Billboard Will Hold Int'l Music Forum in Bahamas

By LEE ZHITO

NEW YORK—The Billboard Forum will present its first International Music Conference at the Paradise Island Hotel and Villa in the Bahamas April 20-27. The Conference will be devoted exclusively to a series of educational seminars embracing the global recording and music publishing fields.

The International Music Conference will be sponsored by the joint auspices of Billboard and its London-based sister publication, Record Mirror. The Conference will be produced for The Billboard Forum by James O. Rice Associates, Inc., specialists in executive training and business seminars. The Rice firm produced the Billboard Forum's two Tape Cartridge Conferences, both deemed to be highly significant in the development of the cartridge industry, and the 1968 Radio Programming Conference, heralded as the most important event in its field.

Among the issues to be treated during the April sessions will be international copyright regulations, the universal numbering systems and electronic data processing, international licensing and marketing of records, as well as other issues of common interest to the world-wide music-record business.

According to Hal B. Cook, Billboard's publisher, "the International Music Conference will offer the global music-record industry's leaders the much-needed opportunity to discuss mutual problems, seek their solutions, and keep pace with the needs of the ever-changing world market place."

Con Promoter Out: Noonan

By PAUL ACKERMAN

NEW YORK — The traditional concept of the record promotion man as a " hype" artist solely interested in airplay is in for a revolution. The record promotion function is now closely tied to marketing and sales. It is a complex job, requiring close liaison between a label's national headquarters and the men in the field. This is the view of Tom Noonan, director of National Promotion for Columbia Records.

Airplay is still important, of course. But the promotion man's

Sales on Gift Guides Sport

By JACQUELINE HALL

NEW YORK — Billboard's full-color Christmas gift guide to top-selling recorded product hit the 315,000 titles mark last week, according to Special Projects Director Andrew J. Costa, in charge of publishing the booklet (Billboard, Sept. 28). The promotion man's "The Gift of Music," will be distributed to consumers through retail outlets as a dealer aid in selling recordings as Christmas gifts. Dealers

Disk Cos. 'Decentralizing' A&R; Independents 'Bulls'

By MIKE GROSS

NEW YORK — There's an in-depth re-examination of the staff producer function going on at the record companies these days. Some companies are pruning their artists and repertoire staffs down to the bone, others are leaning toward more deals with independent producers, and still others are making package deals that give the artist the opportunity to bring along his own producer.

The airring of records has become such a personal affair between the artist and the producer that the independent producer or the producer associated with a particular artist has found himself in a bullish market. It's to so many major labels are competing for the same independent producers and are even willing to take them on a nonexclusive basis. It's not unusual these days to find the same producer or independent production firm working simultaneously for three or four top labels. In the absence of the retail market the price for their services has gone up to a point where the advance-and-recovery arrangement can make them all young millionaires.

It's a far cry from the days when ad men like Mitch Miller or RCA ruler the roost at his label (Columbia), picking material for his artists and the producers to

RCA, Purcell Deal on Acts

By CLAUDE HALL

NEW YORK — Gerard W. Purcell has taken over the producing promotion responsibilities of Al Hiri, RCA Records artist, and will also assume the same roles with Eddy Arnold and Hugo Montenegro where their present RCA contracts run out. Eddy Arnold and his conductor Bill Walker immediately began producing country music records for G.W.P. Productions. Also, Purcell is planning to start a label — G.W.P. Records — for all new artists he acquires.

Under a new contract just completed, RCA will provide Purcell with not only a producer

Pocket Discs Into Outlets

SEATTLE — Pocket Disc vending machines and coaster merchandisers have been installed thus far in approximately 110 outlets here by Bill Pennington, sales manager of Consolidated Distributors, who is guiding the test campaign in this market. These outlets are part of the regular record distribution picture here — although many of these outlets had been carrying only albums. Now, however,

MUSICAL THEATRE'S MOST NEARLY PERFECT CREATION BECOMES THE SOUND TRACK ALBUM OF THE DECADE!

FINIAN'S RAINBOW

Original Motion Picture Sound Track

WARNER BROS. — SEVEN ARTS, RECORDS INC

BS 2550

(Continued on page 70)

(Advertised)

(Continued on page 16)

(Continued on page 70)

(Advertised)

(Advertised)

(Continued on page 79)

(Continued on page 4)
THE MONKEES

PORPOISE SONG

AS WE GO ALONG

FROM “HEAD” — A NEW MOTION PICTURE

“Porpoise Song” produced by Gerry Coffin

Manufactured and Distributed by RCA
**WB-7 Parleys Set Sales Ball Rolling**

NEW YORK—George Lee, vice-president and general manager of Warner Brothers-Eastern Artistic, is on the road selling for a sales buildup at a series of sales meetings this month.

In from the Coast for the meetings were Sonny Burke, head of music for format pictures; Billy Sherman, general professional manager; Jack sagas, George du Fresne, Victor Rudin and Robert Schach. All are convinced of the need for a standard and educational operation, and other members of the staff were at the meetings.

New concepts of merchandising, packaging, sales and co-ordinating efforts with the film company were discussed. Also on the agenda was WB-7's role as agents for outside publishers.

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**Nazz Will Cut LP in England**

NEW YORK—Screen Gems Columbia and SGC Records have come to an agreement with the Nazz to record their second LP, a double-record album of original songs, which will be released before the end of the year. A tour of Japan in December is now being discussed for the group, which will follow the first overseas trip for the rock group.

Todd Rundgren, lead guitarist and principal composer for the group, was among the Nazz's sessions in London, Rundgren produced both sides of the group's second album. The band, which also appeared on the group's third album, will be in New York the group's initial LP, Atco Records manufactures and distributes the SGC LPs.

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**Lib's Mendell in 6-Country Tour**

LOS ANGELES—Lee Mendell, vice-president, left Monday (23) on a six-country tour of Liberty and United Artists licensees in Europe.

Mendell will study market conditions and discuss Liberty/United Artists relationships with artists overseas parents.

His schedule calls for meetings in Milan, with Bellis and Italian Film Corporation; Paris, with Pathé-Marconi & Socié; Phonographique; Philips London; London, with Liberty and UA Munich, with Liberty Records GmbH; Copenhagen, with Elkytrical & Musical Industries, and Amsterdam, with Boveno & Attonie Gramophone.

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**Payges in Concerts**

LOS ANGELES—The Yellow Payges, Uni artists, continue on their tour. Performances have been added in San Antonio and Brownsville, Tex., Sept. 19 and 20.

Other dates include Fort Worth Sept. 29; Dallas, Oct. 1; Shreveport, Oct. 2; New Orleans, Oct. 11; Mobile, Oct. 12; and Morgan City, Tex., Oct. 13.

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**CP&W Set Up Publishing Shop**

NEW YORK—Terrry Cashman, Gene Pestilli and Tommy West, producing-soundwriting-recording trio, are moving into the music publishing business.

The move follows the recent resurrection of Doug Minnick (also known as Terry Cashman) as general manager of the ABC music firms (Ampico and Pancon), to devote his full time to the New York firm.

The trio will open shop with a production firm—then ASCAP operations—Bliss Music and a BMI wing, Sister John Music, which is releasing a roster of songs which will be placed in their new catalog. Some of these songs include "Sunday Will Never Be the Same," "Long Ago," the Greatest Love, "I Don't Know," "If You Leave Me" and "I'll Sing the Song That Never Ends."

As a writing-producing recording trio, the group recently represented in the ABC Albums "Bells to Heaven." They also chatted up credits in the Sidney Poitier film, "For the Record." CP&W have terminated their contract with ABC. Future production work for the trio will be handled by a previously independent controller of their operation, who has been assigned to a record label, and the grooming of new talent for Cashman, Pestilli & West Productions.

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**CSC to Produce and Develop Television Program for NBC**

LOS ANGELES—The Campbell, Silver, Cosby Corp. (CSC), parent company of Teleman- nagement, television's largest talent agency, has announced new development and production operations, with the recruitment of Gene Silver, president of CSC.

CSC will produce one half-hour special, "The Bill Cosby Show," in the fall of 1969, with a guaranteed run of two years. A limited number of episodes, if approved by CSC, will air twice a week.

In the special field, CSC will produce a one-hour Bill Cosby special, with a guarantee of one year. It also will produce two half-hour specials based on character sketches involving the actors "Fat Albert" and "Old Weird Harold."

Under the three-phase of the contract, CSC will develop and produce at least one pilot yearly and a feature special every two years.

**Merco Registers Big Gift Rise**

MELVILLE, N. Y.—Merco Enterprises has reported a $163,750 rise in net income for the first half of 1968, compared to $51,113 for the same period last year.

Per-share income rose from $4.28 to $5.18, compared to a $0.36 rise in earnings per share.

Pre-tax income rose $268,750, to $1,000,887, compared to a gain of $625,470, for the same period last year.

At the end of the second quarter, the company had $8,367,728. Per share income was 19 cents compared to 10 cents per share in the same period last year.

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**Bell Rings Up Peak Year in Sales; Registers a 70% Gain**

NEW YORK — Bell Records reported their sales record was set high in its history, with a 70 per cent increase over fiscal 1967. Leading the way, according to BML's Sour to Get Holiday Citation

NEW YORK — Robert B. Souer, vice-chairman of the board of BMI, will be honored with an Annual Holiday Award dinner at the American Hotel, 125 West 41st Street.

Mr. Souer is an important figure in the music industry, having been associated with BMI since its inception and has served as its president and chairman of the board for many years.

Mr. Souer has made many contributions to the music industry, including his work as a songwriter and producer. He has also been a strong advocate for the rights of songwriters and composers.

BMI plans to honor Mr. Souer at its annual holiday dinner, which is attended by many of the music industry's leading figures.

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**New Catalog For Disk Club**

YORK, Pa.—The Record Club of America has released a new catalog for its disk club. The new catalog includes a wide variety of music, ranging from classical to contemporary, and is available for $39.95.

**Village' to Be Film Theme**

NASHVILLE—"Harper Valley PTA," million-selling Plantation Records single, will be the basis of a full-length movie, it was announced last week by Leon W. Elkin, president. Tom T. Hall, who wrote the song, has already directed the story. Hollywood writers will handle the screenplay.

The film is the first of a series of movies of a new Shelley Single, "Harper Valley PTA," for NBC television. The movie will be produced and directed by producer Paul Marshall of Marshall and Morris, New York. Production on "Harper Valley PTA" will start in the fall and will be completed in time for the fall season.

The soundtracks of all the movies will be either on Plantation or the label's other label, SONS International.

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**ASCAP Income Is at Peak**

LOS ANGELES—ASCAP income was set high for the first eight months of this year. Coasts were in the range of $33,406.490, with $34,360,158 in total income, $154,384 from membership dues and $42,991 from financial investments.

Membership includes 3,352 publishers and 4,750 songwriters. In the past six months 135 publishing companies and 454 writers joined the society.

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**USA Names Distrib For The Northwest**

GREAT FALLS, Mont. United Artists Records has added a distributor to the Northwest.

Music Service Co., located here, will handle all of the company's product, including its new line of Latin, Country and Western albums, plus all of the company's new releases.

Music Service Co. has a long history of success, having distributed many successful records for the company.
Isle of Man Urged to Go to UN in Bid to Beam Radio Power to U.K.

By GRAEME ANDREWS

LONDON — The Isle Of Man government is being urged to seek United Nations help and even possibly an interna
tional treaty to help force the United Kingdom to transmit the power of the commercial Manx Radio service to cover the United Kingdom.

The island claims that Britain's refusal to permit a step
up in power is restricting the property of the dependence. The latest dispute follows the rejection by the U.K. postmaster general of a request from the Isle of Man radio request at a meeting in London to discuss the constitutional relationship between the island and the U.K.

He insisted that all broadcasting stations in the country must be controlled by a public authority assembled by the government and also claimed that the advertising revenue the island would gain from broadcasting throughout the British Isles would have to be paid for indirectly by British citizens.

Recovering This Month

That is the way the present, Manx Radio covers only the Isle of Man. The station was set up in 1992 with the consent of the U.K. Tory government which also gave approval for the station to carry advertising. The Manx Broadcasting Co. Ltd., has approached the Manx Radio service to broadcast to the island.

Taylor Month: Oct. 15-Nov. 15

At A&M; Big Promo Is Slated

LOS ANGELES — A&M has scheduled a 15-city, 20-station Taylor Month, with three albums set for national exploitation. The Taylor Month promotion will include print and broadcast media, is the first such emphasis for the New York-based contract producer, who has been an exclusive signee of A&M since June 1, 1967.

Taylor's forthcoming LP released by the new late Wes Montgomery and Richard Barbury. Taylor's catalog of LP's re
corded under the banner of his CTI label, are not involved in the campaign.

Taylor has been A&M's chief source of jazz musical activity, launching Montgomery into the popula
tion realm. Among his other acts are Paul Desmond, just now recorded, plus Al Add, Nat King Cole, Anthony Braxton, Antonio Carlos Jobim, Herb Mann, Tree, and other young artists. The latterDJ's, de

Mystic Moods Going Mod

LOS ANGELES—After five chart albums of lush instrumen
tal mood music, the Mystic Moods will alter its sound to a more direct, rhythmic approach.

Brad Miller, president of Mobile Fidelity Records, says the band's seventh album, to be released in November, aims at Top 40 and contempor
ary stations, and will make a good ap
tual to easy listening outlets.

The departure from lush in
tstrumental mood music is not, however, subtle, utilizes a rhythm

Pocket Discs Into Outlets

• Continued from page 1

they carry both albums and singles. Pennington's next move will be to secure many more out
clets, including locations which heretofore have not carried records.

In about one week, early sales figures are expected to be available, which give an ini
tial projection of the extent to which the Pocket Disc campaign may influence the records mar
ket.

The vending machines each carry a total of 500 records covering 20 selection. Count
try, rock and rhythm and blues, blue
good, jazz, soul and R&B, rock, etc.

Dealer excitement is high. A major drug chain asked for Pock
et Discs for all its stores de
spite the fact that the chain never carried records before.

Peace Ribcin River in A Distrib Search

NEW YORK — The Creme de Cassis is a detergent for a record of a song. The group's debut disk, "Sunsight of Your Love," was recorded two weeks this week and will be certified by the RIAA. The Creme earned gold disks for their LP's, "Dolnite Gears" and "Wheels of Fire."
A New Time-A New Day.
A timely new album. Shipping this week.

THE CHAMBERS BROTHERS
A NEW TIME—A NEW DAY

A New Time—A New Day
Where Have All The Flowers Gone
Sitting On The Dock Of The Bay
I Wish It Would Rain

What could be more perfect timing for The Chambers Brothers' new album? It comes hard on the heels of their fantastic rise on the charts with the great single "Time Has Come Today" from their first album, "The Time Has Come," which is also exploding. For The Chambers Brothers their time is NOW. On Columbia Records.

*Available in 4-track and 8-track stereo tape cartridges and 4-track reel-to-reel stereo tape.


**Action Talent Nutruting New Acts From Talant Cradle to the Groove**

**By ED OCHS**

NEW YORK — Betty Sperber’s Action Talent, a year-old firm that represents 15 acts, filed its first New York “dressed, pressed and professional” Rock group roll sheet, swelling their total client list to over 54. The recent addition of Jim Arnold, former President of Blue Book, and John Lombardo from Premier Booking has increased Action’s house staff.

The days of the hit record—only major show is over, claims Sperber. “No longer is it necessary to have a chart hit to find some acts offer the other way around, being a good record, we’ve done it.” In addition to new acts, Action also boasts the impressions of New York’s Five Stairs and Marvelettes on the singles charts.

Karen Fish, Linda Rosenthal & The Stone Pones are in the pop field, as are Guitar and the Gumb Machine, Peppermint Rainbow, the Younger Society and the Brooklyn Bridge.

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**Executive Turntable**

Larry Coleman has been appointed managing director of the International Office of Edward B. Wood Music Corp. and its subsidiary firms. Coleman plans to bring into the firm’s fold new writers with contemporary material, as well as to continue the exploitation of the firm’s catalog.

For the past five years, Coleman headed a division of the Richmond Organization known as The Latin Circle of Europe. In the theater department, Coleman signed the Richard Adler/Brace Jay Friedman musical property, “A Mother’s Kisses.” Coleman, a former pianist and jazz musician, is also in pop production and has signed some acts with such songs as “Ricochet,” “Changing Partners,” “Papaya Mambo” and “Just in Time.” He was also the manager of Trio, a popular trio publishing operation and vice-president of Billboard Music Corp. Coleman was general professional manager of Joy Music before joining TRO. In addition, he has been active in personal management, representing Lonnie Jordan, Bigalack Jordan and others.

William A. Mack has resigned as president of Audio Devices, Inc. Glenn E. Wallis, board chairman and chief executive officer of Capitol Industries, Inc., parent company of Audio Devices, is Capitol Research’s new management group that will guide Audio Devices.

Stanford Snyder has been appointed sales manager of Columbia Records’ San Francisco office. Snyder will be responsible for all sales and distribution activities. Stanford, who has been managing the firm’s sales and distribution department, has been active in personal management, representing Warner-Tempest, Donnat and Scott.

Lee Zito, editor-in-chief of Billboard, has been appointed associate publisher of the magazine. In addition to his new duties, working with Billboard’s publisher Hal B. Cook, Zito will continue as an associate publisher of Billboard.

Gil Matthews has been named eastern sales manager for the Creative Products division of Columbia Records. Mattheis, who will be based in New York, will be responsible for all sales and advertising campaigns.

Ron Weisner has been named as general manager of Kama Sutra Records. Weisner comes to Kama Sutra after 18 months as Verne’s national promotion director. Prior to that, he was promotion representative for MGM’s New York distribution outlet, Metro Distributors.

Michael Gadigian has been appointed marketing manager of Premium Sound. Gadigian, who was with 3D, will be responsible for the development of new products and sales of the JBL, JBL Super 8 products in the Premium and Incentive Programs. He has been associated with the firm since 1961, and has been active in the manufacturing industry, retail, and premium sales.

Rick Taylor has joined Minneapolis Continental Artists to work in the club and department. Taylor was previously with the Arnold Agency in Atlanta and Premier Talent in New York.

Hy Gold has been promoted to general professional manager of Kaskat Music. He formerly headed up National Enterprises Corp., the talent management firm of Kasenetz-Katz Associates, who was responsible for signing the legendary Nordy Knight and Professor Morrison’s “Lollipops” to Super K Productions, the record production firm of the corporation.
Chartbusters!

Joe Tex

Archie Bell & The Drells

"YOU NEED ME, BABY"

Dial 4086
Produced by Buddy Killen

Atlantic 2559
Arranged by Bobby Martin
Produced by Gamble-Huff

"DO THE CHOO CHOO"
Monterey Jazz Festival: Fuzzy Sound and Very Little New Fury

By ELIOT TIEGEL

MONTEREY, Calif. — You had to look hard and listen even harder to discern something special about the third annual Monterey Jazz Festival, Friday-Sunday (20-22) at the Fairmont, where the worst sound system imaginable was the main event. The first night was a washout, the second and third nights were washed out by the rains. The actual music was nothing to write home about.

The worst sound system imaginable was the main event. The first night was a washout, the second and third nights were washed out by the rains. The actual music was nothing to write home about.

Monterey's solid reputation as a jazz festival, nonetheless drew the expected crowds. The reports grossed for the five concerts were about $147,298, built on 34,883 admissions.

Musically, the performers dished out music which could be heard in their nightclubs or small concert halls. The search for new compositions which generally marked previous festivals was sorely needed. There were some significant reunions — Mel Torme worked with a deitzy Galloway and Billy Eckstine reunited with Earl Hines. The tuxedoed group, Durham, had the better sound quality, but the main performances were cathartic. Torme and Hines seemed to work well in their own distinct ways. The performances achieved by the tenor saxophone trio of Craig Hundley and the Brazilian Paulinho at (both of whom worked as instrumentalists and vocalists) a special treat for West Coasters. Torme's show was well received, expert feeling for rhythmic propulsion—a major factor in the Bandleader."The Man of the 1960's Support came from a 10-piece band. Torme closed out the bill by singing four songs with the Count Basie band. The audience had been very diverse, but the efforts just scratched the surface of the material, and when guitarist Mel Brown joined in as a guest soloist, the bassist and drummer combined to slaughter Brown's playing with lack of coordination.

Blues heaven, for whom the blues have been his professional stance, was in fine voice on "Been Mean to Me," "Go to Chicago," and he actually supported the crowd dancing and singing each other.

By the time Muddy Waters and his sextet plugged in, the audience was juiced up on rhythm and blues. Waters' turn was pedestrian, with even the vocal solos of his pianist. Olive Brown, his bassist, was still out of step with the attention shifted through the crowd to the master of ceremonies. Mel Brown joined in as a better groove when he joined (Big Mama) Willie Mae Thornton's quartet before the Monterey flavor made her entrance. Unforseen, Mamma's voice was a bit hoarse and her repertoire had been worked over by her in previous festivals. Still, her voice roused the audience to react with dancing, especially on "Wade in the Water." George Smith, her harmonica man, proceeded to introduce the audience to the sounds of his solo. B.B. King, who was in the middle of the concert, failed to show up on time. And new arrivals Duke of Tango, never appeared to make his festival debut.

The show closed as the low point in the festival's history. Horrible mixing irritated the Modern Jazz Quartet, whose sensitive music deserved better than the stiff sound. The guitarists, the Eric Tate, but the George Duke Trio, couldn't even get a note to play, because the notes were dead. General Manager Frank Hahn apologized, but the audience booed. This lack of sound coordination was a major problem in the reproduction of Freddie Green's rhythm guitar in the Basie Band, which boomed out over all the other instruments on the previous evening.

The Enotes, calling themselves the Third Wave, were finally presentable. They were a style which showed potential of forming a good harmony group, with emphasis on scatting. Compact Mcale, the evening's leader, had a cappella with her own quartet and with the Don Ellis band, the latter offering a sad commentary on the charts following its own foray into the scatting business. This reaction indicated quite clearly that she is the queen of scatting, which Mordy, with precise, delicate intonations of scatting, pawed "I've Got You Under My Skin" to "For Once in My Life."

Sunday afternoon's program offered the interesting teaming of Bill Plummer on saxes and Mike Winters on piano with the Gabor Szabo Quintet. The overall sound was excellent, with the saxes drawing, hypnotic music than inspiring sounds. Five vibraphones, accompanied by the Military, were the brightest of the afternoon. The participants were Red Norvo, who drew the biggest cheers for songs such as "You Need Me," Billy Eckstine and his quartet were Gary Burton, Bobby Hutton, Cal Tjader and Milt Jackson. The band members were organ, Butterflies and the other voices of Mel Brown and Billy Eckstine on drums, with Gabor Szabo conducting his own band, and an 18-piece choir at the symphony orchestra. Sunday night drummer Paulino and his quartet added a touch of Brazil to the modern jazz sounds. The group was offered by the quintet of Cal Tjader, the leader, with Redmond Tom Scott and fresh birds formed in the progress of the program, the flute and organ on a program of standards and originals. In making his Monterey debut, William Eckstine, the evening's host, disarmed the audience with his expertise in working through four old songs with his former boss, Earl Hines. Then Hines becketed a full band. "If I Love You," and the Count band Bud Johnson and Gillispie, with Eckstine, worked with Paulino's Hines band. Eckstine sang six more numbers, and the band was still going high, but for "For the Love of Ivy" and "Prelude to a Kiss." As a result of this year's show, Monterey has some soul-searching doing to...
Sock's the word!

JACK JONES
"ON MY WORD"
c/w "The Way That I Live"
#9639
A new rockin' single.

www.americanradiohistory.com
Executive Turntable
* * *

Bob Phillips has been named production manager for Billboard Magazine. He will be assisted by Rudy Ford, who has been named associate production manager of Billboard and production manager of Vend Magazine.

Kenosh R. Johnson, vice-president and director of sales for Packard, has been promoted to divisional sales manager. He has been appointed senior vice-president. Bernard Denberg has been named vice-president and managing director of the home products division. He retains his position as director of advertising and director of operations.

Dave Peters joins Supreme Records, Glenendale, Calif., as production manager. Gay French, formerly assistant at Beechwood Music, has been appointed managing director of Mr. Bones Music Publishing, Inc. Paul Allderman has been named deputy manager of New York operations of the Mike Merrick Co.

Zachary Glickman has announced his resignation as executive vice-president of George Stolper and Associates. He intends to form his own management and production companies and, in negotiations, are already underway between Glickman and several manufacturers.

Allen S. Gottlieb has been appointed controller of the business management division, the firm, which includes the Cowells and the Mothers of Invention.

Gabor Szabo's latest release for the Monterey label, "Golden Gate," is one of the finest jazz albums of the season. It features the guitar work of Gabor Szabo, who has become known for his outbursts of virtuosity. The album is a must for any jazz enthusiast.

FCC Plans Tougher Rule On Rights of the Networks

WASHINGTON — If independent producers of music-related TV shows seek to gain more access to TV networks' prime-time hours, now is the time to start looking at their arguments' management against network-owned production companies. The FCC, for its part, is monitoring the situation closely.

Keneth R. Johnson, vice-president and director of sales for Packard, has been appointed senior vice-president. Bernard Denberg has been named vice-president and managing director of the home products division. He retains his position as director of advertising and director of operations. Dave Peters joins Supreme Records, Glenendale, Calif., as production manager. Gay French, formerly assistant at Beechwood Music, has been appointed managing director of Mr. Bones Music Publishing, Inc. Paul Allderman has been named deputy manager of New York operations of the Mike Merrick Co.

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Talent

SPOOKY TOOTH, SUNSHINE SHINE

NEW YORK—Spooky Tooth and the Sunshine Company scored at Steve Paul’s Scene in their first sets on Sunday (2) with their sharply contrasting styles. The former, an English group, used strong amplification and instrumental displays and a different use of two lead singers for its effect, while the latter, a Los Angeles group, generally went for softer sound and blended voices with elements of folk. Both units were making their only New York club appearances.

Spooky Tooth’s vocal deployment was best illustrated by its set at the Café Trocadero (4/14). "Getting in" began in slow blues mode and reminded the audience of the Bee Gees’ hit pianist Mike Harrison in moving into a harder style. About midway through the set Mike picked up and the vocal switched to organist Gary Wright, playing a more highly amplified voice.

The set was full of all that. Then the number went soft again and Harrison, positing a more individualistic voice, again took over, holding the lead as the volume increased before a soft ending with Wright.

The key leading Christmas-music-inspired music of the year was most prominent in an extended "Too Much of Nothing," which ended the set. But both showed good musicianship. Groovenco’s musical talents were evident throughout the evening. Even this number had its unusual elements, such as the use of its instrumental concentration rather than an alternating of key intensities.

Drummer Michael Keille and bass guitarist Greg Ridley were solid, and the band opened with Spooky Tooth’s Bell single “Sunshine Help Me.” Another number where Harrison and Wright alternated vocal lead was "The Man I Used to Be," a Web- strong, a powerful selection.

The Sunshine Company was a new group at the Café. Their Records’ quintet featured two tambourines, the standard saxo and Mary Nance, combined forces with solid instrumental backup for a bright sunshine performance.

The group also went country blues in their last single “Willie Jean,” which included good blues guitar by guitarist Doug Mark. Mark and bass guitarist Larry Sums occasionally played a two-guitar front, and it was Marcuse and Miss Nance who carried the vocals.

In addition to "Willie Jean," the group did two other numbers from their latest album, both top selections: “She’s Got So Many Interesting Lyrics and ‘Let’s Get Together,’ which built from a soft beginning with drummer Mere Bregante using mallets on the

Checkmates Make a Strong Return on Coast Circuit

LOS ANGELES — Checkmate, featured at both Los Angeles clubs after two and one-half years of working the Nevada circuits, made very strong impression at their Century Plaza dinner engagement.

The action-packed quintet’s performance includes a number of oddities. As a mainstay at L’ovin Feeling and Sunny. The Checkmates are a visual act which consists of a man which bounces bouncing around the stage, jok- ing with the audience. Sadly, the Westside Room unfortunately did not have a raised stage, so much of the audience only gets half a view of the group, which works on the sunken dance floor.

The concept behind the act, as Checkmate singer and Stevens explains, is to create a house party in which everyone participates. Participation in the act involves rhythm and blues with the added addition of some dancing. There is also a down home singing by Stevens and Sonny Charles, the organ- er, and fading bassist Louis Smith is the comic. He also sings and dances well. The guitar playing of Harvey Tros and fender bassist Bill Van Bus- sel, who also sings, is good and don’t go overboard with amplification. A 10-piece brass section augmented the Check- mates, adding good fills behind their own happy harmonies.

Goss LIT TIEGEL

Hampton Putson A Show All by Himself at Club

NEW YORK — Vibraphonist Lionel Hampton, a genuine jazz original, opened the Plaza’s 9’s Tuesday night at the Plaza Gardens. The band, which included some familiar sounds. Hampton has his "Inner Circle" group which includes "40,000 Headmen." Alto and tenor saxo- phones were predominant in the act as a setting for the mighty swing of the band.

Hampton confirmed himself to known material—a couple of straightforward blues, standards and a version of "Avignon" that had Sketch Henderson playing a first-rate vocal on the horns.

Answer: ecstatically, particu- larly to Rich’s own drumwork. Served in the middle of his band, Rich sparked the outfit like a

Traffic Travel on Bumpy And Separate Musical Road

NEW YORK—Despite being highly touted, Traffic, playing their first U. S. date of their current tour at the Fillmore East for the first and last Friday (20), the enthusiasm of the sparse audience did give the group a chance to show off their songs. In the last public date was the Sunbury Jazz Festival in Britain over a month ago.

Lack of togetherness in the group which had Dave Mason sitting in on vocals in the line-up was added to by amplifier trouble. Chris Wood’s tenor saxophone work was rendered inaudible in sev- eral numbers.

Traffic traveled through familiar material—"Fantasy," and extended version of "Feelin’ Alright," which was a hit for Santana. This was full of the white blues singers. Also included was a double-guitar new single, "Feelin’ All Right."

But, in all, it was an off night for one of the U. K.’s most prominent groups. The Staple Singers were very much on, however. With- out bars of amplifiers and complicated equipment the four strong Sixes gospel group demonstrated how easy it was to get swinging in a light and subtle way. Alternating up-tempo fizzes- 

Patti Page Returns to N.Y. With Ease of Pro

NEW YORK—Patti Page returned to the scene Tuesday (22), after a four-year absence, with a repertoire of songs that have sparked the audience to do the same. In back of the Staple’s leader was a modified their approach—throw- ing in a bit of "Little Green Apples" and "Gentle on My Mind" disk as a hold on a following that began building with "Better Than Love," she seemed to be at ease for the "easy listening" performance that was a hit.

Patti Page has been a long-time one, conduc- tor Rocky Cole and drummer Jimmy Lee Owens orchestra and made the music fit the performer.

Vivian Reid’s Star Is Shining

NEW YORK—Vivian Reid is going to be a big star. In her act at the Living Room, she is looking right at the American’s Royal Box. She was handily booked in the act at the Manhattan theater and she had just enough arrangement as Vic Schoen, Don Costa, Bill Holman and Billy May custom-build her rep-ertoire. It all added up to a pretty audio-visual picture.

Her singing, which includes, of course, her "Gentle on My Mind" and "Little Green Apples" and her trade-mark, "Tennessee Waltz," is comfort-able and secure. There’s no pressure on her and the audience, and she sings through such varied standard items as "The Thrill of It All," "(I’m Gonna) Be a" Little Dream of Me," "That’s Rainy Day," and "Waltz in the Twilight," and even "High School Girl," is another example of her zesty and fresh approach to music.

HANK FANKO

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12 OCTOBER 5, 1968, BILLBOARD

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JOE SIMON
HAS ANOTHER TOP TEN HIT
"MESSAGE FROM MARIA"
(2617)
Mann Unwraps Big Solid Surprise Pkg.

NEW YORK — Jazz flue player Herbie Mann unpacked his new bag on Tuesday (17) at the Village Gate, Greenwich Village. And to those used to seeing Mann in the framework of his small group, the package was startling.

The Atlantic artist had half a dozen violins, some cellos, a hard driving saxophone and trumpet section, as well as a neat ensemble of drums, piano, and bass. The result was a set full of jazz and its related forms, but also an indication of the thinking man's pop and the jazz worlds.

Another small group to emerge from the Village Gate was the Roy Ayers outfit, led by Ayers on vibes. Their Atlantic album, "Soul Disandro," is featured in their sound—was also preceded by Mann.

The set was titled "The World of Herbie Mann," an interesting insight into his ideas about jazz and certainly an evening that had a lot of thought put into it. Not just another blowing session by any means.

Filled out the bill was comedian David Steenbark, almost a Greenwich Village regular, who has recorded for Uni.

And to make the whole Village Gate a complete Atlantic wrap-up, pianist-singer Mose Allison was appearing at the Top of the Gate.

IAN DOVE

Attorneys Set Fairlead Mgt.

NEW YORK—Fairlead Management Corp. has been formed by Carole Lawyer, Malcolm Bennett Glotzer. Their management careers began when Glotzer and Lawyer formed the Blues Project, which included Steve Katz, Dennis Katz brother.

When part of the group split off, Glotzer, Steve Katz, and Dennis Katz took over management of this group, which included Steve Katz, as well as the remaining members. This group eventually formed Fairlead Management.

Another Blues Project split brought in their firm. Fairlead also manages Proctor Hill, Rhinoceros, the Charles, David Blue, Dave Van Ronk, Tom Rush, Eric Mer- cury and Bob Newhart. The film, which is specializing in contemporary and folk acts, has offices at 127 W. 57th St. Here, Billy Smith Associates is handling the public relations.

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Campus Dates

Van, via the Beatles—an indication of the coming-together of today's thinking man's pop and the jazz world.

O.C. Smith Comes on Big

O.C. Smith is finding favor with both black and white audiences, thanks to an Auditorium date with comic Bill Cosby. O.C. Smith, who displayed a varied stage repertoire that ranged from folk to pop to an r&b version of the country hit, "Sea of Happiness" Holmar Theatre.

Smith must be compared with early Billy Eckstine. He also shows the influence of Joe Williams, especially on numbers such as "Ain't Nobody's Business," "I'm Gonna Get Along" and "Young Lovers." And in "The Sun Will Rise," Smith swings into his version of "The Sun Will Rise," sung and accompanied by the band, in a Jefferson style.

Of one his more poignant numbers is "You'll Be Mine," a ballad dedicated to his mother, "Honey" and "That's Life." These are often heard in his show.

Spooky Sunshine—Continued from page 12

symbols before switching to sticks for the drums.

The Sunshine Company opened with their hit "Back on the Street Again," which set the pace. Their top notch band was "Better Lovin' Man." Other group members were "Here Comes Rainy," and "You Don't Know What You're Missing." The complex structure of the song is due to a change since Miss Nancé is reportedly married.

Folk singer Hal Waters was usual, gave a tepid performance in his "Pork Chop Triage," with "How About Those Grits" a "How Much is That Dog" and "How Much is That Cow on Wood," done with clicks. "The Girl From Ipanama," and "Frankie's Lament," were among the other good numbers.

FRED KIRBY

Nancy Wilson at the Grove—On Again, Off Again Act

O.C. Smith, for the second time in a year, stopped on his band at the Grove. He was unable to do his regular show.

Lionel Hampton—Continued from page 12

not-too-successful attempts to rekindle his "Chickens" ("Chickens""). "Grazzy Greens"). He introduced Stella Mars to sing a ruffled "Speak Low" and "Theme From Black Orpheus," and Pimino Jones, who did a snappy job showing Joe Williams-type blues.

But it was really dressing for Hampton's own work on the "Exile" album. A solid blues on the slowest of slow ballads even in his usual Charley Patton style. The last song was a bit of a disappointment, something that singer Annette Sanders and the Moodie Alex- anders song, which by the time he finished, was quite the hit. He was unable to do as a "Small World," "Crazy Butterfly" and "Peace of Mind," a hit. Miss Wilson warmed up with "I'm Gonna Lose My Mind," "I'm Gonna Lose My Mind." She hit the mark with "I Can't Stand It," with its slow, rocking, jazzy but simple."Black Is Beautiful."

Her arrangement of "The Felice Who Live on the Hill" was well handled. Miss Wilson's voice was a forceful, beautiful one, but the re- sponse was immediate admiration.

Gone from her repertoire are several trademarks, including "Black Is Beautiful." Miss Wilson's audience was enthusiastic and receptive. In fact, she was applauding her every move and song that they probably didn't notice the few flaws in her act.

BRUCE WEBER

OCTOBER 5, 1968, BILLBOARD
RED FOLEY

A TALENT THAT WILL LIVE FOREVER.

DECCA RECORDS
A DIVISION OF MCA INC.
Potential Tape Outlets Mayhem

By EARL PAIGE

NEW YORK—The dramatic growth in the number of department stores, discount houses and automotive outlets during the past 10 years dramatically demonstrates the importance of such outlets as retails of tape cartridge and playback equipment. A nationwide study of retail outlets, just completed by Audits & Surveys, Inc., shows that department stores have doubled their number of outlets that supply outlet stores also show dramatic gains. Equally dramatic is the evidence that Americans are increasingly more mobile with heavy reliance being placed on convenience and availability of supply. The amount of retail establishments involved primarily in selling, servicing, repairing and replacing home entertainment component has risen from 1,607 in 1958 to 3,233,780 today. This is unmatched by any other retail category.

In contrast, radio-TV outlets dropped from 16,761 to 11,440 during the same 10-year period. Last year 1 year, 17,944 outlets were engaged in the direct retail sales of music and record stores and including household appliances and radio-TV stores dropped from 48,259 in 1958 to 25,80 in the study period.

Equally significant is the rise in the number of gasoline station outlets which figure to eventually be involved one way or another in the tape picture. This type of outlet rose from 169,700 to 212,250, even though auto dealers dropped 60,500 to 63,886. While 72,000 stores have "vanished," according to the report, and the store-to-store ratio has doubled, there are now 70,010 department stores, as compared with 3,457 10 years ago. Discount stores have swollen from 2,100 in 1966 to 3,100 today. Auto stores went from 29,112 to 21,148 in the study period.

The number of stores amounts to over 4 per cent during the 10-year period. The store-to-ratio people has gone from one for every 87 people in 1958, to one for every 115 people today.

Variety stores now number 23,540, showing a drop of 750 in one year but exceeding by more than 2,500 the number in 1958. Camera outlets rose to 4,130, from 2,007 in 1958. Novelty, souvenir and gift stores number 13,650 as against 13,987 in 1958.

Liberty to Set Tough CARtridge Warranty

By ELIOT TIEGEL

LOS ANGELES—Liberty Stereo Tape is striking out on its own as a manufacturer and retailer in the tape cartridge field four years ago. Earl Horowitz, Stereo Tape's general manager, says that the cartridge field will be "hard to conquer" for catalogue mail order. He estimates that the cartridge field is 10 times the size of the cassette market. Liberty has been in business since 1964.

"We have been taking back tape cartridges without any hassle," he says. "They've been bad, dirty, stretched and cut." Horowitz says manufacturers have to accept partial liability, but that means of getting an entire new tape, the cartridge will be repaired.

The warranty policy is Liberty's number one selling point. Liberty is responsible for the return of the cartridge field, Horowitz says. Liberty's policy is "no hassle." He estimates that the cartridge field is 10 times the size of the cassette market. Liberty has been in business since 1964.

Tape Duplicators Invade Canada

By HANK FOX

cartridge duplicator to enter Canada (and now the country's largest) has just released Canada's first French-Canadian cartridge titles.

Functioning initially as a loading and packaging operation (the tape will be duplicated in Liberty's plant in Canada and shipped to the Canadian market), French答应 Oui (Oui, a quintet of tape) is located in London, Ontario, which is southwest of Toronto. Within 30 days, Stereodynamics of Canada will have moved into a new 17,000-square-foot plant with full duplicating facilities.

Steroindent of Canada, in addition to duplicating and marketing product for some 21 labels including seven French-Canadian firms, also custom duplicates for three of the major U.S. labels.

Working six days per week in three shifts per day, Stereodynamics, a division of Sony, will be able to meet the demands of the Canadian market as well as the American market.

Ampex of Canada, in its efforts to bolster tape cartridge sales, is attempting to motivate the Canadian press into more actively reporting on new tape releases. The company has thrown several press receptions for its news on cartridges, and according to an Ampex spokes-

woman, all major music reviewers have been provided with cartridge players to review tape releases.

20% Duty

By producing cartridges in Canada, Ampex hopes to lower the 20% tax on imported finished products. Ampex feels that the Canadian government is able to bypass the 20 per cent Canadian import duty. The 20% tax is levied on the fair market value (retail price) of the cartridges. In this way, local duplicators avoid paying duties on royalties, which are included in the fair market value.
Long John Baldry

When The Sun Comes Shining Thru

B/W WISE TO THE WAYS OF THE WORLD  A&M 974
GRT Opens Store in L.A.—To Be Used as Test Laboratory

LOS ANGELES — General Recorded Tape (GRT) has opened a store, the Tape Deck, and will use it as a "test laboratory" to gather marketing data. The retail outlet will sell selected quantities of GRT and competitor tape and associated products, including equipment from Bong-Warner, Automatic Radio, Noroco and Circom. The Tape Deck will sell 4 and 8-track cartridges, cassettes, reel-to-reel and GRT's four-tune cassettes. In addition, it will sell and install auto and home tape players and accessories.

"We have felt for some time that manufacturers of pre-recorded tape are generally too far removed from the consumer," says Alan Bayley, GRT president. "We need more insight into the public's demands in pre-recorded tape products, and we decided the most effective way to gather information is to be involved directly with the consumer ourselves."

The store will be testing sales techniques, merchandising ideas and trying to solve retail problems such as open exposure of cartridges and theft, says Herbert Hershfield, GRT sales manager. The retail test laboratory will study traffic flow in the store, packaging and effectiveness of point of sale materials.

Hershfield says the outlet will not discount, and although it will be a test laboratory, it will compete as an independent operation with other retail tape stores in sales, marketing, in-store promotions and merchandising.

The Tape Deck, in Los Altos, Calif., is 3,000-square-feet and will have an inventory of 7,000-10,000 tapes in all configurations.

Lynn Augustine, manager of retail operations, will guide a staff of 10 in the location.

Los Altos was selected as the site for the Tape Deck because it has drawing power to about seven neighboring communities with about three-quarters of a million population, according to Hershfield. The area also covers all social and economic levels, he says, thus giving us a good testing ground.

New Tape CARtridge Releases

PLAYTAPE

ABC
B. R. KINGS-\"Little\" CEP 0084
The Best of the Euphoniums CEP 0073

Capitol
The Best of NANCY WILSON CEP 0079
The Best of the GAYE BROTHERS CEP 0074
The Best of FRANK SINATRA CEP 0075
LOIS ANNE-You've Gotta Be My, CEP 0074

DORCHER, PICKERING, SERVICE, CEP 0073

MGM
The Best of Wes MONTGOMERY, Vol. 3; CEP 0080
ERIC BURDON & the ANIMALS-Every One of Us; CEP 0081
RINGO-\"Papa\" CEP 0081

Motown
MARVIN GAYE-\"THAT'S THE WAY LOVE IS\" CEP 0082
MARVIN GAYE & THE SUPREMES-Love Machine CEP 0082
Marvin Gaye in the Grooves CEP 0073

TASCH, EDDIE-\"Amazing Tape Deck\" SMOKY ROBINSON & THE MIRAKLES-\"You\" CEP 0072

Veve
FRIENDS & LOVERS-Rush Out of Darkness CEP 0071

Warner Bros.
THE MAISON WILKINSON Phonograph Record; CEP 0074

TRIN LOPES-Welcome to Train Country CEP 0071

MERCURY
FRANK ZAPPA'S Greatest Hits; CEP 0075

Fantasy
A Time for Us CEP 0074
PETER LAZAROFF CEP 0073

VEVE
The Three - A Tour de Force CEP 0072

MARY HANNAH & THE PIPS-\"Feelin'\" CEP 0072

GRT

Belle
E.P., 001-099; CEP 0076

Dunhill
MAMA Cass-\"Little Dreams\" CEP 0073
CHERRY PICKIN\'; CEP 0074

MTA
KING RICHARD'S \"FIDELIPADE\"; CEP 0073

Telerecording
MORRIS DAY-You Can't Stop People Up and Have Them Say I Love You; CEP 0072

Tower
DORCHER-\"In the Sheets\" CEP 0073

FIRE PLATE-\"Themes of Science\" CEP 0073

Capitol
JOH WEBSTER & ROY JUJJ-JUJJ-CEP 0072

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LOU JOHNSON-\"My Heart\" CEP 0071

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by TelePac

LOU JOHNSON-\"My Heart\" CEP 0071

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Lonely Harpsichords*/Rainy Night in Shangri-La
Midnight String Quartet/Love Rhapsodies

Stereodyne's Line Seen
By French Canadians

JOHN PAUL RICKNER, right, president of Trans Canada, hosts Stereodyne of Canada's debut of the first French-Canadian tape cartridge released in the country. The triple-fold affair also marked Trans Canada's tenth anniversary and the company's introduction of the 1969 Lear Jet line of 8-track players. Rickner stands with Fred Exon, managing director of Polydor, center, and Rene Girard, president of Trans Canada's one-stop operation, Music Service.

JOINING RICKNER IN CUTTING the tenth are Guy Cloutier, left, company promotion man; Johnny Farago, French-Canadian singer; the team of Neolie et Frederic and Marcel Desrochers, also promotion man.

OTHERS at the party, which included some 250 guests, are John Desrochers, sales manager; Gilles (from the group "Les Clossais") and Stereodyne of Canada vice-president Ed Labiuk. Dealer orders for Lear Jet products topped $50,000, according to Labiuk.

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Make sure your "Barbarella" album stock will meet the demand!
Call your local Dot distributor NOW!
Country Music

CMA Lists Nominees for Top Awards; Ballots Out

NASHVILLE—The final ballot for voting in the annual Country Music Association's Country Music Awards has gone out from Price Waterhouse.

The winners in each category will be kept secret by Price Waterhouse, and will not be announced until the night of the annual CMA Awards show Oct. 13. This year's show will be taped by NBC-TV and presented on the network Oct. 30 as one of the Kraft Music Hall programs.

Welty Quits Kathy Dee, Roberts Mgmts.; Cites Pressure by Union

WOOSTER, Ohio — Quentin W. Welty, owner and general manager of B-W Music, Inc., has bowed to a union order and divested himself of the management of Kathy Dee and Kenny Roberts.

Miss Dee, meanwhile, was hospitalized at Mary Mount Hospital, Garfield Heights, Ohio, a Cleveland suburb, and was said to be in serious condition.

The recording artist recently lost her sight, and was the recipient of a huge benefit show a month ago at Wheeling, W. Va.

Welty said that because of constant union pressure he had given up “what I had spent 12 years building.”

Robert Crotches of the American Federation of Musicians of New York, ordered Welty to cease his management operation because he was also involved in publishing, recording and radio broadcasting.

Welty fired several letters of protest to the union, contending that the ruling was not enforced against “the big operators,” but that those who managed on a small-time basis were singled out for action.

The publisher said he had read countless stories of multiple activities by all the “old line” firms and stories of new firms setting up business with publishing, recording, TV, motion picture and talent divisions.

Welty asked that the union reverse its decision “in at least such time as . . . the AFM enforces this regulation on every firm and individual equally.”

According to Welty, he received a reply advising him that the union would not reverse its position, and that further management of the artists would jeopardize their standing.

Bill Anderson Is On Top as TV Show

NASHVILLE — The signing of a new contract with the Homewyte Chain Saw Co. will expand the syndicated “Bill Anderson Show” into 120 TV markets, making it the nation’s top country music show.

The video color feature currently produced by the WWVA Country Jamboree Brings in $Million Yearly

WHEELING, W. Va.—The WWVA Big Country Jamboree brings in more than $1 million annually in tourist trade to stores of this community, according to a survey taken by the Downtown Wheeling Association.

Dewey Satterfield, executive director of the DWA, said he felt the 35-year-old Saturday night show was being “slighted” by the city, and he wanted to show both merchants and city fathers what the Jamboree meant in the way of tourist trade.

No one can ignore these facts,” Satterfield said of the survey. “They prove conclusively that Wheeling businessmen are realizing tremendous sales because of the Jamboree. A spokesman for WWVA Radio, home of the Jamboree, said attendance this year is up nearly 20 per cent over 1967.

With 15 new regular members added to the roster of the show this year, business is expected to increase even more.

Of the nearly 4,000 fans surveyed, some complained that they had difficulty in finding Jamboree Hall, with the conclusion (Continued on page 26)
Columbia Records is proud to announce the exciting debut of Marty Robbins, Jr.

His first single "Big Mouthin' Around" c/w "It Finally Happened" is already receiving significant airplay.

Written by Marty Robbins, Sr.

www.americanradiohistory.com
**Billboard SPECIAL SURVEY for Week Ending 10/5/68**

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<thead>
<tr>
<th>Hot Country Singles</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label</th>
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**Hot Country LP's**

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<th>Hot Country LP's</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, Number</th>
<th>Weeks on Chart</th>
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*Star Performers - Side registering greatest proportions upward progress this week.*
the southern gentleman

SONNY JAMES

DOES IT AGAIN!

'BORN TO BE WITH YOU'

Capitol Records

2271
Sunny Curtiss in for some sessions, but not on his own. His arrangements and guitar playing were used on the recordings of such artists as Danny Price, and Connie Francis. Right now, Curtiss has been in from stomach surgery at Baptist Hospital in Cincinnati.

The Four Guys have just cut a new single on the Top label, "Land of Love." The Four Guys are W. M. Buddy's and all-country band.

WWVA, the station that broadcast Merle Haggard, Bonnie Owens, Charlie Pride and Freddie Hart, will be in the Pebble Beach area of Monterey, Calif., for their third annual benefit for the winter shelter for the elderly. The Four Guys, who were successful in their first label, called "Merle" Haggard, will appear the slogan: "If it's a hit, it's a first time. KIKN, including its 13th anniversary as an all-country station in Lubbock, Texas, is now the 13th anniversary.

Don't miss the concert on Dec. 22, a session with full strings, arranged by Bill Parke, at the Mountain Music Festival. The concert will be at the Muny, W.C. Music, Inc., the Ohio-based firm, is stepping up its promotion of the festival, which has more than 200 on Decca, Ohio. More details on this coming soon.

Abe Humes' Nashville Unlimited, the winter session with a strong talent pack-

WM. MORRIS AGENCY PLANS A BEACHHEAD IN NASHVILLE

NASHVILLE — Reports that the William Morris Agency plans to begin its Nashville operation were given credence during a series of talks held during the past week.

Howie Houman and Harry Keilman, respectively head of negotiating and booking for the agency, met with representatives of publishing firms, booking agencies, and others in the area to discuss the possibility of opening an office in Nashville.

It has long been known that William Morris, along with its other offices, is planning a move into the Nashville market, but the timing of the move had not been firmly set.

GAC and Ashley Famous, have been exploring the booking facet of the music business for several months, and are expected to join William Morris within the next few weeks.

GOV. SAMUEL SHAPIRO of Illinois was presented a plaque by the Country Music Association at the recent Illinois State Fair before 78000 fans in attendance. From Day. The executive, who has declared October as Country Music Month in Illinois, related how he started his early career as a fiddler playing barn dances. Making the presentation to Governor Shapiro was LaVonne Leary, Hollywood singer-dancer, who appeared on the show with Ray Price, David Houston, Tammy Wynette, Waylon Jennings, Larry Good and the Stoneman's, Harry Peebles, show's producer and engineer, is shown at the right.

NASHVILLE — The ramifications of the proposed copyright revision act still pending in Congress were explained in "layman's" detail by Attorney Rich-

BRIEFING ON COPYRIGHT ACT

Wm. Morris Agency Plans A Beachhead in Nashville!

operation of the city manager, signs will be placed at major publicized spots in the city directing tourists to the Hall.

through this year, WWVA and the Jamboree have modernized and updated their formats,structure of the program, streamlined the booking business, seeking out advice and planning on the location of an office here.

It has long been known that William Morris, along with

WWVA Jamboree – Continued from page 22

PUBLICIST EMILY BRADSHAW (Promotions by Emily) goes over correspondence, with RCA artist Bobby Bare, received from Prague, Czechoslovakia. One letter, from Witsor Carny, said "Bare was the leading artist in Czechoslovakia."
MEMPHIS—The 13th annual National Quartet Convention will be held here over a five-day period beginning Wednesday (9), with activities centered at Ellis Memorial Auditorium.

In addition to the singing, special church services will be held Thursday and Friday afternoon in the auditorium. Dr. John Rawlings will be the guest speaker for the service Thursday (10) and the Rev. C. W. Ward will speak Friday.

As in the past, Don Butler will be master of ceremonies for the convention. The Rev. Carl Hatch will be chaplain. The Gospel Music Association will hold its quarterly officer-director meeting in connection with the convention at the Claridge Hotel, and an annual GMA membership meeting also will be held.

Added attractions include a disk jockey breakfast for those who program gospel music. It will be sponsored by Word. Heartwarming and Stylet Company, Wes Gilmer is chairman of the Friday affair. The second GMA album will be previewed at the convention, and part of the program will be devoted to an all-out drive to sell the album. Additionally, most of the singing groups will have displays set in the lobby of the auditorium, and will be selling both albums and singles.

Slated to appear Wednesday (9) are the Blackwood Brothers, Statonson Quartet, LeFevres, J. D. Sumner, the Stamps Quartet, the Happy Goodman Family, and the Imperials. The program will begin at 7 p.m.

On Thursday, following the afternoon service, doors will open at 6 p.m. Among those appearing the second night are the Speer Family, Rebels Quartet, Sago Brothers and Naomi, Landmark Quartet, Oak Ridge Boys, Singing Rambos, Prophets, and other professional and semi-professional groups.

Friday again will have the afternoon service, then the evening program with the Florida Boys, Delie Echols, Wendy Bugwell & the Sunlighters, McDuff Brothers, Blue Ridge Quartet, the Cathedral Quartet and other talent.

On Saturday from 10 a.m. until 1:00 p.m. the contest for non-professionals will be held. Masters of ceremonies will be Cecil Blackwood and Jim Hill. From 1:00 until 5:00, semi-professional groups will sing. Then the big parade of quartets will be held at 6:30 p.m., with all major professional gospel groups appearing.

On Sunday, Movie Lister will deliver the morning worship service, with singing by many quartets. The afternoon will be devoted to quartet singing. Tickets are being sold by the Blackwood Brothers, who will start the convention. Attendance may surpass 50,000.

College of Church Musicians Plans Seminars on ‘Sounds’

WASHINGTON — Washington Cathedral’s College of Church Musicians has announced a program of five seminars on the “Changing Sounds in Worship” for the academic year just under way. These seminars are open to all musicians concerned with and for music in the church.

Dr. Preston Rockhold, acting warden of the college, said the seminars would include lectures, discussions, demonstrations and performances by members of the college faculty and the musical staff of the Cathedral.

Each seminar in the program will be scheduled for Monday and continue through Friday, with the opening session scheduled for Oct. 7. Other seminars are planned for the week of Oct. 14, 21 and 28; Jan. 13, 20 and 27; Feb. 3 and the concluding session for April 14 and 21.

A fee of $50 will cover registration.

(Continued on page 56)

National Quartet Parley to Be Held Oct. 9; Church Services Set

Shaped Notes

Jake Hess, RCA artist, is recovering from a heart attack. The former partner of Eddie Hill has been on the road again in recent weeks. The Hill Agency, manned by Lynway Satterfield and Nancy White, has been dissolved. Hill’s hospital status is still uncertain. Among other things, the agency has handling production of the “Stan Hitchcock Show” for syndication.

Upcoming sessions at RCA include the Blackwoods, George Beverly Shea, Wendy Bugwell and the Sunlighters, the Oak Ridge Boys, after a 25-day trip to the West Coast, have begun taping a new syndication in Shreveport, La. Described as “a new concept in gospel music,” the show will feature “backgrounds” and “patriotic” as well as inspirational music.

The name of the show will be “It’s Happening.” The group also has a new album, “New Horizons.”

KBBQ music director Larry Scott has been selected by the Armed Forces Radio Service to do a series of weekly gospel programs on the AFRTS Network. The program, “Music for the Soul,” will be aired each Sunday morning from 11 to 11:30, local time, etc.

(Continued on page 56)

New Release (HNS 990)
The Imperials...NOW!

New Gospel Sound
Is On Impact Records

HEART WARMING/IMPACT

136 4th Avenue, N., Nashville, Tennessee 37219

T.V.: Mike Douglas Show, Merv Griffin Show, Operation Entertainment

They were anything but "asual...to their world of gospel music" in this ad for Gospel Music.

Gospel Music

National Quartet Parley to Be Held Oct. 9; Church Services Set

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GBMC Brings Up Legal Battery In Step-Up of Battle With ASCAP

By CLAUDE HALL

NEW YORK—The Georgia Broadcast Music Committee—under the banner of WB&HC radio stations—has moved into the battle against ASCAP, stepping up their long cold struggle between the broadcasters and the performing rights society. The behind-the-scenes struggle for lower rates—specifically ½ of their present rates—cost the Georgia groups much lower than that now levied.

Last week, the Dublin Broadcast Committee, part of the ASCAP network, filed a petition asking the U.S. Court for the Southern District of N.Y. to determine "reasonable rates." It was learned that the GBMC is also not too happy about the lot of good advice. The station's owners are unlikely to go into the air. It's been planned for weeks. Now the station asks listeners to continue their payments. In addition, the group has already paid its ASCAP fees.

NEW YORK—Pettie Lavong is, perhaps one of the most flexible air personalities to ever appear on radio. He is not only an imaginative, knowledgeable, and has in the past—folk music disc jockey—working in rock, rhythm, and even the news.

On an r&b show, you're faced with the prospect of playing a rag, a blues song, and hip. On an easy listening show—and I relate to more of this type of music than any other—you're more cultured. You use your imagination when you're hitting the air. It's not as if you're in the roadhouse, "hey, baby!" it's 'ladies and gentlemen.'

Lavong, presently the music director of WWRL in New York, got his start in radio, he says, when he was still in high school and has been through the back door. I was a university student at Temple University and, in my junior year, wanted to pick up some easy credits. Talking with the station manager and the other open mic jockeys, I was engaged to be named the WWRL station manager.

On the air, we began working on the limited-power WRTH station on campus. He later worked on the small-cast WWRL station in Vineland, N.J., after attending college. When he graduated, he started at WRAP in Norfolk, Va., an r&b outlet, then shifted to WAMS, a top-rated station.

The call, Lavong says, was in Philadelphia at the same time, doing the WWRL show. He and Phil Williams, a Philadelphia DJ, managed to add a couple of names to his resume. After a while, he and another DJ were fired from a small-cast station in Chicago that he added another to his resume in July. He then managed to get into using the ASCAP rates.

"There's a whole new level of effort, "Lavong says. "They have a great feeling for the little guy. The ASCAP rates are great because it's no longer the protest music of the young."

New York fans remember him as probably the most legendary Dr. I've, his air name when he first joined WWRL in 1969. He rejoined WWRL in Philadelphia as a TV critic, doing a show and writing a column for the Philadelphia Daily News. He is considering a number of ASCAP rates. Having a number of ASCAP rates, he says, is "a necessary evil."

"The ASCAP rates are great because it's no longer the protest music of the young."

...whatever your opinion of the ASCAP rates may be...
275,000 SOLD
first 10 DAYS
BIGGER THAN
"LOVER'S HOLIDAY"

NEW SMASH
"Pickin' Wild Mountain Berries"

Produced by Shelby S. Singleton, Jr. and Bob McRee

Peggy Scott and Jo Jo Benson

Published by CRAZY CAJUN MUSIC—BMI

SHELBY SINGLETON PRODUCTIONS, INC.
3106 BELMONT BLVD. • NASHVILLE, TENN. 37212 • PHONE 615-291-2003
Radio-TV programming

CAPITOL RECORDS INC.
Hollywood, California
U.S.A.

Is Pleased To Announce
The Appointment Of

DYNA PRODUCTS INC.
P.O. BOX 4591, MANILA, PHILIPPINES

As Its EXCLUSIVE Licensee
In The Philippines
Effective
OCTOBER 1st, 1968

MORE THAN 340 RECORD company executives turned out last week to honor Gary Stevens, former WMCA, New York, who has departed for Geneva to enter TV production. At right, from left: Robert Mazur, general manager of WMCA; Mike Malardi, general manager of Strauss Broadcasting which owns WMCA; Pete Bennett of the Allen Klein organization and chairman of the luncheon, and Stevens.發

programming aids

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

HOT 100

Altona, Pa.
WPBG
John Anthony
Program Director

Anderson, Ind.
WHUT
Bob Hogan
Program Director

Ashburton, Ohio—WREO
Dave Allen
Program Director, Air Personality

Battle Creek, Mich.
WKFR-Keenan 14
Bob Nyles
Music Director, Personality

Bowling Green, Ohio—WAWR
Bob Land
Music Director

Chattanooga, Tenn.—WFLI
Mike Scudder
Asst. Program Director
Bob Beiz
Asst. Program Director

Dayton, Ohio—WING
Jerry Kaye
Program Director/Air Personality

El Paso, Tex.—KELP
Charlie Russell
Program Director, Personality

Fort Wayne, Ind.—WLTV
Rick Hughes
Program Director, Personality

Grand Rapids, Mich.—WGRD
Joy Walker
Air Personality
BP: "Sad Little Drag," the Mamas, Mamas, BLPH: "Do Your Own Thing," the Mamas, Mamas, BLFH: "White Room," the Cream, ABC.

Grand Rapids, Mich.—WVAL
The Frizzle
Music Director

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

Jacksonville, Fla.—WAPE
Ike Loo
Program Director

Lewiston, Me.—WLAM
Bob Ouellette
Music Director & DJ
BP: "La Danza," Diana, Epic. BLPH: "Lover, Lover," the Beaches, Mercury. BLPH: "White Room," the Cream, ABC.

Louisville—WXYK
John Randolph
Music Director

Lynchburg, Va.—WILL
Jerry Rogers
Music Director

Milwaukee WOKY
Bob Barry
Music Director

WOAI Updates Its Format To Good Life Now Concept

SAN ANTONIO — WOAI, 50,000-watt nondirectional station here, has updated its programming, from its roots toward a new concept, on which it will venture toward the so-called "Good Life" concept. General manager Gary Harris and program director Bill Traphagen were billing the new sound as the "Next Sound," derived from a blend of Henry Mancini and Andy Williams with the Beatles and "many, many rock 'n' roll groups equipped with guitar and amplifier" like the Aapples and the Mamas and Papas. The station, which was introduced to more than 200 clients and the press at a cocktail party Sept. 17, at which the station also demonstrated how many major commercials today use these "New Sound" sounding artists. WOAI actually began experimenting with this type of sound last May; it is now going around the corner with it.

OCTOBER 5, 1968, BILLBOARD
Al Martino / Wake Up To Me Gentle
bw: IF YOU MUST LEAVE MY LIFE.
Radio-TV programming

Vox Jox

By CLAUDE HALL

I owe a special apology to Ben Holmes, executive vice-president of The Gremelin Co., who got into the type and misspelled his name in a story last week. It was his birthday on the 29th, and, of course, no:type is to be blamed in this game of radio is concerned. He's really impressive.

Here's the line-up at KXOL in Fort Worth. Owner (after whom the station is named) John Allen has brought ex-WFIL-AM, Philadelphia, David Chadwick, to play the host slot mon.-p.m.; (Zierch) Michael Selick, after a short stay at Rochester (Robbing) 6:30 p.m.; and (Ken) John Allen, now at KOXO in Mobile, Ala. Joe Thompson has been appointed vice-president of both KLTV and KJTV in Bakersfield, Calif. John Allen was station manager of KTVF.

The new 6:30 midnight date at KBFF, Dallas, is 
held over as 

Ben Holmes, executive vice-president of The Gremelin Co.

A recent mid-week lunch in Oklahoma City, will be held at the new Ramada Inn. Jim Allens, former station manager of KOI, Oklahoma City, will be the new director of the station.

Dick Hayes in radio, NBC finds out. Okay, but what's the other Jack Hayes in radio going to say? He's the program director for WBEM, Chicago, who has been named vice-president of the station.

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"The Hobo"
KAPP Records
The Good Rats
A Ron Haffkine/Barry Oslander Production
**Programming Aids**

**Progressive Rock**
- Albuquerque, N. M. **KUNM/FM**
  - Program Director: L. A. Woodworth
- Milwaukee **WYLO**
  - Program Director: Bob Bradley
- Phoenix-KROS
  - Program Director: Joe Hoppel
- Philadelphia **WRCP**
  - Program Director: Don Paul
- Providence **WRIV**
  - Program Director: Tony Pater
- Sacramento-KKAS
  - Program Director: Jay Huffer
- Waco, Texas **WACO**
  - Program Director: Johnny Dallas

**College**
- Notre Dame, Ind. **WSND**
  - Program Manager: Peter M. Nordi
- Miami-WOOC
  - Program Director: C. Derrick
- San Diego-KOGO
  - Program Director: Dick Roberts
- Miami-WIOD
  - Program Director: Yolanda Parapar
- Columbus, Ga. **WOKS**
  - Program Director: Ernesto Mathis

**OTHER PICKS**

**KMET:FM Studio Set; Begins Taping Live**

**Easy Listening**
- Miami-WIOD
  - Music Director: Yolanda Parapar
- Columbus, Ga. **WOKS**
  - Music Director: Ernesto Mathis

**Production Aids**
- Continued from page 32

- Hood River, Ore.—KIXR
  - Curtis Coleman
- Milwaukee **WYLO**
  - Program Director: Bob Bradley
- Phoenix-KROS
  - Program Director: Joe Hoppel

**KMET:FM Studio Set; Begins Taping Live**

By ELOI TIEGEL

**Hull Gully**

On KHIV-IV

HOUSTON—"Hull Gully," a four-hour late-night music and movie studio show, bowed a week ago here and will be telecast each Saturday from 8 a.m. until 11 a.m. It will be a fast-paced entertainment program with top recording artists and guests. The show is produced by The Hull Gully Foundation. The Hull Gully is a community-sponsored entertainment program designed for children and young people.

**Action-Line Tapes**

NEW YORK—"Action-Line," a syndicated radio show hosted by Dick DePall, will move into various dictionaries here to tape the shows live. The show is carried on a variety of stations and the armed forces radio stations.

**October 5, 1968, Billboard**
OUR "IN" MAN... LONDON

Introducing MIKE HENNESSEY, a veteran journalist of some 20 years. Mike's been foreign correspondent for several leading French and British publications.

New Europe's director for Billboard, he's based in Paris. He's spent three and one half years at Billboard's Paris bureau.

An in-depth publication with not talking about the subject. Mike's an amateur jazz pianist who also enjoys the English sports, soccer and cricket.

His credit list includes co-authorship of a book in 1964 called "The Pan American." Follow the English music maze — read Mike Hennessey's column regularly in Billboard.

OCTOBER 5, 1968, BILLBOARD
When you think Sound...think Dubbings...

Dubbings Electronics is uniquely equipped to meet the growing demands of the entertainment industry for compact cassettes as well as other popular tape configurations. Combining know-how with the most modern automated editing, duplicating and loading equipment available, Dubbings can process more than one-million feet of tape per week...every inch of it perfect. If you need sound duplicating, follow the leaders, think Dubbings. Request a copy of our new facilities brochure. It contains the complete Dubbings story.
CARTidge Industry
Catching Up to Stereodyne's Whirl(d)

By Hank Fox

Some say that Stereodyne is two years ahead of its time. It was just recently, however, that they predicted five years—not two.

The tape CARTidge field, still just a baby, has all the potential of growing bigger than its father—the record market. Last year cartridge sales neared $100 million (or 10 per cent of all recorded music sales). Several industry leaders project that figure to top $250 million this year. And while no one knows what the ceiling will be, one thing is certain—record companies now realize that the tape cartridge business is big business—one from which a substantial percentage of their revenue could come (and for several companies, is coming).

As the tape cartridge began rearing its head in the market place, it suffered for most record labels to license their music for duplication and marketing. Most contracts called for a straight royalty of a royalty against a guaranteed sum. And with sales, then accounting for only a small percentage of the music-record industry, as licensing agreements, in which the label would not have to contend with production costs and invest in a large inventory, was ideal.

While tape duplicator marketers fiercely competed for licenses, Dick Kraus, who worked with Dill Len on the 8-track cartridge concept, founded a company called Stereodyne, Inc. Kraus, along with Andre Blay and several other engineers, was certain of the cartridge's future. So the team invested in a huge plant before they had customer No. 1 and set out to convince record companies that the label's profits lie in marketing their own products, rather than in receiving a royalty.

It was an uphill battle, but as tape cartridge volume spiraled and production and raw material costs dropped (because of the mass volume), Stereodyne’s proposal became more lucrative.

Motown was the first large label to swing to Stereodyne. Now many others, including some of the majors, have contracts with the company.

Although Stereodyne began with a huge plant, it still had to expand four times—the latest being an entirely new plant.

Much of the company's success can be attributed to efficiency. With a goal of 100 per cent automation, Stereodyne engineers are constantly designing devices which cut seconds, sometimes minutes, of production time for each cartridge. In a tour of the Stereodyne facilities in Troy, Mich., one can see a plant set up for maximum output.

Also a key to the company's rapid growth is its management. A team in every sense of the word, Kraus, together with Blay, marketing vice-president Don Condon and the entire engineering staff, moves as a first-class football team on the offensive. Their goal is to be at the top of their industry. And as the industry continues its monumental climb, those who believe that Stereodyne was two years ahead of its time will once again have to revise their predictions.

Stereodyne's Canadian subsidiary will market an additional 1 million Dynapak cartridges with which to boost the unit production to well over 11 million this year.

Special Market Profile Sponsored by Stereodyne, Inc.

II-Million Dynapak Sales Seen

The 1968 unit production of Dynapaks will soar to 10 million. What is Dynapak? A Dynapak is technically a high impact styrene case. It's one inch thick and approximately twice the size of a cigarette package.

Dynapak, as the engineers will explain, is a continuous loop tape cartridge. It was designed with a unique tape-tensioning control system. When the tape unit is inserted into the stereo set and begins to play, the tape is pulled from a small diameter and is wrapped around a large diameter. It's simply arithmetic and dynamics, and soundly engineered.

Stereodyne's Canadian subsidiary will market an additional 1 million Dynapak cartridges which will boost the unit production to well over 11 million this year.

A quality product is invariably produced by quality people. The success of Stereodyne has proved this. Increased sales means an increase in production which leads to an increase in the most important aspect in an organization—its people.

In 1966, Stereodyne employed the services of 16 people. The following two years saw an increase to 250 people. Because of Stereodyne's fantastic success, the increase has just begun.

By 1970, Stereodyne estimates it will need a personnel roster of 500 qualified people to carry out its production demand.

Progress and people go hand in hand. At Stereodyne, people are important.

---

COMPANY PHILOSOPHY:
Run First, Walk Later

How many people told Orville and Wilbur they'd never get their airplane off the ground? More than likely everybody in the cow pasture and airstrip and all the neighbors for miles around.

The Wright brothers ignored the proverbial counsel and today share a niche in the country's history books.

Stereodyne president D. Richard Kraus and vice-president Andre Blay were offered somewhat similar advice when they first decided to "fly."

The first: "Go West, young man."
The second: "Crawl before you walk."

On both counts, the two Stereodyne executives respectively ignored the counsel. Their reasons, somewhat like the company and its products, were carefully engineered.

"We made a detailed study of the market and the industrial consumer," Kraus said. "Our studies showed us many things. One, the tape cartridge industry was concentrated in New York, Chicago and California. But, not the market."

The study also showed that we could best provide maximum market coverage by locating at a point midway between Illinois and Pennsylvania. Eighty per cent of our shipments are made within a 700-mile radius of Troy, it's convenient to be in Troy, Mich. This is where the action is," Kraus said.

Crawling?

Blay tells why Stereodyne built a large plant rather than put up a less distinguished facility and expand only after the orders began to accumulate.

"We began immediately to create a major and important company in the industry," Blay recalls. "Although the tape cartridge business was in an embryonic stage then, we forewore a several hundred million-dollar industry ahead."

"We felt that we had the technical talent and management ability to set up at once a manufacturing facility that could produce 25,000 cartridge units per day," he explained.

So Stereodyne set up the entire plant. All the needed hardware was installed and thoroughly checked out before anybody solicited a possible client.

"We wanted to show the industry that we were not only ready to engage in large scale production, but that we also had faith in the cartridge business," Blay said.

Stereodyne today operates at full capacity, handling tens of thousands of fully assembled units each day.

The fourth facility expansion is planned for next spring.
We're unbendingly flexible.

Completely unbending about resin quality. When we claim our engineering resins have certain properties—they have. Batch after batch. But we bend way over to meet your needs—supplying the right resin for each application. For example, we now offer Celcon in some 20 grades and formulations—including some that are glass-reinforced. There are 18 grades of Celanese Nylon including glass-reinforced—in only our first year of commercial production. Plus plenty of Celanese polyethylenes. That just about makes Celanese "the engineering resins people." With lots of resins, and help in using them. We also have interesting commercial cases showing how switching from metals to our Celcon or nylon has reduced costs as much as 50% or more. And made a better, more salable product. Write us for technical bulletins and case histories. It could be the most profitable reading you've ever done.

Celanese Plastics Company, Dept. 1234, P.O. Box 629, Linden, N.J. 07036.
Dynapak Honored as Michigan's Product of '68

As is evidenced by Stereodyne sales, the tape industry has recognized the value of the Dynapak both in terms of excellence of design and, more importantly, in reaching the consumer with a unit that has a "no return" guarantee.

The State of Michigan recently climbed aboard the bandwagon. Dynapak, technically a high-impact styrene case designed to function as a continuous-loop carriage, was named by the State of Michigan as "Regional Product of the Year."

Not bad company considering the automotive and allied manufacturing facilities in Michigan yearly generate new and important products for the nation's industry.

The Dynapak cartridge very likely was the smallest—in terms of size—ever to win this yearly statewide competition.

The judges were made up of a blue ribbon panel of industry and business leaders, members of the State Chamber of Commerce, and a special "Michigan Week" committee appointed by Gov. George Romney.

Stereodyne was cited at the awards banquet for its tremendous growth, for the salary income it has generated in the local communities surrounding the plant, for the excellence of design of the Dynapak cartridge, and, most importantly, for the obvious impact an expanding Stereodyne, Inc., will have on the community and for the recognition it will bring to the State.

We've been in a continual state of excitement at Stereodyne for the past two years.

For those of us who have been involved, it's been a stimulating and professionally rewarding experience. We've not only accomplished what we set out to do, but we've surpassed many of our early design, manufacturing and research goals.

Dynamap—4- and 8-track cartridges—put us into orbit. It took thousands of man hours and countless conferences over blueprints. Now we've introduced the cassette. And we're excited about it.

In looking back over the accomplishments of Stereodyne the past two years, we're pleased, but not satisfied. There are so many roads yet to travel.

In celebrating our second anniversary as tape duplicators, we've been able to look back at such widespread acceptance that one of our executives passed the remark: "I wish we had started in a log cabin. It would make a better story."

But the facts are we began operations with a complete plant facility that we had designed to our own specifications and, only after thoroughly checking out capacities and abilities, did we begin to solicit business.

I can look back also on some well-meaning criticism. Some people said we started "too ambitious." I would like to say "look where we are today," but we're so delighted to be where we are, why go back!

Ourformative years have been accelerated. We haven't enjoyed the luxury of growing up slowly and methodically. But then, we didn't plan it that way. Stereodyne began with a wide-open throttle. That's how we planned it.

We're now heavily automated. We're concentrating on further automation. These automated projects we still have in “build” have also been accelerated.

Our future rests on service, quality and price.

Lean, Hungry...

One facet of our start that allowed us to enjoy such rapid and recognizable growth is that we had the experience. Our key people had already served as "midwives" at the birth of the tape industry. We believed we knew better ways to go about making an impact on the market.

So we had been through it. In putting together our team, we knew how not to do it. In fact, we likely knew 380 ways how not to do it.

When we first began to generate investor interest, we stated flatly that we would devote a generous portion of the budget to engineering and research. We also told potential investors that we intended to build a plant especially designed to excel in the tape business.

We're young. We also began lean, hungry and aggressive. In that respect, we haven't changed.

Despite the fact that we're now the largest independent tape duplicator in the country—we're not where we want to be. There's much more work we plan to do.

We plan to become (1) vertically integrated and (2) diversified.

In planning future corporate goals, Stereodyne intends to control all design, production and manufacturing processes. We'll also move to diversify our corporate entity through other manufacturing processes that will be related to the tape industry.

But while this corporate structure is taking place, our engineers will remain busy.

The tape industry is going to grow to a billion dollar industry. Stereodyne wants to be the leader. We can do this through research and engineering.

When we began Stereodyne, we began with many self-designed hardware units. They were completely new to the industry. In fact, some of them still are.

So we maintained a tight security throughout our plant.

As of late, however, Stereodyne has been pleased to welcome many visitors to the plant. These visitors have come from all walks of the tape industry.

Let me take this opportunity to open up this welcome mat to those in the industry who would like to look at Stereodyne.

Seeing is believing.

Kraus: One of 8-track's Founders

Advancing technology is changing time-worn images.

It was just a few years ago the inventor was depicted in motion pictures as the crotchety, white-haired, round-shouldered man who sat at his basement workbench holding countless test tubes up to the fading light.

Young men like Dick Kraus don't fit the celluloid image. Kraus is 35. He's an electrical engineer and he's seen many ideas go from the drawing board to the production line.

He's half inventor and half missionary. "There wasn't a tape industry eight years ago," Kraus explained. "We created it. Those of us who were involved with tape in the beginning have watched it grow. I find it exciting to have been able to watch tape go from nothing to where it is today."

As an electrical engineer, Kraus had worked with computer tape, had assisted in developing a tape-operated auto pilot; and had worked on military hard-ware programs which included tape programs.

Early in 1963, Kraus, then with Lear Jet, began yet another tape program and, with Bill Leur, Sr., developed the first 8-track stereo player.

"Everything was designed from scratch," Kraus said. "What we were doing was creating an industry."

Kraus is now president of Stereodyne, Inc. He's watched it grow, too.

"It wasn't enough to design our duplicating system," he said. "We had to go out to the major recording companies and sell it.

"We envisioned a growing, sophisticated industry," he said. "We're on an accelerated production program now. In spite of that, we still can't say where we want to be.

"There are countless uses for tape that haven't been explored yet. We'll explore these new dimensions in the same aggressive, confident manner with which we began Stereodyne."

"Consider this," Kraus remarked. "When we began Stereodyne, we began not only with newly created hardware and concepts, but with a specially designed plant facility designed for tape duplicating production.

"We had that much confidence in our better mouse trap and in the tape industry. We began with a specific engineering and research budget," he said. "The key to the future of the tape industry is research."
Blay: We Think of Ourselves as Innovators

By Andre Blay
Vice-President

It may sound paradoxical, but Stereodyne was created two years ago to operate at what we then considered full capacity before we solicited any business whatsoever.

At no time did we feel we were acting in an overconfident manner. Our corporate premises were simple.

(1) We felt we possessed the necessary technical talent and management ability to properly structure the company.

(2) We definitely had the goal in mind to create a major company in the tape industry.

What we foresaw in tape, although the entire concept was still in its infancy, was that the industry would presently become such that it would generate several hundred millions of dollars in business.

We have no reason to change our mind.

The plant in Troy, Mich., was designed to immediately handle the production of 20,000 cartridges per day. Every piece of equipment was not only designed but also installed and thoroughly checked out before we solicited one order.

Today, Stereodyne ships more cartridges per day than any other independent duplicator, but our basic philosophy regarding our present and future role hasn't changed.

Stereodyne has changed only one corporate strategy. And we believe this change is both necessary and progressive.

(1) We are now providing additional services for clients.

(2) We have provided for a "new product" division.

These additional client provisions were simply an outgrowth of our rapid acceptance. Our additional services are designed to shorten the lead time from production to shipping. We handle the transportation and reusing for Stereodyne clients.

We likewise provide inventory control and record keeping.

If tape companies were as aggressive as the McDo- nald Hamburger chain, this industry of ours would be facing a 100-degree turn.

We're a young industry. But how about our sales methods? Are they contemporary?

At Stereodyne, we most certainly recognize the value of research and engineering. We pride ourselves on innovation. This innovation, however, works in tandem with marketing. Stereodyne looks to the future there, also.

Tape people must be aggressive. We can't merely be order takers. The creativity that has gone into tape design and manufacturing logically has to be transferred to marketing.

When those of us at Stereodyne speak of the many challenges we've offered to the industry, we look ahead to the type of marketing that will complement the engineering already tuned into this infant industry.

If marketing keeps pace with technology, the future of tape is unlimited.

As Stereodyne, we're working with designers. We're looking for creativity at the point of sale. For instance: Is it necessary to put a box inside a box? We're working on packaging concepts that will solve some of the industry's problem such as theft, inventory control and point of purchase.

Lower Pricing

Equipment producers are putting all stops and are creating hardware to fit even the smallest budget. As the nation's largest tape duplicator, our engineers are building machines that will produce a tape product competitive with records. With some of these accomplishments put to bed, we have to be more creative marketers and provide the consumer with available products at fair prices. Another road is services. You can put a quarter into the slot at the automat and receive a piece of blueberry pie. Why not a "musical automat."

This has a simple premise. Empty cartridges and a centralized, computer controlled dispenser. Wouldn't that fingertip concept make it easier for a consumer to buy and enjoy music? We're turning that one over too.

Tape isn't merely music. It's the spoken word. Communications.

What does it cost a big company to hold a sales convention? What are the costs involved to take 100 salesmen out of the field and bring them to the home office? Industry tells us it costs several hundred dollars per day. We can bring the meetings to the men in the field for a fraction of this cost.

Why not motivational tapes? Cut them Friday and play them in every sales office throughout the country on Monday morning.

Sound can drastically alter unproductive time. How many of you haven't the time to read all the mail we get? Why not "read" through the medium of sound while we're driving? Auto-tape offers a fantastic opportunity to market sound. Drive and learn. Drive and retain.

Could not education benefit by tape? If a student misses a lecture, let he or she go to the library and get what the sportscasters call an "instant replay."

Engineers and doctors claim much of what they learn rapidly becomes obsolete through advancing technology. Scientific and medical manuals look twice the size of telephone books.

Through the use of discretionary time, an engineer or doctor could update himself through tape. Many do this now.

Wouldn't housewives welcome the opportunity to "read" or "learn" through the magic of tape while doing the ironing, the dusting, the sewing? You can bet on it.

The real growth in tape companies will be provided by those firms who will continue to challenge the industry with triple-threat dynamics. Research, Engineering, Marketing!

Those of us in the industry have to provide that creativity. At Stereodyne, we want to make tape as accessible to the consumer as are hamburgers. With all the trimmings.
Stereodyne Canada Tops Market

Although Stereodyne Canada, Ltd., was launched just seven months ago, the Canadian subsidiary finds itself in the same position as the parent U.S. firm.

It needs more space.

"In November, we will move to a new 12,000-foot building which will house complete duplicating and assembly facilities," said Ed LaBuik, who is in charge of Marketing. "The new facility will also include marketing and general administration offices."

LaBuik attributes Stereodyne Ltd.'s success to letting through the industry.

"While everybody was asleep at the switch, we moved in to such an extent that we now control 80 per cent of the Canadian market," LaBuik estimated.

Stereodyne Ltd. wears three hats. It is a custom duplicator; a licensed distributor of all formats of pre-recorded tape; and is the Canadian distributor for the Canadian Coin-

"Stereodyne Ltd. is the only Canadian manufacturer that moves its own cartridges and cassettes in Canada," Hooker said. "This gives us a definite advantage in price, delivery and services as compared with the other Canadian manufacturers who must import."

"Canada's most pressing problem is duplicating facilities," Hooker said. "The move to our new quarters and the installation of these complete duplicating facilities will solve what we feel is the most immediate problem for our Canadian operation."

"In addition to securing the custom duplicating business of the major record companies we are now Canadian licensees for 23 domestic companies," LaBuik said.

They are Polysedy, Deutsche Grammophon, Accent, Archamboi, Bax, Capri, Everest, Hickory, Hi-Fi, Montagard, Stone, Time, Tradition, Mainstream, Verve, Folkways, Bible Voice, Trans-Canada, Barclay, Riviera, Canada, Carrousel, Dedettes and Grand Prix.

LaBuik said Stereodyne Ltd. would announce five new licensing agreements when the company moves to new quarters in November.

"We find that we need a broader range than the 168 selections in our present catalog," LaBuik said. "Country and western is strong as is middle-of-the-road music. We're also amazed at the strong play received by Polysedy's James Last."

Stereodyne Ltd. estimates it is duplicating nearly 100 per cent of the French music tape available in Canada. The Toronto subsidiary just released 32 French selections under the Trans-Canada catalog.

"Sales of our 8-track cartridges are double what our original forecast was," Hooker said. "Present sales volume indicate that our total sales during our second year will be double the first."

"Our goal here in Toronto is to match the volume of the parent company by 1970," he said.

From Basement Into Orbit

Robert Carrell is a man in a hurry. He also has a unique basement. Taken together, both have given Stereodyne the impetus it needed to get off the ground.

"The first successful loop bin in the tape industry was very likely made in my basement," Carrell recalls. "Dick Kraus called me on a Friday night. We discussed some concepts and I went to work."

Carrell had most of what he needed in his basement workshop. What he didn't have in the way of material he rounded up on a Saturday. Sunday morning the prototype was given a trial.

"It actually worked the first time," Carrell said. "We knew we could then go ahead. It allowed us the luxury of cutting out further experimentation. By bridging the gap to a workable continuous loop master tape transport that could function at the speeds we expected, Stereodyne was able to accurately judge production capacity. It was a thought-giving sensation to see our prototype, made out of wood, Formica and glass, incidentally, to work beyond our expectations."

Carrell, who is Stereodyne's director of research, development and engineering, is still a man in a hurry.

"We're gearing for full automation," he said. "But to make this goal practical, we must obviously increase duplicating speed far above what anybody is presently doing."

"Right now, we've reached the outer limit of electronics. The duplicating speeds we're considering will force us to go back and increase the capabilities of electronics."

"It's not an impossible dream," Carrell said. "Either Stereodyne will have to get into equipment manufacturing or we'll have to convince the entire industry to go our way."

Heads Up Maintenance Policy Keys Efficiency

There's a daily "barracks" inspection at Stereodyne much in the manner as is in the Army.

For instance, every magnetic head in the plant is daily inspected with a magnifying glass for wear or contamination. All equipment in the assembly units undergoes daily scrutiny.

A log is kept with the assistance of running time data that relate to number of hours in use on all equipment. This documented history of wear allows Stereodyne engineers to anticipate equipment replacement.

Take the slaves: They each have a continuous cleaning attachment—designed by Stereodyne—which cleans the tape before it reaches the head.

"In setting up Stereodyne," said Andre Bly, vice-president, "we've gone through an evolutionary process through which we tried to find out everything that must be done and then have them install such equipment or check points throughout the system."

"You might liken our daily inspection to that of a pilot's check list before takeoff. Before we turn crank, we run a daily check list. This rigid quality control has successfully complemented our "no return" advertising guarantee. It's something we can easily stand behind because we feel our inspection system itself guarantees the uniqueness of our Dyanpak product."

100% Automation: Zielke's Goal

Darrell Zielke is an engineer. He's also a mathematician.

He's a precise young man, the kind that if you ask him what time it is, he may just tell you how to build a watch.

Stereodyne, of course, is a team effort. But the team recognizes that it's Zielke who winds the main spring.

At 27, Zielke is chief engineer for the tape duplicating firm in Troy, Mich. It's to Zielke that the ideas, concepts and innovations are fumened. And he was there at the beginning and knows how the entire plant works.

Stereodyne recently honored Zielke at a company banquet and presented him with a special-designed plaque in honor of his many fine contributions to the firm's growth. The plaque, naturally, featured a bronze Dyanpak.

11 Million Dyanpak

Now marking their second anniversary, Stereodyne will market 11,000,000 Dyanpakas this year. But for Zielke, the perfection of the Dyanpak is only a beginning.

"We ultimately will go to 100 per cent automation," he explained. "This will enable us to accomplish three basic elements that will further our growth."

"First, complete automation will reduce basic costs to customers and consumers; second, it will create efficiency in assembly; third, it will result in 100 per cent quality control."

"We're now working with computers. It's only a question of time until we'll get what we want. It's simply mathematics and engineering," he said.

Stereodyne Comes to Aid of 'Master'

Pete Walsh, Stereodyne's audio engineer, has a thing about compatibility.

"Our source masters come from a studio," Walsh said. "They're not always applicable to high-speed duplicating. We use them to correct any acoustensions from the studio that are not compatible to tape."

"What you hear in a studio is not always what you hear in a car or at home. What we do is make the adjustments so that the customer receives a tape cartridge in the exact image of what he sent us," Walsh explained.

Walsh feels that most source masters are geared to disk production and that Stereodyne must "listen" to the master in a specially designed prerecording laboratory so that deficiencies can be balanced for cartridge production.

"An archive master is tricky," Walsh said. "We must correct deficiences and timing. We have two keys to providing this compatibility for a customer."

One, we use self-designed exotic equipment that we feel is unique to the industry. Two, our 'listeners' are collected and are either concert musicians or music majors.

It's like retouching a photograph," Walsh pointed out. "We try to mirror what the customer sends. We don't go to production until we've made the master compatible." Walsh said.

Walsh said that Stereodyne's quality control program is an autonomous group at the plant. "Our quality people have the authority to reject without question from anybody. This rigid inspection follows a finished cartridge right into the packing box. Our people have the authority to open packing boxes ready for shipment for final inspection. We don't believe Stereodyne's quality control can be topped," Walsh said.

Peter Walsh

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Celanese 'Molds' Dynapak's Rise

A growing industry is dependent upon a growing technology.

Celanese Plastics Co., of Newark, N. J., is one of the prime contributors to tape and allied communications industries.

For instance, Stereodyne, in various molded internal parts of its cartridge and cassette units, uses Celanese thermoplastic engineering resin, a Celanese product.

Stereodyne, as other communications hardware manufacturers, must rely upon a product which will give customers trouble-free components which work under the most strenuous conditions.

Celanese contributions to the accumulation and storing of knowledge are broad. The New Jersey company services other industries in addition to custom tape duplicators such as Stereodyne.

For example, they produced for the graphic arts industry a high-gloss, high-clarity laminating film. Celanese polyester film has assisted magnetic tape manufacturers to achieve a stronger, more uniform tape.

One of the most critical applications of Celanese polyester film is computer tape. The base film is smooth to prevent "bumps" or "dropouts" on the final product. It is also stiff to permit better tape-to-head contact.

The Stereodyne-Celanese "marriage" is one of many needed to fully develop informational and communications growth.

Through research and development provided by a firm such as Celanese, a specialty company such as Stereodyne can provide to its customers the reliability and performance so necessary in a competitive industry.

Nicholson Sets Sound Financial Growth

Lee Nicholson, early thirties, soft-spoken, knowledgeable, maintains Stereodyne's fiscal equilibrium, but like others on the first team, is looking ahead.

"Our plant expansion will be in high gear soon—representing about 30,000 square feet of additional, air-conditioned space," Nicholson said.

"And when you contemplate this success and new eminence in the industry, a great deal of it comes from our ability to forecast dollar requirements. This, of course, is due to a very fast turnover. We turn over our inventory of cartridges about 10 times each month.

"If we receive an order from a label by 8:00 a.m., we can duplicate, ship the order and complete our billing the same day. And the orders are getting larger.

"We recently requisitioned 1,000,000 raw (unfilled) cartridges built to Stereodyne specifications, and we amortized the cost over a one-year period. At this point, it looks as though they might last three months."

"We buffer (this schedule three shifts around the clock) with the assistance of our computer—which keeps us in line with quality and inventory controls. Nevertheless, our increases require more equipment as well as more people. Thusly, our assets in the machinery and equipment area have increased 64 per cent.

"Our sales and financial history are compatible with our growth chronology." For original investors, after-tax earnings per share in 1967 were $4.52.

"For the first six months of 1968, they are $7.19—a substantial increase. In 1967 our gross volume was $1,300,000. Our conservative projection for 1968 is $4,500,000.

"We are in an excellent position to move ahead—and will probably take some pretty long strides in the near future," he said.

DIANA ROSS AND THE SUPREMES accounted for $1,000,000 in sales of Dynapak tape cartridges via the Motown label. Stereodyne recently honored the trio with this trophy, centered around a bronzed Dynapak tape cartridge, when the three internationally known recording artists appeared in Detroit.

OCTOBER 5, 1968, BILLBOARD
Audio Component Mfrs. Woo Mass Market at N. Y. Hi-Fi Show

By HANK FOX

NEW YORK — The quality component market, once limited purely to audiophiles and high fidelity purists, has now been co-opted into the mass merchandise field. As thousands of New Yorkers hit the sidewalks for the annual midsummer Hi-Fi Convention, they will be greeted by component manufacturers exhibiting a wide range of products designed specifically for the mass market. The trend started last year with the introduction of audio components for home theater systems, and has now expanded to include a variety of components aimed at the mass market. This year, component manufacturers are expected to showcase a wide range of products, including speakers, receivers, and turntables, all designed to appeal to the mass market.

Shopping Center Site Boosts Traffic, Sales

By KEN BERGLUND

MINNEAPOLIS — Dependable shopping centers can be the key to success for an electronics outlet, providing the store is situated in the main stream of traffic. This has been proven true for Schaak’s Electronics of Minneapolis, which is located in a group of four stores here in the Minneapolis-St. Paul area. In addition to Schaak’s own “neighborhood” sites, Schaak has stores in Southdale, Brookdale and the Ridgewood shopping centers in Minneapolis.

Carl French, manager of the Southdale store recently reviewed a year of Schaak operations.

“Good location within the shopping center itself is vital. We were situated on the second floor of a four-story building, with a total of 30,000 square feet of space. We were the second store of our type within the center, traffic has picked up considerably,” French stated.

French added that the “open front” plan, where shoppers see all the store’s inventory as they pass by, is a definite asset. To encourage shoppers to enter, the manager has used background music to create a pleasant atmosphere. Although Schaak’s enclosed shopping mall borders on a high income suburb, this is not as important as it might seem.

“Surveys show that about 60 percent of the people who come to Schaak’s are from the surrounding areas,” French stated. “They come into the store to see the latest products, and then decide whether to purchase or not. This is a good indication that Schaak’s is a successful business.”

3M Sweepstakes Boasts Dealer-Consumer Prizes

ST. PAUL, Minn. — The Magnetic Products division of 3M Company has launched a new sweepstakes promotion aimed at dealers and consumers alike. The sweepstakes, which is open to both businesses and individuals, offers a variety of prizes ranging from $500 to $5,000, with the grand prize being a brand new 3M video tape recorder.

The sweepstakes promotion features two grand prizes of trips for two, anywhere in the world, for both a consumer and dealer. Other prizes range from 3M products to cash, with the grand prize being a brand new 3M video tape recorder.

Tenno Split

CLEVELAND—Directors of Tenno Corp. have announced a two-for-one split of the company’s common stock. Shareholders are entitled to one share for each share held as of Feb. 15, with the additional share to be issued in the form of a 50 percent tender offer to all shareholders.

The split is expected to increase the company’s market value, which has been steadily declining over the past year. Tenno has been hit by a number of problems, including a labor dispute with its workers, which has caused production to slow down.

New Store

PHILADELPHIA — Record Unlimited has opened a new store here at 213 South 38th Street. A one-week promotion highlighted a grand opening celebration.

Expansion Sale

NEW ORLEANS—Weber’s recently held an expansion sale here to mark the opening of the chain’s newest store in Biloxi, Miss.

THE INVITING APPEARANCE of Schaak’s Southdale shopping center store in Minneapolis is enhanced by the use of carpeting and taped background music. The store has four outlets in the Minneapolis-St. Paul area.

Audio Retailing

SONY’S NEW MODEL 770 is an affordable portable stereo receiver. Weighting only 24 pounds, it may be carried by shoulder strap and used in all situations where portability is desired. The suggested list is $750.

Audio Retailing

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OCTOBER 5, 1958, BILLBOARD
Armand Schaubroeck Tells It Like It Is

by RON SCHLACHTER

IRON DEQUOIT, N. Y. — Armand Schaubroeck, owner of the House of Guitars here, has just released, "The Best of the Beach," a selection of easy piano, guitar, and brass parts. Schaubroeck has been negotiating with various record labels to produce the music for the event.

The album features a variety of styles, including jazz, blues, and classical, with a focus on the three main instruments. Schaubroeck has been working on the project for several months, and he is excited to see the finished product.

"I've always been interested in music, and I've been playing the guitar for over 30 years," Schaubroeck told the press. "I wanted to put together an album that would appeal to people of all ages and backgrounds, and I think we've done that with 'The Best of the Beach.'"

The album is priced at $12.95, and it is available at record stores throughout the country. Schaubroeck is already planning his next project, which he hopes to release next year.

Great West Introduces Standel Line to Canada

by KIT MORGAN

TORONTO — The Standel line of musical instrument amplifiers, speakers, and public address systems is now distributed nationally in Canada for the first time, through Great West Imports, Ltd., which has branches in Toronto, Montreal, Vancouver, Edmonton, and Winnipeg.

Great West also represents such instrument manufacturers as Framus, Rickenbacker, and Epiphone.

The Standel line is being introduced to retail musical instrument dealers, music school suppliers, and other interested parties through Great West "open house" displays. Al Simpkins, director of marketing, is heading with Standel in El Monte, Calif., on band for Great West's recent three-day show in Toronto. Standel were displays of equipment and a performance by the Stampers, a Toronto-based MGM recording group which is now using Standel equipment.

Repairman Course

SIOUX CITY, Ia. — Western Iowa Technical Institute has inaugurated a six-week course in train band instrument repair and tuning, and music equipment repair. The curriculum for both courses is comprehensive and requires 1,400 hours to complete. The tuition is $76.25 per quarter for Iowa residents and $137.50 per quarter for non-residents.

Great West Imports recently held an open house in Toronto to introduce the Standel line to national distribution in Canada. Featured were displays of equipment and a performance by the Stampers, a Toronto-based MGM recording group which has switched to Standel equipment. Members of the group, shown here from left are, Rich Dahms, Steve, Tony Davis, John Moe, Van Louis, Stanski marketing director Al Simpkins, Race Holland (Steels) and (Kneeling) Brent Lyttle.

ADVERTISING IN BUSINESS MEANS BUSINESS

Armand Schaubroeck, owner of the House of Guitars, Irondequipt, N. Y.
Karajan Gets True 'Ring' Via Cassette

SALZBURG — Herbert von Karajan, who has just completed the latest technical developments, has made use of cassette in preparing his Wagnerian "Ring" for the Salzburg Festival. The performances were also videotaped.

Karajan also is recording the "Ring" for Deutsche Grammophon and is directing new productions of the four operas at the Metropolitan Opera in New York. Baritone Thomas Stewart explained the procedure, recalling that he was instructed by DG to record Wotan in "De Walk" and also by Karajan to perform the role at Salzburg. The weeks of intensive piano and orchestral studies plus the recording sessions produced "as complete and polished musical performances as were possible," Stewart explained.

But, at its best as in the Third Act "Pamir velder la lagram," he seemed to be an artist with a bright future. The aria was sensibly sung and his voice was finer than had been heard in other parts of the performance. He also took the D-Flat at the end of his Second Act duet with Miss Peters, demonstrating that he alone has the voice to hold the stage. But, there were not all the background of orchestra that the music of</p>
Scott, of Met, Is Dead at 47

NEW YORK—Baritone Norman Scott of the Metropolitan Opera died on Sunday (19) at Beth Israel Hospital here after a brief illness. He was 47.

Scott, who joined the Met in 1951, was previously with the New York Opera Company, Chautauqua (N.Y.) Opera, and New York City Opera, and appeared in New Orleans, Philadelphia and Paris. He sang with the Vienna State Opera in 1956.

Scott recorded Beethoven's "Symphony No. 5" and "Messiah" with RCA, and with the NBC Symphony Orchestra. He also appeared in Columbia's "The Royal Command Promenade," and "Frankenstein," a film from Offenbach's "Tales of Hoffmann" with the Met for RCA.

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GUARD WINS MOLSON PRIZE

OTTAWA—Glenn Gould has been awarded a $15,000 Molson Prize, one of Canada's highest honors for recognition of cultural achievement. Gould, who has made his international acclaim as a pianist and recording artist, composer, lecturer, writer and broadcaster, has been chosen by the Canadian Council for outstanding achievements in the arts, sciences and humanities.

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Honolulu Lists Subscription Set

HONOLULU — The 1968-1969 subscription season of the Honolulu Symphony begins on Thursday (6) under Robert Lu- Mariches, the second season as the orchestra's music director. George Hart, the Honolulu's former principal conductor, will conduct one of the Saturday matinee-Tuesday evening programs, conducting his own "The Waters of Kane" on March 30 and April 1.

Guest artists will include violinists Michael Rabin and Tonio Spivovskynia, pianists Byron Janis and Susan Starr, harpist Nancar Zabelna, the First Chamber Dance Quartet, and the Honolulu Chorale.

Russian Awarded Top Busoni Prize

MILAN—The first prize in the Ferruccio Busoni International Piano Competition held in Bolzano, Italy, was awarded to the Russian pianist Vladimir Silovitch. The award combines a cash prize of $800 and a contract for a series of concerts.

Karajan Cassette

* Continued from page 46
he distracts from concentrating on every movement and dramatic gesture required of him. However, at the same time he is made aware of the musical interpretation by the constant repetition of the tape. The result is an integrated combination of both musical and dramatic values.
Town, . . . Gloria Jones, "When He Touches Me" (Minst.); Carla Thomas, "Where Do I Go" (Stax); Patil LaBelle & the Bluebelles, "He's My Man" (Atlantic); Motown-Tamla (Motown); Motown迁民 (Tamla). . . . Dyke & the Blazers, "Funky Ball" (Original). . . . Profiles, "If I Didn't Love You" (Duo). . . . Nina Simone, "Do What You Gotta Do" (Vanguard). . . . Brenda Jo Harris, "Standing On the Outside" (Roulette).


From the Music Capitals of the World

CHICAGO
Odell Brown and the Organizers, who have been in a legal contract with Cadet Records, has recently in New York to record Ray Bryant. The work will be released soon.

Salloom Shackle and the Motter Bear, the newest addition to the newly formed rock label Capitol Records, were recently in Los Angeles, Calif., to play on the same bill with the Grateful Dead.

The Rotary Club's second album was recorded in Terri Bergey's Studio's latest modern techniques. Concept 12, . . . WRAC's first. . . . Frank Walder was enticed in the first competition of the Chicago Wives' "Get Miss America," contest Sept. 27.

Corbett Monica has opened at Mister Kelly's, an attempt with the combination was Chicago singer Nelson Wynn, Jr.

The Bubblegum Machine is concluding a tour in San Francisco and the Rush Over. . . . The Happy Man, highlighting the musical "Jacques Ber Is Alive and Well and Living in Paris," Rosalie Welde offers a spectacular Steare's at Pleasant on East Walton. The new club has features vocalist Hurriette Blake with the Regional Winds Trio. . . . The Alco Barjuco is the stage of the Mantanamartin set at top on the Left House. . . . Jay Anderson has replaced Norman Ross on WGN radio program as the Traffic director. . . . Ron Schultz

HONOLULU

Lady Soul Aretha Franklin appears Nov. 28 on WSPR's Honolulu International Center Arena under the auspices of Arena Associates and Paybill Diller, NEC-TV and Columbia Records. She will be the island of Kauai before returning home. A Malaco Records play a live album with Billy K. and the Shipwreck at Shipwreck Kelly's, the Holiday Hotel at the Hawaii. Hula Records will be scheduled a live LP with Herb Ohta on the subsidiary label. . . . The Motown-Studio's artist's Cosmic House Show at the Richardson features a new band. Our Danny Kelly's will play a Jimmy Norman's, a musical Turks. . . . The Alco Barjuco is the stage of the Mantanamartin set at top on the Left House. . . . Jay Anderson has replaced Norman Ross on WGN radio program as the Traffic director. . . . Ron Schultz

Mr. and Mrs. Berry Gordy Sr. stop at a waiting limousines following a nostalgic repeat of their marriage vows marking the couple's 40th wedding anniversary, Sept. 9, in Detroit. Joining in festivities in Berry Gordy Jr., Motown chief, who has celebrated many golden anniversaries of his best-selling soul disks. In addition to the Gordy's seven children and 20 grandchildren, also attending are Mrs. Esther Edwards, Mrs. Acme Gaye and, at the far right, Motown star Diana Ross.

Robert Helpmann, Magown's East-West would like to cut a regular cost LP, but Deco's been holding off on a release on Magown, Madeo Records as the vice-president Marcello Sabo also is among the female leads. . . . Melvin Bryans, the local distributor for A&M, Liberty and the Motown-Turbo disks, has finally moved to his new quarters. A fire over a year ago razed the old building which since has been rebuilt with a new facade for plans.

LOUISIANA

Columbia Music: A Store For the Serious Musician

SAN FRANCISCO — The professional musician is the primary customer of Columbia Music and Electronics, located here halfway on Market Street, in what would be called San Francisco’s Tin Pan Alley district.

The policy of Sid Heller, manager of the musical instrument department, is to keep his entire operation on a level which the pro and semipro are familiar: “Every one of our salesmen is an expert on at least one instrument and knows its particularities ad infinitum.”

This technique enables the store to have personnel who can talk the pro’s language because they integrate music so closely into their own lives. “We make ourselves part of the local music scene,” said Heller. “We have to know what is happening, because what is happening around town shows us what we should be stocking and how we should be serving our customers.”

Heller explained that the frequency tuned ears of a musician often want a change in sound in the instruments they are using. But they don’t know how to make that change. A specialist, in this case the store’s Eddie Regan, knows how to achieve the desired sound. He can often be found in the lab making the delicate adjustments which the average listener does not consciously detect.

Heller’s next merchandising approach is to keep well stocked with all equipment from the best suppliers. This means both instruments and accessories. In some ways, it is more important to be well stocked with accessories because these are the items most often in demand in a short time and for a period which the store can build a reputation for completeness. They are also a good region.

Records are important to instruments since they demonstrate trends in both types of music and instruments. The professional musician, according to Heller, likes to buy another’s records.

EDDIE REGAN, of Columbia Music, San Francisco, demonstrates some of the more expensive instruments which are kept on display in a locked room at the store. The professional musician is Columbia’s primary customer.

About 50 per cent of Columbia’s business is with the serious musician, which is a relatively high percentage when compared to other stores. The balance is with teen-ageers who often like to follow the trends set by the professionals.

The more expensive instruments are displayed in a glass case, in locked rooms, accessible only by the salesmen. Customers may try out the instruments in this room, but two sound-proofed rooms on the second floor have been set aside primarily for this purpose.

Sheet music also serves as a good traffic builder. The hottest items, books and collections by the most popular groups, are displayed at the store’s entrance to entice the casual shopper.

The basic sheet music stock is kept in drawers, alphabetized by title for self-service, and is located adjacent to the instrument section to meet the needs of both the professional and amateur.

Shop-at-Home

CHICAGO — The Wurlitzer Co. here has introduced a new shop-at-home service for its customers. By calling Marjorie Aldorf, manager of gifts and accessories, a customer may find out prices, request pictures or arrange a showing of any items in the company’s line of music accessories.

The THE MAIN FEATURE of the RMI 140A amplifier, from Rocky Mountain Instruments, Inc., is a separate built-in treble system. Completely solid state in design, the RMI 140A uses two J.B. Lansing 15 in. low and mid-range drivers and two high frequency high efficiency drivers.

Each of its two separate channels is equipped with bass, treble, presence, brightness, reverb and volume controls. The suggested list price is $796.

Fidelitone's Magic Touch merchandising makes needles sales more profitable

Your local Fidelitone distributor's MAKE IT EASY sales program offers you:

• Quality products
• Top notch service
• Sales training
• Easy-to-use demonstration guide—most complete in the industry
• FULL LINE OF replacement phonograph needles
• Full-scale warranty management program
• Plus sales aids and P.O.P. materials

You don’t make money buying needles, phonograph needles. You make money selling them! Let your Fidelitone distributor show you how to make needle sales a profitable venture rather than a questionable chore. He has complete merchandising program with the music capital of the world and name of local authorized distributor.

Singer Alexandra has renewed her contract with Phonogram for a five-year term. Her producer is Fred Weyrich. Phonogram has canceled its promotion contract with Larry Yaskiel for Maxfield Mann, Traffic, Dandy Springfield and Darkness following Yaskiel’s appointment as head of the DGG promotion affiliate, Antenna. Philips reports its current best sellers single as "Waarst du doch in Dorstestad geboren," by Durrie, "Schweiz," by Alexandra and "My Name Is Jack," by Maxfield Mann. Leading albums are "Har- pening in Music," by Peter Cun- sult. "2 in 2," by Esther & Ab Otilinw, and "Premiere" by Alexa- corte. WOLFGANG SPAHK

BIOGRAPHY OF MUSIC CAPITOLS OF THE WORLD

HAMBURG

The well received musical "Prfaz Saloon," written by Lotar Ollia and starring Polini's Frolly Quin, makes a three-month tour of 79 cities in Germany, Austria, Holland and Switzerland. Munich, Polini's "BVD" was produced by the orchestra of Eddie Cao and Los Trofees Mannes. Atlantic singer Arthor Conley will make a 14-day tour of Germany starting October 17. Sir Henry and His Butler's from Denmark play a concert in Rasmussen Thursday. (19) ... The Doors (Elektra played two full-length concerts in Frankfurt.

TROYCITY MUSIC CO. is currently introducing a new line of Cambridge wood recorders across the country. The treble and bass models both feature two specially designed clarinet-type keys on the bell for easier execution of sharps and flats. The suggested list price for the F soprano and C soprano is $5.95; The F alto, $7.50; the C tenor, $7.25; and the F bass, $89.50. All are individually packaged with swab and greens.

Fidelitone THE TOUCH OF MAGIC Dept. 1-137 645 N. Roosevelt Ave., Chicago, Ill. 60625 Phone number, Bank tape cassette and accessories

OCTOBER 5, 1966, BILLBOARD
Two-for-a-Quarter Pricing? Kan. Firm Gets 25c Per Play!

By BEVERLY BAUMER

WICHITA, Kan.—Two-for-a-quarter pricing on jukeboxes is nothing new to Mark Blum. For the past two years his firm has been following a practice of pricing jukebox play at one-for-a-quarter.

Five locations, all selected private spots, are one-for-a-quarter, and they constitute about 3 per cent of United's total pricing system, Blum said. The stores, a Wurlitzer distributor, maintain 200 music locations in Wichita.

"We have one-for-a-quarter where there are go-go dancers that use music for accompaniment, or just where we have live dancers that use music for accompaniment. Everyone in Wichita uses the one-for-a-quarter system for this type of programming. We have a pricing system of two-for-a-quarter in real nice private clubs where..." (Continued on page 51)

Rowe Adds Canadian Branches


The Montreal office at 9341 Coxe de Lisse Road, Dorval, is located in a new building.

(Continued on page 51)

Granger Visits Mass. Meeting

AUBURN, Mass.—More than 100 persons were on hand here Sept. 19 for a joint dinner meeting of the Massachusetts coin operators, Fred Granger, executive assistant, extends thanks for the many expressions of condolence following the recent death of her mother.

Wurlitzer Set to Bow New Model

NEW ORLEANS—Wurlitzer will unveil its new American III upright at a series of regional sales meetings, commencing Oct. 2 at the Roosevelt Hotel here. Other meetings announced by manager of sales Herbert Bear will be Oct. 4, Summit Hotel, New York, and Oct. 9, Bismarck Hotel, Chicago.

The company will host a cocktail party and dinner the evening prior to the meetings, which will be one-day events.

In addition to Bear, service manager George B. Row and advertising and sales promotion manager A. D. Palmer Jr. will head up the presentations.

Note From Bonnie

CHICAGO—Bonnie York, Music Operators of America administrative assistant, extends thanks for the many expressions of condolence following the recent death of her mother.

BALLY COLOR PLUGS GAMES

CHICAGO—Bally Manufacturing Corp., now involved in a major expansion of its facilities here, displayed another example of the firm's forward thinking last week by advertising a new pinball game in Billboard's four-color section. The Chicago manufacturer, known to be in the process of offering public stock, is taking another step toward making the games industry more colorful and exciting. The importance of amusement equipment in the industry is highlighted this year by the fact that Music Operators of America has changed its convention name to reflect the games segment.

MASONSHIRE MEETING of more than 125 operators from New England last week found this happy foursome posing for Billboard's photographer. From left, Russell Mawdsley, Beverly, Mass., Barbara, Shirley Center, Mass., and to the right, Fred Granger Jr., Chicago. Mawdsley and Barker are Music Operators of America (MOA) leaders, and Granger is MOA executive vice-president.

OCTOBER 5, 1968, BILLBOARD
Having playfield problems?

Eliminate warping and breaking with new Marquee by Fischer

with honeycomb playfield

The ONLY coin operated table with a playfield guaranteed for 5 years. Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT: 100 Series 56" x 101"; 90 Series 52" x 91½".

Fischer
FISCHER MFG. COMPANY, INC. TIPTON, MO. 65081 Phone: 816-433-5531

@\nRegional Trade Assns. as Clearing Houses for Requests

- Continued from page 45

highs, both regionally and nationally; second, a renaissance in the art and craft of jukebox record programming has been taking place. Why not let these parallel trends intersect?

In discussing the procedural particulars of such a clearing house, it should be pointed out early that the program would be far too cumbersome on a national scale to be useful to most programmers. Fulfillment would require months when most programmers, though they'll wait weeks, are jealous of even a day's delay. Moreover, costs at the national level would soar.

It is only at the regional level that the clearing house concept appears realistic. Not only are logistics simplified, programming patterns, hence product needs, are likely to be more standardized and in common.

Simply, here is how a regional request clearing house might work. Let's say the West Texas Music Operators (WtMO), selected because it doesn't exist, meets in its annual convention at San Antonio and votes to set up request clearing house program. Without too much pressure, one of the larger operators volunteers his program as "Request Central" for one year. All members wishing to participate in the clearing house program drop $10 into the WtMO treasury to cover mailing and handling costs. (Think about it: how much time, gasoline and nervous energy have you burned running around to dealers, distributors and one-stop looking for hard to find requests?)

As many as three one-stops, two distributors and several dealers eventually are worked into WtMO's clearing house program.

The week after the annual convention, "Request Central" receives 31 requests by mail and telephone. He lists the requests linked with name and address of the requesting firm and mimeographs a "Search Circular" that is mailed to all clearing house participants. This "Search Circular" is mailed out each week. Participants who find a sought single in their shelves send it directly to the seeker, with a bill. Payment is made directly from the seeker to the source. No billing or payment is handled through "Request Central." Since one-stops, dealers and distributors also receive the "Search Circular" from WtMO, they become highly cooperative and fruitful participants in the clearing house. "Request Central" continues to run a particular request each week for a month unless the seeker sends in a "Stop Search" notice.

Some clearing house participants receive one or more excess copies of a sought item. Usually they pay the excess with an eye toward expanded or future use of the material.

A year passes, and at the next annual convention of WtMO another operator volunteers his program as "Request Central." Even the crude clearing house plan outlined before would go far to expedite the working of more oddities into the nation's programming. And the plan sketched here is only one of many that might work.

BYRON WAGGNER, Blum's programmer for 27 years, Waggener believes the popularity meter is the best criterion for a programmer. He has stopped categorizing records because so many types of music have blended together in terms of location preference and need. He is seen here in a 5,000 record library.

INCREASE VENDING SALES

IN ANY LOCATION

ICE COLD DRINKS

3 NEW CAN COLD DRINK VENDORS

for prestige and heavy volume locations

GIANT 360 can capacity—48 cans in pre-cool

LOOK TO

ROCK-OLA

for advanced products for profit!

Rock-Ola Manufacturing Company
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Say You Saw It In

Billboard

OCTOBER 5, 1968, BILLBOARD
Pool Firms Stir Interest In MOA Show

Sixty-one exhibitors using 134 booths fill MOA facility for the first time in years, Trucano said.

The MOA show, always exciting, will be further emphasized this year by a controversial seminar on cut-rate and games tournaments. It is in the area of tournaments that Trucano discovered still more controversy.

"One firm approached us about holding a tournament in one of the hotel rooms," Trucano said. "MOA is not in the position of sponsoring the activities of one company.

"We're trying to be as fair as possible to all exhibitors. We told the firm it could hold a tournament in its booth as long as it was confined to MOA members. As long as an exhibit is in good taste, MOA tries to keep from making too many hard and fast rules," Trucano said.

Trucano acknowledged that the firm in question, U. S. Billiards, Inc., had its announced plans, caused other pool-table makers to complain. Altogether, there will be 10 pool table exhibitors.

The Deadwood, S. D., MOA vice-president said the Sherman House, still involved in a massive renovation program, had completed remodeling its public rooms and will have the lobby renovation completed by Oct. 11. "They have remodeled about 120 percent of the rooms," Trucano said.

Trucano, working with executive vice-president Fred Granger, said the annual banquet will be at least three hours long. While it was stated earlier that only one artist from each label would perform, this rule has been relaxed.

Granger said advance registrations are coming in so fast that MOA has decided to handle all that arrive by Oct. 4.

Granger's other problem last week was accommodating last-minute exhibitors. "We're using every bit of our space, but I'm sure we can get everybody in.

The industry seminars will be held Oct. 11, with games preceding one-stop, the latter expected to be prolonged.

Seminars Planned:

Wednesday, Oct. 10:


Panel B: "Exhibitors' Presentations." Speakers: Jim Estes, vice-president, AMOA; Bob Strickler, vice-president, AMOA; and the Floral Commission, Chicago.

Panel C: "How to Get the Most Profit from Your Exhibits." Speakers: Fred Granger, AMOA; and the Floral Commission, Chicago.

Thursday, Oct. 11:


Panel F: "How to Get the Most Profit from Your Exhibits." Speakers: James Estes, president, AMOA; and the Floral Commission, Chicago.


Panel H: "How to Get the Most Profit from Your Exhibits." Speakers: Jim Estes, president, AMOA; and the Floral Commission, Chicago.


Panel J: "How to Get the Most Profit from Your Exhibits." Speakers: T. Howard, president, AMOA; and the Floral Commission, Chicago.

Bally Bowler

Built for this year, next year and years to come

in true bowling impact action
in new money-saving mechanical refinements
in new impressive eye-appeal
in year-after-year play-appeal
in extra quiet, extra smooth performance
in punishment-proof rugged construction
in time-tested top earning power

Limited production! Order now!

Photograph shows true bowling performance of famed Bally Saved Action Pins. Ball drills No. 3 pin sideways to hit the No. 3 pin, which will take out No. 5 and No. 10 pins. Ball full-round pins fly away in any desired direction, depending on angle at which ball hits pins or hits pins...real bowling!
Bally Big-Ball Bowler
Bally Manufacturing Corp. has commenced production on the above big-ball bowler because, according to president Bill O'Donnell, "there is a world-wide demand for big-ball units." This machine, called 1969 Super Bally Bowler, incorporates such features as Bally's true bowling action, full-round pins that fly in any desired direction, depending on the angle at which the ball or pins strike. "No electrical rollers are used on the alley," O'Donnell said. "Action is 100 per cent mechanical, and hit pins are cleared off the alley with the snappy speed of real pins on a real alley."

**COIN MACHINE OPERATORS INTERNATIONALLY:**

It is my pleasure to announce that on November 1, 1968, Bill Frutting and I will introduce a new coin-operated phonograph, THE CAMERON.

We have known for a long time that the economics and demands of our industry have changed drastically. Instead of taking the phonograph as we know it today and revamping it, we have been able to start from the beginning and construct a totally new concept to fit today's market.

We personally invite you to see us at Booth 38, M.O.A. Exposition in Chicago, October 12 and 13. Dick Murphy will also be in attendance.

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**New Equipment**

Granger Visits Mass. Meeting
- Continued from page 45

vive vice-president of the Music Operators of America, gave the keynote address.

While the meeting was held by the Massachusetts Coin Machine Association and the Western Massachusetts Music Guild, operators from other New England States were also present. These guests included Anthony Williams, president and Art Fish, executive vice-president, Music Operators of Connecticut; Don Oliver, president, and his brother Bud of the Maine association.

Addressing the meeting at the Sheraton-Yankee Drummer Motor Inn, Granger talked primarily on the present state of the industry, the direction it is taking and the value of State and local associations. The MOA executive emphasized the importance of the State and local affiliations to the national association in its legislative efforts, saying "it's a two-way street. We need associations on both levels."

Other speakers included Raymer Bay, president of the Massachusetts Coin Machine Association, and Russell Mawdley, assistant executive vice-president.

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**Jukebox Best Picks for Week Ending Oct. 5**

ANCHORAGE, ALASKA

BROOKLYN

BUCANIAN, MICH.

CHICAGO

CINCINNATI

GAFFNEY, S. C.

GLASCO, N. Y.
Teen: "Hey Jude," Beatles, Apple 2276; Adult: "Harper Valley P.T.A."

GREENSBORO, S. C.

HADDONFIELD, N. J.

MANHATTAN, KAN.

OAKLAND, CALIF.

PEORIA, ILL.

PORTLAND, ORE.

SAN ANTONIO

as reflected in a weekly poll of jukebox programmers across the country.
Eyerman Heads Ohio Association

COLUMBUS, Ohio—Members attending the annual meeting of the Ohio Automatic Merchandising Association of the National Automatic Merchandising Association (NAMA), held here recently at the Sheraton-Columbus Hotel, elected as their president, Joseph Eyerman of ARA Service. Other officers elected were Harry Russell, Automatic Canteen Co., secretary, and Dan McKirnan, McKirnan Bros. Vending, Inc., treasurer. D. H. Flassman, Maumee Valley Vending Co., and Ron Reinhardt, Reinhardt Vending Co., were elected to the association's board of directors. Russell was re-elected to the board.

Robert Taran Now Heading Jupiter Firm

MIAMI—Coin machine statesman Sam Taran, once the largest independent distributor in Florida, has turned over the bulk of his coin machine business to his son, Robert Taran, who owns exclusive importation rights to the French-based Jupiter jukebox line in the U. S.

Now a financier, the 70-year-old coin pioneer shares operation of Taran Enterprises with his son, also in the finance business, who has controlling interest in a Latin record company and a marine chemical complex. "The success or failure of the Jupiter line," Bob Taran speculated, "depends mainly on the ability of the French factories to produce for the American market." Taran hinted that the French might not understand the demands of American marketing. "The quality of the machine is terrific," he added. "But Jupiter will have to meet production time. Sam Taran, a former boxer, quit the ring at 22 with over $50,000, which he parlayed into an even larger fortune as an automobile salesman in the early 30's.

When the depression struck, his winnings and investments cushioned the blow. Then, a loan of $5,000 to a relative in the nickelodeon business involved Sam in coins when the loan grew to a $30,000 debt through mismanagement. From these shaky beginnings as the Mavilover Novelty Co., Minneap- olis, Taran landed a Wurlitzer distributorship, and in 1945 moved his distributorship and office to Florida, where Taran Enterprises enjoys profits in the Southeast and Caribbean until the elder Taran liquidated temporarily in 1962.

Today, Sam Taran counsels his son's coin operation and his own finance business which has invested an initial $150,000 in Pachito Records, a Latin label run by a knowledgeable Cuban refugee. In addition to playing golf with 12 handicaps, invented the clubs he plays with. So while Bob Taran is working to "effect a rapport between manufacturer and operator," Sam Taran is back where he began—an athlete with a bold inclination for gambling.

All Machines Ready for Location

American Indy $145.
Texas Ranger 276.
Monster Gun 295.
AMFI Continental 2-200 165.
AMFI Continental 2-200 250.
LPC I Seattle 645.
Seaside Electric 645.
Seaside Supreme Copper tone Wall Boxes 185. etc.

Chicago Coin's New 6-Player Puck Bowler

Regulation with "BEER FRAME"
Beer Frame Lights Up During Game in Fifth Frame

KEEP STRIKING FEATURE
If player makes a strike, he keeps skating until he misses. Strike values vary each frame.

6 WAYS TO PLAY!

SUPER RED PIN

• REGULATION
• FLASH-O-MATIC
• DUAL-FLASH

Length 8', 10''

10c PLAY—Available 2 for 25c

Also in Production: Playtime • Starfire • All-Stars

Mits. of Pachito Profit Makers Since 1927

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

1725 W. Diversey Blv., Chicago, Illinois 60614

October 5, 1968, Billboard
Rake Hosts 40th Anniversary Party

HERB GOLDSTEIN (back to camera) chats with Richard Rake and two bulk operators outside the Rake firm in Philadelphia. The distributing firm comprises 3,000 square feet of space and is one of the most neatly arranged facilities in the trade. The two Rake boys are third generation. Joseph Rake founded the firm 50 years ago and his son, Nathan Rake, carried on the business. Over 125 operators and industry principals visited the firm during the open house.

ROBERT GUGGENHEIM shows Alan Rake a new 25-cent capsule. Karl Guggenheim is now manufacturing.

JAMES SPIRT, partner with Dan Creel and David Nixes. The young trio, all college graduates and 23 years old, formed a company they call Three-Way Vending.

Rake Inspires Young Vendors

PHILADELPHIA—Alan and Richard Rake, young owners of the 60-year-old Rake Coin Machine Exchange here, typify what many point out as "a youth movement" in bulk vending. A number of young bulk operators were among guests at Rake's recent open house. Included were James Spirit and Daniel Creel, two members of a new three-man company.

All three are college graduates and 33 years old. Spirit majored in economics, Creel in accounting, and the third person, David Nixes, majored in business management. The trio started out with two machines last February. Now they have 35 and are plowing back all profits into the purchase of more machines. They also want to enter cigarette vending.

"We became interested in bulk vending because we realized you can never be successful working for others. It appeared that bulk vending required little more than the amount of income involved," Spirit said.

The boys found Alan and Richard Rake very helpful, Spirit said. Their firm, called Three-Way Vending, has been setting new locations. The commission arrangement is averaging 25 per cent.

Spirit said that new gas stations, golf ranges, laundries and other stores were among the best potential locations. "We are also finding children's shoe stores work well."

Mass. Meeting

HOLYOKE, Mass.—The board of directors of the Massachusetts Coin Machine Association will meet in two weeks, according to Russell Mawkley, executive vice-president. A general meeting, which will include an election of officers, will be held within 30 days in the Boston area.

If your competition is giving you location trouble...
Two-for-a-Quarter Pricing?
Kan. Firm Gets 25c Per Play!

*Continued from page 45*

...they dance to jukeboxes," Blum said.

From one-third to one-half of United's total pricing system is two-for-a-quarter.

"There are 15-cent hamburgers and there are 75-cent hamburgers," he said. "Prices de-
pend on the clientele. I believe in giving extra plays for larger coin denominations. If music plays continuously, it can be played cheaper.

Blum pointed out that 10 years ago music was priced at six for a quarter. The past, he said, has been "pretty good." But today's operator must con-
tend with costs that increase continuously.

If equipment expenses and salaries continue to rise in the future the same as they have the past decade, it may take one-
for-a-quarter plays to make a profit, Blum said. Other meas-
ures might also be necessary.

Blum believes improper music selection is the most common mistake made in Jukebox pro-
gramming. When first setting a location, records of all catego-
ries should be used. Afterward, the programmer should follow the popularity meter on the ma-
cine, Blum said.

Byron Waggoner has been Blum's programmer 27 years.

Waggoner believes a program-
mer's success comes largely from fol-
lowing popularity meters. Ex-
cept in adult clubs, Little LP's play a major role in his pro-
gramming. "Little LP's are old standards and they just don't play any other place but mature night spots. We might as well face it—it's a kid's market and 90 cents out of every dollar comes from the kids.

DETOIT
Jack Oster, manager of D&P Service, is elated at securing two new locations in a week while his boss, John Dummer, was vacation-
ing at Drummond Island in Northern Michigan. These were new owners who came to him the next way—through referrals by other satisfied location owners.

O. F. Sauve, head of A. F. Sauve & Son, has recently bought the store at both Elginwater and Walled Lake amusement parks, and is spending much of his time in personal supervision of these new acquisitions... Keith Hecker, who was with Shaffer Music for 14 years, and joined Empire Coin Machine a year ago, is the proud father of a girl, Ann Marie, born Aug. 14.

Allan Spring, whose birth was announced in these columns just 23 years ago, now in the Marine Air Corps, was married Sept. 7 at Owosso, Mich., to Linda Mc-
Laren. He is the son of A. Jordan Spring, veteran owner of the Ray-
O-Lite Amusement Machine Co.

Publication of a new internally circulated magazine for operators has been started by Martin & Snyder, Detroit coin machine dis-
tributors. Title of the new eight-
page monthly is Coin Slot News. It is being distributed to operators in Michigan, and is receiving a good response from them. Says sales manager Jim Hamilton. HALL REEVES

Canadian Branches
*Continued from page 45*

Toronto office at 5233 Dundas Street West, Islington, is also headquarters for Hawker Sidde-
ley Canada, Ltd.

Heading up the two offices is Ronald Murray, 41, who has held a number of key positions with Canadian firms, including a stint of several years with All-
food Services, Ltd. The offices officially opened Sept. 30.

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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
9:00 A.M. to 3:00 P.M. — Exhibits Open
12:00 Noon — Ladies Luncheon
9:00 A.M. to 4:35 P.M. — Seminar on Coin Slot Machine Operation
5:00 P.M. to 6:00 P.M. — Games Tournaments
SATURDAY, OCTOBER 12
9:00 A.M. to 5:00 P.M. — Exhibits Open
11:30 A.M. to 1:00 P.M. — Luncheon & Membership Meeting
5:00 P.M. to 8:00 P.M. — 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
NEW ALBUM RELEASES

[List of album releases with details such as artists, labels, and genre]
KANSAS

Vacation time found Ivan Martin, owner of the Midwest Machine Corp., Winfield, spending 14 days in Wisconsin and Minnesota, with stops at Denver and New Mexico. . . . One of the Martin's daughters, Mrs. Kay Higby, is living in Kinston, Alabama, and likes it real well. Kay's husband, a lieutenant in the Navy, was stationed in Alabama Aug. 1. . .

Another Martin daughter, Mrs. Carol Casey, is in Muskogee, Okla., where her husband is principal of a state school for blind children . . . Third daughter, Pam Martin, is working as a bookkeeper in an Oklahoma city firm. Ivan Martin, in the coin machine business 23 years, started in Wichita. In 1953 he opened a business in Winfield. He's now in full-line vending, with four employees. Ivan is enjoying some additional operating room. He purchased an existing business, more than doubling his shop space . . . He keeps in organizations, and belongs to the Elks, Moose Lodge, Lions, Masons, and the country club. He has served as a director of the country club in Winfield 12 years.

The Deen Grisell family of Emporia Music Service, Emporia, spent their vacation in Bates Park, Colby, and St. Louis. Their oldest son, Randy, 16, recently finished work on his Eagle award. Randy is on the debate team at Emporia High and is also going out for basketball . . . The Grisell twins, Scotty and Sandy, 11, are in the Scouts too. Scotty is going out for football. The twins are eighth-graders . . . Deen Grisell still makes his way to the golf course and bowling alley. Does pretty good at both . . .

He and a partner took the city league doubles championship. Deen belongs to the American Legion, Am-Vets, and the Eagles. He's a committee chair for the Emporia Boy Scout Troop No. 153, First Christian Church. His wife, Frances, has marked her fourth year of employment with the county treasurer's office, where she sells auto licenses. She belongs to the Junior Parliament Club, a federal club, and likes to raise roses as a hobby . . . The Grisells are enjoying a new Dodge Polara. P. W. (Tony) Brull, Atchison, a brand new member of Kansas Amusement and Music Association, says life can get pretty hectic because he happens to run a dairy business as well as Commercial Vending Co., and Acme Music. With brothers Joseph and James Brull, he operates Tony's Dairy of Atchison. He has 20 locations in vending and music. He belongs to VFW, Knights of Columbus, American Legion, and Music Operators of America. He and his wife, Jeannette, have five children. Stephen, 19; David, 18; Barbara, 15; Janet, 13; and Nancy, 11.

The Brulls are avid golf enthusiasts . . . They're looking forward to a winter vacation. Maybe to Florida in January or February.

Another brand new KAMA member, Leda Sullivan, Lyons, in the coin machine business 24 years, claims this record: he has never had a single employee in all those 24 years. Sullivan has eight music box locations, four pinball locations, five pool table locations, and nine cigarette machines.

For recreation Sullivan likes fishing on the creek bank for crappie, drum, and bass. Mrs. Sullivan likes dancing, and also does catering at the country club as a hobby . . . Sullivan is a member there.

Another feature of the Sullivan family home is their fish tank, which contains several trout. Sullivan is also a member of the Lyons Yacht Club, and likes to go fishing in Washington. Their son, Monte Stewart, is working as a biological chemist for a Tulsa oil firm. Daughter Becky Fooshee is a senior in high school and son Rollin Fooshee is a high school sophomore. Becky is taking a course in Junior College. She wants to study accounting. . . . Rollin is on the high school wrestling team. The Fooshes' hobby is camping and fishing at Lake Union. They have a camper . . . Mrs. Fooshee likes to sew for a pastime. Don has been doing a lot of swimming this summer. The El Dorado Municipal pool is just 100 feet from the Fooshee home. It's a great attraction for the Fooshee teenagers . . . Daughter Becky recently was elected high school cheerleader, a post she also held last year. Don belongs to the El Dorado Moose Lodge and the American Legion.

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New BACK-TRACK ACTION

Thumper Bumpers bang balls back for duplicate drive through top scoring top channels. Skillful flipper shot or lucky slingshot drive propels balls back through Rock Crusader Alley for a thrilling repeat performance on the lively score-o-playfield. Back-Track action means more play, more profit.

Separate Bonus Computer for each player advances one number when R-D-C-K or M-A-K-E-R-E-S is hit on playfield. Adjustable bonus points score replays, added balls or skill rating, depending on style of game. Lighting R-D-C-K or M-A-K-E-R-E-S adds 100 to score. Letter-lighting buttons also score.

Extra FREE BALLS

1. Double Entry to Free Ball Alley gives player extra opportunity to get Free Balls when Gate is opened by skill shot.
2. Easy flipper shot into Rock Crusader Alley lets player do double flipper action and always open Free Ball Gate. Fast shot sends the ball on another wild trip down the playfield.

Packed with more surprise action and last ball suspense than any 4-player game ever built, ROCK MAKERS rings up richest earnings in years. Be sure to get your share. Get ROCK MAKERS.
UK Trade's Plea On Price Fixing

By GRAEME ANDREWS

LONDON — The record industry yesterday made its strongest plea for a minimum price fixing on its products with a five-page letter to the Restrictive Practices Court. This follows the surprise announcement Tuesday (24) by the tobacco industry of its case which was due to be heard in October.

The letter, which is addressed to the tobacco manufacturers, caused some to wonder whether the industry was planning a case before the court for keeping price fixing, or if the tobacco manufacturers' decision has caused anxiety among some sector record dealers in the U.K.

The cigarette companies had planned to base their case for setting minimum prices on the argument that price slashing was adversely affecting record dealers through the development of different class from tobacco or from candy and shoes—the two industries that have actually fought their last and unsuccessful battle against cut prices on the public. It is not concerned with loss of business within the industry. Various operations of consumer choice and convenience could swing a case in favor of an industry seeking to continue a set price policy.

The record case is expected to come before the court at the beginning of 1989 and the majors are anticipated that they will go ahead with it.

The three biggest tobacco companies announced that they had ditched their defense of price maintenance because of the "unequivocal legal advice."

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MCA Holds Sales Meet in U.K., Plans Drive on Country Product

LONDON — MCA held its first sales conference as an independent record operation in this country Sept. 18 to announce plans for a massive campaign to boost British sales of country music.

Peter Rodda, the company's senior major label director, told delegates that albums which would be featured in the October conference included LPs by Conway Twitty and Loretta Lynn. These cited as evidence of the grass roots movement for country music in England, and the fact that Loretta Lynn will be performing in the U.K. of 3,700.

Mike Sloan, MCA's artists and repertoire man, said that artists the company had broken and stressed the important role MCA played as an independent label.

On the chart album side, the company's director of promotions, Leonard Do, Mirettes, Sacha Distel and Joe Brown.

During an open forum session, Radio Luxembourg's managing director Geoffrey Everett spoke about the changes in format recently employed by his company and explained how MCA could do things differently.

Robinson, classical artists and repertoire director, said that with the November issues, classical releases on MCA now numbered 23.

These releases, he said, had been chosen with care to help MCA build a classical image. From January on, all classical issues will be in stereo only and there would be no further releases on the Brunswick catalog.

Plans were being currently set for the introduction of a budget label next year, probably in February. The catalog for this label would be taken from issues previously available here but on Brunswick but there would also be a few new ones on the lists.

Highlights from future releases included Basho's "Tempered Clavier," played by Ronald Trevel, to be issued in stereo for the first time on LPs; a coupling of the Britten and Dafusio piano concertos; Beethoven's "Mass in C" as done by Dave Brubeck and the Cincinnati Symphony Orchestra in June at London's Royal Festival Hall.

Polydor Tops In 25 Awards

LONDON—Polydor and its associated labels scooped 25 of the top awards at the annual music poll organized by the music weekly, Melody Maker.

Atlantic/Polydor artist Aretha Franklin was voted the world's top female singer, and Bob Dylan scored two international firsts, being voted top male singer and achieving first place in the LP poll with his album, "John Wesley Harding."

In the British section, Polydor/Macmillan artist Julie Driscoll took top point in the girl singer and was also voted brightest hope in both international and national sections.

International and national awards for top musician went to Polydor's Eric Clapton. John Peel's "Top Gear" was voted the top radio show, and the top British single award went to the Hollies for "Jumpin' Jack Flash."

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Japanese Poll: Toshiba Big

Tokyo—Toshiba Records of Japan was big winner in a Japanese TV poll, conducted by the Nippon Television Network and run in conjunction with the company's major signing effort. The poll held to select the most popular singer of the year.

The Rolling Stones, issued here by King, came third, with the Beatles (Capitol) in fourth and the Monkees (RCA) fifth.

In another poll—"The World Championship of Pop Music"—by talk show telephone calls. Trophies are given to record companies capturing the top six places.

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MGRS. LAMBERT & STAMP GO INTO TV PRODUCTION

NEW YORK—Kit Lambert and Chris Stamp, managers of The Who and the Crazy World of Arthur B. Brown, are moving into TV production. They are setting up a one-hour pilot TV show for a proposed pop music series, color, for sale in Britain and the U.S., as part of the Eastmond TV project. Associate producer is Vicki Wickham, formerly editor of "Ready Steady Go!", a pop show for U.S. syndication, Miss Wickham is currently producing the ITV Talk Shows, London.

Director is Michael Lindsay Hogg, who also worked on "Ready Steady Go!", and he is currently producing promotional pieces and recently completed one for the Beatles' single, "Hey Jude."

Publicist for the Lambert-Stamp project, Nancy Lewis, told Billboard that the project, which will be a plug for discs—chart action will not be the criterion. It isn't aimed at a teeny-bopper audience but will be aimed at adults and will be fast paced, with people in the wider pop field making quick cameo appearances.

The project takes place at the Granville Studios, London.

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4 Monument Acts to Italy

MILAN—Monument artists Ray Stevens, Joe Simon, Tony Joe White and Monument-cum-RCA are slated for promotional visits to Italy following talks between Monument management and Italian International director Bob Weiss and Giuseppe Vitoni of RIFI, Monument's licensee in Italy.

Ray Stevens was set to take the R.I.A.T.V. last week but Joe Simon will arrive in Milan Nov. 1 to promote the forthcoming "Message from Mario," and to appear in the three-day "Story of Italian Music." RIFI is scheduling special reissues for the Tony Joe White record "Soul Francisco" and will bring out Boots Randolph recordings here in single LP, cassette and 4-track cartridge form.

This is his stay in Milan. Weiss also had talks with Ricordi, the representation of Monument's publishing division, regarding promotion of the Ray Stevens' catalogue to be published by Monument subsidiary Alab and sub-published in Italy by Ricordi.

To facilitate promotional visibility, Ray Stevens was told, Weiss said he was investigating the possibility of dividing the catalogue among various European licensees and response to this proposal had been good.

Adamo Takes Jukebox Fest

MILAN—Italian-born French-based singer Salvatore Adamo has been awarded the 1968 Festivals' jukebox contest with his own composition "Affida Una Lacinia Al Venere" (Give a Tear to the Wind). Adamo received 131,744 votes.

Second in the established talent section of the contest were I Camaleonti (CBS-Italiana) with "Io Per Leo" (116,311 votes), and Ricordi with "Prega, Prega," was third (104,591 votes). Tom Jones (Alab) was fourth (110,273 votes). In the new talent section was CGD's Sergio Leonardi with a modern version of an Italian standard, "Non Ti Sordi Di Me" (Don't Forget Me), which received 112,974 votes. Second was I Profeti (CBS-Italiana) with "Ho Dide Mio Piacere" (121,301); his single "I Nuovi Trulli" (Sonopress) with "Visioni" (111,974 votes) was third.

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JAPAN Poll Site

TOYKO—Nippon Gramophone will set up its first sales office and studio building in Shibuya by June 1969. The company, which publishes the whole of the domestic recording industry in Japan, is currently in the process of building a new factory.

Gramophone and represents such labels as Polydor, Archive, Karmel, M.G.M., Verve, "What Is Happening?" Japanese section was C.S.S. (CBS-Italiana) with a modern version of a Spaghetti Western, "Non Ti Sordi Di Me" "Don't Forget Me," which received 112,974 votes. Second was I Profeti (CBS-Italiana) with "Via Dide Mio Piacere" (121,301); his single "I Nuovi Trulli" (Sonopress) with "Visioni" (111,974 votes) was third.

OCTOBER 5, 1968, BILLBOARD

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Copyrighted material
BERLIN — Record company directors and sales managers from more than 20 companies will attend the Deutscher Grammophon 70th anniversary sales conference in Berlin on October 5, 1968.

Using the slogan "Direct Hit," Deutsche Grammophon unveiled its new product in the Berlin congress hall to an audience including Max Hollein (Polydor, London), Alan Bats (Polydor, London), Hans Scherwen (Harmonia Mundi), E. G. Gurney (Philips, Amsterdam), Tom van Holst (Holland), Gerhard Gehard (Austria), Eugen Volkmann (Deutsche, Munich), and promotion manager Lawrence Tasker.

Present for DGG were general manager Kurt Kinkelde, director of Polydor, Berlin, chief Helge Holle and product manager Mike von Winterfeld. Vinkelde told delegates that Polydor is releasing a Jubiläums sampler at $2.50, which will include some of the company's most popular artists and songs outside the classical field. Freddy is featured singing the theme from "Dr. Zhivago," and Roy Black's "Passion d'Amour."

BERNARD, FRENCH TRADE CATALYST, DIES AT 86

PARIS—Albert Bernard, one of the founder figures of the French jazz scene of the 1930s, died last week at age 66 in Paris.

Bernard began his career in 1937 when he joined the Pathe Brothers concern and was promoted to assistant commercial director only two years later. He had been promoted to director general of the firm, he branched off on his own in 1939, first founding Pathophone Société in Spanish, Spain, and later, in Paris, Omnium-Pathophone, a company, Industrie Phonographique, which he headed until 1954. Omnium-Pathophone were partnered under Pathe-Freres Ltd.

Bernard's first transatlantic contacts in 1938 when, as head of a new company, Art, Technique et Commerce (Arttec), he acquired the Columbia Broadcasting System license for France and founded the French Columbia and Decca France. He was made honorary chairman of the company in 1960.

Bernard's interests in promoting the industry as a whole date back to 1920 when he was elected to the Syndicate National de l'Industrie et du Commerce du Disque in France (from which the major manufacturers) of which he was honorary president since 1958.

From 1952 to 1954, Bernard was president of the International Federation, and the management of the company was given to the direction of the Legion d'Honneur in 1953 and was made an officer of the order in 1951.

OCTOBER 5, 1968, BILLBOARD

Prague Jazz Festival Off — Czechmen by Politics

PRAGUE—The Fifth International Prague Jazz Festival, due to be held Oct. 9 to 13 has been called off due to recent political events in Czechoslovakia.

The statement by the organizers said: "The entrance of foreign armies on the territory of Czechoslovakia and temporary occupation of a part of Bohemia by the Russian rulers disturbed the preparations for the Fifth International Jazz Festival, which the Festival cannot take place."

"The entrance of foreign armies on the territory of Czechoslovakia and the management of the Festival are fully aware of their duties to jazz as an important field of cultural and artistic activity and as soon as the situation permits, they are ready to start preparations for next year's Festival which will continue in the successful tradition of 1966 and 1967," the statement continued.

In place of the International Festival, the organizers plan a concert of local groups and solos in the latter half of November, called Czechoslovak Jazz Gala. Artists who were to have appeared at the festival included Lee Konitz, Tony Scott, the Sandy Brown band, the Kurt Elling band, Hans Kollier and Albert Mandl.Stoff.

"This," said Winterfeld, "will be our 70th anniversary present to all of you."


Rennie also unveiled a new campaign slogan, "The CBS World of Music," which will be set up with more than six months to pass time and introduce the new artists, the normal discount, MM employees will offer special extra discounts varying from client to client.

Decca has announced that sales of the fiscal year July 1, 1966, to June 30, 1967, were 372,500,000, a 15 per cent increase over the previous year.

In July 1966, "we introduced a plan whereby we have introduced a plan whereby our customers could buy records from our catalog but as the normal discount, MM employees will offer special extra discounts varying from client to client."

At the seminar, the director emphasized the importance of the new MM catalog and the growth of the company's business with its new MM catalog and the growth of the company's business with the new CBS World of Music. The company will continue to offer special extra discounts to its customers.

The seminar included general managers of various divisions, such as the CBS World of Music, CBS World of Music, and CBS World of Music.

Finally, Sergio Leonard, CBS president, said: "The CBS World of Music..."

Lib's 'Heat' in A Paris Visit

PARIS — Liberty group Canned Heat arrived in Paris from London Sunday, 16th, for a radio and TV promotional visit and attended a reception staged by Parib-Cannes for the band at the Parib-Cannes Hotel. After three days in Paris, they took an appearance on the TV show "Les Etoiles du Monde," the group left to continue their European tour with visits to Paris, Stockholm, Treviso and Copenhagen.

Decca Ltd. Profits

NEW YORK — In the report of its earnings profits made last week was an error in the Dréssil. Data was missed, which called Estelle's 1969 earnings profits in the band's capitol stock. The figures should read 60 per cent."

EMI Operation Will Be Set Up in Norway

OSLO — Beginning April 1, 1969, the Norwegian subsidiary of the German Columbia, Polyphon, and Premier & Bosley & Hawkes, and also has interests in retail shops and record labels, will take over the operation of the EMI Norwegia subsidiary. Since taking over the distribution of EMI Norwegia in 1968, M. Iversen has built up turnover to a point where, in 1967, EMI Norwegia made a profit of 1,000 kroner, or 1 per cent of the Norwegian singles market and 2.5 per cent share of the LP market.

John Poole, formerly manager of the Norwegian subsidiary, who ran the company for the last two years, has been managing director for the Stockholm management. Poole has now joined M. Iversen as general manager of the Norwegian subsidiary. He will be negotiating to secure distribution contracts for other foreign labels in Norway. Poole told Billboard: "We are ready to explore the possibility of a Norwegian subsidiary."
British Decca Offers 1st Complete Ring Package

LONDON—For the first time the complete recording of Wagner’s "Ring" will be packaged in one set. British Decca will issue the set, together with a new recording of the entire series of opera in a special box. The set will be on the market before Christmas and will retail for $100.

Announcement of this new package was made at Decca’s annual conference held Thursday and Friday, Sept. 19-20, at the company’s West Hampstead, London, recording studios. The set is being produced by John Culshaw, now head of music for BBC-TV, and conducted by George Solti, who has been associated with Decca for the past seven years. The set will be released in stereo only.

Decca has also slated next May for a special push on Mano- tovanni’s "Oboe," Mon torrenti will also release a selection of gypsy music, hit tunes and local music from 1950 in a 12-record album catalog that is also being promoted by a Christmas release sampler album.

Decca is introducing a new money-saving system of differen- tial pricing for its stereo albums. The company is the only major British label that does not subscribe to the theory that with the advent of stereo there is no need for separate monaural and stereo releases. All monaural and stereo albums will be packaged in a red inner bag and stereo albums in a black inner bag. The inner bag will have a small hole in it to permit record dealers to see the color of the bag inside. The outer sleeve will print both the mono and stereo content of the album. Previsouly sleeves have been printed separately with mono or stereo numbers, and Decca publicity chief Maurice Roach claims the new system, which has been patented, would have saved Decca $36,000 in the last year alone.

Dedicating the conference, Mer- lyn Solomon, bow of the bel- sted French Irish label, Emerald, also referred to the recording of Benjamin Britten’s opera, "Billy Budd," which was achieving high sales although it had been on sale less than a month. Highlights from new issues included the announcement in Donizetti’s "Daughter of the Regiment," recorded in Leningrad under the suc- cessful appearance of Covent Garden in the opera. Richard Rodzinski, who was also concerned with a new recording of the Handel’s music, including "Arrival of the Queen of Sheba," Peter Sichrovsky.

(Continued on page 63)

From The Music Capital of the World


LONDON—RCA is mounting a massive sales campaign here for the original soundtrack album from the film, "Olivece." The company will make available hundreds of display material and will use all the promotion ideas employed for the "Sound of Music" soundtrack album.

Plans for the campaign were outlined by RCA’s representative co- ordinating the campaign, the company’s first U. K. annual sales conference here.

The film which had its Lon- don premiere recently, is based on the true story of a woman who features a musical score by Lionel Hart arranged by Johnny Green. "Olivece" is scheduled for release later this month and will be released in a special double field debate between Angles stresses the great importance of the film to advertisers and says his company is confident that the album will achieve the same sales suc- cess as the "Sound of Music" album.

Angles announced future RCA album product by Peter Nero, Barry Belzoni, Hank Locklin and Peggy Lee. An LP from Jim Reeves, "A Touch of Class," also is scheduled.

Earlier in the conference, Terry Oates of RCA’s artists’ department, introduced the American singer-composer Harry Nilson, who has been in England for three weeks. During his time here prior to a continental tour, and numerous television appearances, he produced an album from RCA by new British act, the Chants, the Films and Clodagh Rodgers, the singer who recently appeared in the West End musical "Flora." Told delegates of the build-up in America of the Archies pop group’s new album, "Ah, Sweet Mystery of Life," which recently sold its debut single in Britain was scheduled for Oct. 11 release. Introducing RCA’s classical product, Bob Angles said inde- pendence had brought testing trouble, but the company could make considerable headway in that market if promotion is provided to the public with what it wants. RCA has artists with household names, he said, such as Julian Bream, Rubinstein and Tos- carini.

November releases include Andre Previn conducting the London Symphony Orchestra in a selection of works by Rimsky-Korsakov while Leonard Bernstein will be currently on recording all the Vaughan Williams’ sym- phonies.

Also in the releases was a new Julian Bream recital which in- cludes a piece by Julian Bream called "Introduction and Fandango," which was used as the closing number at the Alber- t Hall Festival. RCA will also release the first solo recording by the young American pianist Fredéric Diamter, playing Beethoven and Stravinsky; a new disk of Rossini rarities by the Spanish soprano Montserrat Caballe, and an album of Wagner overtures by Enric Lluch.

In the low-price Victory series, RCA announced Rossini overtures by Reiner and the Chicago Symphony Orchestra; a recital of the balletic Lawrence Tiberiou; the famous complete recording of Puccini’s "La Boheme" by Tullio Serafin, and a recital by the soprano Zinka Milanov.

Bob Angles introduced as "a Christmas bonanza" a new release of the Brian Bedford English choral recording and J. S. Bach, "The Christmas Oratorio." Among the performers will be "Saul" and "Jephthah" with独奏ists and the English baritone, Brian Donahue, and "Glorious"..."" and "Solemn." UK.参考资料.txt
After three and one-half years of production, the "Music of the World" program has completed all four volumes. According to RCA's British label, "Music of the World," the program has included performances by some of the world's leading musicians. The program features a wide variety of musical styles, including classical, jazz, and contemporary music. The program has been well received by audiences around the world, with many praising the high quality of the performances. The program is a testament to the power of music to bring people together and to the importance of fostering cultural exchange and understanding. The "Music of the World" program is a reminder of the universal appeal of music and the role that it can play in promoting peace and understanding.
BIG BEN'S BIGGEST YET!
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**Reviews**

**Albums**

- **National Breakouts**
  - NO NATIONAL BREAKOUTS THIS WEEK
  - **NEW ACTION LP's**
    - JANNIE C. REILLY—Honey Valley (P.T.A.)
    - PLANTATION PLAN (S)
  - JAMES BROWN—Sings Out of Sight... Smoosh (S) 0709 (S)
  - BARBARA STEISAND—A Happening in Central Park... (Columbia Ca 9710 (S)
  - PAUL MAUROT & HIS ORK—Proving Hits... (Phillips PH 100-219 (S)
  - NILSSON—Aerial Bullet... RCA Victor EP 3956 (S), LSP 3956 (S)
  - FRANCIE LAINE—Take Me Back to Maine Country... ABC ARS 637 (S)
  - STATUS ORI—Messages from Creta... Commodore UPS 318 (S)
  - NAZZ... SIC 50 001 (S)
  - MILES DAVID—Miles in the Sky... Columbia CS 9409 (S)
  - BEACH BOYS—Suck-O-Tracks... Capitol K 2892 (S)

**Singles**

- **National Breakouts**
  - WHITE ROOM...
    - Cream, Atco 6417
  - **Regional Breakouts**
    - GREENBERG, GLICKSTEIN, CHARLES, DAVID SMITH & JONES...
      - Cymar Phonograph, Columbia 4438 (Destination, BMI) (Chicago)
    - GOLDEN GATE PARK...
      - Reprise, 4D 1106 (Minneapolis, ASCAP) (San Francisco)

**O PERA REVIEW**

"Adriana Lecouvreur" Shines With Lyricism and T ebaldi

NEW YORK—Cilea's "Adriana Lecouvreur" is not a major opera, but it abounds in lyricism, and it also is an excellent vehicle for soprano Renata Tebaldi. As performed at the Metropolitan Opera's opening on Sept. 21, the lyricism and Miss Tebaldi's performance shone.

Not that there weren't fine performances in the other principal roles, but the strength of the work is in its title role, which clearly is a special favorite of Miss Tebaldi. She has recorded it in a fine package on London with Mario Del Monaco and Giulietta Simionato, which London plugged with a program ad.

The marine cast, which is the same one which opened the Met's season on Sept. 16, included tenor Franco Corelli, mezzo-soprano Irene Dal and baritone Anita Colzani. Miss Dalz, who has recorded for Philips, gave her usual dramatic performance and sang well.

Colzani's Michonnet was superbly etched, one of the veteran artist's outstanding portrayals. It also was rewarding for lovers of Cilea, since Colzani appears on Urania.

Both Angela and London productions were excellent. Angela was in good voice and stormy severals. A secondary character. A commanding stage figure, Corelli's strong voice provided the style of Italian singing that's wedded to pleasing. His first and second act songs, which were major parts of duets, were well handled, while, in the third act, his aria was most effective.

Miss Tebaldi's two big arias were just that, ample enough reason for the soprano to relish the role. Add her third act monologue and her duet with Miss Dalz and it was a glowing afternoon for her.

The opera was well conducted by the veteran Fausto Cleva, who also performed for RCA and Columbia. The supporting roles were in good hands эксперимент с тенором Paul Franke and baritone Morley Meredith.

FRED KIRBY

Blossom Music Center Blooms With 190,000

NORTHAMPTON TOWNSHIP—Ohio—More than 190,000 attended the seven-week series at the Blossom Music Center, the new summer home of the Cleveland Orchestra. The top draw included Herb Alpert and the Tijuana Brass, Harry Belafonte, the Serendipity Singers, and the New York City Ballet.

The 31 programs included 23 by the orchestra as well as eight pop attractions. The two Herb Alpert concerts drew a total of 29,000 persons, while Belafonte's one-concert crowd was 9,000. A bill of the Serendipity Singers and the Young Americans attracted 8,700.

Other pop appearances were Judy Collins and Arlo Guthrie, 7,405; the Association, 10,000; Ravi Shankar, 4,600; and Louis Armstrong, 5,071. Top classical concerts were Van Cliburn, 8,000; and Aaron Copland and Benny Goodman, 7,764.

S. F. Opera Will Show 10 Works

SAN FRANCISCO—The San Francisco Opera Company will present a season of 10 productions, of which five will be performed in Shrine Auditorium here March 1-29.


Artists to appear include Renato Cioni, Maria Callas, Regina Crespi, Dorothy Kirsten, Jane Marsh, Janice Price, Leontyne Price, Marguerite Rinaldi, Nicola Rossellini, Amy Shuard, Cesare Siepi, Enrico Rondell, Giorgio Tozzi, Jon Vickers and David Ward.

Give

The Unité Way

OCTOBER 5, 1968, BILLBOARD
PARIS


R casting's October album release will include a new LP by Jacques Brel, featuring "Je suis un soir d'ete," as an LP by Eddy Mitchell which includes the track "Les femmes," by the artist, and the first LP of a new discovery, 20-year-old Marie Clements.

Phillips artist Enrico Macias recently back from recording in London, will return there Oct. 27 for a concert at the Albert Hall before starting his U.S. tour in November. . . . Riviera artist

British Decca Accents 'Requiem'

**Continued from page 55**

discs producing a series of recordings and told the assembly that the whole complete cycle of composers' works were a good idea. A case in point was the recording of Dvorak's complete symphonies by Istvan Kat- testi.

"The series already started would continue," he stated, "including volume two of the complete Mozart Sonatas conducted by Karl Munzinger, and sympho- nies of St. Bein done by Lorin Maazel. A new series will start in October of Clifford Curzon's recital piano concerts of Mozart. Another series starting would be Schubert's works conducted by Georg Solti. The first record will couple the symphonies three and four.

A round-up of bargain label catalog and new issues was presented by John Perry, of the company's classical promotions. The Ace of Diamonds mid-price Grand Opera series now has 20 complete works in the catalog and, to boost the general single album issues, new releases in the fall will include works by Moz- art, Rachmaninoff, Haydn and Schubert.

The low-price Turnabout series will add to its lists in No- vember Ives' string quartets, Mozart's "Music for Masonic Oc- casions" on two albums available separately, plus three choral records including Bach's "Mag- rificat.

The Ace of Clubs label now has more than 230 albums in the catalog, said John Perry. The six special Kathleen Ferrier recordings were reissued as a series. The round-up ended with the reminder that there was a strong future for the medium-priced classical product and Decca had five series within the price range of $2.40 and $3.

Davis Opens Series

LOS ANGELES—Miles Davis opens UCLA's annual "Jazz at UCLA" series in Royce Hall on Saturday (5). The concerts con- tinue Oct. 19 with Carmen McRae, accompanied by a jazz ensemble featuring Bazy Carter, and Nov. 18 with the Charles Lloyd Quartet.
MOUSTACHE CONTEST STRIKES AGAIN!

GRAND PRIZE:
A One-Week All-Expenses-Paid Hunting Safari in Africa! (At the Mt. Kenya Safari Club, no less!)

1ST PRIZE:
A Chrysler Outboard 16-ft. Motorboat!

2ND PRIZE:
A Complete Home Entertainment Unit (including color television, stereo phonograph, tape unit and AM/FM radio).

3RD PRIZE:
A Console Model Color Television Set!

4TH PRIZE:
A Sony Portable Television Set!

5TH PRIZE:
Five gallons of drinking water from the Baja Marimba Band!

Plus 50 additional exciting, valuable prizes!

TO ENTER:
Just fill out a 3x5 postcard with your name, address and company and send to the Baja Marimba Band Moustache Contest, 1416 No. La Brea Ave., Hollywood, Calif. 90028. Entries must be postmarked no later than October 15, 1968.

JUDGING:
Send a black and white photograph of yourself to the Baja Marimba Band Moustache Contest. Entries for judging must be postmarked no later than January 15, 1969.

RULES:
Contest is open to anyone in the Music Industry. Only upper lip growths will be judged. Contest judges are Julius Wechter, Sergio Mendes and Herb Alpert.

AM RECORDS
www.americanradiohistory.com
### Top LPs (A-Z, Listed by Artist)

**Barbara Acklin**...194
**Nick Angel & the Islanders**...199
**Brainstorm**...156, 157
**Bee Gees**...156, 158
**The Beach Boys**...156
**Born Free**...151
**Burt Bacharach & Hal David**...151
**Crazy Horse**...151
**The Commodores**...151
**The Crusaders**...151
**Don Covay & the Knights**...151
**Della Reese**...151
**Lou Donaldson**...151
**The Doors**...151
**Electric Light Orchestra**...151
**Eric Clapton**...151
**The Five Sounds**...151
**The Fugees**...151
**Girl in a Blue Dress**...151
**The Grass Roots**...151
**Guthe**...151
**Hank Ballard & the Midnighters**...151
**Hendrix Experience**...151
**Johnnie Taylor**...151
**Joe Tex**...151
**The Jackson 5**...151
**Kate & Allie**...151
**The Left Banke**...151
**The Lettermen**...151
**The Mothers of Invention**...151
**The Mamas & the Papas**...151
**Melba Moore**...151
**Milt Jackson**...151
**The Monkees**...151
**The Moody Blues**...151
**The Miracles**...151
**The Moody Blues**...151
**The Motown Sound**...151
**Muddy Waters**...151
**The Murrell Brothers**...151
**Neil Diamond**...151
**The New Christy Minstrels**...151
**Ozark Mountain Daredevils**...151
**The Ohio Players**...151
**The Osmonds**...151
**The Original J. Geils Band**...151
**The Pointer Sisters**...151
**The Primitives**...151
**The Reddings**...151
**The Righteous Brothers**...151
**Rick Nelson**...151
**The Ronettes**...151
**Rose Royce**...151
**The Rolling Stones**...151
**The Righteous Brothers**...151
**The Sensational Alex Harvey Band**...151
**The Smithereens**...151
**The Staples Singers**...151
**The Supremes**...151
**The Supremes**...151
**The Supremes**...151
**The Supremes**...151
**The Supremes**...151
**The Supremes**...151
**The Turtles**...151

### Billboard Top LPs

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title &amp; Label</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>B.B. King</td>
<td>LR 1929</td>
<td>1</td>
</tr>
<tr>
<td>The Band</td>
<td>The Band</td>
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<td>The Beach Boys</td>
<td>Surfin' USA</td>
<td>3</td>
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<tr>
<td>The Byrds</td>
<td>Mr. Tambourine</td>
<td>4</td>
</tr>
<tr>
<td>The Doors</td>
<td>Morrison Hotel</td>
<td>5</td>
</tr>
<tr>
<td>The Isley Brothers</td>
<td>3 + 4</td>
<td>6</td>
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<tr>
<td>The Rolling Stones</td>
<td>Sticky Fingers</td>
<td>7</td>
</tr>
<tr>
<td>The Who</td>
<td>Who's Next</td>
<td>8</td>
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</tbody>
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### Tape Packages Available

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title &amp; Label</th>
<th>Number</th>
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<tbody>
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<td>1</td>
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<td>8</td>
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### Johnnie Taylor

- **Waltz with Me (LP 3036)**
- **I'm Not the Fool (LP 3036)**
- **Don't Try Me (LP 3036)**
- **Don't Let Him Break Your Heart (LP 3036)**
- **I'm in Love with You (LP 3036)**
- **I'll Get Along All Right (LP 3036)**
- **I'll Find a Way (LP 3036)**
- **I'll Never Run Away (LP 3036)**
- **I'll Never Do It Again (LP 3036)**
- **I'll Never Live It Down (LP 3036)**

### The Righteous Brothers

- **You've Lost That Lovin' Feelin' (LP 3036)**
- **Unchained Melody (LP 3036)**
- **In the Still of the Night (LP 3036)**
- **You've Lost That Lovin' Feelin' (LP 3036)**
- **Unchained Melody (LP 3036)**
- **In the Still of the Night (LP 3036)**
- **You've Lost That Lovin' Feelin' (LP 3036)**
- **Unchained Melody (LP 3036)**
- **In the Still of the Night (LP 3036)**

### The Rolling Stones

- **Beggar's Banquet (LP 3036)**
- **Let's Spend the Night Together (LP 3036)**
- **Paint It Black (LP 3036)**
- **Paint It Black (LP 3036)**
- **Paint It Black (LP 3036)**
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### The Who

- **Who's Next (LP 3036)**
- **Won't Get Fooled Again (LP 3036)**
- **Won't Get Fooled Again (LP 3036)**
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**Gavin Meet Set Dec. 6-8**

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**Leonetti Is Tripling in Brass**

* By ELIO EGGEL

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When he joined Capitol in 1954 he changed his name back to Leonetti. Before joining Col-umbia, he sang for RCA Victor VA and then Victor again.

**Sales on Gift Guides Spurt**

*Continued from page 1*

will receive it during the first week in November. The booklets feature includes listings of "the most wanted rec-concords," plus the available tape-cartridge versions in all configura-tions: 4-track, 8-track, and cassette. Also, contains ex-plination of the cartridge concept and the various configur-a-tions, providing the general con-sumer with exposure to the car-tridge system.

The guide has a minimum guaranteed distribution of 500, 000 copies, and the entire booklet will be distributed as part of Billboard's Nov. 9 issue.

**Plans Tougher Rule**

*Continued from page 10*

comment from independent pro-ducers whose product had come under network control. Few dare speak, let alone for fear of re-pri-sal.

**Leonetti Plans to Release New Album**

Leonetti plans to release a new album in the spring. He has already done a recording of the songs from his latest LP, "The Way You Look Tonight." Leonetti is working on a new project that he says will be "a real fun album." He has already started work on the album and plans to have it ready for release in April.

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