAKES THE GOOD
SOUND BETTER
ON PICKWICK/33

...and under $2

SEPTEMBER 21, 1968, BILLBOARD
Fred Astaire, Petula Clark and Tommy Steele have re-invigorated the most nearly-perfect musical comedy score of all time. FINIAN'S RAINBOW has been filmed... and the sound track will easily become the album delight of the year!
Sarah Vaughan Soars to New Heights at Rooftop Nightg

**Kaufman Expanding Into TV Production**

**NEW YORK—Lorraine Kaufman, who heads a personal management and music publishing company, is expanding into TV production. He is producing a teen-oriented series for syndication that is the spin-off of the popular Laffah and talent scout for his enterprises, and Paul Prown as national promo consultant. Sid Ascher in public relations adviser.

**FRED KIRBY**

**Ank’s Tour to Open on Oct. 11**

**LOS ANGELES—Paul Ank, RCA artist, opens a two-month, 20-city tour of the South, beginning in John’s Own, Tenn., Oct. 11.

**Other dates include Salisbury, Oct. 12; Banner Elk, Ga.; Miami Beach, Nov. 18; 17th Street, Ft. Lauderdale, Fla.; 16th Street, Salt Lake City; 21st Street, Phila.; 19th Street, Philadelphia; 20th Street, Denver; 30th Street, Chicago; and 31st Street, Los Angeles.**

**Mendes Power; Feliciano Excites**

**LOS ANGELES—Sergio Mendes and Brazil ’66 plus Lou Feliciano, have created a power-packed package of rhythm and compassion, which last Monday (9) shook the Greek Theater.

While Mendes was the headliner, blind guitarist-vocalist Feliciano scored a resounding triumph with his virtuoso work on guitar and a soulful singing style. At times the applause from the sellout audience was greater during Feliciano’s turn than for the main attraction.

Mendes played two instruments (“Sea Is My Soil” and “Favorite Things”) before introducing Feliciano, whose nineteen-number presentation ran almost 45 minutes. He never played unamplified six-string guitar, with his manager Sid Gerre conducting the large string-accurate orchestra.

In addition to his hit, “Light My Fire,” he offered “Californina Dreamin,” and a number of songs not in his RCP catalog. But his guitar playing on “Mala- guena” and “Zorba the Greek” really stood out. He took a solo from a wild and profound core of his touring band to a triumph of sound effects, offering hoof beats, military drums, and machine guns in his interpretation of the battles between the British and Spanish.

**EXHIBIT**

**Sarah Vaughan Soars to New Heights at Rooftop Nightg**
I'M SMILING NOW SINCE "THE SNAKE" NO. 767 BY AL WILSON IS A DEFINITE HIT!

PRODUCED BY JOHNNY RIVERS

co-producer: marc gordon
horns by marty paich
BEVERLEY AND SNEAKERS
SCORE WITH BIG SHOW

HONOLULU—Bevery and the Sneakers, a Warner Bros.-Seven Arts label act big on the Las Vegas-Tahoe circuit, have invaded Honolulu with a big sound and a big repertoire.

They’re making a big impression in their five-week engagement at the Hong Kong Jukk of the Ilikai Hotel. Here is a combo with much pop, personality and pep as the minute they walk on stage, Beverley Brown is six feet tall in heels. Musically, she’s poise, personality and pizazz.

Event of the week was the debut of Garcia, who has played with the Klangom Smothers Friz Inc. will present the West Coast début of the Los An-

Garcia is a splendid guitarist with the knack of making an amplified six-stringer sound like a Fender-amp guitar type. His solo on “Lara’s Theme,” “Exo-

The Sneakers mix Latin with swing, jazz with rock, and feel around with country, too. Beverley’s crew of pops includes a splendiferous “Sunny,” which shines and shines.

Sal Ricardo’s solo saxophone from the west coast. “South of the Border” and “It’s a Date” are fine and “Dancing in the Street” is a dandy.

COME coercion to the Hong Kong Jukki, the Sneakers will be there until June 22.

And they’re making another tour in the Klangom Smothers Friz Inc. will present the West Coast début of the Los Angeles-based band.

CHI. Office Opened By Ashley-Famous

NEW YORK—Ashley-Famous Agency has opened an of-

fice in Chicago to strengthen its representation of clients in the Midwest. The office, headed by Ashley-Singer, has already been successful in signing several clients.

The new office will be located in the Chicago Design Building.

Mauritius Tour of North America

NEW YORK—Paul Mauriat, the French conductor who scored with his Philips recording of “Mauritius,” has been announced as the special guest with the Los Angeles Philharmonic for their appearance with the CBS Symphony Orchestra.

Mauriat will conduct the Los Angeles Philharmonic in a program featuring music of the 20th century, including works by Bartók, Hindemith, and Stravinsky.

Gloxy Photos

For more information, contact Gloxy Photos at 1-800-555-1234.

KEVIN STEVENS

A native of DALLAS, KEVIN STEVENS grew up in the music business, the son of a professional musician. He began playing the piano at the age of six and has been performing professionally since he was a teenager.

KEVIN STEVENS

is currently the music director for the Dallas Symphony Orchestra and can be seen frequently on television and in concert halls around the world.

BEVERLEY AND SNEAKERS
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Seven Arts label act big on the Las Vegas-Tahoe circuit, have invaded Honolulu with a big sound and a big repertoire.

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FOR THE RECORD!

PAT PAULSEN FOR PRESIDENT

POLITICS IS A DIRTY BUSINESS. THIS IS A DIRTY RECORD

ELECT PAULSEN

“WE CAN’T STAND PAT”

1969
Radio-TV programming

TV’s Signals on as New Season Brings Music Again Into Focus

By CLAUDE HALL

NEW YORK--As the new TV season flickers onto the nation’s TV screens during the next few weeks, it’s quite obvious that music is still one of the major drawing cards and record producers are looking for every chance for exposure as in past seasons.

Last year, the musical special was “in.” This year there will probably be a return to the “out” pattern. Here’s how those opportunities shape up for the current season. On Monday night, CBS-TV again has The Carol Burnett Show, which hits the air again Monday (23) with guest Jim Nabors singing two numbers. “There’s a Kind of Hush” and “To Give.” This show is produced by Burnett’s own company. The next night, CBS-TV’s very popular “Rowan & Martin’s Laugh-In” returned. Pittsburgh brought the week’s Monday night show, and Los Angeles deputy Dick Martin. Co-producers are George Schlatter, Ed Friendly productions, and Robert L. Richter. “Rowan & Martin’s Laugh-In” will continue to showcase a recording artist a show, as in years past. Tuesday nights on CBS-TV. The show bows for the 18th year on network TV Tuesday (24); it is produced by Van Bernard Productions. On NBC-TV, you have “The Jerry Lewis Show,” which debuts Monday (17) and opening night will feature Nanette Fabray and the Osmond Brothers. Bob Fink is producer.

Winters Show

CBS-TV will again have the Winters’ “Winter In July” Show. It will feature the one-time regulars, the late Edward Veronica LAFTEY and Miss Nasological are co-producers. The program was written by Paul S. Johnson, and the opening night will feature regular Norm Crosby and the trio Curtain Calls, and row (no name). The show has been a hit in the past. Rowan and Martin and Sonny and Cher have guested on the opening show. Saturday night, you’ll find “The Lawrence Welk Show” and “The Hollywood Palace” on CBS. Public opinion favors the former show.

Smother’s and Sullivan

Smothers & Sullivan Show will again have the popular “Ed Sullivan Show,” which will feature regular Norm Crosby and the trio Curtain Calls, and row (no name) as well as the usual top-40 show. The show is a hit for the past season. The comedy-variety show is a hit for the past season.

MIAMI — WGBS, 50,000-watt, as well as being turned into a musical life by consultant Bob Martin. And it looks as if the musical life is going to be very high at night.

Martin is the former general manager and current vice president of programming, and developer of the classical music format, as well as being on the board of the station. The station is in its first season as a station. The station is in its first season.

Hip Rock Daily is Bowed: KMYR-FM

DENVER — KMYR-FM, 100,000-watt stereo station here owned by Doubleday, has announced that its new programming director is Robert Mitchell. Mitchell was brought in from the West Coast specifically to handle the station’s stereo format, which he will do a 7-night show. He was former- ly on KMXP-FM in San Francisco, where he used to program stations in this type of format, before shifting to Los Angeles last November when it was developing a progressive rock format.

Mitchell said he hopes even-

WHN Tests Live Show

NEW YORK — WHN, 1100 AM, a live 7-night show, will try a pilot live radio show. Sept. 30 from 11 p.m. to 2 a.m. will be the show. The station is 100,000-watt AM station, which will be the first to have a live show. The station is 100,000-watt AM station, which will be the first to have a live show.

WMER-FM in Shift

CINCINNATI—WMER-FM is a 50,000-watt station, which has been a hit in the past. The station is 50,000-watt AM station, which has been a hit in the past.

DJ STEVENS TO BE GIVEN FETE

NEW YORK—Music industry executives and recording artists are planning a “going away” party for defender Gary Stevens Wednesday (18) at The American Legion. The party will be according to luncheon chairman Peter Rich, who said his wife is leading the way. The party will be according to luncheon chairman Peter Rich, who said his wife is leading the way.

WUCF’s Format Goes Good Life

HUNTER, N. Y.—WUCF, 880 AM, is preparing to just updated its programming to the “Good Life” format. The station will be using up-to-date middle-of-the-road rock music groups, as well as softer rock records. Air personal- nel include Scott Dennis, Phil Kelley, and Joe Ryan, WITC is slated to launch a FM operation within the next month; it will simulcast.

WVVON’S BELL RING ALL STATIONS TO FIGHT BIAS

CHICAGO—All stations in all formats should get involved in promoting racial harmony, asserts Robert F. Bell, general manager of the Chicago-owned WVON here and its two sister stations.

"Too many broadcasters are leaving it strictly to the black stations," he said. He called upon all stations to get into action, especially the general market stations. "If general market stations could do more together," Bell said. "Can’t all agree that we can’t have three people do more than one?"

One problem is that the meeting between executives of radio stations in each city could be the first step toward co-operation. Playing its role in community involvement, WVON has sent out "on-the-spot" reports on its own air and provided other stations with "on-the-spot" reports on its own air and provided other stations with "on-the-spot" reports on its own air and provided other stations with "on-the-spot" reports on its own air and provided other stations with "on-the-spot" reports on its own air. Our public service announcements deal almost exclusively with what is happening in the hard core black areas. Our station data 160,000 listeners in each of these markets, and has a wide audience with many blacks listening to general market stations, unless the general market stations get involved, there can never be a total campaign.

WGBS: Revamping Night Life

NEW YORK—A TV show that will focus on young people from New York, Boston and Connecticut. Channel 4 is planning weekly auditions. Robert Decoromer will head the house orchestra. The Morgan electronic synthesizer machine which can duplicate nearly all sounds, will be a part of the band.

Trans-Lux Show

NEW YORK—Trans-Lux Corp. has launched a new feature: "The Trans-Lux Show" feature, which will feature guest artists discussing various topics. The show is bowing Monday (16) in New York.

"Someone’s New Talent Show" On NBC-TV

NEW YORK—A TV show case for new talent—"Someone’s New Talent Show" that will bow on WNBC-TV, the flagship station of the NBC-TV operations. Singer Leon Bibb will emcee the new show. It will try to bring new talent to the format which will feature young professionals or amateurs. A typical program, according to executive producer Joseph Michels, may feature as many as five performers or as few as two. Leon Bibb will also perform.

The show’s search for talent will focus on young people from New York, Boston, and Connecticut. Channel 4 is planning weekly auditions. Robert Decoromer will head the house orchestra. The Morgan electronic synthesizer machine which can duplicate nearly all sounds, will be a part of the band.

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ALL ABOARD
PUFFF PUFF PUFF PUFF
PUFFF PUFF WOOD WOOD
PUFFF PUFF PUFF PUFF
PUFFF
COMWOOD
PUFFF PUFF PUFF PUFF
PUFFF
P"UFFIN' ON DOWN THE TRACK"
UNI 55085
ANOTHER GREAT SOUND FROM
HUGH MASEKELA
IT'S HAPPENING AT
UNIVERSAL CITY RECORDS A DIVISION OF MCA INC.
Radio-TV programming

programming aids

Programming guidelines from key racecasting radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Bowling Green, Ohio—WAWR

Robert Ladd
Music Director
Double Shot.

Denver, Colo. —KQXI

Tom Adams
Program Director
RHYTHM 'N RHYTHM, 1910 Fraimint Co., Buddah.

Grand Rapids, Mich.—WCAU

The Frizbbe
Air Personality
BLFH: "Indian Reservation," Dan Funtke, Cassandre.

New Quin Ivy Production
RAINBOW ROAD
Bill Brandon

COMING ON DOWN TO EARTH
Noel Odum

SUNSHINE AMONG US
Eternity's Children

LISTEN TO THE MUSIC
The Second Time

LET THERE BE MORE LIGHT
Pink Floyd

SHAPE OF THINGS TO COME
Max Frost

SUGAR BABY
Rex Galvin

Radio-Television Programming

JUMPIN' ALL OVER THE BOARD

Wash Tower, Jimmy Hendrix, Reprise
BLFH: "No More Tears," Undate Ziro, RCA.

South Hill, Va.—WJWS

Bob Snowdon
Program Director & DJ

Spartanburg, S. C.—WICO

Sam Holman
Music Director

Wichita, Kan.—KEYN

R. Robertt Dark
Music Director

Williamson, Del.—WAMS

Bob Hollands
Music Director
BLFH: "Pain," Nova's Nine. ABC.

(Continued on page 22)
Peter Yarrow of Peter, Paul and Mary has a single. The most beautiful ballad of young love you have ever heard. From the original soundtrack album of the movie "You Are What You Eat." Presented by Michael Butler and Peter Yarrow. National / Cerberus Production.
GEORGE M. COHAN... OKLAHOMA... FUNNY GIRL... BROADWAY LIGHTS SHINE BRIGHT ON PICKFLEX 33

...and under $2

Good News for Men 45 to 64

HEART RESEARCH IS PAYING OFF

There is good news for U.S. men in their most productive years of life - 45 to 64. The overall death rate from cardiovascular diseases for this group is down 7% since 1950 due primarily to:

- a 52% drop in the death rate from hypertension and the heart disease it causes;
- a 24% drop in the death rate from stroke.

Only the heart attack death rate slows this trend; it is up 5% for men in the best years of business life.

Your Heart Association is intensifying its program of research, education and community service in an all-out effort to gain greater control over heart attack and all other forms of cardiovascular disease - the #1 U.S. killer. Your contribution is a good investment in your heart and business.

GIVE ... so more will live

HEART FUND

Radio-TV programming

COUNTRY

Atlanta, Ga.—WPLQ

John Jay Fox

Air Personality


Burbank, Calif.—KBQQ

Larry Scott

Music Director


Charlotte, N. C.—WWOK

Cloyd Bookout

Music Director, Personality


Chester, Pa.—WEZI

Lowell Howard

Program Director, Personality


Cincinnati, Ohio—WZIP

Allan M. Peck

Program Director


Cleveland, Oh.—WICD

Jim Harper

Program/Manager, Personality


Lubbock, Tex.—KDAV

Ralph Paul

Operations Manager


Milwaukee, Wis.—WYLO

Bob Bradley

Program Director


Norfolk, Va.—WCMX AM-FM

Joe Happel

Station Manager


Odesse, Tex.—KOV

E. L. Raskelley

Station Manager


Peoria, Ill.—WXCL

Dale Elcho

Personality


Philadelphia, Pa.—WRCP

Don Paul

Program/Manager, Personality


Phoenix, Ariz.—KRD

Johnny Nelson

Program Director


Sacramento, Calif.—KRAK

Jay Hoff

Station Manager, Program/Manager


Waco, Tex.—KAWA

Johnny Dallas

Program/Manager


Cincinnati, Ohio—WCLU

Nelson King

Radio Director


Albuquerque, N. M.—KLND

L. A. Woodworth

Program Director

Radio-TV JOB MART

MIAMI, FL.—WIOD

Yolanda Parham
Music Director


Miami Beach, Fla.—WMBM

Sonny Geary
Program/Music Director, Personality

By: "I Never told You in

Memphis, Tenn.—WDIA

Bill Thomas
Program Director

By: "Soul Man," Aretha Franklin. FRANK: "I'm 40." B.B.: "You Don't Like My Guitar." Carl Carnahan, B.B.

RHYTHM AND BLUES

Washington, D. C.—WDRC

Bob Raleigh
Air Personality


Norwich, Conn.—WICH

Bob Craig
Program Director

Music Director


Williamsburg, Va.—WBCI

Pat Collins
Music Director


Columbus, Ga.—WWSM

Emedine Mathis
Music Director, DJ


RICHMOND, VA—WDBV

Bob Allen
Music Director

Air Personality


Galt, Tex.—KGBG

Steve O.
Donahoe
Music Director


Galveston, Tex.—KBGC

Rick Wright
Assistant Program Director


SEPTEMBER 21, 1968, BILLBOARD
SOUL SAUCE

BEST NEW RECORD OF THE WEEK:
"I'M GLAD YOU'RE BACK"  
GARY (U.S.) BONDS  
(Botanic)

By ED OCHEL

SOUL SLICERS: A special request for Fantastic Johnny C to perform in England at the Martin Luther King Fund show in April 1969 has been made by John Abbey of Blues & Soul magazine. The Royal Family will attend the benefit. ... In two weeks, blues magician Chuck Berry closes down his 100-acre outdoor dance and music house, with a session, so he can cool off the crowds in Berry will be off for a hot winter's tour of Japan in December, ... Gary (U.S.) Bonds, of "Quarter to Three" fame, taped a promo for the show (Channel 13), and will appear on the Peter Martin show and Channel 13's new "Soul" show for October. Now on the Botanic label in America, Gary plans to move from Norfolk on the strength of his "I'm Glad You're Back" single, penned by him under his real name, Gary Anderson. Soul Enterprise's Atlantic's Caribbean licensee headed by Byron Lee, will present a soul show in Kingston, Jamaica, starring Bobby Hebb, King Curtis & The Kingspins, and the Sweet Inspirations. ... King Curtis and his group, received $10,000 and 15 round-trip tickets for his show (Channel 13), along with Pat Kelly's last show as head of the "Rock & Roll gum" music machine currently hot out west with the Impressions & Cubie & the Five Stairsteps, will distribute Hugh Masekela's new Lily's Love. King Curtis, who was interviewed on the premiere of Channel 13's "Soul" show, Friday (13), along with Pat Kelly's last show as head of the "Rock & Roll gum" music machine currently hot out west with the Impressions & Cubie & the Five Stairsteps, will distribute Hugh Masekela's new Lily's Love. King Curtis, who was interviewed on the premiere of Channel 13's "Soul" show, Friday (13), along with Pat Kelly's last show as head of the "Rock & Roll gum" music machine currently hot out west with the Impressions & Cubie & the Five Stairsteps, will distribute Hugh Masekela's new Lily's Love.

BENNY GORDON, sitting second from right, joins the Soul Brothers, who split the disk chores with Gordon on his latest Wend release, "Gonna Give Her All the Love I Got," on a recent stop at Billboard: The Soul Brothers have a chart climber of their own, "Horsing Around," on the Soul-distributed News Media label. Chris Jones, Sacramento's Coast promotion chief, standing, second from left, takes charge of the group on their New York stopover.

SEPTEMBER 21, 1968, BILLBOARD
Here's Carl Carlton Again...

Age 14

FIRST HIT
"COMPETITION AIN'T NOTHING"
BB. #588

Age 15

NEW DOUBLE HIT

"46 DRUMS - 1 GUITAR"
b/w

"WHY DON'T THEY LEAVE US ALONE"

BB. #598

Watch Carl, GROW, GROW, GROW!!

DUKE-PEACOCK RECORDS, INC.
2809 Erastus St.
Houston, Texas
**BEST SELLING RHYTHM & BLUES LP's**

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<thead>
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<th>Week</th>
<th>Title, Artist, Label, No. &amp; Pab</th>
<th>Weeks on Chart</th>
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<td>8 HICKORY HOLLER REVISITIED</td>
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**S O U L S A U C E**

*Continued from page 24*

**FILETS OF SOUL**

Bill Bunky Sheppard has joined Scepter as r&b promotion head, bringing to the Scepter-Wand label all of the artists on Sheppard's discontinued Bunky label—notably the Esquires. **SOUL SAUCE's prediction of Holland-Doxier-Holland grumblings and rumblings in Motown country came true last week when the ace writing team caught a $4 million damage suit from Motown and its publishing affiliate, Jobete Music. The suit cites a failure by the team to deliver any work since the end of 1967. But that's not all. News should break soon on a dispute—and possible break-between Motown and one of its top female stars. So stand by. . . . Dennis Fordham of New Jersey writes: "I'd like to see the term 'rhythm and blues' changed to 'soul,' which would put it in proper perspective." Fordham says that since rock 'n' roll has given way to pop, and country and western to country, r&b should be switched to soul. . . . Hob Records will celebrate its fifth anniversary Oct 8 with aawn dinner-dance at New York's Park Sheraton Hotel. . . . r&b signed to Mot: the Louis Brothers. . . . Who's tuning the hit horn for what: Effe Smith for Freddie Scott's "You Got What I Need" on Shout. Roy Battocchio for Ann Duquesne's opener, "I Surrender," and an r&b-flavored Nancy Wilson, "Peace of Mind"—both on Capitol. Mitch Manning for the Diplomats' "I Can Give You Love" on Dynaco, produced by Charlie Foyx. Charlie Fari for the Brothers of Love "Yes I Am" on Mercury, produced by Jesse James, famous for the Philly "Horse" hit. Chris Jones for Benny Gordon's "Gonna Give Her All the Love I Got" on Wand. Who's new: Tune in the tunes by Alvin Cash, "Keep On Dancing" on Toddin' Town, Vibrations, "Overdosed" on Ote. Archie Bell & the Drells, "Do the Choo Choo" on Atlantic, Dee Dee Sharp, "What Kind of Woman" on Atco. . . . Though Cubie & the Five Stairsteps' new one makin' fire is "Don't Change Your Love," the late Eddie tells us their follow-up will be "Your Love Has Changed." . . . The Soul Stirrers and Visionaries were recently recorded live for Checker as a public concert held in Duskable High School on Chicago's South Side. . . . George Hudson brings his Gospel U.S.A. show into the Apollo for one week beginning Feb 14 (behind the Clouds of Joy, James Cleveland, the Gospelaires, the South West Choir and Clara Walker & the Gospel Tempters). Remember to keep in touch with SOUL SAUCE, your eye and ear of the soul world.

**MAKIN' SMOKES**


**LESTER HANS BILLY WAUGH, HARRY JAMES.. THE BEST BANDS IN THE LAND ON FOR KEEPS...**

**CALL IT--R&B, ROCK OR SOUL IT'S ALL**

SHEILA WILKERSON

"CAN YOU DO IT/BABY YOUR A JIVE CAT"

**MUSIC PRODUCTIONS**

Produced by RIK TINORY

617/383-9494

383-1595

SEPTEMBER 21, 1968, BILLBOARD
DIONNE WARWICK

You made the choice
Dionne Warwick’s
WHO IS GONNA LOVE ME?
is the hit

(BACHARACH-DAVID)

PRODUCED BY BURT BACHARACH AND HAL DAVID
ARRANGED AND CONDUCTED BY BURT BACHARACH

SCEPTER RECORDS
12226
NEW YORK — An album that has been making the rounds in London production is being issued by Deutche Grammophon this month. The label also is issuing a three-LP set of Wagner's "Das Rheingold." The Broadway-bound set is "Cantebury Pilgrims" with the Gabrielli Brass and narrator Martin Starke. The material, engineered and arranged by John Hawkins and Richard Hensley, is based on a suite to be premiered next year by Frank Productions. "Das Rheingold," with Herbert von Karajan and the Berlin Philharmonic continues DG's "Worlds of Music" series, following up the previous reissue of "Die Walküre." The new recording, with Dietrich Fischer-Dieskau as Wotan, Josephine Veasey as Fricka, Orlaia Dolores, Erich Leider, Lotte Stolze as Loge, Zoltan Kemeny as Alberich, Friedel Bein, Mitta Tatblev as Fasolt, Karl Rodderbusch as Falke, Simonine Menghino features Claudio Nebesky, the New Philharmonia, conducted by Dorati, and the Vienna State Opera Orchestra, conducted by Scherchen and the Vienna State Opera Orchestra, with pianist Reade Bileby (Grieg)—are hip covers key to the slogan: "Join the New Generation! Be with it!—with these pops of the classics —in stereo!"

"I Dig Tchaikovsky" the cover art, including a couple of photos from someone named Champion Papers, are based on easily identifiable hippie themes. "I Dig Tchaikovsky" shows a drawing of a bearded motorcyclist performing a wheelie as an American flag flies from his back. The album contents are flagged in the flag. "I Really Dig Dvorak" has a photo of a bare-chested muscleman tattooed with the composer's name, while "I Dig Greg" sports a head-on photo of a howling hippie. "I Dig Mozart" boasts a circus fat lady wielding an "I Hate War" sign and wearing a Mozart button.

New Generation Series
This "new" old grouping, the New Generation Series, offered on the low-price Music Guild line for $23.99 a pair, has sparked more than a few crosses and warhorses—and drive the old classical nags once more around the track. As a tonic, it is a bit of a kick to see those old standby warhorses put into these old giants via posthumous promotion. It will even sell classical music, in addition to promoting old catalog faithfuls and cashing in on the cross-pollination of pop and classical strains. And as a lure for "good" music, the covers may well lead listeners into a renaissance of awareness. The first DGG album, for example, is a "live" performance of the Berlin Philharmonic under Herbert von Karajan, conducted by Scherchen and the Vienna State Opera Orchestra, with pianist Reade Bileby (Grieg)—are hip covers key to the slogan: "Join the New Generation! Be with it!—with these pops of the classics —in stereo!"

D.C. Symphony Opens Season With Wagner
WASHINGTON—The Washington National Symphony Orchestra, 1968-1969 season opened with an Oct. 15-16 pair with Howard Mitchell conducting a special, adaptation of Wagner's "Die Walküre," produced by M. Robert Scott, the orchestra's managing director. Featured will be soprano Goto and Henry Epstein Wotan, soprano Gladys Kuchta, bass bald Malcolm Smith. Violinist Henry Steryng will be the soloist in the American premiere of Samuel Ponce's "Concerto for Symphony Orchestra" in the Feb. 25-26 pair with Mitchell conducting. The April 22-23 program includes Vaughan Williams' "Dona Nobis Pacem," conducted by Kurt Sander, and the Vienna State Orchestra, conducted by Arthur Scherchen and the Vienna State Opera Orchestra, with pianist Reade Bileby (Grieg)—are hip covers key to the slogan: "Join the New Generation! Be with it!—with these pops of the classics —in stereo!"

Other soloists for the subscription season include pianists Mischa Dichter, Van Cliburn, Eugene Istomin, Isaac Stern, Claudio Arrau, Jeanne Marie Darroussin, Dennis Brain, Ruth Reinstein, and Aaron Copland, who also will conduct; violinists Isaac Stern, Ethel Peccleston, and Itzhak Perlman; cellist Pierre Fournier; Henryk Szeryng, also will conduct; Dr. Martin Luther King Jr. A Mozart Concert Festival in Carnegie Hall will be conducted by the Chicago Symphony Orchestra, with Hans Richter-Hansen as piano soloist and solos for the March 4-5 and 11-12 pairs. Subscribers also will get a free bonus concert on April 29-30 with cellist Mislav Rostropovich as soloist. One concert subscriber for the Constitution Hall season will include Max Rudolf, Leonard Bernstein, and Antal Dorati in addition to Copland. Dorati will lead two pairs. The series also will include performances of the (Continued on page 43)
The Greatest Artists • The Greatest Composers • Extraordinary Record Value

New Releases

**BOSTON POPS**
Arthur Fiedler
Three Concert Favorites

**INDIAN MUSIC**
Ragas and Dances

**FRENCH HARPSICHORD MASTERPIECES**

**RIMSKY-KORSAKOFF**
Scheherazade

**TOSCANINI**
Verdi
Rigoletto: Act IV

**TCHAIKOVSKY**
1812 Overture

**RAVEL**
D'oës - La Valse

**BEETHOVEN**
Symphony No. 5

**SCHUBERT**
Symphony No. 8

**TOSCANINI**
Invitation to the Dance

**DEBUSSY**
Afternoon of a Faun

**TCHAIKOVSKY**
Piano Concerto No. 1

**RIMSKY-KORSAKOFF**
Scheherazade

**TOSCANINI**
Beethoven: Nine Symphonies

**BEETHOVEN**
Symphony No. 7

**TCHAIKOVSKY**
1812 Overture

**RAVEL**
Mélodie de nuit

**PENDERECKI**
Passion according to St. Luke

**TOSCANINI**
Beethoven: Nine Symphonies

**INDIAN MUSIC**
Ragas and Dances

**FRENCH HARPSICHORD MASTERPIECES**

**RIMSKY-KORSAKOFF**
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**RAVEL**
Mélodie de nuit

**PENDERECKI**
Passion according to St. Luke

**TOSCANINI**
Beethoven: Nine Symphonies
(No 2 LP's) 22

Smetana. In 1968, at the Gala of Classical Music in London, the group performed the first part of the symphony in the German Opera House. The gala will feature operatic excerpts, vocal and instrumental music, and a special performance by the Berlin Philharmonic Orchestra conducted by Erich Leinsdorf.

The concert will include works by such composers as Berlioz, Mahler, and Brahms. The orchestra will be led by Ludwig van Beethoven, with soloists including Arthur Rubinstein and Vladimir Horowitz. The evening will also feature a selection of electronic music performed by Bucharest, Hungary. The audience will be treated to a variety of music, from classical to modern, ensuring a diverse and captivating evening of musical entertainment.
Kapp to Promote A New 'Blooper's'

NEW YORK — Kapp Records' return to "The Best of Blooper's" album series, based on radio-TV producer Kermit Schafer's collection of off-theair gems, will be marketed by a heavy advertising and merchandising campaign.

The Blooper's LP has been updated to include new topical material with a strong TV emphasis, as well as a new format featuring numerous background cards for easy identification.

Promotion plans include personal appearances by Schafer, a contest for a unique and enjoyable merchandising items and a new cover concept.

BJ Into Foster

LOS ANGELES — Bert Jacobs' BJ Enterprises has been merged into Rob Foster Associates, a management firm now owned by Rob Foster, Bill Uley and Jacobs. Represented by the company are Steppenwolf, Jerry Quarry (who records for Liberty), the Standells, and Diana Quary.

THE TOP 40

These are best selling middle-of-the-road singles compiled from national retail sales and radio charts as they appear in week ending:

1 4 THE FOUR ON THE HILL Sergio Mendes, A&M 4961 (Cadin, ASCAP)
2 10 TO LOVE FOR LOVE Jerry Albert, A&M 564 (Blue/Green, ASCAP)
3 6 WHY WE LIVE Frank Sinatra, A&M 2766 (Broadway, ASCAP)
4 3 CLASSICAL GAS Mason Williams, Warner Bros.-Seven Arts 7074 (Columbia, ASCAP)
5 3604 HARPER VALLEY P.T.A. Charlie Rich, A&M 3954 (Broadway, ASCAP)
6 12 CHARLOTTE CASADY Sally Carrigan, A&M 1547 (Cabin, ASCAP)
7 5 DON'T GIVE UP Ray Stevens, A&M 5608 (Viva, BMI)
8 918 APRIL The Turtles, A&M 3580 (Caroline, ASCAP)
9 2 DRAMA BILLY JOE WILSON The New Breed, A&M 6284 (Stout, ASCAP)
10 14 HELP YOURSELF Tom Jones, A&M 2617 (RCA, ASCAP)
11 126 CAN'T HELP MYSELF Eddy Arnold, RCA Victor 47906 (Acuff-Rose, BMI)
12 835 COME BACK TO ME Jimmy Castor, A&M 4025 (Screen Gems, ASCAP)
13 1524 I'M GONNA LOVE ME AGAIN D.J. Fontana, A&M 4027 (Screen Gems, ASCAP)
14 2409 HALL OF FAME Bobby Vinton, Epic 1015 (Screen Gems, ASCAP)
15 2653 A SONG TO SING Johnnie Ray, A&M 3187 (Screen Gems, ASCAP)
16 1921 SANTA FE Marcia Ball, A&M 3188 (Screen Gems, ASCAP)
17 1225 I'M NOT THE ONE TO BLAME Stanley Black, A&M 3189 (Screen Gems, ASCAP)
18 1235 ALL MY LOVE'S LAUGHTER Nat King Cole, A&M 3190 (Screen Gems, ASCAP)
19 3472 THAT OLD TIME FEELING Dave Dudley, A&M 3191 (Screen Gems, ASCAP)
20 2311 THE BLIMEY, EVERMORE Marge Godfrey, A&M 3192 (Screen Gems, ASCAP)
21 2370 BATTLE OF NEW ORLEANS Mike Pender, A&M 3193 (Screen Gems, ASCAP)
22 3198 THIRTY NIGHTS WITH SEPTEMBER Robert Gorst, Columbia 44617 (Columbia, ASCAP)
23 2395 WALK IN THE PARK Claude King, A&M 3194 (Screen Gems, ASCAP)
24 2412 A CAT'S MEOW Pat Boone, A&M 3195 (Screen Gems, ASCAP)
25 1903 HOW SWEET IT IS! Petula Clark, Imperial 0209 (Spotlight, ASCAP)
26 1713 I CAN'T HELP MYSELF Dave Marks, A&M 3196 (Screen Gems, ASCAP)
27 1527 THE MUSIC PLAYED (End) Joe Long, A&M 3197 (Screen Gems, ASCAP)
28 2238 AUTUMN OF MY LIFE Bobby Darin, United Artists 50518 (Screen, BMI)
29 34 RAINBOW Steve Lawrence, Columbia 63795 (Screen, BMI)
30 35 I CAN'T GET YOU OUT OF MY MIND Marvin Gaye, Tamla 5061 (Screen, BMI)
31 32 MISSION: IMPOSSIBLE/NEVER AGAIN Alan Jay Tucker, BMI 50920 (Screen, BMI)
32 33 SOUL LIMBO Barry White, Polydor 50921 (Screen, BMI)
33 36 I'D RATHER BE BLUE OVER YOU Than Happy With Somebody Else Barry White, Polydor 50922 (Polydor, ASCAP)
34 39 TOWN AND COUNTRY Ronnie Duke, Diamond 249 (Screen, BMI)
35 40 MAMA'S BOOM BOX Aamps, A&M 5062 (Screen, BMI)
36 41 LOVE IS HERE TO Stay Chet Atkins, RCA Victor 4651 (Screen, BMI)
37 42 LOVE IS HERE TO Stay Chris Montez, RCA Victor 4956 (Screen, BMI)
38 43 BARBARY Amps, A&M 5063 (Screen, BMI)
39 44 STRAWBERRY ALARM CLOCK, A&M 5064 (Screen, BMI)
40 45 I PRETEND The Carpenters, Bell 5065 (Screen, BMI)
The material fully proves Backed by medley of Rachmaninoff's "Concerto No. 2," the great Chicago Symphony, under the deft direction of Andre Previn at the last of four concerts, is an outstanding ensemble that ranks among the numbers 1 and 2 in the world of classical music. This performance, one of the highlights of the concert, was a joyous occasion for all present. The orchestra was in fine form, and the players displayed an enthusiasm and precision that is rare in any orchestra. The conductor, Andrés Segovia, led with a sure hand, bringing out the best in each movement. The well-known composer, Maurice Ravel, was also featured, with his "Bolero" being received with great enthusiasm. The program ended with a rousing rendition of the "Habanera," with the orchestra showing off their virtuosity and skill. The audience was left in awe, with many asking for an encore. Overall, it was a truly memorable evening for all who attended.

The material fully proves Billboards

**Classical**

**Promised: Classical Symphony/Bizen Symphony in London (Russia)**

This album has three points of strength, and together they mean good sales. The three points are pianist Weisendanger, who is brilliant and dramatic, secondly, there is the great Chicago Symphony, and finally, the material, Rachmaninoff's "Concerto No. 2." This provides a great vehicle for the orchestra.

**Classical**

**Bachmann:** Concerto No. 3 in Warsaw, Chicago Symphony, close up.

This album has three points of strength, and together they mean good sales. The three points are pianist Weisendanger, who is brilliant and dramatic, secondly, there is the great Chicago Symphony, and finally, the material, Bachmann's "Concerto No. 3." This provides a great vehicle for the orchestra.

**Classical**

**Rachmaninoff:** Concerto No. 3 in London, Chicago Symphony, close up.

This album has three points of strength, and together they mean good sales. The three points are pianist Weisendanger, who is brilliant and dramatic, secondly, there is the great Chicago Symphony, and finally, the material, Rachmaninoff's "Concerto No. 2." This provides a great vehicle for the orchestra.

**Classical**

**John Browning:** Plays Ravel/RCA Vol. 3328 (S)

Browning is in the great tradition of pianists, and he brings to these compositions of Ravel, a vivid and poetic, and brilliant techniques. Ravel's piano music is colorful and merits and receives a great standing here.

**Classical**

**Ponchielli:** La Gioconda—Liszt Classics/Vol. 3412 (S)

Maria Callas' second recording of "La Gioconda" is available at low price on RCA, and is a significant addition to the repertoire of this popular artist. It helps make this timeless gem on desirable. Her performance is dramatic, keen. Maria Callas' vocals are supported by Fiorenza Cossotto, Pierre Capuani, and the orchestra.

**Classical**

**Schnaun:** Symphonies Nos. 3 & 4—Vienna Philharmonic Orchestra, Philips, Vol. 9-3008 (S)

Schi and the Vienna Philharmonic are right home at this LP on this album combines with authority and sensibility. The No. 3 is a beautiful study in overdrive and skill. The No. 4 brightly with its simple, contrasting force.

**Classical**

**Ponchielli:** La Gioconda—Vol. 3412 (S)

Maria Callas' second recording of "La Gioconda" available at low price on RCA, and is a significant addition to the repertoire of this popular artist. It helps make this timeless gem on desirable. Her performance is dramatic, keen. Maria Callas' vocals are supported by Fiorenza Cossotto, Pierre Capuani, and the orchestra.

**Classical**

**Low-Price Classical**

**Diana Ross & The Supremes:** The Journey on the Town—Motown R & B 678 (S)

This is a top LP package. Most of the material was taken from their live recording from W. J.'s Capetowna, but this one features a brighter, stronger performance. Diana Ross and the Supremes are some new additions to the club act such as the meydel of "Threesome. Rhythm Makers." This comes off as strongly as does a tailgate to the Beatles.

**Classical**

**Soul Limbo:** Booker T. & the M.G.'s, Vol. 3105 2001 (S)

Booker T. carried his R & G. to the top of the Hot 100 with their smash instrumental "St大陆," and now they're followed up it with a knockout album pressed full of driving instrumental. Their work with their useful treatments of M. Ravel, ("The Ravel"), "L'horizontal," and "Sorcerer's Apprentice." It's a bad sign. A sure bet for pop and R&B lovers.

**Classical**

**Pen With Pen in Hand:** Originals, Vol. 9-3009 (S)

When the team of Billy Vera and Judy Clay split, Vera turned up a solid Hot 100 cut with his bold single hit "When Pen in Hand." This debut LP should hit with equal sales impact. His version of "If You Were Here Tonight," "I Can't Help Myself," "This Is My Life," "I Need You Now," "Take Back Your Love," "To Be Loved," "Simple and Easy," "It's Now or Never," "I Can't Help Myself," and "I've Been Loving You Too Long." It's explosive.

**Classical**

**A Collection of Original Hits:** Featuring the Royal Philharmonic, Philips, Vol. 9-3016 (S)


**Classical**

**The Wild Soul:** Morten Subotnick's stature as a composer of electronic music continued to grow with his new works, particularly his "Sontilac," an intersection between the electronic and the natural. The "Wild Bull" for electronic-music synthesizer is a follow-up to the highly successful "Silver Apples of the Moon," also a synthesizer composition. This new composition represents a new level of innovation and creativity in the field of electronic music.

**Classical**

**Fusion:** With Wally Heffron, Philips, Vol. 9-3017 (S)

Exciting and creative group attracted attention with their "Jazzman," simple and clever LP, and this second album seems poised to prove even more important. They offer up a fusion of jazz and soul, with their unique approach and sound. "If I Should Sing Too Softly," by Wally Heffron, is a testament to the smooth vocal work of the group, exceptional and brilliantly

**Classical**

**The Archies:** Calendar, Philips, Vol. 9-3018 (S)

Backed by a tremendous promotional campaign, of TV cartoons series and a brand new single "Big Snap-language" and "Like This, Don't Think So," the Archies were expected to score big hits. "My War Is Over," "You Make Me Want You," and "My War Is Over," were hits. The group should prove an important new band.
ATLANTA — In one of its strongest country promotions, Capitol Records has aimed its “Blue Ribbon Country” at radio stations and rack jobbers across the nation.

The promotion, running month-long, includes expensive display material shipped into the field to supplement the country campaign.

Among the material is a floor rack which holds 50 rack new release albums and catalog albums. Another is a merchandising piece for the Blue Ribbon Country singles prepsk. This prepsk contains an assortment of 200 hits of the past by 21 artists with divider cards along with the browser unit. Acceptance of this indicates that several accounts will move into the standard country singles business who have not merchandised them before.

There is also a counter display piece which is included in the purchase of a box of the Blue Ribbon Country album (STR 2490). This LP includes two disks for the price of one for the consumer.

The September releases included the Merle Haggard album, “Mama Tried,” the Buckaroos, Tex Ritter, Wanda Jackson, and George Lindsey’s first Capital release, “Goober Sings.” WPLO here was so impressed with Lindsey’s efforts it made it the pick album for the week. The Bobbie Gentry/Glen Campbell album is due for a release late this month which should give the promotion a strong boost toward the finish.

The timing of the Blue Ribbon Country promotion was set to fall just before the big Nashville festivities in October, at which time the “Grand Ole Opry” has its celebration, the Country Music Association has its massive convention, and the entire music industry gathers for the gala. The albums were sent to 1,280 radio stations who are members of the CMA.

The entire sales and promotion force of Capitol is working on the campaign, directed by national country sales and promotion manager Wade Pepper.

### Cine-Vox Banks on Country to Bring in the Syndication Bacon

NEW YORK — Cine-Vox Productions, Inc., convinced that “country music is what’s happening,” is in the early stages of nationwide radio syndication. Utilizing WSM’s long-time Nashville night disk jockey Ralph Emery, Cine-Vox is putting together five-two-hour radio shows weekly, featuring the modern country sound. Starting with 15 stations, the firm plans to expand to 100 by year’s end, and ultimately “every station that programs country music.”

“We feel we can provide a complete service,” explains Maury Benkoil, general manager of programming and delivery, by a real pre like Emery. He not only narrates the program, but will do time checks, weather and local commercials.

Benkoil explained that Cine-Vox has a copyrighted system of implementing these extras into the track to personalize the service to every subscribing station. “Emery will become part of the staff,” Benkoil said. “He will be identified locally with local products and the like.”

Although he talks freely about the artists whose music is being played, Emery will make no reference to Nashville or New York. He will, instead, hammer hard on the identification with the local station on which he is being heard.

Cine-Vox says it has the advantage of picking up new releases immediately and integrating them into the track so that country stations often will be serviced quicker this way than through normal channels. Emery also picks up as much advance information as possible from the labels so it can be incorporated into the voice track, with the music added the minute it becomes available here. Eventually he plans to add interviews to the program. Emery provides all of the programming, and has the final say on selection.

At present, Emery is hitting hard on the “star” theory of

### The Covered Wagon Circuit Pays Off for Ellis & Bell

PADUCAH, Ky.—The Ellis Brothers and Johnny Bell, still on a covered wagon excursion from Denver to Nashville, have sold nearly 2,000 records and played 25 previously unscheduled bookings on their long trek.

Moving into Kentucky and to within 10 days of Nashville, the Rocky Mountain area entertainers have supported their trip by impromptu appearances frequently followed by paid bookings. In Jefferson City, Mo., for example, the group was held over for one week. They also played four consecutive nights in Rolla, Mo. Prior to leaving Denver, only two bookings had been made. The additional appearances not only have paid for the trip, but allowed the performers to put money in the bank.

Records were sold after each appearance, and the original supply was nearly exhausted. The Ellis Brothers, with former KLAK disk jockey Bell along to emcee the show, left Denver June 15 via covered wagon to publicize country music in that area. The other objective was to obtain an appearance on the “Grand Ole Opry.”

Originally scheduled to arrive in August, the estimated time of arrival now is Tuesday (17). The extra bookings were the primary cause of the slowdown, plus time taken to reshoe the horses, etc.

At Sherman State Park near Chillicothe, Mo., the group entertained a group of school youngsters from Worthington, Ohio, on a field study trip. The young people, at first disappointed that the Ellis Brothers did not perform contemporary rock, later were “converted” to the modern country sound and concluded the trip by buying 75 records. The records are on the Sully label, which the Ellis Brothers own.

### His Next Chart-Topper!

**CONWAY TWITTY**

_sings

**NEXT IN LINE**

32361

DECCA

Look for His Brand New Album
DL 75062

SEPTEMBER 21, 1968, BILLBOARD
Capitol proudly announces Sonny James' next #1 'Born To Be With You'
of WBAD, which is now programming full-time country music. He and Ray Kneemann have just done another comedy LP on Riot Records. "Embro Lee has just concluded his first 'Saturday Night... "Nashville Now'... " Charlie & Doris Taylor, a band from the Normals, Va., area, are due back here for another session, their third. A Wednesday night WFLO Country Caravan in Atlanta drew about 2,000 people to see Mac Curtis, Jim Fox, Bobby Johnson & the Swingin' Gentlemen. ... Kenny Price taped an interview for the "Jerry Wallace Show"... Award winner Jimmy Elks has a new release out on Golding titled "Woman in the Picture."

The Compton Brothers, Dot artists, depart Dec. 1 for a four-month tour of the Far East, including the long swing through Vietnam. ... Mickey Newberry has signed a new long-term contract with Acuff-Rose Publications Inc. ... Ted Loper has been added to those who will take part in the Music City Pro-Celebrity Golf tournament Oct. 12-13. ... A communications seminar, sponsored by the Radio Television Council of Middle Tennessee, featuring Dee Kilpatrick and Rick Powell. ... Not Stuecky now has made the complete transition. He not only has moved to RCA, but is being managed by Dick Heard and booked by Joe Taylor.

Billy Deaton brought Jerry Lee Lewis to Dallas and Warren Smith, Lee Harmon, Waylon Jennings and others to television stations of Texas. ... The "Panzer Pamphlets," publication of the 1 Hal Smith publishing firm, is being incorporated into the "Rainforest Valley Bugle," a monthly publication originating from Smith's new enterprise.

Syndication Bacon
• Continued from page 33
programming, assuming that their releases will be big within a few weeks after they are shipped. Thus, he feels safe in instant programming of something from Loretta Lynn, Merle Haggard, Waylon Jennings or someone of this stature. The program includes an occasional "oldie," and a once-an-hour instrumental. Mixing of the record into the track eliminates the danger of a subscribing station not having the record on hand. The tracking is being done alone at the Delta Studio here, in the Palace Theatre building. The Cine-Vox with Emery calls for eventual movement into TV shows and movies. "We feel there is a country music market in all of these areas," Benkoil said. "But we have to get it off the ground with radio."

**Editors' Note:** This page contains listings of New Mexico and Nashville music industry news, including updates on recent releases, concert dates, and other industry-related events. The text is rich with details about various artists, their releases, and the activities of music industry professionals. It also highlights the importance of programming in country music, noting the innovative strategies employed by producers to engage the audience. The mention of upcoming events and performances provides insight into the dynamic nature of the country music scene. The page also features advertisements for upcoming country music LPs, offering a snapshot of the market landscape.
BILLBOARD SPOTLIGHT PICK
THE GEORGE JONES STORY
(2 LP's) Musicor M2S 3159 (S)
A sure-fire sales winner in this hot package which features a two record set with color photos of Jones to boot. An exceptional marketing LP.

CASH BOX ALBUM PICK
THE GEORGE JONES STORY
Musicor M2S 3159 (S)
A great 2-record set that should prove to be a monster. In addition to two records, merchandising is aided with the inclusion of a Jones biography and a batch of action photos, both in color and black and white. Promises to be a sales gem.

JUST RELEASED A NEW SMASH SINGLE “MILWAUKEE HERE I COME”
JERRY LEE LEWIS
SHE STILL COMES AROUND
(TO LOVE WHAT'S LEFT OF ME)

S-2186

Published by: Al Gallico Music Corp. (BMI)
Produced by: Jerry Kernedy

SMASH
A PRODUCT OF MERCURY RECORD PRODUCTIONS, INC.
35 EAST WACKER DRIVE • CHICAGO, ILLINOIS 60601 • A MERCURY CORPORATION
S. F. Festival Spotlights Young Sound

SAN FRANCISCO — The young musical sound, combined with an exhibit of the artistic talents of the city in the 20 set, was spotlighted here Sept. 3 in Union Square.

The occasion was the final event in the summer series of Youth-Art Festivals, sponsored by the Student League of San Francisco in various neighborhoods throughout the city. For 10 hours, beginning at 9:30 a.m., professional and amateur performers entertained with folk and blues music from a stage set up near the east end of the park.

The musicians included such rising talent as Andy Hardwick, Chris Lunn, Teresa Tudy, Frank Ludwig, the Steve Fisher Trio and an African dance group led by Kass Boinie.

REPORTS NAMM 1968

NAMM President Jack Wainger

end somewhere along the line. "Also, with over 5.5 million new guitars sold in just the last four years, there are vast quantities of good used instruments on the market as people trade up for quality. This has affected new sales. . . . as we knew it could.

The draft has also slowed sales to young people. Even so, most retailers seem to be selling guitars and drums at about the same level as last year and if they continue to hold up, 1968 will be still another fine year for these instruments.

Thechre Festival to Spotlight Talents of Brimhall, Williams

SAN DIEGO, Calif.—John Brimhall, piano educator and composer, will hold a piano workshop here Friday (20) at the Thechre Music Festival in the Balboa Park Bowl.

Brimhall will appear in conjunction with Roger Williams and present "The Roger Williams Way."

On Sunday, Brimhall will conduct a workshop for teachers to age 8-12, at 100 piano. The group will accompany Brimhall in a special arrangement of Williams' "Born Free." The event will be televised.

Last week, Brimhall conducted a series of workshops in all the Lyon-Hamilton and Chicago area and introduced the new "Brimhall Piano Method," books one, two, three and four.

Arriving with Brimhall was Jack Coleman, music consultant for Hansen Publications and Walt Disney Music Co.

The purpose of the workshop was to acquaint teachers and dealers with this new piano method. Each session featured a lecture, followed by a question and answer period.

Thechre Festival to Spotlight Talents of Brimhall, Williams

Musical Instruments

NAMM President Jack Wainger

CHICAGO—A report from Jack Wainger, president of the National Association of Music Merchants (NAMM), indicates that retail sales of new musical instruments are up sharply for the first six months of 1968. In addition, this could be the industry's first billion-dollar year if the present pace continues.

According to Wainger, figures compiled through the end of June show sales of all retail music stores have increased over the same period last year, with increases being shown in nearly every category.

"Reports from our dealers around the country confirm that the industry is rebounding strongly from the slight sales decrease experienced last year — the first increase in 21 years," said the NAMM president, who heads the American Music Store chain in many sales territories.

"Most dealers experienced good first quarter sales and the upward trend has carried through to the second quarter. Nearly all of the major retailers are bullish about the rest of the year and many anticipate new sales records will be set in 1968."

Wainger's optimistic report is seconded by a number of major dealers, including Robert Schmitt, head of the Paul Schmitt Music stores in Minneapolis. Schmitt's piano and organ sales are up 20 and 106 percent, respectively, this year. This reflects a general feeling that keyboard instruments are this year's strongest performers.

"The keyboards moved slower last year because a number of uncertainties made people think twice before committing themselves to the purchase of a major instrument," said Schmitt. "Apparently, many of the doubts have been removed and with the strength of retail sales, we're looking for at least a 10 percent over-all increase in sales this year."

Manufacturers

As for reports from some instrument manufacturers, 1968 is not running up to expectations, Donald Kavicch, Sherman Clay and Co. president, gave this explanation: "The market may be slow down in some production areas, but for the most part it's a reflection of an inventory situation, rather than a sluggish market."

"Because many builders had been riding the crest of the guitar and drum fad the past few years, huge inventories of these instruments were laid in—and in many cases inventories of other instruments were also somewhat out of proportion. As the fad slackened last year, a lot of dealers found they were too heavy in guitars and drums and the over-supply made them more cautious in other instrument purchases.

"Additionally, the cost of Beechwood Exeex

LOS ANGELES—Beechwood publishing has announced two administrative appointments. Wyman Parker is handling the responsibilities of general professional manager, while John File is in charge of internal operations.

SEPTEMBER 21, 1968, BILLBOARD

by: Jude Porter

**MERCHANDISE NEWS**

This week's sheet music sales are setting records. Charts today resemble the current record charts, and has the magic touch of "printing music for the masses."

"HARPER VALLEY P.T.A," reported by Jimmie Davis, is a hit. We congratulate Jimmy Keys of New-Wave Music for scoring with a big giant of a winner. Bow! and Armonica, too! and this fresh new artist! Running neck and neck on the charts are "A Man Without a Woman" (The Beatles on Apple), "HUSH" (Deep Purple), "IN THE HILLS" (Ludwig Mendels & Brass' 65), "FOR THE LOVE OF MY LIFE" (Manus & Papas). List Free Inc., and the super standards "GENTLE ON MY MIND," "HONEY, GOOD!" LITTLE GREEN APPLES (O.F.C.), and "EVERY WAY OF LIFE" (Frank Sinatra) and "THE Field" (Roger Williams). All SHEET MUSIC INSTITUTE notes, and sheet music notes from SHEET MUSIC INSTITUTE, ATT: Rare Articles, 18430 Ventura Blvd., North Hollywood, Calif. (305) 532-3383.

Following in the footsteps of the L.P. Sellers—ALL TIME BEST NEWS and the new PERSONALITIES FOLIOS, topping the sales lists from dealers, jobbers and racks across the country are the NEW PERSONALITIES FOLIOS. The new PERSONALITIES FOLIOS, topped by the new PERSONALITIES SHEET MUSIC ALBUM, "THE BEATLES COOL NEW SONGS:" "HEY JUDE," "A HARD DAY'S NIGHT," "SOMETHING," "LET IT BE," "YESTERDAY," "GLEAN," "GARY PUCKETT AND THE UNION GAP SONG BOOK," all the latest bestsellers carry the SHEET MUSIC INSTITUTE imprints. Contact Rare Articles (at the above address).

NEW Sheet Music Info

**B.E.S.T. NEWS OF THE WEEK. **

A BEECHWOOD FOLIOS and ALL PERSONALITIES FOLIOS and ALL NEW PERSONALITIES SHEET MUSIC ALBUM, "THE BEATLES COOL NEW SONGS:" "HEY JUDE," "A HARD DAY'S NIGHT," "SOMETHING," "LET IT BE," "YESTERDAY," "GLEAN," "GARY PUCKETT AND THE UNION GAP SONG BOOK," all the latest bestsellers carry the SHEET MUSIC INSTITUTE imprints. Contact Rare Articles (at the above address).

**NEW! NEW! NEW!**

BEST NEWS OF THE WEEK. **

BEECHWOOD FOLIOS and ALL PERSONALITIES FOLIOS and ALL NEW PERSONALITIES SHEET MUSIC ALBUM, "THE BEATLES COOL NEW SONGS:" "HEY JUDE," "A HARD DAY'S NIGHT," "SOMETHING," "LET IT BE," "YESTERDAY," "GLEAN," "GARY PUCKETT AND THE UNION GAP SONG BOOK," all the latest bestsellers carry the SHEET MUSIC INSTITUTE imprints. Contact Rare Articles (at the above address).

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Microscopic electronic integrated component, with broad band sonic's new FM stereo receiver, employs the ton allows memory master tuning tuning. In addition, the receiver professional three AM stereo record stations. The new reel-to-reel receiver, employing the AM/FM stereo recorders. The Panasonic, a professional home entertainment system featuring motor driven automatic tuning. It includes reel-to-reel stereo record and playback and an AM/FM stereo radio which permits direct recording while listening.

The model's suggested list is $429.95. The Symposium, Model RS-796, boasting automatic automatic reverse and dual capstan drive, which eliminates audible or flutter. Other features include recording and playback in both directions, three-speed option, simple lever operation, twin VU meters, four tape heads and 90 KC recording bias. The suggested list is $249.95.

Institute Support

NEW YORK—The Institute of High Fidelity's (IHF) Dealer Member program received a strong nod of approval last week from the Philadelphia area's leading high fidelity dealers. About half of the retailers present at a dinner in Philadelphia expressed a willingness to become affiliate members of the institute under a new program approved last spring by the IHF's board of directors.

New Sylvania Unit For Service Data

BATAVIA, N. Y.—Sylvania has introduced a service device utilizing two real-love microfilm cartridges and a desk top reader unit which projects service literature on a 6-inch by 10 1/2-inch screen. The new device, according to Sylvania, will increase service efficiency by 75 per cent.

Sylvania distributors, dealers and service contractors will lease the unit. Sylvania has at present all its service data on one and a half cartridges, the equivalent of 6,000 printed sheets. Enough space exists on cartridge two for another 2,000 sheets of literature. Ray D. Dennis, manager, quality assurance, for the Sylvania Electric Products Inc group, said technicians can manually advance the film at the rate of 200 frames per second. The cartridges are indexed have on-switch, a focusing lever and a film advance-reverse knob.

The cartridges, sealed and thus preventing soiling, tearing or loss, are impossible to place incorrectly, Dennis said. The unit operates on normal household current and weighs 11 pounds. Information Handling Services Inc., Englewood, Colo., is providing the unit for Sylvania.

Sylvania Entertainment Products has placed in operation the service industry's first microfilm system which instantly locates technical and service information on all home entertainment products ever produced by Sylvania. The Sylvania Service Parts Information Center provides instant technical and service information to service men whether it be in the home or in the service shop.

Panasonic's SA-60 is a 60-watt AM/FM stereo receiver. While the receiver features a unique ceramic filter for drift-free AM reception, the FM tuner circuit incorporates three field effect transistors. The suggested list is $279.95.

THE INTERLUDE, Model RS-7635 by Panasonic, has suggested list price of $429.95. The 32-watt home entertainment system, which features motor-driven automatic tuning, contains reel-to-reel stereo record and playback and an AM/FM stereo radio which permits direct recording while listening.

Panasonic's SA-4000 is a professional 160-watt FM stereo receiver that features fully automatic motor tuning coupled with precision manual motor tuning. In addition, a preset memory master tuning system allows the listener to pre-select up to five stations with pushbutton ease.

The SA-70, a 90-watt AM-FM stereo receiver, employs the use of microscopic electronic integrated circuits. Four such devices perform the functions previously handled by 20 transistors and eight resistors. The suggested list is $349.95. Highlighting the SA-60, Panasonic's new 60-watt AM-FM solid-state stereo receiver, is broad band AM. While once considered impossible, drift-free AM reception is now insured by the use of a unique ceramic filter which offers listening pleasure comparable to a fine FM tuner. The suggested list is $279.95.

Panasonic's new reel-to-reel tape recorders are the Interlude Console-Aire and Symposium. The Interlude, Model RS-7635, is a 32-watt component type professional home entertainment system featuring motor driven automatic tuning. It includes reel-to-reel stereo record and playback and an AM/FM-FM stereo radio which permits direct recording while listening. The model's suggested list is $429.95.

THE STOCKTON, Model Y1955SA, is a new Admiral stereo console featuring the exclusive Bull Horn sound system with a frequency response from 30 cycles to 15,000 cycles per second. The suggested list is $299.95.

CHANICAGO—Features of the Console-Aire, Model RS-7902, include continuous automatic or manual reverse with directional lights, three-speed operation with 4-track stereo, a four head system, two VU meters, pause control, a four position digital tape counter and two 7-inch oval dynamic speakers. Its suggested list is $329.95.

L. A. TICKET:
ELECTRIFIED

LOS ANGELES—Compu-ticket, which created the electronic box office, has begun its electronic ticket distribution here at all Wallach's Music City stores.

Tickets to concerts, plays and various sporting events may be purchased through Computicket installations. Under the system, patrons of Computicket locations can receive electronic information of the best available seats in the price range of their choice on the night of their choice and be issued the actual tickets to be used at that performance. Within a few weeks, Computicket will be able to supply tickets to Broadway plays for travelers planning to visit New York.

Happening:

NEW UNIDYNE MICROPHONES FROM SHURE

SUPER DELUXE
An ultra-high quality, super-rugged microphone with a volume control right on the microphone. Already in use by top groups. Unusually smooth, wide-range response. Outstanding feedback and breath "pop" control. The fient Shure Unidyne microphone—ever.

Model PE54V . . . . . . . . . . . . . . . $120.00

UNIDYNE IV

LOWEST COST
A Unidyne through-and-through, yet priced under $45.00. Controls feedback, "boomy" reverberation, and pickup of audience noise. Rugged die-cast case. Excellent choice for beginning groups, or where budget is prime consideration. Fully serviceable.

Model PE515 . . . . . . . . . . . . . . Only $42.50

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All Shure Professional Entertainer Microphones are complete with carrying case, and extra-length (20 ft.) cable with connector attached.

SEPTEMBER 21, 1968, BILLBOARD
Two New Consoles Join '69 Admiral Stereo Line

CHICAGO — Admiral Corp. has added two new stereo consoles, including one featuring the exclusive Bull Horns sound system, to its line of solid-state console stereo radio-phonographs.

C. H. Belzer Jr., stereo marketing manager, describes the new Bull Horn system as having two unique quarter-length resonant tubes in speaker enclosures, lined with sound absorbent material. Each enclosure is a 4.7-foot tube folded into a compact module. Admiral has applied for a patent for the specially designed audio system, which has a frequency response from 30 cycles to 15,000 cycles per second.

The Stockton, the new Admiral console with the Bull Horn sound system, features an AM-FM with FM stereo, AFC, separate bass, treble, loudness and balance controls and low mass tone arm.

Model Y1955SA also includes an automatic record changer with 45-r.p.m. spindle, solid-state dual-channel amplifier, record storage compartment and external speaker terminals. Its suggested list is $299.95.

The Curtis, Model Y1941SA is a new eight-speaker console with two 12-inch woofers, two 3½-inch tweeters and four 4-inch mid-range speakers. It has an open list price.

Allied Radio Offers Training

CHICAGO — Allied Radio Corp. has launched a training program for hard-core unemployed.

According to W. J. Forbes, vice-president of industrial relations for Allied, the program will provide for a five-week orientation, pre-vocational and vocational training program, followed by 47 weeks of on-the-job training in mail-order and electronics repair work. A total of 130 persons will be trained in the program.

Rival Record Supermarket Owners, Merrill Rose (with glasses) and Russ Solomon, measure Rose’s Wabash Avenue store in Chicago. Solomon’s Tower Records, San Francisco, was the subject of a recent article in Billboard. In Chicago, attending the National Association of Record Retailers tape and tape cartridge convention, Solomon took the time to visit Rose and compare stores. The Rose Wabash outlet consists of 6,000 square feet of space on two floors with approximately 200,000 album titles displayed. Solomon’s San Francisco outlet features 18,000 square feet with 6,000 of it devoted to selling area.

Reel-to-Reel Receives Lift From CARtridge: Rubenstein

CHICAGO — "The tape cartridge was the best thing to happen to reel-to-reel." This opinion was voiced by Jules Rubinstein, national sales manager, stereo tape division, GreenTree Electronics Corp., at the recent National Association of Record Merchandisers (NARM) tape and tape cartridge convention here.

"We’re the only company concentrating on reel-to-reel," said Rubinstein. "We found last year that the cartridge has brought reels back into the music industry where they belong. Cartridge introduction has generated an over-all consumer interest in tape and all pre-recorded tape—regardless of configuration.

"It’s now the responsibility of tape wholesalers to eliminate the myth that the difficult systems compete with each other. Each serves its own function—each fulfills a purpose. The retailer who maintains stock in all configurations is not duplicating his inventory any more than the camera dealer who maintains multiple inventories by stocking various film types.

"In short, one doesn’t eliminate the other. The time has passed when tape was considered an accessory. Tape can no longer be regarded as an accessory. It’s a major part of our business, and our commitment should reflect this."
be a two-week shot at Chicago's Palmer House. Ho and the Allis also will do a guest spot on "Hollywood Palace." Meanwhile, when Ho heads home, the Society of Seven (formerly known as the Fabulous Echoes, on Reprise), will fill in at the Waikiki club. Station KGMB had a wild beach promotion Aug. 24. A beach party with local kids was fired on "Music Beach Party" breaks later in the night. All the KGMB disk jockeys took part... Steppenwolf's Hawaiin debut will be a two-night dance-concert Saturday and Sunday (14-15) at the Civic Auditorium, John Herbert's Blue Phoenix, Inc., is sponsoring the dates... Oscar winner Elmer Bernstein, a United Artists artist, guest-conducted the Honolulu Symphony Orchestra's Starlight Concert Aug. 24. Next guest: Van Cliburn, Saturday (14).

Janis Joplin, of Big Brother and the Holding Company spent her Hawaiian holiday on a boat... Steve Logan, Hawaii-based entertainer who's signed to Warner Bros.-Seven Arts, is set for another Mainland tour. Logan and His Heros open Oct. 3 at Harrah's Tahoe for a month, followed by 10 day run at the Vagabond in Reno. Starting Nov. 11. A three-week date is due in Canada. Harrah's Reno also is on tap, with an eventual return to Las Vegas' Hotel Riviera. Walter Palter, who has worked on such shows as Don Ho's, Petula Clark's, and Ann-Margret's, is assisting Logan in production of a new act. Musician Ray Conniff, a frequent Island visitor, and bride, Vera Schmidbrink, honeymooned here after a Vegas wedding. Good local airplay for "5 A.M.", the Columbia single by the Millennium. Reason: Its singer-composer, Sandy Salisbury, is a former resident. WAYNE HARADA

NEW YORK

RCA's Jefferson Airplane are performing in Europe through Sunday (15) date in Amsterdam. Other stops include Stockholm, Copenhagen, London and Edinburgh. Sergio Mendes & Brasil '66 A&M artists, and RCA's Jose Feliciano open a one-week engagement at Los Angeles' Greek Theatre on Saturday (14)... Dick Nolan started two weeks at the Playboy Club here on Tuesday (9)... Alco's Bees Gees appeared on "Hollywood Palace" on Saturday (14) with Sid Caesar and Imogene Coca. . . Cadillac's Concept's Status Quo have a U.S. tour in the works... Buddy De Franco and the Glenn Miller Orchestra play the Riverboat through Wednesday (18)... Capitol's Magnificent Men play Sayreville, N. J. on Sunday (16)... Ivan Moguli and Eddie Heywood, who has completed his second Capitol album, have opened Robert Music Corp. (BMI) at 40 E. 49th St. here... Sandy Duncan and Bruce Scott, the twins in "Your Thing," were married on Sept. 5 at the Little Church Around the Corner. Rodney Dangerfield opened at the Living Room for two weeks... Mercury's Chicago Loop played one week at Arthur's Top Ten Sept. 8... Dave Lucas will score a new film "Equipment."... Giff Melle is writing the score for the Universal film "World Premiere of 'The Million Dollar Baby.'"... New York's WHN radio Fred Astaire special on Sept. 6 featured "Sweet Sorrows."... "Just Like Taking Candy From a Baby," which opened with Gladys Shelley. Repairs Nancy Mitford and Jack Jones, RCA artist, were among the headliners of NBC-TV's "The Highlights of the Ice Capades of 1969," which was taped on Aug. 27-28 in Atlantic City. The special will be aired on Feb. 16.

Stepenwolf, Duhm brothers, have taped "Playboy After Dark," the new TV variety show owned by the Playboy Club... Carol Channing is pre-testing her TV material on the nightclub circuit. She'll do two TV specials for ABC this season... Ivan Moull Music Corp. will represent Jolli Music Publishing Co. Jolli, new act, is a young publishing company of Jose Feliciano, RCA artist.

SAN JUAN

Palito Ortega, Argentinean composer, motion picture artist and vocalist (RCA Victor Argentina) just finished his first visit to Puerto Rico. He played the Condado Beach Hotel and appeared on TV over WAPA, Channel 4. Ortega, with 15 LP's and six films to his credit, heads the music publishing company of Jorge Feliciano, RCA artist.

JAN JANUARY

HONOLULU

Don Ho's set for another Mainland tour. Monday (9) will be a night at Duke Kahanamoku's, and the Reggae star flies to Anaheim's Melodyland. Following will be a two-week shot at Chicago's Palmer House. Ho and the Allis also will do a guest spot on "Hollywood Palace." Meanwhile, when Ho heads home, the Society of Seven (formerly known as the Fabulous Echoes, on Reprise), will fill in at the Waikiki club.
**CLASSIFIED MART ORDER-FORM**

**Classified Advertising Department**

BILLYOARD MAGAZINE
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Please run the classified advertising copy below (or enclosed) in separate issue(s).

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**SCANNING THE NEWS**

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**FREQUENCY DISCOUNTS:** Display classified ads only. 3 consecutive insertions, 5% discount; 4 or more consecutive insertions, 10% discount.

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International exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed to foreign countries.

**REGULAR CLASSIFIED AD:** $1.50 per line. Minimum, 4 lines per insertion. Display classified ads only. 2 consecutive insertions, 5% discount; 4 or more consecutive insertions, 10% discount.

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**Send replies to:** Janis Flaten, International Exchange Advertising Director, Billboard, 165 W. 46th St., New York, N. Y. 10036.
RIO DE JANEIRO—Río is making final preparations for its third annual International Popu-
lar Music Festival. The event, co-
sponsored by the Guanabara state (Rio) Tourism Secretariat and TV Globo, will be held in Maracanazinho — the annex to the world famous soccer sta-
dium on Oct. 3-6.

Festival director Augusto Mar-
zagao has announced performers from 35 foreign countries.

Preliminary activities center on the release of a version of the larger one, sched-
scheduled for Sept. 28-29. A panel of judges has spent two months screening 2,000 songs to select the final 20 that will vie for the honor of rep-
resenting the country in the Inter-
national Festival to follow.

Well-known artists such as Vincious de Morais and Dory Castellanos have been eliminated in favor of material by young, relatively unknown musicians.

Attending the opening night of the International Festival will be Sammy Cahn, Nefti Jimmy Van Heusen, Maurice Jarre, Frank Pourcel, David Rose, John Rowles, Wise Alfred Newman, Salva-
tore Chentané, Andre Popp, Philip Adler, BBC Director Bryan Willey, journalist Derek

Construction of sets is well under way. A new feature of the 1968 Festival will be a huge electronic organ that will automatically tally votes cast by the 15-member jury.

The competition of the jurists reflects the international flavor of the festival. From Argentina comes Lalo Schifrin; the United States, Elmer Bernstein; France, Paul Mauriat; Germany, A. C. Weiland; Portugal, Cidalia Meireles; England, Les Reed, Switzerland, Geo. Vassonard, Chile, Jaime Attiux, Mexico, Jose Sabo Marroquin; Italy, Sergio Endrigo and from Brazil, Sergio Mendes. Other countries included are Canada, China, Yugoslavia, Greece, Spain, Peru, Russia and Czechoslovakia.

Complete list in adjoining col-
umn.

ODEON, Parlophon
Switching to EMi Italiana in Italy

MILAN — EMi Italiana will now distribute the Odeon and Parlophon labels in Italy. This follows the ending of an agree-
ment between British EMi and Carisch, which has distributed the labels since 1936.

The move involves Beatles product, inclusive of numbers released until now by Carisch, and the first Beatles release un-
der EMi Italiana is "Hey Jude" Revolution" on the Odeon label.

EMi Italiana has purchased Carisch's Odeon and Parlophon rights. EMi Italiana's leader, Carisch man said that the company would now devote more time to the new agreement and set up a classical line. Ca-
rich classical product would be marketed in early October with a simultaneous release of 200 albums from judgements of our international classical catalogs.

DUSSELDORF — Deutsche
Sagar is planning a big assault on the German budget line market with the release of 100 alb-
bum selling at between $1.25 and $2.50. The company will al-
so be releasing seven singles.

Sagar's founder, Marcel Rodd, drew from the U. K. to Germany to supervise the campaign which provides for an intensive promotion effort to boost Sagar artists.

Said Henz Jurgens, director of Deutsche-Sagar, "We are seek-
ing a strong sales organization which will help build up our unknown artists and we are also giving this a chance to new talent."

Sagar already has exclusive contracts with Gabby Vesper, Guido Born, Anita la Rose, Joe Raphael, Beauty Milton, Don Berlin, Lotti Krekel and the Blackbirds best group.

Deutsche-Saga was founded by Rodd in 1964, originally under the name Fidelity. "My most difficult job," Rodd told Billboard was finding the right people to represent Saga in Germany. Now, in Henz Jurgens and producer Quen-
ther Tilgert, I have found them.

Chart Tunes on

STOCKHOLM — Swedish Television has launched a series of 20 weekly programs devoted to songs in the weekly Svens-
skogren charts. Called "Chan-
toppen," the program is seen as a tremendous boost to Swedish product and follows logically in the wake of the Swedish Radio's weekly program devoted to Swedish records.

The first program, shown Sept. 6, featured new recordings by the Playboys with Leif Gustav
sson ("Swaresky, Sweden"), Hits & En Miss (Marry), Hoo-
tensky Singers (Poland); the "Amerikaplanter" (Columbia); Mar-
ianne Kock (Columbia); Con-
nie Vreeswijk (Metrophone), and Agnetha Faltskog (Cupol).

The Svensktoppen charts on which the new program is based is based on weekly votes by listeners and has a strong influence on record sales here.

"Chanstoppen" is produced by Lena Furst and Lasse Gurell.

COUNTRY/ TITULAR/ COMPOSER/ CONDUCTOR/ LYRICIST
Andorra: "Le Brat des Vagues"/ Romuald
Llebre Jeri
Argentina: "Serie Amigos"/ Los Gatos
Lito Nebbia/ Mario Taverales/ Lito Nebbia
Austria: "Ja"/ Peter Horton/ Carl J. Schauble
Belgium: "Vivre plus Haut"/ Jean Vallee/ Jean Vallee
Canada: "This Crazy World"/ Paul Anka/ Don Costa
Chile: "Te Quiro Tanto"/ Carlos Gonzalez/ Guadalupe
Czechoslovakia: "La Carnaval"/ Karen Svoboda/ Jean Vallee
Finland: "I'll Find a Place for Me Someday"/ Jaakko Salo/ Jussi Stadi
France: "A Quoi Ca Serait"/ Francois Hardy/ Francois Hardy
Germany: "De Tram vom Fliegen"/ D. Nefedov/ *
Greece: "Antonio"/ Elpida Pertaktis/ Gregorios Marralenis
Holland: "L'Onzo qui est Perdu"/ Andre Popp/ Cees Nooteboom
Hungary: "We Are Always in a Hurry"/ Janos Gyulai-Gail/ Istvan Hajnal
England: "Aller sans Aim"/ Don Miller/ Peter Callander
Israel: "Boya Elia"/ Benny Amurdyks/ Mir Meir
Italy: "Non Domandari"/ Pino Donaggio/ Vito Palevici
Japan: "Waterfall"/ Jordy Clift/ "*
Poland: "Pour un"/ Jacek Kukamoto/ K. Koncz
Luxembourg: "La Vie est Moche"/ Antoine/ Antoine
Mexico: "Puedo morir Manana"/ Armando Manzanero/ Armando Manzanero
Monaco: "Un Dimanche apres la Fin le monde"/ Michel Bagouq/ Michel Bagouq
Norway: "J Fei So Strong" K. Kari / Arne Bendsen/ Arne Bendsen
Paraguay: "Yo Vi un Amanecer"/ Nino
Peru: "Un Barco Ciego"/ Patricia Aspillaga/ Grace_Mica
euburg/ Portugal: "Old Fairytale"/ Chabuco Grande/ Chabuco Grande
Spain: "Poema de Vida"/ Simonetta/ Simonetta
Sweden: "No One Can Say"/ Con's Combo
Turkey: "Dans cette Rue"/ Gerard Gray/ Gerard Gray
United States: "Emile"/ Nelson Riddle/ Edmond Burch
United States: "Chamber"/ Michael Robinson/ Michael Robinson
U.S.A.: "Tu Amor"/ Maria Luisa Escobar/ Maria Luisa Escobar
Yugoslavia: "Adriana"/ Arsen Dedic/ Arsen Dedic
Brazilian: "Bolero"/ Arden Dedic/ Arden Dedic

** Indicates Mario Taverales, the official Festival conductor.

SEPTEMBER 21, 1968, BILLBOARD
**CJ carelessly: Buying Hit By Bye’s Pressure**

Referring to the publication for the Dutch firm Bye’s new Company Act, Bye’s records of Pro (Billboard, Sept. 14), "We have never been so close to the million-pound pound-year," Bye’s president, Mr. F. J. Reed, said. "We do not think I have to spell out what our financial targets are going to be, but I can tell you that we are stimulating to know that we are equaling last year’s performance.

Benjamin said that the appointment of international director Jeffery Bridge for "an integral part of our future life in the international sphere, due to the problems which we all know surround the U.K. industry today. Whereas in the old days our results for any (Continued on page 47)

**10 Songs for Helsinki Fest**

HELSINKI—Ten songs have been selected for the Helsinki Fest in the final of the Autumn Melodifestival. The Finnish record companies' entry to the Finnish Helsinki Festival will be presented to the public in a 50-minute TV program (Sunday) and viewers will be invited to mail in their votes. Result of the contest will be announced Oct. 12.

The jury which selected the songs, for the final by listeners, was performed by 100 performers, artists, consisted of Reino Backman (EMI); Johan Vikstedt (Disques Pro & EMI); Arto Huutinen (Scandi Music); Christian Schwindt (Love Records); Martti Pihan (PSO); Erik Palling (West End) and Rolf Kronqvist (Finno). Songs selected with artists in broadcast, with the number of people.

Songs selected with artists in broadcast, with the number of people.

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**Restitus Remo Fest in N.Y.?**

SAN REMO, Italy The San Remo song festival, Italy’s most important annual music event, which was held in New York’s Madison Square Garden, follows the San Remo festival, Jan. 30-Feb. 1, 1969. Festival organizer Ezio Ru- perto, secretary general of the holder of ATA, concessionaires of the San Remo festival, is planning to present the entire package of San Remo artists in New York. This is confirmed by the Benvenuti-Fullimer mid- weight championship. (Continued on page 47)

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Feast or Famine in Vancouver: Int’l Record, Rada Plants Open

VANCOUVER—Two record pressing plants have opened here within days of each other. Pressing operations have been offered by the third largest record market in Canada, had no pressing facilities.

First in operation was Rada Records, the independent pressing company is owned by the Kerrisdale district.

Rada has also formed its own label: Rada, a budget label for the company’s own product and to handle distribution for other labels. Rada also plans to open a Montreal pressing plant with in a year.

At opening this month is International Record Corp.’s (IRC) new West Coast plant in K errisdale district. Our whole concept is to create a whole record pressing service,” says Benjamin Pye, president and general manager, IRC. “There is a whole talent shortage of number of recording studios, but development of the whole industry has been hamstrung because there were no pressing facilities.

IRC has installed the latest computerized Neumann machines for the NBA. The presses also offer the best pressing equipment, and plans four more plants, including one in S. and two Swedish-made with provision for 10 presses in.

Rada has one pressing machine, and plans to add three others due later this month or early in October, and will have its second press in operation before the end of this year. Additional plans for the future include a plant in Canada, Canadian-owned division of the world’s largest pressing company, will have its pressing handled by Rada.

Another two plants have been made within the industry in both Canada and Arda, a budget line for product from outside sources. Rada will also distribute in British Columbia, and is setting up a network of independent distributors across Canada for its own product and to handle distribution for other labels.

Benjamin Pye
Continued on page 46

one year were primarily based on U. K. trade, we must today not within the next, for record companies and distributors of records in Canada, Canadian-owned division of the world’s largest pressing company, will have its pressing handled by Rada.

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Benjamin Pye
Continued on page 46

at recording sessions here has been named director of advertising and publicity for the Cin cinatti Symphony Orchestra. At the time, he stated that this has been promoted from public relations assistant to the position of executive vice-president. As Strother and Miss Schneider will move to Chicago, the St. Paul St. Silo, public relations and sales promotion.

Beverly Hills Country Club, Southgate, Ky., just across Ohio from the border, is the location of the nation’s top showplaces, re opening Aug. 17. The new Beverly will offer nightly package shows, and offers first opening will be “Any Wednes days” with charge of operation will be Milos Humar, who has enjoyed a success policy with the record deans and Tina Turner, Pompeii Record artists, and their

From The Music Capital of the World

AMESTADAM

Dutch singer Liefthe List (Philip) van Lith, Dutch Danioy trio (Arto), has a four-week tour of the world.

Paul Axt, the American conductor, visits to Holland this fall and will make his debut as conductor of the Netherlands Symphony, the concert in the Netherlands, will conduct the Beethoven’s Fifth Symphony.

The dates are: Stockholm, April 2-4; Copenhagen, April 6-7; Amsterdam, April 8-9; Brussels, April 10-11; London, April 12-13; Rotterdam, April 15-16; and Hamburg, April 17-18.

In the Netherlands, van Lith is also conducting the Amsterdam Philharmonic Orchestra in the Beethoven’s Fifth Symphony.

BENEDICTO

Jim Duff, formerly of Spangle Productions, is now with Production in Houston, Tex., where he is working on engineering and production on the current of new records.

Charles Clarke (RCA) recorded for the...
son was the guest of composer Elmer Bernstein who will produce an album featuring Irish folk singer Danny Doyle for release by United Artists. The Dublin 'Little Arrows' is being released in Holland and Germany. The group has a leading role in Irish Television's Christmas Play, "Red Riding Hood," which will also star Emmet Spiceland.

The Strangers 'I'm on an Island' cut here for Tom Costello's independent label, Target, will soon be on sale in Norway.

Radio Disc jockey David Symonds was here on vacation.

Folk singer Angela Byrne has succeeded Andrea Joseph as EMI's Irish press officer.

Neil Pearson is negotiating to bring Diana Ross and the Supremes to a independent label, Target.

The Strangers' "I'm Arrows" played Dublin's Adelphi.

Radio 48 Leading jingle writer Tommy Byrne has been proven.

The Deep South band 'The Way Life Goes,' have been booked for a week of Manchester club dates.

KEN STEWART

LONDON

RCA is holding its first sales convention as an independent Wednesday (18) at the Rank Theatre. Another new independent, MCA, follows the same dress with its first sales convention, at the Cumberland Hotel, where speakers will include label chief Brian Brolly and marketing director Peter Rivers. RCA and MCA are both distributed here by British Decca. MCA's conferences start three days of product presentations and unveilings to the Decca sales force which will take in other distributed labels, including Decca, Major Minor and Chapter One. Decca itself has chosen its West Hampstead recording studio in north London as the location to unveil its fall product. Meanwhile, RCA has announced that following Dunhill's switch of licensee to EMI here, RCA will continue to press its Dunhill back catalogue for six months and will continue to sell off its stocks of the label for 18 months until March 1970.

MGM October is launching a new series - VSP - of double albums retiring for the price of one LP - $9.38. The albums, which will be issued in mono only - most of them were recorded before the introduction of stereo - come from the Verve and Columbia labels. The double album packages will include "Elia Fitzgerald Sings the Cole Porter Songbook," and will also feature new tracks by Ruby Rich, Oscar Peterson and Duke Ellington. Peter Sellers, Peter Rodgers. Further packages will be released Nov. 1. And among artists who will be appearing in the series are Stu Getz, Gene Krupa, Hil Levon Brown, Fred Waring and Wes Montgomery. There will also be five more Ella Fitzgerald re-releases on the major jazz line.

Announcing Two Exciting New Products at the 1968 Photokina, Cologne, Germany, Westermann Stand No. G-12/Hall 8

Also Unique and Exclusive

World's first and only truly low-cost, hi-speed, professional cassette tape duplicator.

Developed by INFONICS, INC.

leading U.S. manufacturer of proven, top quality reel/reel tape duplicators.

Sole international sales agents:

INTERCONTINENTAL TRADE CORPORATION

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"AMPI-VOX"

A brand new concept of portable, solid state, battery operated public address systems. A complete range of economical systems designed to serve audiences of 10 to 5000... anywhere.


The Hula Hotel's cabaret full schedule was launched Sept. 16 with Oscar Fiechter, wife of the late husband, Warde Donovan, and Herb Ohta. The Hula Hotel's cabaret full schedule was launched Sept. 16 with Oscar Fiechter, wife of the late husband, Warde Donovan, and Herb Ohta. The Hula Hotel's cabaret full schedule was launched Sept. 16 with Oscar Fiechter, wife of the late husband, Warde Donovan, and Herb Ohta. The Hula Hotel's cabaret full schedule was launched Sept. 16 with Oscar Fiechter, wife of the late husband, Warde Donovan, and Herb Ohta. The Hula Hotel's cabaret full schedule was launched Sept. 16 with Oscar Fiechter, wife of the late husband, Warde Donovan, and Herb Ohta.

"HANSenkL"n

Decora artist Vera Lynn, who had achieved for Polydor 15 years ago with "Auspowieden" and "You," is scoring here again with "It Hurts to Say Goodbye." A Finnish version of the song has been cut by Jarkko Lehtis (Philips). ... Blue Master artistes Nagu Hulla has taken two tunes from her first album for her next Thule was planning to release Will Come."... Top Voice artistes Makaha Sons have released Finnish versions of "A Place In The Sun" and "Tell Me Nothing." ... The new Maimonisamikiki company has released its second single, "Saumastekeva" (It's All The Same) by Jarmo Jylha (Shokki).

Scandia artist Louise Mortensen has recorded the first Finnish cover of "Up, Up and Away." Jutta Keppanen's follow-up to her "Love Is Blue" success is "n a pas 'Yrournyn heurys" for Scandia. KARI HELGAULTO

HONOLULU

Herb Alpert, A&M ace, vacationing here with his wife, Beverly, also due here this week for a vacation. ... Warren Martz, lead singer of Polynesian '68, has returned from U.S. where he was recording for Atlantic Records. ... Steve Logan has cut four tunes for Atlantic and an album under the direction of Sonny Burke. ... Herb Alpert conducted his Hula Records stars in a "first" - USO and National Guard Units attended the show, which featured the series - VSP - of double albums retiring for the price of one LP - $9.38. The albums, which will be issued in mono only - most of them were recorded before the introduction of stereo - come from the Verve and Columbia labels. The double album packages will include "Elia Fitzgerald Sings the Cole Porter Songbook," and will also feature new tracks by Ruby Rich, Oscar Peterson and Duke Ellington. Peter Sellers, Peter Rodgers. Further packages will be released Nov. 1. And among artists who will be appearing in the series are Stan Getz, Gene Krupa, Hil Levon Brown, Fred Waring and Wes Montgomery. There will also be five more Ella Fitzgerald re-releases on the major jazz line.

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JAZZ UP YOUR WORLD WITH WORLD PACIFIC JAZZ

GREAT NEW RELEASES FROM THE JAZZ WORLD'S GREATS!

MERCY, MERCY / The Buddy Rich Big Band ST-20133
MORE THAN MEETS THE EAR Jean-Luc Ponty ST-20134
A PORTRAIT OF WES MONTGOMERY / Wes Montgomery ST-20137
CHET BAKER PLAYS & SINGS Chet Baker ST-20138
WELCOME HOME / Richard "Groove" Holmes ST-20147
TORONTO — Newest entry into the tape duplicating field in Canada is A&M Tape Cartridge, Ltd., which is establishing cassette duplicating and manufacturing facilities within the large Philips complex in Toronto. D. D. Prentice, vice president and general manager, sets November as the target date for phase one of the operation to begin assembling product here, but adds "we are at the mercy of the availability of certain pieces of equipment." Expansion to phase two, actual duplicating from the program master, is described by Prentice as "a rush program," but no target date is available for publication.

"Our decision was reached because of the rapidly increasing sales of cassette recording and playback equipment and the resulting demand for pre-recorded cassettes and blank copies," Prentice says. "Some of our in-house interests, we estimate, will be 250,000 cassette recorders and playback units in use throughout Canada by the end of 1968. "There is an urgent need for substantial Canadian duplicating and manufacturing facilities which are needed to serve the cassette industry can use.

Philips is in negotiation with several companies for custom cassette duplicating, and Prentice is "trading for agreement" on "very promising in every respect. As originators of the system we have a special appeal, we have all the experience of Europeans, and we will be the vanguard of any new developments and improvements." Prentice's plan is to concentrate solely on custom duplicating, with the option of eventually launching a distribution of cassette product. Donald M. Vale, who joined Philips this year with wide experience in marketing and administration, has been appointed product manager in charge of the operation.

Three new playback-only cassette units are included in Philips' fall tape recorder line, including the first portable cassette playback unit and the first stereo cassette change. R. J. Van Twist, product manager for Philips tape recorder sales, said the line is one of the most comprehensive range of cassette equipment available anywhere. He predicted that the likes of major music companies into the cassette field, so that more than 800 different musiccassette selections are now available in Canada with more being added steadily, as the breakthrough into the popular market, adds the three new playback-only units to complement the four record/playback units already in the line. In introducing the fall line, Van Twist's major introduction of EP cassettes with four pop tunes can be expected towards the end of the year.

A&M is presently licensing its library to PlayTape, which develops a new line of cassette duplicating. A&M stereo tapes and LPs have the now music catalog and their music is duplicated in the cassette format. A&M has been working with tapes with tapes for the past 15 months.

Los Angeles— Since taking over duplication and distribution of its own tape cartridges a few years ago, A&M has introduced new packaging designed to add a uniform quality appearance to all its music products. The new packaging, explains national sales director Ed Rosenblatt, ties cartridges to albums in a cover more uniform fashion.

Packaging for cartridges has been improved dramatically. "Since we're in an impulsive business and it has never been revealed in records, why should it be neglected in tapes?" A&M's new graphic department designs the art for the cartridges, with the LP cover material being the same, except for cartridge use.

Preparation of special artwork for tapes slows down production somewhat, Rosenblatt admits, but the company feels the time lag is justified in offering a quality product. Artwork for cartridges is of necessity smaller, but the original theme is retained, he says, and the cartridge design is included in a cover more uniform fashion.

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PlayTape, Inc., a combination AM radio and PlayTape unit. Suggested list is under $20.

California's Tape Cartridge market is expected to reach $2 billion in next few months, according to reports from trade sources. Philips' fall tape cartridge line, currently being marketed, is expected to be in stock by late fall. The line includes three new models, the S-800, S-800R, and S-800T, all of which are available in stereo or mono versions.

And now comes the new line of A&M stereo cartridges. The S-800, S-800R, and S-800T are all designed to fit into existing cartridge and reel-to-reel tape drives. They are available in stereo or mono versions and are priced at $29.95.

CHICAGO — The rapid expansion of the large cartridge market and its increasing profitability dominated the scene among buyers of retail trade, Fane F. Tamargo, president of the National Association of Retail Merchandisers (NARM) tape meeting here.

"The music business is experiencing new growth and has gained in importance over the past year," Tamargo said in "personal to-person" meetings.

"Tapes are becoming more important in the retail trade. Many music stores have introduced tapes as an add-on to their record business." Tamargo said that the average retail price of a tape is now $2.00, up from $1.50 a year ago.

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NAL Acts on Fast Delivery Policy; Rush Out 'Valley'

NEW YORK—North American Leisure, as part of its new policy of fast delivery, is rushing out 8-track cartridges, cassettes, and open reel tapes of the "Harper Valley PTA," LP by Jeanne C. Riley, Larry Finley, chief of NAL, said that he received the master on Sept. 10 and will ship the cartridges to distributors Monday (16).

This is all part of a super-speed service program at NAL. The firm just hired Bill Bishop as vice-president in charge of production and music acquisition to supplement service. Bishop has been in charge of promotion and repertoire at Ampex.

On Oct. 1, at the Chicago convention of the National Association of Record Merchandisers, NAL informed distributors of a guaranteed fast delivery plan (first reported in Billboard) whereby NAL guarantees 90 per cent of an order will be filled within 48 hours of receipt, or 5 per cent of the order will be free. Finley said that the major gripe of distributors with tape cartridge suppliers in general at the Chicago meeting was slow delivery.

Scovill Buys Player Maker

LONG ISLAND CITY, N.Y.—Auricord Corp., manufacturer of 4 and 8-track tape CARtridge players and cassette players, has been purchased by the Scovill Manufacturing Co. of Waterbury, Conn. The cash (Continued on page 74)

Assembling out 8- and 4-track cartridges is a bit noisy. You press the upper half against the lower half and they snap together.

Turning screws is quieter — but time-consuming and unnecessary. Nobody will need to get into this one again. You can — easily — if you want to. But the cartridge is absolutely jam-proof.

We’d be pleased to demonstrate what profits sounds like.

It's a Snap.

Tape CARtridge

Mfrs. Look to Teens for Yr.-End Spurt

With low-priced player equipment more available to the teenager, both the retailer and the manufacturer are aiming advertising-marketing campaigns in that direction.

Specialty outlets also are coming in for increased business. Although manufacturers always aimed equipment at specialty stores. It has been only recently that they have achieved sales status in the player market.

Now, manufacturers include specialty shops in promotions. Sprouse-Reits, a 16-track chain; Kay Jewelers, a chain in Los Angeles, and Sacramento, and the Pep Boys, an automotive supply outlet, are all promoting low-priced equipment from a variety of manufacturers. Kay Jewelers is offering Arvin equipment solid-state photo-nograph at $37.88; the Pep Boys feature a 4-track auto stereo (less speakers) for $26.88 and Sprouse-Reits advertises a Tonex all transistor tape recorder for $14.50.

Major retailers are also catering to the teenager, whether they be in the White Front-type discount chain found throughout California, in the sprawling freeway communities, or the May Co., a more conventional department store chain.

Other Display

Most retailers display much of their product in the music department, but also have displays and a limited stock in the automotive sections. Just how big the player market is in California is evident from the upswing in business this year. And next year, White Front, May Co., Sears, and others, expect to carry an even larger inventory of players.

Promotions aimed at teenagers consisted mainly of White Front hits with cassette tape recorders at $29.97 (blank cassettes at $1.65); MGM’s 2-track Pl aY tape player at $11.96 (cassettes at $1.29); Sony portable tape recorder at $69.50; Concord’s portable tape recorder at $19.75, and Ampex 4 and 8-track tape at $5.88 and $4.48.

The emphasis on youth at White Front is not taken at the expense of the young adult generation. For example: The store offers a Sony cassette recorder for $99.50, a Weboir 8-track stereo cartridge player for $69.97, and a portable tape player (plays 4 and 8-track tape) for $26.88.

With car-bound teenagers jamming the streets with complex, and teen-agers constantly on the go, Sears pushes 4 and 8-track auto stereo and Grand Auto Stores, a five-store chain in Sacramento, advertises 4-track stereo players in department store chain.

With enough pressure is a big drawing-card, it is not the only consideration. Promotions play a major part of the loot to the fast-paced youth market.

Play Tape Player

The May Co. offers Play-Tape player at $25.99, while Bullock’s promotes a Magnavox cassette tape recorder for $59.90. The Radio Shack, a nationwide specialty chain, offers a variety of equipment, including a cassette recorder at $39.95, a tape recorder at $24.95, and two portable recorders at $14.95 and $24.95.

Handy Andy, a three-store appliance chain in Sacramento promotes an RCA tape recorder for $28.88 and a cassette tape recorder for $34.88.

The tape player market here, at least, has included and afforded most people one way or another, according to a spokesman at Craig Corp., a player manufacturer. Buyers have become part of the climate, especially with the buying power of the teenagers.

CARtridges Take NARM Spotlight

Continued from page 51

Centrom Corp. has entered the budget 8-track cartridge and cassette field, according to Jim Neiger. The packages will list for $3.95 on the Vivid Sound label.

Although the emphasis on 8-track was a source of satisfaction for RCA personnel, Repre-
sentative labels were Ed Welker, Abe Amiri, Mort Barnet, Jack Burgess, Ray Clark and Rune ZSoldt.

Claude Brennan, Decca national sales manager; Lee Re-
cice, manager of tape sales; Edward Hurley, Eastern sales manager, and Sam Passamano discussed Decca’s new 4 and

(Continued on page 74)
ARA Joins Rush of Vending Firms Buying Jukebox Operating Routes

ARA's current sales volume is running at the rate of $425 million. The company's sales volume climbed over $200 million for the fiscal year ended June 29. Macke's sales are running at the rate of more than $5 million. Another large firm, Interstate United Corp., which expects to do well over $140 million volume this year, has already acknowledged an interest in music routes.

The movement into music, which is going on among smaller, independent vendors as well as large national firms, continues to take the pattern of route acquisition. ARA is retooling management of the acquired firm, which will be run as wholly owned subsidiaries. Love and Robert Snyder, president; AVC's Music Service, will become assistant to the president. Love, who was secretary-treasurer of ABC, signed a five-year contract as division general manager and will act as ARA's trouble shooter in the music field.

Roy and Al Smith headed American Vending Corp., Barney Seeburg directed Madera Music, and Herb Bernstein was president of Peterson Music. These men will continue to head their respective firms.

Most of the new music routes ARA acquired include amusement game equipment consisting of pool tables, bowlers, gun games and shuffleboards.

The open competition now among large national firms to acquire music routes is viewed by some trade leaders as evidence that operating companies have been driven out of the main leisure activities market, and that music and game routes can capitalize on it.

ARA joins Rush of Vending Firms Buying Jukebox Operating Routes

Labels Double Space For MOA Convention

CHICAGO—Decca, London and Liberty are taking double booths at the Music Operators of America (MOA) convention here Oct. 11-13. This will be the first time Decca has taken two booths, said national sales director Claude Brennan. Liberty is bringing a full line of new album turntables, Epic and Monument are also labels signed to exhibit.

The increased interest by labels in the MOA Music & Amusement Machine Exhibition here at the Sherman House is attributed largely to the efforts of MOA president Bill Cannon, and recognition of the jukebox industry, Decca, for example, is bringing in a $5,000 display originally conceived for the National Association of Record Merchandisers convention.

"We're holding off until we see more requests," said Alvin Nissenbaum, Wonka Novelties, St. Louis. "If a recording that long plays while a customer isn't crowded it doesn't make any difference, but at peak playing hours a long song like 'Hey Jude' can bite into the take.

Ken Kerr, Lucky Coin Manufacturing Co., New York, was worried that "Hey Jude" could cut off promotions on some jukeboxes. "I checked it out and it plays all the way through on our stereo machine," he said. "We had trouble on a long Bob Dylan record sometime ago. The mechanism just受不了 for it and then had problems with other records.

Many one-stop managers and jukebox programmers are comparing "Hey Jude" and "MacArthur Park," a recent Dunhill Record hit by Richard Harris that also ran over 7 minutes. "I doubt if we sold a 100 of 'MacArthur Park,'" said Paul Smith, Royal Distributors, Cincinnati. "We rack 22 stores and it wasn't that big in stores. 'Hey Jude' isn't the side on this record anyway, we're pushing 'Revolution,' which is just as hot.

Smith said that although "Hey Jude" is printed on the top side of the side strip, he has seen no attempts to put "Revolution" on the top.

Fred Rogers, Poplar Tunes, Memphis, said, "Operators are buying 'Hey Jude' normally.

By EARL PAIGE

Hey Jude' Irks Programmers

CHICAGO--"Hey Jude," the Beatles' on Apple hit that runs 7 minutes and 11 seconds, caused some jukebox programmers to buy Rock-Ola's new 160 singles' con-

"With the current hit, Operators are buying 'Hey Jude' normally. Mrs. Lela Collum, Star Music (Continued on page 54)

CHICAGO—If its name is any evidence, the new Rock-Ola jukebox is probably one of the most unusual photographs the Chicago manufacturer has produced. Called the Psychedelic Money Grabber, the 160-selection machine has at least six new features that vie for top attention. Among them is a burglar alarm.

One of the most difficult features to describe, but probably the most outstanding, is the optional animation of the machine and its psychological effects and its name.

One of the main features is its quarter pricing kit, also optional, allows two

(Continued on page 61)

ROCK-OLA—160-Selection Psychedelic Money Grabber

Rock-Ola's new 160-selection Psychedelic Money Grabber is the center of attention at distributor showings around the country. Among its more outstanding features, one of which are optional, are a burglar alarm, a floating four-way volume control, a two-for-a-quarter play pricing kit, easily removed reject housing, a transistorized remote control, a wood grain look in the grill area, higher-mounted speakers, and a floating coin mechanism.

The unit will accept remote control mechanisms from previous models, but the side strip, he has seen no attempts to put "Revolution" on the top.

The coin mechanism accepts nickels, dimes, quarters and halfs and is a floating mechanism not affected by vibration and will credit five plays for two quarters. The unit will also accommodate Little L.P.'s and features a transistorized stereo receiver.

"Hey Jude" isn't the side on this record anyway, we're pushing 'Revolution,' which is just as hot.

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Fred Rogers, Poplar Tunes, Memphis, said, "Operators are buying 'Hey Jude' normally. Mrs. Lela Collum, Star Music (Continued on page 54)

COIN CIDENTALLY

Jukebox a Happy Part of 1967 Singles Sales Picture

All who produce and market singles should be taking a close look at the role played by the jukebox consumer bloc during the U. S. record industry's first $1 billion sales year—1966.

The final 1967 sales facts have just been published in Billboard's 1968-1969 International Buyer's Guide, and the figures show that the rack-jobbers are the only consumer faction now cutting the new area's control over the wholesale than the jukebox indus-

While singles in 1967 again amounted to a smaller share of the total record market (16.8 per cent), jukebox singles' con-

sumption increased 5.6 per cent, outpaced only by the rack job-

bers, 7.7 per cent increase in singles sales.

Independent retailers (non-

racks), who as late as 1964 ac-

counted for 44.7 per cent of the singles market, have slipped to a poor third among wholesale singles consumers. Indies ac-

counted for only 24.6 per cent of the singles market in 1967, a decrease of 9.8 per cent from 1966. The jukebox had 30.5 per cent of the singles market last year. Records accounted for 44.9 per cent.

Any doubts about the jukebox (Continued on page 54)
Jukebox Happy Part of 1967 Singles Picture

* Continued from page 53

bloc's singles buying power should be dispelled by the preceding figures. But the preceding are even less relevant to the estimation of the jukebox's potential singles influence than the following figures: Jukebox consumption accounted for 42 per cent of all singles sold by one-stop wholesalers in 1967.

Jukebox operators are clearly the one-stop's No. 1 singles customer. As such, operators should be exerting the major influence on one-stops' buying, service and merchandising policies. The opinion is widely held that operators are not taking advantage of their buying power at the one-stop level, possibly because operators do not realize their own bloc strength.

Increased use of buying power leverage is urged by Music Operators of America (MOA) President Bill Cannon. He has taken his own colleagues to task much more than the one-stops (though the one-stops claim Cannon has criticized them unfairly), pointing out that the jukebox industry's bloc-buying might have been dissipated by lack of exercise. At the root of the problem, Cannon says, is perfunctory, uninspired, unprofessional programming. Such can scarcely be construed as a criticism of one-stops.

Current singles sales facts and trends also argue for reappraisal and perhaps extensive revision of habitual label policies, particularly in the areas ofader and sales promotion. For example, it is illegal that while the jukebox bloc is consuming 30.5 per cent of all singles that the labels should be allocating less than 5 per cent of their singles advertising budgets to jukebox-oriented promotion.

It's time the jukebox bloc recognized that in singles consumption it is safe to No. 2. When this happens, it is likely the record industry will begin to try harder to cater to the jukebox industry's needs.

Record Too Long?

* Continued from page 53

Co., Atlanta, said her firm bought 100 copies last week and did not consider the unusual length of the record. Oscar (Bucky) Buchman, Redisco, Baltimore, said: "The time doesn't mean anything on this record. Very few are objecting to the time."

Bernay said: "The operators grumble when they see how long the record is, but they're buying it. On 'MacArthur Park' the operators waited until locations insisted on the record, but 'Hey Jude' is another world, this is a bulk purchase record."

MOA Convention

* Continued from page 53

panel on opening day. Label executives will have a chance to question both one-stop owners and operators in what is sure to be a free-wheeling session, according to MOA's Fred Granger.
Our psychedelic money grabber

IS TOO MUCH!

Stylish. Irresistible. With hypnotic accents of color that makes slow-playing locations swing, swinging locations go wild!

This wild new thing from Rock-Ola is built for action. Your kind of action with famous Rock-Ola quality plus dazzling new beauty PLUS new feature attractions that make selling music for money simpler and more rewarding than ever before. Things like a new receiver, transistorized for dependability...exclusive powerized remote volume control with convenient on/off switch for phonograph power as well as for volume and cancel...new speaker positioning for better sound separation..."2 plays—2 bits" kit. And, you get album play, dollar bill acceptor (optional) and loads more of psychedelic money-making ideas!

All-Out Accessibility

Everything's up-top, at eye level, in this exciting new Rock-Ola 440 phonograph. No stooping, squinting, reaching! You get "Easy View" Programming for faster loading...Flip-Top Servicing with all components at arm's reach. Interchangeable parts that cut downtime to a minimum...the world-famous Rock-Ola mechanism...lighted animation (optional)...the whole bag of exciting Rock-Ola happenings that startled the music world in 1967-68!

Go with

ROCK-OLA

all the way for profits
Empire Shows Off New Headquarters

GILBERT KITT, president, Empire Distributing, Inc., Chicago (left), clowns with Rock-Ola vice-president Ed Doris and Rock-Ola president and founder David C. Rockola (right) during last week's open house at Empire. It's obvious the trio is discussing Rock-Ola's new Model 440, called the Psychedelic Money Grabber.

Over 350 at Empire Show

Continued from page 53

Art Ehler, all of Rock-Ola; Judd Weinberg, D. Gottlieb; Frank Schroeder, Fisher Manufacturing; Nat Fredman, IEC; Marlene Wolverton, Hank Ross and Ross Scheer, Midway; Bill Herbord, Automatic Products and Mort Secore, Chicago Coin.

Some of the new amusement machines exhibited included Boxing Machine, Arm Wrestler, a small Sega Periscope and a large arcade model of the same unit, Guided Missile and Fighter Pilot.

Empire's new headquarters at 120 Sangamon encompasses 55,000 square feet. Empire has four branch offices which are also holding or have held showings of the new Rock-Ola.
Tell Graft Expansion Plans; Efforts to Fight ‘Blue Sky’

DALLAS — Graft Vending Supply Co., with sales offices in Oakland, Calif., Houston and Seattle, will shortly expand into other cities for the first time. In a building in one city has been acquired and a man is setting up a sales office there. Salesmen called on city and state officials to see if they could not reveal the new cities at this time. The expansion of Graft Vending, which now has about 30 employees servicing bulk operators over most of the western part of the country, is expected to result from expansion of bulk vending generally, Emmus said. He also said expansion of operators in some areas has increased the efforts of blue-sky promoters.

“The trend in bulk vending is toward a more thorough service of geographical areas, which means more new operators in the tremendous growth in population. We have talked to new operators in terms of covering a route from Dallas to Charlotte, or from San Antonio to Waterloo, Ia., where the square mileage covered by a vendor is being drawn in.

Vertical Expansion

“Many vendors are expanding their routes, too. Where as before they may have been driving through a town and would not take a location a block off their route, they’re now looking around the corner, so to speak. Some operators are selling off portions, or legs, of their routes, instead of going into new counties.”

Emmus said the pattern of vertical expansion, as opposed to vendors developing tremendous geographical areas, means that many more operators can be developed. He also indicated that vertical expansion based on population growth, was a basic reason why blue-sky activity had been stepped up in Texas last year.

Blue-Sky

“Blue-sky has been around for years but we’ve just gotten our share of it now. We were virgin territory for promoters. A main reason is the tremendous population growth, with cities such as Houston growing 10 times in five years.”

Agreeing with others in the industry, Emmus said very few people who are “blue-eyed,” as he puts it, ever continue in the business. “I know of over 1,000 blue-sky sales in Texas last year. We’ll be lucky if we have 10 per cent of these people still in the business.” Emmus did say that some of these best customers, however, started out by buying a blue-sky deal.

“The blue sky approach is not the correct one because it’s based on a get-rich-quick philosophy. I consider myself a good closer and have talked to a number of people who have gone for a blue-sky promotion. Their thinking is different.”

“When I meet them and tell them the truth about bulk vending, they rarely fail to close a sale.”

Citing an example of how former blue-sky victims do develop into profitable vendors, Emmus mentioned a man who visited here last week. “He had just been taken for 10 machines, which cost him over $1,000. I sold him seven reconditioned machines for $150, which nearly doubled his route. This man will likely go on to become a successful vendor.”

Graft Vending Supply Co., formed by bulk vending pioneer Everett Graft, is headed by president Floyd Price. Milton Hampson has been assistant manager. The office is located at 1911 S. West Ave, in Oakland, Bob Sunday manages the Seattle branch, Jim Parker the Houston office and Tom Conner is manager here.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern’s Model 60 produces more profit per dollar of investment. Whether it’s in a supermarket or a super service center, the Model 60 is an operator’s profit package. Simple changes in the brushing and merchandising will allow you to dispense any number of popular items. The Model 60 has the most proof-cast coin mechanism in its field. Extra-wide chute and inter-changeable globe accommodate all popular coin combinations. Model 60’s attractive, modern design is sure to corner profits for you—any location. Wire, write or phone for complete details.

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Say You Saw It in Billboard

SCHOENBACH CO., Manufacturers Representative of Acorn - Ana - Distributor of Machines in Stock

BULK VENDING NEWS

Tell Graff Expansion Plans; Efforts to Fight ‘Blue Sky’
Three ways to be In-Like-Flynn with big earning locations

1. **Wurlitzer Americana II Phonograph**
   Here is the industry's finest example of Class created by a combination of cabinet design, construction integrity, stereo music and all-around superior engineering. Its earnings, too, are in a class by themselves.

2. **Wurlitzer 5133 Wall Speaker**
   Faithfully reproduces the marvelous tone of the Americana II throughout any location. Its beautifully trimmed walnut finished wood cabinet houses a 6½” high compliance woofer and a 3.1” cone tweeter, too!

3. **Wurlitzer Public Address Mike Kit**
   Here's the clincher... it turns Americana II into a location-wide system for paging, making announcements, utilizing singing bartenders, or conducting song fests... all for fun!
Operators

Scottsdale.

matic Merchandising Council, W.

cing, Sheraton Inn, San Francisco.

Oct. 27—Coin Operated Industries of Nebraska, from Town House Motel, Omaha.

America, 18th annual convention and trade show, Sherman House Hotel, Chicago.

Nov. 19—Missouri Automatic Merchandising Association, annual meeting, Plaza Inn, Kansas City.

SPECIALS!

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ROWE 14 AMBASSADOR, COINMASTER, 40c-45c
ROWE 14 AMBASSADOR, AU Coin
ROWE 77 CANDY, COINMASTER
ROWE 77 CANDY, 35c CHANGER
STEELHAUSE 3290 CAN VENDER.
SEEBURG 3 1/2 CIGARETTE
CORNAKE 20 CIGARETTE
ROWE $5 Single Cup COFFEE
ROWE $59 Single Cup COFFEE

WINES for complete 1968 Catalog of Phonographs, Vending and Games. Established 1934

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for three Big Days of the

MOA MUSIC AND

AMUSEMENT MACHINES

EXPOSITION

Friday, Saturday, Sunday — October 11, 12, 13 — Sherman House Hotel, Chicago

Three Days of Exhibits and Special Events

FRIDAY, OCTOBER 11
5:00 P.M. to 8:00 P.M. Exhibits Open
7:00 P.M. to 10:00 P.M. Ladies' Luncheon
9:00 P.M. to 12:00 A.M. Seminar on One Star
5:00 P.M. to 6:00 P.M. Hospitality Suites Open in Evening

SATURDAY, OCTOBER 12
9:00 A.M. to 5:00 P.M. Exhibits Open
11:30 A.M. to 1:00 P.M. Lunch & Membership Meeting
Hospitality Suites Open in Evening

SUNDAY, OCTOBER 13
10:00 A.M. to 3:00 P.M. Exhibits Open
6:00 P.M. to 7:00 P.M. Cocktail Hour
7:00 P.M. to 1:00 A.M. Gala Banquet & Show

Exhibitors from around the world—the U.S., France, Italy, Germany, Japan—representing all facets of the coin-operated music and amusement industries and allied industries.

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

SEPTEMBER 21, 1968, BILLBOARD 61
The
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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 cashbox door is tampered with in any way. It's gas-operated. No batteries, no electrical system. And it's standard equipment.


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.

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A SUBSIDIARY OF TRIANGLE INDUSTRIES, INC.
75 TROY HILLS RD., WHIPPANY, N.J. 07981
Las Vegas Operators Fight Club Competition

LAS VEGAS—Competition from free lounge shows at hotels here, a $50 annual machine license fee and a 3 per cent sales tax are worrying local jukebox operators.

The effects on the jukebox industry are manifold. Keen competition has developed between hotels and jukebox locations, both vying for customers. In either case, the lure is entertainment.

"In order to compete with lounge shows in the hotels," says Steve Smith, of Music Service, Inc., "jukeboxes locations along the Strip are offering a free jukebox." Hotels offer entertainment without exorbitant expense. That has been the major problem," adds Smith. "To keep pace with the live entertainment scene, jukebox locations put the box on unlimited play without pay."

To complicate the situation, too, coin machine locations get the equipment at 'reasonable' rental rates," asserts Smith. "Location owners feel they have to give free play on the jukebox to draw customers away from the casinos and showrooms and into their cocktail lounges."

Although the picture changes in downtown Las Vegas, where there are a limited number of locations, the over-all scene in Southern Nevada is discouraging, according to Smith.

"The jukebox industry is caught between two conflicting worlds—live entertainment and jukebox enjoyment on records," contends another jukebox operator. "Casinos, with their live entertainment, are a full-blown midnight party."

Because Las Vegas is a 24-hour resort, operators must provide 24-hour service on equipment, another expensive overhead. Because locations have jukeboxes blaring non-stop, says Smith, the equipment takes a beating.

Jukebox locations away from the Strip do well, but the action is on the Strip, and that's where the live entertainment vs. recorded music war is being waged. Background music companies, usually an irritant to jukebox locations, also offer competition, but on a smaller scale.

"Tourists are going to the plush hotels and showrooms," claims Smith. "You're not going to rush out to cocktail lounges and bars to hear jukebox music. That's why location owners have got to stop catering to hotel dropouts."

When operators program away from the tourist areas, he says, the music is usually a mixture of sounds, with emphasis on jazz. "The locals play the jukebox," says Smith, "but the concentration, stupidly, is on tourists."

Also hindering the growth of the industry is a machine tax in both the city of Las Vegas and neighboring counties of $25 per machine every six months and a 3 per cent sales tax (State-wide).

"The scene for a jukebox operator here is maddening," says Smith, "and it's not likely to get better."

Chicago Coin's Two-Player Flipper Game

This newest two-player flipper game from Chicago Coin called Playtime includes the Chicago firm's new match number feature, called Top Hat on this game. When three similar numbers line up in the three windows at the bottom of the backglass, bonus values are scored. Other features: action holes kick the ball from side to side as it rolls down the playfield; two side lanes score a special when illuminated; ball saver closes the flippers to keep ball in action; automatic ball lift; three bumper bumpers; illuminated ball count and game over rest to shooter; three individual coin chutes for 5-cent, 10-cent and 25-cent, and adjustable for three or five-ball play.

New Equipment

Las Vegas Operators Fight Club Competition

BY BRUCE WEBER

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**Billboard T.P.L.'s**

**For Week Ending September 21, 1968**

### TAPE PACKAGES AVAILABLE

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<td>The BB King Collection</td>
<td>Capitol</td>
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<td>30</td>
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<tr>
<td><strong>DON RICKLES</strong></td>
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
It Takes All Kinds!

Yes, it takes all kinds of product and a variety of artists to round out a power-packed new release. It takes research, imagination and talent to create each and every album. It takes strong distribution, unusual promotion and pointed merchandising to properly expose this product. It takes aggressive dealers and programmers to carry the message to the consumer.

Take It From Us!

© AUGUST 1968 SEPTEMBER ©
(Phase 2)
BOBBY GOLDSBORO
"AUTUMN OF MY LIFE"
50318

TOMMY CASH
"THE SOUNDS OF GOODBYE"
50337

DEL REEVES
LOOKING AT THE WORLD THROUGH A WINDSHIELD"
50332

JOHNNY DARRELL
"I AIN'T BUYING"
50442

United Artists Records
Entertainment from Transamerica Corporation
### 8-Track in High as Ford And Motorola Renew Pact

**Continued from page 1**

RCA Stereo 8 player, prepack of eight RCA tape cartridges (each)

<table>
<thead>
<tr>
<th>MAX Million Dollar LP</th>
<th>RCA Million Dollar LP</th>
<th>8-TRACK</th>
<th>CASETE</th>
<th>CALENDAR</th>
<th>BEST TO WORST</th>
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<tr>
<td>4 165 163</td>
<td>LOU RAWLS—Best of Capital (No Memo) (SKAO 2406) ($)</td>
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<tr>
<td>59 161 164</td>
<td>FOUR TOPS—Reach Out Motown (No Memo) (S 500) ($)</td>
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<tr>
<td>25 125 165</td>
<td>ERIC BURDON &amp; THE ANIMALS—The Twain Shall Meet Iron (No Memo) (SE 4357) ($)</td>
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<tr>
<td>5 167 166</td>
<td>ERIC BURDON &amp; THE ANIMALS—Every One of Us WGM (No Memo) (S520) ($)</td>
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<tr>
<td>32 138 167</td>
<td>RAY CONNIFF &amp; THE SINGERS—It Must Be Him Columbia (S) 2795 (1956) ($)</td>
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<tr>
<td>72 153 158</td>
<td>BILL COSBY—Revenge Warner Bros-Sound Arts (No Memo) (WS 1689) ($)</td>
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<tr>
<td>5 170 169</td>
<td>JAMES BROWN—Plays Nothing But Soul King (No Memo) (5049) ($)</td>
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<tr>
<td>1 169 170</td>
<td>JIM NABORS—Kiss Me Goodbye Columbia (No Memo) (CS 9620) ($)</td>
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<tr>
<td>46 176 171</td>
<td>WILLIAM PICKETT—The Best of ABC WM 4114 (M); 69 8110 ($)</td>
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<tr>
<td>1 172 173</td>
<td>BUCKY NICHOLSON—One Ear &amp; Gone Tomorrow Columbia EM 9923 ($)</td>
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<td>4 173 174</td>
<td>JULIUS WECHTER &amp; THE DUB MARINIMA BAND—Do You Know the Way to San Jose ABC (No Memo) (SF 1155) ($)</td>
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<td>8 177 193</td>
<td>CREDENCE CLEARWATER REVIVAL Fantasy (No Memo) (REC 832) ($)</td>
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<tr>
<td>1 175 176</td>
<td>MARTY CAST &amp; JIMMIE TUPPEL—You All I Need Tamla 7924 ($)</td>
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<td>24 186 176</td>
<td>RAY CHARLES—A Portrait of Ray ABC (No Memo) (ABCDS 625) ($)</td>
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<td>73 179 177</td>
<td>ASSOCIATION—Teenage Warner Bros-Sound Arts (No Memo) (WS 1694) ($)</td>
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<tr>
<td>261 182 178</td>
<td>ORIGINAL CAST—Camelot Columbia (S) 6540 (No Memo) (5031) ($)</td>
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<tr>
<td>5 181 179</td>
<td>ROGER MILLER—A Tender Look at Love Smash (No Memo) (SRL 47103) ($)</td>
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**Artists:** Title—Label & Number

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<tr>
<td>87 183 180</td>
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<td>1 199 199</td>
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<td>4 200 199</td>
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</table>

**Notes:**
- The studio facility is a large building with a lot of equipment.
- Ford is using an incentive sales program for its new players.
- The RCA unit is used for display and demonstration purposes.
- The drive will continue through October and November.

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### Elektra Sets Back-to-Nature Retreat for Writers, Staff

**Continued from page 1**

Elektra president Jack Holzman has initiated an experiment to record more artists in his Los Angeles studio facility. This experiment will help reduce the spiraling cost of recording.

- Various artists have been recorded in the studio.
- The goal is to lower operating costs.
- Artists are encouraged to bring their own ideas to the studio.

---

### Buddha Disk Theater

**Continued from page 8**

- More sales figures will be checked against the previous month to determine the number of mini projectors to be installed in other retail outlets.
- Sales plans are for 33 more of the units by December and full national distribution in 1969.

- Although Buddah is featured on the units at present it is still an exclusive deal. We feel that any company's records on these projectors will help sell all records. They will help get customers into the store. We've commented Bogart.

- Involves the experiment with Buddah and Cinova's president Ken Bateman, a Sol Garin, vice-president of operations for Metro Enterprises. The initial five stores are Merco-service.
- On the trial run we contact Katz-Singling Orchid Circus, the Five Stairsteps and Cubie and the 1910 Fruitgums Co. are all featured.

---

**9-TRACK**
- Awarded RIAA seal for sales of 1 million dollars at manufacturer's list. RCA seal will be available and opitional to all manufacturers.

**TAPE PACKAGES AVAILABLE**
- The $100 package, valued at $250, will be sold to car dealers for $100.
SEPTEMBER 21, 1968

BILLBOARD

ALBUM REVIEW RANKING

STAR PERFORMER SPOTLIGHT

CLASSICAL

BRAMS: PIANO CONCERTO NO. 1 IN D MINOR, OP. 15

Philadelphia Orchestra

This is the second coupling for these two artists in a few months, a continuation of performing Brahms' piano works. And if once again such equals Triebold & the orchestra, this time in the recital form, it would be a thrill to see two of the best in the world.

4 STARS

(Special Merit)

This year's convention of musical news and reviews is a possibility and would be a good idea for any huge concert music fan. New works of the classical and romantic categories, of music.

REVIEW OF THE YEAR

The year's review will appear in next month's issue.

DECADE OF GOLDEN GROUPS-

Dcember 21, 1968

Forty years after the release of the first Beatles album, the group is still going strong. The Beatles' music has influenced countless musicians and fans around the world. Their unique sound and creative approach to songwriting continue to inspire new generations. This special issue celebrates the legacy of the Beatles and their impact on the music industry. The article includes interviews with former band members, as well as a detailed look at the band's career and musical history. It also features rare photos and footage from their performances and recording sessions. This issue is a must-read for any Beatles fan or music lover.
Roy Orbison sings Roy Orbison.

A winning combination of singer and songwriter responsible for five million-selling singles during the past decade: "Oh, Pretty Woman" "Crying" "Running Scared" "Only the Lonely" and now...

Heartache  K-13991

b/w Sugar Man

There is only one Roy Orbison and he's on

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
YESTERDAY'S DREAMS—Four Tops. Motown TS 206 (5)

With their hit single as title, the Four Tops here have a highly polished collection with new dimensions given standards "chicken pickup." The writing is much tighter than on the album "Summer Breeze" and "By the Time I Get to Phoenix." "Place in the Sun" and "Never My Love" are among the other fine cuts.

COUNTRY

MAMA TRIED—Merle Haggard. Capitol ST 377 (5)

With the album's title tune currently at the No. 1 spot on the singles chart, Haggard is assured of a charting album. A collection of material that should do well among the best are two highly unusual Haggard numbers, "Little Old Lady From Panama," "Foolin' Prison Blues," and "Grenn Green Grass of Home." Excellent and a good single cut is "The Sonnet Side of My Life."
bimonthly rather than monthly scheduling of the NARAS Awards. Guide record program, by which all voting members can familiarize them- selves with potential Grammy nominations at special, prize, and -h, and be entitled to constitute the NARAS award. Nominations committee, in charge of nominees chosen by the members of the Grammy Awards.

N. R. Reps

Representing New York, in addition to Nasarit, were trustees Don Cerruti, John Ham- mond, Brad McCrein, Phil Ra- mone, Billy Taylor and execu- tive director, George Simon. From Los Angeles came King, along with treasurer/trustee Lou Busch and trustees Stan Cowny.

Music Congress Unit Sounds Off

Scoffill Buys

Our Consumer
electronic compr- er and RCA Red Seal execu- ad proponent, explained that record companies, having con- centered in the characteristics of the music without consideration of concert Hall performance.

Scoffill Buys

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electronic compr- er and RCA Red Seal execu- ad proponent, explained that record companies, having con- centered in the characteristics of the music without consideration of concert Hall performance.

CARRidges Make NARM Spotlight

Elektra Gross Seen Up 60%

LOS ANGELES—Gross re- ceive for Elektra and its None- such operation should surpass by 60 per cent last year's figures by the end of the current year.

Last year, president Jack Holm- man said, the gross was up 120 per cent over the previous year, and "we are running at the rate of well in excess of $10 mil- lion."

Holman said his company has always done well with folk, and he was not surprised that nobody knew about it." When the label got heavily involved in what it now considers its new, amplified folk music, the indus- try became aware of the company.

The company's gross has increased every year since stateside, with 12 in the L. A. office.

Pocketdisc's Distrib Set

page color insertions in the comic section of the Seattle Times and additional black and white ads on newssheets.

Other Labels

Meanwhile, additional labels are considering simultaneous re- lease parts with Pocketdisc. The latest are Bell, Buddha, Tetra- grammation and A&M. Dozens of others are in the fold, such as Atlantic, Liberty, Capitol, Warner Bros., Liberty, etc.

Last week Billboard carried the list of product to be made available by Pocketdisc for the test. Since then, additional rec- orders have been added to the list, including various on the Hot 100 chart, as well as many of these are on even higher chart because of regional tastes.


Mercury Record Corp. showed its PAL cassette display stand, which holds 120 pieces. The stands are free with the purchase of 200 cassettes.

Bills & Impact Records displayed 15 new 8-track cartridges and will re- lease more in its next six months, release dates are planned in three months.

George Novak and Joe Kopp, of the Bills & Impact, reported "excellent response" during their presentation with rack jockeys. "In other NARM actions, the action at the tablet level is becoming incredible. This time, it's very good. Rec- ord people are becoming ac- knowledged that, as a matter of fact, they might be something they are involved in.

Display Fixtures Co., Char- lotte, N. C., has seven tape dis- plays available according to Glenn Van Tassell. They range from a rack holding 180 cassettes for $431 to a rack accommodating 226 8-track cartridges selling for $120.

Trade's Artists and Leaders Pitching in to Aid Bafira

Sweat and Tears. The cast of Broadway's "Hair" also performed. Their appearance was on the night of the funeral of Lamont Washington, a member of the cast who died in a fire. Washington was a Scene regu- lar.

During the benefit, which ran Aug. 21 to 25, benefit proceeds ran through Thursday (15), donations of $2.50 or more at the door are asked for. Air- lift of the Bifia Committee in association with the American Committee to Keep Bifia Alive.

All funds were handled through the Capitol Records, New York's daily and under- ground press assisted in pub- lizing the event. The stations: WNEW-FM, WOR-FM, WABC-FM, and WLIR-FM, all Capitol. The press trade also as- sisted.

Paul also used an extensive telephone campaign, which came from Clive J. Davis, presi- dent, to Albert Dean, vice-president for admin- istration of CBS Records; Bob Allard, Capital, the company's director of press and public infor- mation; Arnold Maxin, act- ing president of MGM Records; Harvey Cowan, MGM Records, advertising director; Hal Green, president of Mercury Records, and Ann Tansey, Mer- cury's ad director.
"Chitty Chitty Bang Bang" the most fantasmagorical musical entertainment in the history of everything!

ORIGIANL CAST SOUNDTRACK

Chitty Chitty Bang Bang

United Artists Records

Entertainment from Transamerica Corporation
The Stereo 8 Story
(September)

The little Drummer Boy

We Wish You a Merry Christmas

Christmas with Ed Ames

In Love with You

VALSES MEXICANOS

The Spirit of Christmas

THE LITTLE DRUMMER BOY

Where Is Love?

Jingle Bell Rock

FELICIANO!

The Christmas Carol

VALSES MEXICANOS

The Spirit of Christmas

STEREO 8 Cartridge Tapes

*Manufactured and Distributed by RCA