Barclay Kicks Off Int'l Drive; U. S. Prime Target

By CLAUDE HALL

NEW YORK—Barclay Records is launching a campaign for an international market, and all major production centers of the France-based firm will begin concentrating on producing for the United States and England.

Jean Fernandez, head of the new Barclay Records office in the U. S., said that more and more of the records produced by Barclay offices in Spain, Belgium, Italy and France will be aimed for the U. S. "All of this material will be recorded in English and will include singles as well as albums." Fernandez has set up two publishing companies to handle the copyrights in the U. S., St. Tepaz Music and Cote d'Azur Music.

It's true that the potential profits from record sales are larger in the U. S., but that's not the only reason for Barclay's drive toward American product. "The kids in Western Europe want to record in English; it's a second language with them." In Spain, where Alain Milhau heads up the Barclay operations, groups (Continued on page 10)

RCA Raising Ante to Get Full House of Producers

By MIKE GROSS

NEW YORK—The competition for record producing talent has become so acute that RCA Records is now conducting a review of its present compensation plan to more adequately meet the income potential of an independent producer. In the works is a plan to up the ante for top producers who join the label so that the financial return as a member of the RCA staff will be as attractive as their operation as an independent.

At the same time, RCA is expanding its ventures into agreements with independent producers on an "outside-the-house" arrangement. According to Harry Jenkins, RCA's vice-president of record operations, the volatile nature of the business today makes it virtually impossible to have all the producing talent under one roof. (Continued on page 89)

Dunhill Cuts Off Acts Advance

By ELIOT TIEGEL

LOS ANGELES—Dunhill Records has decided to veto major financial advances to new groups, to avoid competing in what Vice-President Jay Lasker calls the "cancer of the business.

Dunhill thus becomes the second West Coast label in weeks to formerly establish a policy of no big money advances to groups. Tetragrammaton Records recently established that policy, preferring instead to use finances for promotion/exploitation.

"We want to direct our money in areas that will be productive," Lasker continued. "It's not a case of trying to save money, it's a case of putting it where it can be most helpful. We are very promotion conscious and would prefer to work with a group on that level." High Advances

Lasker said the most money Dunhill ever advanced to any one is $6,000 to a new group several months ago: "I was in San Francisco two weeks ago and all you hear about are the huge advances everybody's giving. Many of those groups break up so you don't have a chance to recoup your investment." (Continued on page 10)

See 400M Pocket Disc Sales

By PAUL ACKERMAN

SEATTLE—Based on Pocket Disc's three weeks of operation in the Seattle market, sales to consumers on a national basis were set at more than 2.5 million records yearly. This is a conservative figure inasmuch as it is based on reprints currently available to Pocket Disc, which is computed roughly at 50 per cent of the total recorded material. In the event Pocket Disc secures simultaneous release agreement with virtually all labels, the annualized sales projection is about 400 million records.

The basis of these projections

Agents Seek 5% Fee Hike

NEW YORK—A plea by an agent's organization to permit the American Guild of Variety Artists (AGVA) to allow the charging of 12 per cent commission on dates of up to three days is expected to tee off battles within the industry with various factions and among the unions involved. (Continued on page 10)

NEIL DIAMOND
VELVET GLOVES AND SPIT
UNI 73030

Universal City Records A Division of MCA Inc.

Bobby Darin has something to say about changing times. It begins in his new album, "Bobby Darin Born Widdin Robert Casavants," on the new Direction label. It is the first time the artist has used the recording medium to express himself. The Direction album (GRT 1986) is distributed by Bell Records. (Advertisement)

(Advertisement)

(Advertisement)
Mr. and Mrs. Popular Music

Steve Lawrence and Eydie Gorme are breaking up Broadway in their smash musical, "Golden Rainbow," and breaking into an easy listening groove with their new Victor single, "A Break at Love" c/w "Dear World" (from the new Broadway Musical, "Dear World"). #9566
**Electra Doubles 2 Depts. Staff**

**STARDATE BUY IS CONFIRMED**

NASHVILLE StarDate Records has last week confirmed that it has tied up with RCA Records (The Billboard LP section is its newativa publishing and distribution operation). RCA Records has agreed to handle the record and distribution operations. Loy Roman, president of RCA's Nashville operations, announced that James Brown will also function as a producer, Don Rubin of StarDate, credited Hal Neely with being instrumental in concluding the deal.

The contract calls for a specific amount of product. The actual number of releases, length of the deal and financial details are being withheld.

In the three years the Koppelman-Rubin firm has been in operation, prior to its affiliation with Commonwealth United, it has produced 102 records. Sixteen have hit the best selling charts, and 17 of these records have been awarded gold records.

Last spring, they sold their operation to the Commonwealth United Music Division of the company.

Koppelman-Rubin releases this fall, which includes labels, include the Lovin' Spoonful single and album, John Sebastian's closet album, and two Tim Hardin albums.

Alpert Gold in N. Z.

LOS ANGELES—Two Herb Alpert LPs have been certified as Gold in New Zealand and by Festival Records. The titles are "Gong Places" and "Whipped Cream."
DISTEL DISK TO GO WORLDWIDE

NEW YORK — Worldwide release of Steela Distel’s “By the Ligh of Love” single is being formulated by MCA Records International. The single’s promotional activities, only pushed in the United Kingdom by MCA Records, have now been established worldwide. Distel, of New York, was signed to the firm months ago. Promotional activities have been launched in several other countries.

Sherman Kahan in Concept Album Orbit

NEW YORK — Garry Sherman and Kahan, who operate their own record-producing firm, are steering their promotional efforts toward “concept” albums. They’ve set their first concept album, “Lily and Sam,” with Columbia Records and are negotiating with record companies for additional “concept” productions they’ve got in the works.

According to Sherman and Kahan, the “concept” album has come to stay and for the record producer and permits him to go into any creative direction he so desires.

Working with Sherman, a producer-arranger-singer and Kahan, a producer-lyricist, are Billy Arnold, a 19-year-old producer-arranger, and seven writers who are on call to fill the need.

In addition to record production, Sherman & Kahan Associates has been involved in the production of jingles. They’re picking up business from firms who want them for radio spots, soft drinks, candy, breakfast food and detergents.

Chess to Be Sold to GRT

COURTNEY - Eastern Law, Inc., has been retained to sell its former parent company, the Chess Publishing Company, to GRT, Inc., a publishing firm based in New York.

This move, which will make GRT the third major publisher to have acquired one of the major labels, has been in the works for several months.

Bill Courtney, who has been in the music business for more than 30 years, said he had been retained to oversee the sale of the Chess Publishing Company.

Also involved in the sale is the law firm of Blackman, Carlin & Associates, which has represented GRT in all previous acquisitions.

Reliable Records, which will be the new name for the Chess Publishing Company, has been in operation for more than 20 years and has a strong reputation in the music industry.

Reliable Records has been the home of many successful artists, including Bette Midler, who is currently in the middle of a successful tour.

Reliable Records is expected to continue its successful run with the addition of GRT.

Lib. to ‘Limit’ Premiums

LOS ANGELES — Liberty, the newly formed premium sales department, will steer clear of creating albums for clients who are also drug discount stores.

Premium sales director Dick Breckenridge said Liberty would avoid creating special albums for such companies as J.C. Penney because the company doesn’t want to compete with drug discount stores.

Pointing to these large chain operations which have been competing with record companies, Breckenridge said “There is enough business to be developed. We don’t want to lose business who aren’t in record retailing.”

“Why cherry-pick our clients and their markets,” said Breckenridge.

From a recent trip to New York to meet with United Artists officials, Breckenridge contacted two potential companies regarding the development of contemporary pop music packages. He found interest at both companies, with one project in development involving a tape cartridge item and the other a package involving a holiday-type album.

Business will be divided.

BRENNER — Beat, feel, from comma gists which have youth-oriented sound, will call music from Liberty’s extensive rock ‘n’ roll catalog and from United Artists’ pop music packages. The intention will be to develop packages which can utilize a number of related artists, some of whom are the Liberty family-U.A. family labels as possible.

In today’s market a premium LP ‘LP means new,’ said Breckenridge. “People equate music with yesterday.”

LIBERTY’S will carry the parent company’s logo plus an adjacent identity relating to the Boston Pops, Al Hirt, Ed Ames, Lanu Castrell, Morton Gould, Henry Mancini, the Robert Shaw Chorale, Harry Belafonte, Leontyne Price, Peter Nero, and the St. Thomas Boys Choir.

Newbury’s building in L.A. is a clean, well-lit, pleasant place where people can come and buy records.

Inherit Opened, a S-M Division

LOS ANGELES — Schwab-Merstein, New York-based record company, has opened a West Coast division, Inherit Productions.

Morey Alexander, who directs the operation here, is looking for talent and writers for the music publishing wing, Inherit (BMI) and Todd Mark (BMI).

Inherit recently signed Heather Merriweather, a rock group from Canada, and will produce albums for the Rockets (White Whale) and Mother Earth (Mercury).

MARTINO DOES WNEB SHOW

WORCESTER, Mass. — Taking advantage of the appearance of Al Martino at the local Polish club, WNEB’s program director Terry O’Dowd lined up the station’s “Counterpoint” show hosted by Joe Hyder. The station opened the phone lines to allow listeners to talk with the air artist, and Martino’s “Let’s Sing” LP (Record Club) was one of the chart hits.

Brian Pinella was on hand to give Marlinio albums to 25 persons visiting the studio for the live broadcast.

ARNOLD MAXIM, right, president of MGM Records, maps out a recording program for the Dupexes, Messrs. Ross, of the MGM-distributed Heritage Records.

RCA Gets Order From Bank

To Deposit 1M. Premium LP’s

ROCKAWAY, N. J.—New York’s First National City Bank has ordered 1 million premium albums from RCA to be offered by the bank to persons opening a Christmas club account or opening or adding to savings accounts.

Dale Savage, RCA’s manager of special products marketing, called the order one of the largest premium packages ever prepared by RCA and “certainly the largest ever from one financial institution.” The bank also offered an RCA-produced Christmas premium LP last year.


Executive Turntable

James McDonald has been promoted at Decca Records from district manager, Eastern Division, to the national sales office, where he will be in charge of all national sales. McDonald joined the company in 1941 as sales representative for the New York area. He later worked as sales manager in the Philadelphia and New York branches and, in 1951, became the assistant Eastern Division manager. He served in this capacity until 1968 when he joined the national sales department. Also on the Decca side, San Pannamou was promoted to Mid-Eastern district manager from sales manager of the Philadelphia branch in Camden. Pannamou has been with Decca since 1949. Replacing Pannamou is Robert Specia, who moves from sales representative in the Philadelphia area to sales manager for the Philadelphia branch. Also promoted at Decca was Stan Layton, named sales manager of the New Orleans branch. He had been a sales representative in the Alabama area.

Bill Courtney has joined the East Coast professional staff of Edwin H. Morris & Co. He previously worked for the firm, where he worked in the Special Projects Division. He is a songwriter and former vocalist who has written for such artists as Margaret Whiting, June Valli, Teddi King, Renee Taylor and the Four Esquires, with whom he once sang. He also served as professional manager with Laurie Records, Jack Gold Music Co. and Greta Music, and as an independent representative with the New York office of Morris & Co. Prior to joining the Morris organization is Denny Dianne, who joins the company’s West Coast operation, headed by Sidney Goldstein.

Danniel Kay, former lead guitarist of the Blues Project has joined Atlantic Records as a producer. He will report to Jerry Schoenbaum, director of Talent Development for Atlantic-Auto.

In addition to his producing activities, Kay will also be involved with his own albums for the label. He will be based in Atlantic’s New York office.

Chuck Dier has been named regional promotion manager for the Western Division of S.R.C. Dier will operate out of the Kapp office in Los Angeles and will cover San Francisco, Salt Lake City, Phoenix and areas in Denver and Seattle. Dier formerly represented Kapp for promotion in San Francisco.

Robert Gerber, former staff member of Billboard’s Record Market Research Department and co-ordinator for the Billboard Bookstore’s liberal line, has joined the professional staff of Valado/Seedman Music, divisions of Metromedia Music, Inc. He will direct the Contemporary Music Department of the firm and will listen new writers and material. He is currently working on the score for the Broadway production, “People vs. Ranchman,” by Tom Samkne.

Gerry Cousin has been named general manager of JAD Records. Miss Cousin and the firm’s president Danny Sims will supervise all aspects of the company’s operations. Her department will handle all administrative functions connected with the label other than artists and repertoire. Prior to joining JAD, Miss Cousin was national sales manager for Roulette Records. Also joining JAD is Glady’s Markowitz, who was named special assistant to Sims. She was formerly in charge of Bob Crowe’s S.C.C. Management.

Lawrence Cole has left Mike Cagney, Smithers, Fritz, Inc., as internal auditor. Mr. Cole has been in the music business with Ralph Marks.

Pam Burns has joined Chess, Checker, Cadet and Cadet-Comets, as assistant promotion director. Miss Burns was previously a personnel director, with Capitol Records Inc., of New York, and has been in the music business for two years and Miriam Woodhead Records for a year.

Howard Zimmerman has left Liberty Records as personnel director. He was formerly Capitol Records’ director of employee compensation and benefits.
Another Million Seller!

Clarence Carter

"TOO WEAK TO FIGHT"

Atlantic #2569
Produced by Rick Hall & Staff

www.americanradiohistory.com
Vale, Gap for Uja Dinner

New York—Jerry Vale and the United States and Canada, scheduled for the dinner Sunday (3) for the United Jewish Appeal of the Metropolitan division at the New York Hilton. Goddard Lieberson, president of CBS Records, and Group will be honored.

L.A. Expanding—Sets Music Division

Los Angeles—Filmation, producers of CBS-TV's animated "Archie" series, will form a music division, including a recorded company and music publishing firm.

The company, creator of several animated TV series, and now involved in animated features and release music from TV and film properties on its own label, Musical Instruments, is Shure Music (Archie) and a subsidiary.

Filmation's initial involvement in the music industry is due to the "Archie" theme records, which have sold over 300,000 copies. The company now plans to release these records on its own label, "Archie," on a continuing basis.

Snickz Looks for Nat'l Outlets

San Francisco—Snickz, a firm owned by the Flamin' Groovies, a rock local quartet, is looking for national distribution for its album projects. The group has sold its initial LP, "Sneakers," released in the States by Eric Mainland, a local distributors.

The group has been performing live at the leading ballroom concert halls, while playing concerts at campuses of the University of California. Lead singer, Rich Fishman, and their management of the record label, says the group has signed with Buena Vista Records and Capri Records and Canada, and is ready to release some of their songs in the near future.

FILMATION Expanding—Sets Music Division

Los Angeles—Filmation, producers of CBS-TV's animated "Archie" series, will form a music division, including a recorded company and music publishing firm.

The company, creator of several animated TV series, and now involved in animated features and release music from TV and film properties on its own label, Musical Instruments, is Shure Music (Archie) and a subsidiary.

Filmation's initial involvement in the music industry is due to the "Archie" theme records, which have sold over 300,000 copies. The company now plans to release these records on its own label, "Archie," on a continuing basis.

Clive J. Davis, second from right, president of CBS Records, and Jerry Fuller, right, Columbia A&R producer, assist Gary Peyton and the "Archie" theme records awarded them for three successive million-seller singles.

Pete Plans 2 New Inroads

Los Angeles—Pete Records plans to develop two new markets for its product: premium records and spoken word concept albums. A series of spoken word albums will deal with social and moral problems, said Pete. Pete Records, Pete president. Initial project is an "I Am Somebody" package which will feature an album of the same title, narration by Martin Landau.

Other concept albums will include a collection of jazz, classical, and marches, with each package intertwining music to fit the mood and subject matter.

JACK WILSON: "...to me, jazz is environment. I'm the type of person who is constantly stimulated by the environment I'm working in!"
Nazz/’Hello’ Is Reserved

NEW YORK — SGC Records is reserving “Hello It’s Me” by the Nazz to under- ground. Tomato, Nazz’s new music and college radio stations. When the disk was released in August for their film “My Eyes,” it was given the initial public by John Kurfurth of Screw Gems, the record company that established the “Hello It’s Me” title. Emile LeVida, vice-president and general manager of Screw Gems, decided on the record company.

The Nazz left for London Monday (28) for their first ever- contact with the press. Tony Maw, the group’s road manager, and Screw Gem’s head of Seven Gables Entertainment, introduced the band to the current single, “Hello It’s Me” is expected to be released in December.

The event will be held Nov. 15

NEW YORK — The annual meeting of the Guild of Authors and Composers will be held Nov. 15 at 3 p.m. in the Gotham Hotel’s Palace Ballroom. Husbands and wives of members of the group were invited. Topics will include legal information on copyrights. Speakers will include President Edward Elender and legal counsel Alvin Deutsch.

See Pocket Disc Sales Reaching 400 Mil. Yearly

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.

Pocket Disc is adding new installations of the vending machine format, according to Allan Bresin, president, and expects to have a total of 50,000 machines in six months.

On the basis of the last three weeks, 150 outlets should rack up sales of $5,000 to $7,500 weekly, using the multiple of 50,000 machines, the company will have a total of 2,000,000 records annually for the first period. Seattle is the largest market and expects to have a total of one-half of all sales.
“DAZZLING!”
The most satisfying film I’ve seen this year! Once you see it, you’ll never again picture ‘Romeo & Juliet’ quite the way you did before. No literate man of 1968 should miss this film!
— Life

“STUNNING!”
This ‘Romeo & Juliet’ is visually stunning and the novelty of seeing Shakespeare’s star-crossed teenagers actually portrayed by actors in the proper age bracket lends an exciting dimension to the play!
— Saturday Review

“BREATHTAKING!”
It was Franco Zeffirelli’s intention to create a ‘Romeo & Juliet’ for this generation of youth and he succeeded brilliantly!

“IMPETUOUS”
The entire film is a potent reed off at so headstrong a rate “West Side Story” may take Shakespeare’s chil-

duation of “West Side Story,” and irrepres-

ively romantic passion!”

“TOUCHING”
Incredibly beautiful film! Thanks to the actors and to Franco Zeffirelli’s skill, a moment of this film seems dated. Every frame comes brilliantly alive.
— Co-E

“EXCITING!”
A fantastically creative and exciting work! Artistry is due to the brilliantly executed movic-\ntion of director Franco Zeffirelli. He does not tell the story; he makes it a rite with passion, beauty and understanding. By realistically casting
agers, Zeffirelli made his key commitment to you. This one is a visual knockout!”
— William Wolf, Cue Magazine.

“PASSIONATE!”
Under Zeffirelli’s direction, the pair are fresh, charming, passionate and very touching! This Romeo’s body sends him such youthful delighted messages that he must run like a crazy boy and leap and swing from tree branches to express them. His Juliet laughs in the middle of love and mourns in great wild, childish cries of despair. It seemed a wonderful living version of ‘Romeo & Juliet.’

“BEAUTIFUL!”
A beautiful picture sparing no lavish or literal detail. Ablaze with personal passions, the actors all lend charac-
ter to the richly figured tapestry Zeffirelli has woven in brilliant color!
— Judith Crist, New York Magazine

“REFRESHING!”
A vigorous film version of ‘Romeo & Juliet’ for adolescents in the leading roles and gives the tragedy a light of the present gen-

eration.
— Harper’s Bazaar

— N.Y. Post

“SUCCUBUS”
This beautiful album, appropriately crafted, is a taste of the genuine spirit of this film.
— Newsweek

NEW YORK—PARIS THEATRE (568 SEATS) FIRST WEEK—$31,971!
CHICAGO—CARNEGIE THEATRE (600 SEATS) FIRST SIX DAYS—$15,947!
BOSTON—ABBEY CINEMA (471 SEATS) FIRST FIVE DAYS—$11,950!
Conelco Bids to Buy N. American Philips

NEW YORK — Consolidated Electronics Industries Corp. has issued a letter of intent to pur chase North American Philips Co. The transaction will take the form of a statutory merger, with North American Philips becoming the name of the conglomerate. The acquisition is subject to both companies' stockholders.

Consolidated Electronics (Conelco) wholly owns Mercury Records and Dubravka Electronics, a tape cartridge duplicator, among others. Also included in the merger will be the music publishing firm, Chappell & Co., which was acquired by North American Philips (NAP) last July.

All of NAP's capitol stock is owned by the U.S. Philips Trust, which also owns directly or indirectly 35 per cent of Conelco.

(Continued on page 96)

Agents Seek 5% Fee Hike

• Continued from page 1

At present, AGVA rules limit its franchised agents to charge 10 per cent commission. The Artists Representatives Association (ARA), which includes it in the William Morris office, General Artists Corp., Ashley Fana and virtually all the important smaller agents in New York and Chicago told an AGVA National Board sitting in a three-day session in New York, that agents are now booking programming for film and concerts on AFM contracts because of the franchise charge. A 10 per cent commission on the following is charged by the ARA's David Blumgarten.

"You are losing your own people," said Howard Harrisman, ARA, another spokesman who was a leader of the ARA's demonstration. The biggest business today is in the college and concert fields. We would like to book our clients' business — but not at 10 per cent commissions.

(Continued on page 96)

Barclay Kicks Off Int'l Drive; U. S. Prime Target

L.A. — Capital Industries' net income increased to $903,000 or 22 cents per share in the first quarter of the current fiscal year, compared with $874,000 or 21 cents per share in the first quarter of the previous year.

Sales in the quarter ended September 30 increased to $33,396,000 from $26,094,000 in the same period a year earlier. Earnings per share are based on the 4,162,118 shares outstanding in the first quarter of fiscal 1968, and 4,061,321 last year.

(Continued on page 96)

Billboard

The International Music-Record Newsweekly

Now in its 74th year of industry service

Subscribe Now

“Just mail request order today.

Company

Address

City, State & Zip.

Type of Business

Title

Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the seller nor the asked prices of shares on the over-the-counter market. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

As of Closing Thursday, October 24, 1968

Week's Close

High

Low

Change

Name

Stock

1968

1968

1968

1968

Adelphi

150

165

163

163

198

9

198

American Broadcasting

74

75

74

74

97

3

97

Anson

37

36

32

32

34

1

34

Automatic Radio

32

35

35

35

199

1

199

Automatic Retailer

112

115

115

115

268

1

268

Avnet

411

409

414

414

291

3

291

Contemporary Corp.

10

9

10

10

211

5

211

Dell

84

89

89

89

236

2

236

Goh

49

49

49

49

128

7

128

Golden Age

95

96

96

96

215

0

215

Griffith

53

53

53

53

121

8

121

Henderson

56

57

57

57

162

4

162

Hovey Radio

35

35

35

35

119

2

119

Kodak

89

90

90

90

237

2

237

Medco

29

30

30

30

99

1

99

MCA

53

53

53

53

152

0

152

Seeburg

43

43

43

43

146

5

146

Seventeen

95

95

95

95

214

1

214

Trans. Amer.

78

77

77

77

205

0

205

Transcontinental

122

119

119

119

314

3

314

Triumph

45

46

46

46

133

1

133

Vanda

22

22

22

22

86

2

86

Waxman

15

15

15

15

42

1

42

Zenith

60

60

60

60

139

0

139

Zenith

60

60

60

60

140

0

140

Zenith

60

60

60

60

140

0

140

Zenith

60

60

60

60

140

0

140

Zenith

60

60

60

60

140

0

140

Zenith

60

60

60

60

140

0

140

Zenith

60

60

60

60

140

0

140

Zenith
THE BEST SHAPE ENTERTAINMENT HAS EVER BEEN IN!

LIBERTY-UNITED ARTISTS STEREO TAPE, 6920 SUNSET BOULEVARD, LOS ANGELES, CALIFORNIA 90028
This Christmas, millions are going to be giving and albums than ever before.

Full-color roto spreads in 31 major-market newspapers
This is the backbone. Strengthened by on-target ads in national magazines and underground newspapers. All tied in to local dealer ads and radio spots.

Specially priced two-record gift sets.
The stars are right. The music's right. The timing is right. And the price is right.

Because we've put together the most thorough and persuasive Christmas merchandising campaign in the history of the industry. And we're backing it up with more advertising dollars—national consumer and local—than Columbia's ever spent before.

The theme: "These gifts are alive." We've taken it and translated it to fit every segment of the record-buying public. We've timed it perfectly with the big gift-buying season. And we're going to reach 120,000,000 people. Because we're going to build sales.

Here's the full scope of the program:
- Full-color roto spreads in 31 key major-market newspapers.
- A major underground newspaper campaign that's tuned right in.
- A national spot radio campaign timed with the biggest explosion of local dealer tie-in ads you've ever seen.
- Brochures and department store statement stuffers.
- A major, lighted in-store Christmas display, a mobile, easels, streamers, slicks...the works.

Major Christmas display.
It's lighted. It's eye-catching. And it features hot-selling Christmas product.
And here's what you're going to be selling:

- What's now and moving—the hot product in rock, pop and country.
- Columbia's brand-new GP series—2-record gift sets featuring our biggest stars, at a special low price.
- An exciting array of brand-new Christmas albums—seven of them.
- And a great catalog of proven Christmas product. The ones that you’ve been selling year after year. And will keep on selling.

This Christmas there’s really going to be something to celebrate about.

Here’s what’s new for Christmas.

Seven exciting new albums that are just right for the holiday season. Because there’s something for every musical taste. Inspirational. Orchestral. Sound Spectacular and Star Spectacular.

And here’s the proven product.

The current best sellers that make Columbia the hottest label in the industry and the best-selling Christmas catalog of all.
"The Generations of Israel"

The creation of a nation, related by David Ben-Gurion, Levi Eshkol, Golda Meir, Moshe Dayan, Abba Eban...

"The Generations of Israel" is a monumental 216-page book and 2-record set which tells the human, perhaps superhuman, story of the people and events deeply involved in the once improbable creation of a modern Israel.

"This was my dream..." begins David Ben-Gurion. And the listener finds himself enveloped in the hopes, the despair, the struggles and the achievements which forged and created a nation from a dream.

The chronicle of that miracle is documented in a unique and penetrating manner. In words written and spoken. In pictures. In song.

The emphasis is on personal recollections. An early settler relates her family's flight from Rumania to the earliest Palestinian settlement. Golda Meir remembers a later Kibbutz and the battles with the sandflies as she worked in the fields. Other battles—with the Brits, the Arabs, Hitler, and the six-day war—are relived by veteran soldiers, in a dialogue between pioneers, by survivors of the Nazi holocaust, by leaders of the Israeli army.

Native songs are scattered between the narratives. Providing a musical backdrop which leaves the listener time to think yet sustains the wide range of emotions spoken and felt in this presentation.

"American Record Guide" calls "The Generations of Israel" "a powerful drama of inhuman testing, of almost superhuman endurance."

This set is truly a monumental chronicle of history. A story of faith that belongs in homes of all faiths.

The CBS Legacy Collection
Talent

Maggie Flynn's Is Muddled Musical

NEW YORK — "Maggie Flynn" is a muddled musical. It either flounders in a sea of banalities, or it struggles to achieve a whisper of social confusion, notwithstanding.

If it succeeds, for its failure to stay aloft, comes from the overabundance of authors. The credits list: Book and music by Hugo Feretti, Luigi Creatore (Hugo & Luigi) and Mark Rydell. In collaboration with Morton Da Costa and by John Flaman. The overloading is so evident that the play, which opened Wednesday (23) at the ANTA Theater, almost suffers from splinter personality. Only the actors, working in the two acts with its heavy load of 17 scenes, fashion it together.

And whereas the slow-moving first act keeps with the plot basic structure, the second loses control and shape; whereas the opening act, let us say, is at the point of boredom, the second flushes up with restrained rage, social message, a well-performed but out-of-place comedy scene.

The plot itself is simple. A desolate, Maggie Flynn, takes her bread and sugar well by Shirley Jones, takes over an orphanage in New York. She and Negro walk during the Civil War. She and husband meet again. He tries to rescue her, but she's promised to a Union Soldier. The husband wins her back. Around this familiar theme is woven the conflict of pacifist versus war. However, the characters are essentially fictional. The latter statement is all too correct.

ROBERT SOBEL

Maggical Rascals Take the Middle Road To Tell It Like It Is Socially

By ED OCHS

NEW YORK — Skeptics of rock 'n' roll's future on the American music scene have for 15 years elevated like doomsday prophets their imminent collapse on grounds that rock spawned no Bing Crosbys and no veteran talent. But the success of the four Rascals, destined to become the pop patriots on some mod Mt. Rushmore have disproved those doomsayers with their almost $2 million in sales figure, periodical gold records and frantic soul rhythm. Since 1965, the Rascals have risen to a place of prominence as the senior rock firm of Cava- liere, Brigitte, Danelli and Corn- elious. Their seven gold records and current "Time Peace" album on Atlantic are testimony to their grizzled root popularity while their "five" appeal to both black and white mixed audiences stands out from the rock pile like little utopias of working democracy. Now committed to open protest, the group has once again lifted its rhythm to stay in the mainstream. "We don't believe in violence and we don't believe in utter passivity," said 25-year-old Cavaliere, the group's markplag on organ and vocals, "We want to point out middle road to satisfy both extremes and solve the prob- lems."

Hard to Speak

"After King and Kennedy and what happened in Chicago," said Cavaliere, "we just had to say something. What the Rascals had to say was, "People Got To Be Free," their latest million-seller, a subtle braid of "where it's at" and the Rascals' customary rhythm "5 blues barabage of rapid drums, organ piano and guff guitar riffs of soul singing. The group's next single, "A Ray of Hope," written about Sen. Ted Kennedy further marks the Rascals' switch to gearing for the above-ground sub-psychedelie set who locks to the four Rascals as crusaders and comparisons whenever they tour America with their jubilant, kinetic live show; their durability has given them a larger voice. Praising the youth movement and pushing the prod- ucts, the Rascals have hit upon the right formula—tailoring to the times—the secret to a mil- dle age in the music business. Their scout's pledge to "spreading good vibes" and promoting social unity through music has not only promised the Rascals long life, but sustained the durability of rock music in general. The long time to come behind them lie "Groovin'" and "Good Lovin', a 1965 stint at Fillmore West and the Young Rascals, while ahead lie the

Cash Paints Country In Sparkling Colors

NEW YORK — Grey stone walls, doors and out and out and out, hawk Williams and Bob Dylan folk group politics and old-time religion, walking the line.

In short, CBS artist Johnny Cash presenting as complete a picture of modern country music going around today. Cash, who is only 29 years old, was more gital when less than star of his own Carnegie Hall show (Saturday). It was the standing ovations and the rebel yell's from the packed house. And if Cash and his 25 songs aren't value for money there isn't much money to be made on the sale, and some of the folk group is from his million-seller "Light My Fire."

Feliciano Lights a Musical Fire in Cleveland Concert

CLEVELAND — They stood up for RCA artist Jose Feliciano but he made a point at his Public Music Hall appearance. And they kept standing up. Feliciano opened his set by saying to the World Series going on: "Hello, my name is..."

The blind guitarist, who can set a fire with his fingers, with his voice, was over with his wit as well as with his singing and playing. He did a hilario- nous spoof of Coca-Cola Commer- cials, inviting Barry McGuire, Merle Miller, Tiny Tim, Wally Brennan and Bob Dylan. There was the haunting strains of "By The Time I Get To Phoenix," the beauty of "Mama- guana," the tenderness of "Don't Let The Sun Catch You Crying," the rolling rhythm of his current "Hi-Heel Sneakers," and of "Mama Don't Allow." But also, the great hit song, "Love," from his million-seller "Light My Fire."

Feliciano wound up singing "Hagg a Sloop" in Spanish, the pealed across the bell. The British, British comedians Jonathan Moore scored with comedy routines on guns, planes and Hell's Angels.

KYW KCJ jockey Fred Winst- ston amnest the production. JANE SCOTT

Racionalization of Europe, a deeper role in democracy at home and a global plea for the participation of youth in the adult market. Musically, the Rascals will stick to their resilient body-conscious beat flicked with subliminally-quick social

(Continued on page 20)
NEW YORK—The Jeff Beck Group, increased to five members, were the strong headliners of a power-packed Fillmore East bill on Oct. 18 and 19. The program also included the thoughtful folk singing of Tim Buckley and the superb blues of Albert King.

King opened the second show on Oct. 18 with one fine number after another, including the title number and "Pretty Woman" from his "Born Under A Bad Sign" album on Stax. Clearly one of the outstanding traditional blues men, King's singing and guitar playing hit the mark consistently. His back-up musicians also were excellent.

Buckley, an Elektra artist, has a tendency to meander, but his lyrics pervaded the theater with strong effect. Buckley, towards the end of some of the as yet untitled selections, apologized for their length. However, Buckley cannot be confined by time when he has a message to get across. His set continued the over-all high level of the show. His backup men also were good.

The Jeff Beck Group, who dynamically scored at Fillmore East last spring when a supporting act, still had that dynamicism as headliners. Beck, who has few peers as a pop guitarist, was in brilliant form in a program that included two instrumental numbers: "Mother's Old Rice Pudding" and "Beck's Bolero."

Lead singer Rod Stewart's bluesy wailing also was good as he included "Rock My Plimsoll" and "Shape of Things," which are on the group's successful first album on Epic. Drummer Mick Waller and bass guitarist Ron Wood also were in top form.

The big addition was Nicky Hopkins, one of England's top studio pianists. While some groups have lost by expanding their membership, this one has not. Hopkins' pianistic brilliance was a match for Beck's guitar. "Bye Bye (Baby Goodbye)" was the encore, with the large and enthusiastic audience joining in.

NEW YORK—Tony Sandler and Ralph Young, opening at the American's Royal Box on Tuesday (15), presented a different approach to a nightclub act. Their multi-lingual singing is carried to an illogical conclusion—for instance, one sings "Dominique" in the original language while the other partner intones "Deep River" in English.

An interesting technique, it's repeated with "I Believe" and "Ave Maria," and also "Gonna Build a Mountain" and "Down by the Riverside" (this time both were sung in English). Sandler and Young gain much humor out of the situation that Sandler (born in Belgium) is the language expert while Young remains proficient in Italian and American.

Actually, Young is no skosh in foreign tongues, he being more than his weight in the Capitol Records duo's version of "Malaguena."

Highlight of their act remains the numerous versions of "Bill Bailey" which they string together, ranging from a Nashville parody to an Italian opera take-off.

With all the languages flying around, the pair could play the United Nations building, but meanwhile the Saturday (All Box seats very well.)

IAN DOVE

OPEN LETTER TO GENE PITNEY

Dear Gene:

I heard your record, "Billy You're My Friend." How could you say such terrible things about me. I'm your friend ... you said so yourself. We grew up together. Remember?

Besides if you hadn't been there watching, you wouldn't have seen us.

Your former friend,

Billy

P.S.: Anyways it's a great record.

Muscis 1331
GNP-CRESCENDO DISTRIBUTORS:

- Atlanta — Southland
- Boston — Bay State
- Charlotte — 91b
- Chicago — All State
- Cincinnati — Mainline
- Cleveland — Mainline
- Dallas — Jay Kay
- Denver — Pan American
- Detroit — Arc
- Hartford — Eastern
- Honolulu — Eric
- Los Angeles — Privilege
- Madison — Tell
- Memphis — Record Sales
- Miami — Music Sales
- Minneapolis — Heilicher
- Nashville — Southern
- Newark — Wendy
- New Orleans — Delta
- New York State — Alpha
- Philadelphia — Chips
- Phoenix — Endaco
- Pittsburgh — Mainline
- Salt Lake — Billinis
- St. Louis — Roberts
- San Francisco — Melody
- Seattle — Huffine
- Shreveport — Stan's
- Washington — Schwartz Bros.
- Wichita — Pioneer

FOREIGN DISTRIBUTORS:

- Argentina — Dial
- Australia — Festival
- Brazil — Femeta
- Canada — Compo
- Central America — Disco S.A.
- France, Germany, Benelux, Switzerland — Vogue
- Holland — Bovema
- Italy — CED
- Japan — King
- Mexico — Tipic
- Peru — Distribuidora Peruana
- Philippines — Marco
- Scandinavian — Sonet
- Singapore — Isaac
- South Africa — Teal
- Venezuela — Palacio

9165 Sunset Blvd., Hollywood, Calif. 90069
Phone 275-1108, Cable: CRESREC
GENE NORMAN, President
Est. 1954
GLEN CAMPBELL'S "WICHITA LINEMAN"

Busy. That's what you'll be. Busy ringing up sales. We planned it that way. With a great array of exciting material supporting the introduction of this beautiful new Glen Campbell album.

TREMENDOUS SCHEDULE OF COAST-TO-COAST RADIO.
37 MARKETS!/78 STATIONS!/OVER 1400 SPOTS!

Plus a special guest appearance on National Television on THE SMOTHERS BROTHERS SHOW – SUNDAY, NOVEMBER 3 when Glen will sing Jim Webb's new song, "Wichita Lineman" before an audience of 30 MILLION POTENTIAL CUSTOMERS!

Call now. The number you want is Capitol ST-103
I'M RIDING A NEW HIT ON MUSICOIR

"Broomstick Rider"

LOS ANGELES—Henry Gibson, a regular on NBC's "Laugh-In," has returned to the music business after a seven-year absence, with an album, "The Grass Manegerie," and a single, "Flowers," on Epic Records.

In 1961, Liberty Records discovered Gibson on the Jack Paar TV show and recorded an album, "The Alligator and Other Poems," with Gibson singing and reading poetry. The album bombed in 1961, he said, "but Liberty reissued it this year to take advantage of the show's success."

Liberty is not the only record label to jump on the "Laugh-In" bandwagon. Reprise Records signed Jo Anne Worley to a contract, with her single being a Paul Anka-written tune, "Why Won't You Come Home?" Epic recently released a Dan Rowan - Dick Martin album, "Laugh-In."

Rascals Take the Middle Road
To Tell It Like It Is Socially

group to duet with Johnny, particularly effective on "Jackson."

The Four Starlight Brothers kept up the standard with a balanced program that moved from Chuck Berry's "Memphis, Tennessee" to their hit, "Flowers on the Wall."

On stage during the show was the Tennessee Three, Cash's long-time accompanying group, with new guitarist, Bob Wooten, replacing the late Luther Perkins.

However, Cash was the magician of the evening, fusing all the different elements of country music together. People in Europe are predicting a revival of country music there—they could do no better than hitch themselves to Cash's black coat and let him be the catalyst. He is about to start a short British tour.

IAN DOVE

OPEN LETTER TO GENE PITNEY

Dear Gene:

I heard your record, "Billy You're My Friend." How could you say such terrible things about me. I'm your friend... you said so yourself. We grew up together. Remember?

Besides if you hadn't been there, you wouldn't have seen us.

Your former friend,

Billy

P.S.: Anyway it's a great record. MUSICOIR 1331

'M Record-In' by Henry Gibson

By BRUCE WEBER

Gibson, who produced his own album, teamed with Fred Werner on a follow-up album on the American Indian. The "Grass Manegerie" examines the hippie movement through poetry, songs and comedy, said Gibson, who spent a week in San Francisco's Haight-Ashbury district gathering material.

"The album looks at hippies and the hippie movement with sympathetic humor," he said. "For the next album, on Indians, I'll spend time gathering material on the reservation."

During spoken-word segments of the "Grass Manegerie," Werner has arranged contemporary music for background support, with the album's five songs also in a contemporary vein.

Gibson spent 10 weeks touring with the Rowan and Martin cast, preparing and testing his album material before audiences at the Sahara Hotel, Lake Tahoe. "I had a seven-minute spot on the nightclub show," said Gibson, "and I'm hopeful I can get time on the TV show to do a few songs and recite some poetry."

Because of the show's tight shooting schedule, Gibson can only do promoting work on the album via the telephone. He plans a phone campaign to disc jockeys on underground and easy listening stations.

CASH PAINTS COUNTRY IN SPARKLING COLORS

- Continued from page 15

Rascals Take the Middle Road
To Tell It Like It Is Socially

- Continued from page 15

brotherhood. "Physical" music, where sound has the edge on sense, will always be the Rascals' gold mining style. "We're not intellectually," added Cavaliere, "or physical types like the Doors, though we do lean more toward the physical. We are entertainers first. We'd like to be known as the gentlemen of rock."

Close to Direction

Close on the group's eventual direction can be read from a recent date with the American Symphony Orchestra where "Groovin'," their biggest hit, was beefed up with a half-serious classical air, and at a benefit for the JFK Memorial, Friday (19) at Indian Rivers, Mtn., with Joe Tex, the Moody Blues and "hopefully, Ted Kennedy."

Cavaliere is attending guru school with Sai Chid Amma, a non-profit prophet who is helping the singer-composer by teaching him to quill his lyrics. But it's the Rascals taught as the top rock act, sandwiched oddly between the underground and the romper room, that will make the group's soul yell as good as gold. The Rascals are the first pop patriarchs of the rock generation.

NOW! GET ALL YOUR AUDIO/VIDEO NEEDS UNDER ONE ROOF!

- Professional Audio/Video Equipment
- Video Recorders
- Recording Tape and Accessories
- Hi-Fi Stereo Systems
- Ampex Audio and Video Recorders
- Antenna Installation - Receivers - Repairs

SONOCRAFT NEW YORK'S LEADING NATIONAL SUPPLIER

350 LEXINGTON AVE., 47TH FLOOR, NEW YORK, N.Y. 10017

8X10 PICTURES

LIBERATED ON HEAVY REMEDITE

- Original photograph (professionally enhanced) 8x10 photo. The exclusive photo will be a real show-stopper. shelf picture.

- Enlarged from $10 sample point and under frames- plus prices for prints.

- Special: $20

8X10 PICTURE

SHIPPED WITHIN TEN DAYS POSTAGE PAID

Send $20 to: ABC PICTURES
116 W. EMBASSY SQUARE
GREENVILLE, S.C. 29601

November 2, 1966, Billboard

Copyrighted Material
Sergio Mendes and Brasil '66

SCARBOROUGH FAIR
B/W CANTO TRISTE - A&M 986

smash!

Sergio Mendes Brasil '66 / "Fool on the Hill" / A&M SPX 4160
Quixonic’s New Stereo Speaker

By EARL PAIGE

PLYMOUTH, Mich. — A new line of recorders that will minimize or eliminate auto playback equipment installation problems will be introduced here soon by Quixonic. The newly patented 8-track will be marketed as a line of tape equipment accessories and is currently being dropped with distribution outlets in all configurations.

Additionally, Quixonic’s established Paani Marketing as a national sales division. Paani Marketers, located in Chicago, is also the distributor in three states for Panasonic auto products.

The first, and probably the most radically new of Quixonic’s speakers, is one made of styrofoam. It is 4 inches by 8 inches and, except for a ceramic magnet and voice coil, has no metal parts.

(Continued on page 27)

Franchise, Tape Club Set by Sound of Music

By BRUCE WEBER

LOS ANGELES — Sound of Music Corp., exclusive distributor of Concertone home and auto tape products in the U.S., plans to set up a nationwide franchise operation and tape club.

Robert Chapman, Sound of

Concert Season

CINCINNATI — Pogue’s department store, which promotes its record sales with big name personalities, is again sponsoring the 1968-1969 Pogue Concert season at Taft Auditorium. The concerts are presented in association with Bridges-Sharp Theater Productions.

Customer Clinic

COLUMBUS, Ohio — Jimmy Reed’s West Broad Street store here held the first of a series of free customer clinics for the fall season. The store deals with tape recorders, tape cartridges, tuners, speakers and amplifiers.

H. H. SCOTT, Inc., has introduced the 3600 Cassette, a single channel, 8-track cassette recorder that will play Scott FM stereo cartridge recorders. With the Cassette, the 3600 Cassette is designed for FM, FM or pre-recorded cassettes. It can also record on to cassettes from records, stereo microphones, a reel-to-reel tape recorder, directly from the Cassette’s own FM stereo tuner. The suggested list is $295.00.

Katz Co. Will Add to Plant

LOS ANGELES—A 47,000-square-foot addition to its plant to allow stepped-up production of cassettes has been announced by Irv Katz, Audio Magnetics president.

The new addition will give Audio Magnetics about 100,000 square feet of office and manufacturing space in addition to another 10,000 square feet storage space recently leased adjacent to the plant.

A new sales office, additional cassette assembly lines, tape coating and research development will be housed in the plant addition. "The new wing will enable the company to produce about a million cassette units a month by May, 1969," said Katz.

Rose-Wood Into Tape Carousels

LOS ANGELES—Rose-Wood of California, manufacturer of disc karaoke books, has begun to produce a carousel for 4- and 8-track and cassette tape systems.

Aimed at the home market, the Rose-Wood Carousel, priced at $109.50, holds 40 tapes, and is 16 inches high. It lists for $169.35. The product will be marketed in the company’s North Hollywood plant, according to Herbert M. Rose, president of Rose-Wood.

A NEW 2,000-WATT TUGBENGUNSHING SIDE by 6-inch side projectord, designed for instant, extra-bright ad "spots" at terminal or as well as at strategic locations, has been announced by Deneco, Inc. The unit, Model G-2, plugs into a regular 20-
"THAR'S GOLD IN THEM THAR GROOVES!"
HEAVY, HEAVY SOUNDS FROM
THE AMERICAN BREED
"KEEP THE FAITH" ACTA 030
FROM THE MAN WHO WROTE THE AMERICAN BREED'S
MILLION SELLING SINGLE "BEND ME, SHAPE ME": LARRY WEISS
CASH IN ON THE ACTION!

ACTA RECORDS, A DIVISION OF DOT RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION
PRODUCED BY BILL TRAUT
You can’t buy a better tape at any price!

Complete line of cassettes. A and B track cassette base. Will match Tape and 1/2 and 1 1/2 in. wide tapes. Write for complete details.

IRISH TAPE
One Broadway, N.Y. 10013

You'll find out...Nov. 1st

Mercury

Mercury

Matsubara

Smash

Muntz

ABC

Tamla

MGM, Wellington In PT Promotion

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington is promoting its Playtape cartridges.

MGM, Wellington is promoting its Playtape cartridges.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.

MGM, Wellington In PT Promotion

- Continued from page 22

ten cartridges per machine. Playtape cartridges sell for $1.50.

Using deejay Ed Michael's program on WPII, as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heightened the excitement with contests in which Playtape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for Playtape products, one for the players, the other for music.
"CHÉR'S GOLDEN GREATS"

Worth its' weight in sales power!

DREAM BABY
SUNNY
COME AND STAY WITH ME
ELUSIVE BUTTERFLY
WHERE DO YOU GO
HEY JOE

YOU BETTER SIT DOWN KIDS
ALL I REALLY WANT TO DO
BANG BANG (MY BABY SHOT ME DOWN)
ALFIE
TAKE ME FOR A LITTLE WHILE
NEEDLES AND PINS

LP 12406
WHITE WHALE

HAS GOT IT

"LO MUCHO QUE TE QUIERO"

THE MORE I LOVE YOU

BY RENE & RENE

80,000 RECORDS SOLD IN TEXAS ALONE AND STILL GOING STRONG EXCLUSIVELY ON WHITE WHALE RECORD CO.

Also watch for the forthcoming Rene & Rene album soon to be released
Tape CARtridge

PHILCO-FORD is promoting its line of stereo cassette recorder/players by offering purchasers music from 10 LP's on five cassettes for $4.95. The customer mails the money together with proof of purchase to Philco for the cassettes. Pictured is an in-store display offered to dealers in conjunction with the promotion.

WANTED!
Two go-getting salesmen. One for New York area and Eastern territory, One for Detroit area covering Michigan, Ohio and Pennsylvania field. Prefer experienced record salesman converting to sheet music and music books. Great opportunity for the right man to earn big money.

Send qualifications to:
Box G14
Billboard
165 W. 46 St.
New York, N. Y. 10036

HERE'S A YOUNG BAND! Known as Quixone and the Red Coats, the group is composed of boys at grade school age. The band is sponsored by their teacher and arranger, Harry Rempe, Harry Rempe Music House, Fort Madison, Iowa. Rempe, once an army band director and bassist with the Andre Kostelanetz Orchestra, is one of the leading record retailers and music instrument dealers in his State. The band includes Kevin Murphy, lead guitar; Timmy Mapes, rhythm guitar; Steve Cooper, bass; Duane Wasker, drums, and Rempe's son, Bob, on organ. They have appeared on radio and TV and won in talent contests.

Quixonic Will Introduce A 'Problem Free' Speaker

The speaker is one-half-inch thick and features self-adhesive mounting. The styrofoam speaker, which can also be mounted with self-locking screws or clamps, is not a new concept, according to Quixonic engineers Carl Fuhrt and Andy Raffis. "But earlier attempts to use styrofoam never resulted in the kind of fidelity we have in this unit," Raffis said. "We can come below 100 cycles and produce an absolutely clean sound.

The flush-mounted speaker is being considered by one major automobile manufacturer for original installation in the arm rest of its 190 line, a Quixonic spokesman indicated. The unit will probably retail for $14.95 a pair.

Another speaker in the Quixonic line is aimed at the "do-it-yourself" stereo customer. Called the "Snap-Fast" speaker, the unit pulls apart and attaches to the door, side wall or other places in the car. It is 3 inches by 5 inches, has a three-inch magnet. It will also sell for $14.95 a pair.

when answering ads . . .
Say You Saw It in Billboard

MAIL THIS COUPON TODAY

HOW TO WIND 700 CASSETTES IN 8 HOURS

You'll discover how easy it is to increase your cassette output with the sensational new RD-7 Winder. Designed and developed by Liberty Tape Duplicating engineers, the new RD-7 Cassette Winders are equipped with a totally new tape splicer for maximum loading precision. RD-7 Cassette Winders are available in 3 versions:

RD-7B, for loading blank cassettes, priced at $854.00.

RD-7R, for loading recorded cassettes, featuring electronics to stop tapes for cutting, splicing and to verify program ends—automatically! Priced at $717.50.

RD-7BR, for loading blank & recorded cassettes with all of the above features, priced at $385.00.

If you're looking for increased speed, improved accuracy and lower production costs, clip and mail the coupon today! We'll help you wind up a little faster.

3 CO.S JOIN IN DAY, DATE PACT

NEW YORK — PlayTape Corp. has acquired the music right for its cartridge system from Buddah and Scepter Records. The agreement with both companies calls for the simultaneous use of their singles with PlayTape's four-song EP cartridges.

PlayTape's initial release for Buddah will be two 1910 Frugum Co. cartridges — "Simon Says" and "1, 2, 3, Red Light." three Dionne Warwick cartridges comprise the Scepter release—"Golden Hits, Vol. 1, Vol. 2" and "Valley of the Dolls."
AND HEADED FOR NUMBER 1
JOHNNIE TAYLOR "WHO'S MAKING LOVE" STAX 0009
EDDIE FLOYD "BRING IT ON HOME" STAX 0012
THE DECK IS STAXed,
SO BET YOUR MONEY ON A WINNER!

STAX RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION
HOT ALBUMS:
Booker T. and the M.G.'s
"Soul Limbo" STS 2001
Eddie Floyd
"I Never Found A Girl" STS 2002
Albert King
"Live Wire Blues Power" STS 2003

ALBUMS SOON TO BE RELEASED:
The Staple Singers
"Soul Folk In Action" STS 2004
Johnnie Taylor
"Who's Making Love" STS 2005
Country Music

Total Pre-Registration For 'Opry' Fêtes Mulled

By BILL WILLIAMS

NASHVILLE—WSM officials may resort to total pre-registration as an answer to crowded conditions at the anniversaries of the "Grand Ole Opry." Company officials said this might be the answer after it had to turn away several hundred late applicants for registration at this year's record gathering, held through Oct. 16.

Six thousand received convention buttons and admission books after paying a $10 contribution to the Opry Trust Fund. They availed themselves of eight buttons, a dozen or so shows featuring more than 200 country artists, seminars, interviews, and hospitality rooms so abundant everyone lost count.

Despite the crowd, it was perhaps the most smoothly run convention of the previous 17. Officials, however, were convinced that 6,000 represented a maximum figure and said another concerted effort would be made next year (Oct. 16-18) to pre-register everyone, using a cut-off figure. The heavy pre-registration this year may account, in part at least, for the orderness of the crowds. The vast majority of those present were actively involved in the music industry. Overall, the quality of the shows this year far surpassed that of previous years, with planning, production, and execution.

Questionably a standout was Johnny Cash, the Columbia artist, who received a gold record for his "Folsom Prison." He similarly received a gold record a year for a Don Law production. Bob Johnston did the honors this year. Cash was an overachieving success as an artist and showman in this post-CMA awards banquet presentation. Repeating the following day at the Columbia luncheon, he again received a standing ovation. Aside from the Cash show, however, the Columbia affair was much too long, and cut sharply into the time allocated Capitol Records.

The fact that it was an excellent show did not diminish the fact that it was over-loaded, including a strong pop set, the Birdys, Carl Smith was a standout.

Dot Luncheon

The Dot luncheon show came up with the greatest improvement over the past year. Straight down the line the talent was exceptional, with special emphasis on Diane Trask, who came to Dot in the recent production agreement with Boddy Killen of Tree Publishing and Dali Records.

Capitol, too, had an outstanding party and show, as did other sponsors such as United Artists, RCA, Decca, and, of course, Capitol's parent, EMI. Plantation presented the first show of the convention in conjunction with Minnie Pearl's Chicken.

The Country Music Association Awards show was, in the eyes of most critics, one of the tightest, best-produced shows of its kind anywhere. It was not only an empathy for the country feeling, but solid production which should stand the awards in good stead in future years.

The hospitality suites were, for the most part, operated smoothly, and there was a minimum of idle chatter. The convention commemorating the birthday of the oldest continuous show in the history of American radio now is a recognized nine-day affair, beginning with the Music City Fro-Celebrity golf tournament. This, too, was a successful venture, realizing money for the charities of sponsoring agencies for the first time, received some of the People of Nashville to top-notch entertainment as well as good food. Frank Rogers, who directed the tournament, was ebullient with the presentation of a guitar by Aten Carter Evans, publisher of the Nashville Tennessean, to his top-notch work, Rogers, in turn praised WSM president Jerry Byrd.

At the "Grand Ole Opry" on Oct. 15, a special citation was given to Pappy DeFord, the former stage manager, who has been with WSM for four decades. The highest place throughout the gathering was the Acuff Roche Cabaret center, installed for the second year to provide a showcase for those in convention. The ASCAP groundbreaking which took place amid convention time was more than a gesture. By the time the conventions had gone home, the old-printing structures standing on the ASCAP land were well on the way to demolition.

Foreign Country Ties Lined Up By 'Opry' Birthday Celebration

NASHVILLE—Foreign organizations from England, Germany, and Japan were represented at the "Opry" birthday celebration. Among other things, they arranged for the U.K. audience to tour the U.S. Capitol, which should stand the awards in good stead in future years.

The hospitality suites were, for the most part, operated smoothly, and there was a minimum of idle chatter. The convention commemorating the birthday of the oldest continuous show in the history of American radio now is a recognized nine-day affair, beginning with the Music City Fro-Celebrity golf tournament. This, too, was a successful venture, realizing money for the charities of sponsoring agencies for the first time, received some of the People of Nashville to top-notch entertainment as well as good food. Frank Rogers, who directed the tournament, was ebullient with the presentation of a guitar by Aten Carter Evans, publisher of the Nashville Tennessean, to his top-notch work, Rogers, in turn praised WSM president Jerry Byrd.

At the "Grand Ole Opry" on Oct. 15, a special citation was given to Pappy DeFord, the former stage manager, who has been with WSM for four decades. The highest place throughout the gathering was the Acuff Roche Cabaret center, installed for the second year to provide a showcase for those in convention. The ASCAP groundbreaking which took place amid convention time was more than a gesture. By the time the conventions had gone home, the old-printing structures standing on the ASCAP land were well on the way to demolition.

For the U.K.

Grant said that distribution of country records in Britain is improving, and that more will appear when the American singers get the right exposure. A number of British radio stations are playing American records, and some British record companies are signing American artists. The British who believe this will come about are those who own or operate radio stations. The British are also interested in the potential for the future of the British music industry.

In the U.K., Grant said that distribution of country records in Britain is improving, and that more will appear when the American singers get the right exposure. A number of British radio stations are playing American records, and some British record companies are signing American artists. The British who believe this will come about are those who own or operate radio stations. The British are also interested in the potential for the future of the British music industry.

(Continued on page 34)
A proud salute to those BMI writers who won the Second Annual Country Music Association Awards.

Single of the Year:
"Harper Valley P.T.A."
by Tom Hall,
published by Newkeys Music, Inc.
and recorded by Jeannie C. Riley

Album of the Year:
Johnny Cash for
"Johnny Cash at Folsom Prison"

Instrumentalist of the Year:
Chet Atkins

Entertainer of the Year and
Best Male Vocalist:
Glen Campbell

Female Vocalist of the Year:
Tammy Wynette

Vocal Group of the Year:
Porter Wagoner and Dolly Parton

Instrumental Group of the Year:
Buck Owens Buckaroos

ALL THE WORLDS OF MUSIC
FOR ALL OF TODAY'S AUDIENCE

BMI
BROADCAST MUSIC, INC.
"I WOULDN'T BE ALONE"
Mercury 72865
Roy Drusky

Mercury Records

BOOKINGS:
HUBERT LONG TALENT AGENCY
806 16th AVE. SO.
NASHVILLE, TENN. 37203
(615) 244-3124
Country Music

Tree's Stapp Wins 'Metronome' Award

NASHVILLE — Jack Stapp, president of Tree Publishing, was named winner of the "Metronome" Award at the conclusion of the convention here last week.

Mayor Beverly Breilein presided over the award ceremony as the individual who had contributed most to the growth of music in Nashville during the preceding 12 months. Among other things, Stapp had been the person primarily responsible for bringing back network television of the CMA awards show. He also had expanded his own company in many areas and had worked with others in the overall promotion of the music scene.

The presentation, a surprise, was made on the stage of the "Opry." Stapp had been called there ostensibly to be a part of a group picture involving all past managers of the "Grand Ole Opry."

Monument's Davis Will Do Radio Series for Military

NASHVILLE — Tex Davis, promotion director for Monument's country product, will do a series of radio shows for the armed forces radio and TV service.

Fred Foster, Monument president, said the show will emanate from here and will feature top stars of the music industry. Davis says the show will be aired on 350 stations in some 35 countries throughout the world. The show's listening audience has been estimated at 500 million.

The "Tex Davis Show" will feature such artists as Ray Stevens, who will guest on the first show. Stevens, a Monument artist, currently has a new single, "The Great Escape," and an I.P., "Even Stevens." Monument engineer Jim Malley will work the board.

A former disc jockey, Davis joined Monument about a year ago.

Nashville Scene

Kenny Price of Boones Records leaves Dec. 4 for a long trip through the Orient. It will be his first Christmas overseas, entertaining troops.... Ronnie Prophet, who is on no label, was chosen to lead the entertainment at a top country supper club here during convention week. Ronnie Guitar has recorded "Johnny Tillootson's "Keep Right on a Hurricane" in her latest Dot LP, and "Going, Going Gone," co-written with Evans and Paul Evans, as her latest single. It's published by Nation-Port, Inc. - Don Logan of Paula Records, Streepert, was here for the Great West seminar produced by Buddy Killen, then came back for a Cheryl Feola session. Again he returned for the convention, and now is coming in for a Mickey Gilley album.... Dick Stacey is on the sister label, not Starday.

Doc Williams has a new single called "Hang Up The Phone." His wife, Chylle, has one called "Re- gard the Sunset." Both are on the Wheeling label.... Rusty Adams just cut his third session on Dinell Records. His title is "Dickie Done." - Lee Russell has recorded the old Harry Vester tune "Mom, My Dear" for Monument's "Two." - Pete Drake has his first in- stitutional release in two years, and his own label, Stop. He previously was on Smash. The new Drake Instrumental is called "Jog- gin'" and is said to have another new Drake album. - Ben Coldire made a trip here to record a new comedy album, and was over- whelmed with his CMA award. The Stomper's have changed the format of their syndicated TV show. Now the new shows will include many guest stars. Those taped in the new series have been

(Continued on page 35)

PX's Sales Wealth

- Continued from page 30

lished a worldwide image for the city.

Murray Craig, British deejay, gave a detailed history of the development of country music popularity in England. He said that a Nashville station had a club sitting more than 700 people in England, and that the new Drake Instrumental is called "Joggin'." He also said his new Drake album. - Ben Coldire made a trip here to record a new comedy album, and was overwhelmed with his CMA award. The Stomper's have changed the format of their syndicated TV show. Now the new shows will include major guest stars. Those taped in the new series have been

(Continued on page 35)

Yesteryear's Country Hits

Change-of-pace programming from your library's shelves, featuring the disks that were the hottest in the Country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—
5 Years Ago
November 2, 1963
- "Love's Gonna Lay Here--Back Ave. (Capitol)
- "Back Talkin' Lips--Everett Edward (Mickey)
- "Take Ten--Bill Anderson (Decca)
- "Make the World Go Away--Roy Price (Columbia)
- "Alabam--George Hamilton IV (RCA Victor)
- "You Comb Her Hair--George Jones (United Artists)
- "Cowboy Roots--Dave Dudley (Dot)
- "Mountain of Love--David Houston (Capitol)
- "Faded Love--Patsy Cline (Decca)

COUNTRY SINGLES—
10 Years Ago
November 3, 1958
- "City Lights--Roy Price (Columbia)
- "Swing Along the Highway--Rank Thompson (Capitol)
- "Moonlight and Moonshine--Sonny James (Capitol)
- "If He Ever Agains Johnny Cash (Columbia)
- "You're the Nearest Thing to Heaven--Johnny Cash (Sun)
- "Pick Me Up on Your Way Down--Charlie Walker (Capitol)
- "Blue Bay--Joe Reeves (RCA Victor)
- "Give Myself a Party--Don Gibson (RCA Victor)
- "Country Music Is Here to Stay--Sonny Croom (Capitol)
- "Tennessee County Jail--Webb Pierce (Decca)

Foreign Country Ties Lined Up

- Continued from page 30

gent was led by Gordon Smith, who first brought the Hillbillys to America a year ago and got them a contract with RCA, and a session with Bobby Bare. Now an independent producer, he heads an organization known as Country Music Enterprises, and has an Opry Publications, Ltd. He prints a monthly magazine called "Opry" which deals with everything from biographies to discographies. Smith brought with him British recording artist Phil Bradley and sought contractual arrangements similar to those obtained a year ago for his other group.

ASCAP VETERAN Charlie Tobias accepts ax president Stanley Adams a silver bowl inscribed with the society's appreciation for the contribution to music made by Tobias.

LATE REGISTRANTS line the walk in front of Nashville's Municipal Auditorium for the 43rd anniversary celebration of the "Opry" and the CMA convention.

ERNEST TUBB performs with his Troubadors at the Decca party during the "Opry" celebration.

FORTY-SEVEN ACTS of the "Grand Ole Opry" crowd on stage for the finale of the WSM breakfast observing the birthday of the show.

NOVEMBER 2, 1968, BILLBOARD

34
<table>
<thead>
<tr>
<th>Date</th>
<th>Billboard Country Music</th>
</tr>
</thead>
<tbody>
<tr>
<td>November 2, 1966</td>
<td><strong>Billboard HOT COUNTRY LP's</strong></td>
</tr>
</tbody>
</table>

**Hot Country LP's**

- **Billboard SPECIAL LIBRARY**
- **For Week Ending 11/11/66**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label &amp; Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 HABRIDGE JOHN</td>
<td>JESSE DAVIS, VICTOR</td>
</tr>
<tr>
<td>34 GENTLE ON MY MIND</td>
<td>GLEN CAMPBELL, CAPITOL</td>
</tr>
<tr>
<td>32 GONZO AND THE GRAY</td>
<td>BOBBY BROWN, CAPITOL</td>
</tr>
<tr>
<td>33 JIMMIE RODGERS</td>
<td>BUCK OWENS, VICTOR</td>
</tr>
<tr>
<td>34 KING OF THE TRIBE</td>
<td>MERLE HAGGARD, CAPITOL</td>
</tr>
<tr>
<td>35 LADY OF THE MOUNTAIN</td>
<td>DOLLY Parton, RCA</td>
</tr>
<tr>
<td>36 LONE STAR WEST</td>
<td>TONY CURTIS, CAPITOL</td>
</tr>
<tr>
<td>37 MADAME ROSE</td>
<td>CLYDE FRANK, VICTOR</td>
</tr>
<tr>
<td>37 MISTY MEADOWS</td>
<td>BUCK OWENS, VICTOR</td>
</tr>
<tr>
<td>38 MUSICAL ROMANCE</td>
<td>JIMMY DAVIS, VICTOR</td>
</tr>
<tr>
<td>39 MY OLD COUNTRY HOMESTAY</td>
<td>LOVETTE, VICTOR</td>
</tr>
<tr>
<td>40 NIGHT WALKER</td>
<td>MILLIE MURPHY, MERCURY</td>
</tr>
<tr>
<td>42 PARISIAN PRINCESS</td>
<td>CARL SMITH, VICTOR</td>
</tr>
<tr>
<td>35 RAINBOW STARR</td>
<td>DOLLY Parton, RCA</td>
</tr>
<tr>
<td>36 SENATOR JOHN</td>
<td>TED JONES, VICTOR</td>
</tr>
<tr>
<td>37 SWEETHEART OF THE YEAR</td>
<td>DOLLY Parton, RCA</td>
</tr>
<tr>
<td>38 TANGERINE TROUSERS</td>
<td>CLYDE FRANK, VICTOR</td>
</tr>
<tr>
<td>39 THAT LITTLE LITTLE LADY</td>
<td>JIMMY DAVIS, VICTOR</td>
</tr>
<tr>
<td>40 WOMAN WITH A HORN</td>
<td>CLYDE FRANK, VICTOR</td>
</tr>
</tbody>
</table>

**Country Music**

**Nashville Scene**

- **Continued from page 34**

**The Great Stonewall Jackson**

- WM PRESIDENT: Irving Waugh announces a feasibility study leading toward new "Opry" house and a complex including an amusement center to be known as "Opryland."

- Today Stonewall Jackson is more popular than ever. And great country songs are just as great. This album combines both. It's a combination that's bound to remain constant—right on the charts. Stonewall Jackson, The Great Old Songs. And he's got a lasting single in "Angry Words!" On Columbia Records.
Instruments Hold Key For Electronic Music

CHICAGO — Although electronic music has been on the scene for some 15 years, it is now on a threshold. This is the evaluation of Robin McBride, product manager of Folkstone Records. The avant-garde label of the Mercury Record Corp. is noted for its product in this area.

"The next six months will see some surprising developments in electronic music," said McBride, "and the next two years will see a greater use of electronic music and hopefully commercially available instruments for this music.

"I do believe strongly that as electronic instruments are developed, they will be heavily used in the pop field. Right now, a lot of the instruments are still in the developmental stage.

"We are looking forward to the next few years when we should see some real progress."

Accordian Event Picks New York

NEW YORK — The 1969 World Accordian Championship, the 22nd annual "Coupe Mondial" of the International Confederation of Accordiansists, will be held here in the fall. Accordianists, under the sponsorship of the American Accordionists Association and its member manufacturers, will gather here for the event, which is scheduled for Aug. 6-8 at the Waldorf-Astoria Hotel. McBride, and the group's leaders will meet at the Waldorf-Astoria Hotel.

"We are looking forward to this annual event, which is one of the largest and most prestigious in the world."

RUTH WHITE, an artist-composer of the West Coast, is shown here creating her own brand of electronic music. Miss White, whose first album "The Time" was released last year, is already planning her next release. The album is scheduled for release this spring.

"The" computer stigma is really a false stigma. Like any other music, electronic music can be as interesting or boring as the performer cares to make it. The talent is still in the composer-arranger.

"We are not even close to where a machine will take over a valid arrangement. The machine is superior. With electronic music, it is just that we've come up with a new type of instrument."

While portable electronic instruments are greatly needed for live performances, one very important item in the field has been on the market for some time. This is the combo organ.

Goetz Restaurant

COLUMBUS—Lloyd Goetz, who has operated the Goetz Music House here for many years, has ventured into a second business, the new Goetz Music Store at 108 West Washington Ave. The restaurant's musical features violins and mandolins, a reminder of its owner's first love in business.

H & H Managers

HOUSTON — Women Cunningham has been appointed manager of the H & H Music Store at the Southwest Shopping Center. Meanwhile Fred Camp has been named manager of the H & H Music Store at the Houston Shopping Center outlet.

Goetz Restaurant

COLUMBUS—Lloyd Goetz, who has operated the Goetz Music House here for many years, has ventured into a second business, the new Goetz Music Store at 108 West Washington Ave. The restaurant's musical features violins and mandolins, a reminder of its owner's first love in business.

H & H Managers

HOUSTON — Women Cunningham has been appointed manager of the H & H Music Store at the Southwest Shopping Center. Meanwhile Fred Camp has been named manager of the H & H Music Store at the Houston Shopping Center outlet.

"The" computer stigma is really a false stigma. Like any other music, electronic music can be as interesting or boring as the performer cares to make it. The talent is still in the composer-arranger.

"We are not even close to where a machine will take over a valid arrangement. The machine is superior. With electronic music, it is just that we've come up with a new type of instrument.

While portable electronic instruments are greatly needed for live performances, one very important item in the field has been on the market for some time. This is the combo organ.

Goetz Restaurant

COLUMBUS—Lloyd Goetz, who has operated the Goetz Music House here for many years, has ventured into a second business, the new Goetz Music Store at 108 West Washington Ave. The restaurant's musical features violins and mandolins, a reminder of its owner's first love in business.

H & H Managers

HOUSTON — Women Cunningham has been appointed manager of the H & H Music Store at the Southwest Shopping Center. Meanwhile Fred Camp has been named manager of the H & H Music Store at the Houston Shopping Center outlet.

"The" computer stigma is really a false stigma. Like any other music, electronic music can be as interesting or boring as the performer cares to make it. The talent is still in the composer-arranger.

"We are not even close to where a machine will take over a valid arrangement. The machine is superior. With electronic music, it is just that we've come up with a new type of instrument.

While portable electronic instruments are greatly needed for live performances, one very important item in the field has been on the market for some time. This is the combo organ.

Goetz Restaurant

COLUMBUS—Lloyd Goetz, who has operated the Goetz Music House here for many years, has ventured into a second business, the new Goetz Music Store at 108 West Washington Ave. The restaurant's musical features violins and mandolins, a reminder of its owner's first love in business.

H & H Managers

HOUSTON — Women Cunningham has been appointed manager of the H & H Music Store at the Southwest Shopping Center. Meanwhile Fred Camp has been named manager of the H & H Music Store at the Houston Shopping Center outlet.

"The" computer stigma is really a false stigma. Like any other music, electronic music can be as interesting or boring as the performer cares to make it. The talent is still in the composer-arranger.

"We are not even close to where a machine will take over a valid arrangement. The machine is superior. With electronic music, it is just that we've come up with a new type of instrument.

While portable electronic instruments are greatly needed for live performances, one very important item in the field has been on the market for some time. This is the combo organ.

Goetz Restaurant

COLUMBUS—Lloyd Goetz, who has operated the Goetz Music House here for many years, has ventured into a second business, the new Goetz Music Store at 108 West Washington Ave. The restaurant's musical features violins and mandolins, a reminder of its owner's first love in business.

H & H Managers

HOUSTON — Women Cunningham has been appointed manager of the H & H Music Store at the Southwest Shopping Center. Meanwhile Fred Camp has been named manager of the H & H Music Store at the Houston Shopping Center outlet.

"The" computer stigma is really a false stigma. Like any other music, electronic music can be as interesting or boring as the performer cares to make it. The talent is still in the composer-arranger.

"We are not even close to where a machine will take over a valid arrangement. The machine is superior. With electronic music, it is just that we've come up with a new type of instrument.

While portable electronic instruments are greatly needed for live performances, one very important item in the field has been on the market for some time. This is the combo organ.
Heartwarming saturates country DJ's in drive on gospel singles

NASHVILLE — Heartwarming records are shrinking crowds into the country disk jockey field, hoping to broaden gospel markets in the single record field. Bob McKenzie said heartwarming has mailed to 2,000 country disk jockeys three singles pulled from albums by gospel groups. These are singles which are of extraordinary interest to country people," McKenzie pointed out. "The sale of singles is relatively rare in the gospel field, so we have hopes of selling them country.

The record company executive said that the albums themselves have been mailed to gospel disk jockeys, while the singles pulled from the albums have gone to the country stations. The first of these is from an album of the Singing Rambos titled "An Evening with the Singing Rambos." The "A" side of the single is a tune written by Dottie Rambo, "Where Did All the Good Folks Go." The tune is back-grounded with solid country sounds. The "B" side of the record, also written by Dottie Rambo, is "If I Were My Brother."

The second single involving a man long active in both the country and gospel fields, Buddy Deveron. Taken from his (HWS 1954) LP, "Country Soul Inspiration," the singles are "What Will We Tell Our Sons?" a powerful recitation with country background, and "Old Uncle Andy (They Tore the Church Down)."

The third single, by the Sego Brothers and Naomi, is from their album, "This World Has Turned Me Down." The plug side album title is "Good Morning Neighbor," a tune which has long been utilized by many country stations as a sign-off or theme song.

Panther Hall May Get Menu Of Gospel Music & Chicken

FORT WORTH — Panther Hall, long famous for its country music on Saturday night, may combine gospel music and chicken on Sunday. J. D. Kuykendall, operator of the hall, said he is negotiating plans which may take him one of two directions. The first call for the appearance of a strong gospel group on a Sunday afternoon at the 2,500-seat hall, perhaps with a chicken franchise to feed the people their post-church meal.

"We would get the people between church in the morning and the evening services," he said, "and would not conflict in any way with any gospel groups performing on Saturday night."

The second alternative would be to take the star of the Saturday-night country show at Panther Hall and keep him over to perform nothing but religious music on Sunday afternoon, thus getting a double-date.

"All of the country artists know a lot of religious music and if we can't get the gospel groups to come in we'll go that route," Kuykendall said he planned to negotiate with one of the chicken franchise owners to have the chicken dinners catered and brought in, and have something similar to an all-day sing with dinner on the grounds, except that it would be inside the hall.

There would be no conflict with the current booking by W. B. Rowlin, who brings in gospel acts on an irregular basis on Saturday nights. Kuykendall said, "I've talked with Mr. Rowlin about this, and he understands what I'm trying to do," he added.

"I can give them the advantage of 52 weeks a year," said Kuykendall. "In addition, I have an hour-long television show each Sunday afternoon which I can use for promotional purposes. And, on Saturday night, I can promote the show the next day."
**Angel to Release 'Dutchman'—Guitarist Parkening in Debut**

HOLLYWOOD—Angel Records is issuing a new recording of Seamus Wagner's classic opera, "The Flying Dutchman," next week. Angel also will introduce guitarist Christopher Parkening with two albums.

**First Recording of Rorem's 'Trios' Out on Westminster**

NEW YORK—A first recording of Ned Rorem's "Trios for Flute, Cello and Piano" is being issued by Westminster Records. This is the first in a Tipton Trio series, which also features trios for those three instruments by Martin and Marzona.,
HOLLYWOOD—Angel Records has joined the classical single field with a disk designed to sell on its own and also promote the new Modlock Angel Recording of the "Carmen" ballet suite, adapted by Rodin and Shchedrin from Bizet's opera.

The single was the "Carmen" suite, No. 9, written for strings and percussion by Rodin. The recording received a glowing review in the "New York Times," and the disk, with Rodin's liner notes, is being promoted heavily.

Rodin has been associated with Angel Records since 1974, when he composed the theme music for the film "Carmen." His previous work with Angel includes the "Carmen" ballet suite, which he recorded in 1977.

The release of the "Carmen" suite single is part of Angel Records' ongoing effort to promote Rodin's music, which has received worldwide acclaim. The company has been working with Rodin to develop new recordings and arrangements of his works.

The "Carmen" suite single is available now at select record stores nationwide.
Motorola Promotes 'Fenwick' For Christmas Spectacular

CHICAGO — Motorola, Inc., announced here last week that it will sponsor the premiere telecast of a new Christmas story entitled "Fenwick," in several major cities, including Chicago.

Area viewers will be able to watch the spectacular which tells the story of the power of love and faith, Dec. 1 on WBBM-TV from 6-6:30 p.m., with hopes the "Fenwick" will become a seasonal classic.

Motorola is considering a national television schedule for the show next holiday season.

"Fenwick" will star veteran actor Walter Slezak as narrator and Santa Claus, songstress Anita Bryant in an inspirational finale, Michael Tink of "Juliet" in the title role and Johnnie Whitaker of "Family Affair" as Snap, the foremost of Santa's elves.

The writer of "Fenwick" is Joseph Schrunk, who scripted Rodgers and Hammerstein's "Cinderella," "Smockey the Bear" and Shirley Temple's "Beauty and the Beast." The producer is Peabody Award winner Harry Jaffe.

In association with the premiere telecast, a deluxe book and record edition of "Fenwick" will be available to Motorola dealers. The record, a 12-inch single LP, is produced by Fenwick Industries and includes "Fenwick," Santa's Workshop, "What a Land Santa Land," "Reprise of Fenwick" and Miss Bryant's inspirational finale, "Keep Thy Faith Children."

Motorola is planning a community service program in connection with the premiere telecast.

Urge Small Businesses To Utilize Computers

ST. LOUIS — More than half of the 40,000 computers in the U.S. are small scale and by 1980 it is estimated that 60,000 of the then 85,000 computers will be small models. This is the estimation of G. de Sabata, manager, small computer marketing, General Electric, who thinks more small businesses should investigate the use of computers.

By "small," de Sabata said he means a computer that ranges in terms of monthly rental from $1,000 to $3,000. Many small computers, he said, can do work previously only possible on larger machines. He lists such chores as inventory control, payroll figuring, billing and accounts receivable handling.

Many record retailers are already utilizing some form of inventory tagging. A number of distributors and rack jobbers have gone heavily into merchandising ticketing programs.

As another sale, considering the rental of a computer, de Sabata, who addressed a group of attendees here recently said, "A small computer is justified from a cost standpoint whenever one of the equipment is utilized to handle routine office jobs within the company in the neighborhood of $500 to $700 per month."

He said that stock control was probably the single most important aspect in considering a computer. A distributor recently increased his stock turnover from 15 to 17 per cent after renting a computer, de Sabata said.

The computer expert advises businesses to study computer applications in companies comparable in size to their own and to look for computers which have sufficient flexibility to allow low for different "peripheral units."

Such peripheral units would include card readers, card punches, tape readers, magnetic tape readers and disc drives.

Hi-Fi Show

LOS ANGELES—The High Fidelity Music Show opens here Wednesday (30) at the Civic Auditorium under the auspices of the Institute of High Fidelity. For $50 an exhibitor can display and demonstrate their hi-fi and stereo component lines during "Hi-Fi Day," Wednesday (30). A "Hi-Fi Day" (3). A series of seminars explaining equipment, uses and techniques will be presented.

As a consumer incentive gimmick, show visitors will receive a bonus saving certificate which will allow them a saving on component purchases of at least $200. The certificate excludes fine-tuned merchandise or products by special franchise limitations.

New Philco Displays

PHILADELPHIA — Self-contained floor displays for Hip Pocket Records have been introduced by Philco-Ford Corp. for the pre-Christmas selling season. Two types of displays are offered: one for best-selling songs for the teeny-bopper and young adult market and the other for Philco-Ford's new Hip Pocket series for children.

Radiation Safety Act Spells Out More Time for Record Keeping

WASHINGTON — Retail dealers and distributors of color TV's and other electronic products will have some new record keeping to do, now that Congress has passed the Radiation Safety Act, enabling the Health, Education and Welfare department, to set standards for safe levels of radiation, to protect consumers.

Dealers and distributors will have to keep records of purchaser's name and product identity for all products costing $50 or more, on which HEW sets safety standards for radiation emission.

The retailer does not have to forward the information automatically to the manufacturer (dealer), but he must keep copies of the records on hand. He may elect to hold onto his records unless he is called on to report to the manufacturer and—or HEW in cases where sets that violate the new standards must be called in. He must notify the manufacturer and HEW that he is electing to keep his records until they are required. If he elects to place the records with the manufacturer, the latter must keep them confidential.

Everyone will have ample time to comply with standards, since HEW has set the effective date two years from the setting of the safety standards. The standards will be evolved by HEW working with a 15-member advisory commission made up entirely of government, manufacturer and consumer representatives.

Some senators were dissatisfied with the price limit of $50 and up, which was set to save the dealer's job of record keeping on various small-ticket items. Congressmen would rather see $100 to $200 price floor a periodical review to make sure it has not been fixed too high to protect consumers from any possibility of "significant" radiation injury (which includes genetic injury) in cheaper sets and electronic gadgets.

The bill makes manufacturers responsible for repair, replacement or refunding of money on any color TV set or other item that is in violation of standards or is feared to be a possible source of injury to the buyer. The bill clears the hazard by providing that even if a color set is technically in violation of a standard, it may be sold, but can be proved non-harmful to HEW's satisfaction, the manufacturer does not have to notify the dealers or recall the sets.

The manufacturers must certify any product that comes under established safety standards for radiation emission, and provide a certificate for the item. The manufacturers can set up their own testing, as long as HEW is satisfied that they safeguard the consumer and bring the product into conformity with the established standards. HEW is to make a continuing review of the test programs.

(Continued on page 41)
Audio Retailing

Dealers Prepare Themselves For Give and Take Season

By GODFREY LEYMAN

SAN FRANCISCO — As the Christmas music and record store dealers must again prepare for an upswing in business, according to San Francisco department store manager, the top selling Christmas song is "an" hard to believe the world is at the time of the year. The fewer could easily be cut down the street or an otherwise steady, reliable customer.

Covington Division of Coventry Security Systems, has been keeping an eye on record shops for months, in order to cut their losses and has found an adequate detection system supplemented by a few simple precautions, can reduce losses by about one half. The shoplifting of records is especially heavy, and the most critical time of the day is in the hour and a half after neighboring store sales. The manager points out that these are not hard kids, but that "unauthorized" children of two disks for the price of one is often too difficult to resist.

As for general precautions to follow, Coventry advises all listeners to keep their booths from being used. The borrower should also be required to return the L.P. when not in use.

Covington warns dealers not to stock their 45's in these racks since they are so easy to take. As for the posting of "deterrent signs" to the cash registers and in the service section of the store, this serves to advise customers that the store is under surveillance. The customers, in turn, acquire a feeling of not knowing when they are being watched.

Safety Acts Mean More Record Keeping

-Continued from page 41-

In-store inspection is limited to the safety-check section of the assembly line. The government can inspect the manufacturer's testing program only if HEW has "good cause" to believe it is needed. Example would be when the product vio-

lates the standards set by the manufacturer, but the manufacturer keeps on issuing and when the color TV or other product is clearly dangerous, even though standards may not yet have been established under the new legislation.

Before Sale

Further, the manufacturer's testing program has been found inadequate, he would have to take the responsibility of testing each individual set be-

fore he could certify compliance on it before sale. Once HEW has found a manufacturer at fault enough to require inspection, the government can thereafter review his testing program with special emphasis at reasonable times.

There is no power of seizure of dangerous product granted to HEW in the bill — an omission which was possible, he says. Yardborough (D-Tex.) says he intends to rectify in future the necessary legislation. Sen. E. Bartlett (J-AZ), who has spearheaded labeling and radiation law, also promises to work on the seizure aspect, particularly since automatic inspection systems were lost in "conference" between House and Senate versions of the legislation.

However, in the case of a toy or other item with electronic circuits which comes on the market against the wishes of Ralph Yarborough (D-Tex.) he says he intends to rectify in future congres-
onal action. Sen. E. Bartlett (J-AZ), who has spearheaded labeling and radiation law, also promises to work on the seizure aspect, particularly since automatic inspection systems were lost in "conference" between House and Senate versions of the legislation.

In the case of a toy or other item with electronic circuits which comes on the market against the wishes of Ralph Yarborough (D-Tex.) he says he intends to rectify in future congres-

sional action. Sen. E. Bartlett (J-AZ), who has spearheaded labeling and radiation law, also promises to work on the seizure aspect, particularly since automatic inspection systems were lost in "conference" between House and Senate versions of the legislation.

Scanning The News

Charles B. Certio has been named sales manager, Cleveland district, Philo-Ford Corp., sales and service division. He was previously sales manager, Franklinton Co., Cleveland distributor...

To ATTRACT NEW RECORDISTS and to make it easier for the newly converted to tape recording, Robins Industries Corp. has published a list of essential accessories in an attractive vinyl "Robins" sales manager Rob C. Cooper suggested using the kit as a tie-in premium for recording equipment.
Genaro Bulletin

COLLEGE POINT, N. Y. —

A new bulletin published by Genaro, Inc., describes an instant-slide presentation system that requires less than 5 minutes from the taking of picture to projecting it on a screen. The system combines the Polaroid MP-3 Industrial View, Land cameras and Genaro's 3,000-watt 3½-inch by 4-inch professional slide projectors, which may be used for either front or rear projection.

Tony Mottola enjoyed a great deal of popularity with his recent single "This Guy's In Love With You." This track is now included in Mottola's latest album entitled "Warm, Wild and Wonderful" (Project 022528). This album presents Tony Mottola at his very best with a series of extremely enjoyable instrumental versions of recent hit songs that are familiar to everyone. Tracks include "Do You Know Where to San Jose," "Goin' Out of My Head" and "Dream a Little Dream of Me." Tony Mottola requires a guitar that will match his versatile and expressive stylings and he chooses a Gibson—the choice of professional musicians. (Advertisement)

DISTRIBUTORS WANTED

Telex Encore Stereophones Made in America
Unbelievably easy sale at $9.95

(Clever, these Americans)

The sound of profit is yours with the new Telex Encore Customer-pleasing sound. 50 to 18,000 Hz, unabridged response. Light weight molded tough polycarbonate plastic. Foam filled removable vinyl cushions. Full color impact packaging. Call or write Telex.

Contact Russ Molloy, Telex Communications Division, 9600 Altrichter Avenue South, Minneapolis, Minnesota 55420 Phone (612) 884-4051

---

TELEX

5017 30th Avenue South
Minneapolis, Minnesota 55420

---

Telex Encore Stereo Speakers Made in America
Unbelievably easy sale at $9.95

When answering ads...
Say You Saw It in the Billboard

---

TOP 40

Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio air play lists in sum order.

Wk No 39

Stylus

No. Title, Artist, Label & Number

1 2 3 4

THOSE WERE THE DAYS

Mary Hopkin, Apple 3001 (J.R.O., BMI)

5 6 7 8

MY SPECIAL ANGEL

Vogues, Regal 0594 (BMI, BMI)

9 10 11 12

OVER YOU

Gary Puckett & The Union Gap, Columbia 44044 (Vorin, BMI)

13 14 15 16

LITTLE GREEN APPLES

El DeBourge, Columbia 44416 (Vorin, ASCAP)

17 18 19 20

LES BICYCLES DE BÉLIZE

Exploitation International, Paris 40023 (V.R., ASCAP)

21 22 23 24

VIEUX

Frank Sinatra, Reprise 6764 (Irving, BMI)

25 26 27 28

THE FLOOR ON THE HILL

Smokey Robinson & The Miracles, A&M 2691 (Conn, ASCAP)

29 30 31 32

GENTLE ON MY MIND

Don Campbell, Capitol 9799 (Graves, BMI)

33 34 35 36

YOU THEN CAN TELL ME GOODBYE

Bobby Vee, Capitol 478504 (Avery-Rose, BMI)

37 38 39 40

HELP YOURSELF

Tom Jones, Parrot 04029 (Famous, ASCAP)

---
PATTI DREW:  "HARD TO HANDLE"

...but so easy to sell.

new. single. available.
just call your man
at Capitol.
he'll get you all you want.
Billboard Congratulates the following winners of the FIRST ANNUAL ASCAP-DEEMS TAYLOR AWARDS

FIRST PRIZE - BOOK DIVISION

GEORGE T. SIMON
author of "The Big Bands"
and a contributor to Billboard

SECOND PRIZE - BOOK DIVISION

SIDNEY SHEMEL and M. WILLIAM KRA SILOVSKY
author of "More About This Business of Music"
a Billboard Publication

SECOND PRIZE - MAGAZINE ARTICLES DIVISION

ARNOLD SHAW
authors of CAVALIER MAGAZINE ARTICLES
and a contributor to Billboard

"Sold through the Billboard Bookshelf
165 West 46th St., New York, New York"
the core of the leisure explosion

Special Market Profile Sponsored by
North American Leisure Corporation
A Subsidiary of Omega Equities Corporation
Dear Larry,
The association is a pleasure,
Congratulations

tetragrammaton records
3500 North Canon Drive, Beverly Hills, California 90210 (213) CRESTVIEW 8-7600
A SUBSIDIARY OF
The Campbell, Silver, Cosby Corporation
LARRY FINLEY: Barnum and Shakespeare All in One

In his 55 years, the president of the new NAL firm has done such diverse things as: having his own enormously popular radio and TV shows; founding his own radio network which grew 500 stations strong; producing his own motion pictures, owning and operating Finley's Credit Jewelers; owning and operating his own Hollywood restaurant; owning his own radio transcription business and owning and operating three major California ballrooms. At one point the indefatigable Finley was involved in the ownership of an amusement park, a radio station, his transcription business, three ballrooms, a jewelry store and a stuffed fruit business, all at the same time. Larry Finley was also among the first to form his own television production company and offer shows for syndication.

His background in the record business has been formidable too. Finley has served in executive capacities with three labels, Top, Dot and MGM. He was one of the first in the industry to see the highly profitable possibilities in the premium record. At MGM he developed and exploited the label's extensive catalog of interesting national product advertisers in the idea of using a self-liquidating phonograph album, or specially prepared 45 r.p.m. single, as a promotional tool. Through his efforts a special John F. Kennedy memorial set offered through the Longines Symphonette Society made $250,000 for the J. F. K. library. At MGM he used the company's catalog to create special disk packages for a wide group of clients ranging from Alemite CD-2 petroleum products to a highly successful Montgomery Ward campaign.

All of this experience is bound to stand Larry Finley in exceptionally good stead in his new capacity as President, founder and power source for North American Leisure. And once again, although he has been a pioneer in the tape field, a moulder of the industry's structure and image as it appears today, Larry Finley is still at work developing these ideas that will broaden and improve the tape market. He has an acute awareness of the present marketing and production problems that beset the business and has determined that NAL is the company to solve them. At the head of his NAL list are product and delivery. The company is specifically geared to zero in on two of the major causes of distributor and retailer anguish, hit product and the speed with which it is delivered.

To combat these twin evils, Finley has searched out excellent chart product on the Amry-Maia-Bell, Roulette, Project 3, White Whale, Tetragrammaton, Kapp and Plantation labels among others, and then has concentrated on getting the product into the hands of his distributors in less than 48 hours. Unlike any other company in the business, NAL guarantees a 100 percent fill of order within 48 hours. Jeannie Riley's "Harper Valley PTA" smash on Plantation is a perfect example. While the record was first breaking on Top 40 radio stations around the country, NAL's production facilities were already pouring out cartridge product on the hit. Less than 48 hours from the time product was manufactured, it was in the hands of distributors around the country.

Solving the production and delivery problems is one facet to the Finley plan for success, but the larger and more important part can be summed up in two words: create and promote. By far, these two aspects of his business scene are closest to his heart. Larry Finley is by nature a showman. He loves excitement, the thrill of sensing audience reaction and the feeling of accomplishment that comes with pleasing large masses of people. Throughout his career he has always concentrated on what he felt were the good things in the entertainment world and then promoted the "hull out of them." He is aware that nothing sells itself. "People do not buy what they do not know, have not heard and cannot see," he says. "Product awareness is essential on every marketing level. The ultimate consumer has to hear, see, read of and then talk about your product to friends and acquaintances. To accomplish this a product must be brought to his conscious mind in every way possible, by every means available. It must be displayed, advertised, publicized and visualized in any and all combinations of printed and spoken words; with and without pictures."

In something less than three months with NAL, Finley has already begun to roll his promotion-exploitation steam roller. This special trade newspaper section is a typical example. Typical too are the deals he has cut to have his product exposed on television on "The Dating Game," twice a month, and once a week on "The Newlywed Game" (see separate story). Unusual and promotion minded too, is his idea for the creation of a hospitality suite for distributors, buyers and retailers (see separate story).

In every way possible, Larry Finley is moving to make his company, North American Leisure Corp., the hottest property to hit the entertainment scene since the stone age. Knowing his past record of accomplishment it is a safe guess to assume that NAL will come across to the trade and the American public like Shakespeare and P. T. Barnum all rolled into one.
Acquisitions Trigger Omega Growth

As a subsidiary of Omega Equities Corp., North American Leisure Corporation is a member of one of the most dynamic and sophisticated financial organizations in the country. Eight years old, Omega is publicly owned, originally a real estate company but now geared to diversification and growth, and under the leadership of its President, Jerry M. Tenney, the company has made significant strides in the last year.

Sound investment, solid acquisitions with formidable growth potential and aggressive management seem to be the keys to Omega's swift growth. Larry Finley, president of Omega Equities, has made major acquisitions on both the East and the West coasts. In September, Omega President Tenney announced that the company had acquired all the stock of Raleigh Manufacturers, Inc., New York City and Baltimore. Raleigh Manufacturers is a manufacturer of quality suits, sports coats and slacks for men and the second largest manufacturer of men's formal wear in the United States. The company makes the Raleigh, Tallec, Wall Street and Domone brands.

With its potential to acquire Nob Hill Knitting Mills, Inc., in the trade as Knitting Mills of Los Angeles, in September, the company is a manufacturer of men's and women's knitwear.

In one of its most recent announcements Omega Equities announced that it had reached agreement in principle to acquire Rajac Industries, Inc., a diversified company in Tucson, Arizona-based holding company, Publicly owned since 1961, Rajac is engaged in agricultural land development, mining operations and low cost foreign housing and construction. The company, through its director of Acquisitions, Larry W. Baek, is constantly on the lookout for new properties with solid growth potential.

NAL Story: Leisure Time Is Where It's At...

The North American Leisure Corporation is a subsidiary of Omega Equities Corporation. The company was formed by Larry Finley because he sees the leisure time market as one of the most volatile areas of business in the coming years.

Finley formed NAL in July of this past summer, and by August I the company was a functioning corporation. North American Leisure's initial entry into the entertainment market has been made through a field in which Larry Finley is a pioneer. The pre-recorded tape industry.

Finley formed NAL because of the specific needs within the industry that needed tending. He has addressed those specific needs and is already establishing his company into a prominent place in the music industry. Larry Finley also formed NAL because he sees the enormous room for growth that the entertainment and its allied industries will have in the near future. The growing affluence and shorter work times of the average man in the industry will come to make leisure time activities an especially attractive field.

So far, Larry Finley has directed his activities and his influence can be seen in both the service and product organization. He has instituted new policies meant to solve basic distribution problems: getting the distributor and the retailer on the same page he needs as much as he needs it, without cumbersome inventory buildup. Stories in other portions of this edition outline the details of these plans much more clearly, but in a nutshell what NAL is doing is to create a rapid pipeline for products that will accelerate the movement of cartridge tape, cassette and reel-to-reel.

He is using conventional tools to accomplish this, but in a most unique way. An incoming WATS line is one example. Any dealer or distributor may phone NAL's main office for information (in the case of a dealer) or place an order (in the case of a distributor) free of charge on the companies incoming WATS line. NAL guarantees 48-hour service. If the distributor does not have 90 per cent of his order filled within 48 hours, NAL will give 5 per cent of the dollar value of distributor's order free. There is also a 30-day warranty printed on every cartridge that informs the consumer to mail it back for merchandise credit if, within 30 days, he is not satisfied with the product. This warranty has been a factor in the increase of sales and is already returning dividends to the company.

To the future, Larry Finley is taking an active interest in records, television, the audio-visual market, and wherever else might be construed as being the leisure market. "Leisure industries are the key to tomorrow's business," Finley says, "and NAL is at the core of tomorrow's leisure."

...An Infant With a Giant's Appetite

Although North American Leisure Corp. is barely two months old, the company is already shaping up as one of the most aggressive firms in the tape industry in the whole span of its existence.

The company has moved most admirably into specific areas of the market by nailing down licensing agreements with some of the top product producers in the industry.

On the Bell label, for instance, NAL has tape merchandising available through these Hot 100 chart toppers: The Beatles, The Rolling Stones, The Lips, and James and Bob Parry and The Isays.

On Bravo, so far, NAL distributes the Midnight Voices with more repertoire to come in the near future.

NAL4

Very strong representation can be found in the NAL catalog for the Crescendo label. The Seeds, Les Baxter, Billy Strange, Arthur Lyman, Machito, and Joe and Eddie are just a few of the chart-type artists who are represented.

NAL has 8-track and cassette versions of the Dynavoice original hit by the Bob Crewe Generation, Music to Watch Girls By and the famous "Happy Hour," The Lambretta is represented by the Intruders.

On Kapp there is 8-track product by Jack Jones, Roger Williams, Herb Alpert's "Hello Dolly," The Do-Re-Mi children's chorus, Music From Lt. Mancha, the original cast recording of Bert Bachrach playing his own (Continued on NAL-49)

Special Market Profile Sponsored by North American Leisure Corp.

As a result of the technological world Omega President Tenney announced last month that the company would exercise its option to purchase an underwater oceanographic robot developed by the Hughes Aircraft Company. Essentially a deep-sea vehicle, the robot could be used by the U.S. Navy for exploration of the deep sea or by an independent organization to assist to the further satisfactory performance of the robot. The robot, named UNMARP (for Universal Undersea Robot), is described as this country's only unmanned, remote controlled device designed for deepwater work.

In which case it has made major acquisitions on both the East and the West coasts. In September, Omega President Tenney announced that the company had acquired all the stock of Raleigh Manufacturers, Inc., New York City and Baltimore. Raleigh Manufacturers is a manufacturer of quality suits, sports coats and slacks for men and the second largest manufacturer of men's formal wear in the United States. The company makes the Raleigh, Wall Street and Domone brands.

With one of its most recent announcements Omega Equities announced that it had reached agreement in principle to acquire Rajac Industries, Inc., a diversified company in Tucson, Arizona-based holding company. Publicly owned since 1961, Rajac is engaged in agricultural land development, mining operations and low cost foreign housing and construction.

The company, through its director of Acquisitions, Larry W. Baek, is constantly on the lookout for new properties with solid growth potential.

NAL4

Very strong representation can be found in the NAL catalog for the Crescendo label. The Seeds, Les Baxter, Billy Strange, Arthur Lyman, Machito, and Joe and Eddie are just a few of the chart-type artists who are represented.

NAL has 8-track and cassette versions of the Dynavoice original hit by the Bob Crewe Generation, "Music to Watch Girls By." The Lambretta is represented by the Intruders.

On Kapp there is 8-track product by Jack Jones, Roger Williams, Herb Alpert's "Hello Dolly," The Do-Re-Mi children's chorus, Music From Lt. Mancha, the original cast recording of Bert Bachrach playing his own (Continued on NAL-49)

Special Market Profile Sponsored by North American Leisure Corp.

TV Medium to Carry NAL Message

North American Leisure Corp. president Larry Finley has taken some very decisive promotional steps to put his new NAL company and its Super Stereo 8 tape cartridge and cassette product firmly before the American public in the quickest way possible. Through the co-operation of Bruce, Smith Associates of Hollywood, NAL product will be featured on two network television shows, ABC's "The Dating Game" and "The Newlywed Game," beginning October 30.

The schedule calls for NAL tapes to be promoted on "The Dating Game" twice a month on the evening show. Wednesday afternoon exposure for NAL cartridges and cassettes will occur on "The Newlywed Game" every week. Arrangements have been completed for this exposure to continue through Christmas, with saturation through the peak gift-buying season.

The two shows are seen in full color on over 160 stations Coast to Coast, covering nearly 90 per cent of the United States. NAL advertising and promotional efforts have been harnessed in support of this exposure in all markets where the shows are carried. Special in-store display material, streamers and flyers have been created and will be displayed by retailers carrying NAL product.

LAWRENCE MIRKEN

Vice-President

North American Leisure Corporation Vice-President Lawrence Mirken has been attorney for and business associate of Larry Finley since 1932. Together they come to NAL from ITCC where Mirken was Finley's right-hand man, vice-president and secretary-treasurer.

Mirken's specialty is the music field as well as legal and financial areas of corporate development. At ITCC he was responsible for setting up all of the licensing agreements with recording companies. Many of these agreements were precedent setting in that few previous guidelines existed to ITCC's entering the tape cartridge field. These agreements exist today and have set the pattern for the industry as it evolved over the past three years. "We're still evolving," Mirken says, "as the industry changes and becomes more complex."

Mirken is a graduate of Syracuse University and the Syracuse University College of Law. He is a 30-year veteran in the entertainment industry, serving with the music and motion picture industries.

In his role as house counsel, Mirken is responsible for all copyright and contract negotiations at NAL. He also turns the wheels for NAL as acting administrative head of the firm. He is an invaluable aid to Finley in the projected growth and expansion the NAL president plans for the future.
Congratulations to LARRY FINLEY.

We're proud that you've chosen "Scotch" Brand Magnetic Tapes exclusively to give you that NAL "Super Stereo 8" Sound.

Magnetic Products Division 3M Company
GAMBLE RECORDS SALUTES LARRY FINLEY AND NORTH AMERICAN LEISURE CORP.

INTRUDERS • DEE DEE SHARP
BOBBY MARCHAN • THE JAGGERS
BILLY PAUL • BABY DOLLS

WATCH FOR THE INTRUDERS’ NEW SMASH LP

THE INTRUDERS GREATEST HITS
GAMBLE 5005

WHICH INCLUDES THEIR SMASH SINGLE

SLOW DRAG
GAMBLE 221

CURRENTLY BREAKING NATIONWIDE

DEE DEE SHARP

“WHAT KIND OF LADY”
GAMBLE 219

www.americanradiohistory.com
GAMBLE RECORDS PROUDLY INTRODUCES
HUFF-PUFF RECORDS
FEATURING: RUTH McFADDEN

CURRENTLY RIDING HIGH WITH
ROVER ROVER
HP-1002

AND:
THE LANDSLIDES
GOING TO THE TOP WITH
"WE DON’T NEED NO MUSIC"
HP-1001

WATCH FOR
CINDY SCOTT
THE NEXT BIG STAR ON HUFF-PUFF

and
BUNNY SIGLER - THE PRODUCERS
Diversification Keys Company's Goal

The North American Leisure Corporation was created by Larry Finley because he believes that the future for the industry will be found in companies that control and coordinate a multiplicity of different media. "NAL may be starting out in the tape field," the president of the firm said, "but that doesn't mean that tape is out of interest." Finley believes that the entertainment scene is so diversified and yet so interdependent that any company that attempts to make a success of any phase of the worlds of music, motion pictures, television, etc. today must become involved in many other phases of the entertainment complex.

"Thanks to Omega Equities Corporation which has made it all possible, NAL is out front in the diversification process." In his statement Finley was making reference to the very astute and aggressive action of Omega Equities Corp., NAL's parent company, which has taken in the formation of the music complex so far. "In the few short weeks that we have been operating," Finley said, NAL has been formed and has established a foothold in the tape market. At the same time, Omega has been scouting out other properties in the entertainment industry that would complement the NAL operation. As a result the company has contracted to purchase Roullette, and its Tico, Allegre, Latin Soul, and other associated labels. Omega has also acquired some of the foremost music publishing firms including Robert Mellen Music, Vicki Music, and to acquire the Big Seven and other prominent music publishers.

Finley continued, "But I believe that these first few Omega acquisitions will be considered child's play when we announce the acquisition of other prominent recording artists, songwriters and producers, all of which will greatly aid NAL." Finley believes that as far as NAL is concerned, the company is starting to move into other show business areas in less than a year. "Entertainment is the backbone of leisure time and NAL is the backbone of entertainment," he said that future acquisitions would be seen over the next few months which would shake the music and allied industries to their very foundations.

"I believe that the Omega-NAL setup is the most advantageous for the music business today. Emerging out of it will be a complex of inter-related entertainment companies that will make NAL a high-powered and efficient entertainment machine with a big stake in the future to all those people who have the faith in us today, North American Leisure is at the core of the leisure time explosion, and the fallout will carry it into every phase of leisure activity."

NAL Sets Premium Position for Super 8

The creation of special and premium albums in the record industry is proving to be of great importance to all major labels in the business today. Almost any company with access to a catalog of depth has ventured into the business of producing specialty or promotion LP's for advertising agencies and nationally advertised manufacturers.

To date, however, little or nothing has been done in the premium area when it comes to prerecorded tape, despite the fact that tape has all of the advantages disk music has, plus a few—like mobility and ease of handling—that disk recording has not. Now has the American Leisure Corp., under the direction of Larry Finley, president, plans to make a concentrated effort in the premium field using the firm's Super Stereo 8 and cassette configurations as the main weapons of attack.

The premium field should be a natural for Finley to enter because he has a long and successful history in that specialty area. While with MGM-Verve Records, Finley headed the company's premium department and was responsible for a number of significant industry breakthroughs. One of the most successful of his endeavors was a special John F. Kennedy Memorial package—a multiple album set—that he assembled. This package was offered through the Longines Symphonette Society and the sale of the package realized over a quarter of a million dollars which were donated to the John F. Kennedy Memorial Library.

In addition, Finley was instrumental in doing packages for the Alemite CD-2 petroleum products company. Besides deriding and producing an album for the company out of the MGM and Verve catalogs, he also recorded a special jingle for the company which proved especially successful. Other clients included Montgomery Ward, White & McKay Scotch and various other nationally known products.

Finley sees the prerecorded tape market as a potentially significant and lucrative area for NAL. "With the flexibility of cartridge and cassette configurations and their quality of sound, the possibilities are limitless. Just on the trade level alone, the cassette and the cartridge give you the opportunity to reach distributors, their sales and promotion people and high level executive personnel both at home and while they visit their accounts or travel to and from work."

"The cartridge and the cartridge as a selling tool are unique in that special instructions to salesmen promote instant installation and use. The cartridge can be prerecorded onto a handy cartridge which the salesman listens to and then plays for his accounts. Onto the same tape a sales manager or president of a company can explain the firm's policies and programs himself. Music," Finley said, "is only one of 178 applications for the cassette."

"In the consumer market," Finley continued, "the possibilities are likewise limitless. This same kind of personal quality can be brought forward to create an image of warmth between manufacturer and customer. Between specifically programmed pieces of music or spoken word product, a national product can be sold—almost subliminally. In the same way, a specific artist—singer, actor or other celebrity—can be brought to sell a nationally recognized product, thus providing continuity for television and radio campaigns that also feature the celebrity."

Still another feature of the tape premium album is a combination of blank and pre-recorded tape, whereby customers are invited to participate in contests, games and other traffic building promotions. And then too, existing music catalogs can be put aside. Original shows, commercials and other material and be recorded on cartridge and cassette which again carry the continuity of sales programs in a highly entertaining fashion, according to Finley.

"You can be sure," the NAL president concluded, "that NAL is going to be first and biggest in the field. Tape is the next and best medium for premium purposes, and NAL's tapes are going to be the best creatively and technically."

WILLIAM C. BISHOP

Assistant to the President

In Allen Rosen, Larry Finley has an assistant to the president who is eminently qualified to provide the kind of first-hand, on-the-spot advice on sales matters that leads to significant marketing moves. Rosen is a music and tape sales veteran with a wealth of knowledge on the distributor and manufacturer levels.

He cut his eye teeth in the industry working for distributors in the New York and New Jersey areas and then moved on to national sales manager post with Fiesta Records. Rosen entered the tape field and soon rose to the position of national sales manager for the American Record Company in 1967. He joined NAL in September of 1968 when the NAL president formed his new company.

Rosen views today's tape market with an astuteness that is invaluable help in today's highly competitive scene. Finley calls him, "My strong right hand. The kind of executive with the kind of general knowledge."

Whether in salesmanship or in personnel supervision, he will show how a tape can be preprogrammed onto a handy cartridge which the salesmen listens to and then plays for his accounts. Onto the same tape the sales manager or president of the company can explain the firm's policies and programs himself. Music," Finley said, "is only one of 178 applications for the cassette."

The cartridge and the cartridge as a selling tool are unique in that special instructions to salesmen promote instant installation and use. The cartridge can be prerecorded onto a handy cartridge which the salesman listens to and then plays for his accounts. Onto the same tape a sales manager or president of a company can explain the firm's policies and programs himself. Music," Finley said, "is only one of 178 applications for the cassette."

In the consumer market," Finley continued, "the possibilities are likewise limitless. This same kind of personal quality can be brought forward to create an image of warmth between manufacturer and customer. Between specifically programmed pieces of music or spoken word product, a national product can be sold—almost subliminally. In the same way, a specific artist—singer, actor or other celebrity—can be brought to sell a nationally recognized product, thus providing continuity for television and radio campaigns that also feature the celebrity."

Still another feature of the tape premium album is a combination of blank and pre-recorded tape, whereby customers are invited to participate in contests, games and other traffic building promotions. And then too, existing music catalogs can be put aside. Original shows, commercials and other material and be recorded on cartridge and cassette which again carry the continuity of sales programs in a highly entertaining fashion, according to Finley.

"You can be sure," the NAL president concluded, "that NAL is going to be first and biggest in the field. Tape is the next and best medium for premium purposes, and NAL's tapes are going to be the best creatively and technically."

One of the key positions with any manufacturer is the highly sensitive one of new product planning and development. Another is production supervision. The duties of William C. Bishop, North American Leisure Corporation's Vice-President in charge of Production, encompass both of these areas.

From the time a contract is signed to produce tapes for a firm, Bishop is totally involved in every aspect of bringing the product to market. His responsibilities range from repertoire selection, to new concepts in packaging to the final production of merchandise in time to meet the fast shipping deadlines which are a vital element in NAL's service to its customers.

None of Bill Bishop's responsibilities are new to him. He has a solid background in both production and marketing. Joining Ampex Corporation in 1965 as Tape Sales Promotion Manager, he soon advanced to the position of Special Markets and Repertoire Manager for Ampex Stereo Tapes. His liaison with licensors, and selection of albums to be produced, made him a key factor in the growth of the Ampex catalog from open reel tapes only, to a product line including cartridges and cassettes.

Bishop's career history also includes international marketing management positions with the Brunswick Corporation and A. B. Dick Company, and account executive experience with a Chicago advertising agency. He is a graduate of Miami University of Ohio, and a member of the National Academy of Recording Arts and Sciences. He will headquartered in NAL's New York City office, and now resides with his wife and three children in Harrison, New York.

www.americanradiohistory.com

November 2, 1968, Billboard
A ROULETTE SALUTE

to LARRY FINLEY and

FROM OUR FAMILY OF LABELS
CURRENTLY GOING STRONG WITH:

TOMMY JAMES AND THE SHONDIELLS
"DO SOMETHING TO ME"
ROULETTE R-7024

BRENDA JO HARRIS
"STANDING ON THE OUTSIDE"
ROULETTE R-7021

RICARDO RAY
"NITTY GRITTY"
ALLEGRO 4024

ROULETTE RECORDS
17 WEST 60th STREET, NYC
(212) PL 7-9880

www.americanradiohistory.com
NAL Spins
Country Sound on Tape

Special programming is one of the many important factors in the tape cartridge and cassette field. The ideal package, studded with hits, makes for tape product with high sales appeal. North American Leisure Corp. has created a specialty series in its Super Stereo 8, cassette and open reel line that sells for the same suggested list price as the normal configuration, but has twice the amount of music with twice the number of hits. In this case the Super Stereo 8 unit sells for $6.95, the cassette for $7.95.

The selections that fill the 12 different volumes in this series are drawn from the rich catalogs of a number of the leading labels in the country and western field. And the imposing roster of singers and instrumentalists on each of the cartridges reads like a country and western hit chart listing. One immediate example is the inclusion of Red Sovine who has had a string of solid country items over the past two years or so, including "Gidilyn-Go" which can be found on volume 1. Then too there's Minnie Pearl, one of the most original comedy stars of the country circuit. She has also shown recently that she has a way with a song that is distinctly unique.

The country and western super-star George Jones is included in the "Tennessee Sound Series" of Twin Paks as are Flatt and Scruggs. These two artists have been almost as hot on line as names that look like it has that something extra that spells success. It's a special country music line called "The Tennessee Sound Series."

"The Tennessee Sound Series" contains 20 top hits in the country and western field. It is a write-pak, which means that it is a double-length, 8-track cartridge, cassette or open reel that sells for the same suggested list price as the normal configuration, but has twice the amount of music with twice the number of hits. In this case the Super Stereo 8 unit sells for $6.95, the cassette for $7.95.

Warranty Rx Relieves Dealer, Distribute Headaches

In an effort to cut down on distributor and dealer inconvenience and speed up customer service and satisfaction, North American Leisure Corp. has devised a unique warranty on all of its Super Stereo 8 cartridge and cassette product. The warranty stipulates that any defective merchandise should be returned directly to NAL, rather than to retailer or distributor.

In an easily readable legend carried on all of its NAL packages, the company backs up its product by stating that the cartridge is guaranteed to be free from defects in material and workmanship for 30 days from date of purchase, under normal use. If the customer finds that it should be defective in that time period it should be returned for replacement with 50 cents for handling to the NAL office, 1776 Broadway, New York City, N. Y.

In setting this policy, president Larry Finley of NAL stated that it was an attempt on the company's part to provide a more direct service to the consumer. "Any purchaser of NAL cartridge," he said, "has trouble with our product will find a replacement in the mail to him in a matter of days. The idea, of course, is to have a more satisfied cliente and to alleviate the replacement burden for the retailer and the distributor."

"It's also quite obvious," he continued, "that the impossibility of such a warranty on our product shows that we are really not expecting our customers will have trouble. We've taken the pains on the manufacturing side to make a superior cartridge product. And we expect that replacement of defective cartridges will be minimal, especially with the special techniques used for NAL's Super Stereo 8."
AND ITS INTERNATIONAL FAMILY

PLANETARY NOM SARL
NEUILLY-SUR-SEINE, FRANCE

PLANETARY NOM LONDON, LTD.
LONDON, ENGLAND

PLANETARY NOM AFRICA PTY., LTD.
JOHANNESBURG, SOUTH AFRICA

MUSIKVERLAG PLANETARY GMBH
HAMBURG, GERMANY

PLANETARY NOM AUSTRALIA PTY., LTD.
SYDNEY, AUSTRALIA

PLANETARY NOM DE MEXICO, S.A.
JUAREZ, MEXICO

WELCOMES
LARRY FINLEY
AND NORTH AMERICAN LEISURE CORP.
TO THE
WONDERFUL WORLD OF MUSIC

BIG SEVEN MUSIC CORPORATION
17 WEST 60th STREET, NEW YORK, NEW YORK 10023 (212) 582-4257
BELL Sound Studios, Inc. and its subsidiaries

A & B Duplicators, Ltd.
Electro Sound, Inc.

are proud to convey their Congratulations and Best Wishes to

LARRY FINLEY and
NORTH AMERICAN LEISURE CORP.

If you receive this, I would like to convey the sentiments of the people here at Bell Sound Studios and its subsidiaries. A & B Duplicators, Ltd. and Electro Sound, Inc. are proud to announce their association with North American Leisure Corp. Bell Sound has based its reputation on service within this community of music reproduction. A & B, one of the largest and most complete duplicating facilities in the world, is capable of duplicating, packaging, and drop shipping your product with the utmost in quality, care, and efficiency. Our equipment is marketed under the name of Electro Sound, Inc. This is a prime vendor and manufacturer of professional audio equipment including high speed duplicating machinery and accessories.

BELL Sound Studios Inc./237 West 54th Street/New York, N.Y. 10019
The NAL sales team is pictured above prior to going out on their first sales swing. Seated are Sid Schaffer, Director of Marketing; Al Rosen, Assistant to the President, and Larry Sikora, Director of Special Sales. Standing are Jack Lewis, Co-ordinator of Sales; Mort Weiner, Regional Sales Manager, and Irwin Schwartz, Key Account Executive.

NAL Opens All-day Hospitality Suite

"Mickey" Bernardo is in charge of switchboard communications, and is special business at the NAL Leisure Suite. Distributors bring her their problems when they need hotel accommodation information, tickets too hard to get or even a baby sitter for their accounts or themselves.

North American Leisure Corporation has come up with one of the most unique service and promotion ideas for the travel-weary distributors, buyers and retailers since the invention of the dry martini. Taking a cue from its very name, the company has opened a permanent 24-hour-a-day NAL leisure time hospitality suite in New York City at the firm's home offices.

The NAL Leisure Suite is geared to assist distributors in any way possible while they are out of their own home towns and staying in New York. A staff will be on hand to provide them with help in securing hotel rooms, theater tickets (through special arrangement with the Newman ticket agency for prime locations for hit ticket shows) and the Leisure Suite staff is even prepared to secure baby sitters for distributors if needed.

Sales Team
All Heavyweights

North American Leisure Corporation is putting together one of the ablest sales departments in the tape industry. Drawing people from both the record and tape industries, NAL president Larry Finley has built one of the most experienced sales teams in the business. The staff is evenly balanced with the greatest weight going to each man because of his personal knowledge and experience. Added together the total comes to more than 100 years of music industry experience.

Heading up the sales division of NAL is Sid Schaffer, a veteran sales executive of the highest order who comes to NAL from the post of vice-president of sales for Kapp Records. Schaffer bears the title of marketing director for NAL (see separate story).

Co-ordinator of sales for the new firm is Jack Lewis, a NAL representative as well as a representative of Liberty Records. He came from the post of assistant national sales manager. Prior to that he had spent several years with Keystone View (a manufacturer of educational projection equipment) and he also worked for the Golden Records division of Golden Books. He was a district sales manager for Golden. He has also owned his own business. Along with his knowledge of the music industry, Schwartz brings with him a knowledge of the audio-visual and children's markets.

Director of special sales for NAL is Larry Sikora. Sikora came to the tape industry from a particularly successful career in the record industry. He most recently held a key post with Liberty Records. He had sales experience with the Golden Records division of Golden Books. He was a district sales manager for Golden. He has also owned his own business. Along with his knowledge of the music industry, Schwartz brings with him a knowledge of the audio-visual and children's markets.

Director of special sales for NAL is Larry Sikora. Sikora came to the tape industry from a particularly successful career in the record industry. He most recently held a key post with Liberty Records. He had sales experience with the Golden Records division of Golden Books. He was a district sales manager for Golden. He has also owned his own business. Along with his knowledge of the music industry, Schwartz brings with him a knowledge of the audio-visual and children's markets.

Director of special sales for NAL is Larry Sikora. Sikora came to the tape industry from a particularly successful career in the record industry. He most recently held a key post with Liberty Records. He had sales experience with the Golden Records division of Golden Books. He was a district sales manager for Golden. He has also owned his own business. Along with his knowledge of the music industry, Schwartz brings with him a knowledge of the audio-visual and children's markets.

Director of special sales for NAL is Larry Sikora. Sikora came to the tape industry from a particularly successful career in the record industry. He most recently held a key post with Liberty Records. He had sales experience with the Golden Records division of Golden Books. He was a district sales manager for Golden. He has also owned his own business. Along with his knowledge of the music industry, Schwartz brings with him a knowledge of the audio-visual and children's markets.

Director of special sales for NAL is Larry Sikora. Sikora came to the tape industry from a particularly successful career in the record industry. He most recently held a key post with Liberty Records. He had sales experience with the Golden Records division of Golden Books. He was a district sales manager for Golden. He has also owned his own business. Along with his knowledge of the music industry, Schwartz brings with him a knowledge of the audio-visual and children's markets.
Guess who they came to.

October 1, 1968: North American Leisure introduces the Super Stereo 8 and Super Quality Stereo, new dimensions in taped entertainment. For their tape packages, NAL found the best: cartridges and cassettes from Data Packaging Corporation.

Data Packaging Corporation
205 Broadway, Cambridge, Massachusetts
Tel. (617) 868-8200 TWX 710-320-0840
Manufacturers of precision-molded 4- and 8-track cartridges, EP and standard compact cassettes, and reels and cases for the computer industry.

U.S. & Foreign Patents applied for.
This column appeared in Billboard on July 24, 1965. It marked Larry Finley's launch into the Tape Cartridge industry... we thought you might enjoy reading it again... The rest, of course, is history.

TAPE CARTRIDGE TIPS
by Larry Finley

We'll be in from time to time with this column to keep you informed on the fast growing continuous loop cartridge tape business.

We're going to be covering all phases of the industry. Today's column is slanted directly toward you who are in the record business. We are in a position to bring you additional revenues at no initial cash outlay on your part for your catalogues.

* * *

It's been a long time since "Mad Man" Muntz started producing automobile stereo sets, and a lot has happened since Earl's start.

Now there are many other manufacturers and importers who are trying to fill the current growing need for the automobile stereo units as well as the home and marine units.

Some very substantial firms are in the business today: Craig, Orrtronics, SBJ, Automatic-Phono, Telepro, Automar, plus many others.

Motorola and Philco have announced production plans, and almost every major manufacturer of appliances will soon have sets on the market.

* * *

Many in the industry felt that Bill Lear "muddied" the waters when he announced his eight-track principle. This did cause a great deal of confusion, but out of the confusion came something that is a tremendous lift for the industry... Ford's announcement that the Lear Cartridge Unit would be available as optional equipment in their 1966 line.

* * *

We are not in the business of manufacturing or importing units. Our business is confined solely to the production of completed tape cartridges.

We admire and respect our competition, but we honestly feel our knowledge and experience enables us to offer a superior tape cartridge, beautifully packaged in a record company's own distinct four-color cover.

* * *

If you would like to hear more about our new method of mastering (that makes each cartridge sound like an original master), about our packaging, merchandising and custom plan which enables you to supply your distributors, as well as have us handle sales in the automotive and electronic field, we would like to hear from you.
CRESCENDO
The Seeds—In Concert
Les Baxter—Love Is Blue
Billy Strange—Rainierd Man
The Seeds—A Full Spoon of Seedy Blues
The Seeds—Future
The Best of Billy Strange
The Seeds—A Web of Sound
The Best of Joe & Eddie
The Seeds
The Many Splendered Guitars of Buddy Merrill
Arthur Lyman—Cast Your Fate to the Wind
Arthur Lyman—Pearly Shells
Machito—The World's Greatest Latin Band

DYNOVOICE
Bob Crewe Generation
Music to Watch Girls By

FOUR CORNERS
Raymond Leveque—Soil Coaxing
Warner Kallmann—With Me a Rainbow

GAMBLE
The Intruders—Cowboys to Girls
The Intruders Are Together

KAPP
Introducing Pat Rolle
Howard Robertis—Dream a Little Dream of Me
Bert Bacharach Plays His Hits
The Best of the Boppers
The Hestations—Solid Gold
Leroy Van Dyke—Lonesome Is
Bob Wills—Time Changes Everything
Freddie Hart—Born a Fool
Jack Jones—Curtain Call
Silver Apples
The Hestations—We're All Right
Jack Jones—Greatest Hits
Jack Jones—What the World Needs Now Is Love
Roger Williams—More Than a Miracle
Roger Williams—Amor
Mel Tillis—Let Me Talk to You
Bob Wills—Here's That Man Again
Jack Jones—Our Song
Roger Williams—Golden Hits
Roger Williams—Roger
Roger Williams—Born Free
Jack Jones—The Impossible Dream
Roger Williams—Academy Award Winners, Volume Two
Roger Williams—Somewhere, My Love
24 Fabulous Hits (Various Artists)
Roger Williams—Academy Award Winners, Volume 1
Music for French Horn and Orch.
—James Stagliano
Music for Recorder—Bernard Krainis
Music for Trumpet and Orch.
—Roger Voisin
Louis Armstrong—Hello, Dolly!
The Do Re Mi Children's Chorus—On Top of Spaghetti
Freddy Martin—27 Great Waltzes
Roger Williams—Greatest Hits
Man of La Mancha (Original Cast Recording)

LATIN SOUL
Ricardo Ray and Bobby Cruz—Los Durasinos
La Lupe—La Lupe's Era
The Pueriles—The King

NORTH, 2, 1968, BILLBOARD

Artist, Title | B-Track | Cassette | Open Reel
Eddie Palmieri—Champagne | LS-81155
Joe Cuba Presents the Velvet Voice of Jimmy Sabater | LS-81112
Eddie Palmieri—Azucar Pa' Ti | LS-81112
Joe Cuba Sextet—Vagabundando | LS-81112
Johnny Colon—Movin' Over | LS-81014
Jory Pastrana—Lotta | LS-81012
The TNT Band—777177! | LS-81011
Lerbone Brothers—Psychodelic Goes Latin | LS-81009
Johnny Colon—Rocky 67 | LS-81007
Johnny Colon—Bogalusa Blues | LS-81004
Joe Bataan—Riot | LS-80354
Ray Barretto—Accid | LS-80345
Joe Bataan—Subway Joe | LS-80345
Johnny Pacheco—Sabor Tipico | LS-80339
with CBGB-El Ma | LS-80334
Orchestra: Harlow—Gettin' Off-Imagine | LS-80334
King Nando—Sing A Long With King Nando | LS-80113

NEW VOICE
Milt Jackson Sings the Hits
All Mile Ryder Hits

PHILLY GROOVE
The Definitive—La La Means I Love You

PLANTATION
Jennie C. Riley—Harper Valley P.T.A.

PROJECT 3
21 Trombones—Rock/Blues/Jazz
EJECTED LIGHT—The Best of Hollywood
Pearl Bailey—The Real Pearl
The Enoch Light Singers—12 Smash Hits
Tony Mottola—Lush, Love & Lovely
Enoch Light—Film Fame
Bobby Hackett—That Midnight Touch
Enoch Light—Spanish Strings

ROULETTE
Sarah Vaughan—You're Mine, You
Basie—Voyage
Basie—Eckstine, Inc.
Joe Williams—A Man Ain't
Supposed to Cry
Count Basie—The Kid From Redbank
Dinah Washington—Redskin
Lalo Schifrin—Lalo
Tommy James and the Shondells—
Mony, Mony
Count Basie—Fantail
Little Anthony and the Imperials—
Forever Yours
The Best of Tommy James and the
Shondells—Something Special
The Big Three featuring
"Mama Cass" Elliot

SPEED
The Moon People/Land of Love

TENNESSEE SOUND
DP-20 Hits by Stars of Country Music, Volume 1
TS2-80101 TS2-60101
DP-20 Hits by Stars of Country Music, Volume 2
TS2-80102 TS2-60102
DP-20 Hits by Stars of Country Music, Volume 3
TS2-80103 TS2-60103
DP-20 Hits by Stars of Country Music, Volume 4
TS2-80104 TS2-60104
DP-20 Hits by Stars of Country Music, Volume 5
TS2-80105 TS2-60105
DP-20 Hits by Stars of Country Music, Volume 6
TS2-80106 TC2-60106
DP-20 Hits by Stars of Country Music, Volume 7
TS2-80107 TS2-60107
DP-20 Hits by Stars of Country Music, Volume 8
TS2-80108 TS2-60108
DP-20 Hits by Stars of Country Music, Volume 9
TS2-80109 TS2-60109
DP-20 Hits by Stars of Country Music, Volume 10
TS2-80110 TS2-60110
DP-20 Hits by Stars of Country Music, Volume 11
TS2-80111 TS2-60111
DP-20 Hits by Stars of Country Music, Volume 12
TS2-80112 TS2-60112

TETRACRACKMATHON
Shades of Deep Purple
Biff Ross—A Thorn in Mrs. Rose's Side

WHITE WHALE
The Turlets Present—The Battle of the Bands
J.K. & Co.—Suddenly One Summer
The Turlets' Golden Hits

WW-87117 WW-67117 WW-37117
WW-87117 WW-67117 WW-37117
WW-87115 WW-67115 WW-37115

NAL-19
Special Label Sheds Light on NAL Cartridges

In order to provide product that is more identifiable, easier to handle and more attractive to the eye, North American Leisure Corp. has devised a number of unique packaging features for its product in both the NAL Super Stereo 8 cartridge, cassette and open reel lines.

The NAL cartridge is made of the most durable materials modern technology can provide. The unit is not boxed, but rather is shrink-wrapped so that original art, corresponding to the hit album, and all of the songs in the package can be viewed with ease.

A special feature is the special day-glo end tab. This is of special significance to both dealers and customers. The customer can easily read the title of the album while it is playing in his car unit, even at night, since the title strip on the end tab facing him is printed in luminous day-glo ink which can be read as easily in the darkened interior of the car as it can in broad daylight.

When the Super Stereo 8 cartridge is not in use, the tape is protected by a special sure-grip dust cap that keeps the recorded material from damage. This cap is specially fitted so that so that it will not work loose by itself.

EDP Speeds NAL Service

With electronic data processing playing a more and more significant role in the merchandising of albums and tape product in the music industry, North American Leisure Corp. vice president in charge of production Bill Bishop, has created a 10-character alpha-numeric coding system that may be of help to distributors and retailers in their inventory control and sales logging chores.

The 10-position system works in such a way that NAL product is coded according to licensor, number of LP's in the original package, price, configuration and original catalog number used by the record company.

In explaining the system, Bishop took as an example the new NAL/Super Stereo 8 cartridge PLO26-80001, Plantation's "Harper Valley P.T.A.," by Jeannie C. Riley. The first two characters PL refer to the name of the licensing label. The third character, 0 in this case, refers to the number of LP's in the package. Zero in this case applies to a standard package, equal to one LP.

Two would indicate a double play, equal in time to the contents of two LP's, and three would indicate three LP's, etc. The fourth and fifth characters—in this case 06—indicate the suggested retail price $6.95. The five characters on the right hand side of the dash begin with the configuration of the album. In this case for Super Stereo 8 track, the digit 4 would indicate a four-track; numeral 6 indicates cassette; 3 means 3 1/4 i.p.s., open reel and 7 indicates 7 1/2 i.p.s., open reel.

The final four digits are picked up from the corresponding stereo LP number. In this case Plantations' catalog number 0001. This combination of letter and digit coding will be applied to all current and future NAL releases with modifications where needed.

Better Mousetrap Cues NAL Rise

At the core of the formation of North American Leisure Corp. was the explicit need for quicker and more efficient service to distributors of new tape product. For that reason, Larry Finley, president of NAL, has built the company's initial operation around the best service possible to the industry to distributors.

In creating the "better service" idea, the company's sales and production departments have come up with a number of rather unique features offered by no other tape supplier in the business.

First and of paramount importance is the company's policy of filling at least 90 per cent of any distributor's order within 48 hours. This means that within two days time, the distributor in the field can expect his badly needed order to come rolling into his warehouse. Not only is NAL making this statement, but the firm is backing up its policy with a guarantee. The company is willing to give 5 per cent of the dollar order free to any distributor who does not receive at least 90 per cent of his order shipped within 48 hours from receipt of the order at the NAL offices in New York City.

Another unusual feature of the North American "better service" plan is the installation of an incoming WATS line. This means that a distributor, at no charge to himself, can get instant communication with the NAL sales department by just picking up the phone and dialing 600-221-7726. Incoming WATS is something brand new that the Bell system has been installing around the country and the North American installation is one of the first to be set up in New York area.

The company has also instituted a policy of prepaid shipments to any location 950 miles from New York City. Shipments outside this area will be sent by prepaid air freight if the order is 100 pounds or more.

Still another portion of the better service plan is the creation of a permanent hospitality suite where distributors can not only rest their weary bones, but get all kinds of personal services on a 24-hour basis. At the "Leisure Suite," it is known, a staff is on hand where distributors can phone in advance to secure hotel rooms, theater tickets and even baby sitters for themselves and for their dealers. The idea is to be as helpful as possible while the distributor is visiting New York.

Acceptance of NAL's initial better service plan has been enthusiastically endorsed by distributors throughout the country, and it is believed that further steps in the implementation of more rapid sales communication will be instituted as quickly as equipment can be found.

Blank Cartridges Planned

In addition to its growing line of hit pre-recorded tape product on its Super Stereo 8 cartridge, cassette and open reel lines, North American Leisure will soon introduce blank tape cassettes on which the consumer may record his own voice, his favorite records or other spoken word items. The addition of blank tape cassettes to the NAL product line reflects the growing importance of cassette equipment with recording as well as playback facilities is having upon the market.

NAL blank cassette tape products will be of the finest quality with faultless operation and maximum recording time features.

90 in 48—Or Else

In order to underline the importance North American Leisure Corporation places on speedily and efficiently filling orders, the company has instituted a policy of filling 90 per cent of any distributor's order in 48 hours of the receipt of the order. The company is willing to back up this policy up by a guarantee to give 5 per cent of the dollar order free if an order is not filled within the 48-hour time period.

NOVEMBER 2, 1968, BILLBOARD
National Computer Services Corp.

Complete Data Processing Services.

440 Park Avenue South
New York, N.Y. 10016
(212) 889-5010
We're all going to enjoy more “leisure time”... thanks to Larry

Good luck to North American Leisure from Tape Distributors of America

Tda
1509 S. Michigan Ave.
Chicago 60605

DISTRIBUTING COMPANY
Call (717) 761-2805 Collect for Service

Distributes—NAL
Auto & Home Cartridge Players...

Lear Jet • Borg Warner • RCA Victor

Most Complete Selection of Tapes in the Area

D & H Distributing Company can completely merchandise your tape department. We will supply the tape racks and merchandising displays... pre-price all the merchandise... prepare the advertising displays... supply all the fixtures... give you 100% exchange privileges... in short, we will take the inconvenience out of your tape department and let you make more profits.

If you are located in any of these areas call us now...

Pennsylvania • Maryland • Virginia
W. Virginia • Delaware

HIT RECORDS

We rack only HOT

Sellers So you can't get burnt

Revolving inventory kept current with weekly service from our fleet of trucks. And now, we add NAL Tapes to your profit picture.

HIT RECORDS, INC.
10614 S. Mackinaw
Chicago, Ill. 60617
(312) 734-2244
congratulations
to our good friend

LARRY FINLEY

Complete Tape Cartridge and Record Programs for National Chains

for complete details please call us collect, our
WATS line and national sales organization is
always at your service.

SELECTED TAPE & RECORD CO.
Main Office: 120 King St.
Elk Grove Village, Ill. 60007
(312) 439-9200

Bernie Block & Mel Albert
and the entire staff of
Empire State Record Sales
wish Larry Finley and NAL

“Congratulations
and Continued Success”

EMPIRE STATE RECORD SALES CORP.
10-29 46th Road, Long Island City, N.Y. (212) EMpire 1-2700
Empire State has a better idea
Stereo Dept. Handles Equipment

By EARL PAIGE

A&B Exclusive NAL Duplicators

Exclusive duplicators for North American Leisure product at the present time is A&B Duplicators, Ltd. of New York City. Under the direction of Al Weintraub, president of Bell Sound, and Matty Poliakoff, general manager of A&B Duplicators, Ltd., the company is currently turning out all of the product being released under the NAL ensign.

NAL Super Stereo 8 track cartridge, cassette and reel-to-reel tape merchandise is produced under the most stringent quality control at the A&B plant. This plant is a 17,000 square-foot complex with a capacity of 18,000 8-track cartridges per eight-hour shift and 9,000 for 4-track and cassette.

A&B employs a minimum of 60 workers on various shifts. The company has a facility that is composed of two separate duplicating facilities. Each facility consists of one master and ten slaves which function throughout the day.

A&B Duplicators master playback rolls tape for duplication on 10 slave units. A continuous loop master unit is utilized regardless of configuration.

Pictured above is a closeup of the winding process as it is done on A&B's automatic unit.

Quality control checks for defects on all tapes produced by A&B Duplicators, Ltd.

One of four machines, this automatic labeler has a capacity of 6,000 labels per shift.

A&B Duplicators master playback rolls tape for duplication on 10 slave units. A continuous loop master unit is utilized regardless of configuration.

Special Market Profile Sponsored by North American Leisure Corp.
Congratulations Larry Finley! NAL is sure to be a Leader

Pearl Bailey and Enoch Light listen to her new Project 3 cassette.

Project 3 Total Sound Stereo repertoire is available on NAL cassettes and reel-to-reel tape.

Listen to Project 3 Total Sound...you may never again be satisfied with any other recorded sound

*A trademark of The Total Sound Inc., 1370 Avenue of the Americas, New York, New York 10020.
Racks Faced With Triple-Pronged Dilemma

Choosing the proper department, type of display and depth of stock are the three areas where tape cartridge rack jobbers face agonizing dilemmas. This is the view of Pete Stocke, Taylor Electric here, a firm that endeavors to avoid that at the very outset.

The three dilemmas:

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

4 Types of Outlets

Through its subsidiary firm, Record City, Taylor Electric is racking four types of outlets: the mass merchant, the downtown outlet, a small retail outlet; and the rack-in-the-box auto accessory such as Gimbel's-Schulte's; the "Tape City" type of outlet; and record shops.

Stocke and his right-hand man, Don Bergmann, who is responsible for tape playback sales as well as pre-recorded tapes, indicated that the exclusive Tape City outlet is by far the top rack-in-the-box outlet.

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

Stocke said the problem with the mass merchant usually hinges on merchandising philosophy. "So many store-time-fills." He moralizes on the auto accessory. "This is wrong," he said. "Because we're talking about recorded music, even though it is on an endless loop cartridge.

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

800 Pieces

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

In percentage of configuration sales, Stocke said 8- and 12-reel running 80 per cent, cassettes, 2.5 per cent; 4-track, 2.2 and the balance will be reel-to-reel.

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

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

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

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

"There is no choice but to sell your product. If you have a choice between handling tape in a record department as against the auto accessory section, the record department wins out.

Display Case Design

Taylor has just completed the design of his third generation display case. "Our first one was really crude. When you think back to that time," Stocke said.

NAIL is Cornerstone of Omega Equities' Broad Move Into the Leisure-Time Entertainment Market

By JERRY TENNEY

President, Omega Equities Corp.

Omega Equities is a company that is first and foremost considered as a future in building holdings of participating companies. Future and diversification stand as the key words to success in business today, and Omega is seeing to it that both these economic virtues are placed as paramount considerations in making acquisitions.

So far, Omega has acquired companies in the men's clothing, knitted sports wear, technical fields, oceanography, and the company has also acquired real estate. In addition, Omega Equities Corporation has begun a series of moves in the entertainment and leisure-time field. The cornerstone on which the Omega Equities Corporation will build its entertainment and leisure-time complex is Larry Finley's North American Leisure Corp.

Music, of course, is the backbone of today's—and even more important, tomorrow's—entertainment business. More contemporary super stars are made through the music and phonograph record avenue than in any other way.

In NAIL I believe Omega Equities Corporation has not only a solid and aggressive subsidiary in the tape cartridge, cassette and reel-to-reel field, but the cornerstone for an entire complex of companies encompassing all forms of media for the future. Under the able leadership of Larry Finley, I believe NAIL will move into a commanding position in its own tape and associated field, and then branch out surprisingly into a wide variety of endeavors never considered by most record-tape businesses.

"It held 150 pieces and had a grill on the front that locked at the bottom.

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

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

"The bottom now is at such a height conducive to merchandising. The tape goes all the way to the floor. People just don't browse below a waist-level height.

"Stocke said Taylor Electric handles Lear, Borge-Warner, RCA and some Tenna playback equipment. "We're also handling Necelco cassette players. We went into cassettes last fall and it has been growing.

Reel Market

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

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

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

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

Through its Record City subsidiary, which was formed in 1954, Taylor Electric has established several Tape City types of stores and is servicing a great number of record shops.

Tape Keys Bigelow's $6-Mil. Sales

A close-knit family operation, built on a philosophy of service, has produced handsome dividends for Bigelow sales, located in Burburne, a suburb of Minneapolis, Minn.

The company, headed by president Don Bigelow, started in August 1964 as a record business. Its only facility was a garage. Six months later, the rack job was the release to the stores. This week, the company was celebrating its first anniversary, and it is now saying "Yes!" to a payroll of 25 employees, annual sales of $6 million, with thousands of salesmen and now 100 salesmen.

Four months later in January of 1966, we bought a second warehouse," said Bigelow. "At that time, we did $1 million a year in sales and then added tape. Our company was one of the first to enter the tape field."

We moved to our current address of 22,000 square feet this past July. Last year at this time, we served 17 States and now are serving 36. Our projected 1968 sales total $6 million."

Other officers of the company are Bigelow's wife and two sons. Bob Bigelow serves as vice-president and sales manager; Mike Bigelow, sister in law and purchasing agent, and Mildred Bigelow, treasurer and head of the accounting department. The company employs 27 persons.

Our business was primarily built on service," said Bigelow, "and we're trying to keep it that way. We maintain a three-day delivery. We take an order and off it with a ticket and with the ticket we pass on one half of the ticket and send it back to us. This way we can effectively keep the inventory up to date."

"Every four to five weeks, one of our outlet salesmen goes in to straighten racks and replace old merchandise. We are very fussy about getting the newest release to the stores. This not only boosts sales but establishes good will."

NAIL-26
Special Market Profile Sponsored by North American Leisure Corp.

November 2, 1968, Billboard
the core of the leisure explosion

- HIT LABELS
- HIT ARTISTS
- FINEST SOUND ON TAPE
- 30-DAY CONSUMER WARRANTY
- MOST DURABLE PACKAGING

- GUARANTEED 48-HOUR DELIVERY
- ORDERS PLACED ON INCOMING WATS...FREE!
- EXCLUSIVE TWIN-PAK GIVES TWICE THE MUSIC AT SINGLE CARTRIDGE PRICE

the tape division of
North American Leisure Corporation
a subsidiary of Omega Equities Corporation
North American Leisure Corporation was formed by Larry Finley as the beginning of a total entertainment complex. With the financial support of the Omega Equities Corporation of which NAL is a subsidiary, Finley is building a company with branches that will soon dip into all phases of leisure time activity: tape, records, television, radio, motion pictures, the audio/visual crafts, the educational field, background music, video tape, and all types of audio and video reproduction equipment.
NAL explodes on the leisure time market with a complete line of 8-track, cartridge, cassette and reel-to-reel products. Leading the line is the NAL Super Stereo 8 tape cartridge that is acknowledged to be the finest quality cartridge in the industry today.

...and as Larry says: "we're selling tons of tape!"
SUPER STEREO 8 TWIN-PAK
AT THE PRICE OF THE SINGLE CARTRIDGE

WOWS

GREATEST COUNTRY & WESTERN ARTISTS
A BURST OF INNOVATIONS
NIZE MODERN MARKETING

THE TENNESSEE
SOUND SERIES

Great current & immortal
country & western all stars
in their most famous
hit performances...

Boots Randolph with Jimmy Henderson
Benny Martin
Wayne Raney

Arthur Smith

STONEMANS
Dave Dudley
George Jones
Red Sovine

Bond
Roy Drusky
Faron Young

Patsy Cline

George Riddle

Kenny Roberts

Reno & Smiley

Charlie Walker

T. Texas Tyler

Brothers

Joe Maphis

Archie Campbell

Charlie Walker

Brothers

Twelve volumes sold as single cartridges or
in the "Tennessee Sound" Series Pre-Pak. A colorful
self merchandiser perfect for counter locations.

ONLY FROM NAL!
THIRD STAGE: AN EXPLOSION OF MERCHANDISING AIDS

THE KIND OF MERCHANDISING DISPLAYS AND SERVICES THAT HELP YOU SELL THESE HIT LABELS

These two great cassette displays with regional pre-pak product geared and guaranteed to sell in your area...regional hits specially selected to score in six areas: Southeast...South Central...Southwest...Northeast...Northwest and West Coast.

AND THE KIND OF COMMUNICATION SERVICES THAT SPEED YOUR ORDERS TO US...OUR HIT PRODUCT TO YOU!

★ Incoming Wats just Dial 800-221-7270, FREE OF CHARGE!...and place your order. Dealers: phone us and we'll give you the name of the distributor nearest your store who can give you the NAL merchandise you need when you want it!
★ 48-hour delivery guaranteed to distributors.

TAPE CARTRIDGE & CASSETTE HEAD CLEANER

a great self-merchandising display unit that contains individually packaged head cleaners for cartridge and cassettes which protect valuable tapes insures best reproduction. Adds many years of life to cartridges and cassettes.
Here are just a few of the exciting things NAL has on the drawing board...

**TAPE:**
The finest in product and services which will continue to expand into broader representation of Super Stereo 8—cassettes—reel-to-reel.

**TV-RADIO:**
Syndication of shows and television programming that will revolutionize these two media.

**MOTION PICTURES**
Independent production of feature films and specialty films and Broadway and off-Broadway plays. As well as growth into the great audio/visual market, including industrial shows and product presentations.

**RECORDS:**
Top artists, top performances for the premium field with startling developments to come in the near future.

**AND THE GREAT NEW ELECTRONIC MEDIA OF THE FUTURE:**
NAL will be in the heart of tomorrow's leisure entertainment such as video tape, picture discs, background music, special products for the educational field, and all types of audio and video reproduction equipment. North American Leisure is the name that means total entertainment today...and tomorrow!

Distributors! Make the most of your share of the total tape market by mailing the coupon below, or utilizing our FREE incoming WATS phone service, by dialing TOLL FREE 800-221-7270 or call our NY City number: collect 212-265-3340.
Congratulations
Welcome to the Family

OMEGA EQUITIES CORPORATION
18 EAST 41st. ST. N.Y.C.
Congratulations

Welcome to the Family

RALEIGH MANUFACTURING, INC.

Arthur Jarwood, Pres.
1290 Avenue of the Americas
New York City
Baltimore, Maryland

Manufacturers of Men’s Clothing
A subsidiary of Omega Equities Corporation
Congratulations
Welcome to the Family

NATIONAL TECHNOLOGY, INC.
WESTERN TECHNOLOGY, INC.
220 West Central Avenue, Santa Ana, California
Manufacturers of Sophisticated Printed Circuitry Boards

A subsidiary of Omega Equities Corporation
Congratulations

Welcome to the Family

NOB HILL KNITTING MILLS

1111 East 16th Street, Los Angeles, California

Manufacturers of Boys' and Men's Knitwear

A subsidiary of Omega Equities Corporation
Congratulations
Welcome to the Family

ROBERT MELLIN MUSIC CORP.
SHERWIN MUSIC, INC.
VICKI MUSIC, INC.
FOREMOST MUSIC PUBLISHERS

STASNY MUSIC, INC. 1650 Broadway N.Y.C.

A subsidiary of Omega Equities Corporation
Congratulations

Welcome to the Family

OMEGA OCEANOGRAPHICS, INC.
Manhattan Beach, California

A subsidiary of Omega Equities Corporation
Congratulations

Welcome to the Family

UNITED GAUGE COMPANY
7316 Fulton Avenue, North Hollywood, California

Manufacturers of Precision Gauges.

A subsidiary of Omega Equities Corporation
**Omega Equities Acquisitions Provide NAL with Needed Proprietorship**

By LARRY FINLEY
President, North American Leisure Corp.

There is an old Armenian saying that, when freely translated, goes: "The fruits of the marketplace come most fully to those who own the sheep from which their rags are made." Now I'm no old Armenian, but I do know that the message in this old saw is as true today as when it was originally coined.

To me, this old saying translated into today's terms means that only fully to develop a tape operation in today's market is for the tape producer to have more than transitory control over his creative source of product. What this means, of course, is that a tape manufacturer, interested in continued growth in the cartridge, cassette, and reel-to-reel fields, must somehow control the raw creative product that is ultimately found on his tape cartons.

In the past six months the tape industry has seen a growing number of labels go into tape operations for themselves. Capitol and A&M are only two of the most recent examples of record companies that have gone into the tape business.

For this reason, anyone involved in the acquisition of music publishing and record companies must have a good working knowledge of the current market and its value to the purchaser.

The acquisitions Omega Equities has made so far in the music and record fields have been with the thought in mind of building up an operating company, not only for their immediate worth and ability to make money, but for their over-all worth in an entertainment complex.

At the present time Omega Equities Corp. controls 55% of NAL, its subsidiary, and has contracted to acquire Roulette Records and Big Seven Music Publishers and has also acquired Robert Mellin Music, Inc. But this is mere beginning as far as we are concerned. We will use all of these firms to control and supply material for the tape division of NAL.

Realizing that the possible source of material for tape products continues to shrink, Omega Equities Corp. is currently on a search for properties in the music production and recording fields that will provide the necessary raw product to make NAL the potent force in the business. The only way this can be done is with an exclusive source of recorded hit product and substantial catalog to draw upon.

Through its current series of acquisitions, Omega Equities Corp. is attempting to build just an extensive supply for the various members of its entertainment complex.

---

**Substantial Catalog & Growth Potential Key to Acquisition Decisions**

By HARRY BANK
Member of the Board of Directors
Chairman of the Executive Committee and Special Consultant on Acquisitions to Omega Equities Corp.

One of the prime considerations in the acquisition of one corporation by another is the current worth of that company, its inventory of goods and its growth potential. In the music industry these usual roles of the normal concern of the American public—a sudden change in music fashion—the most important portion of any record company's inventory, its catalog, may become virtually worthless. Today, any recorded music is only as valuable as the popularly of the artist who performs it, and the songs he sings.

For this reason, anyone involved in the acquisition of music publishing and record companies must have a good working knowledge of the current market and its value to the purchaser.

The acquisitions Omega Equities has made so far in the music and record fields have been with the thought in mind of building up an operating company, not only for their immediate worth and ability to make money, but for their over-all worth in an entertainment complex.

At the present time Omega Equities Corp. controls 55% of NAL, its subsidiary, and has contracted to acquire Roulette Records and Big Seven Music Publishers and has also acquired Robert Mellin Music, Inc. But this is mere beginning as far as we are concerned. We will use all of these firms to control and supply material for the tape division of NAL.

Realizing that the possible source of material for tape products continues to shrink, Omega Equities Corp. is currently on a search for properties in the music production and recording fields that will provide the necessary raw product to make NAL the potent force in the business. The only way this can be done is with an exclusive source of recorded hit product and substantial catalog to draw upon.

Through its current series of acquisitions, Omega Equities Corp. is attempting to build just an extensive supply for the various members of its entertainment complex.

---

**Car Tapes: Total Involvement a Must**

Car Tapes, Inc., which recently entered the tape playback marketing field, is taking a total approach to the automotive sound field, according to Edwin Swift, marketing vice-president. Although Swift is enthusiastic about the acceptance of Car Tapes cassette automotive player, he cautions those who try to promote any one segment of the field.

"We have a 4-track, 8-track, cassette and radio equipment. People are jumping on themselves in the field of one type of equipment dominating the automotive field. All we can do is to analyze trends, look at reasons and then reach a conclusion."

Since its founding by Jim LeVitus in 1966, Car Tapes, Inc., has been a supplier of soft ware. But the firm also is marketing 10 playback units under its own label and featuring points-of-purchase display packaging.

"We're in the middle of a very successful operation, and as a trend, we're very enthusiastic about the acceptance of 8-track CTP6000 units. With the features, slot loading and record/playback, we think this kind of unit marks a new direction in the field. We have the only cassette unit with slot load that is ready for delivery."

This direction is based on two aspects, Swift said.

First, from the standpoint that the packaging (the unit's package cover carries a sales story) compiles display possibilities, increasing the exposure for the product. Second, from the standpoint that cassettes are continuously interesting to consumers.

"Cassette brings the listener to the point of greatest selectivity with its fast forward and fast rewind capability. This is only speculative logic, but it seems that selectivity will be the final determining factor in what system gains the widest acceptance."

Swift, formerly executive vice-president, automotive division, Allen Electric, explained that Car Tapes packaging concept has a dual function. "For one thing, stores that are not in the playback equipment field now can get in easily. The package sells itself. Secondly, where stores now handle playback units in one section, this new packaging concept broadens the area of exposure."

Car Tapes, which has two warehouse shipping points each stock 2,500 cartridge and cassette units, is marketing:

A cassette car unit, a 4-track car unit, a 4-track auto unit, a home 8-track unit, a 4- and 8-track combination unit, a cassette AM tuner, an auto cassette unit without record feature, a reverberator unit, AM/FM tuner and the multiplex tuner.

**NAL Rolls in Canada**

With the Canadian market showing all indications of evolving into one of the world's major tape CARtridge markets in the next 12 months, North American Leisure has set up a Canadian distribution operation.

Modern Tape Cartridge Co., Ltd., has been formed specifically to distribute NAL products throughout Canada, according to managing director Gary Salter.

Salter said the company has hired five salesmen to cover all of Canada, with three located in Toronto, one on the East Coast and one in Alberta. Modern Tape is headquartered in Toronto.

In addition to the NAL line, Modern Tape will also distribute several other cartridge lines and it will handle some lines of players.

Currently, the company is importing finished cartridge units, including NAL, at a rate of 1,800,000 per month. Modern Tape will move into the cartridge field at a later date.

According to Salter, Modern Tape will follow all of NAL's customer service policies. However, because of slower shipping services, the company guarantees 70 per cent delivery within 96 hours, rather than the 48 hour service guaranteed in the U.S.
8-TRACK MARKET BOOMS

By OSCAR P. KUSISTO

The 8-track cartridge industry is emerging as the fastest growing consumer electronics market in the United States, exceeding color television. The 8-track segment of this boom surpasses the largest. Most of us in the 8-track business have consistently underestimated the phenomenal growth rate and potential of the entire cartridge business. Retailers, department store, television, radio, and automobile manufacturers and retailer surveys indicate a potential $500 million in sales at retail in the U.S. in 1968. This figure includes $350 million in systems and $150 million pre-recorded. There are 40 systems available, 30 of which are conventional. Since January, nearly 200,000 units have been sold, and this figure is expected to exceed 500,000 units by the end of the year. The entire industry is expected to exceed 1 million units in 1969. The 8-track business is booming, and all retailers are supplementing their existing catalogs with 8-track cartridges. The following are the latest 8-track systems available.

MOTOROLA, the world's largest supplier of 8-track systems, recently introduced its three-year extension of its 8-track player contract with Ford. This new 8-track-Motorola contract is an important reaffirmation of Ford's faith in the 8-track cartridge system. Additionally, Ford, RCA, and Motorola are jointly staging a giant in-store promotion to obtain broad consumer market exposure to the 8-track concept. Special car showroom display packages are currently available to Ford dealers. The top 2,000 Ford dealers are expected to participate in this special promotion which will continue through November.

The growing popularity of 8-track systems for cars is helping generate demand for home units. The 8-track system has important features such as simple operation, compact size, long playing time (up to 80 minutes), superior sound quality, reliability, and most importantly, home and auto compatibility. Only complementary home and auto units are the only justification for a sizable tape library. All major home entertainment manufacturers included the 8-track system in their 1968 lines. Magic of every major record label is available on 8-track tapes. Radio stations are using 8-track exclusively. They feel . . . the 8-track stereo tape system offers significant advantages to the consumer, and to the industry compared to the other cartridge playback system. In 1967, with 8-track accounting for over 50 per cent, recorded tape sales considerably exceeded $100 million. This represented a 150 per cent increase in 8-track sales over 1966 and the 1968 trend indicates another substantial increase.

As the product matures, prices will decline. Probably some 8-track players will be produced in less sophisticated form, minus automatic features, to close the price gap between 4- and 8-track. Conversely, as the market demands new features will be introduced in the 8-track system. Some features appearing now or slated to appear in the near future are: track identification, fast forward, precise control of track and musical selection: jockeybox concept, recording capability, and an automatic cartridge changer.

The future of 8-track in the international market is very bright. In 1967, Motorola established an joint venture company, Alpco-Motorola, in Japan to produce units for worldwide distribution. This company has a contract with several foreign dealers in our own domestic territory. Our associate in Mexico is producing units in volume. Other programs are under way to establish licensees and panoramic tape system. The European Consumer Market, United Kingdom, Latin America and Australia.

With increased advertising, promotions, and demonstrations to the consumer the 8-track market will continue to set phenomenal sales gains.

New Package Needed: Record Rack

A new package is needed for the tape cartridge, one which will allow the public to once again hold, feel, and touch the product. The need is not to change the product itself, but to bring it to the public so they can see it, feel it, and buy it. This new package, afloat Ed Mason of Record Rack Service, is really the "old Capitol donut we all screamed about when it first came out." The industry needs something that doesn't have to be placed under lock and key. Mason emphasized in his Los Angeles address "the key to the success of the record industry is the accessibility of its product." Mason contends that by keeping cartridges away from curious hands a certain amount of sales are lost.

The demerit may not be the answer, but manufacturers understand the problem and are investigating the situation.

Mason said he could not ascertain the amount of business lost to inaccessibility of merchandise behind locked cases or in rear storage areas. He states that it's a matter of theft protection. For the past two seasons, the rack and United Tape and Instrument distributor have been operated as one company, Mason explained "the entire organization is invested in the present success" is the way he explained the present operation.

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

Campaign Under Way

The company has now been finding new tape outlets on an experimental basis. These include furniture stores which were handling phonographs and moved into the playing tape paraphernalia. He estimates serving as many as 70 of these furniture stores. Some of these outlets use cartridges as giveaways, those that advertise and promote to do business. There are some auto accessory, and dealer accounts for music. Photo stores seem to lean toward the cassette concept. "They're always been reel-to-reel accounts," Mason said.

Record Racks has been selling 4 and 8-track cartridges for two years. Players are offered from Muntz, Automatic Radio, Noreco and other well known manufacturers, the company's own private label 8-track portable line, manufactured in Japan.

Shift Swinging L&F's Sales Into High Gear

The shift from selling of tape CARTRIDGES sales in automobile accessories and electronic parts dealers to regular record dealers in major market areas has resulted in a surge of business for Jack Geldhart's L&F Record Service in Atlanta, Ga.

"Tape cartridge sales have become an important factor for those dealers during the past six months," Geldhart said. "In regular record outlets, business has continued, "sales personnel are trained to sell music. And tape is another format for music.

Prior to these changes, a large percentage of its tape produce to the automobile and electronics parts retailers and to new car dealers. As more record stores became involved in tape cartridges, Geldhart said, "those nonmusic stores are shifting away from tape.

At first, there were only a few cartridges which carried cartridges so automotive and accessories stores had to stock tape in order to sell players. But now," Geldhart explained, "they're happy to sell a buyer of a tape player to a neighborhood music shop." Geldhart believes that this trend will be extremely beneficial to the tape cartridge business, "Tape is now coming to be regarded as one of the most important and practical music business of the best." L&F, who racks many of the Atlanta radio station, Georgia, such as W. T. Gram, Stam and the Woolworth chain, supplies 8-track tape cartridges and cassettes.

90 in 48-Or Else

In order to underline the importance North American Leisure Corporation places on speed and efficiency, newly filled orders have to be filled within 48 hours of receipt of order. For the purpose of maintaining this criterion, it was necessary to institute a policy of filling 90 per cent of any distributor's request for merchandise within 48 hours of receipt of order. This would not be possible without the cooperation of each member of the distribution center. Anyone who has been charged with this responsibility has the opportunity to set his own pace and to set his own standards of performance.

Selling All Configurations: National Tape

Sales at NAL have increased in the last two years, with 1968 sales up 50 per cent over 1967 sales. According to Mr. Waak, the sales manager, "Sales at NAL are up 50 per cent over 1967 sales. The increase is due to the introduction of the 8-track cartridge system and the growing interest in the industry." The company has been able to maintain this growth by focusing on the 8-track market and by providing excellent service to its customers.

Mr. Waak attributes the company's success to its dedication to providing quality products and excellent service. "We believe in building long-term relationships with our customers," he said. "We want to be the company that our customers turn to when they need quality products and reliable service."

NAL's product line includes a variety of tape cartridges and cassettes, as well as other audio and video products. "We offer a wide range of products to meet the needs of our customers," Mr. Waak said. "We want to be able to provide our customers with everything they need to enjoy their audio and video experiences."
Where do you go after you've seen Europe?

More and more seasoned travelers are heading for Africa. So starting November 1, Olympic Airways heads for Nairobi and Johannesburg twice a week. Direct flights via Athens. With our bouncing bouzouki music all the way.* (But please no dancing in the aisles.)

Nairobi is a natural for travelers who want to combine the convenience and comfort of a large city with the excitement of exploring the big-game country and untouched natural beauty of Africa.

Johannesburg is much more cosmopolitan. Many Europeans have found a new Riviera in South Africa, with its magnificent beaches, golf courses, ultra-modern hotels, and gourmet restaurants.

So whether you're going to Europe, the Middle East, or Africa, you'll be able to get there on Olympic.

Just don't get carried away on the way.

When NAL and "Show-Biz" travel to Europe, Middle East or Africa, they fly Larry Finley's favorite airline, "Olympic."

*As normal charge per IATA Regulations.
THE ORIGINAL
CAPSTAN MARVEL
CAPSTAN CLEANER
AND
HEAD CLEANER
ECONOMICAL!
FAST!
ANTI-STATIC
TREATED!

The new Capstan Marvel cartridge is the first big improvement in head and capstan cleaning in many years ... and it's an item you'll re-stock in short order. This one cartridge cleans and polishes the playback tape head and capstan all in one simple operation. Maintains true, clear sound -- removes dust, dirt, oxide in seconds!

HELP YOURSELF TO NEW PROFITS
WITH CAPSTAN MARVEL!

Available in 4 or 8 track cartridge.

New Low
Suggested Retail Price $1.95

Stock up NOW with this hot, new item!
There's nothing else on the market like it!

Another product of advanced research from

audio electronics
Division of Howard Industries, Inc.
7305 Van Nuys Blvd., Van Nuys, Calif. 91405
(213) 785-8891

Congratulations From

CRAIG
"Artistry In Sound"

to
Larry Finley

Larry,
You're so right
Tape is Great
on Super
Stereo 8
We're with
all the way.

Grady Brown

BROWN
SALES COMPANY
1423 Ellerbe Street
Columbia, South Carolina 29204
hits and a string of fine country artists including Leroy Van Dyke, Mel Tillis, Bob Wills and Freddie Hart.

The greats of the Latin American music market sparkle in the Latin Soul catalog as it is represented in the NAL product lists. Lupe Lupe, Tito Puente, Joe Cuba, Johnny Colon, Eddie Palmieri, Joe Bataan and Ray Barreto are just a few of the first class Latin music makers on hand.

Still more pop market hits are represented by the chart-making Mitch Ryder singing on New Voice. And then on Philly Groove, the Delphonics do their chart buster, La La Means I Love You. On Plantation, NAL has Harper Valley, P.T.A. by Jeannine Riley.

Shifting to the highly and yet entirely different Project 3 label of Enoch Light, NAL has a solid core of great material from that fine catalog. Pearl Bailey, Tony Minaola, Bobby Hackett and the 21 Trombones led by Urbie Green are all on tape.

From Roulette NAL is distributing cartridge and cassette and open reel material on Sarah Vaughan, Count Basie, Joe Williams, Dinah Washington, Lalo Schifrin; fine representatives of the pop and jazz markets. On the rock side are hit makers Tommy James and the Shondells, Little Anthony and the Imperials and the Big Three featuring Mama Cass.

The Moon People from the Speed label have an 8-track Super Stereo 8 cartridge that NAL has released on their product, while North American has its own highly provocative series of 12 volumes of country stars called the Tennessee Sound series. This series is released on 8-track and cassette and is being marketed in a twin-pak which gives the consumer 20 selections (twice the playing time of the usual cartridge on 8-tracks) at the same retail price, $6.95. The artists are of the very best country caliber and the series is studded with hits (see separate story).

The currently very hot Tetragrammaton label is on hand with the chart topping Deep Purple on both 8-track and cassette. The label also shows Biff Rose and Ivory on 8-track.

Also hot is the White Whale product available on NAL cartridge, cassette and reel-to-reel. New items feature the Turtles and J. K. and Co.

In all, the product represented on the North American Leisure cartridge, cassette and reel-to-reel configurations would seem to have something for everyone. It's a well-rounded catalog that should become even more impressive as it widens and deepens.
$$$ THE BEST AND FINEST LATIN LABELS FOR $$$

FOR MORE PROFITS $$$
WRITE OR CALL US

$100,000
STEREO TAPE
CARTRIDGE
S IN INVENTORY AT ALL TIMES
4 & 8 TRACK
ITCC • DECCA • MERCURY
COLUMBIA • CAPITOL
RCA • MOTOWN • MUNTZ
GRT • AMPEX • PLAYTAPE

Congratulations
Larry Finley
and

Happy Days . . . to Larry Finley
and the gang at

We're with you in Oklahoma

Stan White
OKLAHOMA NEWS COMPANY
TULSA, OKLAHOMA
We Fight Poverty!

THE ONLY WAY WE KNOW HOW!

BY MAKING MONEY FOR OUR CUSTOMERS

Complete Merchandising Service
ON ALL BRANDS OF RECORDS
AND TAPES—CARTRIDGE, REEL
AND CASSETTE...

Plus Complete Selection of Tape Players,
Recorders and Accessories

TAYLOR ELECTRIC CO.
4080 N. PORT WASHINGTON RD.
MILWAUKEE, WIS. 53212
PHONE 414-964-4321
TWX 910-262-3414

RECORD CITY
P.O. BOX 2359
MILWAUKEE, WIS. 53212
PHONE 414-241-3970

CALL OR WIRE COLLECT

JUDGE CRATER, CALL LARRY FINLEY AT NORTH AMERICAN LEISURE!
Larry Finley, President of N.A.L., and his wife Betty are shown with Mr. and Mrs. Grady Brown of Brown Sales, Columbia, South Carolina.

The late senator Robert F. Kennedy is shown here with Larry Finley during his stay with MGM Records as director of the Premium division. The photo celebrated the successful completion of a special John F. Kennedy Memorial set which Finley compiled for the Longines-Wittnauer Symphonic Society.

As the host of his own TV program in Los Angeles Larry Finley interviewed and hosted for many superstars. He is shown here with Mahalia Jackson.

Good humor has always played a significant role in Larry Finley's promotional activities. Finley is shown here planning his latest promotion campaign with Chet Chez, one of the stars of the film, "Dr. Dolittle."
Our Sincere best wishes to a fine company... may you live forever.

OFFERS
The Newest Discovery In Auto Stereo Sound!

FULL FREQUENCY AUDIO MODULATORS
The Ultimate In Stereo Sound Within Your Car

Enjoy new, exciting sound as you've never heard it before. Brings out all the full, rich tonal quality as recorded on your stereo tapes--offering tremendous response and amazing clarity! In addition to their marvelous tone, Full Frequency Audio Modulators are designed to enhance the beauty of your car's interior--and are extremely simple to install. Every kit comes to you with easy instructions, mounting plate and all necessary hardware. Your car stereo is not complete until you've installed Full Frequency Modulators!

SPECIFICATIONS:
Dimensions: 6 1/4" deep, 8 3/8" wide, 10" high
Voice Coil: 8 ohms
Weight: Approx. 2 lbs.
Power Capacity: 10 watts

Another offering of advanced research from:

audio electronics
Division of Howard Industries, Inc.
7806 Van Nuys Blvd, Van Nuys, Calif. 91405
(213) 785-0891

WELCOME TO CANADA
LARRY FINLEY
and
NORTH AMERICAN LEISURE CORP.

We're proud to be the Exclusive Major Distributor in Canada of NAL product
Licensed for sale in Canada

Modern Tape Cartridge Ltd.
1179 Finch Ave. West
Downsview, Ontario
(416) 630-8494

We guarantee a 96-hour Delivery with a 90% fill or 5% of your order is free.
LEISURE TIME TIPS...

by: Larry Finley

This column usually appears in the weekly Tape Cartridge section of BILLBOARD. Instead of being a one-page format as it is now, it is a one-column insertion that keeps BILLBOARD readers informed of the stereo tape cartridge industry, as well as other leisure time activities.

The column originated back in July 24, 1965, and was originally called "Tape Cartridge Tips." It has been written from many places, very often from mid-way between New York and Los Angeles on board one of the TWA flights, from the middle of the Atlantic on Olympic airway flights, from London, from Milan, from Paris, from Rome, from Geneva, from Zurich, from Athens, from California, from Nashville, from Texas, from Detroit, from Chicago, and from our office in New York City. It has been written from wherever news in the tape cartridge industry has been made, as it has been our aim to factually report the "goings on" in the industry and to expose our thoughts and diverse information that could be of value to our readers.

This column has been accredited with many "scoops" in the cartridge business, and hundreds of letters and calls from our readers tell us that we are read regularly so that they may keep abreast of the happenings in the industry. On many occasions we have made predictions concerning the future of the stereo tape field. At the time some of these were made we received letters and calls from distributors and leaders in the record business telling us of "how wrong" we were. One record company president told us, in no uncertain terms just three years ago, that we were ten years ahead of our time. This same executive apologized just over a year ago, telling us that not only were we right in what we had written, but the way this business was mushrooming, that he now felt that every one of our predictions were most conservative, and that we were not "behind," but ahead of what we had predicted.

One of our predictions was the acceptance of the 8-track versus the 4-track concept, as well as the status of the pre-recorded cassette. This writer was the first in the industry to accept the 8-track principle, being the first one to follow in the footsteps of RCA. At that time the entire industry was leaning toward the 4-track concept, and it was after our entry that the battle of the configurations really started.

At the inception, the 4-track led the field and it was approximately two years ago that 8-track began to take the 4-track. At this time the pre-recorded increase in 8-track is so overwhelming, that NORTH AMERICAN LEISURE CORPORATION has decided not to enter the 4-track field. All of NAL's production is centered on 8-track, the pre-recorded cassette, and open-reel tapes. One of the most significant reasons for the great surge in the 8-track is the backing given the system by the giants of the automotive industry.

In the September 21, 1968, issue of BILLBOARD magazine, the lead article on the front page was the fact that the Ford Motor Company had extended its stereo-8 player contract with Motorola's Automotive Products Division for another three years. This action of Ford, plus the action of General Motors, Chrysler, and American Motors in endorsing the 8-track configuration has been the most deciding factor in the industry. Then, too, we can add that our prediction that people who purchase an automobile with an 8-track unit, or people who purchase an aftermarket 8-track unit for their automobile, would want to put double use out of their stereo tape cartridges as they would take advantage of the wonderful fidelity offered by home stereo tape players. This, too, has been proven as sales of home decks are increasing at a most tremendous rate.

Insofar as sales of pre-recorded cassettes are concerned, this has been most disappointing to those in the business. Despite the tremendous amount of money backed by some of the cassette player manufacturers, the majority of distributors and dealers are reporting that the pre-recorded cassettes are a very small portion of their over-all tape sales. This is brought about mainly by the fact that a cassette player owner can buy a blank cassette and record their own music. NAL urges its distributors to be conservative in their purchases of pre-recorded cassettes, even though the NAL catalog offers a great variety of these items. The cassette player market will grow in great bounds, but the primary use will be for record and playback.

As far as the future is concerned top management of NAL are "putting their money on the STEREOD 8 concept." The NAL SUPER STEREOD 8 CARTRIDGE offers the utmost in quality and performance and the modern merchandising innovations offered by NAL will prove a great boon to this giant exploding industry.

In addition to NAL's duplicating facilities in the East, plans are now being made for similar duplicating facilities in the Mid-West and on the West Coast. Under the able guidance of Al Weintraub, head of AAB Sound, NAL will have three of the most modern and up-to-date duplicating facilities in the world. NAL is also planning to open duplicating facilities in Canada and will also enter the worldwide market this coming year.

As for the future of the industry, there are many things on the drawing board at NORTH AMERICAN LEISURE CORPORATION. Less than two weeks ago we took a good "hard" look at a plan for a video camera which is approximately the same size as the present "Super 8" movie cameras, where instead of inserting film in the camera, all one does is insert a blank STEREOD 8 audio cartridge in the camera. One then takes their own home movies, and at the end of up to 20 minutes of use, removes the SUPER STEREOD 8 cartridge from the camera, and then to view the pictures they have taken, all they do is take the same cartridge and place it in a very small unit which will be located on top of their present television set. This unit, which is even smaller in size than the present 8-track audio playback units, will be connected to the antenna posts of the television set. There can be an immediate playback of the tape which was just taken in the audio camera, with the SUPER STEREOD 8 video cartridge offering audio as well as video. The price of the cartridge itself, which will offer 20 minutes of both audio and visual entertainment will be at a cost lower than the cost of 20 minutes of film.

It is our prediction that these units will be on the market sometime during 1970. The price of the camera will be comparable to the price of a good movie camera, and the price of the playback unit will be comparable to today's present 8-track playback unit.

There are many other revolutionary items on the drawing board at NAL. Spearheading our present activity is the "SUPER STEREOD 8" cartridge, as well as pre-recorded cassettes, open-reel tapes, plus a complete line of 8-track headcleaners and cassette headcleaners. The headcleaners are packaged in a most attractive counter display and are proven to be a "plus" item for tape cartridge dealers. In addition, NAL has introduced a "twin-pack" country and western series featuring the nation's top C & W stars. This "twin-pack" (which is advertised elsewhere in this section) is a genuine $3.95 value, but the suggested retail list price is only $5.95, with the distributor and dealer paying the same prices as they normally would for a $5.95 cartridge.

The NAL "Research and Development" Department is constantly striving to set new standards of quality for the entire industry. In addition, new forms of merchandising are being developed which will give even greater impetus, not only to the tape cartridge industry, but to all phases of the leisure time industry.

Readers of our column are invited to phone us—toll-free—by dialing directly on our incoming WATS line at: 800-221-7270 with any suggestions or ideas to help further the stereo tape cartridge industry which we believe to be the most explosive factor in the entertainment business since the advent of color television.
<table>
<thead>
<tr>
<th>Year</th>
<th>Company Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>1942</td>
<td>Finley Productions (Television Production Complex)</td>
</tr>
<tr>
<td>1948</td>
<td>Popular Radio &amp; Television Personality for more than ten years</td>
</tr>
<tr>
<td>1949</td>
<td>Progressive Broadcast System (Coast-to-Coast Radio Network)</td>
</tr>
<tr>
<td>1950</td>
<td>Finley Transcriptions (Transcribed Radio Shows)</td>
</tr>
<tr>
<td>1953</td>
<td>Casino Gardens, Santa Monica, California</td>
</tr>
<tr>
<td>1954</td>
<td>Mission Beach Amusement Park, San Diego, Calif.</td>
</tr>
<tr>
<td>1956</td>
<td>Motion Picture Production Company</td>
</tr>
<tr>
<td>1957</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1958</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1959</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1960</td>
<td>International Tape Cartridge Company</td>
</tr>
<tr>
<td>1961</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1962</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1963</td>
<td>International Tape Cartridge Company</td>
</tr>
<tr>
<td>1964</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1965</td>
<td>International Tape Cartridge Company</td>
</tr>
<tr>
<td>1966</td>
<td>North American Leisure Corporation</td>
</tr>
<tr>
<td>1967</td>
<td>North American Leisure Corporation</td>
</tr>
</tbody>
</table>

When a man tells you of the great things he will do tomorrow... ask him what he did yesterday!

Congratulations Larry Finley

Bresee, Smith & Associates, exclusive television merchandising representatives, pledge to continually provide Larry Finley with television's most valuable nationwide exposures.

Frank Bresee
Gary Smith

Bresee, Smith & Associates, Inc.
Cassettes to Play Key Role
In Music Instruction

By JOHN BRIMHALL
Editor-in-Chief, Hansen Publications

The future holds great promise for music in the home. New instruments and techniques will remove much of the labor from the study of music while making it more interesting. An innovation of the future will be the use of tape cassettes fed directly into the sound system of the home electronic organ or electronic piano. These cassettes will contain complete methods of instruction, instrumental or combo accompaniments or demonstrations as part of a course of instruction.

Music lessons are no longer the exclusive province of the very young, and the sight of a graying head among the students in the college classroom is not unusual today. With more and more leisure time made available through earlier retirement and shorter working hours, many thousands of adults are turning to some phase of music as a leisure-time activity.

Even larger than the resurgence of music as a listener’s art is the growth of music as a medium for amateur participation. Adults are taking lessons on piano, organ and guitar in larger and larger numbers. In addition to those taking private instruction, many are enrolled in group piano classes in adult education facilities and junior colleges throughout the country. Class piano is “in” and here to stay, thanks to some recent technological innovations which allow a drastic re-evaluation of teaching techniques.

Traditionally, class piano teaching was of necessity a barely adequate substitute for private instruction. The advent of the Electronic Piano, however, has changed all of that and allowed the teacher to teach creatively by a variety of tested methods. The electronic class piano has some unusual characteristics: It can be played through its own high fidelity speaker, or through headphones, so that only the player can hear, and he can take his lessons home on a cassette attached conveniently.

The typical classroom installation of electronic pianos consists of eight to 24 instruments, all connected to the teacher’s console. The teacher can listen to them individually or by groups, converse with them or demonstrate on his own instrument. There is a switchboard facility, so that groups within the class can be joined together by ability levels, into smaller ensembles. The sound of any one piano or group of pianos may be switched into the master speakers of the classroom, so that all might hear. The possibilities for excellent instruction are unlimited for the imaginative teacher. A real plus feature of an electronic piano class is that the room need not be soundproofed or isolated. Properly run, it is probably the quietest room on the campus.

There have also been great changes in the method of teaching private piano students. In addition to adults beginning the instrument, there are many who are anxious to re-learn long-forgotten skills—many who took piano lessons as children and who haven’t played since. Now, with increased leisure time, they want to begin again.

A great many teachers are teaching these adults in the same new way that they are teaching their younger students—by using popular music as an interest builder. They are using popular and standard songs and techniques as a supplement to the traditional classical curriculum, presenting the full spectrum of music, not just a portion of it.

What You Should Know
About A MAJOR IN IOWA

It seems a few years ago there was a very enterprising private record company that had just been sent out on its own by its parents, Mid-State Distributing Co., of electronics fame.

The youngster was something of a prodigy in the record industry’s boot camp but that was quite natural since his training was being given by the team of drill sergeant Bob Pockrandt and Commanding Officer Jack M. Silverman. Upon completion of basic training the youngster entered advanced training in the tape industry.

Before long, the recruit had outgrown his barracks and took up residence at a brand new fortress with more than 24,000 Sq. Ft.

Fairly precocious as youngsters are, an outpost was added at 2901 Grand Ave. In Kansas City, Mo. Then, as a further assertion of his independence, he took over the locations of R&R Record Distributors at 7059 W. Addison St, in Chicago and 313 Franklin in Peoria. This is what’s known as making rank.

Now you know what Larry Finley knows, the tale of how the Major in Iowa made it in just 3 years. What we’d really like to tell you however, is what we can do for you. And believe us,

THE MAJOR WANTS YOU.

MAJOR RECORD CORP. 1520 Walnut, Des Moines, Iowa

(515) 288-7001

Special Market Profile Sponsored by North American Leisure Corp.

NOVEMBER 2, 1968, BILLBOARD
CONCERNING RELIABILITY...

IT'S MEASURABLE...

AND AVAILABLE...

NOW...

IN A SECOND GENERATION CARTRIDGE...

REQUEST A FREE SAMPLE ON YOUR COMPANY LETTERHEAD

ROZINANTE INC. - 878 WING - PO. BOX 87 - PLYMOUTH, MICHIGAN 48170
TELEPHONE 313-455-2500
WHY DID ALL MAJOR MANUFACTURERS CHOOSE 8-TRACK STEREO FOR AUTO AND HOME PLAYERS?

... Because the 8-track system possesses those major features that appeal to the broadest market: simple operation, compact size, long playing time, a degree of selectivity, superior sound quality, reliability ... and most importantly, auto and home compatibility.

Today, the entire U.S. auto industry offers factory or dealer installed 8-track systems. Many truck and foreign car manufacturers have adopted the system. The big names in the auto accessory field are selling 8-track.

All major home entertainment manufacturers will include the 8-track in their 1969 lines. The system was selected because it approaches the audio quality found in present-day disc systems with features not found in conventional record changers.

WHY DID MOST MAJORS SPECIFY THE MOTOROLA 8-TRACK SYSTEM?

... Because they could count on the same sophisticated engineering reliability that designed and produced such Motorola market-makers as the electronic alternator system, the transistor ignition system, and the broad line of hi fidelity Motorola AM and FM car and home radios.

It was Motorola engineers who, working with Ford and RCA and the Lear cartridge, developed the first 8-track player for Ford’s 1966 auto line. It is Motorola you can count on for product reliability and capability.

The majors specify Motorola. Do you?

THE WORLD’S LARGEST PRODUCER OF 8-TRACK SYSTEMS

MOTOROLA
Automotive Products Division

BEST OF LUCK, LARRY — YOU’RE ON THE RIGHT TRACK
TONY BENNETT: 20 Years in Show Biz
Billboard - November 30
Radio-TV programming

Stations Playing Progressive Rock

EDITOR'S NOTE: This is an addendum to the recent list of radio stations playing progressive rock.

KRTB-FM—Glenn Adams, 9292 Chapman Ave, Garden Grove, Calif. 92841, 714-530-3100. Stereo. Doesn’t get too far out in its programming, but does play progressive rock heavily. 24 hours.

WMAA-FM—Operations manager Patrick McCoy, 5000 Euclid Avenue, Cleveland, Ohio 44103. 216-391-5060. Stereo. (Formerly known as WHK-FM.)


KNIX-FM—Manager Jerry Sawyer, Box 7100, 475 N. Central Avenue, Phoenix, Ariz. 85011. 602-277-5740. Stereo.

KQCT-FM—Manager Dee (Mary) Chipman, 6230 Eby Street, Merriam, Kan. (Serves Kansas City.) 66202. 913-937-4104.


KMYR-FM—Program director Ed Mitchell, 7200 W. Alameda Avenue, Inver Grove, Colo. 80226. 303-921-4395. Stereo. Progressive rock 7 p.m.-6 a.m. Serves several major universities. May soon go progressive rock around the clock.

KWBX—Music director Johnny Mathews, 63 S. First Street, Minneapolis, Minn. 55401. 612-332-8943. Johnny Mathews hosts 11 p.m.-5 a.m. progressive rock show on this AM Hot 100 format station.

KITF-FM—Deejay Bill Gresham, 335 S. Main Avenue, Suite 300, San Antonio, Tex. 78204. 512-226-9384. Stereo. Progressive rock show 11 p.m.-1 a.m. Sunday through Friday and 10 p.m.-1 a.m. Saturdays sponsored by local Records Town stores.


KOW-FM—Program director Tom Rambler, 7000 Dodge Street, Omaha, Neb. 68132. 402-336-8500. 100,000 watts. Stereo. Now progressive rock 2 p.m.-1 a.m., but expects to go 24 hours shortly. Bills itself as “Radio Free Omaha.”

National Ad Sales at Country Stations at All-Time Peak

NASHVILLE—Country music radio stations are having their greatest year in history, regardless of the many changes and challenges, Alan Torbet, president of Alan Torbet Associates, national representative firm. Speaking to about a hundred broadcasters at a seminar here Friday afternoon, the last (Continued on page 32)
Tommy Boyce & Bobby Hart
WE'RE ALL GOING TO THE SAME PLACE

b/w "Six+Six" A&M 998
Take one home to mother.
If you’re still her baby for real (under 22 years) you can visit home for half fare. If you’re grown up for real and have babies of your own, you can get a family discount fare (1/3 off for your wife, 2/3 off for your children). If you’re in the service, you can get a half-price military fare. And if you’re a mother who hasn’t been visited lately, you can send this ad to your prodigal kids. Fly the American Way

American Airlines

See us or your Travel Agent.
Radio-TV programming


tm production aids

Programming guidelines for key packaging radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100

Altoona—WFRG
John Anthony Program Director


Jacksonville—WAPE
Ike Lee Program Director


Atlanta—WBBN
Bob Hegge Program Director


Arvada (Denver)—KQX
Ron Huntsman Music Director

Program Director


Charlotte, N. C.—WAYS
Jack Gale Program Director

Program Director


Chattanooga, Tenn.—WFLI
Mike Scudder Aud. Music Director

Program Director


Cleveland—WKYC
Chuck Dunaway Personality


Fayetteville, N. C.—WFLB
Paul Michaels Program/Music Director

Program Director


Fort Wayne—WLYW
Rick Hughes Personality

Program Director


Galveston—KGBC
Steve O'Donnahoe Music Director


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


Jacksonville—WJAX
Rhet Hamilton Manager

Program Director


Lynbrook, NY.—WLL
Jerry Rogers Music Director & DJ


Milwaukee—WOKY
Bob Barry Music Director


Pittsfield, Mass.—WBEC
Jim Walker Personality


Pittston, Pa.—WPTS
Rick Shannon Personality


Willoughby—WEEL
Ted Alexander DJ


Winston-Salem—WAFI
Manager

Program Director


San Antonio—KRTA
Kahn Hanson Program Director


Santa Barbara—WCBH
Anthony Revere Personality

Program Director


Sarasota—WYD
John Duka Program Director

Program Director


Springfield, Vermont—WCFR
Ron Bastone Air Personality, Program Director

Program Director


Tallahassee, Fla.—KTLD
Dave Sturm Program Director, DJ

Program Director


Tucson—KXK
Tish Scott Music Director


Wichita—KEYN
J. Robert Dark Music Director

Program Director


Willoughby—WELE
Ted Alexander DJ


Worchester—WORC
Joff Stoll Program Director

Music/Music Director


Worcester—WORC
Joff Stoll Program Director

Music/Music Director


Worcester—WORC
Joff Stoll Program Director

Music/Music Director


Atlanta—WBLS—Radio
Chris Fortson Music Librarian

Program Director


Denver—KQMC
Wayne Vann Program/Music Director

Program Director


Don Harbour Personality

Program Director


Hot Springs, Ark.—KZNG
Don Harbour Personality

Program Director

RPL: "Hey, Mover, You On My Mind." "Hey, Mover, You On My Mind." "Hey, Mover, You On My Mind." WPFI.

Tom Ramblers Program Director

Program Director


Phoenix—KNIX
John Sandella Program Director

Program Director


Omaha—KOWH
Tom Ramblers Program Director

Program Director


Wichita—WICH
Bob Craig Program Director

Program Director


Continued on page 52

NOVEMBER 2, 1968, BILLBOARD

Copyrighted material
DEALER'S CHOICE

another winning hand from IMPERIAL RECORDS

www.americanradiohistory.com
Miami Beach WMBS

Donny Gee Program Director/Personality


Knoville, Tenn.-WRL

Phil Rainey Program Director/Personality


Maryland

Ken Miller Program Director


Charlotte- WWOQ

Clyde Bookout Personality/Manager


Providence-WHIM

Tom Allen Program Director


RHYTHM AND BLUES

Beaumont, Tex.-KJET

William Bay Brown Program Director


Memphis- WDIA

Bill Thomas Program Director


Flint- WGMF

Jim Harper Program/Manager/Personality


Pittsburgh- KQSD

Stevie Soul Director


Chicago- WMAQ

Dwight Price Program Director


Sacramento- KSKZ

Andy Budge Program Director/Personality


Phoenix- KRDS

Bob Bond Program Director/Personality


OTHER PICKS


In my listing of TV bandstand shows, I missed "Best Bets" by Bob Robinson, WTUD, Alexandria, Virginia. He needs film clips, video graphics, phone numbers and phone calls. As of this writing, three (3) to four (4) TV stations have been added to the showlist.

The only disk jockey studio claims to have lost the most money was Bob Crane, who was earning $1,000 a week at Slater's Bridgport, Conn., station, and was offered an additional $1,000 (by CBS) to join its KNX outfit elsewhere.

During the afternoon radio session, Charles Stone, NAB's radio vice-president, explored some of the facets underlying the association on national adult listening habits. Music is the second most-played program source following news. Ninety-one per cent of those who and prefer music and news programs, those favoring music the least are listeners over 50.

One-half of those surveyed in radio with specific listening purposes in mind, eight out of ten sex seeking out a particular station. Two-thirds of the adults report they listen to radio with out doing anything else, which Stone pointed out, debarbs the preposition that radio serves exclusively as an accompaniment to other activities.

Two interesting profiles of different station types were offered by program manager Bill Mears of KGFY, Portland, and general manager Bill Hes- sian of WORC, Denver. Hess- sian said his station has a live band which plays mornings and at noon. "Publishers don’t send out sheet music or orchestras, so we buy a piano lead sheet at a music store and the men make their own arrangements for that," Means said.

Hessian was propped up a late afternoon audience when he said he was against record libraries and that his "contemporary- sounding" station plays all its music on cartridges. KOY uses eight cartridge machines and all hits and standard tunes are duplicated. When a song fades in popularity, the old one is erased and filled with a new song. Each song has its own cartridge.

The presence of Ken Mans- field, Capitol's national promo manager, at the final radio seminar resulted in several questions from small market opera- tors and some not near the two billion dollars of communications between small town radio and record manufac- turers. For instance, one of the questioners, who KKEF, Nacodoches, Texas, asked about the list of new Capitol releases. Jerry Cobb, of KNFVM, Fort Worth, answered, "We commented that the way he only had six albums and the music his station needed was to buy the albums. Cobb also added tape as the system of tomorrow, noting the station was getting up to go all tape by Christmas on its own, KNEV would use all albums, and the tapes instead of albums. The problem is to convince the tape manufacturers to make their product available to the station at a price lower than retail. Cobb emphasized.

Topics covered in other seminars included public broadcast, television and violence. TV music licensing, the role of the police in public programs and finding, hiring and training minimum qualified people.

Radio-Television programming
NOW! EXCLUSIVELY ON IMPERIAL RECORDS

LEGENDARY MASTERS SERIES

VOL. 1
RHYTHM 'N' BLUES
THE END OF AN ERA

THE SHAWEEZ • THE DUKES • THE SHARP TONES
THE MELLOW DROPS • THE KIDD'S (PELICANS)
THE FIVE KEYS • THE SPIDERS • THE BARONS
THE PELICANS • THE HAWKS • THE JEWELS
THE BEES • THE JIVERS (CENTAARS)

LEGENDARY MASTERS SERIES

VOL. 1
URBAN BLUES
BLUES UPTOWN

JOE TURNER • WYNONIE HARRIS
MERCY DEE • FATS DOMINO
ROOSEVELT SYKES • SMILEY LEWIS
T-BONE WALKER • DIRTY RED

LEGENDARY MASTERS SERIES

VOL. 1
RURAL BLUES
GOIN' UP THE COUNTRY

LIL' SON JACKSON • LIGHTNIN' HOPKINS
NATHANIEL TERRY • MANNY NICHOLS
SNOOKS EAGLIN • COUNTRY JIM
THUNDER 'N' LIGHTNIN'

LEGENDARY MASTERS SERIES

VOL. 2
RURAL BLUES
SATURDAY NIGHT FUNCTION

SNOOKS EAGLIN • BOOZOO CHAVIS
CLIFTON CHENIER • SLIM HARPO
PAPA LIGHTFOOT • J. D. EDWARDS
BOOGIE BILL WEBB

This vintage recording may be played on Montreal or Bury equipment.
**Radio-TV Job Mart**

**Positions Open**

PM-Operations Man - M.O. format. Large market connections, starts 5/10/64. Salary $5,000. 20 years experience, know all TV, 5-4-3. Urban jump. Must have experience in sales and management. 34th Street, New York, N.Y. 10016.


Looking for a personality (Top 40 station with installation and presence) to make the station one of the strongest in the area. This must be a problem-solver, should have good imagination and be able to work with TV. A music background is desirable. For a reference, please call G. F. 4-3. 40th Street, New York, N.Y. 10016.

1st boats, to: personnel. PD-station. Operations manager. A full-time position has been advertised, to: personnel. Editor. Editor. A full-time position has been advertised. An editor. A full-time position has been advertised. Editor.

**Results - Results - Results**

I received several inquiries from the ad in the job market column.

One satisfied advertiser.

"The results of the advertisements which we ran in the job market for three weeks were simply fantastic—and I mean fantastic!"

A pleased advertiser.

**Reach the Man You Want**

Billboard's RADIO-TV JOB MART uses the handy form on this page.

**Radio-TV Job Mart**

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

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

**Check the number of insertions you wish:**

- One Issue: $5.00
- Two Issues: $10.00
- Three Issues: $15.00

**Amount enclosed:** $__________

(Payment must accompany order)

**Radio-TV Job Mart, 155 W. 46th Street, New York, N.Y. 10036**

**Country Station Ad Sales at All-Time Peak**

*Continued from page 46*

the headlines. $2,000 for five acts was not an uncommon sum to pay for a show that day. He called for a code of ethics for talent and promoters that would encourage the acts to be on time, eliminate dirty jokes, and respect the DJ's. He also called for three weeks for promotion of a show. *Listener Poll*

Koslov listed statistics to show that 45 per cent of the stations get 45 per cent of the men in a day's breadth of the 45-song slot, he'd been with WIBG, WTTW, and WLS. Brad Lacey, formerly program director at WKKO, Fort Myers, Fla., is slated to become program manager. He'd been with WKWK, Fort Myers, Fla., for three years. He will take off this day he left WKDA in Nashville. That's the news.

*Programmer Notes*:

Alan Schaefer of WWR in Dallas has been upped to operations manager of WFR-AM. He's here's the line-up at KSYM in Mansfield, Minn.: Program director Henry Buss Jr. (son of Henry Buse of the big band era), Steve Hastings, Don Beatdass, and music director Scott (the Nightmare) Chrisman. Station is programming progressive rock 11 a.m.-12:30 p.m., which Chrisman believes is a progressive venture, we feel, for a 30,000 population market...but the result has been excellent.

New program director of KUOM in Salt Lake City is John Stevens, who's been music director for the last three years. He's moving to KNKX, same city, as assistant program manager. Andrews will handle Young's air-director duties.

"The line-up at easy-listening WKWI, Fort Wayne, Ind., is Program director Alan Gray, manager Steve DeBaets, assistant program director Tom Tom, and John, Jr., and Martha Crane has been with WKFI, Los Angeles, has a new line-up of DJs starting Oct. 14: Lehman and Barber 1-6 a.m., Dave Bogdon 10 a.m.-2 p.m., replacing David Stalling, named production manager. Chuck Covel remains in the 5-3:30 slot. Appearing from 8-11 p.m. is Red Horse, WMCA, New York. Radio soap, Pat Kelly for 18 years KFEC, Los Angeles, has been upped to vice-president of operations.

WPUG-VHF, commercial student station at the University of Illinois in Champaign, has formed an 18-member record selection committee under the direction of music director Rick Saalinger and asst. music director Tom Rob- erts.

KUOM radio station, beautifully listed weekly as "Bill Webber has joined the WLS jock line-up in the 11-6 p.m. slot. A former DJ at KNX, both stations in Los Angeles, he was in the model station played music, he has been hosting children shows on WPUI-WU.

**Advertising in Business**

**means business**

**November 2, 1968, Billboard**

**Vox Jox**

**Radio TV Job Mart**

**POUS CARRIE TTHMERT**

**NOVEMBER 2, 1968, BILLBOARD**

**Radio TV Job Mart**

**POUS CARRIE TTHMERT**

**NOVEMBER 2, 1968, BILLBOARD**
OMAHA, Neb.—"The only long-range goal we have set so far is to carry our public relations program as far as we can." 

This forecast was made by newly elected Music Operators of America (MOA) President Howard Ellis, prior to a scheduled planning conference here this past weekend with Fred Granger, MOA executive vice president.

"In the past, the MOA did not fail in its public relations efforts," said Ellis. "But it is simply a case where the MOA did not have the time. It had more pressing problems to worry about."

"But now we are in good shape financially, and in good shape as far as standing on our own feet. The time is right to launch a public relations program and I feel I'm going to get the co-operation of the entire industry. All facets of the industry have expressed a willingness to do their part."

According to an initial outline, the MOA public relations program calls for four major activities: establishing one month during every year as Coin-Operated Music and Amusement Month; sending a public relations kit to all MOA members; establishing an MOA Civic Service Award to be given only to members who have really distinguished themselves through service to their communities; and establishing a program for naming the outstanding young men in the industry each year.

**New Equipment**

**Bilotta Pushes Record Acts**

SYRACUSE, N. Y.—John Bilotta is becoming an impresario and used the occasion of his 40th anniversary party here last week as the vehicle for launching the idea of making recordings strictly aimed at jukeboxes. The event, attended by over 100 people, tied together music, amusement games, politics and baseball and featured singer Roberta Quinlan.

Bilotta, who addressed the recent Music Operators of America seminar on jukeboxes, programmed from the audience, makes the point that jukeboxes automatically program the top 40 or 50 most popular songs. We need easy listening programming beyond this. We want Roberta Quinlan to record a song neatly tailored to jukebox play.

Bilotta has his own label, but indication of where the Quinlan recording would be ready available to the record company for maximum distribution, Miss Quinlan appeared.

(Continued on page 50)

**Seeburg—160-Selection Gem**

Seeburg's newest coin-operated phonograph, the Gem, shown above as said to have achieved "a new breakthrough" in sound reproduction through use of specially designed speakers utilizing 3-inch voice coils and mounted on a floating baffle eliminating the usual vibrations accompanying bass sounds. The speaker assembly features two 12-inch bass speakers and two horns mounted as curvilinear "Casino" section. A total of 130 watts output is produced by the stereo amplifier.

Other features include back door access, a special burglar-proof inner door inside the regular coin compartment opening, a new dollar bill validator, a mechanism part for easier viewing during servicing, elongated selector cables; a special guard to prevent record spill during moving. Every component part is exchangeable with the Spectra, the model introduced last year.

(Continued on page 50)

**More Leisure Means More Amusement Industry Work**

Surely the most dazzling and sophisticated generation of automatic amusement devices ever produced was displayed at the big trade show recently in Chicago. Jukeboxes are now more trouble-free and play-prone than ever before. Games, too, are better and work better than any of their predecessors in the long, colorful history of the business. In short, coin machine craftsmanship has reached a new high.

The thoughtfulness show visitor had to be nagged, however, by contradiction inherent in the exciting industry exhibition. There is a large and widening gap between the real and potential markets for the kinds of entertainment our industry offers the public today.

The jargon of Wall and La-

WORLDWIDE'S Tom Higdon (left) with Jack Porter and Art Jentzen of New Mexico who visited the Chicago show following after attending the Music Operators of America show.

MRS. NATE FEINSTEIN, co-host of the recent showing of See-

burb's Gem, and Billboard's Cliff Strom.

WORLDWIDE salesman John Neville (left) with two guests.

(Continued on page 60)
Ellis Strategy
Boosting Image

Continued from page 55

that has changed and the operators do care. With the MOA supplying the tools, I think the operators will become fully aware of the value of public relations.”

Ellis said the MOA will be making suggestions to the operators concerning customer relations. This could even include advice on redesigning an operator’s office or headquarters and wearing uniforms on the routes.

Another suggestion could concern erecting billboards to publicize the services of an operator and the role of coin-operated equipment. The Music and Vending Association of South Dakota has achieved considerable success with this project. In the press kits to all members, the MOA is including a simple speech outline for operators to use before local civic groups. This will enable the operators to personally explain the industry and, in turn, improve the industry image in their own locality.

Ellis also pointed out that locations can play an important part in the public relations work. For example, location owners and operators can work together on such annual projects as the March of Dimes campaign.

Having playfield problems?

Eliminate warping and breaking with new Marquee by Fischer

with patented steel reinforced honeycomb playfield

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

Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT: 100 Series 56” x 101”;
90 Series 52” x 91”.

Fischer

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

NOVEMBER 2, 1968, BILLBOARD
NEW STYLING...BIG NEW SOUND
...EXTRA PROFIT PLAY
with the 1969 GEM by SEEBURG

The all new Seeburg GEM is specially designed for profit conscious operators who want the choice locations, want the bigger collections.

The New Seeburg GEM with "2-for-25c" and dollar bill acceptor really stimulates additional play and profits to keep well ahead of escalating costs.

Optional pre-selected programming features provide higher override ratios than any other phonograph in the industry!

Exciting GEM styling attracts the crowds...attracts the plays.

New "tuned enclosure" speaker system and amplification delivers the strongest and purest sound in the industry. Improved design keeps service costs to a minimum. All are backed by the fine Seeburg reputation.

Contact your Seeburg Distributor today.

The Seeburg Sales Corporation
1500 N. Dayton St., Chicago, Illinois 60622

www.americanradiohistory.com
NVA Defends Efforts In Fla. License Battle

MIAMI—In response to complaints that it has moved too slowly, the National Vendors Association (NVA) said last week it would continue its present course in protecting operators from exorbitant licenses. NVA co-convener Don Mitchell was to confer here with Paul Feingold, Operators' Vending, last week.

The NVA has been the center of an NVA project during the past year, revolving around the right of cities and municipalities to charge license fees that exceed one-half the amount charged by the State under a general law passed in 1967.

"The State has the right to charge $75 for a yearly license and 75 cents per machine. Cities, according to the general law, would be limited to not charging more than $37.50 for a license and 37.5 cents per machine." Mitchell said.

NVA has licensed counsel in the State and, through Feingold has mailed 100 letters to operators who are asked to show the letters to city officials.

"The letter spells out the linguistic in the statute that limits the amount cities and municipalities can charge, Feingold said. The letters went out last week and we have heard nothing from cities either pro or con," he said.

Mitchell, who expects an opinion from Florida's attorney general, upholding NVA's position, said, "It's true, this will be an opinion. If the operator is denied to come into court and prove they can charge more than half the amount, we are ready for them.

Roger Folz, Folz Vending, Oceanside, N.Y., whose operation extends into Florida and across the U.S., said, "I can't understand why the attorney general would give an opinion that might hurt him politically. I question whether NVA has moved fast enough on this or whether it has moved in the right direction.

"Folz, who had conferred with the National Automatic Merchandising Association, said cities were pressing operators to pay license fees. Mitchell had advised operators to tender the amount they were charged for the machines.

"These are basically young men, recently married, looking for ways to make extra money. A few have been victimized by these 'sky penny' promoters. Others have linked to bulk operators they happen to notice in locations. But others find us through the telephone book. Cohen said. They are often civil service workers, policemen or postal employees. Usually, they are low salaried."

"We do not try to paint a colorful picture of bulk vending in explaining the business to these people. We tell them they can start the business with just putting in the machine. They pay the money out of the bottom.

Cohen, who with Moe Mandell, heads up the distributor operation here, said, "We show them the various types of merchandises involved. We show them how to set up stands and display certain items and advise them on how to add machines to existing locations. They may have and how to avoid overloading a location."

"We also show them the bulk vending business is a thoroughly legitimate one. We want them to know what is happening in other cities so we want them to totally informed.

"Many of these new distributors will go on to operate on a part-time basis. But others will become full-time operators. We welcome both types of operators."
More MOA Pictures

MARA LYNN BROWN chats with Ron Schlachter (left) and Ron Carpenter of Billboard.

BRUNSWICK'S John Tyler, George Scolini and Ted Moskal.

JOHN WATLING tries the Jagger, a new piece from R. Braun & Co.

BRUNSWICK'S John Tyler, George Scolini and Ted Moskal.

Gene Wagner (right) with Michael Kogan and John Bilotta (left).

EMPIRE'S Jack Burns makes two ladies laugh.

NUTTING ASSOCIATES' William G. Nutting and Lance Haistone posed with model Lois Scott.

DITCHBURN showed background music.

CINEMA Manufacturing.

Rally pinamas get a tryout from H. B. Brick and James Genz of Montana while Sandy Moore looks on.

CROWDED SEGA BOOTH.

EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Plennmonte Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front sales room. In this picture (from left): Empire president Gil Kott, Empire vice-president Jack Burns, Detroit office manager Jim Fye, and Bud Leicht. Assistant manager and director of Music Operators of America, Mr. and Mrs. Bud Grabie, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumbler, J & P Service, Detroit.

More MOA Pictures

EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Plennmonte Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front sales room. In this picture (from left): Empire president Gil Kott, Empire vice-president Jack Burns, Detroit office manager Jim Fye, and Bud Leicht. Assistant manager and director of Music Operators of America, Mr. and Mrs. Bud Grabie, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumbler, J & P Service, Detroit.

More MOA Pictures

EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Plennmonte Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front sales room. In this picture (from left): Empire president Gil Kott, Empire vice-president Jack Burns, Detroit office manager Jim Fye, and Bud Leicht. Assistant manager and director of Music Operators of America, Mr. and Mrs. Bud Grabie, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumbler, J & P Service, Detroit.

More MOA Pictures

EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Plennmonte Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front sales room. In this picture (from left): Empire president Gil Kott, Empire vice-president Jack Burns, Detroit office manager Jim Fye, and Bud Leicht. Assistant manager and director of Music Operators of America, Mr. and Mrs. Bud Grabie, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumbler, J & P Service, Detroit.

More MOA Pictures

EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Plennmonte Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front sales room. In this picture (from left): Empire president Gil Kott, Empire vice-president Jack Burns, Detroit office manager Jim Fye, and Bud Leicht. Assistant manager and director of Music Operators of America, Mr. and Mrs. Bud Grabie, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumbler, J & P Service, Detroit.

More MOA Pictures

EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Plennmonte Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front sales room. In this picture (from left): Empire president Gil Kott, Empire vice-president Jack Burns, Detroit office manager Jim Fye, and Bud Leicht. Assistant manager and director of Music Operators of America, Mr. and Mrs. Bud Grabie, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumbler, J & P Service, Detroit.
The disappointing fact is that too many operators have been content since the War to merely replace their jukeboxes and games intermittently while putting their expansion energies into vending or some other business enterprise. At the same time, traditional coin machine locations have been disappearing. Or at least they have been changing character. The old-fashioned jukebox spot and all it connote is a vanishing part of America.

It is long past time for the coin machine industry to launch, on an individual operator basis, an all-out effort to place its new machines in the new leisure-location market in the nation. Many money-spending crowds are. (The lounges on the upper deck of some of these jumbo airlines coming out next year, for example.) In some cases, particularly with this may involve totally new game concepts and design. It is a fact that a major vending company on the West Coast is putting wheelers and pinball games into industrial plants for the amusement of idle workers at lunch. But these games all have all bells disconnected so as not to irritate other lunching employees.

Even America's favorite past-time, baseball, finally admitted that to grow and continue to thrive it had to find some new locations. Our business must come to the same conclusion. Many progressive individuals in our trade have come to this belief, and far too little has been done about it.

The race for the leisure-time dollar has become a reckless land rush. But it's not too late for this industry to make its move and stake out its claim. Don't forget, we have about 40 years head start on most of the upstarts.

The Americans pass time pleasantly. Since World War II, however, while Americans have been spending more time and money amusing themselves, our industry has remained static, showing only the 8 to 10 per cent annual sales growth consistent with an inflationary economy.

"This is a replacement business," is the dejected admission of many operators, distributors and manufacturers.

COIN'CIDENTALLY

More Leisure Means More Amusement Industry Work

• Continued from page 55

American entertainment habits have been greatly influenced by jukeboxes and games ever since the '30's. Long before that, other types of automatic amusement played a role in helping

Americans pass time pleasantly. Since World War II, however, while Americans have been spending more time and money amusing themselves, our industry has remained static, showing only the 8 to 10 per cent annual sales growth consistent with an inflationary economy.

"This is a replacement business," is the dejected admission of many operators, distributors and manufacturers.

The disappointing fact is that too many operators have been content since the War to merely replace their jukeboxes and games intermittently while putting their expansion energies into vending or some other business enterprise. At the same time, traditional coin machine locations have been disappearing. Or at least they have been changing character. The old-fashioned jukebox spot and all it connote is a vanishing part of America.

It is long past time for the coin machine industry to launch, on an individual operator basis, an all-out effort to place its new machines in the new leisure-location market in the nation. Many money-spending crowds are. (The lounges on the upper deck of some of these jumbo airlines coming out next year, for example.) In some cases, particularly with this may involve totally new game concepts and design. It is a fact that a major vending company on the West Coast is putting wheelers and pinball games into industrial plants for the amusement of idle workers at lunch. But these games all have all bells disconnected so as not to irritate other lunching employees.

Even America's favorite past-time, baseball, finally admitted that to grow and continue to thrive it had to find some new locations. Our business must come to the same conclusion. Many progressive individuals in our trade have come to this belief, and far too little has been done about it.

The race for the leisure-time dollar has become a reckless land rush. But it's not too late for this industry to make its move and stake out its claim. Don't forget, we have about 40 years head start on most of the upstarts.

The Americans pass time pleasantly. Since World War II, however, while Americans have been spending more time and money amusing themselves, our industry has remained static, showing only the 8 to 10 per cent annual sales growth consistent with an inflationary economy.

"This is a replacement business," is the dejected admission of many operators, distributors and manufacturers.
PREFERRED STOCK

If there was ever a sure thing on the phonograph market, AMERICANA III is it! Both the 100 and 200 selection models are paying a higher rate of return than even we expected. See your Wurlitzer Distributor. He can prove in black and white that this is a Blue Chip investment.

WURLITZER

Americana III

Investment for music operators

THE WURLITZER COMPANY
113 Years of Musical Experience
North Tonawanda, New York
Soul Slices: Melvina Van Peebles, the first black American to direct a film ("The Story of a Three-Day Pass"), will debut on network television in November. The film, set in the South, is titled "Soul." Despite its controversial themes, the film has gained a following among African-American audiences.

I.P. Taken, penned by Billie Holiday and Tony Williams, is the highest-selling record of the year. The song, which was written during a time of personal turmoil, reflects Holiday's struggles with life and love.

Want Kapp, a new label, has released their first album. The album features music from various artists, including Bessie Smith and Duke Ellington. The label, founded by friends and former bandmates, aims to bring back the spirit of the jazz era.

Ira Simeone, the president of Simeone Records, has released a new album by the group "The Hi-Fi's." The album features a mix of soul and pop music, and has received critical acclaim for its catchy melodies and harmonies.

Meanwhile, Philharmonic Records is set to release a new album by the group "The Smears." The album features a mix of classic rock and folk music, and has received positive reviews for its musicality and production values.
SCEPTER SIGNS TO HANDLE PEPPER

**Continued from page 62**

Attending the double duties are, from left to right: By Rosenberg, Memphis attorney representing Purcell Associates; Jerry Purcell, Eddie Floyd; Jim Stewart, president of Stax Records, and Paul Robinson, vice-president of Purcell Associates. Floyd's latest disk is "Bring It On Home."

EDDIE FLOYD, center, Stax soul singer, celebrates the opening of Purcell Associates' new office in Memphis by signing to the firm. Attending the double duties are, from left to right: Bingelo Rosenberg, Memphis attorney representing Purcell Associates; Jerry Purcell, Eddie Floyd; Jim Stewart, president of Stax Records, and Paul Robinson, vice-president of Purcell Associates. Floyd's latest disk is "Bring It On Home."

CHARLEY SMALL, A&M soul artist, was a guest recently on "Ken Hawkins' World of Soul" TV show. Small's current release is "The Riff," which is being distributed by Redneck. Jerry Shirell, WAIR program director Mike Payne, Smalls, and WJMO personality Ken Hawkins. The show originates from WENW-TV, Cleveland.

BERRY GORDY JR., Motown's founder and president, received the NAACP Award of Freedom in recognition of his creative business talent which has added Negro enterprise in America. The award, citing "the sense of pride which he brought to the Black Community," was presented to Gordin by radiator Barry Gray at the New York Hilton.

ROBERT TAYLOR & THE VANCOUVERS. 7

14
22
22
19
19
20
20
22
22
20
24
25
25
28
29
32
32
34
35
38
39
40
40
44
44
45
46
47
48
49
50
54
56
64
67
70
72
74
76
78
80
82
84
86
88
90
92
94
96
98
100
102
104
106
108
110
112
114
116
118
120
122
124
126
128
130
132
134
136
138
140
142
144
146
148
150
152
154
156
158
160
162
164
166
168
170
172
174
176
178
180
182
184
186
188
190
192
194
196
198
200
202
204
206
208
210
212
214
216
218
220
222
224
226
228
230
232
234
236
238
240
242
244
246
248
250
252
254
256
258
260
262
264
266
268
270
272
274
276
278
280
282
284
286
288
290
292
294
296
298
300
302
304
306
308
310
312
314
316
318
320
322
324
326
328
330
332
334
336
338
340
342
344
346
348
350
352
354
356
358
360
362
364
366
368
370
372
374
376
378
380
382
384
386
388
390
392
394
396
398
400
402
404
406
408
410
412
414
416
418
420
422
424
426
428
430
432
434
436
438
440
442
444
446
448
450
452
454
456
458
460
462
464
466
468
470
472
474
476
478
480
482
484
486
488
490
492
494
496
498
500
502
504
506
508
510
512
514
516
518
520
522
524
526
528
530
532
534
536
538
540
542
544
546
548
20 Argentine Writers To Vie at Song Fest

BUENOS AIRES—The Second Buenos Aires Festival of Song, featuring 20 Argentine writers and composers, was held at the National Fine Arts Palace last week. The festival was organized by the Argentine government and the Ministry of Culture. It was attended by the festival is the British government's cultural attaché, John Massey, the British ambassador to Argentina, and the festival's director, General Secretary of the Festival, Eduardo de la Mota.

The winning song from the 20th Buenos Aires Festival of Song was "A mi mama," composed by Orlando de la Mota, who also made a splash at the festival with his song "Mi tierra." The song was performed by the Argentine group Los Tres at the festival's opening ceremony.

The Buenos Aires Festival of Song is the most important musical event in Argentina, attracting thousands of attendees each year. It is also one of the largest and most prestigious song festivals in the world.

RIO Fest Founder Looks to Stir Latin-Americans to New Festivals

By HENRY JOHNSTON

RIO DE JANEIRO—The founder and promoter of Rio's annual popular song festival, Argentino, has decided to expand the festival to include other Latin-American countries.

The festival was started in 1957 by the late Argentino and his partner, Enrique Loza, who also founded the famed Latin-American music magazine, "El Corazon de la Musica." The festival has grown in popularity over the years and is now one of the most important music events in Latin America.

This year's festival will be held in Buenos Aires, Argentina, and will feature performances by some of the most popular Latin-American artists of the day. The festival will also include a competition for young musicians and a special event for women musicians.

The festival is expected to attract thousands of music lovers from all over Latin America.

SADAIC in 50th Year

ARGENTINA—The Argentinian Society of Musical Authors and Composers (SADAIC), which was founded in 1958, is celebrating its 50th anniversary. The organization has issued a special commemorative LP, "50 Years of SADAIC," which includes recordings of some of the most important Latin-American composers of the past 50 years.

The LP features works by some of Latin America's most famous composers, including Carlos Gardel, Obdulio Zavala, and Anibale Marzagao. The album is expected to be a major success and is sure to be a hit with music lovers around the world.

The Society of Musical Authors and Composers (SADAIC) was founded in 1958 by a group of Argentine composers who wanted to establish a copyright protection for their work. The organization has since grown to become one of the most important music organizations in Latin America.

EMI S. Africa Puts on Show

Johannesburg—EMI (South Africa) presented a Royal Command Show on behalf of the South African Government during the Swaziland Independence celebrations. The show consisted of EMI artists and performed under the supervision of a European and African team.

Topping the bill was the trumpet player, Eddie Calvert, who was also a performer in the Royal Variety Performance in London. The show also included the South African Symphony Orchestra, conducted by Dr. Robert Shaw, and the South African National Ballet.

The show was directed and produced by Derek Hannam, EMI's artistic and program manager.

A gala dinner was attended by King Sobhuza II of Swaziland, the King of Lesotho and Prince Chokwe of Swaziland, and the Prime Minister of Swaziland. Dignitaries from all over the world were present, and the event was one of the biggest events of the year in Africa.

The event was held at the Royal Swaziland National Theatre, and was attended by the President of South Africa, the Prime Minister of South Africa, and other dignitaries from all over the world.
FROM THE NEW BACHARACH-DAVID BROADWAY MUSICAL

"PROMISES, PROMISES"
A SPARKLING SINGLE BY
DIONNE WARWICK

PROMISES, PROMISES WHOEVER YOU ARE, I LOVE YOU
(BACHARACH-DAVID) (BACHARACH-DAVID)

Produced by Burt Bacharach & Hal David
Arranged and Conducted by Burt Bacharach

SCEPTER RECORDS
"Today"
Jimmie Rodgers
B/W "THE LOVERS" A&M 976
EME's New Instrument Plant in Italy

MILAN—EME (Electronica Musicale Italiana), the Italian record company that has opened its new $3.2 million plant at Montecatini, Italy (near Pistoia), has added an electronic music instrument and equipment plant. The three-way international joint venture involving U. S., U.K., and Italian interests, was set up in 1966 in Milan. The shareholders are EMI, 48 percent; RCA, 35 percent, and Music Company of England (22 percent interest).

The plant, which presently employs 200 persons and covers a 5,000 square meter (53,820 sq. ft.) area, is capable of manufacturing facilities to 10,000 units a year (107,644 sq. ft.) and boost the number of employees on the payroll to 1,000.

Track Battle in Israel

JERUSALEM—Israeli and foreign film soundtrack albums are vying for sales here following the march of U.S. and Israeli film scenes with film screenings. Latest Israeli film LP’s issued here are “Haberi” (“The Red Rose,” the Miracle) on EMI-Columbia. Another Israeli LP, “The King’s Son,” has also been released.

But most of the new or forthcoming LP’s are of foreign films. Following a distribution deal with the French Le Composant, RCA has just issued the “Les Jeunes Loups” album and an LP from “L’Amour.” Le Composant has also released the classic MGM soundtrack LP “From Gone With the Wind.”

Electronics has issued the Dot LP of “The Magic of Frankie Cutler,” the RCA soundtrack LP of “Half a Sixpence,” from EMI original album, “D’Esta” (“The Magic of Frankie Cutler,” the RCA soundtrack LP of “Half a Sixpence,” from EMI original album, “D’Esta” on the German company Teldec, Ngram-Delta is giving special promotion to the underground Warner groups the Gunboat, Orko, Kensington Market and the Fugs. Boys is now representing the U. S. company.

Although the film albums have not been released here, press reports are of the Warner Bros. soundtrack from “The Pooch” and “Pinafore’s Rainbow.”

In addition, CBS is planning release of the soundtrack of the LP of “The Graduate” as well as an LP of the Italian film “La Ragazza” (The Pill).

Israel’s Vote Their Favorite

JERUSALEM—Most popular Hebrew song of 1968, according to a poll by the Israeli Broadcasting Company (I.B.C.), was “Haberi” (“The Red Rose,” the Miracle) on EMI-Columbia. The composer was the singer-songwriter Yehuda Magid.

The song is featured on an original album by Yehuda Magid, the top Israeli record company of the year.

From The, Music Capitals of the World

BERMINE-NEW YORK Philharmonic Corporation has announced that CBS has released a special five-record set of Mahler’s 5th, 6th and 9th symphonies. The series features sales of “Hail, Haste the Day” by the Beethoven 100,000 copies as of this date. BAS HAGEMAN

TOKYO

Randy Bacon, a relatively unknown American singer residing in Japan, is appearing in military posts and concert halls in Singapore and Bangkok in December. Presentation for the tour will be handled by AIM & Associates, a new agency handling book for foreign artists. AIM is organizing Japanese fan clubs for Bacon’s records. See story in key teen magazines, arranging telegrams and cuffs and release sessions.

The 10 records released are “An Colpo Al Cuore,” by Mina (PDU), published by Duomo (Durin Group Editorial).

Underground Music Showing Success Way for CHUM-FM

TORONTO—Toronto’s success story continues with the so-called underground music. Radio CHUM-FM, the CBC FM affiliate, has drawn critical acclaim. Survey figures at one time showed it was the least popular, but industry people expect CHUM-FM to show up in a six-station FM market.

The station’s PD is Gary Ferrier, long associated with CHUM-AM, Canada’s major rock format station, Hugh Curry, a Toronto disc jockey, who’s administrative duties along with heading up the library staff. Other disc jockeys include Walter Mischke and Tim Thomas.

CHUM-FM was launched by Murray Krow, who spent a month in Toronto grooming station personnel. Sources say that Murray would be subsequently heard on syndicated nightly broadcast out of New York. However, these have not, as yet, happened.

Studio Costs Spiralt in Italy

MILAN—Recording studio costs have been increased by almost 400 percent in Italy as a result of an agreement reached in September among the owners of Italy’s top ten recording studios. The agreement—which stopped all four recording sessions are: Category A, $106.45; Category B, $87.10, and C, $79.80.

Some of the smaller recording studios who did not sign the agreement will continue at their old rates.

Prof. Egk Pens A New Ballet

MUNICH—Prof. Werner Egk, author of the ballets “Abraxas” and “Joan of Arc,” and the film “The Magic Flute,” is writing a new ballet “La thirds Yugoslav pop song contest winners of the three-day Yugoslav pop song contest, “Kljuc” (“The Key”) and “Zahter Opljen” (“Sweet Opulence.” The contest, which featured 26 songs, was the sub-

Continued on page 64

RSL-Italiano Selects 10 Action Disks for October

MILAN—RSL-Italiano has selected the 10 new records coming in the most interest in Italy, for shipment to retail outlets. The selection is made by German Rusceto, Billboard’s director of Italian operations.

The subscribers to RSL-Italiano include wholesalers and music publishers from all over the world who are interested in the Italian market, RSL-Italiano also supplies for the Italian market and Italian lyrics and information all the American publishers’ arrangements are to be made available. The selections include Italian copyright only.


Continued on page 66
Miski Jevecovic has recorded "Rollin' Down the Hill" for the Bobbie Goldborow hit "Happy for the Holidays." Recent releases include Vitamin's "Hey Joe," by the Beatles, "Happy for the Holidays" by Bobbie Goldborow, and "Happy for the Holidays" by Paul Anka, Caterina Valente, Lee Hazlewood, and Robert Goulet. The Hilton Hotels in San Francisco and San Diego will have a series oftower concerts in the coming year to be announced.

During January, the Jackie Wilson Band is scheduled to sing at the Continental Plaza Hotel in New York City as part of a New York night club tour.


The doo-wop group the Tonettes will be featured in a new volume of "Songs of the 50's." The association's next release is expected to be released in March.

The new single by the Rays, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February.

The new single by the Platters, "I Can't Stand It," is expected to be released in early February. 
**CZECH JAZZ ON NOV. 20 AND 21**

**PRAGUE** — Czechoslovakian Jazz Festival, which is being held this year in place of the International Jazz Festival, will take the form of two concerts Nov. 20 and 21. By leading Czech jazz groups in the Lucerna Hall, Prague, in conjunction with the Festival, the organizers are staging an exhibition of Czechoslovakian musical instruments.

**From the Music Capitals of the World...**

Grand Central Station at Noon. On Nov. 4, Sw Malvike will visit New York this week to promote the record following television shows in Stockholm and Amsterdam. From England she goes to Berlin to record an album. In Sweden Anders Boman is producing an album with Siv... (Hambone) has released his first single on Polydor with "Man Klinke 'n' Va 'n' Saker" (That Old Feelin') and "Glow Me " (Sweet Memories).

EMI is running a major sales drive for low-price albums Regal and Joy... Three Shockers (Robertson) has made an album of children's songs and fairy tales... "Electric" has released three albums of Swedish religious music and three low-price albums featuring Swedish artists Family Four, West Side Story and Terver.

Independent company International Artists has released King George's first single through Capitol. "Starlight" by Golden Artist Center in Gothenburg has taken the Danish group into Europe and Belgium to Sweden to appear in The Fair in Malmo... Radio Sweden play a high profile at that time.

EMI is running a major sales drive for low-price albums Regal and Joy... Three Shockers (Robertson) has made an album of children's songs and fairy tales... "Electric" has released three albums of Swedish religious music and three low-price albums featuring Swedish artists Family Four, West Side Story and Terver.

Independent company International Artists has released King George's first single through Capitol. "Starlight" by Golden Artist Center in Gothenburg has taken the Danish group into Europe and Belgium to Sweden to appear in The Fair in Malmo... Radio Sweden plays an important role at that time.

EMI's new albums include Swedish religious music and children's songs, and the company is focusing on independent recording artists from around the world.

**Slezak, Venice Catalog Deal**

**HAMBURG** — The catalog of Venice Music, Hollywood, which includes the rock 'n roll hit "Hound Dog" and "Dizzy Miss Lizzie," has been picked up by West Germany by the Rudolf Slezak Musikverlag, Hamburg.

The Slezak group already includes or represents Musikkverlag, Record, Record, and the American firms, Patern and Bantam, Inc. Venice Music also has an exclusive contract with the British company, Marnalade Music Ltd., and has signed an exclusive deal with the British English composers, Mitch Murray and Peter Callander ("The Best Bad Times Are Good; Ballad Of Bonnie & Clyde").

**CRMA SEEKING FEES ON DISKS PLAYED ON RADIO**

**TORONTO** — A brief from the Canadian Record Manufacturers' Association seeking to have Canadian radio stations pay royalties on disks played is being prepared for submission to the Copyright Appeal Board, Canada. Deadline for the brief is Nov. 1.

The Manufacturers' Association represents the Canadian subsidiaries of RCA, Columbia, Capitol and London, among others.

To reply, the Canadian Association of Record Dealers, which represents the radio stations—about 400 in all—states that if imposed, could cost them $5 million a year. They also stated that a similar court could boycott recordings released by members of the CRMA to avoid payment.

Executive secretary of the CRMA, A. L. Betts, has told the Appeal Board that the brief is not a precedent, manufacturers have always had the right under the existing copyright law to demand such a royalty. They have, however, never exercised the right. He added that the same principle applies to composers and publishers paid every time a piece of music is played on the air in Canada.
COLOR IN DANCE
STEREO PALETTE PPB S-561
COLOR IN DANCE NO. 1:
POLKAS
STEREO PALETTE PPB S-563
COLOR IN DANCE NO. 2:
TANGOS
STEREO PALETTE PPB S-564
COLOR IN DANCE NO. 3:
THE PETITE WALTZ
STEREO PALETTE PPB S-565
COLOR IN DANCE NO. 4:
MARCHES
STEREO PALETTE PPB S-566
COLOR IN DANCE NO. 5:
BIG BAND AT D UMBARTON SPIRITUAL
STEREO PALETTE PPB S-570
COLOR IN DANCE NO. 6:
DANCE TO THE MOVIES
STEREO PALETTE PPB S-571
COLOR IN DANCE NO. 7:
IN THE MOOD FOR LOVE
STEREO PALETTE PPB S-572
COLOR IN DANCE NO. 8:
COCKTAIL PARTY
STEREO PALETTE PPB S-573
COLOR IN DANCE NO. 9:
CHARLESTON
STEREO PALETTE PPB S-578
COLOR IN DANCE NO. 10:
DANCE TO THE CLASSICS

PALETTE RECORDS INT’L
250 WEST 57th STREET
N.Y. 19—U.S.A.

PALETTE RECORDS
13 MADELEINE
BRUSSELS 1
BELGIUM

PALETTE RECORDS LTD.
DUMBARTON HOUSE
68 OXFORD STREET
LONDON W.1
ENGLAND

EACH YEAR
WE SAY
IT WAS A VERY GOOD YEAR
BUT THIS YEAR...

Color in Dance

Copyrighted material
IT WILL BE A GREAT YEAR

THANKS TO ALL OUR FRIENDS
THE WORLD OVER

IT WILL BE A GREAT YEAR

THANKS TO ALL OUR FRIENDS
THE WORLD OVER

IT WILL BE A GREAT YEAR

BEST WISHES FOR A FANTASTIC WINTER SEASON

MEET US AT THE MIDEM "69"
MESSAGERIE MUSICALE S.P.A.

would like to express their warmest appreciation to their distributed and C & D C S. for their wonderfull and so successful awards achieved during the current year:

- **Festival di San Remo**, Roberto Carlos "Concetto per te"
- A disco per l'estate, Riccardo Tarocchini "Lungo"
- Cantarola, Caterina Caselli "Il volto della vita"
- Festival bar serie verde, Sergio Leonardi "Non ti scordar di me"

Prestigioso speciali città di Asiano.

International News Reports

**FACIQ IN N. Y. FOR MEETINGS**

BRUSSELS — World Music and Palette Records president Felix Facio arrived in New York and will hold two weeks of business meetings in the U. S. and Canada. Facio will be meeting music leaders, including World Music and Palette associates, to discuss publishing and recording matters, and will also have discussions with representatives of ASCAP, BMI and AMRA in New York and with officials of the performing and mechanical rights societies in Canada.

World Music manager Roland Klug will arrive Sunday (27) to join Facio in New York and will stay for a week. Klug will be arranging details of release of Palette project in the States. During their stay, Facio and Klug can be contacted through Facio, 230 W. 57 St., New York City.
### HITS OF THE WORLD

#### ARGENTINA
(Country Chart, International Fama) «Destaque local originais»

Last Week
1  | THE BEATLES — Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | DEAN MARTIN —Ain’t That A Shame (Columbia) (CBS)
4  | BILL WITHERS —Ain’t No Sunshine (Columbia) (CBS)
5  | JOHNNY HORTON —The Battle Of New Orleans (Columbia) (CBS)

Week
1  | THE BEATLES — Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | DEAN MARTIN —Ain’t That A Shame (Columbia) (CBS)
4  | BILL WITHERS —Ain’t No Sunshine (Columbia) (CBS)
5  | JOHNNY HORTON —The Battle Of New Orleans (Columbia) (CBS)

#### BELGIUM
(Walloon chart by courtesy of the Belgian Phonogram Society) «Dernières hits originales»

This Last Week
1  | MARY JAYNE —Sea Of Love (MCA London) (CBS)
2  | THE ROLLING STONES —Satisfaction (Rolling Stones) (CBS)
3  | BOB DYLAN —Like A Rolling Stone (Columbia) (CBS)
4  | BOB DYLAN —Like A Rolling Stone (Columbia) (CBS)
5  | BOB DYLAN —Like A Rolling Stone (Columbia) (CBS)

This Week
1  | MARY JAYNE —Sea Of Love (MCA London) (CBS)
2  | THE ROLLING STONES —Satisfaction (Rolling Stones) (CBS)
3  | BOB DYLAN —Like A Rolling Stone (Columbia) (CBS)
4  | BOB DYLAN —Like A Rolling Stone (Columbia) (CBS)
5  | BOB DYLAN —Like A Rolling Stone (Columbia) (CBS)

#### BRITAIN
(Country Chart, International Beatle) «Destaque local originais»

This Last Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

This Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

#### DENMARK
(Country Denmark Radio) «Dernière hits originales»

This Last Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

This Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

#### ITALY
(Country Music Radio, International) «Dernières hits originales»

This Last Week
1  | SIMON SAYS—Lo Pudende (Decca) (CBS)
2  | THE BEATLES —Help! (EMI-Columbia) (CBS)
3  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
4  | THE BEATLES —Help! (EMI-Columbia) (CBS)
5  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)

This Week
1  | SIMON SAYS—Lo Pudende (Decca) (CBS)
2  | THE BEATLES —Help! (EMI-Columbia) (CBS)
3  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
4  | THE BEATLES —Help! (EMI-Columbia) (CBS)
5  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)

#### NORWAY
(Country NRK, International) «Destaque local originais»

This Last Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

This Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

#### PHILIPPINES
«Dernières hits originales»

This Last Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

This Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

#### SWEDEN
(Country chart by courtesy of the Swedish Phonogram Society) «Dernières hits originales»

This Last Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)

This Week
1  | THE BEATLES —Help! (EMI-Columbia) (CBS)
2  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
3  | THE BEATLES —Help! (EMI-Columbia) (CBS)
4  | THE BEATLES —Ticket to Ride (EMI-Columbia) (CBS)
5  | THE BEATLES —Help! (EMI-Columbia) (CBS)
"AGE OF WORRY"
B/W "IS THIS DESIRE"

Latest Album/"Billy Walker Salutes The Country Music Hall of Fame" (18101)

Don't Miss Billy's New Syndicated TV Show: "Billy Walker's Country Carnival". Soon in your market

A SHOW BIZ, INC. PRODUCTION, NASHVILLE

MONUMENT RECORD CORP.
NASHVILLE/HOLLYWOOD
THE YARD WENT ON FOREVER—Wanda Jackson, Capitol DS 30048 (4) This LP is a grand collaboration between the zestful talents of Robert Harris and John Cafferty. Their acquaintance with clever and amiable by the combination of the Yardbirds, their-edged rock and roll, jazz, and blues. Also, the band's leader is a veteran of the band's long, deep roots and a true talent. The album is a testament to the band's dedication to their craft.

THE TURTLES PRESENT THE BATTLE OF THE BANDS—White Whale WHS 7119 (4) The irresistible Turtles have another forceful and hard rock album, which includes their own material and covers. The band's combination of pop and rock is the group's signature sound. With the help of their producer, Russ Waterman, "Who" and "That's My Thing" are two of the album's highlights.

ED ARMES SINGS THE HITS OF BROADWAY—Hollywood, RCA Victor LPM 4079 (5) Ed Armes has gone through Broadway and Hollywood, recording a dynamic wrap-up of show and screen songs. The repertoire ranges from "Manhattan Melodies" to "That's My Thing." The material is all highlights and Anny's known just what to do with it.

I GET THE SWEETEST FEELING—Jackie Wilson—RCA Victor LPM 4078 (5) There hasn't been enough words of praise inverted to fully lead Jackie Wilson. He's a great performer and a demonstrates, and this album is proof. "I Get The Sweetest Feeling" and "That's My Thing" are two of the album's highlights.

'COUNTRY WELCOME HOME—Robert "Groove" Holmes—Amerigo Jazz FS 20417 (5) Jazz artist Robert Holmes serves as the perfect lead-off package in this LP, with his treatment of "Riviera Blues" and "Tin Pan Alley." His treatment of "Riviera Blues" is well done in this LP with much listener enjoyment.

CHRISTMAS ROBERT GOLDFIELD'S WONDERFUL CHRISTMAS—Columbia CS 9704 (4) Robert Goldfield's festive touches are traded to a joyous holiday package in this collection of seasonal songs. Goldfield lifts his value in appreciation of the traditional Christmas carols and a spiritual, lovely and the future are essentially, and if your taste is for this form, this LP should be for that form.

CHRISTMAS GORDON WATKINS CHRISTMAS—Milestone MLP 5035 (5) A well-balanced program of Christmas favorites and original songs. Watkinson's voice is very popular, and his rendering of "O Holy Night" is quite beautiful. "The Little Drummer Boy" is also a highlight of the LP.

CHRISTMAS BILLIE IVES CHRISTMAS ALBUM—Columbia CS 9798 (5) Here's a perfect combination: the disc's bravura and the artist's sense of humor. The disc is filled with beautiful and familiar holiday songs, and the disc is complemented with the oratorio "O Holy Night." "The Little Drummer Boy" is also a highlight of the LP.

CHRISTMAS BROADWAY CHOIR—Columbia CS 9787 (5) TheDisc of the Year features a collection of Christmas classics, performed by a variety of artists in a range of styles, from big band to solo performances.

LOW PRICE POPULAR PATTI RAE & THE MIGHTY MIGHTY BOSSTONES—EPD 1075 (4) This EP is a great representation of the band's sound and style.

LOW PRICE COUNTRY HANK WILLIAMS JR. I LOVE YOU—MGM CS 9224 (4) Hank Williams Jr.'s latest EP features some of his most popular and memorable songs.

LOW PRICE CLASSICAL MOZART: SYMPHONIES Nos. 29 & 39—London Symphony, RCA Victor FRLP 5035 (5) This release is a great opportunity to explore Mozart's works, specifically Nos. 29 and 39.

INTERNATIONAL LUDWIG VAN BEETHOVEN—Capitol CP 1058 (4) This EP features some of Beethoven's most famous works, including the "Moonlight Sonata" and the "Pathétique Concerto."
AS HIGH AS THE SKY

JOHNNY NASH

HOLD ME TIGHT

JOHNNY NASH

ALSO BREAKING BIG - R & B MARKET

LLOYD PRICE "TAKE ALL"

JAD RECORDS  221 WEST 57 STREET, NEW YORK, N.Y.
The LONDON Group

Proudly Welcomes

SEYMOUR STEIN • RICHARD GOTTEHRER

and

SIRE RECORDS

Initial Release

"HONEY DO"

THE STRANGELOVES

written by Jeff Barry and Marty Sanders
Produced by Feldman, Goldstein, Gottehrer
for F.G.G. Productions
There's this horn, see, and it's biting through wild sounds. It's Doc playing Burt. And before you know it they're walking on home with today's super-gas smash single.

Doc Severinsen
plays Burt Bacharach's
"Knowing when to leave" RS 4125

the stand-out song from
the Broadway show "Promises, Promises."
b/w "Barbarella"
the title song from the Paramount film.
Arranged and conducted by Don Sebesky
Executive Producer: J. R. (Joe) Carlton

Command Records Probe Records
Heavy.....Traffic

Their new album is in the shops now. Buy it! It's fantastic!

UAS 6676
CONTINUED FROM PAGE 82

<table>
<thead>
<tr>
<th>ARTIST</th>
<th>Title &amp; Label Number</th>
<th>Year</th>
<th>Label</th>
<th>Catalog</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Blue Cheer</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Rumble</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Foreigner</td>
<td>1968</td>
<td>Capitol</td>
<td>CS 8467</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>Sympathy for the Devil</td>
<td>1967</td>
<td>Capitol</td>
<td>2244</td>
<td>NA</td>
</tr>
<tr>
<td>Blue Cheer</td>
<td>The Most</td>
<td>1967</td>
<td>Capitol</td>
<td>T 18652</td>
<td>NA</td>
</tr>
</tbody>
</table>
### TOP LP's

#### CONTINUED FROM PAGE 84

<table>
<thead>
<tr>
<th>ARTIST/TITLE</th>
<th>LABEL &amp; NUMBER</th>
<th>TIME WEEK</th>
<th>DECK TO DECK</th>
<th>TAPE PACKAGES AVAILABLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;2 Ray Conniff &amp; the Singers&quot;</td>
<td>Columbia CS 9712</td>
<td>8</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
<tr>
<td>&quot;10 Nancy Wilson - Best of Capitol</td>
<td>(No Mono)</td>
<td>13</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
<tr>
<td>&quot;13 Albert Ammons - Journey to the Center of the Mind</td>
<td>Columbia LCS 5612</td>
<td>5</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
<tr>
<td>&quot;5 The Platters - Love Me</td>
<td>RCA Victor LSP 4090</td>
<td>1</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
<tr>
<td>&quot;14 VD &amp; the Beards - Up and Away</td>
<td>RCA Victor LSP 2601</td>
<td>12</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
<tr>
<td>&quot;5 The Platters - Love Me</td>
<td>RCA Victor LSP 4090</td>
<td>1</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
<tr>
<td>&quot;14 VD &amp; the Beards - Up and Away</td>
<td>RCA Victor LSP 2601</td>
<td>12</td>
<td>S</td>
<td>CASSETTE</td>
</tr>
</tbody>
</table>

#### CINEMA '69

LEROY HOLMES

HE'S DONE IT AGAIN!

4 STAR ALBUM OF MOTION PICTURE THEMES FROM MULTIMILLION-DOLLAR MOVIES

### OPEN LETTER TO GENE PITNEY

**Dear Gene,**

I heard your record, "Billy You're My Friend." How could you say such terrible things about me? I'm your friend... you said so yourself. We grew up together. Remember?

Besides if you hadn't been there watching, you wouldn't have seen us.

Your former friend,

Billy

P.S.: Anyway it's a great record.

Musical 1351

---

**NOVEMBER 2, 1968, BILLBOARD**
to the independent producer, as will the door to the office of Erno Aschulcher, RCA vice-president and executive artist and repertoire producer.

As far as the "house" producer is concerned, Jenkins pointed out that the company is on a constant lookout for producers who can relate to today's market, and, to some extent, to yesterday's market.

Among the young producers who have been drawn to RCA's "House" staff recently are Rick Jarrod and John Flores in Los Angeles, and Fulton Jarvis in Nashville.

Jenkins also pointed out that a major company such as RCA will always need a staff of competent music men, producers of good music for major artists, who will fill the needs of the "good music" and "of-middle-of-the-road music" audience.

Other Deals

In addition to the production deals wrapped up last week, RCA's other "outside-the-house" production agreements are with Mike Benikner for Lana Cantrell, Gerry Purcell for Al Hirt, Charlie Davis for the Youngbloods, Jack Clement, who co-produced with RCA Charlie Pride and the Deep Water Reunion, and Joanna Gault and the Brotherhood, who produce for themselves. In the rhythm and blues field, RCA has deals with the Dr. Hook production, and Gerry Purcell's Gortikov.

Another aspect of RCA's growing involvement with "outside" producers is a label such as with Screen Gems-Columbia's Colgems Records, Slim Williams Chart Records, and Don Kirshner's Calendar Records. Kirshner is currently riding high with the Archies, the disk in the offshoot of the CBS-TV series of the same name.

Barclay Into Int'l Drive

• Continued from page 10

Michel Dietrich Fashelles (France), all on Vanguard; the Peebles (Belgium) group on Mainstream, and Dizagio Music and the Guitarists Unlimited (France) on CBS Records. Fernandez said he is also in negotiation on other product.

At present, Fernandez is striving to have the U.S. product abroad with the U.S. release date, he feels this would be a boost to record sales in countries like France and Spain.

Jonah P. Jones on A. U. S. Promo Tour

NEW YORK — Deca Records' latest British discovery, Jonah P. Jones, is the U.S. label for a month-long promotion tour of eight major cities. Actor-model Jones is part of Deca's push to exploit British talent in the U.S., which has so far netted the Who and Levy Lee. Jonah is the first to be picked up by the artist either in a certified check or in cash, before he goes on.

HARRY JENKINS, center, vice-president of record operations at RCA, goes over independent production deal with Don Rubin, left, and Charles Koppelman.

BILLBOARD GETS BIO MATERIAL

NEW YORK — "Photo File," Billboard's expanded library of photos and biographies of recording artists in an expanded up-to-date material for use in Billboard's weekly issues and special editions. Representations in the photo library will ensure quick and accurate fulfillment of the features and profiles of record talent. Record companies, talent agencies and public relations firms are requested to send updated photo and bio kits to Billboard's New York office, attention of "Photo File."

Howe to Produce Lightnin' Dinks

NEW YORK — Bell Records has announced that they will produce the West Coast group of Smokestack Lightning, Bell record president Larry Utal said the agreement calls for an album and single for the first session.

Howe, whose Mr. Bone Productions firm has produced hit product for the Fifth Dimension, the Association, and the Turbines, was also music producer for both the Elvis Presley and Petula Clark TV specials.

Trefferson Bows LineWith Khouri

NEW YORK — Steady Records has launched an Arion Trefferson, in partnership with Ken Khouri of Federal Records. Federal is headquartered in Jamaica. Steady will not only make use of the record-producing complex of Federal, one of the major firms in the island, but also can supply talent and producers in New York, Memphis, and Los Angeles. Producers Jutsumon and Doug Best will work for the firm in New York, access to the last being leased in the U.S., and England simultaneously.

Ashley Famous, London Intl. Tie

NEW YORK — Ashley Famous, a subsidiary of Kenny National, has announced a deal with London International through an exclusive agency agreement.

London International handles actors, actresses, writers and directors in Europe. Final contracts will be signed before Jan. 1, 1969, when Otis S. Blocker, who heads Ashley Famous in London, will join the board of the new company, London International.
100 Program Directors can’t be wrong!

Proudly Announce Their First Great Single

JOHN PHILLIP SOUL
AND HIS STONE MARCHING BAND

"THE SOUL STRUT"
B/W "That Memphis Thing"
Pepper 441 A
Produced by Vinne Truath
Distributed by Scepter Records

pepper records

Announces the appointment of Scepter Records as their exclusive distributor

Scepter
Florence Greenberg, President
Marvin Schlachter, V.P.
Sam Goff, V.P.
Ed Kushins, Nat’l Promo. Coordinator
Steve Tyrell, Promo. Midwest
Bud Dollinger, Promo. West Coast
Chris Jones, R & B Promo.
and Scepter’s 39 Distributors

Pepper
William B. Tanner, President
Marty Lacker, Gen. Mgr.
Tim Riley, Asst. Mgr.
Benny Mabone, Nat’l Promo. Dir.
artists:
The Short Kuts
Rita Coolidge
Sydna Taylor
John Phillip Soul
Ollie Jackson
The Key Brothers

Scepter Records, Inc.
254 West 54th Street, New York, N.Y. 10019
(212) CI 5-2170

Pepper Records
A division of Pepper & Tanner Inc.
Memphis, Tennessee