RCAs Sets 'Tuned-In' Policy for Pitchmen
By MIKE GROSS

NEW YORK—RCAs Records promotion men will be "stretching" along Rio's Festival Busts Record
By IAN DOVE

RIO DE JANEIRO—An international group of 200 (from 35 countries) artists, managers, composers, publishers and rec- cord company executives, made the Third Annual International Popular Song Festival here the biggest so far. An estimated $400,000 has been

VW Dealers Into PlayTape
By HANK FOX

NEW YORK—All Volkswagen automobile dealers will feature PlayTape cartridges along with the Sapphire PlayTape I cartridges, which are being offered as opti- onal O.E.M. equipment on all 1969 Volkswagens. PlayTape President Frank Stanton, in disclosing the new sales avenue for his company's products, said that Motorola, builders and marketers of the PlayTape I players to Volkswagen dealers and Sul- pher H to its own after-market retailers through regular dis- tribution channels. "By the end of October," he said, "all Volk- swagen dealers will have a com- plete stock of players." There are more than 1,000 Volkswagen dealers across the nation.

TRO's Mil. Production Hunt
NEW YORK—The Rich- mond Organization (TRO) has set aside $1 million to attract to its corporate umbrella independent production talent from all areas of the globe. The TRO move is of added significance because of its timing. It comes at a period when the economic structure of the music record industry is being profoundly affected by acquisi- tions, mergers and the financial maneuverings of giant conglomerates. "What," virtually everyone asks, "does this sugar jar for the independent? Will he be able to function creatively in a climate of big boys?"

TRO president Howard S. Richmond feels that Indies can exist and thrive provided they have initial money and are but- tressed by a business organization. Richmond stated that the (Continued on page 5)

Sales Soar of Pocket Disc in Vend Outlets
By PAUL ACKERMAN

SEATTLE—Sales of Pocket Discs in locations where Con- solidated Distributors has in- stalled vending machines are ap- proximately 400 per cent above initial projections, according to early statistics. Fred Hyman, chief of the operation, said many stores sold out their in- ventory of many selections, and these locations had to be serviced several times. Hyman added that in view of the high rate of (Continued on page 5)

Maxin Moves to Overhaul MGM
By CLAURE HALL

NEW YORK—In a com- plete reorganization of the rec- ord company, MGM Records president Arnold Maxin is elim- inating the artist roster and will establish stronger liaison between the publishing interest—the Big 3—and the record label. His first step in this direction is the appointment of Richard Delvy as West Coast director; Delvy, through the production arm of the Big 3—Robbins Productions—has been success- ful in exploiting copyrights for MGM, A&M, and Dot. He will continue in this function.

At the same time, Maxin, who is also chief of the publishing company, has beefed up the ac- counting and legal departments of the label. There will be a stronger emphasis placed on the MGM and Verve labels, and although the record company will continue to seek good in- dependent production deals, "we are reorganizing to phase out the Community of Labels' con- cept," Maxin said.

Maxin said that MGM will (Continued on page 88)

Ad Rep Lauds Top 40 Radio
NEW YORK—The success- ful radio stations of today—regardless of the type of music they play—are those that follow the principles originated by Top 40 radio stations, believes Tom Harrison, president of radio for Blair.

Blair is one of the nation's leading radio advertising repre- (Continued on page 88)
The JOSÉ FELICIANO fire burns brighter.
"HITCHCOCK RAILWAY"
"Hi-Heel Sneakers" #9641
This is José's big follow-up to
"Light My Fire"
and the "Feliciano!" album.

Available on RCA Stereo 8 Tape
LPM/LSP-3957

www.americanradiohistory.com
pretty...
yes, but wait till you hear
JEANNIE BRITTAN
sing on her new album
"GENTLE EXPLOSION"
IN THE BEGINNING

THERE WAS THE RECORD

We tape the biggest hits by the hottest artists, put them in a unique picture-on-the-end package and get them distributed. Fast. So, in the end, there are the sales.

Contract duplicating and licensing on 8 track, 4 track cassettes and reels from General Recorded Tape, Inc., Sunnyvale, California 94086.

THE GREAT TAPES

www.americanradiohistory.com
Executive Turntable

Owen Bradley has been named vice-president of artists and repertoire at the company's major music department. Bradley, who signed a new long-term contract with the label, joined Decca in 1947 as a staff writer and producer. By 1958, Bradley was made ad director for Decca when Cohen moved over to the Coral label. In 1953, Bradley left Capitol in Nashville, and later utilized a quonset hut which ultimately became BRADLEY'S recording studio. It is now a part of the Columbia Recording Corporation. Bradley developed artists such as Ernest Tubbs, Kitty Wells, Webb Pierce, Jimmie Davis, Patsy Cline, Brenda Lee and Red Foley. He launched the careers of Loretta Lynn, Bill Anderson, Jack Greene, Wilma Burgess, Jan Howard, Warner Mack and Honey Newman.

Karl Engemann has been named vice-president in charge of artists and repertoire at Capitol Records. He had been general manager of the label's A&R division but will now head all company artists and repertoire. At RCA since 1959, Bradley has had regional promotion and artists relations representative for RCA in California. He has directed all of RCA'S promotional activities. (See separate story.)

Ron Alexenburg has been promoted to director of national promotion at Columbia Records. In his new capacity Alexenburg will be responsible for Don McGeagh, the label's vice-president of sales and distribution, for directing all national promotion activities and will be in charge of all A&R artists and repertoire. He now serves as assistant director of the A&R department, which controls all A&R artists and repertoire.

A. G. (Angie) Blume has been appointed national promotion manager for RCA Records. Blume, who resigned as vice-president of RCA in May, served as a training program for RCA since 1959, except for one year, when he was artists relations and promotion representative for Columbia Records. In 1953, he had been regional promotion and artists relations representative for RCA in the Washington-Baltimore-Chicago-Milwaukee areas. For the past five years he had been regional promotion representative covering Chicago, Milwaukee and Minneapolis. Blume will be responsible for all of RCA's promotional activities. (See separate story.)

Tom Noonan has been named assistant vice-president at New York. Noonan, who is Moskow's vice-president, Noonan will aid Ales in the sales, promotion, advertising and merchandising program for the entire label. He will also be in charge of the International Division. Noonan comes to Columbia from Columbia Records in Washington, D.C., where he had been director of national promotion for the last two years. Noonan joined Columbia in 1965, and before joining Columbia he was a reporter for Billboard, where he worked in the Chart and Research divisions. Noonan will headquarter for RCA.

John Pfeiffer has been named executive producer of Red Seal artists and repertoire at RCA Records. Pfeiffer, who has been with RCA for four years, has been in the production of Dynaflow Sound as well as in charge of all sound for Red Seal releases. Pfeiffer will report to Robert Haas, managing director of RCA Victor Records.

Richard Delvy has been named artists and repertoire director of MGM's West Coast operation. For the past year, Delvy has served as assistant to the vice-president of artists and repertoire at Monument Records. Delvy joined Monument in 1963 as a staff writer and producer. He has also been involved in packaging creative services and business affairs. Delvy joined MGM in 1960 and before that he was an ad producer with Warner Bros.
The ratings are in.
The exciting new star of this year's hit T.V. Show is Peggy Lipton.
And you have her debut on Ode Records.

ALBUM "PEGGY LIPTON" Z12 44006
SINGLE "STONEY END" ZS 7111-B/W "SAN FRANCISCO GLIDE"
"ABC-TV "MOD SQUAD" TUESDAY NIGHT
Rhodes, House of Value, Value Mart, and Value Mart of the Year, Ben Boy, Monarch and B&M.

In a few days, initial figures and expectations are available on sales results of the Pocket Disc counter merchandise.

Hyman started Consolidated Distributors, headed by Bill Reis, to handle the complete test campaign which runs from May 15, 1968, through the end of the month. The campaign will be conducted from outlets of all types asking for Pocket Disc product. One of these is a small chain of dealers which never recorded before.

The concept of opening up new outlets is a prime one with Consolidated, to note that two of the 12 stores in the initial two-day statistical test, 128 Pocket Discs, were sold! Of these dealers carry 45s, and reported that their 45s were undeniably. Two of the 12 stores have not carried singles before.

The 12-two day sample included the following outlets in the Seattle-Tacoma market: B&I

Pickwick's Net Soars in Quarter

LONG ISLAND CITY, N.Y. — Pickwick Records Inc. reported a 65 per cent rise in net income during the first quarter of fiscal 1968. For the three months ended July 31, 1967, Pickwick reported a net of $173,583 to $286,549 over the previous fiscal year.

Sales for the quarter, $5,665, compared to previous sales of $4,900,998, while earnings per share increased to 23 cents from 14 cents.

TRO Launches Mil. Talent Drive

Another musical that the Fox organization has landed is "Sing Me Sunshine," by Johnhey Bra- don. It is based on the silent film, "Peg O' My Heart," and was made in the late 1920's. It is scheduled to be released in late December under the title, "Walk Down Main Street," a revue by Norman and Patricia Curtis. The picture goes off-Broadway, has also been acquired by Fox.

Vanguard in Label Launch

In New York's Greenwich Vil- lage, in addition to the New York studio located at 53 East 10th Street, another company is about to open a San Francisco studio to be called Pacific High.

October 12, 1968, Billboard
**PROMOTE TALENT**

**Demo Discs 'Prevue' for Mfrs.**

**By Fred Kirby**

NEW YORK — A new wrinkle in promoting young talent has been added to the record companies' repertoire with the introduction of 'Demo Discs.' These are recordings by new artists who wish to be heard by major record companies. The discs are distributed to record company executives and are designed to give the artists an opportunity to demonstrate their talent without the constraints of a formal contract.

The idea was originated by Epic, the fan band on ABC, Morgan Dream Spectrum on Contemporary, Al Hirt, and MPR's Thompson, and Mrs. Murphy's Basement.

**Cities Rock Stations**

Kraze cited the co-operation of the three minimally progressive rock stations in being willing to go with new sounds and artists. The stations are: WRIF, K-Star, and WDOK.

**By Ned Flanagan**

Riffkinds Establish a Total Music Complex; Sign 3 Acts

**Roy Riffkind Management, a career consultant division of Guardian, representatives, besides Simon, Richard Barbary, an A&M artist. Riffkind's Management includes the development of solo artists: Miff Wilson, the Coys, Chuck Jackson, the Stilettos, and orchestra leader Xavier Cugat. Joe Simon, a Sound Stage 7 artist, is on the charts with "Message to Maria.

**Riffkind has formerly been M-G-M National promotion director and head of MGM's Cub subsidiary, co-founder of Brevard Records, and producer behind hits by David Rose, the Impalas, Tommy Edwards and Connie Francis.**

Current projects by the new firm include promotion of the Los Angeles-based Mayhem single and upcoming releases by H.T. Express Ltd. and Little Eva. A major drive is also under way to promote Harold Thomas, the multi-talented music man.

**W-7 Disk Arm Supplier**

*Continued from page 3*

The music - record wars' profit after taxes comes to a record-high in the current figure based on ASCAP activity only.

Frank Sinatra's minority interest in the record industry for all of fiscal 1968 came to $1,770,000 and he has since raised his 33⅓% holdings to 30 per cent. The company's ASCAP publishing royalties are reported as running about $2.3 million.

**OCTOBER 12, 1968, BILLBOARD**

*HIGHLIGHTS OF THE WEEK IN BILLBOARD*

**AUDIO**

EIA EXPECTS 400 INDUSTRY executives to attend four-hour Fall Conference in San Francisco.

**CLASSICAL**

WESTMINSTER PACKAGES. Westminster's new Basic Library Service has much to offer. London issues two operas. Columbia has specially priced sets.

**COIN MACHINE BUSINESS**

MUSIC OPERATORS of America exposition is a "sellout" as over 1,500 operators converge on Chicago.

**INTERNATIONAL**

FRANCE IS BACK ON the output track following the Paris Ban.

**MUSICAL INSTRUMENTS**

Harmonica models to flat top and electric lines.

**VIDEO PROGRAMMING**

TERREL, MATHENY JR. begins clean-up campaign at WMCA, New York.

**RHYTHM & BLUES**

SOUL SAUCE looks at the Arthauk's Funky White sound and behind the scenes at Motortown.

**TALENT**

PHIL IPS are going to be on bill with Country Joe & the Fish. Pinet Harum also excels.

**TAPE CARTRIDGE**

PHILIPS OF HOLLAND will strike some 14 Japanese manufacturers for a stake in the automobile player market.

**FEATURES**

Stock Market Quotations 10

**MARKETS**

Best-Selling Classical LP's 33

**RECORD REVIEWS**

Platinum Single Review 15

**GLASS ORCHARD**

Breakout Singles 79

**PUBLICATIONS**

Billboard, 1346 6th St., Cincinnati, Ohio, 45210

**RECORD SALES**

**INTERNATIONAL OFFICES**

E-mail: Billboard, 1346 6th St., Cincinnati, Ohio, 45210

**PHILIPS DRIVE**

On Seasons' LP

NEW YORK — The Four Seasons' latest album on Philips will receive $100,000 of promotion and distribution. The LP, "Editions of D'or" (Edition of Gold), features a two-records-in-one presentation of the Brill Building story under a narration by Bob Crewe.

Advertising support includes a radio promotion campaign and special kits. The big-budget effort will tie in with the group's October road dates, beginning Wednesday 11 (1: Cdn. 10) in Can., and will also tape the "Hollywood Palace" in December.

**Variety Clubs Toast Trade**

LOS ANGELES — The recording industry and its executives were toasted by Past 25 of the Variety Clubs at a luncheon at the Century Plaza Hotel, sponsored by Gala Int'l, Inc. Marketing Services, Bill Sobel, toasting, will present an award to Variety Club President, Joe Smith. The event was held at the Beverly Hills Hotel, Monday Oct. 22, 1968.

**MERC OF TO HANDLE 2L LINE, VIRTUE**

NEW YORK — Mercury Records has acquired its second independent label for manufacturing and distribution. The label, Virtue Records, is headed by Frank Virtue, president, and is based in Philadelphia. Mercury's other independent label is Pualar Records.

Frank Virtue, who will coordinate the label's operations through Mercury ad director Charles Fisch, also owns Virtue Recording Studios in Philadel phia and functions as an independent producer, engineer and musician. Virtue will produce acts for the label and will acquire masters.
Executive Turntable

*Continued from page 3*

Banned record production deals for the Big 3 (Robbins-Feist-Miller). He will continue to direct record promo activities for the publishing company and will report to MGM on his new ad assignments. Deely will work closely with Jesse Kaye, who for many years has co-ordinated music production for the label.

John Florenz has been appointed pop artist and repertoire producer on the RCA Records label. Florenz will report to Joe Reisman, executive producer on the West Coast. Florenz was an independent producer based in Phoenix for the past 14 years and has held positions at Art States University, where he played guitar, wrote songs and secured talent for Audio Records in Phoenix. He's had experience in recording, mixing and editing, . . . Thomas L. Trout has been appointed director of personnel at Capitol Records.

Thomas W. Roche Jr., director of personnel at Capitol, joins Audio Devices as manager of service.

Jerry Adler has been named director of dealer and audio/stereo promotion at Monster Stereo-Pak.

Jon McAlpine, manager of the royalty and license department at Capitol Records, has joined Prager and Fenton, a CPA firm.

Rick Ward has joined Don Costa Productions in Hollywood as general executive assistant to its owner. Ward was formerly publicity director for ABC Records in New York.

Jack Goldner, a district sales manager for Concord Electronics, has been appointed western regional sales manager for Concord's consumer products division.

Frank Henry has been appointed national sales manager for Polydor Records Canada Ltd. Henry was previously Quebec branch manager. In another appointment, Rudy Assay has taken charge of Polydor's tape and record accessory department, and continues to act as national promotion manager for the Polydor line.

John Piper (John Poyar) has resigned as music director of WHON, Richmond, Ind., to take a management position with the Mercury Records pressing plant in the same city.

Bennie Mahone, formerly of Stax Records, has joined the staff of Pepper Records as national promotion manager.

Vince Rotkamp has joined the creative services department of Universal Attractions.

Bun Kinshoff, who has been connected with the Swedish Folkparks organization for the past 15 years, has been appointed managing director of Philips-Sonoroma, effective Jan. 1.

Eddie Lundqvist, managing director of Grammofonbolagens Distributionssentral (GDC) in Sweden since 1963, and managing director of GDC since 1966, will devote his activities solely to GDC beginning Jan. 1.

Capitol Records (Canada) Ltd. has named David J. Evans Ontario branch manager, succeeding Dick Riedman, who is appointed National Ad Manager. Evans is a senior sales representative with Canadian Industries Ltd.

Bryan Sennett has been appointed vice-president of the Fredena Management Group. For the past two years Sennett has been head of Sennett-Weintraub, a division of Fredena that managed the Serendipity Singers and Jake Holmes. Sennett started as director and performer with the Serendipity Singers. . . . Other Fredena changes include Mike Brown's promotion to talent director and head of record production, Marilyn Lipis' appointment as director of the Campus Coffee House circuit.

Tower Promotes 'Streets' Single

NEW YORK — With Tower Records' charts on the 'Streets' currently high on the Top LP's chart, the company has expanded its management motion director Dave Fox on a tour of the country. Fox will also be promoting a single from the track, "Shape Of Things To Come." Tower is also planning to promote the album as well.

Fox will visit radio stations in New York, Philadelphia, Baltimore, Washington, Boston, Detroit, Cincinnati, Cleveland and Chicago. He is stationed at Tower's West Coast headquarters.

WNEW Pressing Mod at Night

NEW YORK—WNEW will drive for a more contemporary appeal at night and is bringing in Jim Donahue of WIP in Philadelphia to replace Jim Lowe in the evening slot at the easy listening station. Lowe has just resigned. Dick Summers, who would be morning man on progressive rock formatted

Denny Estate Gains All Of Cedarwood

NASHVILLE — The estate of late James R. Denny now has 100 per cent control of Cedarwood Publishing Co., Inc., one of Nashville's largest music publishers.

The change came about through an arrangement of the minority interest of the stock formerly owned by Carl Smith and Webb Pierce. This announcement was made by Bill Low, one of the executors of the Denny estate.

Cedarwood was formed in 1962, and has now and has affiliated offices throughout the world. Denny was married to the late WSM, where he managed the Artists Service Bureau. He is the leading booker in the nation of country music.

In the Cedarwood catalog are "Detroit City," "Dream On Little Dreamer," "Are You Sincere," "I'll Remember You" and "Long Black Veil." The firm is a publishing arm of ex-crime writer, among them Mel Tillis.

The company's officers will remain the same with Billy Denny president and chief executive officer, John Denny vice-president, and Dolly Denny secretary-treasurer.

For London, Yule Is Now

NEW YORK—Bush releases and related catalog items are being featured by London Records for Christmas. New releases include albums by Bennie Aldrich on Phase 4; two London offerings are a 12-song set called "Memories of Germany" in the Global Heritage Series.

The Aldrich LP, "This Way Is Straight," contains three general drive on Aldrich's catalog, which includes 12 previously unreleased albums. Catalog items being pushed include albums by Hammarica, Warren Hagen, Harry Belafonte and Leonette Price on London; Ace Cannon on Hi; and Hal David's "Moonlight," will be on Melody Blvd and the London Symphony.

Julmar, Fun City To Bow Releases

NEW YORK — Julmar Records and its new subsidiary label, Fun City, will bow first releases this week with the Goodtimes Funtime U.S.A., an instrumental on Fun City, and Foxy Marva Joe's "Lollogoll," a reworking of the 1958 rock 'n' roll hit. Both records were written and produced by music veteran Julius Dixon, while Sampson Horton arranged both sides. The King/Julmar label, London Records, located at 1674 Broadway, is setting up national distribution.

WNEW-FM, will take up the all-night show on WNEW, Zachetly, weekend personality of WNEW-FM, will now do the progressive rock station.

Rio Fest Record Breaker; 'Sabia' Captures Top Spot

Both the songs which won third place, "Andana," by Beth Carvalho and Her Golden Boys, and the winning item, which were repeated, were unheard of in the din. The crowd quieted only for Vandere. In a short speech made before he ended "Caminhando," Vandere appealed to the crowd to support the decision by the judges. Jobin was reported "very distressed" by the crowd reaction. When festival guest Paul Mauriat wanted to perform "Caminhando" as a medley of "Love Is Blue." He was prevented from doing so, being too likely to incite the audience. Veteran U.S. songwriter Harry Warren was appointed president of the 15-strong international jury.

TDK Tape Cassette

NEW YORK — TDK Electronics in Japan has developed a continuous loop tape cassette. The silver, white and turquoise models were available at a price of $1,780. It is believed that the cassette tape is propelled by a special drive disk. Playing time is said to be 30 minutes.

Condello

I'm Coming on Scepter

OCTOBER 12, 1968, BILLBOARD
More Hits on Atlantic & Atco

BUFFALO SPRINGFIELD
“On The Way Home”
Atco 6615
Produced by Jim Messina

MAGIC LANTERNS
“Shame, Shame”
Atlantic 2560
A Double-R Production by Steve Rowland

THE DELIGHTS ORCHESTRA
“Paul’s Midnight Ride”
Atco 6601
A Virtue-Stills Production
LOS ANGELES—The newly formed Blue Thumb Records will develop merchandising programs based on visual media like light shows for stores, video tapes for outdoor billboards and TV advertising.

The concept of utilizing visuals rather than standard forms of sales aids like displays and mobiles, is based on Blue Thumb president Bob Krasnow belief that the public is bombarded by visual messages. And this bombardment is paid off for manufacturers of toothpaste, gasoline and sundry products.

Krasnow will use film maker Barry Feinstein and graphics expert Tom Wilkes on the development of its first TV one-minute color spot. The ad will present the Aimley Dumbell Return, a British quartet, coming to the U.S. late in October for personal appearances. The commercial will be filmed on the Coast for placement on TV in November. Krasnow estimates production costs for the commercial will run $1,200 but will be on time in individual channels.

TV Ads the Trend

"Television advertising," Krasnow says, "will be the trend in record merchandising. Bleached-out album covers in store windows and hanging displays are past, he believes.

Instead of regulation merchandising aids, Krasnow will provide 10 key market retailers with a window light show, designed to stimulate sales for the first of the label's first 15s, a package of W. C. Fields movie merchandise.

Krasnow's light show is being developed by Castle Lights, a Coast company, with the Hollywood Music City store the first location playing the show, beginning Sunday (6). The automated light show involves six slide machines, two film projectors and 10 strobe lights. Two strobe units flicker out at the audience, "involving them as they pass by," Krasnow says. The show will operate daily and evenings with the greater impact.

(Continued on page 83)

Blue Thumb's 'Visual Concept'

About 9 p.m. Thursday, July 24, 1969, the audience, "involving them as they pass by," Krasnow says. The show will operate daily and evenings with the greater impact.
Two fabulous performers blend their fantastic talents on ONE GREAT RECORD

"from the teacher to the preacher"

ALSO AVAILABLE: 2 NEW ALBUMS FROM GENE AND BARBARA
**Fillmore Serves A Musical Feast**

NEW YORK — Country Joe & the Fish was the closing act at Fillmore East on Sept. 27, but the booking of the band for the second show, it was co-featuring Ten Years After — two more musical heavyweights with a strong assist from Procot Harum. Country Joe, a favorite on the band's big set, was being recorded live by Vanguard Records during the following week.

The Vanguard set did its thing, which meant savage denunciation of President Lyndon Johnson (Richard Nixon is also included in the Country Joe as- suit), extensive use of off-color language, and some good blues music.

CP&W Sign 1st Act, Crow-Chee

NEW YORK — Terry Cashman, Gene Pistilli & Tommy West, who recently formed their own label and production company — tal- 1 combination, wrapped up their first attorney deal. In the event, the signing of Crow-Chee, a husband and wife team who cover the writing, performing and recording material, was a success.

Songs written by Jim and Ingrid Crow-Chee will be assigned to CP&W's ASCAP firm, Blending- well Music. The firm has mapped out a program for the new act which will include college tours and club appearances throughout the promotion of Shows Management. Upcoming Crow-Chee recordings will be pro- duced by the CP&W team.

**Linn County Big League Ten Years After Bats 1.000**

NEW YORK — Linn County, a heavy blues group, gave a powerful second set at Steve Van's Records (13). Sharing the bill with the Mercury contingent from Chicago via Vanguard Records and Solid support also was provided by drummer Mike McAndrews and bassist Dino Long. Most of the numbers were extended, including "Elevator Woman," which included fine work by Van as well as by McAndrews.

"Bogie Chillin," more up-tempo than the preceding selection as it included some wild soprano sax work by Esper and Mitchell, was called "Truth." It was another upbeat num-

**Sunday Jazz at the Scene**

NEW YORK — Steve Paul's Scene has introduced a series of Sunday afternoon jazz concerts. The series is being run in conjunction with the Jazz Workshop, Inc. San Ra was the featured act at the year-round series opener on Sunday (6). Other October dates are Charles Hampton (13), Rusty & John (20), and Elvin Jones (27). Programs will run from 5-9 p.m.

**Hardin Go Go Act: Rhinoceros Charge**

NEW YORK — Tim Hardin, folk singer, is on the verge of ex- clusion, was in fine form on Sept. 27, at the Cafe Au Go Go. The full bill also included an excellent banjo player, John Esty, with his Musical ability and style, and two other folk performers: Van Morrison and Rhinoceros. Hardin. which is switching from Vanguard, is currently Columbia, performed solo without back-up musicians. He accompanied himself- self first on guitar then on piano. Although there appeared to be no looseness to his program, it was highly effective, including some of his best-known material such as "Reason to Believe," "Don't's"

OVERPOWERING. More on the jazz side, Easter also showed traces of progressive jazz and even classical, as well.

Lead guitarist Fred Wil was also a strong presence, fre- quently bringing out a powerful soul-guitar lead. It was "Chicken Pickin'" gro- per, Mike Fontein moment's lack of life, but not at the ex- pensive of Finley. Finley's strong lungs punctu-

**Eckstein & Bobbi Martin — A Double Barreled Package**

HONOLULU — Billy Eckstein and Bobbi Martin provided needed contrast in a lively cab-aret concert Thursday (26) that turned out to be a double-barrel- ed entertainment package.

About 600 fans — mainly those who remember Eckstein from the old days — turned out at the 'Ilikai's Pacific Ballroom. Eck- stein has endured the years, and his voice is resonant, still punc-

**Wayne Harada**

**The Sugar Shoppe, Capital Records new group, receive the cocktail party treatment. New York's fitter first from a smiling Terrance Morgan in tari, Capitol vice-president, and Ben Barton, right, of Ken- greengrass' office.**
The Fireballs
have a winner!
Come on, react!

produced by norman petty
management: norman petty
booking: universal attractions
TURNED ON SALES from album advertising in multi-million audience media: on radio stations across the country, in TV Guide, Parade, This Week, Cavalier, Down Beat, and the underground press...to in-store promotions and merchandising: with motion displays, window and counter displays, browser boxes, window streamers — traffic builders! All designed to turn on your customer.
PROFIT POWER FOR FALL

Steppenwolf: The Second
Mama Cass: Dream A Little Dream
The Mamas & The Papas: Golden Era—Vol. II
Doc Severinsen & Strings
Richard Harris: The Yard Went On Forever
The Brass Ring: Only Love
Roger Bennet: What A Wonderful World
Warren Kime: Brass Impact Goin' Someplace!
Bob Siller: This is Siller's Picture
Mickie Finn: Plays George M.
Bob Siller: This is Siller's Picture
William Steinberg, Pittsburgh Symphony Orch: My Fair Lady and The Sound of Music
Hugo Montenegro: The Montenegro Brand
Bob Siller: This is Siller's Picture
Mickie Finn: Plays George M.
Warren Kime: Brass Impact Goin' Someplace!
Bob Siller: This is Siller's Picture
Mickie Finn: Plays George M.
John Stewart and Buffy Ford, Capitol artists, play the University of California at Davis, Saturday (12). Liberty’s the Four Freshmen play Rick’s College, Redburg, Idaho, Thursday (18); Ashburn Community College, Ashburn, N. Y., Oct. 18, and Pacific Lutheran College, Tacoma, Oct. 31.

The Pair, Liberty artists, will be at St. Olaf College, Northfield, Minn., Oct. 19; Hamline College, St. Paul, Oct. 25; Ohio Northern University, Ada, Ohio, Oct. 27; Valdosta State College, Edinboro, Pa., Nov. 3; Indiana University of Pennsylvania, Indiana, Pa., Nov. 15; and Oregon College of Education, Monmouth, Nov. 16.

World Pacific’s Ashish Khan plays the University of Oregon, Oct. 17; University of California at Berkeley, Oct. 18; University of Nebraska, Oct. 20; Augsburg College, Minneapolis, Oct. 25; Gunterson College College, St. Peter, Minn., Oct. 23; Miami University, Middletown, Ohio, Oct. 23, and Godwin College, Godwin, Ind., Oct. 26. Khan’s November dates are Barry College, Miami, Fla.; (2); Middlebury College, Middle¬bury, Vt. (3); New England College, Hanover, N. H.; (b); Springsfield College, Mass. (6); University of Dayton (10); Rider College, Trenton, N. J. (14); Allegheny College, Meadville, Pa. (16); Elon College, Elon, N. C. (18), and Dickinson College, Carlisle, Pa. (20). He plays Ripon College, Ripon, Wis., Dec. 3.

The 5th Dimension, Soul City artists, will be at Florida-Atlantic University, Monday (7); University, Monday (17); University of Akron, Ohio, (11); Northeastern University, Saturday (12); Rutherford College, New Jersey, Oct. 19; University of Mississippi, Oct. 22; University of Georgia, Oct. 23; George Tech, Oct. 26; and the University of Wisconsin, Miss¬sissippi, and northwestern states, and the University of Wisconsin, Ohio (11).


United Artists’ Gordon Lightfoot plays Western Ontario Uni¬versity, Canada, Friday (13) University of Waterloo, Ontario, Can., Oct. 18; University of Wisconsin, Quebec, Nov. 8, and University of Toronto, Nov. 9.

Josh White Jr., United Artists artist, will be at Western Michigan College, Kalamazoo, Mich. (7); and Wilberforce University, Wilberforce, Ohio, Nov. 10; University of Illinois College, Urbana, Ill., Nov. 17, and University of Illinois College, Urbana, Ill., Nov. 24.


COMING ATTRACTIONS:

LEROY HOLMES

UAS 6669

ANOTHER SMASH
MOVIE ALBUM!

Fillmore Serves Musical Feast
- Continued from page 14

Procol Harum, another heavy English group, opened the show. Here, too, music-mindedness counted, and the audience, like musiclovers everywhere, loved the show. One key member of the quintet, which seems to have found itself, "Mr. McGregor," while its Scottish sound point is as "Sleep Softly (My Moonbeam)," which is on Procol Harum’s new album, began softly with the organ on the opening verse before the rhythm section came in.

The group’s Big Hit, a music highlight of the evening and of the tour, was "A Whiter Shade of Pale," with its Bach organ work, "Re¬pent, Walpurgis," and "Carrie." It’s a song, of course, that the band has been playing at each show, and at each show it’s been just as good. But Procol Harum is enthusiastic about the show and Country Joe and the Fish apparently pleased their fans, it was Ten Years After who made the evening exciting and exciting. All three groups played encore. FRED KIRBY

We Are Pleased to Announce That CARL ENGEMANN Has Been Appointed Vice-President Artist & Repertoire Capitol Records, Inc.
GIMME SOME OF YOURS— B/W YOU'RE DOING WITH HER—
I'LL GIVE YOU SOME OF MINE WHEN IT SHOULD BE ME

THE MANY HUES OF RHETTA HUGHES

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A DIVISION OF
The Campbell, Silver, Cosby Corporation

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BEVERLY HILLS, CALIFORNIA 90210
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www.americanradiohistory.com
The biggest movie screen that will fit on an airplane is actually pretty small. The first half of the seats aren't too bad, but if you're sitting in the last row, you might wish you'd brought your binoculars. And even if you had, they wouldn't help you to see through stewardesses and passengers moving up and down the aisle.

American know-how has solved all those problems. By putting fourteen screens on every coast-to-coast flight. All in bright, sharp color.

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

Something for everybody. That's the American Way.

Fly the American Way - American Airlines
Black Gospel Commercials
Could Push Product: Bass

CHICAGO — Professionally produced commercials using prominent black gospel groups and a format around a humor-oriented “go-pop” material could revitalize the programming and merchandising of gospel product, says Rabbi Bass, ad director, Checker Records.

Ches subsidiary here.

We've reached this point, Bass said, "We learned that several national and regional stations received tremendous audience ratings and the interest of Dr. Martin Luther King, Jr., when these outlets were programming gospel exclusively.

Bass recently stated his case before a committee of the National Association of Television and Radio Artists (NATRA) and called for a time study to examine the possibility of attracting national advertisers as sponsors of gospel programming. "WGN, Chicago, WLIB, Memphis and Westwood, Birmingham, are all showing a number one rating for their gospel programs," Bass said. "I know of one daytime soap that has gone all-gospel and two FM stations are doing the same thing.

One problem in gospel programming is the lack of professionalism produced commercials.

(R&B Imports Put Calla on Chart Course Again

NEW YORK — Calla Records is scoring again, and with "imported" R&B product. Nat McCalla, president of Calla, has picked up two R&B masters produced in Spain by Alain Milhaud. R&B is currently the biggest music trend in Spain. It's being performed in English by most of the leading Spanish groups. And this is what Calla Records is capitalizing on.

The label already has product out by the Los Pop Toppers and Los Canarines, and Calla promo-

(Continued on page 88)
HEY DINO!

greater than Bullfight #1

BULLFIGHT #2

2 smash hits with the "Today Sound" wrapped in one piece of wax and sung by

CHUCK EDWARDS

b/w PICK IT UP BABY
(Your Love's Slowing Down)
Rene 20013

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Special thanks to:

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WIIC-TV Terry Lee
WESA Johnny Barbero
WZUM Ken (Baby) Mavrick
WPSL Charlie Apple
WJPA Jay Mitchell
WKLP Larry Travis
and Hamburg Bros. Dist.
Pittsburgh, Pa.

www.americanradiohistory.com
SOUL SAUCE

BEST NEW RECORD OF THE WEEK
"WAY OVER THERE"

EDWIN STARR (Gordy)

By ED OCHS

SOUL SLICES: Aretha Franklin's brother, the Rev. Cecil Franklin, has taken over management chores from Aretha's husband-manager, though White claims he still has Miss Franklin under contract. Rev. Franklin, who accompanied the singer on her successful concert tour of South America, is assistant pastor of his father's New Bethel Baptist Church in New York City, ... Four on the Soul label with their "I Love You Madly" hit and will distribute the Ke-Tickers. Alan Robinson writes from the Macon-Dixon line that Kapp's UNIFROMS, the "Court of Love" royalty, put on an "outside" stage show, which he caught on Don Webster's "Upbeat" show. Double Shot's Brandt Wood, owner of I'm going to take this month to boost his "Me and You" single and restock his mod wardrobe, which has been missing in action. The soul singer's partner, Shirley Lee, on the Shirley & & "Kid Games" disk, will solo under the billing of Lady Shirley. The Temptations will share the showroom at Las Vegas' Flamingo Hotel, Oct. 24-25, with Jewish comedian Myron Cohen, while the Flamingo lounge features Wayne Cochran, that wild and white James Brown sound-alike. Speaking of white, Jo Ann McFarland delivers the "Smokin' "I Love You"" solo for Capitol with "The Weight," a tip to turn rake. Sound Stage 7 has set a big push to promote the "Love You Like that" finale, by Robert Robinson, Arthur Alexander, Lattiome Brown, Soul Ambassadors and more to the stature of their giant, Joe Simon. Martha Reeves & & "new" Vandellas rehearse in Detroit for their current tour, presided over by soul scholar Jerry King. Lively Martha, who, like Carla Thomas, is aiming at movies and modeling, says she is after the status of a singing prince in the Motown family. Salvation: the next super soul group will be the Feltex, headed by ex-temptation, David Ruffin, and the Cavaliers. Chances are better that even two more Temps will join Ruffin, probably rushing the "old" Temptations for good. By the way, Motowners can rest easy that the Holland-Dozier-Holland has not left the company with poor penmanship. Replacements Simpson, Ashford & & Armstrong should more than fill the bill, with Jo Ann McFarland as a hitmaker on her own with "A Stone Love" recently, on the giant label.

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TID-BRITS: Erma Franklin, Shout's soul queen, is on the V.I.P. guest list for the world movie premiere of "Romanes & & Juliet" (Friday 6). For those who like to make their reservations a little in advance, Aretha Franklin set for two weeks at the swank Caesar Palace in Las Vegas, Oct. 13-30. Oddly, the impressions will warm things up for Aretha with a four-week stay at the Palace, beginning June 6, 1969. Joe Dee Warwick's previous date on her British tour is Friday 18 (for three weeks). A tip of the soul hat to Rochelle Reed & & Soul Illustrate, who provided the cover photo and text for James Brown & & the Famous Flames' Smash, now moving into double figures in sales. It's a must for collectors and a shocker for believers in Brown's vocal ability. Janice Wilkins just joined a West Coast network of integrated all-black bands—for release in a few weeks. The Robert Patterson Gospel Singers, United Artists soulers, open a new German, European tour, beginning Friday 18 (in Germany, Switzerland and Austria, their fifth tour of Europe in five years). Producer Paul Kirk has tied up with New York's Atlantic Recording Studios, pitting it at the next hot spot for the best in r&B product. Kirk has just signed up production on Al Vento's "I Give My Heart to His Son," on Diviniti. Get well wishes to Ike Fox, facing a throat operation. The Sandpebbles are together again after a short split, The Intruders play the Apollo Theater for two weeks starting Friday 11, giving way to the Sweet Inspirations, Oct. 25-31. Dave McAfee has kicked off Drifters' regular stint in London with his band, appearing as an assistant editor. Jon Hall at MGM adds that David Ruffin should have no trouble soloing, since before joining the Temptations he recorded as a solo on the Checkmate album. Also in January. Honorable mention, too, to Detroit's Source Magazine for selling the black community's first issue out of New York ("Aunt Dora's Love Soul Shack"). Otis Clay ("Do Right Man"—Do Right Man), Bill Medley ("Peace Brother Peace") and the Estables ("White Shaker of Pal")—Stanley W. Steinhans, vice-president of Motown S. A. in Venezuela, tips Soul Sauce and readers on the South American soul scene: about 40 percent of all Carrus programmers play the "Night Time" disc at 13 radio stations—Motown, having started only with Donnie Warwick of Scepter, has seven Ward items planned through the end of the year plus The Sound of Soul series, Volumes 1-6, picking singles from various labels, particularly Anty-Mala-Bell. Steinhans says that American artists should try to include Carrus on tours, since Venezuela has about 76 discoteques where only records are played on a radio format programmed for soul. Over 56 percent of Billboard's Hot 100 chart is either on the soul wagon or currently. Better Action of Reader finds Soul Sauce, too.

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R&B Imports Put Calla on Chart Course Again

- Continued from page 10

 multinogation director Ronnie Proctor said that "we're planning to acquire as much of this material as we can. "Oh, Lord, Why Lord," by the Los Pop Topps, N.Y., recently on the chart, has just begun to break in certain parts of the country, Proctor said. Los Casinos, "Get on Your Knees" has just been released.
New Albums for October

- Ed Ames Sings the Hits of Broadway and Hollywood
- Victor
- Homer and Jethro Live at Vanderbilt
- Victor
- Baby, Come Back
- The Equals
- Victor
- The Best of Freddy Martin
- Victor
- Walkin' In Love Land
- Eddie Arnold
- Victor
- Jim Reeves on Stage
- Victor
- Yankovic's Favorite Polkas
- Franklin Yankovic
- Available on RCA Stereo 8 Cartridge Tape
CHRISTMAS IS JOYFUL WARMTH AND DOT'S GOT IT!
Christmas, 1968 release

The Mills Brothers
"Merry Christmas"
DLP 25232

Billy Vaughn
"Have Yourself A Merry, Merry Christmas"
DLP 25999

The Jack Halloran Singers
"The Little Drummer Boy"
DLP 25233

The Midnight String Quartet
"Christmas Rhapsodies for Young Lovers"
Viva 36010
Tape CARtridge
Philips, Japan War Looms
By HANK FOX

NEW YORK—Japanese tape recorder manufacturers, who initially propelled Philips' cassette system into worldwide orbit, may prove to be a key factor in the war for Philips in the year to come.

While Philips is moving ahead with its letter-band-fed automobile units in Europe and in the U.S., Japan, and several prototype models incorporating the Stair system have already been shown in the U.S. Automatic Radio, AWA and Tennu Corp. displayed Stair units at the Consumer Electronics Show last June. These units, however, did not incorporate automatic reversal.

The five Japanese manufacturers who are building Stair system cassette players are Hitachi, AWA, Teikoku Duka, New Nippon Electric, Sanyo Electric, Fujita, Murata Electronic & Chemical, Tokyo Shibaura Electric and Kyoeiyo Electric.

In addition, Sony, Nippon Columbia, Haya- kawa Electric and Crown have applied for governmental approval.

VW Car Dealers Into PlayTapes
By HANK FOX

SAPPHIRE PLAYTAPE is designed as an original equipment option for all 1969 Volkswagens. Complete with AM radio, the unit is integrated into the automobile's dashboard. Volkswagen dealers will also stock PlayTape CARtridges.

American Tape Duplication to Bow Own Cassette Line
By ELIOT TIGGES

LOS ANGELES—Six-year-old American Tape Duplication has broadened its product representation from reel to reel-precorded cassettes.

Produced by two former Bel Canto employees, Warren Gray and Dick Allen, the company leases music from outside sources, duplicates the cassettes on its own equipment and sells them on its own Tape-Mates line.

Tape-Mates has a two-cassette line, $5.98 half-hour series and a $3.98 half-hour series with background, mood music similar to material the company has been releasing on its reel reeler.

Although its music sources have been the Everest family of classical lines, Melba Productions, a pop source and Vault Records, Tape-Mates will begin obtaining original classical material for cassettes through forthcoming projects on the company's new recording label Man-Child.

American Tape also operates a mail-order Tape-Mates club, with 16,000 members, according to salesmanship director Fred Lawton. A 30 per cent discount is given club members for cassettes and other merchandise.

Corporate President Gray estimates cassettes will account for 20 per cent of his business. The executive who has been associated with tape since 1957, starting as a shipping clerk and then moving into sales with Bel Canto, says the company chose to bypass 4- and 8-track and go straight into cassettes because this configuration has more applications for America's over-all business which includes custom duplication for educational and industrial accounts.

Tape-Mates are distributed through a two-step operation, 120 national outlets servicing the market. The company, which is also General Agriculture.

(Continued on page 50)
Following up
"EYES OF A
NEW YORK
WOMAN"
15 weeks on
the charts....
The great new
B. J. THOMAS
single is
"HOOKED
ON A
FEELING"

Produced by Chips Moman
Written by Mark James

SCEPTER RECORDS
12230
New Tape CARtridge Releases

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ABC
The best of the Impressions: (8) M0654, (4) X4654

A&M
The Sapphires / Satin: (8) M0147
Little Marigold Bar: (8) M0650 / You Know the Way to San Jose: (8) M0150

Atlantic
JOE HARRIS / DOUBLE QUARTET: In the Mood: (8) M0843
BOBBAH / High Plains Drifters: (8) M0750

BRICK
Sneak: (8) M0853

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(Continued on page 31)
HERE ARE 5 BIG


Model 682.120

The Orrtronics Special 8. For the quality conscious and budget minded. This 8-track cartridge stereo car tape player is the economy version of the AUTOMATE 8 + 4. Includes the same dependable Orrtronics sound. Features push button track control selector. Adjustable tone control. Effective dust guard cartridge door. Comes in attractive midnight black finish with chrome feature strips. Looks good. Sounds great.

Model 682.110

The big Orrtronics "turn-on" continues with great new stereo tape players for car and home. Add to this exciting product line a unique and powerful advertising and sales promotion program designed to communicate with today's turned-on generation. The result is interest. Big interest. And that's where you come in. We'll create the interest. You close the sale. Make sure Orrtronics stereo tape players are a part of your profit structure. Turn on sales. Turn on profits...with Orrtronics, the stereo tape players that really turn them on.

Write today for details on our complete distribution program.
The Orrtronics Home Entertainment Center. An 8-track cartridge stereo tape player with matching walnut speakers. Blends perfectly with the finest surroundings. Offers the latest features in cartridge tape playing. Plays a 4-track cartridge with an adapter. Contemporary design. Illuminated program selector. Individual controls. Exclusive selector control for automatic shut-off, continuous playback or auxiliary input.

National ads like this in leading magazines. A combined circulation of over 22 million (not to mention leading dealer publications). Taped radio commercials, too, along with P-O-P displays, ad mats, banners, literature, everything you need for making Orrtronics tape players the fastest moving items in your inventory.

The Orrtronics Cartridge Tape Player. An 8-track stereo preamplified version of the home entertainment center. Plays through your present home stereo system. Adds versatility at minimum cost. Fully automatic. Comes in attractive walnut case. Features illuminated program indicator, dust guard cartridge door, individual output preamplifier controls located at the rear of case. Enjoy tapes from car to home.

www.americanradiohistory.com
American Tape Duplicators
To Bow Own Cassette Line

Recorded Tape's Western regional sales manager, through a separate deal with the Northern California duplicator, points out that Tape-Mates and QRT use the same distributors. Tape-Mates uses one master and 10 slaves for its cassette operation. Five people work in the duplication department on both cassette and open reel. The master tape spins at 120 l.p.s., the slaves at 30 l.p.s.

Tape-Mates' first release of $5.98 cassettes is set for Nov. 1; its gradual $5.98 release came out in July.

Infonics Intros New Duplicator

Infonics recently introduced a cassette duplicator, which produces four one-hour cassettes every four minutes from a reel-to-reel master tape. The equipment will be marketed in the U.S. and overseas.

The equipment is compact and portable, since it consists of two interconnected machines each of which weighs less than 50 pounds. The duplicator is priced at $5,950.

Instant Cartridge
Just add tape.

The cam post, pressure pad, and pressure roller have been pre-assembled in our sunlit kitchens. But only you will ever know.
Tape CARtridge

New Album Releases

• Continued from page 37

Tetragrammaton
SHARES OF DEEP PEOPLE; (5) MA102, (4) MA103

Verve
JIM & JEN...People World; (8) BVS015
BEN PETERS—How It Feels To Be Lonely; (5) SRE030
ELLA FITZGERALD—The Best of Ella Live; (5) SRE080

Warner Bros.
THE MARVIN WILLIAMS POLYGRAPHIE BAND
ROGER MITCHELL—The Secret Life of THE GLAMOUR SIRENS; (5) SRE039

White Whale
THE ROCKETS; (8) MPT116, (4) XAP116

MUNTZ

Capitol
ROBBIE GENTRY & GLEN CAMPBELL; (4) 10019

CONDELLO

IS COMING... ON SCEPTER

LETTA MUDD—Five Stars; (4) ECL 2929
CARL GEORGE & BILL BOWERS—Quiz of the Two Thousand Year Old Man; (4) ECL 2930
THE STEVE MILLER BAND—Sailin’, (4) ECL 2934
MOD Mover; (4) ECL 2965
THE THIRD MOODY NAT ADDAMS ALBUM; (4) ECL 2980
RHY SHANKS—Six Ragas; (4) ECL 3012

Dot
HERB TRIMMER—On Tap, in the Can, or in the Bottle; (4) DOT Y 25083

Fontana
LITTLE BOY BLUES—In the Woodland of Merry; (4) PCA 6737
THE BONNIE—Lookin’ thru Your Eyes; (4) PCA 6727

RCA Victor
JIMI HENDRIX EXPERIENCE—Electric Ladyland, Part 1; (4) ACA 8037
JIMI HENDRIX EXPERIENCE—Electric Ladyland, Part 2; (4) ACA 8038
JIMI HENDRIX EXPERIENCE—Electric Ladyland Part 3; (4) ACA 8039

Rgo
HELENA DE LIMA; (4) RGE A 1022
En Grandes Successos De Hipolito Argueta; (4) RGE A 1023

Smash
A CA WA DOUGLAS QUINN & 2—Honey Blues; (4) ECA 6708

Som/Maior
44S MINDAS: Vol. 2; (4) SM A 1555

Warner Bros.
SOUNDTRACK—The Heart Is a Lonely Hunter; (4) ANM 1864

PLAYTAPE

ABC/Dunhill
THE VAMPIRE AND THE PAPA—Golden Era, Vol. 2; (7) EP 7914
STEPHENFELPF—The Second, (7) EP 8177

Buddah
EAST EXPRESS; (7) EP 0921

Capitol
THE LEIBER/STAMBAUGH—Special Request; (7) EP 0919

Warner/Reprise
PETER, PAUL & MARY—Late Again; (7) EP 0920

RCA Victor

Popular
MIDY NEWBY—Teenage Medley; (7) EP 1524
DOLLY PARTON/PATRICK WAGNER—Just the Two of Us; (7) EP 1527
ROVING—Walk Into My Life; (7) EP 1530
MELVIN—Alice Bailey; (7) EP 1533
JIM REEVES On Stage; (7) EP 1535

Shades
JIMMY CLIFF—So You're A Fool; (7) EP 1538

White Whale
THE TURTLES—Present the Battle of the Bands; (7) PWY 1607

Calender
THE ARCHIES; (7) PWO 1001

Comden
LIVING STEREO—Play the Music from "Salute to Broadway"; CBS 1046
CRIST ARTISTE—Concerts; CBS 1047
The One and Only SAM COOKE; CBS 1052

Red Seal
VERDI—ACOUSTIC SYMPHONIES (Masini); (8) TIV 1002
VERDI—BERNARD—Price; (8) TIV 1053
VERDI—BERNARD—Price; (8) TIV 1053

Dubbings’ 30-Mil.
NEW YORK—An advertisement for Dubbings Electronics in last week's Stereodyne special section incorrectly stated the company's production as one million feet of tape per week. It should have read: 30 million.

Dupoids’ CANNED HEAT

MICHAEL JORDAN

12 BIG HITS—Order Dooto's "Dirty Dozen" today on 4 and 8 Track Stereo Cartridges and Cassettes!

DT 214 The Last of the Party, Vol. 1
DT 219 The Last of the Party, Vol. 2
DT 234 The Best of Fox
DT 253 The Idea; Vol. 1
DT 275 The Race Track
DT 285 Shy Sex
DT 286 Wild Party
Also available on Stereo Long-Playing Albums.

DOOTO INC.
15440 South Central Ave./Los Angeles, California 90059
Area Code 213 — 774-0743

BILLBOARD

OCTOBER 12, 1968
The IMZ Congress was attended by 158 delegates from 26 countries. Johann Castellini, director of the IMZ, followed the resignation of Prof. Dr. Hans Galzig. Narasana Menon, president of the International U.N. Music Committee, Dr. Helmut Zilz, director of the Austrian TV and music directors from the BBC and Yagodov and Munich TV have been appointed to the board of directors of the IMZ.

In conclusion, the IMZ Congress, held at the New York Times building, brought together delegates from around the world to discuss the development of music education and performance. The congress was an important event for those interested in the future of music, as it highlighted the need for continued support and funding for music education and performance.
Indianapolis Sets ‘Festival’

INDIANAPOLIS—A “festival” of 24 works by French and Russian composers in a single week for the Indianapolis Symphony’s 1968-69 subscription season, which opens today (Oct. 10) and Friday (11) pair, under music director Izer Solomon.

Soloists for the 14 pairs will include pianist Lee Livulis, Mauro Politi, Emil Gilels, Ilia Samson and Van Cliburn; celloists Iliya Chakhovets, Kirk Kirkish; and the Russian Symphonic Society, under the direction of Izer Solomon. The festival will be followed by the French celebrates and the Indiana State Academy of Arts and Sciences, Inc. Moscow Concerts will be featured in Richard Broad's “Symphony No. 2” of Hindemith, at the Carnegie Hall next week.

Kubelik Tour of US, Canada

HAMBURG—Rafael Kubelik and the Bavarian Radio Symphony Orchestra will tour the United States and Canada from Wednesday (16) to November 25, with a program of works by Mahler, Hindemith, Janacek, Haydn, Martin and Franck. The tour will also include concerts in New York’s Carnegie Hall on November 30 and December 1. The last concert will be at Carnegie Hall on December 8.

It's in the Cards

• Continued from page 32

figure. His “Toreador Song” was well delivered. Creditable performances also were turned in by Morley Meredith (Zuniga), Russell Christopher (Morales), Marcia Baldwin (Meredith), Marsha Sutka (Fraquita), Robert Goddard (Dandini), and Robert Schmell (Morales).

Zubin Mehta, who was boosted in a London program ad, directed commendably.

FRED KIRBY

Kerh Debout Disk Set Receives Cos.

BRUSSELS—The debut record of the Jewish Kerh pop group, headed by composer Dennis Preston, will be released in Belgium by Gramophone, in France by Festival and by Metronome in Scandinavia.

The group is led by Barry Kirsh, who is the son of Gramophone manager-director John Kirsh, and Julian Smith.

OCTOBER 12, 1968, BILLBOARD
Groundbreaking Ceremonies
Set for New ASCAP Complex

NASHVILLE — Groundbreaking for the $500,000 ASCAP complex will take place here Monday (14), according to regional manager Ed Shee.

Stanley Adams, president of ASCAP, will head the list of officials on hand. Guests will include the officers and board of directors of the Country Music Association, leading music industry people, artists, musicians and city and state officials. The ceremony, at 10:45 a.m., will be followed by a lunch and cocktail party at the City Club.

The massive building will replace three existing structures at 17th Avenue and Division Street, at the head of Music Row. It will face both 17th and the soon to be constructed Music City Boulevard, which in turn will replace 15th Avenue. Construction is being done by W. B. Cambron, who also was the contractor for the Country Music Hall of Fame and Museum, and for the BMI building. All three of these structures now will be in close proximity.

Among other things, the building will house an executive office for Shee, an office for Nashville manager Juanita Jones, other offices, and a press relations room which will include telephones, typewriters and a secretary at the disposal of newcomers.

Both the land and the building are owned by Chet Atkins and Owen Bradley, and will be leased to ASCAP on a long-term basis. It will be built to exact specifications for the performing rights society, and will contain a board of director’s room.

“We plan to hold the first ASCAP board meeting outside of New York in our new building as soon as it is completed,” Shee said. “There also will be an archives office.”

Staffers Added

Shee plans to announce soon the addition of an artist relations man, and other staff members. The longtime executive director of the Nashville Area Commerce of said his ambition was to carry out the promise of Stanley Adams that ASCAP would become the strongest force in the country music industry. Adams had stated in New York recently that, within a reasonably short period of time, ASCAP would have at least 50 percent of the songs on the country charts.

ASCAP will host its award luncheon at noon the following Thursday (17) at the Grand Ball Room of the Ramada Inn, and stage its cocktail party there for the “Opry” convention the following evening at 5:00.

Loetz Bullish in Review of CMA

NASHVILLE—Country Music Association (CMA) board chairman Jack Loetz, in a review of CMA activities during the past year, joined the organization president in expressing optimism in the association’s future.

“The popularity of country music continued to outpace the other categories of music,” said Loetz, vice-president of MCA. He said the avenues of exposure continued to expand via radio, television, clubs, movies and fairs as well as overexposure.

An increasing number of record companies this past year have devoted more manpower and energy to country music as the industry grew even more.

His claims were backed by the recent appointment of Emery Walker, CMA’s executive director. Shee pointed out that the demand for “Grand Ole Opry” tickets this past summer and a record attendance at the Country Music Hall of Fame reflects a tremendous growth in interest in country music. Additionally, more radio stations have switched to the country format where over 453 of them now program country music.

With the addition of the Cleveland and Boston markets during 1968, there is hardly a major market left in the U.S. without at least one full-time country station.

Mrs. Walker notes that in the area of television, never have more country artists been exposed on network shows than during this year. “Glen Campbell’s summer show opened a number of new doors for country music and we . . . heard hundreds of thousands of new people on this music form,” she said.

The syndicated TV shows have gained new markets, and by the year’s end the CMA Country Music Awards presentation will be on network television, carried as part of the “Kraft Music Hall” on NBC TV.

“During the year we have seen expansion of country music activities on an international basis,” she said, “with our first CMA international seminar planned during the festival this month.” She also cited the Music City Pro-Celebrity Golf Tournament.

Ellis Brothers Take Nashville by ‘Storm’

NASHVILLE—The Ellis Brothers, who concluded the long trek by covered wagon from Denver, were escorted in a driving rain by police to WSM-TV, where they appeared on the “Robert Emery Show,” the “Grant Turner Show,” and the “Boyle Hawkins TV Show.”

The Denver-based singers then realized the ambition of the 94-day trip, with appearances on both the “Friday Night Opry” and the “Grand Ole Opry,” followed by another appearance on the “Ernest Tubb Midnight Jamboree.”

The Ellis Brothers also performed a show that weekend for a meeting of military officials here, and were given a series of bookings through a Nashville agent to sustain them beyond the October convention.

However, only two of the three brothers were able to make the appearance. Fred Ellis, a member of the army reserve, was called to serve at Salem, Mo., as the group passed through on the covered wagon trip, and was sent to Fort Leonard Wood. He is scheduled for release from the army in two weeks and the meantime will be able to perform on most of the weekend dates.

The Ellis Brothers left Denver during the Colorado Music Festival in June, determined to publicize the importance of country programming in the Rocky Mountain area, and to reach Nashville, the mecca of the industry. They supported themselves on the route through appearances, and often were held over in towns on the way.

They were accompanied by disk jockey Johnny Bell, who resigned his position at KLAK, Denver, to make the trip, and by Bell’s wife.

Nashville Scene

WSM’s “Opry Star Spotlight” again will be broadcast from the studio and anteroom of the “Opry” Shrine, an industry milestone.

Mr. Emery will be joined by George Morgan and Bill Anderson.

Scuze Turner has scored a new Jerry Wallace LP here titled “Sweet City of Sunshine.” It is full of “A” side tunes, and one of the best is “Thinking of You,” by Larry Bell.

The latter now has left Cedarwood to devote full time to recording and producing. . . . Tom McConnell has been named national promotion director of country product for his company’s Nashville branch.

Mr. McConnell adds to his enterprises with a Golden Guitar Shirt, and many (Continued on page 25)

Country Next For Ranwood?

NASHVILLE—Ranwood International, Inc., may be signaling a move toward the country field, with representation and displays at the “Grand Ole Opry” Birthday Celebration and Country Music Association convention here later this month (Oct. 17-19).

Vic Frazier, regional director of sales and promotion for the Los Angeles-based firm that president Randy Wood and Lawrence Witt both are participating in the Pro-Celebrity Golf Tournament, and that Ranwood would be “deeply involved” in all convention affairs.

Wood, while with Dot Records, was one of the original sponsors with WSM of the autumn gathering. Dot has reinstated the association, and Wood now is getting a new foothold with his Ranwood Records. Frazier formerly worked for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at Dot, where he was represented by Feis, who has been working for Wood at
### Billboard Hot Country Singles

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<tr>
<th>Week Ending</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Publisher</th>
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<tr>
<td>October 12, 1968</td>
<td>HARPER VALLEY P.I.A.</td>
<td>Jerry Vale</td>
<td>RCA Victor</td>
<td>47-4862</td>
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<td>October 12, 1968</td>
<td>HAPPY STATE OF MIND</td>
<td>Bill Anderson</td>
<td>Decca</td>
<td>2186</td>
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<td>YOU CAN'T TEACH ME GOODBYE</td>
<td>Tony Orlando</td>
<td>Capitol</td>
<td>439</td>
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<td>DADDY HALLIBURTON</td>
<td>Ray Price</td>
<td>Columbia</td>
<td>43607</td>
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<td>NEXT IN LINE</td>
<td>Conway Twitty</td>
<td>Decca</td>
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<td>LOOKING AT THE WORLD THROUGH A WORLD OF HATE</td>
<td>Del Reeves</td>
<td>United Artists</td>
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<td>I'M THE WORLD</td>
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<td>RCA Victor</td>
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<td>BIG GIRLS DON'T CRY</td>
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<td>Faron Young</td>
<td>Mercury</td>
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<td>A LITTLE BIT LATER ON DOWN THE LINE</td>
<td>Bobby Bare</td>
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<td>Johnny Bush</td>
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<td>IN LOVE</td>
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<td>Porter Wagoner &amp; Dolley Parton</td>
<td>RCA Victor</td>
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<td>SHE WEARS MY RING</td>
<td>Roy Price</td>
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<td>ON TOP, THE CROWNS ON OR IN THE BOTTLE</td>
<td>Hank Thompson</td>
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<td>Kapp</td>
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<td>Ken Price</td>
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<td>SHE STILL COMES AROUND (To Love What's LEFT OF ME)</td>
<td>Jerry Lee Lewis</td>
<td>Smash</td>
<td>2186</td>
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**FLASH**

...Should last prove a hit all over again via this duet by two of the brightest new stars on the Nashville Scene. Top performance.

**BILLBOARD'S TOP 20 C&W SPOTLIGHT 9/28/68**

**JOHNNY DUNCAN** & **JUNE STEARNS**

On Columbia Records #44556

PUBLISHED BY: ACCLAIM MUSIC
9-Day Endurance Contest of Fun: Golf Tourney Ready to Tee Off

NASHVILLE — A nine-day span of entertainment, parties, sports events and some serious seminars gets underway this weekend. The events, which make up the last of the Music City Pro-Celebrity Golf Tournament.

Before the celebrating stops, participants will have observed the 25th anniversary of the Tennessean's "Grand Ole Opry," the 10th anniversary of the Country Music Association's annual convention in Nashville, and the 10th anniversary of the Opryland complex, a network television spectacular, and watched a parade of singers in seemingly endless shows, interspersed only by seemingly endless parties.

The participants also will have been wined and dined before putting away all that food and drink around in Rooms-Royces, taken care of with a messenger service, eaten at a hotel, met the nation's trucking queens, been admitted free to a leading spot in "Pioneer's Alley," and witnessed some of the strangest goings-on ever associated with the record industry.

5,000 Figure?

With pre-registration already running at a good clip, many industry leaders feel the 10,000 attendance will be exceeded by at least 5,000. The precise figure will be posted despite valiant efforts to minimize the crowds. The attendance is restricted to those in the industry, but it is a burgeoning industry. Anyone who registers must pay $10 to the Opry Trust Fund, a change in the rules throughout the year, contributes to the welfare of those in the industry.

What once was a 10-day party 15 years ago is now a nine-day endurance contest of fun. On Saturday morning, the top professional golfers in America will combine forces with some of the leading celebrities to inaugurate the entertainment industry. At the end of this year, there is the latest agreement to make up the tournament. In the tournament, some of those previously announced include Perry Como, Webb Pierce, Phil Harris, and still to come, Tito Lopez, Porter Wagoner, Bobby Goldsboro, Red Sovine, Roy Acuff, Appalachian, Archie Campbell and numerous others, including Billboard published.

A few parties after the tournament will take the fans inside the Opry House, the ASCAP (see separate story), and into another round of parties, private and public.

The official convention agenda (Billboard, Sept. 7) does not include many of the invitation-only functions, or some of the wide-open affairs that will be taking place.

Columbia will have its hospitality room, full of brass in the Iris Room of the Hotel Hermitage in addition to its show which will feature some 40 acts. Capitol will have its famous pinball party organized by Wade Pepper, and hospitality in the Walnut Room of the Capitol Park Inn. Decca, in addition to its show, will have a hospitality room at the Anderson Jackson Hotel (404), and will present a live show for the public on Wednesday (16) at Cafe-deport Store, featuring Loretta Lynn, Jack Greene and Conway Twitty.

Acuff-Rose, for the second consecutive year, will provide a messenger service in the form of a communications center at the Municipal Auditorium. Shelby Singleton's Plantation label will supply the Roy-Fan-Royces, which MVP's around town in them. Starday Records will furnish a live recording session this year, and instead

Gibson, Bonnie Guitar, George Jones and Willie Nelson, are performing at the Columbia Room on Monday, Oct. 1. Kenny Rogers and the First Edition will appear at the same room on Tuesday, Oct. 2. And, of course, the Opry House will be open for business.

The Country Boy Record Shop, 103 1st Ave., S.W., and the Opryland Hotel, have also announced their presence in the festivities. The Opry House, run by Joe Walker, former manager of the Ernest Tubb Band, will be open for business.

The Opryland Hotel has received a number of invitations to participate in the show, including the Opry House, which is now the site of the Opry House.

Carl Perkins has cut a session with Country with the production of Bill Denny. Carl also has written the new Johnny Cash single.... There is a true ring to the new red hot single on Monday, Oct. 5. The song was written by Mel Tillis, a former country singer of the Opry House, which is now the site of the Opry House.

Decca's, in addition to its show, will have a hospitality room at the Anderson Jackson Hotel (404), and will present a live show on Sunday evening (20) with one of the acts together by Columbia Records.

And for those who may want to see the video as part of the 10th anniversary, there will be a guided tour of the Opry House.

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The incomparable Mantovani

- Mr. Stereo
- 49 LP’s released
- 49 LP’s on charts
- No. 1 selling instrumental artist of all time
- No. 1 in-person attraction

exclusively on LONDON

12th In-Person American Tour

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www.americanradiohistory.com
THE 5TH DIMENSION
SWEET BLINDNESS NO. 768
A NEW SINGLE! PRODUCED BY BONES HOWE

a new hit single from their new hit album, STONED SOUL PICNIC
**Radio-TV Programming**

**WMCA Cuts DJ's From Voting — They Gain Freedom in Pacing**

NEW YORK — WMCA's jockeys will no longer cast votes on the new records to be added to the station's regular rotation, according to general manager Terrell Metheny Jr., announced last week.

Previously, disc jockeys were required to vote on new records that had been screened by music men Joe Bullock and Frank Costa.

Metheny said that from now on, an independent jury of Bobini, Costas, and other seasoned listeners will choose the new records. The past, Bullock and Costa prepared the show of each display.

In general, Metheny has cleaned up a lesioning of the sound of the station. He dropped the "Good Guys" schedule, and the station is now named the station. He said that the station has been "too busy communicating with the DJs." Yes, he's gone on and on about the air, and the DJ's may now play by approved artists; they've been very successful and are going to probe with the other 50 percent of the audience.

"You can't just live the three or five hours on the air," he said. "You have to get used to the people. So, I don't really select my own music. The people do. They just have to take it as it comes."

Believing that his listeners actually pick the music he plays, Rosko, the major donor personality of WNEF-FM, said "That's my perspective. If they play a record and like it, then that record is one of a million records out there."

"Every one is different," stated WNEF-FM's Scotty. "Each one is a little faster in reflecting the audience. We have some hits, and the music is different."

Metheny added. "So we have to go by what the people want."

"I think we've been successful in the past," he said. "Now we're going to try to be more immediate..."

Second, the station has been supercharging their own records since the first week of the station's existence. The records have not been screened and this change has been very stable, implying that there has been a change in program directors.

**PERSONALITY PROFILE**

**Rosko:** WNEF-FM's Big Gun

NEW YORK — "I've never received a letter that started out: 'I like you.' They say like 'I love you.' And that's what's going on."

"I'm a DJ," said Rosko. "I don't play by the rules. I just play for the people." He's written hundreds of letters and is known for his originality and creativity. "I don't want to be like the rest of the DJs."

Believing that his listeners actually pick the music he plays, Rosko said, "That's my perspective. If they play a record and like it, then that record is one of a million records out there."

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**Hoffer Book Tells It Like It Should Be**

NEW YORK — Listeners should take the book as a guide, not as a puzzle, believes Jay Hoffer. This is just one of the program of music of the music book. "Managing Today's Radio Station," just published by TAB Books, came out this week. Hoffer suggested he get into radio. "I said, 'Come on kidding!'"

"Rosko tried for WIP in Philadelph," but it didn't work out. Then he tried WMCA. "I was the scared first six months on the air. I was a scared little kid and a little bit new."

"I later worked for Harry Novick, owner of WEBS in New York, and consider Novick one of the finest music directors in the business."

"I look what he does for his community. He worked for WVOX, where I'm not sure he couldn't be himself. Then Mel Levis gave Rick Sklar $20 to do a radio program. "I wanted to be a DJ, but because I was hungry in the late 1970s, I took a job at WVOX."

"Sklar were then at WINS in New York and so, soon, was Rosko."

"He left WINS to join the old KSDM in San Francisco, then shifted to KROA in Oakland and then KOI in Los Angeles."

"In 1956, he came back to New York to open and ename at the Cheatham. When Tommy Reyno-

**KGBS Goes SOFT Hot 100**

LOS ANGELES — KGBS, 50,000-watt country music station here, is switching to a contemporary Hot 100 format Monday (7). The new programming will be closer to KHJ, but without the extremely soft rock that is typical of a radio personality at KGBS.

The station recently hired Charlie Martin, who has worked for KLRA, for the morning 6-10 a.m. slot, and shifted Hugh O'Brien to a midday slot, to the news desk.

**Miller Joins Chi Rocker**

CHICAGO—Howard Miller, who departed from easy-listening FORMED WIND in here the day before yesterday leaving the his personal opinions, has signed with WCCO to his personal opinions, and went on the air Monday (7).

The unique thing about his move to WCCO, the Hot 100 format station will adjust to accommodate Miller's easy-listening music tastes. He's on the 6-10 a.m. program, and the after noon slot; Jerry Bishop will shift from all night to weekend all night.

**IBS Maps '69 Meet Plans — Exhibs to Have It Easier**

BELTHEREHEM, Pa. — The Intercollegiate Broadcasting System (IBS) is mapping plans for next year's college radio sta-
ting. IBS held its convention in Philadelphia, March 23-24, and record comp-

**Rox-Stan Shoots A Variety Pilot**

BEVERLY HILLS, Calif—Rox-Stan Enterprises here is set to produce a music variety show in the Factory nightclub. The show will be called "Musician's Corner," according to producer Stan Richards, and format will reflect a night club type of music. The hour show, directed by Ray Cleaver, would not only display the talents of names acts, but also visiting artists.

**OCTOBER 12, 1966, BILLBOARD**
Radio-Television programming

Vox Jox
By CLAUDE HALL
Radio-Television Editor

Marvin McCallough has been added to the staff of KFMI, Tulsa, Okla., in an executive position; he'd been with a Fort Smith, Ark., station. Bill Cerd has shifted from WSLY-FM in Washington to WASH-FM in that city; he's doing the "Sunday show" there. Orma M. Townsend, radio veteran now with WWOX in Schenectady, will retire Oct. 31. Edward Walters is now area vice-president for Group W, which puts WGBR, WCVB and WCVG, in Pittsburgh. In Fort Wayne, he replaces retiring... 

WALT ROBIN, of KFJZ, Fort Worth, narrates from the stage of a summer "safari," the Hot 100 format station event that drew 6,000 fans. With Robin is a group, the Shaw, one of six local groups performing during the day. Leading off the entertainment were the Five Americans.

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

HOT 100
Berlin, N. H. — WBLI
Michael McGhee
Music Director, Personality

Salute to DJ Smith
Many personalities have done their share to keep the nation "cool" this past summer, but one man deserves special comment. DeeJay Milton (Butterball) Smith has turned the vacation-land of children into an all-night playground for poor children. Since last June, when he noticed children from nearby community in a meadow home not having fun at a local beach, Butterball has been escorting 100 to 200 children of every race and creed to Sunday picnics, swimming, boating, and softball games.

After sponsoring the events for a couple of weeks, Butterball decided to try to do them bigger and better and went on the radio to solicit help. Atlantic Records contributed, as did local labor union No. 478, and Joe Mattes, Miami dealer. Many other businesses got involved; Seacoast Appliances and Brook Distributors both doled out portable stereo phonographs to provide music to the children.

Mayor Steve Clark has also become a "regular" in the project, visiting for a day at Butterball's gatherings on a couple of occasions. Butterball now plans, in addition to his Sunday picnics, to make twice-weekly trips to various youth centers with hot dogs and Coca Cola.

One sincere commendation to Smith.

Feliciano to Star in Series
LOS ANGELES — RCA Records artist Jose Feliciano stars in a 14-hour Color TV series being filmed here at KMEX-TV, a Spanish language UHF station.

Already in the can are 14 half-hours under the banner, "The Jose Feliciano Show." The blind vocalist hosts the proceeding- warding awash with guest stars who run the gamut from Andy Russell and Walter Wanderley to non-Spanish performers. The show is seen here Thursdays at 8 p.m., being syndicated around the world, according to Feliciano's manager George Greif.

NATIONAL CHANCELLOR

Radio-Television programming

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By CLAUDE HALL
Radio-Television Editor

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the beatles
hey jude • revolution
apple records
2276
Charlotte, N. C.—WAYS
Jack Gale
Program/Music Director
Sumter, S. C.—WDXY
Tom Cheney
Music Director
St. Louis—KIRL
Dave Scott
Program/Manager
Huntsville, Ala.—WAAAY
Gary Steele
D J
San Francisco—KAYA
Dick Starr
Program/Manager
Kingston N.Y.—WBAI Radio
Gary Davis
Music Director
Bowling Green, Ohio—WAWR
Bob Laba
Music Director
Grand Rapids—WLAU
The Frisebees
Music Director
Detroit—WENR
Paul Cannon
Cleveland—WKVY
Chuck Dunaway
D J
Tulsa, Okla.—KRMG
Chuck Adams
Program Director
San Francisco—KNBR
Michael Button
Music Director
Miami Beach—WMBM
Donny Gee
Program/Manager
Memphis, Tenn.—WOAI
Bill Thomas
Program Director
Columbus—WTUN
Jim Kohse
Music Director, Personality
Albuquerque, N. M.—KUNM
L. A. Woodworth
Program Director
Los Cruces—KGDO-FM
Robert Reymond
Music Director, Personality
Oxford, Ohio—WOXR-FM
Dave Michaels
Program Director
Atlanta—WSB
ChrisPersons
Music Director
Atlanta—WUGA
George Morris
Music Director
Norwich, Conn.—WCH
Bob Craig
Program Director
BP: "(I'm In Love," "(I'm In Love," EP. BLFP: "Done for," "(I'm In Love," "(I'm In Love," "(I'm In Love," EP.
Hot Springs, Ark.—KZNG
Don Harbour
Program Director/Personality
Cleveland—KXKX
Galveston, Tex.—KXKX
Steve O'Danahoe
Music Director
San Diego—KOOG
Dick Roberts
Program Director
Indianapolis—WIRE
Lee Shannon
Personality
Burbank—KBBQ
Larry Scott
Program Director
Audio Retailing

10 Seminars Slated For EIA Conference

SAN FRANCISCO—Approximately 400 industry executives are expected to attend the four-th day Electronic Industries Association's (EIA) Fall Conference, scheduled to get under way here Monday (7) at the Fairmont Hotel.

The conference will feature 10 meetings, including the first public briefing on the content and implications for industry of the Commerce Department's Safe Streets Act of 1968.

There will be two briefings on lasers, one of which will be for industry members. Other events include a seminar on the market for military products overseas, a briefing on radio frequency spectrum engineering and a session on satellite telecommunications.

Also scheduled are a discussion of the applications of industry capabilities to State and local management, another on industrial distribution, another on technological forecasting and a session on planned maintenance management development techniques.

The discussion of industry capabilities and State and local problems (Tuesday, 9), features speakers on "University

3M Guidebook

ST. PAUL, Minn. — The Magnetic Products division of 3M Co. is offering a 45-page how-to-do-it guidebook for more effective use of tape recording in business and industry.

Called "Better Communications Through Tape," the guidebook contains a host of ideas for better use of the tape recorder in business and also spells out, in layman's terms, the basic operation of tape recorders.

World audio systems, a quarterly series of exchanges of ideas between purchasers, manufacturers, and investment consulting firms. He will discuss such aspects as expected values and growth of the larger laser markets, technological trends, growth rates of major manufacturers and product specifications.

The methodologies of technology forecasting will be examined at two half-day sessions Tuesday and Thursday (10). Speakers at the first session will deal with techniques and applications of technology. On the second day, they will discuss specific examples with promise of impact on product lines.

The final event of the conference is a seminar on industrial distribution, the third in a quarterly series of exchanges of ideas between purchasers, manufacturers, and investment consulting firms. The seminar, "Accent on Opportunity," will be held at the Hilton International Hotel.

Speakers will participate in one session on "Accent on MRO (Maintenance, Repair and Operating Supply) Opportunity," and another on "Accent on OEM (Original Equipment Manufacturer) Opportunity.

The culmination of the four day sessions will be the tri-annual meeting of the EIA board of directors on Thursday.

JAZZ DEALER BOB KOESTER

Blues Records Help Dealers Cultivate Customer's Tastes

By EARL PAIGE

CHICAGO — Blues represent the "backwash of the whole rock movement," according to Robert Gregg Koester, and offers dealers an excellent opportunity to help customers cultivate tastes that will turn them into important buyers for many years to come.

Koester, recently cited among 15 other Illinoisans in "Who's Who in the Midwest," said, "I think dealers can do a kind of great service by presenting them to artists such as Howlin' Wolf, Little Walter, Elmo James, Buddy (Blue) Bland, Junior Walker—the blues artists that have influenced this

whole rock phenomenon. Every dealer should devote a small section and have 20 or 30 blues titles on Chess, Duke, Arhoolie and, of course, our own Delmark label.

Delmark, with blues artists Magic Sam, Junior Wells and Big Boy Crudup, represents Koester's other passion. He first became interested in blues in the late 50's and established Delmark with a Sleepy John Estes album in 1960.

Now, 35, he opened his first jazz record shop in 1955 in St. Louis, where he attended college. He later bought Seymour's Record Mart west of State Street on Grand Avenue.

BASEMENT CONCERTS

Koester, who often holds concerts in the basement of his shop, where he can seat approximately 15 people, said he still sells 78 rpm and regularly buys collections of them. His basic merchandising philosophy is to offer a 20 cent discount, "unlike a lot of them selling and selling a close-out, some really beautiful things.

He advises dealers, furthermore, to begin stocking a few of the avant-garde jazz albums. "It sounds outrageous when you first hear it, but avant-garde will be the next new trend. There's a slight ripple right now.

Archie Shepp and Albert Ayler on Impulse, Sun Ra on ESP, Archie Shepp and Cecil Taylor on Blue Note and Koester's own line-up of Roscoe Mitchell, Joseph Jarman, Richard Abrams and Anthony Braxton on Delmark are among those artists. Koester mentions as important in avant-garde.

(Continued on page 45)

H. H. Scott Lowers Prices Of Receivers & Systems

MAYNARD, Mass. — H. H. Scott, Inc., has substantially reduced prices on its stereo receivers and compact stereo music systems.

According to sales manager William Glaser, this move was made possible by greatly expanded and mechanized production facilities, thus enabling Scott to produce more units at a far lower cost to the consumer.

Examples of the price reductions include: Scott's $25 receiver, the 388B 120-watt stereo receiver, for $193.95 and the 480B 120-watt

Tenna Profit

CLEVELAND—Fixed 1968 was a record year in sales and earnings for Tenna Corp., according to president Harvey Ludwig.

Net sales for the fiscal year ending June 30, were $94,351,000, up 21 per cent over the $79,363,000 volume of the preceding year. Net income increased to $1,101,639 or $1.85 a share, compared to $591,110 or 86 cents a share last year.

McLain Visits


Radio, the "new" member of the 'D' group, has been elected to the board of directors of Roberts Industries Corp.

PLUG IN MODULAR CIRCUITRY, as applied in Electro-Voice receivers, consists of seven individual modules or sections mounted on a board or, as Electro-Voice calls it, a "mother" board. Each module, which neatly locks into its own set of short projections that project vertically from the board, may be removed or replaced almost instantly.

There is no soldering.

AM/FM stereo, formerly $599-95, now has a suggested list of $439.95. The 388B 65-watt FM stereo receiver, formerly $299.95, is now $179.95; 348C 90-watt FM stereo receiver, formerly $359.95, is now $249.95; 348B 120-watt FM stereo receiver, from $499.95 to $444.95; 382B 65-watt AM/FM stereo receiver, from $339.95 to $304.95, and the 384B 90-watt AM/FM stereo receiver, from $439.95 to $379.95.

Reductions in compact stereo systems prices are as follows: 2502 AM/FM compact stereo system, from $399.95 to $374.95; 2503 deluxe AM/FM/phone stereo system, from $460.95 to $439.95; 2504 FM/AM stereo/phone system, from $439.95 to $399.95, and 505B luxe FM/phone/stereo system, from $439.95 to $419.95.

Guardsman, a product of Systems Engineering, N. Y., permits measuring the exact values of radio circuits. The meter is designed specifically to serve engineers and technicians for trouble shooting and maintaining electronic equipment.
New Receiver From Bogen

PARAMUS, N.J. — A new AM-FM stereo receiver with a rated output of 76 watts (HF) is now available from Bogen Communications Division of Lear Siegler Inc.

The all-station, solid-state DB 250 features integrated circuity for better limiting, improving capture ratio, lower distortion and greater reliability.

FM stereo is rated at 60 db and solid-state, resonant, ceramic filters provide more than 10 times greater FM selectivity than conventional filters.

A mechanical filter in the AM section similarly improves selectivity and eliminates interstation heterodyning.

Modular construction, with printed circuit boards and push-on tubes, is used in the receiver. Burn-out-proof silicon output transistors are tested to five times the maximum power required for operation.

Model DB 250, which comes completely assembled in a wooden cabinet with solid wood end pieces, measures 16½ inches wide by 4 inches high by 12½ inches deep. The suggested list price is $279.95.

Blues Records Help Dealers

*Continued from page 44*

"Customers who buy avant-garde classical music and electronic music will buy avant-garde jazz, too," he said.

Jazz Record Mart stocks about 1,500 titles in stereo and at least 700 in monaural. Koester thinks dealers should be aware that many jazz fans will still continue to buy records.

While he has not started stocking tape cartridges, Koester said this is something "we will have to get into very soon." He was also encouraged about the arrangement with Muntez, for 4-track releases and is looking fordepth, each with clear offering giving any exclusive duplicating contracts on Delmark," he said.

A believer in avant-garde advertising, Koester also finds that his informal concerts in the store pay off handsomely.

"People call at least once a week asking when the next concert will be held. These concerts are a way to get people in the store and acquainted with our rather unique atmosphere."

OCTOBER 12, 1968, BILLBOARD
MOA Exposition: Sold Out!

CHICAGO—"We're sold out." This was the comment last week of Fred Granger, Music Operators of America (MOA) executive vice-president. The comment, of course, was in reference to MOA's convention set to open here at the Sherman House Oct. 11. At least three new jukeboxes will bow along with dozens of other pieces of equipment. An estimated 1,500 operators will attend.

Granger was busy at press time cramping in the last of 65 exhibitors—a record for recent years. Wurlitzer, which sold 200 new jukebox tickets and I'm a little worried we will have trouble accommodating everyone," he said. Registration is running even with last year, when 1,804 operators and 744 exhibitor people attended.

MOA Honors 'Honey,' Campbell, Epic

CHICAGO — Bobby Goldsboro, Glen Campbell and Epic Records have been singled out for awards to be presented by Music Operators of America (MOA). The national trade organization of jukebox operators will present the awards at its annual convention here Oct. 11-13.

Bobby Goldsboro's United Artists recording of "Honey" was selected record of the year, Glen Campbell, Capitol Records artist, was picked as artist of the year, Epic was named record company of the year.

Service is expected to show a new compact model, Rock-Ola, which has introduced a new photographic reproduction process and Rowe International, Inc., will have phonographs. (Continued on page 50)

MOA Officers Streamlined

CHICAGO — The Music Operators of America (MOA) officer streamlined program will mark its second year at the convention here Oct. 11-13. The three vice-presidents will retire; one will be advanced to the post of treasurer; and three new vice-presidents will be named, bringing the total to nine.

The streamlined will eventually result in a total of 30 directors, each serving three-year terms. This year, 15 directors' terms will expire and 10 new ones will be elected. Next year, (Continued on page 51)

New Wurlitzer Wide Low

NASSAU, Bahamas—The new Wurlitzer American III is wide and low, with styling features that draw the patron's eye to the play panel area. Unbreakable for distributors here last week, the 200-selection unit construction includes chrome plated die castings, leatherlike black vinyl upholstery and sealed black walnut colored laminate on a 4-inch Formica core.

Standing 53 inches high, the jukebox's eye-catching features are dramatized by the use of two optional animated panoramic art panels measuring 8 inches by 24 inches. Optional features:

- Selector panel buttons of white Lexan are back-lighted and located at an easy reach.
- Play panel features Wurlitzer's Golden Bar bonus play, preselection feature and optional dollar-bill acceptor.
- Locations personalized panel can be created with a total variety of messages and is easily changed.
- Stereo system utilizes two 6-inch middle sound, two 3-inch by 5-inch tweeters and two 12-inch woofer, covering a total range of 40 to 12,000 hertz.
- Little LP's can be accommodated on both the 200-selection Model 3300 and the 100-selection Model 5300. (Continued on page 51)

New Record Vender From Calif. Firm

LOS ANGELES — Disc-O-Mat National, Inc., will introduce and distribute nationally a new 45-r.p.m. vender here next month, according to the firm's president Otto Orsatti. The unit will hold 240 singles, with 40 in storage, and will sell for between $750 and $750. Optional equipment includes a burglar alarm and coin-changing mechanism, and will be available through Disc-O-Mat.

Disc-O-Mat is also field-testing a unit that will vend 12-inch play albums. A number of 45-r.p.m. record vendors have been marketed in recent years, none has gained wide distribution or sales. Most have been plagued by flaws in design or mechanical operation.

David T. Gorwitz, who was involved with Disc-O-Mat, and other record vending machines, says mechanical improvements have been made on the Disc-O-Mat, along with fresh marketing concepts and merchandising, Orsatti Inc., will produce the Disc-O-Mat.

Orsatti wants to work with record companies as part of his marketing program, in which personalization and premium gimmicks such as the promotion plans. "We're looking for ways to motivate young people into buying records from a vending machine." says Orsatti. "That might even entail artist promotions."

Initial plans call for the machine to be put on display with the California State Fair, with all 15 major market areas covered in about 180 days. California has an estimated 80,000 to 100,000 vending machines around the country." Orsatti said.

Locations will include supermarkets, resort communities, youth and recreational areas, and (Continued on page 51)

British Trade Anxious Over New Game Bill

LONDON — Many segments of the coin machine world here are anxiously awaiting the third reading of a new gaming bill in the House of Commons Oct. 14. Creation of a gaming board, right now it's a vague idea, even the two most likely profit sharing are some of the provisions.

The gaming machine industry, which has enjoyed an unprecedented boom in the last ten years of legislation permitting certain games in public places, has as its most important the creation of the board.

The board will issue certificates to game machine operators. The certificates will cost 250,000, or 500, and will (Continued on page 51)

Legislation, Public Relations Stressed at W. Va. Meeting

CHARLESTON, W. Va.—The State association here was told last week how to lobby for legislation that will make break-ins and possession of burglary tools a felony. Other speakers talked on the value of public relations, record programming and the need for State and national associations.

Meeting in a three-day session, the West Virginia Music & Vending Association, with Chauncey Browning Jr. and Chester Shannon, deputy state treasurer, cigarette and soft drink division.

Several members of the State group expressed concern over the tax applied to soft drinks in West Virginia, but the group decided taking any formal action until committees study the matter.

John A. McPherson, assistant legal counsel, National Automatic Merchandising Association, told the group that many States have amended penal codes making break-ins and possession of keys and burglary tools a felony. Addressing the group on record legislation, Delegate Earl Paige predicted that computers would someday allow operators to track their stock, or at least weekly reports, of record sales. "That's only on jukboxes. Such sophistication, Paige said, was one of the possible ramifications seen in the current move by large national operating firms to acquire music routes.

(Continued on page 51)
CHARM MAKERS STRESSING 25¢ ITEM; IMPORTERS PREPARE FOR DIME STRIKE

NEW YORK—Against the backdrop of threatened import shipments caused by a dime strike, charm manufacturers are considering an end-run in quarter merchandise. Most manufacturers failed to see the philosophy behind the strike. "We've had them before," said Robert Guggenheim, Karl Guggenheim, Inc. Others stated they had laid in substantial inventories of dime problems.

Many of the new items for fall were displayed at the recent National Vendors Association directors' meeting in Philadelphia. Other items have been released since then.

Knight & Novelty, Inc., is among those expanding its line of quarter capsule merchandise, with emphasis on dime problems. A new 10-cent series features big game hunters and assorted games.

Also new from Knight are Hobbits Rings, for 5 and 10-cent venders. Another item is called Out of This World People, again pegged for all three price brackets. New scary figures called sea creatures make up still another 10-cent collection.

In 1-cent merchandise, Knight is featuring flicker badges, scatter pins and a cutlet set.

Hendel Novelties & Premium Corp., has purchased machines for making its own display fronts, the first step in further expansion of its bulk vending lines. The firm is also producing a game that is in its own case sale and vends for 25 cents. There are six varieties of the game.

New are two 25-cent bug mixes. These are domestically produced. The two mixes include eight individual bugs. Other items from Hendel include colored dice in psychodelic stings for both quarter and 10-cent vending.

A Sock-It-to-Me ring for 1 and 5-cent vending and rings with crazy sayings printed on them are other items Hendel has added to its line.

Viking, a firm that has a new merchandising plan whereby operators receive $7.50 monthly starts for a quick-jack and a box of 12,000 charm assortment.

Other new items from Eppy and Sudduth are a center piece, 1-cent flower petal love locks and heart lock with diamond chip, and a fabulous ring for two-for-10-cent capsals.

The firm has four new dime mixes with new plastic display fronts. There are 70 items in all. Each mixes are titled Grand Canyon, Jack Pot and Bull-Eye.

Eppy also has four new 5-cent mixes Circus & Fair toy mix, Carnival mix, Three Ring Circus mix, and Bozo the Clown mix.

In quarter capsule items, Eppy has Kinging 40 new items all captioned.

Paul A. Price Co., Inc., has a new 25-cent mix, Scarecrows, a word Price charms to scare away pest and which have nine different items in the compartment. Also new is a 10-centvariety mix, a 25-cent variety mix, and rings, all capped.

In 1-cent merchandise, Price is shipping the ring box, which may be sold alone at three for a cent or could be the hippo pop-it type beads.

Karl Guggenheim's newest items are the brief series of National Football League and American Football League hats. These are in Guggenheims's new, vinyl-immortals, opaque capout.

The firm's monster 25-cent Geogies are now available in 14 different designs. Also available, eight different big bugs. Other quarter mixes, Mini Cannon, Gold Lighter and key Chain, Flashlight mix and Hippos mix.

In 5-cent merchandise, Guggenheim has its Flower Power series. It features a flower, a petal, a coin, and a nickel. In 1-cent items, the firm is experiencing good sales on Pop Pellets a pop-together item for mixing in gum or vending as a separate item.

In 10-cent capsule, Guggenheim is showing a new 10-cent combination lock. This item is Viking Charms. The New Truck for B&B Vending.

ST. PETERSBURG, Fla. — B&B Vending Co., bulk operators in St. Petersburg and St. Petersburg Beach, has purchased an all-conditioned steven truck for better hot-water and service over routes.

"We've been rolling a showroom," said Bill Page, operator, "with several varieties of heads, each with a different fill on display on either side of the interior. We show the display to potential customers to help them make up their minds on what they want for the future.

"The fact that they find the truck interior comfortably cool, even with a different fill on display helps to establish a better image with the location owner."

"The truck is a stand-up Metro model, which permits B&B to carry everything necessary to maintain a route with more than 500 stops in one package."

Not long ago a well-known Midwestern promotion man dragged a reporter over to a jukebox, pointed to the title strips and said: "See That's what I mean. Canterbury Tales last hit is still on there. It's dead. We're getting play on their new release. I wish these operators would get on and off a record with the stations. Then we might be more interested in the jukeboxes for promotion purposes."

When theorizing about their craft, record promotion men pronounce to lump jukeboxes together with radio stations as all part of the same exposure medium. Since like medium implies like means, the promotion man assumes that the jukebox promoter will jump eagerly on a record when it's "broken" in a market and drop single just as quickly when a successor is released by the same artist.

A few promotion men and most jukebox programmers point out that correlation of the jukebox and radio in this promotion al sense is impossible for several reasons, among them:

First, the radio station, with its tight playlist, needs less product to fill the airwaves than does the jukebox, with its average need for 80 good sides during a given programming period. Of course, in an average market, the average jukebox would be placed in a radio station (a "hybrid" medium), and the jukebox programmer would be interested in the jukebox wave for the same reasons.

On the other hand, the radio station is usually well supplied with jukeboxes, except for the current wave of releases while the jukebox programmer must cope with:

(Continued on next page)

VICTOR'S NEW '88' With Chrome Glass Frame Designed to get maximum sales with minimum costs.

- Available on 5, 10, 25-cent mechanizes.
- Improved Display Panel.
- Large capacity hoppers 220 v. capacity. Equipped with hoppers at 100 cent Coin. Takes in 10, 25, 50, 5 cents in Coin and Charms. Also holds 24 penny rolls. Write for Beautiful Illustrated Catalog and Prices. Hon. VICTOR'S NEW '88' With Chrome Glass Frame Designed to get maximum sales with minimum costs. - Available on 5, 10, 25-cent mechanizes. - Improved Display Panel. - Large capacity hoppers 220 v. capacity. Equipped with hoppers at 100 cent Coin. Takes in 10, 25, 50, 5 cents in Coin and Charms. Also holds 24 penny rolls. Write for Beautiful Illustrated Catalog and Prices. Write for Beautiful Illustrated Catalog and Prices. 北威士古華特 (Northwestern) SALES & SERVICE CORP. 463 W. 24th St., New York, N.Y. 10010 (212) 405-6447

-flip or cap because it is not designed to be flip or cap because it is not designed to be-

ON SALE TODAY: World's Largest Selection of High Quality, High Profit, 10¢ and 15¢ Capsules, Jars, Coats, and Related Products. The Willard Sales Corporation, 463 West 24th St., New York, N.Y. 10010. Phone: 212-405-6447

GUM CHUME! Well, not exactly, but all three representatives of rival gum manufacturing firms obliged the Billboard reporter for this shot during the recent National Gum Show. The show was held at the Atlantic City Convention Hall.

BILLY BURBANK, Northwestern Sales & Service, Inc., Boston, Burbank, typical of many young men in the gum business, was photographed during a short visit to the trade show. Jimmy Angelo, Crum Gum, and Les Lenny, Leaf Brands, also visited the trade show. (Bill Burbank and Jimmy Angelo later met in the trade show.)

OCTOBER 12, 1968, BILLBOARD
W. Va. Elects Jerry Derrick

CHARLESTON, W. Va.—In a convention here last week, the West Virginia Music and Vending Association elected Local Operator Jerry Derrick as president.

Derrick, owner of Derrick Music Co. here, will oversee the association's 15th year of service to the State trade.

Other officers elected during the convention were first vice-president Al Broom, Broom & Anderson Amusement Co., Pineville; second vice-president M. L. Hayhurst, Central W. Va. Vending Buckhorn, and treasurer Leona Ballard, Belle Amusement Co., Belle.


Chris Ballard, Belle Amusement Co., was elected sergeant at arms.

All officers were elected by acclamation.

MOA Exhibits

OMAHA — The Coin-Operated Industries of Nebraska, Inc. (COIN) will hold their fall meeting here Oct. 27 at the Prom Town Hotel. A banquet will climax the meeting.

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MOA Exposition: Sold Out!

- Continued from page 47

Color-Sonic, Inc., Camerex International Ltd., Cinecom Manufacturing Co., and possibly other firms, will show audiovisual equipment at Keating Films Production. In all, over 100 film exhibiting firms. Rowe will show its recently improved Phonex-Vue unit.

British Trade Anxious Over New Game Bill

- Continued from page 47

last for five years; renewal for another five years will cost $100,000, or $240.

As the bill stands at present, certificates can be refused or revoked by a board without pos-
sibility of appeal. The industry is pressing Parliament to remove this amendment, which
would allow an appeal against such a decision.

Another vital measure incorporated in the new bill is the creation of a new law for machines in amusement arcades, amusement parks and the like.

At present, the takings from gaming machines in public houses are normally divided as follows: 30 per cent to the li-

The new act would mean that operators would have to lease the machines, who would hold the rental basis, and this development is seen by many in the in-
dustry as a way of giving small operators out of business.

Archie May, Phosphate Exporter, the biggest coin-

machines operating company in the USA, told Billboard: "Many of the little men will be hit when the law changes, because ma-

nobody really knows what will happen, but I would like to think that the trade will get together to stabilize rental prices and that there will not be a price-cutting war."

Profit sharing will continue to be calculated on the takings from machines in public houses, but as the bill stands at present, not for pin

Vending. The industry is allowing the board to decide on this basis that pin tables are not, strictly speaking, games of chance, and that operating a pin table is buying a property or an amusement.

The new bill will take the responsibility for granting a gaming

license away from the local authorities and vest it in the hands of a new licensing body.

The bill states that the number of machines in any pub must not exceed the limit—if such a limit is set and it is a fit man to sell alcohol, they are hardly likely to refuse him unless they have gaming machines on his premises.

Hibbert, certain local authorities have refused to allow the installation of gaming machines in pubs, although a number of these have been successfully marketed in the courts.

The bill also states that the maximum number of machines in any pub must not exceed the limit—such a limitation is not to be a local authority. It will raise the maximum stake for a gaming machine from the current £1 to £2, which will then be a maximum of £4 in one shilling (five New Pence with a maximum cash value of two shillings (10 New Pences) or a maximum total value of five shillings. The tokens can be exchanged on the premises for goods at the value of five shillings or 25 shillings, and for no less than three years.

The new laws affecting games

(Continued on page 57)
Chicago Coin — Two-Player Hockey Game

Passing, slap shots, goal tending and all the exciting plays in hockey can be accomplished on this new game from Chicago Coin Machine, division Chicago Dynamics Industries, Inc. The third called Hockey Champ allows the players to control the goalie, two defensemen and two forwards. The ball is delivered alternately to each team on center face-offs. The goalie is a double-action player. The play field is made of Mylar-surfaced material and the unit is illuminated with fluorescent lights. Pricing can be either 10 cents or 25 cents. Playing time is adjustable from two to five minutes.

Legislation, Public Relations Stressed at W. Va. Meeting

(MOA) executive vice-president Fred Granger told the group that the MOA must do more to promote tourism in West Virginia and other activities that do not immediately put money in the pockets of the members. Speaking on this subject was Ray Brack, former coin machine editor, Billboards, now residing in the State. The group urged the managers to take a booth at the national trade show and highlight the State as the “jewel of the Mountaineers.”

Music Operators of America

New Record Vender

Mauri, of the New York State Machine Co., is a new addition to the company's staff. He will be in charge of the new York office, which has recently been opened in the city. The office is located at 1500 Madison Ave., and will handle all new record operators and salesmen in the area.

British Trade Anxious Over New Game Bill

Manufacturers Looking for top distributor:
Contact Joe Ash at the Sherman House

British Trade Anxious Over New Game Bill

(COINcidentally)

Radio the Song Is Over, But Jukebox Play Goes On

(.Continued from page 48)

the problem of too few really good radio stations in a given programming period to justify wholesale changes in the units. There are exceptions. The Parkinson is a commendable attempt to make way for new releases.

Second, the jukebox playmaker is a far more sensitive indicator of record popularity than the radio station switchboard. True, many stations may publish "hit weeks," purported to be indicators of record popularity based on retail sales reports. In practice, however, and most station managers agree, hit weeks are used primarily as promotional tools which tend to determine the station playlist fluctuations more accurately than record popularity as measured by retail sales. Thus a single chart will suddenly drop in unreal popularity completely off a radio sheet from 20th position to fourth position.

The same single will still be selling at a steady pace across the counter and getting good play from wholesale buyers. In many cases the single then dies at retail and on jukeboxes. In many cases the single then dies at retail and on jukeboxes. In many cases the single then dies at retail and on jukeboxes. In many cases the single then dies at retail and on jukeboxes. In many cases the single then dies at retail and on jukeboxes. In many cases the single then dies at retail and on jukeboxes. In many cases the single then dies at retail and on jukeboxes.

This same single will continue to die out at its local station outlet, and not continue to play. So that month-end Canterbury Tales release quickly will be printed, the wrong promotion man was on the jaquette because its singles were still getting good play. Only an idiot would put it because the group's next single had been released. But, most jukebox programmers will route both the group's singles and single releases to the stations. Radio stations rarely include one single in the same group in the same playlist.

Third, the jukebox programmers now buy records in quantities of 2,000 to the single, buys his singles. He buys in quantity, for many boxes. He must. The jukebox programmers with decision-making powers in their companies and their economies dictate a leader single out a week longer in order to help keep the record-buying budget balanced.

Fourth, and again unlike the radio programmer, the jukebox programmer is not expeditiously served with all new releases. He must shop for them at the one-shipping point, combine them into a shipment and route them to the many boxes. It is difficult to get a hit out rapidly, and they are obstacles usually overlooked by record promotion men.

In directly correlating jukeboxes and radio programming, the record promoter must be doing the same for his own companies than to the jukebox business. Those slight-out-of-date singles which continue to log play on the jukeboxes are irrefutably proved of lingering sales appeal. It is likely that some form of second-stage promotion of such singles at the jukebox level, or elsewhere, could produce significant second-wave sales.

Among the first to applaud such efforts are many record retailers who have had sales of such singles culminated by abrupt cessation of airplay.

MOA Officers Streamlined

A group of 20 directors will retire.

Directors retiring this year: William Anderson, Jr., Logan, W. Va; Fred E. Ayers, Green-

burb, N. C.; Jack Bell, Roanoke, Va.; C. C. Bishop, Raleigh, N. C.; Robert Glass, Madison, Wis.; Royce A. Green, Jr., An-

drews, S. C.; Sam Havig, Milwaukee, Wis.; and Carl H. W. Brown, Jr., N. M.; Henry Keels, Jr., Flor-

cence, S. C.; Louis-Georges, Chicago, Ill.; and Millie McCarthy, Hurstville, N. Y.; John Nicastro, Jr.,Los Angeles, D. M.; Steinberg, Newark, N. J.

New Wurlitzer Wide, Low

Wurlitzer speaker is also adaptable to the Americas III, as are the Model 5200 and 5225 wall-box speakers.

Give... so more will live

Heart Fund

of these were installed last year. The industry was, in fact, slow to realize the significance of the 1960 Act. However, the overwhelming majority of machines have been installed in Britain's 75,000 pubs, and half
Harmony Guitars Include New Flat Tops, Electrics

CHICAGO — The Harmony Co.’s new flat top guitar models feature an adjustable bridge. The newly designed rosewood play-type bridge is fitted with a saddle that adjusts string height easily and quickly to the player’s liking.

Other features include the new decorative effects on the guardplate and the offset angled head-piece with its tuning keys all on one side. The instrument tops are of carefully selected close-grained spruce and the sides and back are of selected mahogany.

Harmony is offering a choice of two finishes. Model 181 has its top stained in the company’s popular new pumpkin color, while the neck, back and sides are done in a dark rosewood stain.

Model 180 has the selected spruce top in its natural color. The neck, back and sides are done in an antique lined grain effect over a dark rosewood stain.

Both models include the slimline neck, torque-lok adjustable reinforcing rod, ovaled inlay bound edges, integral tailpiece, inlays and bindings on body edges and around soundhole. Each instrument contains a total of 79 inches and has a suggested list of $79.50.

New design, new colors and the new shift-control handles brighten Harmony’s electric guitar line.

Rebel electric is in double cutaway design with hollow, semi-acoustic bodies of laminated maple. The hardrock neck is reinforced by Harmony’s adjustable torque-lok rod. Each model is equipped with a Harmony Type W vibrato and a six-way adjustable metal bridge.

The pickups, with an adjustable polepiece under each string for balanced response, and the stick-shift controls were designed by Harmony in cooperation with DeArmond. The stick-shift controls regulate tone and volume by sliding knob-capped levers in a straight line.

Model H81 is a single pick-up with a suggested list of $84.50, while Model H82 is a double pickup model at $99.50. Both are finished in a blend of brown and red shaded tones with a deep yellow highlight.

The double pickup model is also available in the very new but already popular avocado shading. This instrument, H85G, has a suggested list of $99.50.

Doric Brochures

MORRISTOWN, N.J.—The Doric Ordnance Co. has announced the production of four new, four-color brochures describing the Tanglewood, Fleetwood, Hellywood and Wildwood Ordnans.

Features and specifications of each model are listed in the brochures, which are a design by two of the company’s top-echelon executive and key men.

In addition, Doric also has released four color post cards of their Tanglewood, Fleetwood, Hellywood and Wildwood Ordnans. This material may be co-oped by full-line dealers to show Doric bearing half the expense.

Chappell Folios

NEW YORK—Chappell & Co., Inc., has introduced four new matching bulletin covers. They are “Finian’s Rainbow,” “Harburg & Arlen’s Funny Girl,” “Merrill & Styne: “Show Boat,” Hammerstein & Kern, and “Neville & Sondheim” on Tenth Avenue,” Richard Rodgers.

Donovan Folio

NEW YORK — Southern Music Publishing Co., Inc., reports a “remarkable sale” following the recent release of “The Hurdy Gurdy Man—Donovan.” The folio coincides with Donovan’s latest LP release of the same title.

The NEW WHITEHALL CONTINENTAL DRUM OUTFIT is now available from David Wesler & Co. The snare drums and all tom forms feature triple flanged hoop, double lug and double senspot. The 14 by 20-inch bass drums are equipped with the “perfect sphere” chromed-steel plates to insures rigidity and strength.

HARMONY’S H81 is a new flat top model with a suggested list price of $79.50.

Portable Cello

From St. Louis Music Supply Co.

ST. LOUIS — The world’s first portable cello is being marketed here by St. Louis Music Supply Co., according to Eugene Kornblum. Built in England and called Kar-Knall, the instrument retail prices for $70, exactly half the price of the heaviest most expensive cello.

“The instrument is ideal for dealer rental plans,” Kornblum said, “because it represents a considerable reduction in investment and dealers can afford to have more cello available. Also, the amount of damage cello sustains normally discourage rentals. This is not the case with this cello.”

Accordion Event

NEW HAVEN, Conn.—The Eastern Accordion Championship, sponsored by the American Accordionist Association (AAA), will be held here Nov. 22-24 at the Park Plaza Hotel. The weekend event will mark National Accordian Month.

St. Louis Music Adds Rossenthal

ST. LOUIS—St. Louis Music Supply Co., in charge of Harold Norman as its representative...
THE WORLD OF GOSPEL MUSIC

The Pioneering Blackwood Bros.

There is little in the field of gospel music which has not been pioneered by the Blackwood Brothers Quartet. This was the first gospel quartet to appear on a national television network. That was when they won the Arthur Godfrey Talent Scout Show 14 years ago. They ultimately became the first to appear on all three major TV networks, and they even were the first to use a bus for concert travel.

This year, continuing as pace-makers for the industry, the quartet became the first to make a concert tour of Europe and the Holy Land. The group toured France, Holland, Germany, Italy, Sweden, Scotland, England and Greece before going on to Israel. James Blackwood left no doubt as to the success of the event; he immediately began setting up plans for a second such tour in December.

The first concert of the summer tour was held at a church converted from a theater at The Hague, where — according to James Blackwood — the people joined in the singing and "they sang beautifully."

The tour moved to Amsterdam, and then to West Berlin, where a second concert was held, and to Rome, In the Eternal City, the Blackwood Brothers visited St. Peter's in addition to the Catacombs.

The first Holy Land activity was a service by the Sea of Galilee, and later some members of the group were baptized in the Jordan River.

It was the Blackwood Brothers, first organized in 1934, who originated the National Quartet Convention, which takes place in Memphis this week.

It was this depression-born group who played small schoolhouses in the early days and made as little as $2 a performance that went on to become the first male quartet to sell one million Gospel albums.

The Blackwood Brothers, in the early days, were Roy, Doyle, R. W. and James. Of this group, only James still performs. He also is the manager. Appearing with him now are his nephew, Cecil Blackwood, Bill Shaw, London Parris, and pianist Dave Weston.

Even in a "normal" year when there is no trip overseas, the Blackwood Brothers travel 100,000 miles. They have done concerts in 49 of the 50 States (Hawaii has not yet called) and in all Canadian provinces except Newfoundland and the Prince Edward Island. They feel it is only a matter of time until they play there, too.

In fact, James Blackwood is optimistic enough to envision all sorts of new things for the future. He can see the gradual world-wide spread of gospel music. He feels the primary avenues of movement during the next few years will be through the British Isles and the Scandinavian countries, but after that it's action unlimited.

"This first stage probably will begin within the next couple of years," he said, "and will continue from there."

He also sees the near-future day when gospel music will be performed as a regular feature on network television. Naturally, he hopes the Blackwood Brothers blaze the trail in this respect, too.

The quartet was particularly impressed during his visit in Europe and the Holy Land with the fact that people of all tongues knew the standard gospel tunes and could sing along with the quartet.

"We rather expected them to know such things as 'Just a Closer Walk With Thee' and others of that nature," James Blackwood said, "but people knew some of the newer songs, such as 'He Touched Me.' This was certainly encouraging. They show they are keeping pace with the transitions in Gospel music."

James doubtlessly will get the opportunity to see and talk to and sing with even more of these people. In addition to the return trip to the Middle East in December, he already has laid the groundwork for a longer tour next summer, in June.

From the Coal Country

Down in the coal-mining country of Tennessee close to the entrance to Appalachia is a well-to-do capitalist who has been successful in the coal business, the real estate business and the trailer court business.

Now he wants to become successful in the record business.

"I'm as green as a gourd," said Will Junior Thacker, owner of the Jack-Ridge coal company of La Follette, "But I believe in Gospel music and the people here in the hills believe in it." Because of this belief, Thacker feels he can make it successful.

"There's a good singing group in these parts," he said, "and they needed to make a record. I decided to sponsor them. They also needed a bus and I decided to sponsor that, too."

With the bus and the quartet, the Hymnals, Thacker went to the Sun studio, cut a record. He then got on the telephone and "called as many people as we could who pressed and distributed records."

"Somehow or other" (Thacker does not recall how), he got in touch with the Brite-Star Record Company of Newbury, Ohio, which also has a Nashville address but has only an answering service.

"The folks at the company are going to make our records and distribute them, and then promote them," Thacker said.

Thacker is certain that business will come to him. He feels this LP, titled "When I Reach Home" will be as successful as coal and real estate have been.

And the people of the coal-mining community are excited about having a record company in their midst, even if it's at the Jack-Ridge Coal Company.

Oct. 12, 1958, Billboard

www.americanradiohistory.com
New albums of inspiration.

NORMA ZIMMER
BEYOND THE SUNSET

The Wayfaring Stranger, How Rich I Am, He Washed My Eyes with Tears, In the Garden, Trees, LSP-4006

KATE SMITH
MAY GOD BE WITH YOU

Say a Little Prayer, Blows This House, Precious Memories, Piss Me Not, He Touched Me, LSP-4031

Yours Faithfully, THE BLACKWOOD BROTHERS QUARTET

Way Up in Glory Land, Zion's Hill, I Know It's So, This Love Is Mine, One of These Days, LSP-4029

Whispering Hope
George Beverly Shea

He Touched Me, The Unclouded Day, Follow Me, Run Galilee, Without Him, Thank You, LSP-4042
Promotion Important to Pathway Press

Cleveland, Tenn., is just down the road from a town called Dayton where, more than 40 years ago, the famous Scopes Monkey Trial took place.

Cleveland also is the town where, nearly a decade ago, racists blasted a school building, marking the start of a short-lived transitional period of violence which led to ultimate integration.

And so it is nestled in the hilly country of Southeast Tennessee, where the ground and the people are rough, the terrain and the tempers are high, and the folk take their religion seriously.

It is the headquarters of the Church of God, and it is the site of one of the most successful music industries in the nation. It is here that the Pathway Press headquarters

If the area is rural and the people a little on the down-to-earth side, this particular farm is as modern as tomorrow, as advanced in the field of Gospel music as anyone could possibly be, and as successful as any one in the big city ever hoped to be.

While others procrastinate, Pathway Press gets things done. During recent months, the emphasis has been on sales promotion. With the "back of the bus" sales now fading almost into obscurity, heavy concentration has been placed on "lightning" distribution by many. Pathway has carried the matter a step beyond

Pathway's Jimi Hall, assistant music editor, checking a music arrangement.

H. Bernard Dixon, general sales manager of Pathway Press and its related companies.

Music Editor Conner B. Hall of Pathway and Melba Nelson, music typesetter, checking a score.

Youth Drive Through Youth Music

By CLAUDE HALL

NEW YORK—Teaming up with record companies, orthodox church groups have launched a massive music drive to reach teens... to bring them back to religion. Pairings include Word Records with Ray Hildebrand; a special Hayes fellowship with Sunday School, who had a million-selling single of "Hey, Paula" a few years ago at half of the Paul and Paula duet; Inez-Varsity Records (a division of the Inez-Varsity Christian Fellowship) with the folk-rock duo of Jona than and Charles, and Heart Warming Records with such acts as Reba Rambo, The Folk (backed by the Campus Crusade for Christ), Gene Cotton, Pat Lyman, and the Fourth Generation of the Nazarene Church in Nashville.

MacKenzie has turned out a single in conjunction with the United Presbyterian Church, with the church footing most of the recording expenses. The group is the Astrakhan Steer, Mitch Manning. national pro motion director of the label, said Musician just bowed a new "very controversial" single, "Paper Bag of Dreams" backed with "Water Of World Is This." In effect, this is the pattern for the entire church movement: They want to get teens involved and have decided to not only talk their language, but discuss topics that teens are involved in today. This means that the messages of the songs are often hip and critiquing art that the music is the same music that appeals most to teens today... rock and folk-rock.

Jarrell McCracken, president of Word Records, said that he plans to release a Ralph Carmichael album this fall in conjunction with the Youth for Christ movement... "It will be an even further departure from traditional religious music," he said.

An album by the New York on Impact Records has not only some religious songs, but a "Malagueña" guitar solo, the plaintive "Ain't No More Can" that has been performed by most folk artists, and the tune "Road To Freedom." The New York Folk have met with such success that there's now a New York East and a New York West touring. The Spokesmen, a young group from Florida, are representative of many of the religious group movement, MacKenzie of "They're a combination between the old Hilltoppers and the Beach Boys. Reba Rambo puts a folk flavor in her songs.

The general image of most of the songs is not about God, and only indirectly about religion. The Gene Cotton album contains a tune called "Less of Me" written by Glen Campbell. Many groups are recording a tune made popular by Peter, Paul, and Mary.

MacKenzie believes that an album released by Word Records called "The Restless One" may have helped set off the entire popularization movement. A driving force in the field is Bob Benson, chief of Heart Warming Records. Benson, concerned with the lack of youth participation in his own church—the First Nazarene Church in Nashville—organized a 40-voice group among the church's teens. They are backed by six guitars and a Fender electric bass guitar and "drums are next," said MacKenzie. The group, called the Fourth Generation, not only performs in the church, but has performed in other churches in cities like Cincinnati. The repertoire of the group not only includes "Less of Me," but the recent Heaton Cargill hit of "Skip A Rope."
There are thousands of dollars in your trading area that should be in your cash register. The gospel record buyer can be your loyal customer if you have what he wants. We do have what he wants. (That's how we got to be the world's largest producer of religious records.)

We're sure you'll agree that the best way for him and us to get together is through you. The artists displayed above are just a few of the world of gospel music available on the CANAAN line. Get your share of this multimillion dollar market by calling your record supplier today.
JEWEL
DEVOOTIONAL SERIES

A COMPLETE LINE—SERMONS & SONGS—AMERICA'S GREATEST GOSPEL ARTISTS

FORTHCOMING SINGLES

STRANGE THINGS HAPPENING
b/w LITTLE BOY
(How Old Are You)
TED TAYLOR JEWEL 135

WILL YOU BE ABLE TO STAND
b/w I DON'T WANT TO LOSE
(This Good Thing I've Got)
TRAVELING ECHOES JEWEL 136

PREACHER AND THE DEACON
I'M WORKING WHILE IT'S DAY
CLARENCE REED JEWEL 137

JEWEL RECORDS
728 TEXAS, SHREVEPORT, LA. 71101
PHONE: 318: 422-0195

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"CREAM OF THE WEEK'S NEW RELEASES . . .
Rev. John G. Gensel, the jazz pastor, conducts another of his unique services against the background of the Joe Newman quintet."—BILLBOARD

O SING to the LORD
A NEW SONG

A Worship Service in the Jazz Idiom with the Joe Newman Quintet and Rev. John G. Gensel
HEAR IT and you'll BUY IT. $5.98

FORTRESS RECORDS
2900 Queen Lane, Philadelphia, Pa. 19129

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OCTOBER 12, 1968, BILLBOARD
The Gospel.

According To...

The Mormon Tabernacle Choir
Anna Gordon / Rita Ford
Jim Nabors / The Chuck Wagon Gang
Mahalia Jackson / Anita Bryant
Carl Butler and Pearl

(The simple truth is that it's pretty popular stuff)

On Columbia Records
Happy Goodmans Stay With Canaan

A plane flight to Madisonville, Ky., by officials of Word Records and their Canaan label, has brought about an historic signing in the gospel field.

Word, the world's largest religious record company, added its Canaan arm in 1964, and one of the first groups signed was the Happy Goodman Family. Today the Goodmans are reputed to be the best selling gospel group on the scene.

For the past three years, the Goodmans' Canaan albums have been nominated as finalists by NARAS for the coveted "Grammy Award for Best Gospel Album."

When it came time for contract signing, Word president Jarrell McCracken and Marvin Norcross, the label vice-president, piloted their company-owned twin engine aircraft to Kentucky, home base for the Goodman Family, for the negotiation.

Howard Goodman said, "There was a little giving and a little taking by both sides, and we continue our relationship with Canaan Records."

It is believed that the Happy Goodman Family received the most lucrative contract ever awarded a gospel group.

The new contract calls for the Goodmans to continue recording in Nashville under the direction of Norcross and Rusty Goodman.

Light Agency Books Gospel

The Don Light Talent Agency, three years old this month, remains the oldest booking firm dealing with gospel talent. In fact, practically no others exist, although there is a very recent move in that direction.

Light formed his agency with one employee and two acts in October of 1965. Those two, the Happy Goodmans and the Oak Ridge Boys, still are with him.

The agency has grown from a two-room office to a five-room building, with 10 individuals or groups being booked. In addition to the original two, there are Jimmy Davis, the Chuck Wagon Gang, the Singing Ramblers, the Prophets, the Florida Boys, the Thrasher Brothers, the Sego Brothers and Naimo.

Light, who also serves now as president of the Nashville chapter of NARAS, has just enjoyed his greatest summer ever. Fairs have been the primary reason.

Summers once were relatively slack. Many promoters in the North did not bother booking in the hot months since transplanted Southerners, who made up most of their clientele, frequently went "back home" to vacation in the summertime.

"Fairs were the difference, though," Light said. "Where we used to work 10 or 12 fairs a summer, we’re now working as many as 100. Gospel music has really caught on with the fairs.” He said repeat business with the fairs also is over 95 per cent, which attests to their popularity.

Another factor has been the use of gospel talent among the Rural Electrification Co-Ops. This has been one of the biggest markets for showcasing gospel artists this year.
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THE SOUNDS OF GOSPEL MUSIC

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Nashboro Records
To the Fore

The roots of commercial gospel music in Nashville are undeniable white. However, the seed itself was black, having been conceived from the songs of the Negro.

It is not surprising then that this center of music "of all sorts" has produced a gospel garden of black and white.

The white gospel groups of Nashville are a relatively modern legend, although the singing conventions go back into another century.

Now as the full emergence of the Nashboro Record Co., distributors of Nashboro, Excello, A-Bet, Creed and Sound City Records, has brought back gospel of age in this age of black gospel.

Actually Nashboro has been around for about 17 years, with semi-total involvement in spiritual music. It ultimately took on the added facet of rhythm and blues, came out with something called soul, and things have really happened.

Two years ago the Crescent Co. purchased Nashboro at the time, Mrs. Dorothy Keaton, the company secretary, was the entire staff. Shannon Williams of Ernie’s Record Mart, an affiliate of Nashboro Records, was named vice-president in charge of production and a&r for Nashboro.

In May 1967, Bud Howell joined the firm as vice-president in charge of sales and promotion. Less than a year later he became executive vice-president and general manager of Nashboro. Pat Gray then joined the staff, then Freddy North.

North was no newcomer to the recording industry. A graduate of Tennessee State University, he was in Nashboro’s order department before moving to his new position to work with Howell. He also records on A-Bet.

Nashboro has produced some of the leading spiritual artists in the nation, including the Conqueters, Brother Joe May, Mme. Edna Cooke, the Swanee Quintet, Angelic Gospel Singers and others.

Recently signed spiritual artists include Prof. Alex Bradford, Rev. Edmond Blair, the Johnson Specials, the Tyler Trio, Dorothy Love and the Gospel Harmonettes, and Esther Ford, a former member of the Ward Singers and Stars of Faith.

The Excello and A-Bet labels turn out RB performers such as Slim Harpo, the Kelly Brothers, Bitch Davis, the Captives, the Exotics and the Avons. Many others are under contract.

Mrs. Janet Tabor is vice-president and general manager of Ernie’s Record Mart, an affiliate of Nashboro.

It is one of the largest mail order record companies in the U.S. and it specializes in spiritual and RB music. Success is measured in many ways, but one of the most accurate of the yardsticks is financial gain. In the first six months of this past fiscal year, Nashboro realized an increase of 100 percent in dollar sales. The firm promptly appointed new distributors for its five labels, increasing its markets.

Complementing all of this is the new Woodland Sound Studio, the newest of Nashville’s modern studios. It was designed with the idea of capturing the Nashville Sound and also providing a home base for the spiritual and RB field in the city.

The studio has some 28,000 cubic feet of space, with ultimate in sound isolation and construction. The walls are so designed that no parallel surfaces exist; in fact, the control room wall is curved and is built on the same foundation as the front of the stage of the old Woodland Theater, which formerly stood on the site.

The electronic features are the most modern that can be found. The console, built by Electronic Equipment Corp. of Atlanta, Ga., under the supervision of Glenn Snoddy, has 16 mic channels, simultaneous four-track, three-track, two-track and monaural feeds, with ready expansion to eight-track for the future. Echo chambers manufactured in West Germany by EMT were specially ordered for this installation. All new tape equipment consists of four-track, three-track, two-track and monaural recorders.

So another milestone has been reached in the way of religious music in Nashville. Gospel music now is the biggest seller of Nashboro, and more and more album product is being released. The firm also lends to independent producers, and has had excellent results.

The publishing arm of the firm, Excello Music, has been unusually successful in placing songs with established artists. It has tunes recorded in virtually every phase of music.

Nashboro is away from Nashville’s record row, but the musicians from “the row” are a vital part of the Nashboro scene.

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**Word Automatically Reaches Tape**

"If we know it's going to be successful, we automatically put it on tape now."

These are the words of Wayne Philpot, public relations and sales promotion director for Word, Sacred, Canyon and Light Records.

All four of these labels are headquartered under one roof in Waco, Tex., but from there they branch out around the world. Long successful in the record business, the firm—the parent company is Word—has proved that the tape business is bustling in the religious field.

According to Philpot, Word already has 40 eight-track tape CARTRiGDES in the catalogue, which he says is the largest catalogue for any Sacred music.

"The sales have shown a sharp increase in the past eight months," he pointed out. "At first we had a problem with some of the players, and this slowed us down. Now that the problems are solved and everything is worked out, the tapes are selling spectacularly."

Philpot admits that the firm let the secular market do the testing. "As soon as we saw the tape business was here to stay, though, we jumped in. We wanted to be as close to first as possible, and I think we were first, at least to any sizeable degree."

Not ones to stand still, Word has just entered the cassette field. "We will have fifteen ready immediately, another 15 by the first of the year," Philpot said. "This will give us forty of the eight track and 30 of the cassettes."

Expanding on his opening statement, the promotion man said that some records automatically sell, and these are the ones which now are automatically taped. However, if there is some question about sales value, the record is released first. If it gets action, the tape follows at once.

Just to make the operation complete, Word's distributors now are selling the entire line of W.B. Warner players, featuring the Cart-A-Tune unit.

Philpot feels that, with the advent of the inexpensive cartridge portable, the teens will be carrying religious music back in the homes, and it will be more than just a car market. He said the firm is operating on this thesis, and is going in both directions.

Word has just concluded an arrangement with Visionary for a Cassette player and combined dictation machine. It soon will be marketing a "Clergy Audio Digest." This will be similar to the current medical digest for doctors.

"We will market an hour-long cassette each month on which will be digested articles for ministers taken mostly from prestigious religious periodicals. It will give ministers an opportunity to stay current. It will cross denominational lines, and will be available to anyone," Philpot said there is a particular demand for this sort of thing among laymen who travel a great deal. But it will be of particular importance to the minister who can get caught up on religious events, theological ideas, and new developments while driving to church. The eventual plan is a book digest, compressed into one-hour cassettes, which will entertain and give inspiration to the driver in his car.

"We may put some music on them, too," Philpot explained. "We'd want something to break up the voice, which is important when driving."

Rounding out the new ideas department will be records for children, also put on tape for the "traveling family." This will be called Word's "Wonder World Series." Primarily it will contain Bible stories and songs, but will be kept at a young age level and will be entertaining to keep the attention of the youngster while making a trip in the car.

Finally, Word is working out an arrangement with the United Methodist Commission through the Television Radio-Film Commission of the Methodist church for joint production of a digest record for messages from the Bishops to their clergymen.

---

**Thrasher Brothers Mix Music & Business**

Whether they are businessmen first and Gospel singers second, or whether it's the other way around is of little concern to Jerry Goff and the Thrasher Brothers. The point is they got the job done.

Among other things they own their own label, their own recording studio, their own television syndication, their own advertising agency, and their own product which they extol on their syndicated shows and personal appearances.

This group makes its collective home in Birmingham, but its syndication reaches out to 71 markets—most of them major ones—has made them known across the nation. It is the largest gospel syndication in the world.

The show actually is taped at WAGA in Atlanta, a weekly half-hour color videotape, "We tried taping in Nashville," Jim Thrasher said, "but found we could get it done in half the time in Atlanta."

The agency which handles all of this is Goff, Thrasher and Wade, owned by the singers themselves. Together they own five different corporations in Birmingham.

One of their companies manufactures an over-the-counter drug called Acnemed, which is one of the products sponsoring the syndicated show. The account is handled through their advertising firm, which also has Continental Trailways as an account. Continental Trailways now is a co-sponsor.

The Thrasher Brothers also own their own label, Anchor, and have just completed their own recording studio. Naturally, the No. 1 group on Anchor—is the Thrasher Brothers. However, this will change.

"We're right now in the process of signing new acts," Thrasher said. "We're not quiet yet at liberty to disclose who they are, but this information will be made known soon."

The show has its own formula for success, "Ours is a marriage of inspirational and patriotic," Thrasher said.

(Continued on page 56)
America's Beloved Singer of Gospel Songs

GEORGE BEVERLY SHEA

Current Release: Whispering Hope  LSP-4042. The Nashville Sound featuring George Beverly Shea, arranged and conducted by Bill Walker.

Previous Release: Be Still My Soul  LSP-3945. Arranged and conducted by Ralph Carmichael.

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- Sacred Songs of George Beverly Shea  LPM-1235
- An Evening Prayer  LPM-1349
- A Billy Graham Crusade in Song with George Beverly Shea  LPM-1406
- Through the Years  LPM/LSP-1642
- The Love of God  LPM/LSP-1949
- Blessed Assurance  LPM/LSP-1967
- Christmas Hymns  LPM/LSP-2064
- Crossroads of Life  LPM/LSP-2252
- Hymns That Have Lived 100 Years  LPM/LSP-2348
- In Times Like These  LPM/LSP-2603
- George Beverly Shea Sings His Favorite Songs and Spirituals  LPM/LSP-2651
- The Earth Is the Lord's  LPM/LSP-2753
- George Beverly Shea Sings Hymns of Sunrise and Sunset  LPM/LSP-2839
- The Best of George Beverly Shea  LPM/LSP-2932
- Hark! The Herald Angels  LPM/LSP-2937
- Crusade Soloist George Beverly Shea Sings Billy Graham's Favorites  LPM/LSP-3346
- George Beverly Shea Sings Southland Favorites (with The Anita Kerr Singers)  LPM/LSP-3440
- George Beverly Shea Sings Fireside Hymns  LPM/LSP-3522
- Southland Songs That Lift the Heart  LPM/LSP-3634
- Take My Hand  LPM/LSP-3760
- Surely Goodness and Mercy (with The Blackwood Brothers Quartet)  LPM/LSP-3864
- The Best of George Beverly Shea, Vol. 2  LPM/LSP-3904
Singing Rambos Are Young Pioneers

The Singing Rambos are going in at least three directions, and proving some points along the way.

Dottie is singing soul, Buck is singing country, and Reba is singing folk, and no matter what you call it, it comes out gospel.

The Rambos may be the youngest "pioneers" in the business. Unquestionably one of the most over-all attractive families, each member is multifaceted and wide open to experimentation.

Dorothy Rambo (wife of Buck and mother of Reba) proved this beyond a doubt this year when she proved that black and white can mix very well, and especially in music. Following exposure to black gospel music at an Alabama revival, Dottie felt a need to sing this sort of music herself. She worked at it, finally got the feeling, and set about doing it. Not by herself, either. She brought in the finest Negro choir in the area to help her, and came up with a production called "The Soul of Me." Its sales in both black and white markets attests to its success, and adds a credit to her willingness to go in that direction.

So husband Buck took another direction. His next LP, hopefully, will unlock some doors. "It's definitely country oriented," Buck pointed out. "Country people are gospel people... church-going people, and gospel music can be sung in a country style. It's been done in the country for years." So, the soon-to-be-released album will be along those lines.

Reba leans to folk, as indicated by her Heartwarming "On the Folk Side of Gospel." Being among the young (just turned 17 this month), she is caught up in the folk feeling which permeates youth. But, instead of drawing her away from gospel, it draws the two forces together. She held the belief that gospel music could be presented in a folk manner, and then she proved it.

And what happens when this country singer, soul singer and folk singer get together and come up with another of the "Singing Rambos" albums? Well, they simply sing plain, ordinary, everyday, genuine gospel music, which doesn't sound plain or ordinary or everyday—just genuine.

Dottie Rambo may be the biggest factor of all in this regard. She is, in any book, the leading gospel music writer in America today. Pick up any LP on most any label and you'll find a song she wrote. Look at the Rambo albums, and you'll find she's written virtually everything on it. She can't, herself, give an accurate count of the songs she has written or the number recorded. Young Reba, obviously inheriting much of her mother's writing talent and her father's musicianship, also is turning out great material.

The greatest thing of all, however, is the experimentation. The Rambos will try anything, which keeps them on top and out front.

They were, by the way, the first and only gospel group to entertain in Vietnam.

Thrasher Brothers Mix Music & Business

- Continued from page 54

explains. "We feel the two not only are compatible, but go hand-in-hand. We also take 16-millimeter movies of places we visit, our journeys around the world, and show them to viewers. This has become one of the favorite parts of the show."

The Thrashers and Gulf feel it is essential to success to be businessmen as well as talented singers. Because they are, they have a good many things going, and are heard in such markets as Boston, Detroit, St. Louis, Miami and many others of substantial size.

The show utilizes all of the well known southern gospel groups for guest shots. "They're glad to get on the show, to get the exposure," Thrasher said.

The gospel singer has also said the show not only leads the field in gospel syndication, but ranks No. 2 in overall syndication. "And we're shooting for No. 1," he said.

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THE GREAT TAPES
International News Reports

France Back on Production Track After June Setback

By MICHAEL WAY

PARIS—The French record industry was probably headed for a record year when the May-1968, and to an extent, the May-June, sales figures showed a two-week period of gains for French and only now, four months later is the industry finally beginning to get back into its stride.

In the meantime, the industry survived the crisis remarkably well and still managed to record a 6.2 per cent increase over the first three months of 1967, and, had this trend been maintained, the French record industry might have enjoyed its best year.

Important Change

One of the most significant changes in the industry this year has been the swing away from EP's and single unit SP's and toward the LP's, around the 2 million sales mark.

But in the second quarter of the year, single albums sold 2,147,520 and EP sales were 47,180.

The same statistics, based on polls taken on a representative 35 per cent of the interior market, revealed the slump in sales was caused by the May-June political crisis. From the first quarter of 1968 to the second, 12-inch LP sales leaped from 2,053,564 to 1,735,315, 15-inch LPs from 41,468 to 23,187, EP's from 52,508 to 22,049, while singles fell from 2,191,482 to 2,147,520.

Apart from a few exceptions where some companies managed to hold their own—such as Philips (a 2.7 per cent increase)—although in greatly reduced circumstances—the crisis meant a virtual death sentence to the smaller labels who, because no sooner had the political upheaval subsided than the August 1968, Paris Hilton and other newsmakers arrived, the industry was in disarray.

But my September industry returns for France indicate that Francois Mincein, president of Pathé-Marconi and of the French record industry federation (Syndicat National de l'Industrie et du Commerce Phonographique), commented: "The crisis was a difficult one that halted the economic recovery but we are confident that the industry has picked up remarkably well."

This revival was reflected at the annual congress of Philips-France in late August, when 40 per cent of sales from all over the world heard commercial director Jacques Caillart report that the French branch of the company had achieved a 21 per cent increase in turnover in the first seven months of 1968, compared with the same period last year.

Whether the business pace of early 1968 can be recuperated is a question, but Jean Masson, Forenster, secretary general of the CIDD, though the industry the depression, and as winter unemployment, widely predicted, the recession would be high, remained fairly static.

"As a result of the crisis," said Masson, "people were driven by the economic climate which prevailed in the country and to an extent, exacerbated by the government, but the productivity of the industry and public expenditure to essentials."

This, however, was not quite the case with gramophone records.

"In addition, the government has authorized a 5 per cent increase in the retail prices of EP and single records as of Oct. 1. This will help offset losses which occur in the industry, although it is minor compared with the 2,2 per cent rate in newspaper prices."

The strikes also had one beneficial effect. For the Syndicat National, which now represents record manufacturers, to increase the amount of unsold record product they are allowed to return from 5 to 10 per cent of their order.

Through the Music Trade Association, which incorporates the Gramophone Record Retailers Association and the National Advertising Council, it is not possible to provide sales figures for any particular year.

Canada Record Club

In First Radio Push

TORONTO — The Record Club of Canada has launched its new ad campaign and is using radio and using radio and radio and picture in the new campaign that radio by a record club in Canada. The campaign began in mid-September on four radio stations, CHUM, CHIO, CFRA, Ottawa; CHLO, St. Thomas-London; and CHYM, Kitchener, with three to five spots per day, and 10 more stations expected to be added in October.

The campaign can be added during December. October, however, the newspaper and magazine Saturday, and five radio spots and 10 more stations will be added to the campaign winds up with ads featuring all of the designers.

The Club is offering a special half-price membership at $2.50 during the September and corresponding to the radio commercials will send their membership fee to disk player, care the station, while the newspaper ads include a coupon replying to the Club address.

"We have seemed to have created quite a stir with the radio commercials," comments Lawrence Granter of Record Club of Canada and associates in the campaign, says, "It's really too early to tell. Reaction is varying from city to city, depending on the strength of the disk players, and we have to keep in mind that this is strictly a gift and libel's giving it away. But people in the business, in the record manufacturing companies, have commented on the commercials." The campaign was created by Smith-Gent Advertising.

EMI Profits Rise To

A Record $27,055,000

LONDON — EMI made a record profit of $27,055,000 in the year to June 30. This is an 8 per cent increase on the previous year's profit of $24,960,000. Last August chairman Sir Joseph Lockwood forecast a further increase of 8 per cent. At the time of the announcement of Capitol's earnings sharing in the U.K. and elsewhere will enable the group to retain profits at the previous year's level.

In fact, U.K. profits climbed by $4.8 million in the year to June 30 to hit $13,650,000. North American profits, as already reported, were down to $8,340,000. Sales throughout the world were up 20 per cent in the 1967-1968 year to $295 million.

The pre-tax profits do not include an out-of-season loss by the U.S. company which owns entertainment spots at the seaside resort. This was taken over in December by EMI, and in a full year including the summer holiday season shows a healthy profit.

Taxation eats up over 48 per cent of profits of the company results, including over earnings on dividends remitted to the U.K. But it should be some $1,350,000 this year, the 15 per cent dividend—the same as last year.

The company indicates that it would have shown an even larger profit if not for the 8 per cent rise but for the poor results of its North American subsidiary which were caused by "non-recurring" factors such as the switch out of mono product by Capitol.

British Retailers Seek Higher

Return Rate on Unsold Records

LONDON — British record retailers claim that record manufacturers to increase the amount of unsold record product they are allowed to return from 5 to 10 per cent of their order.

The MTA says that one company has induced its willingness of return by such an increase. As a result, the majors have rejected the retailer's demands.

Unlike deals in the U.S., where return allowances are much higher, the British deal was drawn up by the major labels and the MRA.

They may, therefore, have the right with orders 15 times of 20,000,000, a 30 per cent limit. This means that orders have been hit, dealers will not be able to put in stock on their shelves and the decrease in inventory dollars, which will sell at wholesale and retailers with no profit is a loss.

The MRA says that if the retailer is encouraged to encourage new artists and ordering records other than those, they will have some insurance that he will not be compensated for his sales efforts.

On Sept. 1, retailers had to meet the new rules of the Draft Selective Employment Tax, a tax paid by employers on all staff not employed in the manufacturing sector. In addition, the government has been effectively reduced by 3 per cent. The increase in pursues an order for 30 per cent of the last March.

Retailers' organization points out that dealers have not been able to introduce economies in the way that record companies have in their manufacturing and distribution operations, such as automatic packing, reduction in the number of musicians, elimination of, or charging on, small orders, the closing of provincial depots, the elimination of wholesalers, together with automatic in manufacturing, computer invoicing and other innovations which have enabled manufacturers to hold down costs and increase productivity.

Says the MRA: "None of these economies is available to the retailer, but if he has greater return allowances, he could invest money on new stock." The MRA adds that 30 years ago, when releases were few and popular disks had been strong, dealers were allowed to return 15 per cent of their orders.

Say You Saw It In

Billboard
Trade-Wide $ Rise in Canada?
TORONTO — An industry-wide price increase in Canada, to a suggested retail of $3.29, came as a surprise. "The Quallity" Record's move to the $3.29 price effective Oct. 1. Rising costs and the fact that the price firming was cited by Quality as the reason for the increase. With US companies moved to a $3.29 price in the monochrome market last year, Canadian companies chose

Saint Martin Chiefs to U.S.

MILAN—Gino Caselli, president of Saint Martin Records, and general manager Primo Del Commune, leave Italy Monday for a week's stay in the United States, with stop-offs in New York, Los Angeles and San Francisco.

The Saint Martin chiefs will be meeting representatives of a number of U.S. record and publishing companies, including Thunejac Records, RCA Victor, Columbia and Decca, to discuss representation in Italy.

U.S. Looking to Europe for Ideas, Trends, Says Mendell

MILAN — America is looking over to Europe for ideas and trends, especially after the strong U.K. pop music boom. The first such visit was arranged by Liberty-United Artists vice-president Mike Mendell, who is due to make a visit to Italy for meetings with Dischi Ricordi, Pye Deal in Italy

MILAN — British Pye Prod. is now being distributed in Italy by Dischi Ricordi, the Majestic branch of RCA-Italiana, Rome.

The Pye recordings of Sandie Shaw and Ingrid Lijten are included in the deal and will continue to be released in Italy by RCA-Italiana.

Commenting on the switch, Pye managing director Len Benjamin said: "Our contract with RCA-Italiana came to an end and we were delighted to sign a long-term contract, for a minimum of three years, with a contract of sale of 15 years."

· "One part of the new deal will be an intensification of promotion of Pye artists in Italy involving Télévision, a Netherlands-based network with an audience of 250 million, and the South African market through the Record Centers International."

· "The deal will also include the release of Pye Records in the most important European markets, including Spain and the Netherlands."

Rita Pavone Snubs Fest

MILAN—Ricordi singer Rita Pavone has not compete in the RAI-TV Carnival festival of Carnaval, the 1969 San Remo Festival, the 1969 San Remo Festival. The decision was announced by Miss Pavone's husband and manager, Tony Rino, who said he was against competition because they caused bad feelings and were extremely tiring for the participants.

"That's my opinion," Rino, has been the point of the song contest, but I imagine everyone feels the same happens in France or Britain—with Sheila compet-

Budget Albums Spark Rise in Output in U.K.

PARIS — Between October, 1967, and August, 1968, France embarked on a new high of budget albums, with sales of singles compared with singles in the same period in 1966-1967.

This fantastic increase—accompanied by a switch from EPs to singles in the French market, a trend pioneered by CBS France, was accompanied by a 76 per cent drop in sales of LPs. The BBC, in a 69 per cent increase in the sales of LPs.

These figures were announced by Jacques Souplet, president of CBS-France, when the company held its annual conference in the Crazy Horse Saloon, Paris, Sept. 26.

The convention also celebrated the 20th anniversary of the CBS-France group, which was founded by Edith Piaf and Jeanne Garkunkle, Leonard Cohen, the Electric Flag, the Taj Mahal, Black Flag, and Jans Joplin.

CBS-France would be starting distribution in France of the Blue Horizon, Vee-Jay, Supraphon and JIM labels.

During the convention the audience was entertained by a variety of acts, including the new film musical "Funny Girl" by the street of the Crazy Horse Saloon and by selections from CBS-Films.

'Dead' on Tour


The Grateful Dead will continue their tour in Sweden and Denmark, then will return to Britain for further dates.

Olga Opens

HAMBURG — Olga Records Olga Records Sweden the presentation of a new company, Amburg Productions GmbH, in Hamburg under the management of Olga's Rainer Wurtz, Angerman, who will also start a new company to concentrate on developing new talent.

Meteor will continue to distribute Olga products in Germany.

From the Music Capitals of the World

GEMINI SINGLES IN FANTASTIC INCREASE


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However, the 'Dead' group continue to tour in Sweden and Denmark, then will return to Britain for further dates.

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A MISTAKE BY DICKENS?

NEW YORK — The green

Bombing in the Billboard taping room today. The green smoke bomb with the word "OIClone" was thrown at the attention of the news story about RCA's push on "OIClone," and the headline was an obvious reference to OIClone.

"Regarding the headline on the story, did you know that Charles Dickens wrote 'OIClone,' 'Great Expectations,' 'Dowd Wingfield,' and 'The Pickwick Papers'?"
France Back on Production Track After June Setback

From the Music Capital of the World

**COPENHAGEN**

Danish actor Poul Reichhardt has written songs after a long absence to cut his one-man show as presented this year at the Vesterbroske Theatre. The record is released by the Allied Music Firm. Reichhardt, whose latest Decca release is "It's A Very Lonely Place," is now in a tour. "Bjorn Tidemand (Odeon)" is a song written by Reichhardt, "Lil Metting" and "Lille Sommerbild" with "Jeg har buste on en lad." a predecessor launched by singer-scout Edward Marsiglin. The new release is a hit in Denmark and the song is expected to become a hit in other countries. Denmark.

**POLYDOR BOWS 46 LPs OR FALL PROGRAM**

HAMBURG — Polydor is releasing 46 LPs in its fall album release program and all singles have been present at one unpurchased song, but judging by an international inquiry — as in the Knocke Song Cup in Belgium. Polydor will appear on Philips and all the backing tracks of Germany's Henry Mancini are on Polydor's launching the Jewish group Bombay Bats. On the cover of the "Du og jeg." ERIKSEN ERIKSEN

**VIENNA — Twelve nations will compete in the third Coupe d'Europe Musicale in Innsbruck, Austria, this year. Each country will be represented by a team of two groups. Each group will purchase pre-recorded LP's and have been presented for these, the "Biplane" LPs of Austria, Italy, France, and the U.S. by James Brown, the Cream, Herb Alpert, and the Beach Boys. Polydor's fall album's collection includes three releases of the "Three Harmony LPs," a three-record set for $8.25, and a set of 50 songs by Peter Alexander for $8.25. Releasing will beopolis 100 new songs in the fall, and the augmentation of its cassette catalog to 400 titles.

**GAMMA GETS CANNETI LABEL**

MONTREAL — Gamma Records, a Canadian marketing firm, has acquired the French rights to Jacques Cenneti label from France for distribution in Canada. Gamma has acquired the exclusive rights to the sales and promotion of the label's songs and several more LPs will be issued this month.

**VIENNA** — With the success of Gamma's Georges Dor, one of France's leading singers, has just been released in France by Jacques Cenneti, and Dor recently performed in Cannes.

**12 NATIONS IN AUSTRIA FEST**

United Kingdom, West Germany and Yugoslavia. The British team, managed by Robert Paxton's Paxton's production manager, will be Keith Dangrefo, Joho va Donor and Raip Me Raip Me.

Guest stars will include Manfred Mann, David Garlock and Roger Whittaker (Britain), Elardote and Marisa (Italy), Jack Grumunck (Canada) and Danny (Israel).

**FRENCH TV SPEC STARS BE'E GEE**

BRUSSELS — Julie Driscoll and the Brian Amos Trinty, the和谐的法国吉普赛乐队, the Harmony band and the band "Sosia" has performed in a $300,000 production of the radio-television-Belge and ZDF, the second West German TV channel and was the first international color cooperation in Belgium. The one-hour show will be screened at Christmas in several European countries.

**PADDY ROBERTS QUINT GUILD, RIGHTS SOCIETY**

LONDON — Paddy Roberts has resigned as chair of the Society of Performing Rights and as chairman of the general council of the Performing Rights Society. Roberts, who left Britain Oct. 1 to return to South Africa, had been the Guild's general manager since 1958 with one break in 1959.

A new chair of the Songwriters' Guild will be elected at the Guild's annual general meeting on Nov. 21. The Guild was presented with an engraved tankard by the Guild and a gold watch from thePRS before he left.
From the Music Capitals of the World

PSO has acquired representation of the Dutch country singer who makes photographs, tape recordings and tapes. PSO is offering a special 35 per cent discount on their records for the duration of the month. Connel Entertainments Blue Master artiste Bika Henning has acquired a local version of "Fandango" in New South Wales. The Brisbane radio station "Flinders Street," released in both English and French, has received a new Quality release coming, "Taking the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl." The Monkees has released a single by "Hey Hey, My My." Carl Allen has received a new Quality release coming, "Looking for the Gobal Girl."
## Hot 100—A to Z (Publisher-Licensee)

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## Nitty-Gritty Rock Novelties

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## Hot 100—Bubbling Under

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<td>LISTEN HERE</td>
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<td>3</td>
<td>MESSAGE FROM MARIA</td>
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<td>4</td>
<td>DESTINATION: ANYWHERE</td>
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<tr>
<td>5</td>
<td>ALWAYS TOGETHER</td>
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<td>6</td>
<td>SMELL OF INCENSE</td>
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<tr>
<td>7</td>
<td>I LOVE YOU, MADLY</td>
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<td>8</td>
<td>ON LORD, WHY LORD</td>
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<td>9</td>
<td>UP-TO-THE-MINUTE</td>
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<td>10</td>
<td>A LITTLE LESS CONVERSATION</td>
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Compiled from national retail sales and radio stations airplay by the Music Popularity Dept. of Record Market Research, Billboard.
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les bicyclettes de belsize

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for Gordon Mills Productions

Written by Les Reed
and Barry Mason

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Last Waltz ...... 43 weeks
Man Without Love  
(His latest) ...... 8 weeks

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"Shout, Shout, Kia-Osia" (Dublin LP 5003) (**) - Highly recommended for its exuberant and infectious sound, this album is a must-listen for fans of doo-wop and early rock and roll.

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JONES, Jerry and the Lancers
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**BOBBY GOLDSBORO—THE STRAIGHT LIFE**

(Prod. Bob Montgomery & Bobby Goldsboro) Written: Curtiss Olson, BMI. Goldsboro leaves his "Hearth and Home" and moves into a fast-paced, hard-driving, rock 'n' roll style. Ideal for hisảnh, is a powerful vocal treat. The group has been very popular with the young crowd.

**EDDIE FLOYD—BROUGHT YOU ON TO ME**

(Prod. Steve Cooper) Written: cooker, Stagg, BMI. Written and originally performed by Sonny Cooke, then Eric Barden & the Animals, this blues rock ballad should prove here's next commercial winner to date. Here's a big hit, with vocals to beat the world, and the Steve Cooper production mix is rich with flavor, and no information available. Start 1912.

**THE FIREBALLS—COME ON, REACT**

(Prod. Parnell Peron) Written: cooker, Eddy & Stagg, BMI. A hit new country ballad that could wind up as a top pop winner for the spring. Eddy & Stagg commercial line-up including Norman Petty, Phil. "Woman, Help My Man" (Golden, BMI, ASCAP).

**PATTI PAGE—STAND BY YOUR MAN**

(Prod. Don Corle) Written: cooker, Sharon-Bowser visits, BMI. A hit new country ballad that could wind up as a top pop winner for the spring. Eddy & Stagg commercial line-up including Norman Petty, Phil. "Woman, Help My Man" (Golden, BMI, ASCAP).

**JUDY CLAY—BED OF ROSES**

(Prod. Kees & Turn) Written: cooker, Clapper-Boway, BMI. There's been a lot of radio play for the group in this fresh vocal ballad. Stagg and sales winner. Phil. "Better Be Strong" (Eddy, BMI), 1958 015.

**ARTHUR CONLEY—AUNT DORA'S LOVE SACK**

(Prod. Don Davis) Written: cooker, Gilbert-Jerome visits, BMI. Hot new country ballad that could wind up as a top pop winner for the spring. Eddy & Stagg commercial line-up including Norman Petty, Phil. "I'm Not Swing" (Golden, BMI, ASCAP).
FEELIN' ALRIGHT? is TRAFFIC's brand new smash single from their forthcoming album

WATCH FOR IT ON...

United Artists Records

Entertainment from Transamerica Corporation
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<tr>
<th>Lps</th>
<th>Lps New</th>
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<th>Lps W/O</th>
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by attorneys Sidney Shemel and M. William Krasilovsky
Edited by Paul Ackerman,
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The above is just one page from the intriguing and informative 8th page book recently produced by E.M.I. (the World's Greatest Recording Organisation). A limited number of copies are now offered free.

My younger brother Leonard is 18 years old. Until now his singing has been limited to purposes of our family's entertainment. I remember the night 14 years ago when he whispered down from his lower bunk that he wanted to be a singer. He'd been a hit after dinner and before "Sid Caesar" with his rendition of "Smokey The Bear." I told him to go to sleep. Leonard was five when he wrote his first song. It's funny that I remember the exact way it went.

"A horse is big, it's true indeed,
A cow is big, that's true indeed,
But what about the little things
That jump about the candy rings and have
Such a wonderful time, that they almost forget
their bottle of wine."

Our father, the pianist, said, "Music's a good profession, Len." Our mother, the children's story writer, said, "Stories are nice as long as you make people use their imaginations." Our mother's father, the splendidly voiced Chazan from Russia, said, "Sing, Leonard, for it is our family's heritage to please ears." Our mother's mother, the woman who loved, said, "Lenny, you should only be happy in what you do."

Maybe in time Leonard will follow in the footsteps of that old vaudevillian Grampa Schaeffer, who toured the Orpheum Circuit when he was young. I hope so.

—David Schaeffer
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