

# Production Co. Set By Sunbury/Dunbar

NEW YORK—Sunbury/Dunbar Music, the one-year-old RCA Records music publishing firm, is setting up a record production firm, Sunbar Productions Inc. Gerald E. Teifer, president of the publishing operation, said that Sunbar will produce records for all labels including RCA Records and that the major aim of the production firm is to exploit material.

Teifer is also studying opening a Nashville office for the publishing firms. He announced an open-door policy for independent writers.

The publishing operations have chalked up a successful first year, according to Joseph D'Imperio, division vice-president for music publishing and talent services. He said they were now a "force in the music industry."

Teifer said the reason for the success was due to catalogs of RCA's foreign operations and

pointed to "Who Will Answer?" originating in Spain, by writer L. E. Aute, and "Yesterday I Heard the Rain," originating in Mexico by writer Armando Manzanero. Harry Nilsson has been the most successful American writer, writing for not only himself but singers such as Jack Jones, the Yardbirds and the Turtles.



BEATLES AND STAN GORTIKOV, Capitol Records president, discuss newly signed contract whereby Capitol will distribute the group's Apple label in U. S. Beatles will record for Apple.

## UA Music Tie With Shapiro

NEW YORK — United Artists Music, the publishing arm of UA Records, will administer and co-ordinate globally the publishing interests of Nat Shapiro. As part of the agreement, he will act as consultant to UA Music for the firms in which he is associated. Shapiro will scout for new composing, writing and production talent.

Among the publishing companies in which Shapiro is involved are Justinian Music (BMI) and Beaujolais Music (ASCAP). Shapiro also owns several Jacques Brel copyrights which are included in the UA administrative arrangements.

In addition, Shapiro, with French composer - arranger-conductor Michel LeGrand, own Michel LeGrand Productions, also in the UA-Shapiro deal. Shapiro granted UA the administration rights to Broadway production, "Hair," at an earlier date.

## WEIN TALKING ON NEW SITE

BOSTON — Gov. John H. Chafee of Rhode Island has talked with George Wein, impresario of the Newport Jazz and Folk Festivals, concerning a new field site for the events. The present site, Festival Field, will be unavailable after next year because of highway construction.

"As this administration has done in the past," the governor said, "it will continue to bend over backward to keep the festivals in Rhode Island. They are a great thing for the State and I hope the people are beginning to realize just how great they are."

The governor said it was hoped that the site could be located on Aquidneck Island. Unfortunately, he said, there were no State sites in the three island communities of Newport, Portsmouth or Middletown which would be satisfactory.

# Lib. Consolidates Sunset With Unart

LOS ANGELES—Liberty has consolidated its Sunset economy LP line with Unart, United Artist's economy series. All future repackaged merchandise will be on the Sunset logo.

The company recently made another streamlining move since joining the Transamerica Corp., by uniting its Minit rhythm and blues line with UA's Veep operation in New York.

The concept in operating all the record lines, explains marketing vice-president Lee Men-

dell, is autonomy and as little overlapping of repertoire as possible. Liberty's image will continue in contemporary popular music while UA's will remain as a strong soundtrack label.

Bob Skaff, the a&r vice-president oversees all the recording concepts.

Internal circulation of singles and LP plans to all the divisions (Liberty, Imperial, World Pacific, Blue Note, UA, for example) keeps all division personnel aware of artistic directions the other lines are taking.

Marketing man Mendell recently visited with the Columbia Record Club in New York to discuss Liberty matters. UA is handled through the Capitol

Club. Mendell and UA's Mike Lipton then flew to Jamaica to sign up Federal Records as the UA licensee; The company already has the Liberty family.

A new direction in artist exploitation is being earmarked. The emphasis will be on performers rather than albums. The intent, Mendell says, will be for total concept promotions to create customer motivation. Instead of just moving product to the distributor, the company plans total merchandising campaigns, with stimulation from manufacturer to customer.

## Chi's NARAS Plans Widening Member Drive

CHICAGO — The Chicago chapter of the National Academy of Recording Arts and Sciences (NARAS) is scheduling a series of seminars on 8- and 16-track studio recording and stepping up its membership drive under new president, John Pate. Serving with Pate, midwest a&r director for ABC, are performers Kenny Soderblom, vice-president, Loren Binford, secretary and Len Dresslar, treasurer.

All four officers serve on the board of governors, which was named last week. Other board members are performers Sol Bobrov, David Chausow, Morris Ellis, Gary L. Looizzo, Ethel Merker and Ronnie Steele; bandleaders Bobby Christian, Lester Schein and Dick Schory; producers Carl Davis and Bill Mitchell; Bernie Clapper, president, Universal Recording Studios; Lew Green, past president of Chicago NARAS; Richard Evans, a&r director, cadet Records; attorney Bill Matheson; radio personality Ken Nordine; John Sippel, director of promotion, Mercury Records; Bill Traut, Dunwich Productions; and Joe Wells, engineer, RCA.

## 2 Film Stars, Lennons Form Music Companies

LOS ANGELES—Two film stars—Raquel Welch and Jim Brown—have formed separate music companies, and the Lennon Sisters have established Maryco Productions.

Miss Welch and her husband-manager, Patrick Curtis, and Stephen Jahn have formed Curtwel Publishing (ASCAP) as the music arm of their production company. Edward Garner, former manager of the Seeds, will supervise music projects for Curtwel. The music division will be involved in record production, developing artists and acquiring film soundtracks, says Jahn.

Curtwel, which will distribute through a major record label, will build an artist roster and will sign writers to the publishing arm. The firm will establish an international network.

Because of Miss Welch's film affiliation, Curtwel plans to become involved in motion picture soundtracks and background music from TV specials. Curtwel is preparing two network TV productions featuring Miss Welch. Initial record product will be out in six months, says Jahn, vice-president and partner in Curtwel.

Brown's BBC company will go into all phases of recording and publishing. Initial act on the roster is the Friends of Distinction, a vocal group. Attorney Richard Covey is president of BBC. The music company is independent of Brown's film production firm and his activities

## Music Strangled

LOS ANGELES — Background music will be eliminated throughout "The Boston Strangler," a 20th Century-Fox film. Instead, the film will rely solely on background noises and sounds.

with the Negro Economic and Industrial Union.

Brown said he formed the company because so many young artists were being victimized by "shady managers." The firm will place artists with recording companies and will act as managing consultants.

The Lennon Sister's Maryco Productions will be involved in record, film and TV productions. Another production firm, Raydan productions, has been formed by Danielle Mauroy and Raymond Katz, with MGM Records distributing product. Initial album is by Judd and Lisa.

## G. Pincus on Move Again —Sets Sights on Mideast

NEW YORK — Publisher George Pincus enplaned Monday (26) for an extended trip to key overseas music markets. In addition to scouting the continent and England for song material, Pincus will spend much time in several middle Eastern areas, notably Israel and Greece. "The time is ripe," Pincus believes, "for a fuller



GEORGE PINCUS

appreciation and use of Middle Eastern music in the United States and other areas of the Western World. The teen market here is ready for this material and good sources are likely to be Israel, Greece and India."

While in Israel Pincus will meet with Israeli publishers with a view toward acquiring film scores. He will also negotiate for Italian film material while in Rome, via his affiliation with publisher Franz Leonardi.

Pincus will also visit Milan, London and Berlin for business deals. In London he will have extensive talks with Terry Noon and John Beecher, of his Ambassador music operation. He is also set for talks with film and record producers.

"Music trends are changing constantly," Pincus said, and added: "No distance is too great to travel in order to find great songs and film scores for exploitation in the American market."

## Montreux Fest Sets Classical Record Award

By MIKE HENNESSEY

MONTREUX — The 23rd Montreux Music Festival which opened here Friday (30) and runs through Oct. 6, sees the inauguration of a unique award, sponsored jointly by the Festival organizers and High Fidelity magazine, for the best classical record of the year.

The award, the Montreux International Record Award, is independent of the record industry and completely international in outlook. Prize-winning records will be selected by a jury of 10 record critics presided over by Roland Gelatt, associate publisher of High Fidelity magazine.

The jurors will be Irving Koidin (U. S.), Kanju Tsumori (Japan), Gabriele Agostini (Austria), Edward Greenfield (U. K.), Michel Hoffmann (France), Bengt Pleijel (Sweden), Klaas Posthume (Holland), Ivan Vojtech (Czechoslovakia) and William Weaver (Italy).

The Montreux International Record Award will be highly selective and only three prizes will be presented—a gold, a silver and a bronze.

Says Gelatt: "There will be no 'best opera,' 'best concerto,' 'best string quartet' and so forth ad infinitum—thus avoiding the proliferation of categories which has debased the value of other record awards."

The Montreux Award jury will also present a Citation for Exceptional Achievement to a musician, producer or engineer who has contributed significantly over the years to the art of recording.

A working association has been established between the Koussevitzky International Recording Award created in 1963, and the new Montreux Award and, although the two awards will remain separate entities, (Continued on page 30)

## DOUGLAS TAKES A CUT ON RFK

NEW YORK—Douglas records is extracting the Robert Kennedy portion of previously planned album of "The Presidential Debate, 1968" with David Frost, and will package it on its own. The full package will be released later. The Kennedy-Frost album will be released late next month. Laurie Records will handle distribution.

# London in Sales Pitch on 5 European Acts Touring US

NEW YORK — London Records is preparing a major fall merchandising program on five European acts which will be touring the U. S. Included will be a new album to coincide with Mantovani's 12th annual U. S. concert tour, which begins late next month.

The other visiting artists will be Caterina Valente, who plays Las Vegas' Flamingo Hotel from Sunday (8) to Oct. 3;

## Jubilee Into Tape Market

• Continued from page 1

rector of album merchandising, said that the company remained out of the tape cartridge field until it believed the market was sufficient in size to sustain production without the aid of independent duplicator/marketer. "We wanted to be in a position to completely direct the merchandising and promotion of our product," Blaine said.

Jubilee has contracted with CCA for its 8-track duplication; A&B Duplicators will produce Jubilee's cassette product. Gross Records, a Jubilee subsidiary label, will be duplicated in both configurations by Tapetronics in Detroit.

Initial release will consist of 35 titles including its new fall product. Highlighting the release will be the entire Rusty Warren catalog. Other recording artists represented are Aliza Kashi, Mary Wells, Doug Clark, the 5th Estate and the Sounds of Modification. Blaine said the product will be delivered next month.

Included in the first group of product will be two titles not available on record. Both "Laughing Matter" and "Super Golden Hits" are variety packs, the former being a collection of the top Jubilee comedy acts.

Heading Jubilee's tape division as sales manager will be Irwin Lisabeth.

## Stogel Moving; First TV'er Set

NEW YORK — Leonard Stogel Associates, which manages such acts as Sam the Sham, Tommy James and the Shondells, and the Cowsills, is moving to 9255 Sunset Blvd., Hollywood, and president Leonard Stogel is setting up a TV production firm.

First effort of the new TV firm will be an NBC-TV Nov. 23 special featuring the Cowsills with executive producer Greg Garrison. The Cowsills production firm of Gregg Yale Inc. will operate from both New York and Hollywood. Peter Rachtman has joined the West Coast operation to work in TV production and personal appearances.

## Multimedia Tie

BLAUVELT, N. Y. — Biograf Productions is affiliated with Multimedia Publishing Corp., not Metromedia Publishing as previously reported.

## RASCALS GIVEN 6 GOLD DISKS

NEW YORK—The Rascals received six gold records at an Atlantic Records press party at the St. Regis Hotel here Thursday (22). Million-selling singles certified by the RIAA were "People Got to Be Free" and "A Beautiful Morning," while four albums were certified for \$1 million in sales: "Time Peace—The Rascals' Greatest Hits," "Groovin'," "Collections," and "The Young Rascals." The group's single "Groovin'" previously received a gold record.

Ronnie Aldrich, who has a 10-city tour set for October; the Jacques Lousier Trio, which will tour colleges from Oct. 29 to Nov. 24; and the Queen's Guards, who play the Spectrum in Philadelphia, Sept. 24-28; New York's Madison Square Garden, Oct. 3-13; and the Boston Garden, Oct. 15-20.

New albums are slated by three of the acts, while the promotion on Miss Valente will feature her "Sweet Beat" LP. London also is tying in its Gilbert and Sullivan catalog with the current D'Oyly Carte Opera Co. tour.

## Faith and Time Clicking For Hopeless Records

• Continued from page 1

was released Dec. 20, 1967, and only two weeks ago began "exploding like crazy." It is now No. 71 with a star, signifying heavy sales.

Records, in general, are "taking a little longer" to happen now," Noonan said, and cited three recent examples: "L. David Sloan," by Michelle Lee; "If You Don't Want My Love," by Robert John; and "Son of Hickory Holler's Tramp," by O. C. Smith. "We've also had many other records that weren't this big, but continuous work on them has made them profitable single records or led to profitable albums," Noonan said. "For example, we put in an awful lot of work on Patti Page's 'Gentle on My Mind' single and although the single was never a big hit, that exposure really boosted sales of her albums."

There are very few instant smashes today, he said. "In the old days, a record was often top five in three weeks. With a few exceptions, you need three and four weeks of airplay on a station to make it happen just in that market."

Lenny Scheer, label manager at MGM Records, said "that as long as some radio station stays with the record, you're obligated to stay with it. But in many cases, the longer it takes the record to happen, the bigger it is. In the past, we had hits like 'Woolly Bully' and 'Lightnin' Strikes' that both sold more than two million copies and both records took a long time to happen."

Right now, MGM Records has a single issued May 17 by Julie Budd called "All's Quiet on West 23rd Street." This has been rescheduled to radio stations three times. Three radio stations, all in secondary markets like Lincoln, Neb.; Worcester, Mass.; and Phoenix believed in the record and stayed with it, Scheer said. The problem is that it's happening market: by-market instead of all at once. The label is sticking with it.

### 'Darkness' Moves

Friend & Lover on the MGM subsidiary label of Verve/Forecast has had a tremendous hit with "Reach out of the Darkness," yet this record was released last October and didn't hit the chart until May 18. It was a top 10 record.

"Sky Pilot," by Eric Burdon, had a problem, too, in that it happened market-by-market instead of all at once.

Marty Thau, promotion chief of Buddah Records, has a record by the Feathers on the Teem Records label that has

been out four months, and which he plans to stay with another three months at least. "I have enough faith in that record and I've seen what it can do in secondary markets. I'm sure it could happen in a major market if it got airplay."

Gordon Bossin, national promotion director at Amy-Mala-Bell, said the label stayed with "Angel of the Morning" mostly because a Seattle distributor kept ordering 650 at a time. Marilee Rush is from that area, but after sales got above 4,000 in Seattle we knew we had more than just a local hit. We finally got KFRC in San Francisco to go on the record much later and this is a case where consultant Bill Drake believed in the record and stayed on it until it happened."

### Bell Records

Bell Records, in addition, has turned several records that didn't happen big into profitmakers simply through hard, long hours of promotion work. One of these was "Step Inside Love," by Celia Black. It wasn't a big hit, but after eight or nine weeks, WMCA in New York and WCFL in Chicago went on the record and at this point further promotion by Bell turned it into a profit rather than a loss.

Long promotion on "Mr. Bus Driver," by Bruce Channel, ended up with the record selling 70,000 copies, Bossin said. At present, the record company has a single called "I Can't Let Maggie Go," by the Sons of Ginza. It was a hit overseas and Bossin said, "We're going to stay with the record until we're absolutely sure it's not going to happen." Other Bell records that took a long time to become successful sellers were recent releases by James and Bobby Purify and the O'Jays.

"Bottle of Wine" by the Fireballs is a record that Atlantic Atco can point to as a record that took a long time to happen. But this is not the only one. "Sunshine of Your Love," on the chart for the second time, by the Cream, and "You Keep Me Hangin' On" by the Vanilla Fudge both were released almost a year ago. And Eddie Harris has a single called "Listen Here" that went pop after release three months ago. Bob Rolontz, publicity and advertising director of the label, said that the Eddie Harris single was now being rescheduled. He felt it was a logical to say that reason the Cream and Vanilla Fudge records didn't happen immediately is that success had to wait until "their kind of music became more popular." Both of these singles were released from albums because of airplay.

## CONCERT REVIEW

# Smothers, Paulsen, Hartford Create Garden of Wit, Style

NEW YORK — Tom and Dick Smothers may have longer hair these days—and a trendy mustache—but their act remains familiar and unchanged. And, incidentally, deserving of a bigger audience than the half-filled Madison Square Garden, where the duo headlined a show Wednesday (21).

Using their singing as a base, they branch off into inventive patter about each other, their family life and politics. Avid watchers of the Smothers Brothers TV show would have recognized many of the routines but it is a tribute to the Brothers' style that it comes off fresh and bright.

The Mercury artists sang and chatted their way through "The Streets of Laredo," "John Henry," and finished their spot with "A Little Less of Me," written by Glen Campbell. This time the applause rang out for their singing rather than their comedy.

Pat Paulsen, another Mercury artist, opened the show and deadpanned his way through his "Paulsen for President" act (or is it an act?). He addressed the audience from a podium, made

unkind and funny references to his "rivals" in the presidential race, treated the audience to a few impressions, including "a fabulous tap-dancing mouth," and left announcing that it was his birthday and he'd never had a standing ovation before. He didn't get one but did give everybody the impression that here was an offbeat, witty comedy brain.

RCA artist John Hartford was the only other member of the show, which ran just over two hours. He gave an unpretentious folk act, singing his own compositions and playing guitar and fine banjo. Perhaps the large arena was unsuitable for his style—his material rewards the attentive listener—but he looked a little lost on the stage. He went off to a storm of applause for his "Gentle on My Mind" hit and the promise, by the Smothers, that viewers would be seeing a lot of him in the fall on the Smothers Brothers Show.

All in all, it was an evening of style and wit at Madison Square Garden. Pity more people weren't there to enjoy it.

Ian Dove

## Rock for All Reasons Gets Big Play on All Stations

• Continued from page 1

mentation, and youthful group attitude.

The Wind in the Willows, a seven-member New York-based group, are an example of this "soft-rock." Their music is lyrically and instrumentally sophisticated and is receiving heavy underground airplay.

Also, easy listening stations are programming cuts from the album. Another group, the United States of America (Columbia), has also produced a sound that has become acceptable to both underground and easy listening programming. WPAT, a good music station in the New York area, has been programming album cuts by the United States of America ever since the release of its Columbia LP.

"Take a melody line that's nicely presented and we're interested, always," said Jacob Stern, music director of WPAT. "We feel that we're a good music station and we play all that is good music." Stern believes that rock groups are choosing sounds that lead to easy listening airplay in some instances. "I think you're finding a lot of splintering with rock groups. Some are going into harder stuff, some into more lyrical stuff, and some are getting awfully close to jazz."

### Greater Audiences

Many areas affiliated with the music business are also finding that "soft-rock" groups are reaching greater audiences. Richard Robinson, pop colum-

At RCA Records, Jose Feliciano is now scoring big with a record called "Light My Fire" that was released May 28 from an album. The flipside broke first, doing fairly well because of airplay on KJR in Seattle. But then a week or so later KHJ in Los Angeles went on the "Light My Fire" side and the Ron Jacobs-programmed station boosted it to fame.

nist with Bell-McClure Syndicate, said, "Features on groups like the Fifth Dimension, Harpers Bizarre, and newer groups like Chrysalis, are more sure of being carried by newspapers across the country because they have adult as well as teen interest."

Bookings for such groups as Harpers Bizarre and Spanky and Our Gang also take them to places not ordinarily associated with a pop chart act. Dates like Mr. Kelly's in Chicago, and the Coconut Grove in Los Angeles are the result of a group sounding soft enough for adult consumption. Meanwhile, these same groups regularly have chart records and make concert tour appearances in the teen market. Richard Nader, East Coast concert and variety representative of Premier Talent, said, "We find that an act such as Orpheus, which has a non-electric approach, is able to play to teen and adult audiences as well as satisfy the demands of certain college dates where a softer rock group is needed to round out a total concert bill."

Nat Ash, program director of WNEW-FM in New York, believes that "soft-rock" is helping to close music gaps. "I think it provides a transitional bridge in the direction of all pop music and what is happening now. I think all pop music will eventually come to the underground. 'Acid-rock' is the extreme, of course, and this 'soft-rock' is the transitional vehicle with which pop music goes from Johnny Mercer and Simon & Garfunkel."

"In that context this sound is providing a vital function in making underground sounds more palatable to older listeners," Ash said. He believes that the roots of this sound are more than a year or two old. "It started with a sound like the Beatles' 'Yesterday'; with the success of Richie Havens' songs; with Judy Collins; Buffy Sainte Marie; and poets like Leonard Cohen writing lyrics for pop singers. Now it has a validity that sells records."

# The great voice of Robert Goulet.

His brand-new single, "Thirty Days Hath September," will be on every good music station in the country. And no wonder. It has a strong, beautiful, lush rhythm that will appeal to everyone, and it has the great voice of Goulet—Broadway's favorite singer, this year's Tony award winner and the romantic idol of millions.



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# CUC's 'Invitation' in High Gear

LOS ANGELES — A rising stream of interest among giant industrial corporations in the music industry has opened the door for another "blue chip" company to diversify into music.

The latest is Commonwealth United Corp. (CUC), a widely diversified company which entered the music business this year via acquisitions of Loppelman-Rubin Associates and with the recent purchase of Bobby Darin's TM Music.

Now, CUC is on a \$10 million major acquisition program to involve itself fully in the music industry on an international scale. Its aim is to acquire independent record companies and music publishing operations and expand into other related entertainment fields.

CUC's plunge into music follows a pattern established by Gulf & Western (Dot Records), Transamerica (Liberty and United Artists Records) and Transcontinental Investing (racks and one-stops).

**Int'l Set-Up**

In its drive to create a corporate umbrella for its music interests, CUC will form international affiliations, probably establish its own record label and set up production arms to exploit soundtrack albums and title songs. The company already is involved in motion picture production.

The firm, with interests in oil, gas and real estate, also has been mentioned in merger talks with Seeburg Corp., a vending machine manufacturer with interests in jukeboxes and musical instruments.

**Eye Seeburg?**

Company spokesmen for the Beverly Hills-based firm refused to either confirm or deny the Seeburg merger rumor. "All we can say is that Commonwealth United is interested in expanding its operations into several related entertainment areas," a spokesman said. "We've had meetings in New York with several companies about possible mergers. Seeburg may be one of them."

It's no secret Commonwealth is on an acquisition drive. In the last six months, CUC has acquired eight companies, not including purchases in the music industry.

## ELLINGTON TO GET ED WYNN AWARD OCT. 30

NEW YORK—Duke Ellington will be awarded the 1968 Ed Wynn Humanitarian Award at ceremonies at the Americana Hotel Oct. 30. The citation is given by the American Parkinson Disease Association.

ASCAP president Stanley Adams is chairman of the dinner honoring Ellington. With him on the committee are Hal B. Cook, publisher of Billboard, Leonard Bernstein, songwriters Johnny Mercer, Henry Mancini and Harold Arlen, plus Johnny Carson, Dave Kapp, and Milt Gabler of Decca Records.

Also on the committee are: Earl Wilson, Harvey Glasscock, chairman of Metromedia Music, Inc., John Sullivan, president of Metromedia Radio Division; George Albert, Robert Austin and WNEW's William B. Williams, who won the award last year.

Although company officials had "no comment" on the Seeburg negotiations, they did confirm the new music affiliations. "Frankly, we've made marketing studies on the music industry and we see definite signs of an unlimited growth potential in the field," a spokesman reveals.

"The value of music copyrights alone," he says, "is enough to make our entry in the music field attractive."

Its foundation in the music business has been largely built around Loppelman-Rubin rec-

ord production and music publishing and its affiliations, Chardon Music, Faithful Virtue Music and Troika Management.

CUC held its first annual international entertainment seminar last week, Aug. 19-23, in the Beverly Hills Hotel.

In the first quarter, Commonwealth reported net income of \$474,000 or 12 cents a share, against a year-earlier deficit of \$20,000. In 1967, CUC earned \$273,111, or 14 cents a share. Listed on the American Stock Exchange, CUC has assets of approximately \$130 million.



BO GENTRY, right, and Ritchie Cordell meet with Clive B. Davis, president of Columbia Records, after the songwriting duo signed as artists with Columbia. The team has written and produced 11 Top-50 recordings, including "Mony, Mony" and "I Think We're Alone Now," which gained gold records for Tommy James and the Shondells. The duo may also produce other acts for Columbia.

## Executive Turntable

John Fitzgerald has been appointed vice-president of 20th Century Music Corp., and Bregman, Vocco & Conn, wholly owned subsidiaries of 20th Century-Fox Film Corp. Fitzgerald, who will be general administrative manager of 20th Fox's music publishing and record activities, was previously employed as comptroller at the Robbins Music Corp. . . . Robert Jablonski, general manager of the consumer products division of Hoffman Electronics Corp., has been named to fill the duties of Raymond B. Cox, vice-president of the consumer products division. Cox is retiring. . . . Sabin R. Danziger has been appointed product manager for records of the Singer Co. Previously he was assistant to the product manager for home entertainment at Singer.

Donny Marchand has been added to the MRC Music staff as a professional manager in New York. Previously, Marchand was with the professional staff of Famous Music and Sunbeam Music. He will work out of New York, finding and developing new writers. . . . Marge Johnson has been appointed director of artist relations for Krage/Fritz, the personal management subsidiary of Krage, Smothers & Fritz. . . . Joe Scott has joined International Management Combine as general manager. . . . Chuck Baker has joined the Handleman Co., Los Angeles branch. . . . Susan McCusker has been named production co-ordinator in the film and TV division of Campbell, Silver, Cosby Corp.

Laura Green has joined the Chicago division of Needham, Harper & Steers, Inc., as art director. She previously was art director in the advertising department of Detroit's J. L. Hudson Department Stores.

April/Blackwood publishers have named Tony Orlando general professional manager. Prior to the appointment, Orlando was assistant to the production manager at Robbins-Feist-Miller. . . . Bernard Mitchell, national sales manager for Concord Electronics, has been appointed marketing manager of the consumer products division. . . . Robert S. Bell, chairman of Packard Bell Electronics Corp., has joined the corporate staff of Teledyne, Inc., which purchased the stereo-TV manufacturer in May. . . . John Cupt has been appointed advertising director of Monarch Electronics International, succeeding Irwin Germaine, who had resigned.

Martin J. Merchat has joined Amos Productions in New York as Eastern representative. Amos is a Hollywood-based independent production company which also operates a free-lance engineering department.

(Continued on page 44)



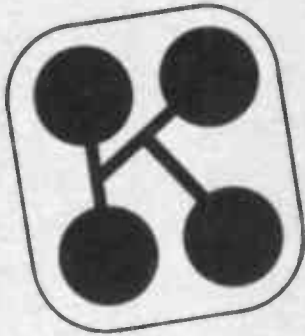
***THE CRAZY WORLD OF ARTHUR BROWN***

***ON TRACK RECORDS***

***DISTRIBUTED BY ATLANTIC RECORDS***



# A letter of introduction



**KIRSHNER ENTERTAINMENT CORPORATION**  
655 MADISON AVENUE / NEW YORK, N. Y. 10021 / Tel: (212) 832-8200

OFFICE OF THE PRESIDENT  
DON KIRSHNER

This is the sleeve of the first single from a new entertainment package, "The Archies." It's the opening event in a project that is total entertainment.

Here's what's happening:

"The Archies," a brand new half-hour animated TV show produced by Norm Prescott, Lou Scheimer, and Hal Sutherland of Filmation, reaching an estimated audience of twelve million families, goes on the air Saturday, September 14th on the full CBS network. CBS has shown its enthusiasm by contracting now for two full years of "The Archies" program.

Every episode features two different songs including an original dance of the week. Of course, there will be singles and albums of the music from the show.

Archie comic books, created by John Goldwater, reach a world-wide audience of fifty million annually and they will tie in with the records and dances on the show.

The syndicated comic strip is now in more than 600 newspapers with a circulation of more than seventy-five million.

Featuring Archie, Betty, Veronica, Jughead, Reggie, and introducing Hot Dog, "The Archies" provide music for all ages. A generation has grown up with Archie, and now for the first time, they and their children will enjoy "The Archies" on records. In addition, a complete line of Archie products will be licensed and marketed to consumers.

I believe that after hearing the great variety of music, you will agree that "Everything's Archie."

Don Kirshner

## You've read the facts...

Manufactured and Distributed by RCA

# to "The Archies"

63-1006

## THE Archies

A DIVISION OF  
KIRSHNER ENTERTAINMENT CORP.  
**CALENDAR**

### BANG-SHANG-A-LANG / TRUCK DRIVER



©1968, Archie Comic Publications, Inc.  
Watch for "THE ARCHIES" in color  
every Saturday morning on the CBS-TV network.

Manufactured and Distributed by RCA, New York, N.Y. • Printed in U.S.A.

Produced by Jeff Barry

# and seen the figures.

And it all adds up to one of the most exciting multi-media entertainment packages to ever happen in the music industry. Come and join the action. "The Archies" have arrived!

A DIVISION OF  
KIRSHNER ENTERTAINMENT CORP.  
**CALENDAR**

# RCA'S Reisman: Separate Track Concept Is Soundest

LOS ANGELES — Recording separate sections of an orchestra individually proffers the best sound clarity ever achieved, believes Joe Reisman, manager of RCA's West Coast a&r department. All producers in Reisman's department now utilize the multiple recording session technique, with 90 per cent of the work on 8-track equipment.

Two years ago, Reisman says

he would have recorded the entire orchestras of Henry Mancini and Hugo Montenegro all at once. Today, Reisman brings in sections of the band one at a time to lay down separate tracks.

On a recent Montenegro project, Reisman utilized nine sessions. On a recent Mancini date utilizing 35 pieces, four sessions were held to complete the sound picture. "We've pretty much seen the demise of the large orchestral session," says Reisman, who was promoted from producer to department head several months ago following the departure of Neely Plumb.

Reisman claims with the separate session theory there is no sound leakage or sound cancellation. A brass section will leak into the open mikes of the fiddles during a session in which all the instruments are simultaneously being taped, he says.

The executive claims a strong sonic difference in product recorded singularly and with separate sessions, with the latter winning his approval.

# Dressel Named Manager for Woody Herman

NEW YORK—Hermie Dressel, of Wand Management, has taken over as personal manager for Woody Herman. Dressel will represent the band leader in all entertainment fields.

Dressel and his associate, Paul Cantor, have lined up a number of deals for Herman, including two record tie-ups. One is the release on Verve in September of Herman's complete performance at the 1967 Monterey Jazz Festival, including Bill Holman's "Concerto for Herd." The other album, in a contemporary vein, will be released in October on the Cadet label. The LP will be previewed on Ed Sullivan's CBS-TV show Oct. 6.

In connection with Herman's record activity, Paul Brown has been set for promotion, concentrating on college and FM radio stations.

Dressel will be working in close association with Joe Glaser, president of Associated Booking Corp., on Herman's bookings.



MASTERING HIS POETRY. Bobby Darin suggests to Las Vegas engineer Brent Maher the right mix desired during a mastering session.

# 'New' Darin Forms Label To 'Speak Out' Via Songs

LOS ANGELES — Bobby Darin has established Direction Records, a company which will seek out "statement makers." The vocalist's label will debut in late September with an LP of original compositions designed to reflect his thoughts on the turbulent aspects of modern society.

Sales and distribution have been assigned to Amy/Mala/

Bell—a company which Darin's manager, Ed Burton, classifies as "knowing how to merchandise product from creative people."

Darin's decision to launch the label is based on a desire for artistic freedom. He says events of the past months have affected him and it is through his music that he feels compelled to express himself. His own label affords him this artistic control over his product.

His first LP is controversial in the sense that it establishes a new image. Burton, who will administer the label from New York, says the public has an image of his client as "a finger snapper." Darin's debut LP is designed, Burton says, "to show the singer as a person with deep beliefs."

The songs are built on Darin's feelings for people and his concern for a troubled society. The music was all recorded in Los Angeles and the tracks were mastered in Las Vegas while he was headlining at the Frontier Hotel.

Darin wrote all the arrangements on his first LP, and despite the weight of the themes, there is a driving, commercial flavor, a "down home feel" which is where Darin says "things are."

Darin has already written five songs for his second LP. The label will seek talent which Darin believes in, even though he may not be involved in their recording activities, Burton says. "We are not going to rush in and just sign artists," he adds. Darin will remain the final arbiter as to who joins the roster.

# MANAGERS CITE ALPERT & MOSS

LOS ANGELES — Herb Alpert and Jerry Moss were named Industry Men of the Year at the Conference of Personal Managers, West (CPMW) annual awards dinner Thursday (22) at the Beverly Hills Hotel.

Dan Rowan and Dick Martin were honored as entertainers of the year.



My wife says to take those awful drapes from the Rose Room when you leave!

# Douglas Int'l Slates Mideast Far East Disk Anthologies

NEW YORK — Douglas International is preparing the first of a series of projects on the Mideast and Far East. Dr.

# Chalpin Sees Europe Brass

NEW YORK — Ed Chalpin president of P.P.X. Enterprises, is visiting the heads of nearly 50 record companies in 11 countries during a European business trip this month.

Among the companies he's visiting are Sunbury-RCA England, British Decca and EMI in London; CBS Disques and Pathe Marconi-EMI in Paris; Deutsche Grammophon and Teldec in Hamburg; Dansk in Copenhagen; Valentim De Carvalhi in Lisbon; EMI and RCA (Grammaphon Lectra) in Stockholm; RCA Espanola and Compania Espanola De Musica in Madrid, and RIMI and RIFI in Milan.

Chalpin is tentatively scheduled to see the head of Record Productions of Radio, Television in Belgrade. He will discuss the distribution of Jimi Hendrix's records with Polydor in London, DGG in Hamburg and Barclay in Paris.

Gunther M. Weil, professor of Psychology at Boston College and director of Cambridge Communications Corp., a Douglas subsidiary, is in India completing final selections for "The Essential Indian Music Anthology," which is being prepared by Douglas and Cambridge in conjunction with the government of India and All-India-Radio.

The multiple set will contain at least three hours of Indian music. The Anthology also will contain a separately bound printed text describing the social and religious context of Indian music as well as its technical structure, historical evolution, and influence on contemporary pop music.

Pandit Prannath, professor of music at Delhi University, will be Weil's special consultant in India. The package is tentatively slated for January release through Laurie Records, Douglas' distributor.

Another project planned by Douglas will be "The Tantric View of Life," which also will be developed by Weil during his Indian stay.

# Jubilee's Incentive Contest

NEW YORK — Jubilee Records is running a "Chart Your Future" incentive contest for its distributor executives, sales managers, salesmen, promotion men and operations men.

The contest is keyed to six Jubilee releases—a package called "Stereo Chart Contenders 1968"—and their performances. Individual distributors and salesmen qualify for cash awards and "Chart Sweepstakes" tickets when they sell any of the albums above the quota set for them.

Cash prizes (\$1,000) will be awarded to the "Number One" salesman, promotion man and distributor. The top internal operations man will receive \$500, while the top sales man-

ager gets \$1,500. These "Number One" are picked on a basis of percentage sold over quota, plus total performance.

For each of the six albums reaching the charts before Nov. 11, 1968, a grand prize of a week-long, all-expense-paid trip to anywhere in the U. S. will be drawn among those with "Chart Sweepstakes" tickets.

Thus six trips could be given away if all the albums, Mary Well's "Servin' Up Some Soul," "Sounds of Modification," "The Baltimore & Ohio Marching Band Play Music From the Comics," Moe Kauffman's "Turned On," Vivian Dandridge's "The Look of Love" and "The Racket Squad," make the charts.

## Billboard

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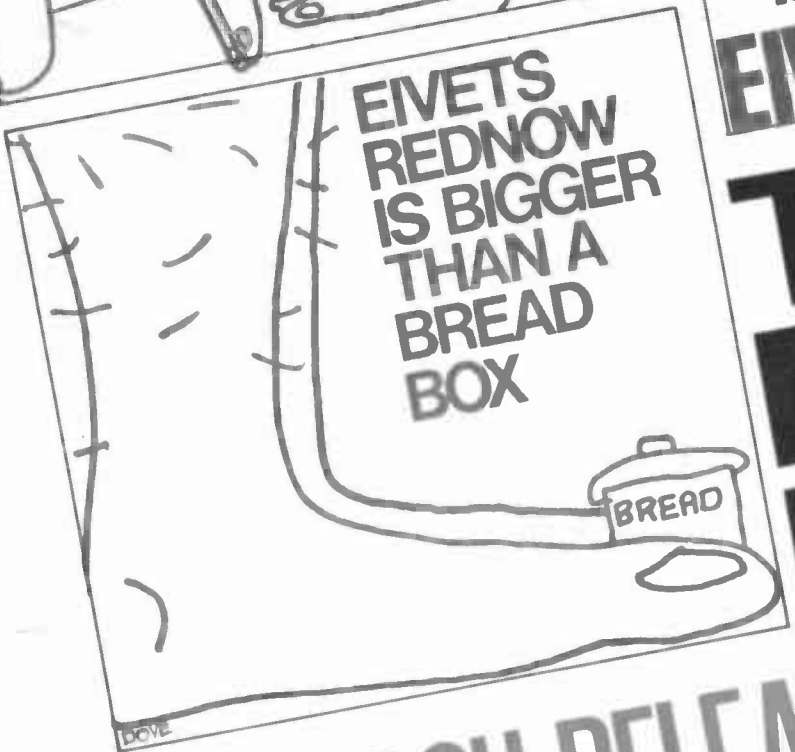
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Say You Saw It in the Billboard



**EIVETS  
REDNOW  
IS COMING!**  
*you've got to be kidding*

**EIVETS  
REDNOW**  
too good  
to be true



**THE YEAR OF  
EIVETS  
REDNOW**  
**"ALFIE"**

FIRST SMASH RELEASE

GORDY 7076

If you have not received a copy of this record for programming on your station, please send this coupon to Gordon Prince, Motown Record Corporation, 2457 Woodward Ave., Detroit, Mich. 48201.

RUSH ME a copy of Eivets Rednow's ALFIE

Name \_\_\_\_\_ Title \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
BB31



## A&M Circulating Play \$\$ In L. A. Breakdown Promo

LOS ANGELES — A&M's field promotion force can exchange \$75 worth of Monopoly play money for the real thing as part of a new promotion campaign in behalf of Larry Mark's new single "La Breakdown."

Each of the 17 promotion men recently received the Monopoly money from national promotion director Don Graham with two stipulations: 1—If they get the single played on their key market radio station, they can send back the \$25 monopoly for \$15 in real currency. 2—If the single goes top 10 on that station, they can send back \$50 Monopoly for \$50 in real money. The promotion ends Sept. 15.

The first promotion man to exchange his Monopoly \$25 was Ernie Campagna, who works out of Mutual Distributing, Boston. He landed the single on WMEX.

A&M promotion men in individual instances in the past have earned money incentives for placing specific records on specific stations. The national promotion is similar to a campaign under way at Imperial Records, in which promotion men can earn financial rewards for radio placement.

Upcoming for A&M is its third annual "Grow Baju Grow" mustache contest, open to everyone, not just company promotion men. The top prize for the third straight year is an all-expenses paid trip to Spain for one week for the winner plus his family.

Company employees have begun to grow their own mustaches; but they are ineligible to win any of the prizes, which include a color TV set for the runner-up and home utilities for third place. All entrants will receive a Sony AM-FM transistorized radio. The contest ends after Christmas, with a five-person panel of judges deciding on top mustache of the campaign.

Last year Gene Silverman, co-owner of Merit, Detroit, won the trip to Spain. Two seasons ago the winner was Jerry Hoff, then a San Francisco area fieldman.

Graham says entrants come from all phases of the business from disk jockeys to salesclerks. Many of the submitted photographs are bound in impressive display folders and the designs of the mustaches vary with the individual.

## Cap. Industries' Net Slumped

LOS ANGELES — The changeover from monaural to stereo and a depressed computer tape market led to a sharp decrease in earnings at Capitol Industries, Inc.

Net sales for fiscal 1968 were \$111,627,000 as compared to \$106,881,000 for the same period in 1967. Net income for the same period in 1968 (year ending June 30) was \$1,402,000 or 34 cents per share as compared to \$4,607,000 or \$1.20 per share for 1967.

Earnings were down sharply in the 1968 fiscal year due to non-recurring costs which have been resolved, reports Glenn E. Wallichs, president of Capitol Industries.

Wallichs said preliminary figures for the first quarter of 1969 indicate net income will exceed the \$847,000 achieved in the same period of fiscal 1968.

## Kasnetz & Katz Sign ABC Deal

NEW YORK — Kasnetz & Katz have been signed to produce five acts for ABC Records. The team will record singles and albums for the Bushmen of Richmond, Va.; Ian Holiday Incident of New York; Uncle Wiggly's Airship of the West Coast; and two groups yet to be named.

## Mat Kleinman Dies

NEW YORK — Matthew N. Kleinman, assistant treasurer of Decca Records, died here on Aug. 17. He was 32.

# Market Quotations

NAME	As of Closing Thursday, August 22, 1968						Net Change
	High	Low	Week's Vol. in 100's	High	Week's Low	Week's Close	
Admiral	25 1/2	16 1/2	256	20	18 3/4	18 3/4	- 1/4
American Broadcasting	72 3/4	43 3/4	223	66 3/4	61	66 3/4	+ 4 3/4
Ampex	37 1/2	26 1/2	563	31 3/4	29 1/4	31 1/2	+ 1 3/4
Automatic Radio	25 1/2	15 3/4	77	18 3/4	17 1/4	18 1/4	+ 3/8
Automatic Retoller Assoc.	106	72 3/4	128	99 3/4	96 3/4	97 3/4	- 1/2
Avnet	65 3/4	30 3/4	468	48 1/2	46 3/4	47 1/2	- 3/4
Canteen Corp.	33	20 1/2	355	27 1/4	25 3/4	25 3/4	+ 1/4
Capitol Ind.	37 1/2	24	195	29 3/4	25 3/4	28 3/4	+ 3
CBS	60 3/4	43 3/4	542	50 3/4	49 3/4	50 1/2	+ 1/8
Chic. Musical Inst.	38	24 1/4	110	28 3/4	26 1/4	28 3/4	+ 2 1/2
Columbia Pic.	44 3/4	23 1/2	513	39 3/4	34 1/2	38 1/4	+ 3 3/4
Consolidated Elec.	45 1/4	33 3/4	184	36 3/4	34 3/4	35	+ 1/2
Disney, Walt	73 1/4	41 3/4	250	73 1/4	70 1/4	70 1/4	- 2 3/4
EMI	7 1/4	4 1/2	477	5 3/4	5	5 1/4	+ 1/8
General Electric	100	80 1/4	1455	83 1/4	81 3/4	82 3/4	+ 1 3/4
Gulf & Western	66 1/2	38 3/4	1896	41 3/4	40	40 3/4	- 1/4
Handleman	31	21	158	23 3/4	22 1/2	22 3/4	- 3/4
Harvey Radio	33 1/2	15 3/4	32	29	37 3/4	28	- 1
Kinney Services	89 3/4	53 3/4	168	73 3/4	71 3/4	72	Unchg.
Macke Co.	29 3/4	16 3/4	141	26 1/4	25 3/4	25 3/4	+ 1/8
MCA	53 3/4	43	414	46 3/4	45	46 3/4	+ 1 3/4
Metromedia	45	34 1/4	405	40 3/4	39 3/4	40 1/2	+ 1/2
MGM	50 3/4	35 3/4	348	40	36 3/4	38 3/4	+ 2 1/2
3M	119 3/4	81	524	106 3/4	103 1/2	106 3/4	+ 1 3/4
Motorola	153 3/4	97	786	129	122	124 3/4	+ 2 3/4
RCA	55	44 1/4	1166	49	47 1/4	47 3/4	Unchg.
Seeburg	33 1/2	19 1/2	813	31	28 3/4	30 1/2	+ 2
Servmat	59 1/2	35	70	52 3/4	51	52	- 1/4
Trans Amer.	69 3/4	43 3/4	603	68 3/4	67	68 1/4	+ 1 1/2
Transcontinental Invest.	23 3/4	13 3/4	758	18	16	16 3/4	- 1 1/4
Triangle	46	35	65	41	38 3/4	39	- 3/4
20th Century	40 3/4	24 1/2	327	36	34 3/4	34 3/4	- 1 1/4
Venda	32 3/4	23 1/4	75	26 3/4	25 3/4	26 3/4	Unchg.
Warner Bros.-7 Arts	44 3/4	26 1/4	947	42 3/4	39 1/2	41 3/4	+ 2 3/4
Wurlitzer	25 1/2	18 3/4	39	20 1/2	19 3/4	20 1/4	+ 3/8
Zenith	65 1/2	50 3/4	448	54 3/4	52	52 3/4	- 1 1/2

## OVER THE COUNTER\*

NAME	As of Closing Thursday, August 22, 1968		
	High	Low	Week's Close
Data Packaging Corp.	29 1/2	28	29 1/2
GAC	13 1/2	12	13 1/2
ITCC	7 1/2	7	7
Jubilee Ind.	42	38	38
Lear Jet	26 1/2	25 1/2	25 1/2
Merco Ent.	10	9 1/4	10
Mills Music	31 1/2	30 1/2	31
NMC	15	14	14
Omega Equity Corp.	15 3/4	10 1/2	15 3/4
Pickwick Int.	26 1/2	24 1/4	24 1/4
Telepro Ind.	2 3/4	2 1/4	2 1/4
Tenno Corp.	23 1/4	21 1/2	22

\*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

## 'Star!' Soundtrack Is Set For a Big 20th Campaign

LOS ANGELES—20th Century-Fox Records is launching its biggest merchandising-promotion campaign since "Sound of Music" for the soundtrack album of "Star!" the Julie Andrews film based on the life of Gertrude Lawrence.

The album features 16 songs and an instrumental overture, and is packaged in a de luxe doublefold jacket with a bound eight-page, four-color insert story booklet.

ABC Records, which distributes 20th Century product, also will get involved in the promotion push, revealed Larry Newton, ABC president, at a national distributors meeting.

The campaign will include an assortment of display material for retail outlets, including such exploitation tools as four-color moving window displays, theatrical trunks, streamers and counter display browser boxes holding 20 albums.

Also, song sheets of many of the tunes from the film will be released for window displays; foldout product cards, Julie Andrews "Star" buttons and mobiles.

The label will conduct a national consumer advertising program, including direct-mail, trade and local co-operative advertising.

A radio station-listener participation contest will be sponsored prior to the film's opening in New York on Oct. 22 and in Los Angeles on Oct. 31.

## Canteen Seeks Bakery Merger

LOS ANGELES — Canteen Corp. has put out feelers to Interstate Bakeries to merge into a holding company, a spokesman for Interstate reports.

The proposal calls for each share of Canteen stock to be exchanged for one share of the new company. For each Interstate common share, 0.35 of a share of the holding company's \$4 convertible preferred would be issued. The preferred would be convertible into three common shares.

## MINI-MINI ON WHITE WHALE

LOS ANGELES — White Whale is releasing what is possibly the shortest single in history: 32 seconds. The cut is "Break of Dawn," from the debut LP of J. K. & Co., The leader is the 16-year-old son of Mary Kaye.

The cut is the opening track of the LP, "Suddenly One Summer," which depicts musically a man's life from birth to death. The single is based on electronic sounds capped by a clap of thunder to depict the birth of man.

Label President Ted Feigin says several underground radio stations began airing the cut and requested that the material be released as a single. The flip side, "Little Children," which is also from the LP, runs a regular single length. A normal single price will be charged for the product.

## Col. Pitch on 2 Track LP's

NEW YORK — Columbia Records is promoting two soundtrack albums, "You Are What You Eat" and "Funny Girl." The former is a joint venture of Natome and Cerebus, the production companies of Michael Butler, producer of "Hair," and Peter Yarrow of Peter, Paul and Mary.

Columbia's soundtrack album features Yarrow, Tiny Tim, Paul Butterfield, John Simon, the Electric Flag, and Hamsa El Din. Barry McGuire and Father Malcolm Boyd also are featured in the film.

Jule Styne and Bob Merrill, the writers of "Funny Girl," composed three new songs for the film version, which has Barbra Streisand in the title role.

## 30 Name Groups To Charity Show

SAN FRANCISCO — Over 30 name groups are scheduled to perform during the four-day music and dance festival set for Labor Day weekend at the Palace of Fine Arts here. The proceeds from the event will go to the Haight-Ashbury Medical Clinic and the Atheneum Arts Foundation.

Big Brother and the Holding Company will be on stage, as will John Handy with members of the San Francisco Symphony performing a new score for the occasion. Also, the Youngbloods, Kaleidoscope, Initial Shock, members of the San Francisco Ballet performing Carlos Carvajal's Rock Ballet, plus other Bay area talent. The light shows for all six sessions will be directed by Jerry Abrams.

## NGC, W-7 BDS. OK A MERGER

LOS ANGELES — The boards of National General Corp. and Warner Bros.-Seven Arts last week approved in principal an agreement to combine the two companies. Shareholder approval will be sought at special stockholder meetings in the immediate future.

If you hocked your guitar in Hollywood this morning, you can record at Vox without it.

When you rent a Vox Recording Studio you get a minimum of two things: The latest electronic recording equipment. And the unlimited use of Vox Continental Organs, Thomas Organs, Vox Guitars and Amplifiers, a Steinway Piano, Wah-Wah Pedals, Vox Repeat Percussion Tape Reverb Units, Vox Multi-Voice, and the new exciting Continental Baroque. And all at no extra charge. So if you want to make beautiful music, but are without a musical instrument—come to Vox anyway. All you have to bring is your talent.

## Vox Recording Studio

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# Talent

## Jazz a Joy at Randall's Fest

NEW YORK — Promoter Teddy Powell's estimate of the attendance at the 1968 New York Jazz Festival at Randall's Island, Aug. 17-18, was 37,000—18,000 for the Saturday night show headlined by ABC Records Ray Charles, and 19,000 for Sunday night when Reprise artist Miriam Makeba topped the bill.

These figures were a little behind last year's but still proved that the Festival is a potent draw.

The Saturday concert was a marathon one: besides starting 1 hour, 20 minutes late, it kept patrons in their seats until 2 a.m. And they stayed there because the last act was the High Priest, Ray Charles, and his consistently improving big band.

Charles ran through his usual well-programmed act, featured his piano a lot, and proved that he still listens to what's going on in jazz today.

However, in the warmup spot before Charles' entrance, it was Billy Preston, playing piano, organ and singing, who also stirred the crowd. Some fine funky playing on "Summertime" and some dance-comedy on "Double O Soul" makes one wonder how long before Preston branches out on his own.

Before Charles was the hard, uncompromising modernism of the Miles Davis Quintet (they played one number only during their set—it lasted 20 minutes), some warm swinging from Dizzy Gillespie's group (with Dizzy in singing mood), and some funky tenor-organ work from Shirley Scott with husband Stanley Turrentine.

Ahmad Jamal's Trio made a rare New York appearance and swung nicely, if predictably, and Irene Reid was a surprise addition to the bill. She ended her set singing a long set of unconnected blues couplets that

rated A for effort. Eddie Harris was billed but because of an automobile accident didn't make it. Irwin C. Watson subbed for comic Slappy White, also billed.

The Sunday night concert was in the African bag with Miss Makeba's varied selection of wide-ranging folk material and Hugh Masakela combining his South African background with today's jazz sounds. His No. 1 hit for UNI "Grazin' in the Grass" naturally grabbed the most applause.

Also on the bill was the Mongo Santamaria Orchestra with some good swinging Latin sounds. Arthur Prysock, the Lou Donaldson Quartet and Brother Jack McDuff's organ trio, with Jimmy Witherspoon, presented a more familiar jazz image, and Dick Gregory was the comic—actually commentator would be a better word—of the evening.

Receipts for the two nights, said promoter Powell, totalled \$205,000. Ian Dove



TONY BENNETT, right, celebrates his Coconut Grove appearance at a post-performance party. Helping the Columbia artist celebrate are, from left, Albert R. Broccoli, "Chitty, Chitty, Bang, Bang" producer; Mrs. Broccoli, and Nirrus I. Diamond, recording co-ordinator of the film. Bennett has recorded "Hushabye Mountain," a ballad from the movie's score.

## T.I.M.E. Marching on With New Beat at 'Village' Club

NEW YORK — Only time will tell in which direction the group which appeared at the Electric Circus on Aug. 13-25 will move. For, the T.I.M.E., who record for Liberty Records, displayed a marked departure at the Circus from their first album released a few weeks ago.

Forté of the group's live performance was their extended-length material. Also, most of T.I.M.E.'s music was instrumental—as compared with their shorter vocal number on the album.

While the group performed only a few numbers, their musical acuity was readily visible. T.I.M.E.'s thumping electric

beat pounded out fresh and melodic tunes. Renditions of material from the album were pegged at the discotheque audience rather than a concert audience.

As the T.I.M.E. (Trust in Men Everywhere) delivered excellent performances such as "I Can't Find It" and "Make Love to You," the large crowd danced stopping only to applaud the group.

T.I.M.E. is a relatively new rock group making the tours of discotheques and rock auditoriums around the country. But judging by their performance and the promotional activities of Liberty on their behalf, T.I.M.E. is a group to watch. HANK FOX

## Flock of Acts to Ashley Famous

NEW YORK — The Ashley Famous Agency, Inc., has recently signed a barrage of pop acts, including Bob Dylan, Big Brother and the Holding Company (Janis Joplin), Sonny & Cher, Mothers of Invention, the Iron Butterfly, and Peter, Paul & Mary.

Also signed were the Butterfield Blues Band, Tim Hardin, the Electric Flag, Ian & Sylvia, Gordon Lightfoot, Blood Sweat & Tears, the James Cotton Blues Band, Jerry Jeff Walker, Mike Bloomfield and the Buddy Miles Express.

## Rascals' Bowl

LOS ANGELES — The Rascals, Atlantic artists, grossed a record \$82,000 for their Hollywood Bowl concert on Aug. 16. The attendance was about 18,500.

## Morgana King Plays It Cool And Serves Up a Hot Menu

LOS ANGELES — Morgana King doesn't bother with all the glitter, and the razzamatazz isn't all that rewarding. She is a cool jazz stylist with great directness and power.

In her inspired Century Plaza debut, Miss King got back to the functional simplicity that once reigned among vocalists: this gal can sing.

Away from the performing scene for about two years, Miss King has gained, since then, in sophistication and poise. Her jazz-oriented repertoire doesn't get buried in the clutter of excess.

An intimate delivery, with her voice ranging from husky to lofty, enables the Verve Records artist to vary the mood from upbeat to melancholy. Whether it is a Jimmy Webb tune, or Brazilian material by Jobim, Miss King's readings are compelling and natural.

Jimmie Haskell's arrangements blended well, allowing Miss King great latitude with "Eleanor Rigby," "Lady Is a Tramp" and "Didn't Me." It would be difficult to improve on her offering of "A Taste of Honey," a giant hit of hers sev-

## Simon & Garfunkel —Peak Performance

NEW YORK — Simon and Garfunkel, at the peak of their popularity, reached a peak of professionalism at the Forest Hills Music Festival on Saturday (17) for possibly their most polished performance in this area to date. The duo drew more than 30,000 for sold out performances Saturday and Sunday (18).

Whether singing separately or together, the pair captured the audience from their opening "Fakin' It." Save for their last encore "Bye, Bye Love," the duo's material was written by Simon, one of today's top songwriters. Garfunkel joined in the writing of "Scarborough Fair/Canticle," which provides the title of one of their Columbia albums, "Parsley, Sage, Rosemary and Thyme."

"April Come She Will," in-

spired by a child's nursery rhyme, led into their hit, "Homeward Bound," which was given additional harmonic changes. In "Overs," first Simon, then Garfunkel took the lead. "The 59th Street Bridge Song (Feelin' Groovy)" was followed by a meaningful "America." In fact, Simon's lyrics were meaningful throughout, as "I Am a Rock," "Cloudy," and "Scarborough Fair/Canticle" ended the first half.

After intermission, they picked up the tempo with their biggest hit, the current "Mrs. Robinson" from the film "The Graduate," whose success has contributed to the boys current popularity peak. "Punky's Dilemma" was an example of an unusual twist of lyrics. Simon and Garfunkel ended the number whistling.

Garfunkel's best solo was "For Emily, Whenever I May Find Her." "De Benedict's" has an a cappella feel, although Simon accompanied on guitar. Simon had only one opportunity to let loose in a guitar solo although he supplied good accompaniment throughout.

The formal part of the program ended with their hit, "Sounds of Silence," but they were called back for five encores, including "Richard Corey," "Old Friends" and "He Was My Brother." Among the other good numbers during the regular program were "Dangling Conversation" and "At the Zoo." FRED KIRBY



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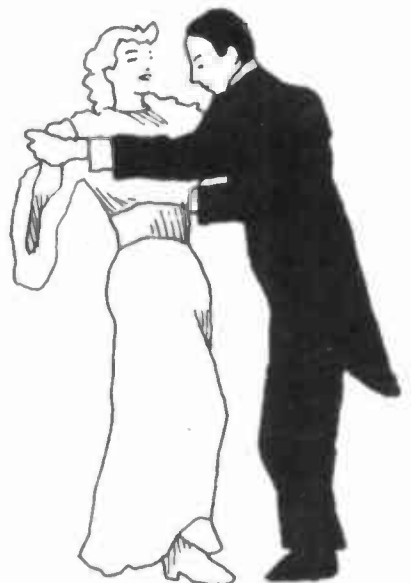
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ROBERT TAYLOR

## Avalon Shines as a Pro In Honolulu Performance

HONOLULU — Frankie Avalon unleashed an avalanche of songs at the Ilikai Hotel's Pacific Ballroom on Aug. 15, but the youthquake was relatively quiet.



CAMPAIGN MANAGEMENT: KRAGEN/FRITZ, INC., 451 N. Canon Dr., Beverly Hills, 273-9011

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"And if I'm elected I'll put a man with experience in charge of the poverty program!"

No screaming bobby-soxers, no popping flashbulbs or clicking cameras. Just hearty applause, from a predominately-youthful crowd of 600.

Avalon, a Reprise artist, still swings and continues to be an Adonis of the set that vividly remembers him for "Venus." His showmanship is that of a seasoned pro—a lot of good singing, a bit of dancing, some comic barbs.

Starting with "I Got Rhythm," which he sang off stage, he entered in a lively pace that never faltered. "My Satin Doll," in a bossa nova treatment, became "My Latin Doll."

Undeniably, his judicious choice of material spelled success. He packaged "Hello, Dolly!" with "Mame," precluding both with "The Girls Are Back in Town."

He polished his trumpet on a salute to the pros—including Harry James, Al Hirt, Herb Alpert, and Clyde McCoy. When the effort's on Louis Armstrong, he unveiled a gravel voice that's quite a charmer.

He impersonated James Cagney, Dean Martin, and John Wayne—and his youthful flair punctuates all the patter. "That's My Style" was especially effective, including a dandy choreographic display. For old times' sake, he also does "Venus."

South Vietnamese singer Bach Yen, who's the lark in "The Green Berets," opened the show with a wide range of mood and melodies. She was a vamp on "Mack the Knife," hot on "Malaguena Salerosa," and a story-teller on "Et Maintenant (What Now, My Love)."

Wayne Harada



MEL CARTER, Bell artist, confers with Sugar Ray Robinson and ABC network deejay Fred Robbins at the Royal Box of New York's Americana Hotel, where Carter is playing. Robinson is in rehearsal for "Mr. Congressman," an upcoming Broadway musical.

## Rolle & Freda Payne —Two With a Future

NEW YORK — The posh Persian Room in the Hotel Plaza was the scene of a mid-summer night's dream Monday (19) for two young singers looking for fun and profit in the real world of popular music. Pat Rolle and Freda Payne were in the evening's spotlight on opening night and will share the fare through the end of this month.

Rolle, Nassau-born sound-alike to the late Nat King Cole, conjured up memories of the smooth crooner with a rainbow of love songs, both sunny and sensitive. "Shadow of Your Smile," "San Francisco" and "Ebb Tide" earned Rolle his balladeer stripes, while "Woe Is Me," a home-made calypso cutie, showed off the young singer's boyish bounce. Minus Nat Cole's maturity, Rolle wooed the "I remember Nat" people with his living room ease and spreading, keyboard smile. A Kapp Records artist, young

Rolle featured his latest single, "Everybody's Got a Home But Me," and a brassy version of "Born Free," made popular by Kapp's Roger Williams, Jack Jones and by the Hesitations in the rhythm and blues field.

Freda Payne, Leslie Uggam's understudy in "Hallelujah Baby," bombed the opening night crowd with her Broadway belt and melodramatic theater readings on "Honey" and "If You Go Away." But beneath the plastic soul where Miss Payne flexed her rich, ripe voice, sweet and simmering versions of "Being Good," "You Fascinate Me So" and "I Gotta Be Me" glowed for the supper clubbers. Poised and pretty, Miss Payne delivered her musical message with energy, and even a seige of oversinging and frilly dramatics couldn't douse her talent. Along with Rolle, who is already on course, Miss Payne should make the varsity with her best pitch—a strong voice set to music.

## Joe Williams in Top Form As Balladeer and Bluester

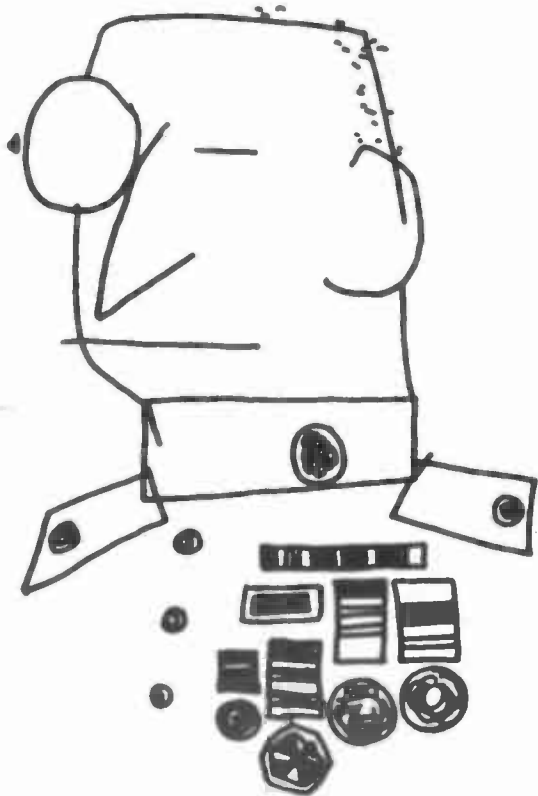
LOS ANGELES — Joe Williams is reaching new audiences by working such rooms as the Hong Kong Bar of the Century Plaza. During his recent stay in the large facility, one of the city's best rooms, Williams offered a program which was more ballad than bluesy. But he did dip into the funky bag just to keep his jazz following happy.

The Solid State artist is a compleat singer. His in-person performance was finely polished.

On stage during his turn here, Williams used Ellis Larkins on piano, Al McKibbon on bass and Panama Francis on drums. On the set reviewed, Larkins displayed an indifference which was strongly obvious. Francis, the veteran drummer, provided the only instrumental spark—an ingredient which has always been part of Williams' presentation. Williams' broader interests were exemplified in such songs as "For Once in My Life," "We" from a forthcoming Broadway musical, "The Figs Are Falling," and "That Face." On the uptempo side were "Smack Dab in the Middle,"

"All Right, Okay, You Win," "Goin' to Chicago" and "Chicago." Williams offered a taste of scat singing during "Roll Em." **ELIOT TIEGEL**

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# Radio-TV programming

## Switch on Again After Breather—More Stations Hit Country Trail

By CLAUDE HALL

NEW YORK—After a slight breathing spell, the trend to country music formats has resprung across the nation. Latest to make the shift is WCOP in

Boston. Because the station is a Plough operation, the switch has been rumored for about a year and a half and, in fact, the station once imported a

knowledgeable country music program director. The only country music previously available in Boston was on WHIL-FM.

WTOD, long a rock 'n' roll outlet in Toledo, is switching on Sept. 8 under the programming control of Donn Williams. The reason for the change in format is that there's too much competition among Hot 100 formats in the market, including the presence of CKLW which beams in from Detroit.

WYRL-FM, stereo station serving Cape Kennedy, Fla., is now a 24-hour country music station, reports executive vice-president Norm Keller. Recent big switches to country music include WIL, St. Louis; WHOO, 50,000-watter in Orlando, Fla.; and WGMA, Miami (Hollywood), Fla. In addition, countless smaller operations have gone the country way, including WRNS-FM, Kingston, N. C., and WASP, Brownsville, Pa.

### WCOP's PD

John Mazur, who had been program director of WRCP in Philadelphia, has taken over as program director of WCOP. WRCP was second in influencing sales of country records in the Philadelphia area to WEEZ, located in Chester, Pa. But Mazur was rated the top deejay influence on record sales by a Billboard Radio Response Rating survey dated January

(Continued on page 26)

## Owens' Calif. FM'ers To Progressive Rock

PHOENIX — The two FM operations here and in Bakersfield, Calif., owned by country artist Buck Owens have switched to a progressive rock format. KNIX-FM, 31,000-watt stereo

station here, went progressive 24 hours a day two weeks ago. The AM sister station KTUF here programs country music. KUZZ-FM in Bakersfield is also progressive and is seeking a change in call letters; its AM sister also programs country music of KTUF, "but then we found out about progressive rock." So far, all comments are favorable about the new format. "Our only problem is material. We just don't have enough albums on hand."

The station is seeking a mature audience. Deejays with names like Jerome Taylor and Rick Thompson are treating the music in a mature fashion. Every record is announced; though sometimes two and three are played in a row. The station programmed background music before its changeover. Management has applied for power increase to 100,000 watts and Sawyer expects the application to be approved soon.

### CHNS-FM Format

HALIFAX, Nova Scotia — CHNS-FM here bows nighttime progressive rock in September, according to Roger Scott. "Anything, practically, that AM stations won't play, we will. This will be a complete switch from our Muzak-type format and we're the only FM in the area."

### WABX-FM: 24 Hrs.

DETROIT — WABX-FM, progressive rock outlet here, is now broadcasting 24 hours a day. John Detz has been named manager of the station, Jerry (O.) Neil is music director, and deejays include Jim Hampton, Terry King and Dave Dixon.

## PAYOLA PROBES STILL . . . SSHH

WASHINGTON — The Federal Communications Commission is quieting continuing payola probes. The latest hearing was in Pittsburgh; the FCC notice carried few details and almost noncommittally included a brief paragraph to the effect that a payola probe in Pittsburgh had been concluded and evidence forwarded to the Justice Department. The Justice Department recently filed actions against deejays of two New York Latin stations, alleging violations of the antipayola law and of alleging perjury.

## programming aids

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

### HOT 100



Anderson, Ind.—WHUT

Bob Hogan

Program Director & DJ

BP: "Who Is Going to Love Me," Dionne Warwick, Scepter. BLFP: "Baby Come Back," Equals, RCA. BH: "Down Here on the Ground," Lou Rawls, Capitol. BLFH: "Shapes of Things to Come," Max Frost and Troopers, Tower. This one is really taking off. Local stores were sold out in three days.

### Battle Creek, Mich.—WKFR

Bob Nyles

Music Director & DJ

BP: "Harper Valley PTA," Jeannie C. Riley, Plantation. BLFP: "You've Had Better Times," Peter & Gordon, Capitol. BH: "Fire," Jimi Hendrix, Reprise. BLFH: "The Sun Ain't Gonna Shine Anymore," Fuzzy Bunnies, Decca.

### Bowling Green, Ohio

Bob Ladd

Music Director

BP: "The Fool on the Hill," Sergio Mendes and Brasil '66, A&M. BLFP: "Birmingham," Movers, 123. BH: "Born to Be Free," Steppenwolf, Dunhill. BLFH: "You've Had Better Times," Peter & Gordon, Capitol. "Birmingham" really seems to be moving up here in our area and with some help from some of the other stations it should be on top in no time.



Denver, Colo.—KQXI

Tom Adams

Program Director & DJ

BP: "Somebody Cares," Tommy James, Roulette. BLFP: "Harper Valley PTA," Jeannie Riley, Plantation. BLFH: "Indian Reservation," Don Fardon, Crescendo.

### El Paso, Tex.—KELP

Charlie Russell

Program Director & DJ

BP: "Listen to the Music," Will-O-Bees, SGB. BLFP: "Give Me One More Chance," Wilmer & Dukes, Aphrodite. BLFH: "Mess Up My Mind," Bobby & Premiers, Souled Out.



Ft. Wayne, Ind.—WLYU

Bob Chase

Program/Music Director

BP: "Harper Valley PTA," Jeannie C. Riley, Plantation. BLFP: "The Snake," Al Wilson, Soul. BH: "Hush," Deep Purple, Tetragrammaton. BLFH: "And Suddenly," Sherry People, Heritage.

### Jacksonville, Fla.—WPDQ

Mike Reineri

Program Director

BP: "To Walk for Love," Herb Alpert, A&M. BLFP: "You Got the Love," Prof. Morrison's Lollipop, White Whale. BLFH: "Harper Valley PTA," Jeannie C. Riley, Plantation.

(Continued on page 20)

## PROGRAMMER SPEAKS UP

# WIXY's Brewer: Back to Basics

**EDITOR'S NOTE:** The following is a report by George Brewer, program director of WIXY in Cleveland, leading Hot 100 format station in the market. This is the fifth in a series of by-lined articles written by some of the nation's leading program directors on the current status of Top 40 records and radio and ratings. Others who've written for this series include George Williams, Rick Sklar, Kahn Hamon and Dick Starr.

It wasn't such a long time ago that top 40 radio management began asking questions about their trade and not long after that, that everyone began giving answers. Many, or most, of the answers were like listening to a phonograph record playing over and over. But perhaps we've been paying too much attention to these so-called answers.

The people that quietly began to regain their rating losses, if they had any, were those that went back to the basics. While some broadcasters are complaining that top 40 ratings are slowly becoming a disaster and that the death knell is ringing for rock, others are enjoying greater success than their stations have ever experienced.

With all the scientific information available to programmers and all the great mass media theories to draw from in formulating programming, perhaps we are forgetting some

basics that to my knowledge are not in any books or taught in any classroom. One of the most important of these basics is, "people." Any theory or formula is only as good as the personal makeup of the individual that executes it.

### Spirit the Key

No programmer or manager can successfully take over a market-rating picture and become a dominate in the numbers game without the complete support and enthusiasm of his staff. They must believe in him and his plan. They must believe that they can be a winner. They must have that spirit.

Spirit can be generated in a number of ways. It starts with respect. Your staff may respect you because of your reputation, track record, actual management experience and execution of your dedication to your task. But you have to tell it like it is. You must be fair and honest with them. And, I think in some cases, you have to reveal business information to them that many management experts say must be confidential.

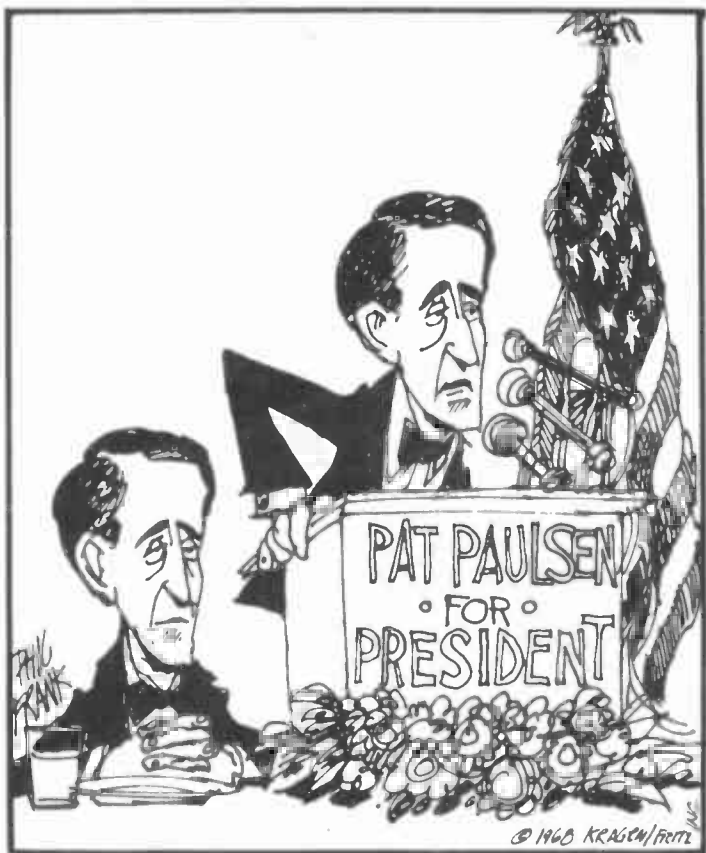
I believe that one of the only ways to generate real spirit is through involvement. You must involve your staff in all functions of your operation. When formulating promotions and programming, make them feel a part of it. If you're always right, then go ahead and formulate your programming and promotion in private. If you're not, then get opinions. Learn which opinions

are valuable. Learn who will give you an honest evaluation of a proposal and who is just an apple shiner or constant griper.

Don't ever let your staff get the idea that they are above certain tasks. The more your staff is involved with the actual operation and execution of ideas and projects, the more they feel part of the entire picture. The deejay that dusts off the console, takes the empties out and helps put the studio in order, helps count contest entries, along with the production, and participates in programming meetings feels that he is really a part of what's happening. I can remember working at small stations where the deejays pitched in and painted walls and built cabinets. You really felt that a part of that station was yours; that because of your total efforts, you had as much to lose as anyone if that station didn't make it. Plus, the staff is then aware of everything that happens at the station outside of the slim details of a memo. They realize the importance and effect of a promotion and they relate that feeling on the air.

I'm not advocating carpentry as a cure for a slump in ratings or recommending that all deejays become janitors, but I am advocating total involvement. A disk jockey has one big job to do five to six days a week. The sad thing is that he never sees any tangible result

(Continued on page 28)



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Pine Bluff,  
Arkansas #1 — KOTN

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# programming aids

• Continued from page 18

Jacksonville, Fla.—WAPE

**Ike Lee**  
Program Director

BP: "You Got the Love," Prof. Morrison's Lollipop, White Whale. BLFP: "Louie to Frisco," Chuck Berry, Mercury. BH: "Harpers Valley PTA," Jeannie C. Riley, Plantation. BLFH: "Shape of Things to Come," Max Frost & Troopers, Tower. New Johnny Rivers album is a fantastic production, possibly his best ever.

Kingston, N. Y.—WBAZ

**Gary Davis**  
Music Director

BP: "The Weight," Jackie De Shannon, Imperial. BLFP: "Brown Eyed Women," Bill Medley, MGM. BH: "Fill My Soul," Pop Explosion, We Make Rock and Roll Records.

Lewiston, Me.—WLAM

**Bob Ouellette**  
Music Director & DJ

BP: "To Wait for Love," Herb Alpert, A&M. BLFP: "Make Your Own Kind of Music," Will-O-Bees, S.G.C. BH: "Barefoot in Baltimore," Strawberry Alarm Clock, UNI. BLFH: "The Biplane, Ever More," Irish Rovers, Decca.

Louisville, Ky.—WAKY

**Johnny Randolph**  
Asst. Program/Music Director & DJ

BP: "Country Club Life," Loved Ones, Brookmont. BLFP: "You Got the Love," Prof. Morrison's Lollipop, White Whale. BH: "On a Summer Night," Sugar Canyon, Buddha. BLFH: "Angela Marie," Coachmen, Roulette.



Lynchburg, Va.—WLLI

**Jerry Rogers**  
Music Director  
Personality

BP: "If Love Is in Your Heart," Friend & Lover, Verve/Forecast. BLFP: "The Weight," Band, Capitol. BH: "Workin' for My Baby," Leni Guess, S.P.Q.R. BLFH: "Harper Valley PTA," Jeannie C. Riley, Plantation.



Milwaukee, Wis.—WOKY

**Bob Barry**  
Music Director

BP: "Do You Wanna Dance," Love Society, Scepter. BLFP: "Harper Valley PTA," Jeannie C. Riley, Plantation. BH: "Eyes of a New York Woman," B. J. Thomas, Scepter. BLFH: "San Francisco Girls," Fever Tree, Uni. Also, "Fool on the Hill," Sergio Mendes, A&M; and "Don't Give Up," Petula Clark, WB.



Niagara Falls, N. Y.—WJLL

**Tom Kegel**  
Music Director

BP: "Barefoot in Baltimore," Strawberry Alarm Clock, Uni. BLFP: "Hey There, Little Miss Mary," Convention, Buddah. BH: "You Keep Me Hangin' On," Vanilla Fudge, Atco.



Phoenix, Ariz.—KRUX

**Rhett Hamilton Walker**

Operations  
Manager

BP: "Who Is Gonna Love Me," Dionne Warwick, Scepter. BLFP: "Harper Valley PTA," Jeannie C. Riley, Plantation. BH: "Ho Ho, Ha Ha, Hee Hee, Ha Ha," Commodore Condello, Rambo. BLFH: "Alice's Restaurant," Arlo Guthrie, Reprise. "Indian Reservation," Bee Gees, Moody Blues, and Steppenwolf, all very hot here. Spanky, Ray Stevens, and, believe it or not, Herman's Hermits all coming on fast. "You Got Love," by Prof. Morrison looks good.



San Francisco, Calif.—KYA

**Dick Starr**  
Program Director

BP: "Girl Watcher," O'Kaysions, ABC. BLFP: "Fire," Arthur Brown, Atlantic. BH and BLFH: "Fire," Arthur Brown, Atlantic.

Tallahassee, La.—KTLD

**Dave Sturm**

Program Director & DJ

BP: "Harper Valley PTA," Jeannie C. Riley, Plantation. This record could be another "Ode to Billie Joe." BLFP: "Hey, Baby," New York Rock Exchange, U. A. BH: "Slip Away," Clarence Carter, Atlantic. BLFH: "I've Never Found a Girl," Eddie Floyd, Stax.

## COUNTRY



Burbank, Calif.—KBBQ

**Larry Scott**  
Music Director

BP: "Walking Through the Memories of My Mind," Billy Mize, Columbia. BLFP: (Continued on page 24)



CBS-FM'S "YOUNG SOUND" operation welcomes the Sunshine Company, an Imperial Records group. John DeWitt, second from right, programs the music on the syndicated packaged show. Other CBS-FM staffers include Ann Sternberg, third from left, and Mary Nance, at DeWitt's side. The Sunshine Company, whose new single is "On a Beautiful Day" is current on a tour of tent theaters with the John Davidson Show.

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# CORRECTION!

## RICKY PAGE "HARPER VALLEY P.T.A."

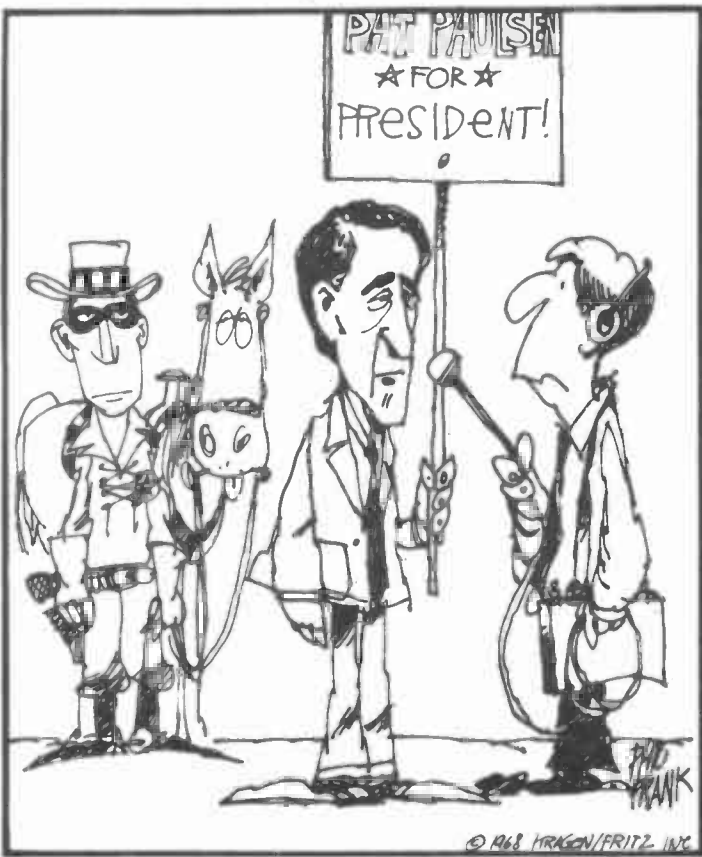
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## Radio-TV programming

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

return to the air Sept. 1 Glad for your recovery, Jim.

★ ★ ★

Herb Mendelsohn, former general manager of Hot 100 formatted WMCA in New York and most recently president of Bartell Broadcasters, has joined Mark Century Corp. as vice-president. He'll be involved in all activities of the firm and work in conjunction with Marvin A. Kempner, president of Mark Century Sales, and in new product development and station liaison. He'll also serve as president of Century Broadcasting Group, which now operates WFEA in Manchester, N.H.

★ ★ ★

There's been a change of management at WETH, 306 Exchange Bank Bldg., St. Augustine, Fla. 32084, and Mrs. Rae L. Holman, vice-president and general manager requests country records. Station features block programming. . . . Jack Rattigan has been named operations manager of WMMR-FM, Philadelphia; he's been with the station about two years and is a former deejay and music director for WRCV. . . . KCLE in Cleburne, Tex., is undergoing staff and programming changes. Joel Hurley just shifted from KLUR-FM in Wichita Falls, Tex., to become program director and reports that KCLE will soon mix easy listening and country. "I'm having some difficulty in getting good airworthy material to program." Rest of staff includes Pat O'Brian from KBST, Big Spring, Tex.; Bruce Campbell from KCAD, Abilene, Tex.; and Larry Fitzgerald of WBAP, Fort Worth. . . . Program director Lynn Hooser of KBAN, Bowie, Tex., needs country music singles.

★ ★ ★

Jim Hilliard, who took WFIL to the top of the market in Philadelphia, knocking off WIBG, has resigned the rocker to become

general manager of WIBC, an easy listening station, and its sister operation of WNAP-FM, Indianapolis. You can look for Indianapolis to suddenly become a rather interesting market. Give Hilliard about three or four more weeks to get there and get settled; as of last week he was still mapping out plans for his successor as program director of WFIL. . . . Ed Thomas with WGSA in Ephrata, Pa., has been appointed program director of the easy listening station. . . . Barry Kay has shifted from a Corpus Christi station to take over the midnight-6 a.m. slot on KNUZ, Houston. . . . Travis Gardner, former music director of KCOH in Houston, has been appointed promotion and merchandising manager of the r&b station.

★ ★ ★

Matthew J. Culligan has resigned as senior vice-president and director of Mutual Broadcasting. . . . Department head changes at the big rocker in Shreveport, La., KEEL: Malcolm Landess is now production manager, Mike Selden is music director and Patience Morgera is continuity director. . . . Perry Samuels, vice-president and general manager is WWDC and WWDC-FM, Washington, has been appointed vice-president for all Avco radio; he'll retain his other duties as well. . . . Gary Miles writes to say he left KABL and KABL-FM, San Francisco, to join engineering staff at KYA and KOIT-FM, same city.

★ ★ ★

Charley Wright has left KTRH, Houston, to join KVET, Austin, Tex. . . . Larry Glenn of Mobile has joined WHHY in Montgomery, Ala. . . . Bob Bolton has recently left WBBQ, Augusta, Ga., to join WQXI in Atlanta and Mike Dineen of WJBF-TV in Augusta took his afternoon drive slot on WBBQ. Bill Mervin of WPDQ in Jacksonville has also joined WBBQ, replacing Joe Piper in the 7-midnight slot, who left to enter jewelry business. Sorry I'm so late, men, with these last couple of items.

## WIKI to Country Sept. 2

RICHMOND, Va. — WIKI, 5,000-watt station located in the suburb of Chester, is switching to country music Sept. 2, according to president John Laurino. The station current programs top 40. Laurino said that "tremendous response" to the two and a half hours daily of country music had indicated the majority of listeners preferred that type of music full time.

Mike Hight, regular performer of the WWVA "Jamboree" and former manager of North Carolina radio stations, will join WIKI as program director and deejay.

Laurino said that an FM station was under construction and would be on the air within 60 days. The FM station will also program country music, gospel music and the present heavy schedule of religious programs that WIKI had been carrying.

## Bell Series To Peel Again

NEW YORK—The old Bell Telephone radio programs will peel again. NBC radio network is resurrecting the series under the title "Encores From the Bell Telephone Hour" and they'll be aired Sunday evenings beginning Sept. 15, according to NBC radio president Stephen B. Labunski and AT&T vice-president Walter W. Straley.

Donald Voorhees is host of the 39-week half-hour series. The show debuted April 1940 and continued through 1958, then switching to TV. Voorhees will reminisce on artist highlights in connection with reviving of the original performances of such as Ezio Pinza, Helen Traubel, and Eileen Farrell.

Jim McQuade has been named director of CBS-FM; he replaces Bill Greene, who has resigned to join the New York law firm of Boal, McQuade, and Fitzpatrick. McQuade was director of syndicated programming for CBS.

★ ★ ★

Michael Connors, former program director for WCCC in Hartford, Conn., is the new music director for WASH-FM, Metro-media station in Washington; he'll also do the 2:30-7 p.m. show. . . . Bob (Lou Roberts) Grossfeld is leaving the progressive rock operation WABX-FM, in Detroit, to take over the drivetime slot at WVLC, Lansing, Mich., an easy listening station. . . . George Toles, program director of KBIQ-FM in Seattle, says: "Stations like WDVR-FM, WJIB-FM, KPEN-FM, KFOG-FM, KBBX-FM, and KBIQ-FM are sound proof that FM is winning a competitive and, in some cases, dominant share of the entire radio audience."

★ ★ ★

Buddy Allan of Capitol Records is in Phoenix putting on a two-week program at KTUF — the afternoon show. Allan's duo record with Buck Owens, "Let the World Keep on a Turnin'," is currently high on the country chart. . . . Stan Adams, program director of WKUZ, P.O. Box 342, Wabash, Ind. 46992, needs easy listening, rock, and progressive rock singles and stereo albums bad. "All singles will be considered."

★ ★ ★

Chet Hagan, NBC-TV producer, has departed NBC-TV to set up the independent TV production organization of The Colin Group Inc. He produced "Music From the Land" starring Eddy Arnold last February. . . . Larry Hall has joined WCBM, Baltimore, to host the new "East of Midnight" program midnight-6 a.m.; he'd been with WSBA, York, Pa. . . . I goofed, evidently (blame it on the type gremlins), because Chuck Brinkman is still music director at KQV, Pittsburgh, and Todd Chase, who has just joined the station, will be assisting in production besides his all-night show. Todd had been music director at KOIL.

★ ★ ★

Bill Burkett has been promoted to program/music at WBSR, Pensacola, Fla., to fill vacancy created by Jerry Ray moving to program director of WKGN, Knoxville. J. Thomas has been appointed assistant program director at WBSR. WBSR needs both Hot 100 and progressive rock albums and will incorporate new albums into programming in September. Send to Burkett at P.O. Box 5668; zip is 32502. . . . Robert K. Chandler has been upped to vice-president of operations for WQMR and WGAY-FM in Silver Spring, Md. Bob Falcon, deejay, succeeds him as program director.

★ ★ ★

Roger Scott, CHNS-FM, 5230 Tobin Street, Halifax, Nova Scotia, Can., needs progressive rock albums desperate. "Anything, practically, AM won't play we will. We're even willing to pay postage on material sent from the States." . . . Jim Hunter, KNUZ, Houston, deejay who was shot June 23, will

## Religious Station Plans Called Off

LOS ANGELES — Plans for an all-religious radio station have fallen by the wayside as a result of a reversal of plans by Storer to sell KGBS AM-FM to Norwood J. Patterson, religious broadcaster. Reason for the reversal, according to Storer, was Patterson's failure to inform that he had already entered in an agreement to resell the FM station. KGBS broadcasts modern country on both these outlets.

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# programming aids

• Continued from page 20

"It's All Over But the Cryin'," Beth Moore, Capitol. BH: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. BLFH: "Jody and the Kid," Roy Drusky, Mercury.

Chester, (Philadelphia), Pa.—WEEZ

**John Nolan**  
Music Director & DJ

BP: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. BLFP: "Take Time to Know Her," Maxine Brown, Chart. BH: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. BLFH: "Like a Rolling Stone," Flatt & Scruggs, Columbia.



Dayton, Ohio  
—WAVI

**Jay Williams**  
Music Director & DJ

BP: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. BLFP: "Anyway," Bobby Bond, MGM. BH: "Only Daddy That'll Walk the Line," Waylon Jennings, RCA. BLFH: "Three Playing Love," Cheryl Poole, Paula. Jeannie C. Riley's "Harper Valley P.T.A." is a smash—pop and country—easy gold.



Denver, Colo.  
—KLAK

**Con Schader**  
Music Director & DJ

BP: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. BLFP: "Johnny One Time," Willie Nelson, RCA. BLFH: "I'm in Love With My Wife," David Rodgers, Columbia.

Cincinnati, Ohio—WZJP

**Allan M. Peck**  
Music Director

BP: "Sweet Child of Sunshine," Jerry Wallace, Liberty. BLFP: "Old Before My Time," Bobby Wright, Decca. BH: "Next in Line," Conway Twitty, Decca. BLFH: "Harper Valley P.T.A.," Billie Joe Spears, Capitol.



Ft. Lauderdale, Fla.—WIXX

**Lyle Reed**  
Station Manager & DJ

BP: "Don't Make Me Go to School," JoAnn Steele, Columbia. BLFP: "Old Before My Time," Bobby Wright, Decca. BH: "Next in Line," Conway Twitty, Decca. BLFH: "It's All Over But the Crying," Hank Williams, MGM.



Knoxville, Tenn.—WROL

**Phil Rainey**  
Program Music Director

BP: "Reno," Dottie West, RCA. BLFP: "Born to Be by Your Side," Jimmy Dean, RCA. BH: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. BLFH: "Wall of Pictures," Darrell McCall, Wayside. RCA's Country Girl LP has many good selections . . . one especially is "You've Still Got a Place in My Heart." This LP is also our pick LP of the week and getting many requests for "Little Things," "Faded Love" and "Just Call Me Lonesome."



Miami, Fla.—WGMA

**Dutch Walker**  
Program Director

BP: "Looking at the World Thru a Windshield," Del Reeves, United Artists. BLFP: "Too Many Dollars, Not Enough Sense," Connie Eaton, Chart. BH & BLFH: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation.



Philadelphia, Pa.—WRCP

**Don Paul**  
Program Director

BP: "Sweet Child of Sunshine," Jerry Wallace, Liberty. BLFP: "For the Good Times," Bill Nash, Smash. BH: "Happy State of Mind," Bill Anderson, Decca. BLFH: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation.

Phoenix, Ariz.—KRDS

**Johnny Nelson**  
Program Director

BP: "I Still Believe in Love," Jan Howard, Decca. BLFP: "Seven Mile Bridge," Pete DuVal, Columbia. BH: "Ain't Got the Time," Tom T. Hall, Mercury. BLFH: "Broad-Minded," Pat McKinney, Epic.



Providence, R. I.—WHIM

**Tony Potter**  
Program Director

BP: "Johnny One Time," Willie Nelson, RCA. BLFP: "Ways of the World," Sandy Posey, MGM. BH: "Find Yourself Another Man," Jesse Lee Kincaid, Fontana. BLFH: "Rave On," Buddy Holly, Coral.



Scottsville, Ky.—WLCK

**Joe Hite**  
Manager & DJ

BP: "Johnny One Time," Willie Nelson, RCA. BLFP: "Louisville, Nashville Southbound Train," Chris Gantry, Monument. BH: "Only Daddy That'll Walk the Line," Waylon Jennings, RCA. BLFH: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation.



Cincinnati, Ohio—WCLU

**Nelson King**  
Music Director

BP: "Honky Tonk Blues," Cal Smith, Kapp. BLFP: "Freeborn Men," Kenny Vernon, Chart. BH & BLFH: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. "Harper Valley P.T.A." should prove one of the biggest records of the year in Big CLU country.

## PROGRESSIVE ROCK

Albuquerque, N. M.—KUNM-FM

**L. A. Woodworth**  
Program Director

BP: "Give a Damn," Spanky and Our Gang, Mercury. BLFP: "Star Children," Don Ellis, Columbia. BH: "Five to One," Doors, Elektra. BLFH: "Don't Bogart Me," Fraternity of Man, ABC. Other cuts getting action are: "Talking Viet Nam Pot Luck Blues," Tom Paxton and Bob Dylan.

Cincinnati, Ohio—WEBN-FM

**Frank E. Wood**  
Program Director

Heavy play on: "In Search of the Lost Chord," the Moody Blues, Deram; "House of Four Doors" and "Legend of a Mind," "She's Goin' Down," Nazz, Atco; "Life," Sly and the Family Stone, Epic. This is dynamite: "Barewires," John Mayall's Blue Breakers, London; "Crown of Creation," Jefferson Airplane, RCA; "People World," Jim and Dean Verve; "A Child's Guide to Good and Evil," West Coast Pop Art Experimental Band, Vol. 3.

Houston, Tex.—KFMK-FM

**Jay Thomas**  
Music Director & DJ

BP: "Music From Big Pink," LP by the Band, Capitol, and "Ogden's Nut Gone Flake," LP by the Small Faces, Immediate. BLFP: "Rebirth," LP by Children, Cinema. BH: "Truth," LP by Jeff Beck

Group, Epic. BLFH: "Shadow of Deep Purple," LP by Deep Purple, Tetragrammaton.



Las Cruces, N. M.—KGRD

**Mike Reynolds**  
Program/Music Director

BP: "Wait for the Snow," Doors, Elektra. BLFP: "Anthem of the Sun," Grateful Dead, Warner Bros. BH: "In-A-Gadda-De-Vida," Iron Butterfly, Atco.

San Jose, Calif.—KSJO

**Mark Williams**  
Program Director & DJ

BP: "Dino Valente," Dino Valente, Epic. BLFP: "Open," Julie Driscoll/Brian Auger, Atco. BH: "Cheap Thrills (Ball and Chain)," Big Brother, Columbia. BLFH: "The Clown Died in Marvin Gardens," Beacon Street Union, MGM.



Worcester, Mass.—WORC

**Jeff Starr**  
DJ

BP: "Children of the Future," Steve Miller Band, Capitol. BLFP: "I'm Going Home," Ten Years After, Decca. BH: "In-A-Gadda-De-Vidda," Iron Butterfly, Atco. BLFH: "Pride of Man," Quicksilver Messenger Service, Capitol.

Galveston, Tex.—KGBC

**Steve-O Donohoe**  
Music Director

BP: "The Mule," James Boys, Phil L.A. of Soul. BLFP: "Shing-a-Ling Stroll," Eddie Wilson, Backbeat. BH: "Sudden Stop," Percy Sledge, Atlantic. BLFH: "Coo-Coo Over You," Hueys, Instant.

## RHYTHM AND BLUES



Memphis, Tenn.—WDIA

**Bill Thomas**  
Program Director

BP: "There Is Always Something There to Remind Me," Dionne Warwick, Scepter. BLFP: "You Got What I Need," Z. Z. Hill, Kent. BH: "Please Return Your Love to Me," Temptations, Gordy. Also getting action are: "Why Don't You Try Me," Maurice and Mac, Chess; "Break Your Promise," Delfonics, Philly Groove, and "Ain't No Sun," Dynamics, Cotillion.



Spartanburg, S. C.—WHCQ

**Sam Holman**  
Music Director

BP: "You Want to Change," Bobby Hebb, Philips. BLFP: "Get Away From Love," Mary Wells, Jubilee. BH: "The Weight," Jackie DeShannon, Imperial. BLFH: "Day by Day," Tom Jones, Parrot.

## EASY LISTENING

Atlanta, Ga.—WSB

**Chris Fortson**  
Music Librarian

BP: "My Way of Life," Frank Sinatra, Reprise. BLFP: "Chasin' Honey," Jan Rhodes, Blue. BH: "Funny Girl," Barbara Streisand, Columbia. BLFH: "Harper Valley P.T.A.," Bobby Martin, U.A.

(Continued on page 26)

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# programming aids

• Continued from page 24



Norwich, Conn.—WICH  
**Bob Craig**  
Program Director

BP: "To Wait for Love," Herb Alpert, A&M. BLFP: "Harper Valley PTA," Jeannie C. Riley, Plantation. BH: "Mission Impossible," Alan Copeland Singers, ABC. BLFH: "I Pretend," Des O'Connor, Diamond.



Dallas, Tex.—WFAA  
**Charlie Van**  
Program Director

BP: "To Wait for Love," Herb Alpert, A&M. BLFP: "Make Your Own Kind of Music," Will-O-Bees, SGC.

Odessa, Tex.—KBZB

**Joel Collier**  
Music Director

BP: "San Francisco," Paul Mauriat, Philips. BLFP: "For Me," Lana Cantrell, RCA. BH: "Mission Impossible," "Norwegian Wood," Alan Copeland, ABC. BLFH: "Battle of New Orleans," Harpers Bizarre, WB.

Richmond, Ind.—WGLM

**Jay Howell**  
Program Director

BP: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M. BLFP: "Battle of New Orleans," Harpers Bizarre, WB. BH: "All My Love's Laughter," Ed Ames, RCA. BLFH: "You Made It That Way," Swingin' Gentry Singers, Hickory.



Rome, Ga.—WIYN  
**Bill Smith**  
Program Director & DJ

BP: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. BLFP: "Harper Valley PTA," Jeannie C. Riley, Plantation. BH: "Take Me Back," Frankie Laine, ABC. BLFH: "Barefoot in Baltimore," Strawberry Alarm Clock, Uni.

San Diego, Calif.—KOGO

**Dick Roberts**  
Program Director

BP: "My Way of Life," Frank Sinatra, Reprise, and "Who Is Going to Love Me," Dionne Warwick, Scepter. BLFP: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA, and "Help Yourself," Tom Jones, Parrot. BH: "The Fool on the Hill," Sergio Mendes and Brasil '66, A&M; and "Down Here on the Ground," Lou Rawls, Capitol. BLFH: "On a Summer Night," Sugar Canyon, Buddah, and "Theme From Bandolero," Bud Shank, Liberty.



San Francisco, Calif.—KNBR  
**Michael Button**  
Music Director

BP: "Les Fleur," Ramsey Lewis Trio, Cadet. BLFP: "Everybody's Talkin'," Nilsson, RCA. BH: "Soul Limbo," Booker T. and the M.G.'s, Stax. BLFH: "Don't Give Up," Petula Clark, WB. "San Francisco," by Paul Mauriat, on Philips, looks like a sleeper.



Washington, D. C.—WWDC  
**Larry Sealfon**  
Music Director

BP: "Give a Damn," Spanky and Our Gang, Mercury. BLFP: "The Wonder World of Summer," Sandy Posey, MGM. BH: "Fool on the Hill," Sergio Mendes, A&M. BLFH: "Chelsea Morning," Jennifer, Parrot.



Waynesboro, Va.—WAYB  
**Carolyn Bleam**  
Music Director

BP: "Battle of New Orleans," Harpers Bizarre, WB. BLFP: "Alley Cat," Ace Cannon, Hi. BH: "Help Yourself," Tom Jones, Parrot. BLFH: "All My Love," Cliff Richard, Uni.

**EASY LISTENING PICKS:** Wayne Vann, KGMC, Denver: "Take a Message to Mary," Don Cherry, Monument, and "Love Is," Promise, Scepter. . . . Tom Michaels, WUNN, Mason, Mich.: "My Way of Life," Frank Sinatra,

Reprise, and "Summer's Coming Back," Doc Severinson, Command. . . . Frank W. Baker, KSEK, Pittsburg, Kan.: "My Way of Life," Frank Sinatra, Reprise, and "The House Song," Lee Hazlewood, Reprise. . . . Budd Clain, WSPR, Springfield, Mass.: "Getting to Know You," Sajid Khan, Colgems, and "Cycles," Frank Sinatra, Reprise. . . . James T. Berry, KATQ, Texarkana, Tex.: "Since You've Been Gone," Ramsey Lewis, Cadet, and "Just a Dream Ago," Rita Moss, Dot.

**HOT 100 PICKS:** Jerry Johnson, KDAC, Fort Bragg, Calif.: "Harper Valley PTA," Jeannie C. Riley, Plantation, and "Naturally Stoned," Avant-Garde, Columbia. . . . Dave Allen, WREO, Ashtabula, Ohio: "To Wait for Love," Herb Alpert, A&M, and "Naturally Stoned," Avant-Garde, Columbia. . . . Mike Reynolds, KGRT, Las Cruces, N. M.: "The Snake," Al Wilson, Soul City, and "Fool on the Hill," Sergio Mendes and Brasil '66, A&M. Bob Snowdon, WJWS, South Hill, Va.: "Who Is Gonna Love Me"/"Somethind There to Remind Me," Dionne Warwick, Scepter, and "Open Up Your Heart," U. S. Males. . . . Ron Bastone, WCFR, Springfield, Vt., "Give a Damn," Spanky and Our Gang, Mercury and "Eeny-Meeny," Showstoppers, Heritage. . . . Michael Scott, KWEW, Hobbs, N. M.: "Fool on the Hill," Sergio Mendes and Brasil '66, A&M, and "Hush," Deep Purple, Tetragrammaton. . . . Johnny Cee, WCOG, Greensboro, N. C.: "Hush," Deep Purple, Tetragrammaton, and "Harper Valley PTA," Plantation. . . . The Frizbee, WLAV, Grand Rapids, Mich.: "Trust," Peppermint Trolley Co., Acta, and "Hush," Deep Purple, Tetragrammaton.

**COUNTRY PICKS:** Gordy Rider, KHFH, Sierra Vista, Ariz.: "Happy Shores," Curly Putnan, ABC, and "Daddy," Donna Fargo, Challenge. . . . Dale Eichor, WXCL,

# More Stations Go Country

• Continued from page 18  
1968. In general, Mazur's policy has tried to appeal to a broad segment of the radio audience and has programmed records with country flavor by non-country artists. Thus WCOP follows in the footsteps of WJJD in Chicago and WPLO in Atlanta, two other

Plough stations that have succeeded with country music formats.

Williams, at WTOD, in Toledo, said he would use a capella jingles on the new country operation. "We will not say country music on the air . . . we'll operate just like a top 40 station. I think country stations still have a long way to go, in general. All of us here are former rock people."

The first week, WTOD will feature special artist salutes to Glen Campbell, Buck Owens, Eddy Arnold, Tammy Wynette, David Houston, Bill Anderson, Roger Miller and Skeeter Davis. Special tapes have already been cut to be aired in connection with this promotion, and Williams, who came to WTOD from KSTT in Davenport, Ia., said he would lean heavily on their current and past product—"probably playing a record of theirs every 15 minutes." Johnny Hall from WTO has joined the station and Williams was seeking other personnel last week. WTOD has been operating from temporary facilities since a fire last March.

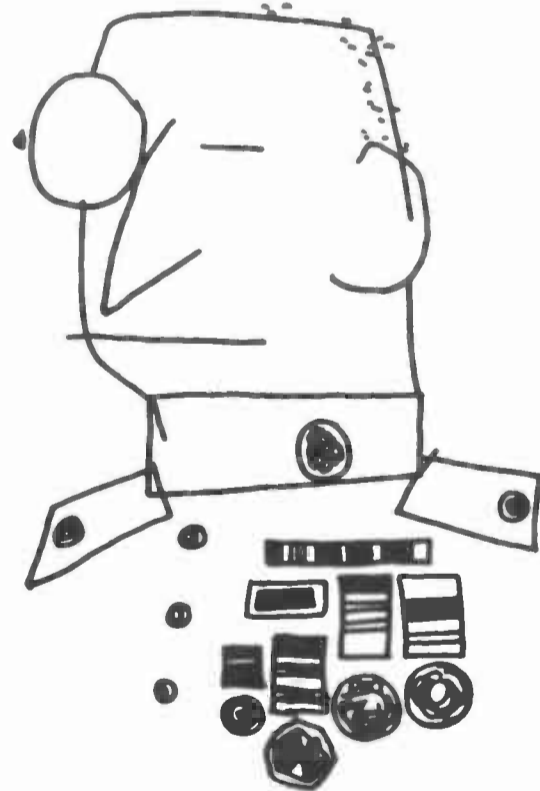
James T. Hall, formerly of KUTY in Palmdale, Calif., has assumed management of KBVM in Lancaster, Calif., and is dropping Hot 100 programming to change the 1,000-watt operation to a modern country music station. Mike Porter, former KUTY program director, is joining KBVM as deejay and the other air personalities will include Mike Williamson and Lee Williams.



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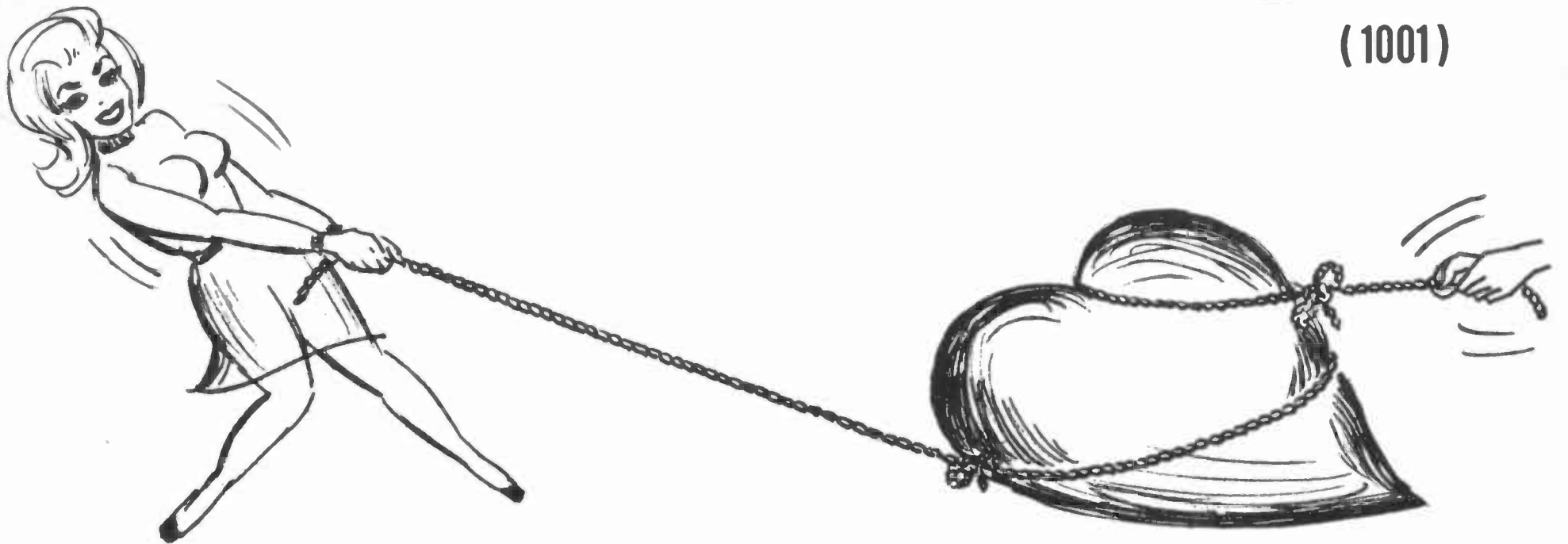
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# WIXY's Brewer: Back to Basics

• Continued from page 18  
of all his efforts. For "X" number of days per week he stares at an impersonal, smoke-stained, dusty microphone. When his shift is over, he goes home and returns the next day to do it again. The only gratification is in his ratings.

Remember, just because a man is working for you, doesn't mean he's any less concerned than you are with the success of your operation. Nobody likes to work for a loser. Remember, you are dealing with an individual personality and an ego that needs feeding. Not only will a lot of additional work get done, it may also make you more effective and successful.

You must also work as hard as you possibly can to avoid inner staff conflict. Each man must respect the other as an individual and a talent. When backstabbing exists in any organization, you are probably reaching only 75 per cent of your total effectiveness.

Your first step in making a station into a winner should be to establish common goals and a real spirit and morale within your staff. But high salaries alone won't buy an interdependent, self-stimulating organization.

We have a staff at WIXY that is aware of its history. Aware that management will never let them down or sell

them out. We have people that can relate their hard work to tangible success. They know that their ideas have played an important part in the growth of WIXY. The total involvement of our entire staff has been one of the most important factors in our success. The station has never been healthier in ratings and income.

I believe another key to a station's success that your people can help you with is maintenance. You must constantly police your air and keep it fresh. Watch for music trends, but don't be overly influenced by them until you can evaluate them to your satisfaction.

Your budget is another factor to consider. It can act as a barometer of potential. Spend the station's money as if it were your own. This way you will be sure that a promotion is not just taking up air time and satisfying your general manager's insistence that you have a contest on the air. At the same time, don't be afraid to spend money on something that you are sure will be a success. Too often, stations clutter their air with useless contests—giving away merchandise which should be given away only as consolation prizes—when it would actually be to their benefit to initiate one major contest and put all their efforts behind it.

A station can gain great pro-

motion in an area generally avoided by many programmers . . . public service. The top 40 station has the facility to motivate people to respond to public service campaigns more actively than most other forms of radio. Some of our most successful promotions have been for community organizations.

Remember, we're in the business to serve the public and there's no reason why it can't be done creatively and in an exciting manner. But make sure your production and execution is adult and done in good taste. When talking to teens remember that teens appreciate being talked to on an adult level.

It's back to the basics. Keep your sound, in its entirety, adult, uncluttered, simple, direct, interesting, exciting and unpredictable in a predictable way. Whenever you do something, make sure that everyone of your people does it the same way every-time they do it, but make sure you keep them off guard. The old "You Never Know What They'll Do Next, Routine."

The most predictable area of your programming should be in your music. Predictable in that listeners should always know where you stand with the latest music. You must create the image of being your markets music authority. Remember, if you want to play popular music . . . play the music that's popular; an old philosopher once told me that. But there's more to that statement than you might think. If your format calls for Korean folk music . . . make sure that you're playing the most popular Korean folk songs available according to your store reports. With all of the talk about "bland top 40 stations that should get with it and play progressive rock," we are left with the impression that we are leaving a gaping hole by not playing enough of a varied selection of the new music. We have a progressive rock show on the station and when the man doing the show left to join another station, his replacement began playing the "standards" of progressive rock. He was playing things like "Purple Haze" and some of the better known selections. The majority of the reaction from the audience indicated that it was a relief to hear some of the familiar material again, since his predecessor had played only new material each week. When we looked into it further, we found this to be the universal reaction.

I don't mean to sound like I'm putting down the new progressive rock stations. I'm not. I'm as excited about the new radio trend as anyone else. But, if you decide on pursuing a top 40 format, commit yourself completely or forget it. One of the keys to successful top 40 radio is consistency. The audience should be able to turn on the radio anytime of the day or night and know what to expect. Before the critics start . . . remember, I said if you decide on pursuing a top 40 format. That choice is up to you.

At this particular time, however, don't be afraid to incorporate the new progressive rock music in your format. You should be doing this even though progressive rock may never have been played in your market. You may think at first that it is not being accepted and it may not. But it will be.

A good indication of what will happen is evidenced in a couple records that came out

# RADIO-TV JOB MART

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SEATTLE'S KBIQ-FM program director, George Toles, left, talks with pianist George Shearing who visited the stereo station recently while the station general manager Phil Butler (arms crossed) and account executive Rich Germaine, right, look on.

last summer. When they came out, they were generally rejected in most areas from the Rockies, East. They weren't rejected by listeners as much as they were by radio stations. We all knew that the Vanilla Fudge album was selling in overwhelming numbers and it wasn't even being played. When the single came out, few stations played it. Suddenly, months later, as the progressive rock sounds spread and received more exposure, the record took off. The hard-driving feedback type sound takes a little while to catch on. But when it does, watch out.

A great majority of your listeners are unaware of the progressive rock movement to any great extent. You're actually not playing progressive rock records, you're playing popular music that your audience likes. You don't have to play all of it. I really believe that progressive rock is today what folk music was in the middle '50's. Don't be afraid to play cuts from albums, but make sure that you

are playing the right ones.

It seems that progressive rock is beginning to push its way into area heretofore occupied solely (not souly) by rhythm and blues. The percentage of your survey usually taken up by r&b is slowly getting smaller in many markets. I don't think that r&b is slowly getting smaller in many markets. I don't think that r&b is losing popularity, it's just coming more into balance. In programming progressive rock, don't get too esoteric, just try to hear what the majority of your audience hears. But you must be aware. If you live under a rock, someone may step on it.

I'm afraid that we may have become a little too analytical in all areas of music and programming. Top 40 radio is past the days of, "shut your mouth and play the hits." But, if your format sounds like a Hawaiian shirt, it's time for you to get back to the basics. If you don't know what they are . . . ask your staff or your listeners.

# A STATEMENT FROM E. RODNEY JONES, PRESIDENT AND DEL SHIELDS, EXECUTIVE SECRETARY NATIONAL ASSOCIATION OF TELEVISION AND RADIO ANNOUNCERS

As President and Executive Secretary of the National Association of Television and Radio Announcers, we wish to express our grateful thanks to members of the broadcasting and record industries who by their participation and attendance made the recently concluded Convention of NATRA in Miami, Florida, the largest and the most successful in the brief history of our organization.

There were imperfections, and we appreciate your tolerance; we did make every effort to meet the high standards and requirements of our professional industries.

We could not have accomplished any of our ambitious programs without the help of those record companies who sponsored the various functions: Atlantic, Columbia, RCA, MGM/Venture, ABC Paramount, Capitol, Buddah, Decca, Chess, Minit-Veeep, Duke-Peacock, Stax-Volt, Motown, Uni, and their able staffs who assisted us.

The convention staff who once again rose to the challenge and through their diligence kept the day-to-day machinery moving: Wally Amos, John Rosica, Herb Campbell, Phyllis Branford, Novella Smith, Bea Elmore, Effie Smith, Delta Ashby, Isadora Drayton, Greg Moses, Chuck Spellman, Jim Hunter, Mari Jo Johnson, Dolores Burrell, Bernard Drayton and Mayme Bondu of the Miami Convention Bureau.

To John Criner, Producer of the Public Show, and Irene Johnson, Coordinator of the Gospel Show, we are especially thankful. Although for the first time, NATRA felt the backlash of putting on shows in an area torn by recent racial unrest, we, nonetheless, felt obligated to present the best acts, aware that our usual attendance was destined to fall short of our average . . . which they did.

We are especially grateful to Mayme Bondu of the Miami Convention Bureau who assisted us in the selection of the Sheraton-Four Barmbassadors, the Dupont Plaza and Everglades Hotels to house our Convention following the refusal of the Marco Polo Hotel to accept NATRA. If there is any validity to the American dream, it is that there are people who believe or have a sense of rightness, and it was primarily through Mrs. Bondu's efforts that NATRA was able to keep the site of the Convention in Miami.

There are many, many others we could single out for praise and grateful thanks. They are the behind-the-scenes workers who care little for the spotlight and cherish only the completion of a job well done.

We are thankful for the appearance at our Convention of such leading executive figures in our industry as Larry Newton of ABC Records, Jerry Wexler of Atlantic Records, Norman Racussin of RCA Records, Larry Utall of Amy-Mala Records, Stanley Gortikov of Capitol Records, Don Englander of Columbia Records, Dave Kapralick and Len Levy of Epic Records, Al Bell of Stax-Volt Records, Don Robey of Duke-Peacock Records, Neil Bogart of Buddah Records, Lenny Salidor and Frank Mancini of Decca Records, Mort Nasatir of MGM Records and Florence Greenberg of Scepter Records. Their appearance can certainly be interpreted as support for the NATRA program.

Our sincere thanks also go to our speakers: State Representative Julian Bond of Atlanta, Ga.; Congressman John Conyers (Dem.-Michigan); Andrew Carter, President and General Manager of KPRS Radio, Kansas City; FCC Commissioner Nicholas Johnson, the Hon. Stephen Clark, Mayor of Miami, and Mrs. Athalie Raines, Commissioner of the City of Miami . . . as well as to our V.I.P.'s Mrs. Coretta King, Bill Cosby, Godfrey Cambridge, Aretha Franklin, Mrs. Wes Montgomery, Nina Simone, the Four Tops, Marvin Gaye, Flip Wilson (a most-welcomed surprise guest), Rev. Jesse L. Jackson, Billy Eckstine and Dr. Earl C. Jackson who made our Convention sparkle with the brilliance of their attendance.

The purpose of the Convention is to bring together our members at an annual meeting to exchange greetings, renew friendships, take inventory, renew our pledges to rededicate ourselves to the purposes of our organization and to leave feeling that the four-day meeting has brought us closer together as individuals dedicated to caring for the stated program.

When an organization is growing and there is an awareness of the magnitude of our goals, it is expected that when progress is being made there would be opposition. Whitney Young, Director of the National Urban League, stated earlier this year . . . "It is painful for an organization to change, but it is fatal if an organization does not change." NATRA welcomes change, but the change must come about through orderly processes of democratic procedures. Since the inception of the New Breed, NATRA has done the following:

- a. It has become chartered as a nonprofit organization under the laws of the State of New York.

- b. It has been granted Tax Exemption status by the Internal Revenue Service.
- c. It has set up legal scholarship funds.
- d. It has established Group Life Insurance for each member, regular and associate, for \$3000.
- e. It has become a member and fully supports the following programs:
  - President's Council On Youth Opportunity "Stay In School" National Entertainment Committee for Youth Opportunity (Summer Program)
  - NAACP Pupil Inventive Program
  - Sound Of Youth, Inc.
  - Governor Nelson Rockefeller's Committee on Minority Employment Opportunities In News Media.

In addition, it has submitted a proposal to the United States Department of Labor for a program for "Job Recruitment And Placement Of Disadvantaged Youth." And finally, NATRA's concern with the future of our industries and the recruitment of qualified personnel to work in the broadcasting and record industries was proven by the proposal presented by Dr. Earl C. Jackson for a school, The NATRA Institute of Broadcasting Science, to train and develop potentially qualified black and white personnel. The presentation of the proposal was made on Saturday morning, August 18th, at the President's Breakfast.

NATRA is always aware of change and is willing to listen to legal and legitimate proposals from allied organizations and as such, offered an opportunity to AFTRA (American Federation of Television and Radio Announcers) to discuss with the Board the possibility of our support to unionize NATRA members. The same courtesy extended AFTRA, NATRA was willing to offer any other legitimate organization willing to abide by the rules and regulations of NATRA. Because we are a democratic organization attempting to make changes in our industries through legal democratic processes, we were unaware and totally unprepared for outside forces whose purposes may have been legitimate but who failed to observe the sophistication of change through majority rule. That these outside forces may have allegedly intimidated individual members and guests and failed to observe protocol which has led to many unfounded rumors and possible fears is most regretful. NATRA has not been taken over nor will it ever be taken over by any force that seeks change without submitting their program through the democratic process of change by majority rule. NATRA stands willing and ready to welcome investigation or inspection of its books, financial records, minutes, daily or weekly reports and all operational procedures by the Federal Communications Commission, the Federal Bureau of Investigation, the National Association of Broadcasters and any other judicial or professional organization and we hope that those who seek change through intimidation and force will make their organization available for such inspection.

NATRA is a public relations service organization that seeks to promote and exchange of information and experience to create a healthy climate of opinion among organizations and individuals who are primarily concerned with

- Communications
- Phonograph Record Production
- Radio and TV Stations
- Advertising Agencies
- News Media

NATRA's functions are wholly educational and professional. It is a nonprofit organization whose revenues are derived from membership dues, promotions and other activities related to the industries involved.

NATRA membership is open to persons and organizations from the fields of record manufacturing, Radio and TV Stations, Advertising Agencies, News Media and creative groups directly related to the field of entertainment and communications.

In an address delivered to the 1967 Convention of NATRA, Dr. Martin Luther King said . . . "I have come to appreciate the role the radio announcer plays in the life of our people. For better or for worse you are opinion makers in the community and it is important that you remain aware of the power which is potential in your vocation. The masses of Americans who have been denied and deprived educational and economic opportunity are almost totally dependent on radio as their means of relating to the society at large. They are the thousands of people who have come to feel that life is a long and desolate corridor with no exit signs.

NATRA does not intend to be intimidated or coerced or threatened but to live and grow as an organization that seeks to add a vital voice to answer the needs of blacks and concerned whites in the broadcasting and record industries.

# Classical Music

## 1st Classical Record Award To Be Given at Montreux Fest

• Continued from page 3

they will be judged and presented jointly.

Presentation of both the Montreux and Koussevitzky awards will take place at a gala reception in the Castle of Chillon, Montreux, on Sept. 10.

A short list of 20 recordings, compiled by a pre-selection committee composed of the directors and editors of music publications throughout the world, has been submitted to the Award jury as follows:

Bach's "Mass in B Minor," conducted by Otto Klemperer (Angel)

Berg's "Lulu" with Dietrich Fischer-Dieskau and Evelyn Lear (Deutsche Grammophon)

Britten's "A Midsummer Night's Dream" (Decca)

Brahms' trios by Isaac Stern, Eugene Istomin, Leonard Rose (CBS)

Bruckner's Symphony "No. 1," conducted by Eugene Jochum (Deutsche Grammophon)

Busoni's "Piano Concerto" by John Ogdon, conducted by Devek Ravenaugh (HMV)

Chopin's "Nocturnes" by Artur Schnabel (RCA)

Gabrieli's "The Glory of Venice," conducted by Vittorio Negri (CBS)

Handel's "Julius Caesar," conducted by Rudel (RCA)

Haydn's "The Seasons," conducted by Karl Boehm (DGG)

Henze's "Der Junge Lord" (DGG)

"Homage to Gerald Moore" (HMV)

Ives' "Sonata for Piano" by William Masselos (RCA)

Janacek's "The Makropoulos Affair," conducted by Gregor (Epic)

Mahler's "Symphony No. 8," conducted by Leonard Bernstein (CBS)

Monteverdi's "Orfeo" by the Lausanne Ensemble, conducted by Michel Corboz (Erato)

Mozart's "La Clemenza de Tito" (Decca)

"Les Percussions de Strasbourg" (two disks) (Philips)

R. Strauss' "Elektra" with Birgit Nilsson, conducted by George Solti (Decca)

In addition the Award Jury has added the following recordings to the basic list established by the pre-selection committee:

Mahler's "Symphony No. 1," conducted by Rafael Kubelik (DGG)

Mahler's "Symphony No. 9," conducted by Klemperer (EMI)

Messiaen's "Les Oiseaux Exotiques" by Yvonne Loriod, conducted by Vaclav Neumann (Erato)

Haydn's "Die Schöpfung," conducted by Karl Münchinger (Decca)

Berwald's overture and polonaise from "Estrella di Soria"; overture from the "Reine de Golconde," "Fete des Bayaderes, Jeu des Elfes" (EMI)

Bach's "Suites" by the Centur Musicus (Telefunken).



MARIA CALLAS, right, Angel recording artist, enjoys a toast with Glenn E. Wallichs, president of Capitol Records, Inc., at a dinner hosted by Wallichs and wife Dorothy at Chasen's Restaurant, Los Angeles.

## Stanley-Lewis Is Enjoying 'Up' Business as Servicing Pays Off

By FRED KIRBY

NEW YORK — About 90 per cent of the 60 lines carried by Stanley-Lewis Distributors is classical and business is up, according to Harry Lew, president and general manager.

One reason for the increase is a rise in filling orders outside the New York metropolitan area, Stanley-Lewis' normal area. Lew explained that the firm services out-of-town accounts, but prefers to have these mainly in areas where the lines involved are not carried by local distributors.

Lew said he received requests from as far away as Texas and California. By carrying a full stock of all available titles of all of his labels, Lew

is able to ship all orders within 24 hours, many the same day.

**'Elvira Madigan'**

He figured that his main labels by volume of business were Deutsche Grammophon and Folkways. The DGG album of Mozart's "Piano Concertos Nos. 17 and 21" with Geza Anda has been increasing in sales as the film "Elvira Madigan" is reaching more outlets. The second movement of Anda's performance of "Concerto No. 21" is featured in the Swedish movie. Lew noted that many requests for the album come from pop dealers, dealers not among Stanley-Lewis' regular accounts.

Although there is a greater demand for stereo disks than for

monaural product, the distributorship still carries monaural titles where there is no stereo, and carries both forms for such labels as Caedman, Westminster and Connoisseur Society. All but about 10 of the 1,500 different Folkways titles carried are only available in monaural pressings. Many orders for children's disks also are for monaural.

**College Business**

Among the more than 100 accounts regularly serviced by Stanley-Lewis, many are in college towns, where classical recordings do well, according to Lew.

Independent labels, which form most of Stanley-Lewis' lines, are doing more business, Lew pointed out. The firm recently added Louisville records on a non-exclusive basis because of requests by customers despite the label's comparatively high list of \$7.95 for monaural and \$8.45 for stereo. A complete list of Louisville titles is being stocked.

Lew reported an increase in orders for low price product, especially Turnabout, Vox's eco-

(Continued on page 31)

## Conquest's Mikeless Session

LONG BEACH, Calif. — A unique recording method which does not use microphones has been used by Conquest Records, here, to produce a Borodin "Quartet No. 2" album by the De Sallo String Quartet.

It was all done with special vibration sensors attached to each instrument. These converted the sounds of the instrument into corresponding electrical signals which were fed to the recording console. The members of the ensemble took their normal playing positions in a room which did not have to be sound-proofed, because noises would not be picked up by the sensors.

A few portions of the score were first taped to establish the best recording level. The balance was easy to adjust, since each instrument's signal was independently controlled, making it easier to record stereo.

Conquest pointed out that the microphoneless method allows "equal definition for each

sound, no matter how complex the musical instrumentation might be" and that "tone character is reflected by recorded differences in texture as well as timbre."

In spite of the fact that the new method greatly simplifies recording sessions, there is one possible snag — if the musical flubs a small detail, it's going to end up on the recording.

## Operas on Angel & Seraphim

LOS ANGELES — Angel is issuing Verdi's "Rigoletto" next month with baritone Cornell MacNeil in the title role, while Ponchielli's "La Gioconda" with Maria Callas is slated for Seraphim.

Francesco Molinari - Pradelli conducts the Rome Opera Orchestra and Chorus in the three-LP Verdi opera, which also features soprano Reri Grist and tenor Nicolai Gedda.

Sir John Barbirolli continues

his Mahler's recordings with a two-LP set of the "Symphony No. 6" with the New Philharmonia Orchestra, while pianist Daniel Barenboim continues his Brahms series with Barbirolli and the New Philharmonia.

**First Performances**

Soprano Victoria de los Angeles has an album of Andalusian songs, while soprano Mirrella Freni offers a French and Italian operatic recital with the La Scala Opera Orchestra under Antonino Votto.

Two first performances are listed for Melodiya/Angel, including Shostakovich's "Violin Concerto No. 2" with soloist David Oistrakh. Kiril Kondrashin conducts the Moscow Philharmonic in the concerto and the second side, which has a first stereo performance of Shostakovich's "Symphony No. 6."

Daniel Shafran is the soloist in the first recording of Kabalevsky's "Cello Concerto No. 2," with the composer conducting the Leningrad Philharmonic. The piece is paired with Shafran in Boccherini with Arvid Jansons leading the Leningrad.

Rounding out the Melodiya/Angel list are Gennady Rozhdesivensky and the Bolshoi Theater Orchestra in Prokofiev, and Yevgeny Svetlanov and the USSR Symphony in Stravinsky. Appearing with Miss Callas

in the three-LP "La Gioconda" set are mezzo-soprano Fiorenza Cossotto, Piero Miranda Ferrare, Piero Cappuccilli, Irene Compagnone, Ivo Vinco, and Bonaldo Giaiotti, with Votto

(Continued on page 31)

## Steinberg to Lead 16 of 24 Pittsburgh Weekend Dates

PITTSBURGH — Music director William Steinberg will conduct 16 of the 24 Friday-Sunday concerts of the Pittsburgh Symphony Orchestra's 42d subscription season. The remaining concerts will be conducted by guest conductors Eugene Ormandy, Rafael Kubelik and Aaron Copland and associate conductor Henry Mazer.

Steinberg recently signed an unlimited contract as music director of the Pittsburgh Symphony and also a three-year contract for a similar position with the Boston Symphony Orchestra.

Among the pianists coming to Pittsburgh during the 1968-1969 season are Van Cliburn, Robert Casadesu, Alexis Weissenberg, Anthony di Bonventura, Byron Janis, Rudolf Firkušny and Jerome Lowenthal, plus duo-pianists Vronsky and Babin.

Violin soloists will be Isaac

Stern, Zino Francescatti, Arthur Grumiaux, Erica Morini, Edith Peinemann, James Oliver Buswell IV, and Godfrey Layefsky.

There will be a five-concert cycle of Beethoven works, with emphasis on the concertos, to include four overtures and five symphonies. The piano concertos will be performed by Cliburn, Weissenberg, Firkušny, and Lowenthal. Miss Morini will play the violin concerto.

Richard Strauss' musical drama "Elektra" will be presented featuring Regina Resnik, Gerda Lammers, Eileen Schauler, Chester Ludgin and Robert Nagy. The season will also see vocal solos by Hermann Prey, Janet Baker, Lois Marshall and Thomas Paul. The final concert will cast Beverly Wolff, George Shirley, Norman Treigle and John West in Berlioz's "Damnation of Faust."

## N. Y. Philharmonic Begins Tour at Festival in Belgium

GHENT, Belgium — The New York Philharmonic began a 10-country tour here Saturday (24) at the Festival of Flanders. It will play a total of 24 concerts and five more music festivals during its five-week tour of Europe and the Near East, all under the direction of Leonard Bernstein.

On Sunday (25), the tour continued at Brussels, then to the festival at Lucerne on Tuesday (27), another festival in Jerusalem Thursday (29) and played at Caesarea on Saturday (31).

The tour repertoire includes Mahler's "Symphony No. 5," Berlioz's "Symphonie Fantastique," Harris' "Symphony No. 3," William Schumann's Sym-

phony No. 3, Haydn's Symphony No. 87, and Rossini's Overture "L'Italiana in Algeri."

In September, the tour will move on to Florence (2), Vienna (4-5), Venice (7-8), Monte Carlo (10), Montreux (12-13), then to Milan (14-15), Munich (17), Bonn (18), Hockst (19), and Amsterdam (20). The Philharmonic will participate in a festival at Berlin (22-24), play in Copenhagen (25) and finish the tour in London on Sept. 26.

Grants from both the State Department and Trans World Airlines made possible the tour for the 106-member orchestra. Some of the concerts are being broadcast on European radio and TV.

BEST SELLING  
Classical LP's

Billboard SPECIAL SURVEY  
For Week Ending 8/31/68

Billboard Award	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
	1		MOZART: CONCERTOS NOS. 17 & 21 Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	30	21	12	SATIE: PIANO MUSIC, VOL. 1 Aldo Ciccolini, Angel (No Mono), S 36482 (S)	13
	2	2	WEST MEETS EAST, VOL. 2 Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)	6	22	16	SATIE: PIANO MUSIC, VOL. 3 Aldo Ciccolini, Angel (No Mono); S 36485 (S)	15
	3	3	BERG: LULU (3 LP's) Lear/Fischer-Dieskau/Various Artists/Deutsche Oper Berlin (Boehm), DGG (No Mono); 139 273/75 (S)	19	23	21	MAHLER: SYMPHONIES NOS. 6 & 9 (3 LP's) New York Philharmonic (Bernstein), Columbia (No Mono); M3S 776 (S)	15
	4	5	GLORY OF GABRIELLI E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	25	24	24	SOUNDTRACK: 2001; A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	3
	5	9	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	63	25	29	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	108
	6	6	J. STRAUSS: BLUE DANUBE Berlin Philharmonic (Karajan), DGG (No Mono); 139 014 (S)	12	26	31	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	46
	7	10	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	126	27	25	BELLINI: NORMA (2 LP's) Suliotis/Cossotto/Del Monaco/Various Artists/Orch. L'Academia di Santa Cecilia (Varviso), London (No Mono); OSA 1272 (S)	13
	8	8	LISZT: ARRANGED BEETHOVEN SYMPHONY NO. 5 Glenn Gould, Columbia (No Mono); MS 7095 (S)	16	28	26	CHOPIN NOCTURNES (2 LP's) Artur Rubinstein, RCA Victor LM 7050 (M); LSC 7050 (S)	37
	9	7	WEST MEETS EAST Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	60	29	32	BRAHMS: PIANO CONCERTO NO. 2 Watts/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7134 (S)	11
	10	27	SELECTIONS FROM 2001; A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	3	30	33	MAHLER: SYMPHONY NO. 1 New York Philharmonic (Bernstein), Columbia (No Mono); MS 7069 (S)	25
	11	17	GOLDEN AGE OF OPERETTA (2 LP's) Joan Sutherland/New Philharmonia Orch. (Bonyng), London (No Mono); OSA 1268 (S)	23	31	22	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	5
	12	15	BERG LULU (3 LP's) Rothenberger/Meyer/Various Artists/ Hamburg State Opera Orch. (Ludwig), Angel (No Mono); SC 3726 (S)	12	32	28	HISTORIC ORGANS OF SPAIN E. Power Biggs, Columbia (No Mono); MS 7109 (S)	12
	13	4	ROSSINI RARITIES Montserrat Caballe/RCA Italiano Opera Orch. & Chorus (Cillario), RCA Victor LM 3015 (M); LSC 3015 (S)	13	33	38	GINASTERA: BOMARZO (3 LP's) Novoa/Various Artists/Washington Opera Society (Rudel), CBS (No Mono); 32-31-0006 (S)	21
	14	20	BACH: ORGAN FAVORITES, VOL. 3 E. Power Biggs, Columbia (No Mono); MS 7108 (S)	9	34	39	BACH: ORGAN FAVORITES, VOL. 1 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	11
	15	14	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesu/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	7	35	34	SATIE: PIANO MUSIC, VOL. 2 Aldo Ciccolini, Angel (No Mono); S 36459 (S)	30
	16	11	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	6	36	36	PUCCINI: MADAME BUTTERFLY (3 LP's) Scotti/Bergonzi/Various Artists/Rome Opera House Orch. & Chorus (Barbirolli), Angel (No Mono); SCL 3702 (S)	14
	17	23	NONESUCH GUIDE TO ELECTRONIC MUSIC Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)	5	37	—	BEETHOVEN: COMPLETE 9 SYMPHONIES (8 LP's) Berlin Philharmonic (Karajan), DGG (No Mono); SKL 101/108 (S)	18
	18	18	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2968 (M); LSC 2968 (S)	48	38	—	ART OF ALEXANDER KIPNIS Seraphim 60076 (M); (No Stereo)	1
	19	13	VERDI: ERNANI (3 LP's) Price/Bergonzi/Various Artists/RCA Italiano Orch. (Schippers), RCA Victor LM 6183 (M); LSC 6183 (S)	24	39	35	GINASTERA: CONCERTO FOR PIANO AND ORCHESTRA Joao Carlos Martins/Boston Symphony (Leinsdorf), RCA Victor LM 3029 (M); LSC 3029 (S)	11
	20	19	MAHLER: SYMPHONY NO. 8 (2 LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	82	40	—	WAGNER: DIE MEISTERSINGER Schwarzkopf/Hopf/Edelmann/Various Artists/Bayreuth Festival (Karajan)	1

Classical Notes

Soprano Dorothy Kirsten will sing the title role in Puccini's "Madama Butterfly" with the San Francisco Opera on Nov. 9. The non-subscription performance will be the first Saturday matinee in the company's history. The performance also will feature tenor Nicholas di Virgilio, mezzo-soprano Sylvia Anderson and baritone Ingvar Wixell. . . . Pianist Walter Klein made his U. S. debut in a Mozart program at Philharmonic Hall Thursday (22) with the Galimir Quartet. . . . Soprano Teresa Stratas gave an operatic recital in Harlem's Mount Morris Park on Friday (23). The concert was dedicated to the memory of Dr. Martin Luther King.

3 First LP's On Louisv'le

LOUISVILLE — Three albums are slated for fall release by Jorge Mester and the Louisville Orchestra on Louisville Records, all first recordings.

The first album pairs Hindemith's "Kammermusik No. 2" with Goffredo Petrassi's "Noche Oscura" for chorus and orchestra. Planned for October is an LP with Milhaud's "Cortege Funebre," Poulenc's "Two Marches and Intermezzo," and Boris Blocher's "Orchestra Ornament." The third album has Dallapiccola's "Piccola Musica Notturna," Schuller's "Five Bagatelles," and Leonardo Blada's "Guernica."

Lyrichord's U. S. Focus Continues

NEW YORK — Lyrichord Records is continuing its 20th-century American music series with a first recording of Herbert Fromm's "String Quartet" with the Pro Arte Quartet. Bryan & Keyes are featured in a pressing of 20th-century flute music.

Also listed is a first recording of Jacob Arcadelt's "Missa Noe, Noe" with the Capella Cordina of Yale University directed by Alexander Planchart. Lou Pui Yuen conducts Chinese classical music. Lyrichord also is issuing albums of Arabic music, Buddhist music, and Japanese music.

Angel & Seraphim

• Continued from page 30

conducting the La Scala Opera Orchestra and Chorus.

Andre Cluytens conducts the Berlin Philharmonic in Beethoven with soprano Gre Brownstein, mezzo-soprano Kerstin Meyer, Gedda, and bass Frederick Guthrie. Completing the Seraphim titles are Walter Gieseking in Beethoven with Alceo Galliera and the Philharmonic Orchestra, and Leopold Stokowski conducting Schoenberg.

Capitol Classics has albums by Carmen Dragon and pianist Leonard Pennario.

Shankar. They will be discussing such topics as the preservation of musical cultures; the role of the university in musical education; copyright and communications; and the role of government, foundations and business in the patronage of music.

Stanley-Lewis Is Enjoying 'Up' Business as Servicing Pays Off

• Continued from page 30

nomy line. Among Stanley-Lewis' other good moving classical lines are CRI, Dover, Desto and Cambridge.

Another reason for the increase in business, Lew said, was the hike in federal and other governmental funds avail-

Cleveland Chamber Ensemble in Debut

CLEVELAND — The newly formed Cleveland Orchestra Chamber Ensemble will debut in three concerts, Sept. 15, 17 and 18, with performances of works by Handel, Vivaldi, Bach and Rossini, under the direction of concertmaster Rafael Druain. The 20-musician Ensemble will perform works (primarily baroque) which calls for smaller musical forces than the full symphony orchestra.

able for educational materials, including recordings. In addition to aiding the classical disk flow, these funds also have contributed towards an increase in the spoken word volume for the firm. Orders from educational mail order houses account for a substantial part of the company's business.

The business increase was a major reason for Stanley-Lewis moving from its quarters in Manhattan to new facilities in Astoria, Queens. The new address has about 6,000 square feet, roughly double the company's previous space. Stanley-Lewis' staff of six includes salesmen Curt Schott, formerly of Record Hunter, and Keith Hoffman, formerly of Abraham & Straus. Lew has more than 40 years of experience in the business, including about 20 with his distributorship.

IMC, Music Libraries to Hold N. Y., D. C. Congresses

NEW YORK — The sixth International Congress of the International Music Council and the eighth Congress of the International Association of Music Libraries will be held jointly Sept. 9-12 in New York and

Mills N. Y. Rep for Two Belgian Firms

NEW YORK—Stanley Mills, who recently set up his own publishing operation, has taken over as New York representative for Palette Records and Zodiac Music, recording and publishing arms of World Music Co. in Belgium.

Mills will act as liaison with MGM on matters concerning Palette, which it distributes, and with other labels that have deals with Palette's overseas product.

Sept. 13-14 in Washington. In addition to a series of concerts and receptions for the 400 delegates expected (from 46 countries), there will also be various forums and panel discussions.

Oliver Daniels, vice-president of Broadcast Music, Inc., is chairman of the planning committee for the discussions. The panelists will include Goddard Lieberman, president CBS/Columbia group; Norman Racusin, vice-president and general manager of RCA Records; and Roger Stevens, chairman of the National Endowment on the Arts.

Those scheduled to speak or preside at the panels are composers Peter Mennin, (president of the National Music Council), Milton Babbitt, Elliott Carter, Aaron Copland, Lou Harrison, Ernst Krenek, Harry Partch, Gunther Schuller and Ravi

# Rhythm & Blues

BEST SELLING

## Billboard Rhythm & Blues Singles

Billboard SPECIAL SURVEY For Week Ending 8/31/68

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	4	YOU'RE ALL I NEED TO GET BY Marvin Gaye & Tammi Terrell, Tamla 54169 (Jobete, BMI)	5	27	—	HIP CITY—PART 2 Jr. Walker & the All Stars, Soul 35048 (Jobete, BMI)	1
2	2	I'VE NEVER FOUND A GIRL (To Love Me Like You Do) Eddie Floyd, Stax 0002 (East, BMI)	8	28	26	I'M GONNA DO WHAT THEY DO TO ME B. B. King, Bluesway 61018 (Pamco/Lane, BMI)	5
3	3	LOVE MAKES A WOMAN Barbara Acklin, Brunswick 55379 (Jalynne/BRC, BMI)	9	29	—	DON'T CHANGE YOUR LOVE Five Stairsteps & Cubie, Curtom 1931 (Camad, BMI)	1
4	1	STAY IN MY CORNER Dells, Cadet 5612 (Conrad, BMI)	11	30	27	AMEN Otis Redding, Atco 6592 (East/Time/Redwal, BMI)	8
5	5	YOU MET YOUR MATCH Stevie Wonder, Tamla 54168 (Jobete, BMI)	5	31	33	YESTERDAY'S DREAMS Four Tops, Motown 1127 (Jobete, BMI)	4
6	19	PLEASE RETURN YOUR LOVE TO ME Temptations, Gordy 7074 (Jobete, BMI)	3	32	32	THE SNAKE Al Wilson, Soul City 767 (Marks, BMI)	4
7	10	I CAN'T STOP DANCING Archie Bell & the Drells, Atlantic 2534 (Downstairs/Double Diamond, BMI)	5	33	17	I'M A MIDNIGHT MOVER Wilson Pickett, Atlantic 2528 (Erva/Tracebob/Cotillion, BMI)	9
8	9	SOUL LIMBO Booker T & The MG's, Stax 0001 (East, BMI)	8	34	24	SEND MY BABY BACK Freddie Hughes, Wand 1182 (Novice/Hackney, BMI)	9
9	14	I LOVED AND I LOST Impressions, ABC 11103 (Chi-Sound, BMI)	6	35	48	THE HOUSE THAT JACK BUILT Aretha Franklin, Atlantic 2456 (Cotillion, BMI)	2
10	7	(Love Is Like a) BASEBALL GAME Intruders, Gamble 217 (Razor Sharp, BMI)	7	36	39	KEEP THE ONE YOU GOT Joe Tex, Dial 4083 (Tree, BMI)	2
11	18	LISTEN HERE Eddie Harris, Atlantic 2487 (Hargrove, BMI)	9	37	—	(YOU) GOT WHAT I NEED Freddie Scott, Shout 233 (Double Diamond/Downstairs, BMI)	1
12	12	I GET THE SWEETEST FEELIN' Jackie Wilson, Brunswick 55381 (T.M. Music/Van McCoy, BMI)	7	38	—	HELP YOURSELF (To All of My Lovin') James & Bobby Purify, Bell 735 (Helios, BMI)	1
13	13	SLIP AWAY Clarence Carter, Atlantic 2508 (Fame, BMI)	9	39	—	FUNKY JUDGE Bull & the Matadors, Toddlin' Town 108 (Downstream/Napac/Flomar, BMI)	1
14	31	GIRL WATCHER O'Kaysions, ABC 11094 (North State, ASCAP)	4	40	—	I SAY A LITTLE PRAYER Aretha Franklin, Atlantic 2456 (Jac/Blue Seas, ASCAP)	1
15	15	I GUESS I'LL HAVE TO CRY, CRY, CRY James Brown & His Famous Flames, King 6141 (Dynatone, BMI)	5	41	42	SUDDEN STOP Percy Sledge, Atlantic 2539 (Russell-Cason, ASCAP)	4
16	8	STONED SOUL PICNIC 5th Dimension, Soul City 766 (Tuna Fish, BMI)	12	42	45	FLY ME TO THE MOON Bobby Womack, Minif 32048 (Almanac, ASCAP)	2
17	11	GOD BLESS OUR LOVE Ballads, Venture 615 (Jalynne, BMI)	10	43	46	I CAN'T DANCE TO THAT MUSIC YOU'RE PLAYIN' Martha Reeves & the Vandellas, Gordy 7075 (Jobete, BMI)	2
18	6	GRAZIN' IN THE GRASS Hugh Masekela, Uni 55066 (Chisa, BMI)	12	44	—	I WON'T DO ANYTHING Lezli Valentine, All Platinum 2305 (Gambi, BMI)	1
19	21	GIRLS CAN'T DO WHAT THE GUYS DO Betty Wright, Alston 4001 (Sherlyn, BMI)	5	45	43	WORKIN' ON A GROOVY THING Patti Drew, Capitol 2197 (Screen Gems-Columbia, BMI)	8
20	28	CAN'T YOU FIND ANOTHER WAY (Of Doing It) Sam & Dave, Atlantic 2540 (East/Pronto, BMI)	3	46	44	NEED TO BELONG Laura Lee, Chess 2052 (Conrad/Curtom, BMI)	5
21	16	THE HORSE Cliff Nobles & Co., Phil.-L.A. of Soul 313 (Dandelion/James Boy, BMI)	14	47	47	SHE'S ABOUT A MOVER Otis Clay, Cotillion 44001 (Crazy Cajun, BMI)	2
22	20	UNDERSTANDING Ray Charles, ABC 11090 (Metric, BMI)	12	48	—	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla 54172 (Jobete, BMI)	1
23	29	PEOPLE GOT TO BE FREE Rascals, Atlantic 2537 (Slasas, BMI)	4	49	49	THE HORSE James Boys, Phil.-L.A. of Soul 316 (Dandelion/James Boy, BMI)	2
24	30	THE MULE James Boys, Phil.-L.A. of Soul 316 (Dandelion/James Boy, BMI)	3	50	50	WHAT A MAN Linda Lyndell, Volt 4001 (East/Sandia, BMI)	2
25	23	PRAYER MEETIN' Willie Mitchell, Hi 2147 (Edroy, BMI)	4				
26	25	HITCH IT TO THE HORSE Fantastic Johnny C, Phil.-L.A. of Soul 315 (Dandelion/James Boy, BMI)	9				

## SOUL SAUCE

BEST NEW RECORD OF THE WEEK:  
"Fool for You"  
IMPRESSIONS  
(Curtom)



**SOUL SLICES:** Stax Records is billing the Staple Singers as a "soul-folk" group since their switch from Epic to the Memphis label. The group's first recording for Stax, "Long Walk to D.C.," is backed by Booker T. and the M.G.'s. Stax's artist roster now stands at 26 strong, including Sam and Dave, who star at the Randall's Island soul fest Saturday (31), along with Stevie Wonder, Wilson Pickett, B. B. King, Arthur Conley, Big Maybelle and the Mirettes. Ex-Supreme Florence Ballard headlined Chicago's annual Bud Billiken Day Parade honoring "Black Heroes of Illinois." Also on hand to celebrate were Godfrey Cambridge, Dick Gregory, Abbey Lincoln, Cannonball Adderley, the Impressions and Mohammed Ali. Otis Redding led the parade in 1967. Miss Ballard will appear with Bill Cosby at the Auditorium Theatre Sept. 20-21, sponsored by Chicago deejay Daddy O'Daylie. . . . A top soul singer and performer lost his fight to stop another label from releasing material recorded for the label a few years back. The album, ready for release, will be a smash. . . . James Brown and his Revue will bring his soul extravaganza to the Baltimore Civic Center, Saturday (7). . . . Bob Ringe, promotion whiz for Queen Booking, met last week with Jerry King, club deejay for the Arthur discotheque, to tap soul acts for King's "Broadway in the Streets" program planned for Harlem. . . . Don Robey of Peacock-Duke Records in Houston writes us on the sad news about the death of Backbeat artist Joe Hinton. Hinton, who was 39, is best remembered for his version of "Funny" almost four years ago. . . . Thanks to Victoria Spivey, famous lady of the blues era, for smiling on our R&B Hall of Fame and for plugging the role of women in r&b. . . . Shout's Erma Franklin tours Germany for the first time starting Friday (6) till Oct. 1. Meanwhile, Aretha Franklin's South American trip is on shaky grounds, with rumors of a cancellation in the wind. . . . Kapp Records' new r&b group, the Unifics, will bow at Philly's Uptown Theatre for 10 days, beginning Friday (23). Their first cut, "Court of Love," is makin' smoke in several markets. . . . The Temptations open at the Copacabana on Thursday (29), while Marvin Gaye and the Four Tops head for Forest Hills. . . . Now at the Apollo Theatre till Friday (30) are Martha Reeves and the Vandellas and the Vibrations. . . . still no word—or music—from Motown's Holland-Dozier-Holland team, though Motown is two million singles ahead of last year, with five hot disks working now. . . . New Impressions is "Fool for You" on Curtom. And a new Ray Charles is due with one side so far, "A Sweet Thing Like You." Toss-up for the Tams between "Laugh at the World" b-w "Trouble Maker." . . . Gene Chandler, Brunswick artist, has taken over Bamboo Records and is scoring in the South with a new one by the Profiles on his Duo label. . . . Bell Records made the initial contribution to the NATRA emergency fund with a \$5,000 check.

★ ★ ★

**SOUL & CRUMPETS:** Roger St. Pierre, Top Pops r&b columnist, says that he and his British soul cronies are waiting for the big breakthrough in England. Pierre and Beacon Records have covered Peggy Scott and Jo Jo Benson's hit of "Lovers Holiday" with a version by Jon and Jeannie. . . . Mike Leadbitter of "Blues Unlimited" magazine writes that the R&B Hall of Fame has been "a long time coming." Leadbitter has just completed a book on blues recordings between 1943 and 1967 to be published in London at the end of September. Leadbitter spent a part of last year interviewing producers and artists in Texas and Louisiana. . . . Aretha Franklin's "I Say a Little Prayer" has been coupled with "See Saw," by European Atlantic chief Frank Fenter, while "The House That Jack Built" is the lead track in the States, reports Clive Richardson of Soul Music magazine. Any U. S. readers wishing to receive English soul publications can write to Soul Sauce for addresses. Soul Music magazine makes its home at: 46, Saldes Drive, Chislehurst, Kent. . . . Keith Yershon of Record Mirror sent Soul Sauce a copy of the paper's completed soul survey. Otis Redding LP's topped the charts with "King and Queen," by Otis and Carla Thomas, heading the list. A total of six albums by the late soul king made the top thirty LP chart with Motown and Atlantic scoring the heavies. Top single of the year went to "Gimme Little Sign," by Brenton Wood. . . . Thank you, Christer Johansson in Sweden for reading Soul Sauce.

Do you have news for Soul Sauce? If you have a soul story to tell—news, views or clues—write Soul Sauce and we'll tell it like it is, how it was and how it's going to be in this soul world.

★ ★ ★

**MAKIN' SMOKE:** Jerry Butler, "Western Union Man" (Mercury). . . . Joe Simon, "Message From Maria" (SS7). . . . O'Jays, "The Choice" (Bell). . . . Little Carl Carlton, "Why Don't They Leave Us Alone" (Back Beat). . . . Bob Brady and the Con Chords, "Everybody's Goin' to the Love-In" (Chariot). . . . Staples Singers,

AUGUST 31, 1968, BILLBOARD

### NEW RELEASES!!!!!!!!!!!!!!

**ERNIE K'DOE**  
"GOTTA PACK MY BAGS"

b/w

"HOW SWEET YOU ARE"  
Duke 437

**THE BELL BROTHERS**  
"TELL HIM NO"

b/w

"THE KEY"  
Sure Shot 5038

**JOE HINTON**  
"PLEASE"

b/w

"GOT YOU ON MY MIND"  
Backbeat 594

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# Suit Charges Antitrust

• Continued from page 40

for the exclusive right to manufacture and sell their performances, Article 1, Section 8, Clause 8 of the Constitution and provisions of the copyright law classify musical performances as in the public domain. "The right to manufacture and sell reproductions of these performances is thereby guaranteed to everyone without any restraint other than the payment of royalties to the composer," the suit reads.

## Pays Fee, It Says

Phoenix claims it pays the mandatory licensing fee to composers. The suit contends that issues of unfair competition and copyright—which have been the main charges filed by a number of record companies against unauthorized cartridge duplicators during the past year are a Federal, not a State, matter. Previous nationwide legal action has occurred on the State level.

Phoenix attorney Arthur Leads contends that "it is for the Federal Court to determine where to provide protection for items which are in the nature of copyright and to decide where the federal copyright laws will permit common law protection, or State statutory protection, and where they will work."

An attorney for CBS, in answer to the complaint, counters that, in two previous instances,

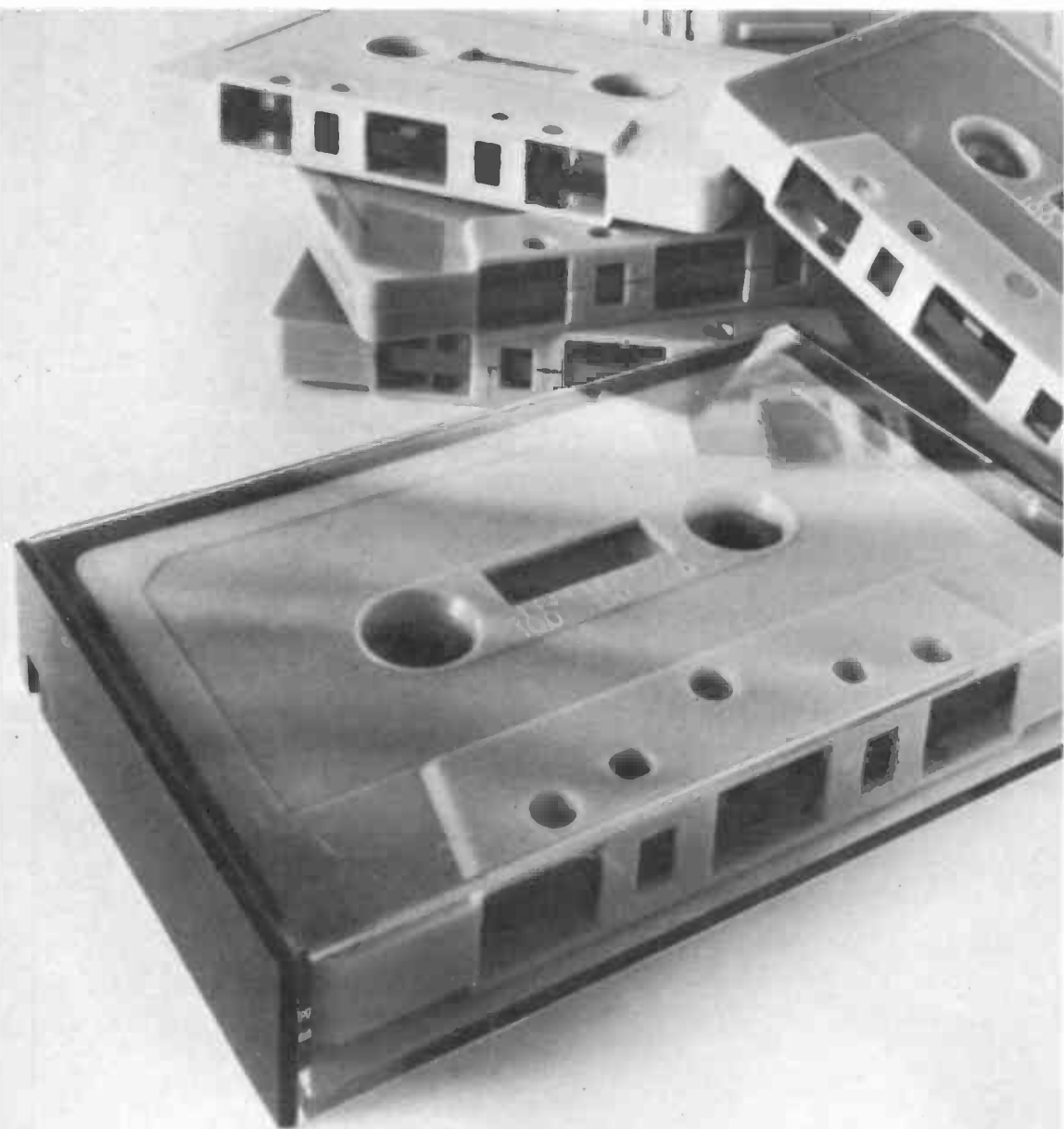
judges in Los Angeles County and Santa Clara County have ruled in favor of the prosecuting companies seeking to enjoin unauthorized cartridge duplicators. Specifically mentioned are A&M's suit against Superba Tapes and Capitol's battle against Phoenix.

Cited are the Santa Clara judge's ruling that commercial record piracy of the kind alleged in the complaint "is unfair competition in violation of Civil Code Section 3369."

Liberty Records, in answering the suit, denies the allegations, claiming Federal Court does not have jurisdiction in this matter. Liberty also denies that musical performances which have previously been recorded are in the public domain. But it does note that performances in themselves are not copyrightable and have not been copyrighted.

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# United Tape Adding Mobile Sales Office

LOS ANGELES — United Tape Corp., the three-year-old all-label tape firm owned by record distributors Ralph Kaffel and Jack Lewerke, plans to supplement its normal sales service with a mobile sales office.

The company will shortly purchase its first truck for use in following up salesmen's calls to accounts. The panel truck will stock approximately 350 titles, according to Kaffel. Merchandise will represent three cartridge and one open reel tape configurations, with 4 and 8-track tapes from the top 100 albums, cassette titles from the top 50 LP's and a rounded out version of reel tapes.

Kaffel and Lewerke, who operate Merit, Hitsville and California Record Distributorships, opened United in October of 1965 as a distributor for Music Tapes, Ampex, and Stereo Tapes open reel lines and as a subdistributor for open reel titles from Columbia, RCA, Decca and Capitol. Two months later United began handling cartridges. The company ended fiscal 1966 with tape sales exceeding \$250,000; last year's fiscal figure was \$1 million, according to Kaffel.

## New Tape CARtridge Releases

• Continued from page 40

### Bell

THE BOXTOPS—"Nonstop"; (8) 813-6023 M, (4) 413-6023 X  
MERRILEE RUSH—Angel of the Morning; (8) 813-6020 M, (4) 413-6020

### Cadet-Concept

STATUS QUO MATCHSTICK MEN; (8) 837-8315 M, (4) 437-4315 X

### Dunhill

MAMAS & PAPAS FAREWELL VOL. II; (8) 823-50038 M, (4) 423-50038 X  
STEPHENWOLF THE SECOND; (8) 823-50037 M, (4) 423-50037 X

### Impulse

THE BEST OF GABOR SZABO; (8) 827-9173 M, (4) 427-9173 X

### Kapp

SILVER APPLES; (8) 860-3562 M, (4) 460-3562 X

### Monument

RAY STEVENS—Even Stevens; (8) 844-18102 M, (4) 444-18102 X

### SGC

NAZZ; (8) 870-5001 M, (4) 470-5001 X

### Tetragrammaton

SHADES OF DEEP PURPLE; (8) 873-102 M, (4) 473-102 X

## CAPITOL WINS INJUNCTION TO HALT DUPING

LOS ANGELES — Capitol Records was granted a temporary restraining order in Superior Court here last week prohibiting Phoenix Tapes of Los Angeles from duplicating and selling its product.

Capitol had charged that Richard W. Erickson, Christopher G. Hemlin, Patrick Osborn, Edwin Bethune and Robert Pascual with duplicating Capitol product and wholesaling the product to retail outlets.

The complaint also asks for an accounting and that royalties be paid plus damages three times the amount of royalties.

Cassette product was added to the other configurations last year.

### Abetting Pirates

Kaffel says there are problems with all the duplicators in obtaining product. "You lose a lot of sales to bootleggers because of delay. The Cream's new cartridge came out one month after the album. Fifty or 60 dealers bought the tape from bootleggers. Anytime a new product is delayed, it's like giving the bootleggers a license to run to the stores." An answer? Simultaneous releasing of tapes and albums, the executive answers.

One month ago Muntz Stereo-Pak released the Doors' new tape in 4-track two days before the album, Kaffel points out, but this is an uncommon situation.

Since entering the tape distribution business, United has been physically expanded four times, and Kaffel sees another expansion move next year because he predicts cartridge product will double in quantity.

United presently has a field sales force of six men, with six warehouse people filling orders. The company strives for a "versatility" of service in that it will pre-ticket and pre-price merchandise with tear-off tags or have a salesman hand deliver product.

The company's management team includes Kaffel as president; Lewerke as vice president; Bob Gerstlauer, executive vice president and general manager and Frank Donovan sales manager.

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# Audio Retailing

## Component Dealer Stalks The Serious Customer

DENVER—It isn't necessary to go into carpentry, wood-working or house remodeling to sell expensive, complete stereo systems on a component basis, reports Bob Kile, of Lloyd's Hi-Fi here in Denver.

The approach of all three members of the firm, including Lloyd Wingfield, founder, and Kile and Joe Igo, has always been an extremely professional one. Over the past 10 years, the three have followed a highly "professional approach," aimed at the serious music lover.

"Where components are concerned, we want the prospect who is willing to spend more than \$500 on an engineered components system," said Kile. "Below that figure, the chances are that the customer is simply looking for a console, is not hypercritical as to what he gets, and will be interested primarily in price."

Lloyd's Hi-Fi considers cabinet stereo below the \$500 mark as an extremely competitive field, whereas components merchandising above that level definitely constitute a noncrowded specialized market.

Unlike many sound-equipment dealers, Lloyd's Hi-Fi makes no attempt to contact customers while a new home is being built, for integral installation, nor does anyone go out to the prospect's home to recommend placement of tuner, amplifiers, speakers and other components. Instead,

### Audio Library

AUSTIN, Tex.—Students at the University of Texas here can listen to "Hamlet" or folk music by pushing a button in the university's Audio Library. A student with time to spare, can check out a stereo headset, go to one of the 144 listening stations, and plug in. A large chalk board on the wall near the checkout counter shows what is playing on the listening station's 19 channels. If the student is not satisfied with the selections available, he can request that a certain tape be played or he can check out the tape and play it on one of the 48 individual tape decks in the library.

Wingfield, Kile and Igo have learned that it is possible to merely give the customer practical suggestions, such as putting speakers in closets and grilles and fitting tuners in already-existing cabinets.

### Active Demonstration

The chief asset in switching an undecided prospect from buying a simple cabinet unit to components is the complex, but still readily understandable, "active demonstration," system which is used in all components display. Around the three-sided, 40 by 60-foot rear showroom, every component on display, with the exception of a single row of receivers on the top shelf on the left wall, is wired into a central panel, as are 50 speakers. Forty of these are on the "speaker side" at the right, while the other 10, all fast-moving, popular models, are intermingled with components on the left wall.

A single control panel at the head of the display room connects any component with any speaker as desired, with a top-quality tape recorder and phonograph turntable side-by-side alongside the control panel. The wiring, in all cases, is completely visible, so that it is a simple matter to show a customer, who likes the effects of a particular pair of speakers, how simply they can be brought into the system.

"Speakers are the largest single element of any home stereo rig, and the most easily sold, since the customer picks the best speaker for the components he wants unerringly by ear," Kile pointed out.

When a prospect asks for someone to "come out and help me put it in," Lloyd's Hi-Fi has found the best answer is to simply point out that no one is available to do the work.

"If the customer is completely adamant on the subject, we have a list of qualified contractors who can do the work ideally and who the customer can call for arrangements," explained Kile.

"Most, however, once we have shown them installation methods which we recommend, eventu-

ally decide to do their own—and are usually pleased with the results."

Although the store is sound-engineered for the most critical listener and is exclusive with many top names in sound reproduction, audiophiles make up only 15 per cent of the market.

"Naturally, we are glad to have people who know exactly what they want, and require little or no selling effort. Otherwise, the ideal customer is a man who has a strong appreciation for music, knows something about the components subject, will allow us to recommend what he should have for the results he wants, listens intelligently to demonstrations and is willing to view entire subject objectively."

### Record Department

It follows that Lloyd's well-stocked record department at the front of the store generates a strong source of components customers who are regularly "exposed" to fine systems because the same sort of equipment is used to demonstrate records. Functioning as a constant feeder of prospects, the record department is far more important to Lloyd's than its consistent profits would indicate, with installations up to the thousand-dollar mark from among music fans whose first visit to the store was merely to buy a record album.

Lloyd's Hi-Fi uses conventional promotion methods, with newspaper advertising normally slanted at new developments as they are introduced to the market. The store sponsors the unusual FM radio program with the emphasis on fine music and classical.

Most components customers are drawn from referral sources, as customers highly satisfied with their own "engineering" in installing a system made up of numerous components pass along their enthusiasm to others. An element which has been of sharp importance in recent years has been the rise of decorator-styled speakers, consoles and cabinets. These help to sell women who are inclined to think of component music systems in terms of black boxes and glowing tubes, to the detriment of the house's appearance. Most speakers on display at the store are in "decorator styles" as are the cabinets.

There has been a definite drop-off in the number of tape decks sold with home systems in recent years, a situation which the Denver dealers feel will be rectified when 1 7/8 speed sound reproduction is improved. In the interim, "shooting for the top of the market" and eliminating custom-installation work and its profit-killing expense has proven the right stick for Lloyd's.

### Sales Records

LOS ANGELES—Sales of stereo phonographs and color and black and white TV sets in July were the biggest in Packard Bell's history. "Sales to our dealers were up 31.5 per cent over our previous record month, July, 1966," reported Kenneth Johnson, president of Packard Bell sales.

## New Scott Kit Boasts Do-It-Yourself Ease

MAYNARD, Mass. — H. H. Scott, Inc., has introduced the LR-88 AM-FM 100-watt stereo receiver kit.

It incorporates both Field Effect Transistor front-end for maximum sensitivity and minimum interference and integrated circuit. All difficult or critical circuitry in the unit is pre-wired, pre-tested and pre-aligned at the factory.

Additional features of the LR-88 include complete tape monitoring facilities, dual speak-

er switches for selecting main, remote, both set or all speakers off for private headphones listening, interstation muting dual front panel microphone jacks and remote speaker mono-stereo switch.

The suggested list is \$334.95.



ARVIN'S NEW FIVE-TRANSISTOR AM radio combines quality listening, slim styling and a modest cost. Model 10R34-12, styled in walnut-grain, weighs three and a half pounds and measures 10 1/2 inches wide, 3 inches high and 5 1/2 inches deep. The suggested list is \$18.95.



ZENITH'S BILLFOLD TRANSISTOR RADIO, the Royal 16, has five tuned circuits and plays open or closed. With two regular penlite batteries providing up to 75 hours of listening pleasure, the four-piece gift ensemble includes radio, earphone attachment, batteries and gift box. The suggested list for the eight-transistor set is \$12.95.

### Higbee Promo

CLEVELAND—Higbee Music Center, located here in Higbee's downtown department store, has been co-ordinating its record promotion, with artists appearing at Cleveland Orchestra's new Blossom Music Center.

### 7" 45 RPM RECORD MANUFACTURING EQUIPMENT FOR SALE

- 1—Punch press equipped with stamper blanking die
- 1—Hydraulic press equipped with stamper embossing die
- 1—Record blanking press
- 37—Compression molding presses complete with:
  - Seely timers
  - Dies—hold down rings center plates
  - All control valves
- 18—Steam tables
- 42—Flash trimmers
- 49—Center hole punches
  - 7—Sets of spare dies (new)
- 64—"4140" steel die forgings
- 110—Sets of leader pins and bushing for dies
- 53—"A" center plates
- 121—"B" center plates
- 73—Hold down rings

Box #392, Billboard, 165 W. 46th St., N.Y.C., N.Y.



ALLIED RADIO CORP. recently opened its largest branch store in Skokie, Ill. Participating in the ribbon-cutting ceremony were, from left to right: Marvin Sklansky, manager; A. W. Preskill, vice-president, general marketing manager; Shelby Young, vice-president, manager stores division, and Milton Blumberg, branch stores manager.

ORDER SHIPPED  
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THE SAME DAY

FACTORY-TO-YOU means better, faster service on diamond & sapphire needles, spindles, Power Points®, NEW CASSETTES, tape cartridges, head cleaners, accessories, etc. . . . shipped direct-to-you from our new, modern plant (near Chicago). Write for free catalog, mail order forms and sales plan information.

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# CLASSIFIED MART

### BUSINESS OPPORTUNITIES

#### COIN MACHINE OPERATIONS AND DISTRIBUTING CO.

Established business of 30 years. Net profit of over \$100,000 per year. Owner wishes to retire. Detailed information on request. Replies:

FOR SALE  
BOX 562, c/o Billboard  
2160 Patterson St., Cincinnati, Ohio 45214  
au31

### DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: WE have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 390 Kings Highway, Brooklyn, N. Y. tfn

EVERYTHING! PRESSING, PROMOTION, national distribution. We give complete service to independent record companies. Call or write for free consultation and information. Prophet, Inc., 373 First Ave., N. Y. 10010 (212) 533-6370. tfn

GEAUGA RECORDS HAS OPENING for Singers and Bands. Records released within 30 days. We will press, distribute and promote records coast to coast. Geauga Records, Geauga Station B, Aurora, Ohio 44202. tfn

### PERSONAL

STAN LEVY—URGENT. CALL JACK Kiekligher, Jesup, Ga. (912) 427-2561. au31

### REAL ESTATE

BERGEN COUNTY — \$125,000  
LUXURY 10-ACRE HOME  
7 ACRES OF MOUNTAINSIDE  
FABULOUS RECORDING STUDIO  
OF LES PAUL  
In the Ramapo Mountains, 35 minutes—by car—from the George Washington Bridge. The surrounding that inspired and the studio where it was done—LES PAUL'S OWN. (Equipment available as an extra.) Contemporary-styled, luxury-dimensioned home. Living room, dining room, ultra-modern kitchen, club-like family room, five bedrooms, 4 1/2 baths; breathtaking view. JULIA HEAVEY, Realtor. (201) 337-4355.

### RECORD SERVICES

#### COUNTRY & WESTERN RECORDS ASSORTMENT

\$19 per 100, 50¢ postage.  
All top artists, Eddy Arnold, Flatt & Scruggs, Jim Reeves, etc. Dealers only. Many get full list price. U.S.A. only, check with order.

BARNES RECORDS  
Lehighton, Pa. 18235  
au31

#### Classified Advertising Department BILLBOARD MAGAZINE 165 West 46th Street New York, N. Y. 10036

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

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2. Check the heading under which you want your ad placed:
- |   |  |
|---|--|
| <input type="checkbox"/> BUSINESS OPPORTUNITIES | <input type="checkbox"/> PROMOTIONAL SERVICES        |
| <input type="checkbox"/> DISTRIBUTING SERVICES  | <input type="checkbox"/> WANTED TO BUY               |
| <input type="checkbox"/> EMPLOYMENT SECTION     | <input type="checkbox"/> PUBLISHING SERVICES         |
| <input type="checkbox"/> PROFESSIONAL SERVICES  | <input type="checkbox"/> USED COIN MACHINE EQUIPMENT |
| <input type="checkbox"/> MISCELLANEOUS          | <input type="checkbox"/> USED EQUIPMENT              |
| <input type="checkbox"/> RECORD SERVICE         | <input type="checkbox"/> INTERNATIONAL EXCHANGE      |

### CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 35¢ a word. Minimum: \$7. First line set all caps.  
DISPLAY CLASSIFIED AD: 1 inch, \$25. Each additional inch in same ad, \$18.  
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FREQUENCY DISCOUNTS: Display classified ads only. 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Monday, 11 days prior to date of issue.  
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International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1.50 per line. Minimum: 4 lines per insertion.  
DISPLAY CLASSIFIED AD: \$20 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

SEND ORDERS & PAYMENTS TO: James Flatley, International Exchange Advertising Director, Billboard, 165 W. 46th St., New York, N. Y. 10036, or Andre de Vekey, European Director, 7, Welbeck St., London W. 1, England.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE & ZIP CODE \_\_\_\_\_

PAYMENT ENCLOSED  BILL ME

### PROMOTIONAL SERVICES

NATIONAL RECORD PROMOTION AND Publicity. Pressing. No job too small. Consultation; questions answered re: recording, publishing, distribution. Morty Wax Promotions, 1650 Broadway, N.Y.C. CI 7-2159. tfn

#### National Record Promotion

(You Record It—We'll Plug It)  
Music Makers Promotion Network  
★ New York City ★  
20 Years' Dependable Service  
Brite Star, Cleveland, Ohio  
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.  
★ DISTRIBUTION ARRANGED  
★ MAJOR RECORD LABEL CONTACTS  
★ NATIONAL RADIO & T.V. COVERAGE  
★ BOOKING AGENT CONTACTS  
★ MAGAZINE-NEWSPAPER PUBLICITY  
★ RECORD PRESSING

General Office:  
209 Stahlman Bldg., Nashville, Tenn.  
Mailing Address:  
14881 Overlook Dr., Newbury, Ohio  
Send All Records for Review to:  
Brite-Star, 14881 Overlook,  
Newbury, Ohio  
CALL: Cleveland (216) JO 4-2211  
tfn

### PUBLISHING SERVICES

HOW TO WRITE, PUBLISH AND RECORD your own songs. Professional methods. Information free. Ace Publishing Co., Box 63, Dept. 2, Boston, Mass. 02101. se14

### PROFESSIONAL SERVICES

DEEJAYS! 6,000 CLASSIFIED GAG lines, \$5! Above plus 5,000 clever remarks, \$9! Comedy catalog free. Ed Orrin, Mariposa, Calif. 95338. no2

365 DAYS OF LAUGHTER: DAILY radio gag service. Sample a month, \$3. Box 3736, Merchandise Mart Station, Chicago, Ill. 60654. eow

### SCHOOLS & SUPPLIES

R.E.I.'S FAMOUS 5-WEEK COURSE for the First-Class Radio Telephone License is the shortest, most effective course in the nation. Over 98% of R.E.I. graduates pass F.C.C. exams for first-class license. Total tuition \$350. Job placement free. Write for brochure: Radio Engineering Incorporated Schools, 1336 Main St., Sarasota, Fla., or 3123 Gillham Road, Kansas City, Mo., or 809 Caroline St., Fredericksburg, Va. tfn

### PRESSING EQUIPMENT

PRESSING EQUIPMENT—NEW AND used at exceptional savings. For professional consultation service, write: Don Gabor Enterprises, 4645 Delafield Ave., Riverdale, N. Y. 10471. no2

### EMPLOYMENT SECTION

#### HELP WANTED

POP, R & B, JAZZ, RHYTHM & BLUES Songwriter to collaborate with composer-arranger. For information call Philadelphia, Pa. (215) PE 5-2172 or KI 5-6395. Ask for Segrato Andrees. au31

RECORD PRESSING PLANT NEEDS Production Supervisors. Our expanding operations require experienced men to take charge of production. All shifts. Excellent opportunity. Salary open. Long Island location. Write: Box 527, Billboard, 165 W. 46th St., New York, N. Y. 10036. se14

#### TAPE SALES

We are seeking a bright, aggressive man for FIELD SALES MANAGER. Position in POP tape division. Must have sales experience in pre-recorded tape or record business.

Also seeking young man for ASSISTANT SALES POSITION with good future. Write in confidence to Personnel Manager, stating full experience and salary desired. These are excellent opportunities.

#### GREENTREE ELECTRONICS

A Bell & Howell Co.  
P. O. Box BG Irvine, Calif. 92664  
au31

#### WANTED

Leading Los Angeles Rack Jobber needs expert salesman capable of getting new accounts. Only thoroughly experienced rack job salesman need apply. All replies held in strict confidence.

Write:  
BOX 528, c/o Billboard  
165 W. 46th St., New York, N. Y. 10036  
au31

### MISCELLANEOUS

AFTER HOURS POETRY—READ around the world. For your copy send \$1 to Jake Trussell, Box 951, Kingsville, Tex., U.S.A. au31

ANTIQUE RECORDS, MAKE OFFER, 10,000 78 rpm, mostly collector's items, 25 and 30 years old, perfect condition. All the big names from 1936 on up. Kay's Music Service, 147 Columbia Ave., Vandergrift, Pa. 15690. au31

FOR SALE—OLD RECORDS, PATENT dates 1903 and 1908. Recorded one side only, 78 r.p.m. Also, Ink Spots originals and others. Write: Mrs. Nolan, 6611 Missouri St., Hammond, Ind. 46323. au31

MUSICIANS, SINGERS AND WRITERS. Facts you should know concerning the music business. Information on recording and how to avoid costly mistakes. Only \$2. Solitaire Enterprises, P. O. Box 19226, Louisville, Ky. 40219. au31

#### NASHVILLE, TENN.'S

most convenient motel. Close to recording studios and business; courtesy car service; 24-hour telephone; 100% air conditioned; heated swimming pool.

Tel. (615) 255-4163  
ANCHOR MOTEL  
1921 West End Ave., U.S. 70W  
no30

READ "SONGWRITER'S REVIEW" magazine, 1697-B Broadway, N.Y.C. 10019. \$3 year; 35¢ sample. Guiding Light of Tin Pan Alley. Est. 1946. au31

SINGER-COMEDIENNE, PRETTY, about 21. Nancy Wilson type. Must be able to write good, fresh comedy material (don't send any). Send resume (from any part of country). Cheap photo optional to J. R. Norris, P. O. Box 1905, Indianapolis, Ind. 46204. au31

### INTERNATIONAL EXCHANGE

#### ENGLAND

FOR ALL THE LATEST HARD-TO-GET British releases, contact Tandy's speedy mail-order export service. LP's, \$6 by air mail or \$4 surface mail. Send cash with order or write for details from Tandy (B4), 273 Hakley Road West, Birmingham 32, U. K.

MAYALL'S LATEST ALBUM, "BARE Wires"; Small Faces "Nut Gone"; Pete Floyd's "Saucerfull of Secrets"; Beatles or any English album, \$6.50; or single, \$2 armalited. Pop magazine 75¢. Record Centre, Ltd., Nuneaton, England. tfn

#### 50,000 LP ALBUMS

Price, 60¢ (5/-)  
All major labels, pop, classical and jazz.  
Send for particulars to:  
MIDLAND RECORD CO. (EXPORT), LTD.  
402 Kings Road, London, S. W. 10  
Tel.: 01-352-5374 se14

#### UNITED STATES

ANTIQUE RECORDS, MAKE OFFER, 1,000 78 rpm, mostly collector's items, 25 and 30 years old, perfect condition. All the big names from 1936 on up. Kay's Music Service, 147 Columbia Ave., Vandergrift, Pa. 15690. au31



BOGEN COMMUNICATIONS DIVISION of Lear Siegler, Inc., has introduced a new AM/FM stereo receiver with a rated output of 75 watts. Of all-silicon, solid-state design, the RX150 has an FET tuner front end that is highly sensitive but will not cross-modulate or distort in strong signal areas. The suggested list price is \$299.95.

## Executive Turntable

• Continued from page 4

Bernie Sparago has been appointed national sales manager of Ambassador Records. For the past six years, Sparago has been with Ambassador as national sales account executive. Sparago will now be responsible for sales on a national basis and will supervise the activities of Ambassador's sales force—Fred Levi on the West Coast, Dave Radding in the East, Jim Hammond in the Midwest and Marv Jacobs in the South. Sparago will work closely with Ralph Stein, label's executive producer, on all new sales promotions, displays, merchandising ideas and development of new products.

★ ★ ★

Jack Schnyder has been promoted to advertising manager of Capitol Records Distributing Corp. In another promotion, Lew Marchese has been named production manager in the advertising department.

★ ★ ★

Gil Bogos has joined Lee Hazlewood's LHI Records as vice-president and executive vice-president. Bogos comes to LHI from Hitsville, distributor of Tamla-Motown in Los Angeles, where he was general manager. Prior to his post at Hitsville, Bogos was the promotion manager of California Record Distributors.

★ ★ ★

Harry E. Russow has been named vice-president of manufacturing operations of the International Tape Cartridge Corp. Prior to joining ITCC, Russow was most recently with Grumman Aircraft Engineering Corp. in program management of the NASA Lunar Module Program. Russow will supervise ITCC's equipment and production operations which are located in Fairfield, N. J.

★ ★ ★

William Burns has been appointed organization planning department director of Capitol Records, Inc. Burns replaces Lawrence Robbins, who has moved to the corporate staff of George Jones, vice-president, manufacturing and administrative services of Capitol.

★ ★ ★

Morty Gilbert has joined Fiesta Record Co. in the capacity of sales manager. He was formerly with ABC Records and, prior to that, has a lengthy association with Portem Distributors in New York.

★ ★ ★

Robert S. Bell, chairman of Packard Bell Electronics Corp., has joined the staff of Teledyne, Inc., which purchased the stereo-TV manufacturer in May. . . . Joe Scott has joined International Management Combine as general manager.

★ ★ ★

Marvin Kaiser, formerly product manager for Vox Instrument Co., has been appointed national sales manager of Rickenbacher, Inc., a guitar manufacturer. . . . Bernard Mitchell, national sales manager for Concord Electronics, has been appointed marketing manager of the consumer products division. . . . John Degatina has joined the professional department of Peer-Southern's West Coast office.

★ ★ ★

Jeff Smerin has joined United Artists Records in co-ordinating album packaging and publicity activity. Smerin will work with Frank Gauna, art director, to expedite the flow of component elements for finished album product, and will assist Marty Hoffman, director of creative services, with publicity and other matters. Smerin previously had a variety of assignments in the agency field.

# Musical Instruments

## Sound of India Gains Momentum From Tour

By RAY BRACK

NEW YORK—While the sitar, sarod and tabla are now familiar to most U. S. musical instrument dealers, and a significant number of consumers, other Indian instruments, such as the tamboura, shehnai, mridangam, sarangi and santoor, have received little or no popularization in this country by means of recordings and concert appearance by Indian artists.

Now, these other obscure, classical instruments of India are getting well-publicized exposure in the U. S. through a recital tour by 13 Indian musicians. Featured is Ravi Shankar, Billboard's recording artist of the year in 1967 and the sitarist chiefly responsible for the current high level of popularity enjoyed by classical Indian music in the U. S. In addition

to albums by Shankar himself, scores of LP's by other Indian artists (and by Western musicians playing Indian instruments) have been released over the past two years. The enthusiastic reception given Shankar's recordings in particular prompted the introduction of authentic and amplified sitars at the 1967 Music Show in Chicago. Certain metropolitan music dealers have reportedly done relatively well with sales of this instrument.

The recital tour is being billed as Ravi Shankar and His Festival From India. Shankar serves as artistic director and featured sitarist. Others in the troupe are Jitendra Abhisheeri, vocalist; Kamala Chakravarty, player of the tamboura, the drone background instrument which plays continuously with most of the group's ensemble numbers; Ashish Khan, sarod player; Mohammad Miskin Khan, player of the shehnai, an oboe-like reed instrument; Fakis Mohammad Khan, dholak (drum) player; Shivukmar Sharma, on the santoor, a 116-stringed instrument

## Dept. Expansion At McCready's

SPRINGFIELD, Ohio—McCready Piano & Organ Co. has opened a new department here for brass, reed, percussion and string instruments. E. E. Oesterle, of Springfield, will serve as the department's sales manager.

played with mallets like a hammered dulcimer and with a sound similar to that of the harpsichord; Sabri Khan, player of the Sarangi, a bowed cello-like instrument; Sharad Kumar, player of a wind instrument called the shehnai, and also the rabab, from which the sarod evolved; N. C. Mullick, tamboura player; Alla Rakha, tabla player; Palghat Traghhu, player of an ancient drum called the mridangam; and Lashmi Shankar, vocalist and assistant director of the festival.

Scheduled performances include Sept. 6-7 at the Merrivather Post Pavilion, Columbia, Md.; Sept. 12-13 at Lincoln Center Philharmonic Hall, New York, and Sept. 14-15 at Carnegie Hall, New York.

## Today's Music Requires The Total Percussionist

By RON SCHLACHTER

EVANSTON, Ill.—The percussionist of today must be a total musician. This assessment was made by a group of seven panelists at a recent two-week percussion symposium held here at Northwestern University.

Speaking for the jazz field, vibes man Gary Burton said: "A more general knowledge of music is required today of percussionists. There is a demand for drummers to be more creative.

"You have to be something special today. You have to have

your own identity. Consequently, demands and confines are becoming more strict. However, you can't be so far out that you can't fit into a group."

Burton, who performed at the symposium with his quartet, was seconded in his remarks by Dick Schory, vice-president of marketing for the Ludwig Drum Co.

"With today's music, you have to be a little of everything—must be a total percussionist," said Schory, who was in charge of the symposium with John

BEST SELLING  
Billboard **Folios**  
BEST SELLING POPULAR SHEET MUSIC  
(Alphabetically)

ALFIE (Famous)  
BORN FREE—Vocal (Cimino)  
BY THE TIME I GET TO PHOENIX (Hansen)  
CAN'T TAKE MY EYES OFF YOU (Cimino)  
CLIMB EVERY MOUNTAIN (Chappell)  
EXODUS—Vocal (Chappell)  
GENTLE ON MY MIND (Hansen)  
GEORGY GIRL (Chappell)  
HONEY (Hansen)  
I WILL WAIT FOR YOU (Cimino)  
IMPOSSIBLE DREAM (Sam Foxx)  
LOOK OF LOVE (Hansen)  
LOVE IS BLUE (Criterion)  
MISTY (Bregman, Vocco & Conn)  
MOON RIVER (Famous)  
MORE (Marks)  
MY CUP RUNNETH OVER (Chappell)  
SHADOW OF YOUR SMILE (Big 3)  
SOMEWHERE MY LOVE (Big 3)  
SOUND OF MUSIC—Vocal Selections (Chappell)  
SUNNY (Hansen)  
SUNRISE SUNSET (Plymouth)  
THIS GUY'S IN LOVE WITH YOU (Plymouth)  
UP, UP & AWAY (Hansen)  
WHAT NOW MY LOVE (Warner Bros.-7 Arts)  
WHAT THE WORLD NEEDS NOW (Cimino)  
YESTERDAY (Hansen)



CHUCK LANE, typical of the young entertainers now spotlighting the "Hammond Sound." Here, he is seen with drummer Terry Ryland and guitarist Clark Pierson. The trio is appearing at Nightfall Lounge on Chicago's far north side. Wayne, who played organ on the Bill Black Hi Records' recording of "Turn On Your Love Light," said Hi Records had to cut off the doorjamb of the studio to accommodate the B3 shown here. "Then they wanted to buy it from me," Wayne said.

Paynter, director of bands at Northwestern. In addition to Burton and Schory, other panelists were Joe Morello, Roy Haynes, Frank Arsenault, Ludwig clinician; Jim Sewrey, Ludwig educational director, and Bob Tilles, DePaul University faculty member.

## Free Drawings Help to Build August Traffic

MINNEAPOLIS — Schmitt Music Co. here offered free musical instruments during its annual August sale at its downtown store and branch outlets in South Minneapolis and North suburbs.

Shoppers were urged to register for drawings on a Cable Nelson piano, Wurlitzer home organ, Fisher stereo and a Espana classic guitar. Persons could register at any of the four Schmitt outlets.

The offer was made to stimulate interest in specially priced instruments, including pianos, organs, stereos and other popular units. These included rental returns, discontinued styles and finishes, used pianos and many one-of-a-kind items. Terms included a \$25 down payment with the sales balance on Schmitt's monthly payments.

## Durathaler Retires

COLUMBUS, Ohio — Henry Durathaler, who has headed the Durathaler Organ & Piano Sales firm here for a number of years, turned the management over to his son Dale when he retired on his 65th birthday recently. The younger Durathaler has been associated with the business since high school graduation.

**Ey** When you can't get close to your listeners, you need the help of a good sound system. It's hardly a new problem. Professional sound engineers in radio, TV, and the movies have been dealing with it for years.

Perhaps you've noticed that their overwhelming choice is Electro-Voice. Surveys consistently show more E-V microphones at major news events than all other U.S. brands combined, for instance.

You'll also find E-V speakers wherever sound quality really counts. From huge stadiums to home high fidelity systems. In churches, auditoriums, schools and night clubs... wherever people listen critically.

And now Electro-Voice musical instrument loudspeakers have been created to add a new dimension to music. They are an integral part of organs, electronic saxophones, and the ubiquitous guitar. Carefully designed to add clarity and power wherever they are used.

Good music demands good sound. Insist on Electro-Voice microphones and speakers and let your audience hear you at your best. We'll let nothing stand in your way!

ELECTRO-VOICE, INC. Dept. 888W  
647 Cecil Street, Buchanan, Michigan 49107



*Like it or not,  
there's something  
standing between  
you and your  
audience.*

**SPACE.**



# New Album Releases

- ABC**  
EDEN'S CHILDREN—Sure Looks Real; ABCS-652  
THE IMPRESSIONS—The Best of the Impressions; ABCS-654  
JOEY BISHOP—Joey Bishop Sings Country; ABCS-656  
ANWAD JAMAL—Tranquility; ABCS-660
- ASCOT**  
THE UNSPOKEN WORD—Tuesday, April 19th; AS 16028
- ARV INTERNATIONAL**  
STEVE JORDAN & JORDAN BROTHERS—La Bamba; ARV 1001
- ATLANTIC**  
THIS IS CLARENCE CARTER; SD 8192
- BLUE NOTE**  
HERBIE HANCOCK—Speak Like a Child; BST 84279
- BLUESWAY**  
B. B. KING—Lucille; BLS 6016  
DIRTY BLUES BAND—Stone Dirt; BLS 6020
- CAEDMON**  
ANTHONY QUAYLE—Sinbad the Sailor; TC 1245  
ANTHONY QUAYLE—Aladdin and the Magic Lamp; TC 1250  
ANTHONY QUAYLE—All Baba and the Forty Thieves; TC 1251  
ROBERT STEPHENS—Mary Poppins; TC 1246
- CALENDAR**  
THE ARCHIES; KES 101
- COLGEMS**  
SOUNDTRACK—Interlude; COSO 5007
- COMMAND**  
ROBERT MAXWELL—Harpistry In Rhythm; 932 SD  
WARREN KIME & HIS "BRASS IMPACT" ORCHESTRA; 935 SD  
WILLIAM STEINBERG AND THE PITTSBURGH SYMPHONY ORCHESTRA; My Fair Lady/The Sound of Music; 10041 SD
- DERAM**  
ROUND AMEN CORNER; DES 18041
- DOT**  
BILLY VAUGHN—A Current Set of Standards; OLP 25882
- ELEKTRA**  
THE MORAY EELS EAT THE HOLY MODAL ROUNDERS; EKS 74026
- EPIC**  
EDDIE BOYD—7936 South Rhodes; BN 26409  
STAN HITCHCOCK—I'm Easy to Love; BN 26408  
THE COUNTRY GENTLEMEN'S LADY GOLDIE HILL SMITH SINGS HER FAVORITES; BN 26410  
DION VALENTE; BN 26335
- IMPERIAL**  
DAVE DEE, DOZY, BEAKY, MICK, & TICH—Time To Take Off; LP 1240  
SUNSHINE COMPANY—Sunshine & Shadows; LP 12399
- IMPULSE**  
GABOR SZABO—The Best of Gabor Szabo; AS 9173
- JAY JAY**  
JIMMY STURR AND HIS BIG BAND/GENE WISNEWSKI—Polkas at Their Best 5002
- KAMA SUTRA**  
LT, GARCIA'S MAGIC MUSIC BOX—Cross the Border; KLPS 8071
- LIBERTY**  
VIKKI CARR—Don't Break My Pretty Balloon; LST 7565  
MARTIN DENNY—Exotic Love; LST 7585  
THE HEADS—Heads Up; LST 7581  
PAUL NERO—Soul Party; LST 7586
- LONDON**  
RAYMOND SINGERS ETCETERA—Feelin'; SP 44111  
VARIOUS ARTISTS—All American Hits; PAS 71023
- MGM**  
BEACON STREET UNION—The Clown Died In Marvin Gardens; SE 4568  
TOMPALL & THE GLASER BROTHERS—The Wonderful World of Glaser Brothers; SE 4577  
SAM THE SHAM—Ten of Pentacles; SE 4526  
ULTIMATE SPINACH—Behold and See; SE 4570  
HANK WILLIAMS—In the Beginning; SE 4576  
HANK WILLIAMS JR.—A Time to Sing; SE 4540 ST
- MUSICLAND U.S.A.**  
WALTER SCOTT—"Great Scott"; 3502

- NONESUCH**  
AKRATA PITHOPRAKTA/CAPRICCIO FOR THE VIOLIN & ORCH./Denatura Xenakis/Penderekij; SONORIS H 71201  
VARIOUS ARTISTS—Student Music In 17th Century Leipzig; H 71204  
LUKAS FOSS/BAROQUE VARIATIONS—John Case/Concerto for Prepared Piano & Orchestra; H 71202  
RICHARD STRAUSS/OTTORINO RESPIGHI—Sonata for Violin & Piano, Op. 18/Sonata In B Minor for Violin & Piano; H 71205  
JEAN SIBELIUS—4 Legends From "The Kalevala" Op. 22; H 71203  
RAMNAD KRISHNAN: VIDWAN/SONGS OF THE CARNATIC TRADITION; HB 72023
- OKEH**  
DETROIT CITY LIMITED—Ninety-Eight Cents Plus Tax & Other Hits; OKS 14127
- PRESTIGE**  
KENNY BURRELL—Out of This World; PR 7578  
BYRDIE GREEN—Sister Byrdie; PR 7574  
ILLINOIS JACQUET—Bottoms Up; PR 7575  
ERIC KLOSS—We're Going Up; PR 7565  
BROTHER JACK McDUFF—Soul Circle; PR 7567  
HOUSTON PRESTON—Blue Odyssey; PR 7566  
THE YOUNG ONES—Is It Too Late; PR 7590
- PROJECT 3**  
VARIOUS ARTISTS—21 Trombones Rock/Jazz/Blues; PR 5024 SD
- RCA**  
JEFFERSON AIRPLANE—Crow of Creation; LSP 4058  
CAP'N JOHN HANDY—New Orleans and the Blues; LSP 3929  
JOHNNY DODDS; LPV 558  
VARIOUS ARTISTS—I'm Just Wild About Animal Crackers; LPV 557
- REPRISE**  
SAMMY DAVIS JR.—Lonely Is the Name; RS 6308  
FATS DOMINO—Fats Is Back; RS 6304  
THE FIRST EDITION'S 2ND; RS 6302  
TRINI LOPEZ—Welcome To Trini Country; RS 6320  
DEAN MARTIN'S GREATEST HITS VOLUME 2; RS 6320
- RIVERSIDE**  
WES MONTGOMERY; RS 3036  
CANNONBALL ADDERLEY—The Best of Cannonball Adderley; RS 3038
- SPAR**  
RICKY PAGE—Harper Valley P.T.A.; SPAR 3011
- TOWER**  
THE ARROWS—Wild in the Streets; ST 5139  
REX GARVIN & THE MIGHTY CRAVERS—Raw Funky Earth; ST 5130  
LOUVIN BROTHERS—Country Heart & Soul; OT 5122  
TEDDY AND THE PANDAS—Basic Magnetism; ST 5125  
IAN WHITCOMB—Sock Me Some Rock; ST 5100

- 20th CENTURY-FOX**  
HUGO MONTENEGRO — The Montenegro Brand; TFS 3204  
SOUNDTRACK—Joanna; TFS 4202  
SOUNDTRACK—Star; TFS 5102
- UNITED ARTISTS**  
BOBBY GOLDSBORO—Autumn of My Life; UAS 6657  
PIC-NIC, CALLATE—Mush Little Baby; UNS 15547  
SOUNDTRACK—Salt & Pepper; UAS 5187  
DON TWEEDY & HIS ORCH.—The Honey Touch; UAS 6661
- VANGUARD**  
THE REVEREND GARY DAVIS AT NEWPORT; SRV 73008  
ELIZABETH; VSD 6501  
ERICH KUNZ SINGS GERMAN UNIVERSITY SONGS; SRV 2785D  
UTAH SYMPHONY ORCH. (ABRAVANEL)—Mahler: Symphony No. 8 In E Flat Major; SRV 6175D  
CARL SCHURICHT CONDUCTS 5 GREAT STRAUSS WALTZES & 3 POLKA CLASSICS; SRV 2565D  
NOTES FROM THE UNDERGROUND; VSD 6502
- VANGUARD CARDINAL**  
ANTON HEILLER — J. S. Bach; Eighteen Chorale Preludes of Diverse Kinds; Vol. I #1-8; VCS 10039  
ANTON HEILLER—J. S. Bach; Eighteen Preludes of Diverse Kinds; Vol. II #9-18; VCS 10040  
EARL WILD—The Daemonic Liszt; VCS 10041
- VEEP**  
ST. MARKS GOSPEL ENSEMBLE—If I Can Help Somebody (Then My Living Shall Not Be In Vain); VPS 165 25
- VERVE**  
STAN GETZ—What the World Needs Now; V6-8752  
ALICE McCLARITY—One Life; V6-5040  
RIGHTEOUS BROTHERS—One for the Road; V6-5058
- VERVE/FORECAST**  
FRIEND AND LOVER—Reach Out of the Darkness; FTS 3055  
JIM & JEAN—People World; FTS 3015  
ERICH ANDERSON—Avalanche; WS 1748  
KENSINGTON MARKET—Avenue Road; WS 1754  
SOUNDTRACK—Petula; WS 1755
- VAULT**  
ANNA MARGARIDA—Anna; VAULT/118
- WARNER BROS.-SEVEN ARTS**  
PETULA CLARK—Petula; WS 1743  
THE GREATFUL DEAD—Anthem of the Sun; WS 1749  
GLENN YARBROUGH—Sings the Words & Music of Rod McKuen; WS 1736
- WING**  
HUGH MASEKELA; SRW 16358
- WORLD PACIFIC**  
KALI BAHU—Cosmic Remembrance; WPS 21875  
THROUGH THE EYES OF TERRY BER; WSP 21876  
BILLY LARKIN & THE DELEGATES—Dr. Feelgood; WPS 21874

# TOP 40 Easy Listening

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

THIS WEEK	Wk. Ago			TITLE, Artist, Label & Number	Weeks On Chart
	1	2	3		
1	1	1	3	CLASSICAL GAS Mason Williams, Warner Bros.-Seven Arts 7190 (Irving, BMI)	11
2	2	7	7	DREAM A LITTLE DREAM OF ME Mama Cass with the Mamas & Papas, Dunhill 4145 (Words & Music, ASCAP)	8
3	3	4	4	TURN AROUND, LOOK AT ME Vogues, Reprise 0686 (Viva, BMI)	14
4	6	11	19	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M 961 (Comet, ASCAP)	4
5	9	10	11	DON'T GIVE UP Petula Clark, Warner Bros.-Seven Arts 7216 (Duchess, BMI)	7
6	4	2	2	AUTUMN OF MY LIFE Bobby Goldsboro, United Artists 50318 (Unart, BMI)	10
7	5	5	5	IMPOSSIBLE DREAM Roger Williams, Kapp 907 (Fox, ASCAP)	8
8	12	—	—	MY WAY OF LIFE Frank Sinatra, Reprise 0764 (Roosevelt, BMI)	2
9	8	8	10	HALFWAY TO PARADISE Bobby Vinton, Epic 10350 (Screen Gems-Columbia, BMI)	7
10	28	—	—	TO WAIT FOR LOVE Herb Alpert, A&M 964 (Blue Seas/Jac, ASCAP)	2
11	7	6	6	DREAMS OF THE EVERYDAY HOUSEWIFE Glen Campbell, Capitol 2224 (Combine, BMI)	9
12	10	3	1	THIS GUY'S IN LOVE WITH YOU Herb Alpert, A&M 929 (Blue Seas/Jac, ASCAP)	16
13	11	9	9	HANG 'EM HIGH Hugo Montenegro, RCA Victor 47-9554 (Unart, BMI)	11
14	13	12	14	LITTLE GREEN APPLES Patti Page, Columbia 44556 (Russell-Cason, ASCAP)	11
15	17	21	27	ALL MY LOVE'S LAUGHTER Ed Ames, RCA Victor 47-9589 (Canopy, ASCAP)	5
16	15	16	16	I REALLY WANT TO KNOW Jack Jones, RCA Victor 47-9564 (Screen Gems-Columbia, BMI)	8
17	20	22	23	THE MUSIC PLAYED (Was Ich Der Sagen Will) Matti Munro, Capitol 2207 (Easy Listening, ASCAP)	7
18	29	—	—	HELP YOURSELF Tom Jones, Parrot 40029 (Famous, ASCAP)	2
19	24	30	—	APRIL AGAIN Dean Martin, Reprise 0761 (Pamona, BMI)	3
20	26	31	—	SAN FRANCISCO—WEAR SOME FLOWERS IN YOUR HAIR Paul Mauriat, Philips 40550 (Wingate/Honest John, ASCAP)	3
21	22	23	24	MONTAGE FROM HOW SWEET IT IS Love Generation, Imperial 66310 (National, ASCAP)	6
22	23	24	29	THIS GIRL'S IN LOVE WITH YOU Eydie Gorme, Calendar 63-1004 (Blue Seas/Jac, ASCAP)	5
23	14	13	8	LOOK OF LOVE Sergio Mendes & Brasil '66, A&M 924 (Colgems, ASCAP)	18
24	27	29	32	THIS GUY'S IN LOVE WITH YOU Tony Mottola, Project 3 1337 (Blue Seas/Jac, ASCAP)	5
25	36	—	—	WHO'S GONNA LOVE ME? Dionne Warwick, Scepter 12226 (Blue Seas/Jac, ASCAP)	2
26	18	15	15	GRAZING IN THE GRASS Hugh Masekela, UNI 55066 (Chisa, BMI)	8
27	16	14	13	SWEET MEMORIES Andy Williams, Columbia 44527 (Auff-Rose, BMI)	15
28	19	20	20	GENTLE ON MY MIND Boots Randolph, Monument 1081 (Glaser, BMI)	6
29	37	—	—	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Auff-Rose, BMI)	2
30	33	35	—	BATTLE OF NEW ORLEANS Harpers Bizarre, Warner Bros.-Seven Arts 7223 (Warden, BMI)	3
31	21	18	18	HAPPY Nancy Sinatra, Reprise 0756 (Hazelwood, ASCAP)	7
32	35	—	—	THAT OLD TIME FEELING Dean Martin, Reprise 0761 (Pamona, BMI)	2
33	32	32	34	SEALED WITH A KISS Gary Lewis & the Playboys, Liberty 56037 (Post, ASCAP)	4
34	25	26	31	MR. NICO Four Jacks & a Jill, RCA Victor 47-9572 (Milene, ASCAP)	4
35	31	36	38	ON A BEAUTIFUL DAY Sunshine Company, Imperial 66308 (Unart, BMI)	5
36	38	39	—	VILLA RIDES Mantovani, London 20040 (Famous, ASCAP)	3
37	39	—	—	LITTLE GREEN APPLES O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	2
38	34	34	35	ALL THE BRAVE YOUNG FACES OF THE NIGHT Tommy Leonetti, Columbia 44562 (Cinton, ASCAP)	6
39	40	—	—	WALK IN THE PARK Claudine Longet, A&M 967 (Great Honesy, BMI)	2
40	—	—	—	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	1

## BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2	2	THE ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	26
2	3	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	48
3	1	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	17
4	4	PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	10
5	14	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	8
6	7	SOUL BAG Mongo Santamaria, Columbia (No Mono); CS 9653 (S)	7
7	11	BEST OF WES MONTGOMERY Verve V 8714 (M); V6-8714 (S)	39
8	9	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957	3
9	6	LIGHTHOUSE '68 Jazz Crusaders, Pacific Jazz (No Mono); ST 20131 (S)	23
10	10	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	6
11	5	LOOK AROUND Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)	24
12	12	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	6
13	8	SERENADE TO A SOUL SISTER Horace Silver Quintet Featuring Stanley Turrentine, Blue Note (No Mono); BST 84277 (S)	6
14	13	UP POPS RAMSEY LEWIS Cadet LP 799 (M); LPS 799 (S)	24
15	—	LOOK OF LOVE Stanley Turrentine, Blue Note (No Mono); BST 84286 (S)	1
16	—	BEST OF WES MONTGOMERY, VOL. 2 Verve (No Mono); V6-8755 (S)	1
17	15	BURT BACHARACH . . . REACH OUT A&M LP 131 (M); SP 4131 (S)	33
18	20	BEST OF LOU RAWLS Capitol (No Mono); ST 2948 (S)	2
19	17	UP IN ERROLL'S ROOM Erroll Garner, MGM E 4520 (M); SE 4520 (S)	6
20	18	PORTRAIT OF RAY Ray Charles, ABC (No Mono); ABCS 625 (S)	18

Billboard SPECIAL SURVEY For Week Ending 8/31/68

# Coin Machine World

## Label Brass Responding To MOA's Bill Cannon

HADDONFIELD, N. J. — During the past few months, top executives with at least 20 labels have been in contact with Bill Cannon here. Letters and phone calls from one-stops pour in regularly. The result of Cannon's many appearances before trade associations, at record company sales meetings and through in-person contact with labels has made the president of Music Operators of America (MOA) a fountainhead of jukebox programming information.

Record executives are listening now, as Cannon points out:

- "Ninety per cent of all c&w singles go on jukeboxes.

- "If a single that sells only 7,000 copies can justify the release of an LP, consider that 7,000 is only 1.7 per cent of the lowest estimate of 500,000 jukeboxes in the U. S.

- "Because of tightened playlists, as high as 83 per cent of all new singles released never get on the air.

- "The jukebox is a ballot box, the only true reflection of public taste. Our weekly analysis of location preference and feedback provide amazing information.

- "Feedback cards from any group of two dozen locations show that no one record is among the top players of more than 12 of the 24 boxes.

- "Acid, head, underground, progressive rock—whatever you call the new music of the young generation—it's getting play in adult locations. But so are oldies. Among the Top 10 on one jukebox we have 'Daddy's Little Girl,' 'To Each His Own,' 'Cabaret' and 'Paper Doll.'

(Continued on page 52)

## Mod 'Money Grabber' Unveiled by Rock-Ola

NEW YORK — Psychedelic style, color and animation (optional) highlight the new features of the Rock-Ola 440, unveiled at the Plaza Hotel here last week by the Rock-Ola Manufacturing Corp.

Called the Psychedelic Money Grabber, Model 440 boasts a new transistorized receiver, powered remote volume control with on-off switch, new speaker positioning and two-plays-for-a-quarter kit. Other features include album play and an optional dollar bill acceptor.

## Mo. Assn. in Member Drive; Elects Hunolt

MACON, Mo. — Direct-to-location sales, restrictive ordinances dealing with coin-operated pool tables and preparation for unforeseen problems have caused the Missouri Coin Machine Council to launch an all-out membership drive. Meeting here last week, the group elected a new president and heard from Music Operators of America (MOA) treasurer, A. L. (Lou) Ptacek Jr.

(Continued on page 52)

## 'COIN'CIDENTALLY

## Why Not Nat'l Museum for Coin-Operated Equipment?

Now that the 80th anniversary of the jukebox is upon us and the 40th anniversary of the pinball game is at hand (1970), it is time the coin machine industry acted to establish a first-class, comprehensive national museum for all types of coin-operated entertainment equipment.

The idea of a coin machine museum is not new. It's been circulating around the industry for years. Small collections of equipment have been placed on display in several cities, generally by persons not directly involved in the coin machine business. Some operators, distributors and

manufacturers have semi-public displays. But many of the finest examples of coin-actuated entertainment technology are scattered among general-purpose museums. Now, before most of the vintage models become unavailable, is the time to assemble a definitive collection that could well come to be considered one of the most colorful industry exhibits in the world.

The coin machine museum should contain representative models of the early coin-operated pianos, organs, orchestrons and other musical instruments.

(Continued on page 50)

## Pick Pierce Again in Wis.

By BENN OLLMAN

LAKE DELTON, Wis.—The Wisconsin Music Merchants Association re-elected Clinton Pierce president and embarked on a vigorous membership drive here last week. The trade group heard MOA executive vice-president Fred Granger promise greater public relations efforts by MOA so people will stop thinking of operators in "Bonnie and Clyde" terms.

Serving with Pierce, who has headed the State trade group since its inception, as officers are Jim Stansfield, LaCrosse, vice-president, and Ed Dowe, Beaver Dam, secretary.

(Continued on page 48-B)



HIRSH DE LA VIEZ visited Chicago last week to make preparations for the Music Operators of America (MOA) Show, which he will stage Oct. 13 in the Grand Ballroom of the Sherman House. Shown here, from left to right, studying a floor plan of the ballroom, are Stanley Kambic, Sherman catering manager; de La Viez and Fred Granger, MOA executive vice-president.

# turn on

## see the first

of a wild new generation of swingin' ROCK-OLA money makers at your distributor's open house! Date to be announced in this magazine soon.

# ROCK-OLA

# Tell MDTA Mechanic Training Plan; New School Set Up in Washington

By EARL PAIGE

LAKE DELTON, Wis.—Operators here learned last week how 23 coin mechanics received government-paid training at National Institute of Coin Me-

chanics in Denver. Representing the school, which has just opened another training center near Washington, were secretary-treasurer Robert Cooper

and Fred Mills. Robert Rondeau, Empire Distributing, Inc., Menominee, Wis., organized the training seminar.

Rondeau introduced John Del Santo, a Wisconsin Manpower Development Training Act (MDTA) specialist, who addressed the Wisconsin Music Merchants Association.

Rondeau explained to the group how he had worked through Del Santo's office in placing the 23 students. All are now employed by operators throughout Wisconsin.

Highlights of the program:  
 • MDTA, which has recognized the Denver school, will pay the \$750 tuition for the 18-week course, teaching basic electricity and the repair of

(Continued on page 49)

# Wisconsin Operators Meet



FRED MILLS, National Institute of Coin Mechanics, Denver, is shown here as he addressed the Wisconsin Music Merchants Association last week. In right photo, Clinton Pierce, a dean of the coin machine industry, who was re-elected president of the Wisconsin group.



ROBERT (BOB) RONDEAU, Empire Distributing, Inc., Menominee, Wis. (left photo), organized a seminar on mechanic training. In right photo, Fred Granger, executive vice-president, Music Operators of America (MOA), is seen addressing the group.



HARRY SCHMITZ, Hilbert, Wis., operator (left), and Les Montooth (center) corner Billboard reporter Earl Paige.



JOHN DEL SANTO, a Manpower Development Training Act specialist (left), chats with Mr. and Mrs. William DerLeth, husband and wife operator team from Woodruff, Wis.

### ELECTRIC SCOREBOARDS . . 2 Models

<p><b>OVERHEAD MODEL</b> (Natural finish hardwood cabinet)</p> <p>• Two-faced. Scores 15-21 and/or 50 pts. . . . \$169.50 F.O.B. Chicago.</p>	<p><b>NEW SIDE-MOUNT MODEL</b> (Walnut Formica finish—easy to clean)</p> <p>• Scores 15-21 and/or 50 pts. Also 15-21 pts. only. . . . \$249.50 F.O.B. Chicago.</p>
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EACH model also has these features:  
 • 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play. Easily serviced.  
 • "Game Over" light flashes on at end of game.  
 • Large metal coin box—holds \$500 in dimes.  
 Terms: 1/3 dep., bal. C.O.D. or S.D.

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### BILLIARD SUPPLIES

Professional quality Billiard Cloth—green, blue and gold.

2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set . . . \$19.95  
 57" Cues—str., \$2.95 ea., \$33 dz.  
 57" Jointed Cues . . . . . \$7.50 up  
 Heath and A.B.T. Coin Chutes.  
 Complete line. Write for new list.

# Pick Pierce Again in Wis.

• Continued from page 48-A

Directors include Roger Bookmeier, Green Bay; Sam Hastings, Milwaukee; Russ Dougherty, Wisconsin Rapids, and Lou Glass, Madison.

Nearly 40 operators and wives attended the sessions. The turnout fell slightly under last year's level but president Pierce attributed this to the fact that there is no legislative heat on at present to stimulate interest.

Granger touched on lagging attendance at State meetings in his speech. "I always advise associations to hold their meeting regularly, problems or not. The association that continues to function remains healthy and is in better shape to handle problems when they do arise.

"There is a definite need in this industry for State organizations. It is simply good public relations. You and your industry carry more weight with your State legislators if they know you are backed by a well-established association.

Granger also outlined the services and benefits accruing to operators holding membership in MOA.

"The continuing battle being carried on in your behalf by MOA against ruinous music copyright fees is alone worth your membership dues," he said.

Reviewing the national legislative situation, Granger, added: "Nothing has fundamentally changed since I spoke to you here last year. It is safe to predict that nothing new will

happen this year. Next year, however, will be different. We are told that Senator McClellan, head of the Senate Judiciary Committee, intends to get at the copyright bill early in the session. So you can readily see why we must not permit ourselves to become complacent and let down our defenses."

According to Granger, one of the industry's most urgent problems is image improvement. He related how recent negotiations in establishing new MOA insurance programs revealed the desperate need for upgrading the public image of the average jukebox operator.

"Next year, MOA will devote an increasing share of its time to spearheading a drive to improve the public impression of our industry. Most people still consider us in the frame of reference that is at least 35 years behind the times.

"They think of us in 'Bonnie and Clyde' terms. We have to update this stereotype. That job can be done, and MOA is going to show the way."

The meeting agenda featured two speakers from the Illinois Coin Machine Operators Association, Lou Casola, Rockford, and Les Montooth, Peoria.

Casola advised the Badger operators to "start thinking seriously about two-for-a-quarter music pricing. Today's operator must set his prices according to overhead, just as any other businessman."

Montooth said: "We approached our best locations to start with, and explained our need for more revenue to catch up with our costs. We also told them that the public was ready for the new two-for-a-quarter and five-for-a-half pricing.

Our receipts immediately moved up 30 per cent in these spots. Since then, most of our locations have followed along with the new price proposal.

Montooth included this final bit of advice. "Don't approach your locations half-heartedly and ask if they will try two-for-a-quarter, you have to be positive. Tell them how it is going to be and assure them that two-for-a-quarter will be successful, and it will."



LES MONTOTH, Peoria, Ill., operator and industry leader, seen addressing the gathering. In right photo, Lou Casola, former MOA president and long-time industry figure, who took time out from his Rockford, Ill., real estate business to visit the Wisconsin group.

# split out

## see the first

of a wild new generation of swingin' ROCK-OLA money makers at your distributor's open house! Date to be announced in this magazine soon.

# ROCK-OLA

# KAMA Meet Set in Sept.

MANHATTAN, Kan.—Kansas Amusement & Music Association (KAMA) will hold its first annual meeting here Sept. 7-8. Host will be Lou Ptacek, of Bird Music Co., Inc.

A new slate of officers will be elected. The Association started with four members and has since grown to 16 paid-up members. Current officers include Harlan Wingrave, Emporia, president; Gus Prell, Bremen, vice-president, and Ronald Cazal, Wichita, secretary-treasurer.

"In our first year we have been able to sell the value of this organization to the operators," President Wingrave remarked. "Since we've not had an organization in Kansas for some time, selling the new one has been a slow process.

"We need a definite group. We can't accomplish much without it. Presently we're in the process of working on retirement benefits.

"I hope one of our big goals next year will be to get all the operators and their families at our meetings so they can enjoy these outings together. The social aspect among all members is the first step toward protecting ourselves against any adverse conditions in the State. We can't fight among ourselves and fight other problems—no organization can."



MEET THE STARS, a new promotion of Sega Enterprises, Japan, found the firm recently spotlighting Hayashiya Sampay, a leading Japanese comedian and the new Rock-Ola seen above. Sampay's newest hit record in Japan is "Bachi-Bachi." The promotion is aimed at creating promotional photographs of leading recording stars posing with coin-operated equipment for use in locations.

## Busy Lobbyist

LOS ANGELES—Gordon H. Garland, public relations consultant for the California Music Merchants Association, filed his lobbyist expense report last week as required by State law. Garland listed his total May expenses at \$3,035.28 for representing the Music Merchants Association, California Water Association, California Chiropractic Association, Amusement Device Associates, Golden Gate Bridge & Highway District and Stone Corral Irrigation & Soil Conservation Districts.

# February Exports Up

WASHINGTON — Exports of jukeboxes, games and vending machines in February this year exceeded figures for the same period a year ago, according to U. S. Department of Commerce reports. Among countries registering significant increases were West Germany, Canada, United Kingdom and Japan.

A comparison of totals for both periods: jukeboxes, \$1,145,888 in 1968 as against \$720,850 a year ago; games, \$3,731,824 compared with \$2,583,839; vending machines, \$1,029,440, up from \$655,237.

JUKEBOXES		
	1967	1968
Canada	38,751	64,398
Mexico	822	500
Guatemala	2,252	1,860
Panama	8,105	632
Honduras	2,821	11,550
Nicaragua	10,620	600
Bahamas	None	3,020
Costa Rica	2,892	No Report
Salvador	No Report	3,380
Venezuela	None	37,785

Peru	9,813	No Report
Sweden	None	6,255
Norway	None	260
Denmark	3,897	6,709
United Kingdom	92,003	124,999
Netherlands	11,690	78,239
Belgium	121,120	99,288
France	24,765	63,613
West Germany	183,371	381,517
Austria	None	35,540
Switzerland	45,322	No Report
Portugal	None	No Report
Malta	None	No Report
Italy	740	33,595
Japan	124,020	186,005
Australia	19,175	875
Other Countries	18,671	5,268
Total	720,850	1,145,888

GAMES		
Canada	26,610	108,257
Mexico	No Report	8,375
Honduras	No Report	2,980
Panama	33,408	7,501
Bermuda	3,594	No Report
Bahamas	310	204
Columbia	No Report	2,858
Venezuela	27,505	1,674
Iceland	2,440	No Report
Sweden	17,592	36,081
Norway	4,746	3,769
Finland	11,618	3,812
Denmark	36,609	44,846
United Kingdom	532,254	756,558
Ireland	17,132	5,579
Netherlands	5,317	23,380
Belgium	202,381	187,545
France	205,330	212,885
West Germany	403,987	953,005
Austria	13,720	15,490
Switzerland	382,105	850,422

Spain	12,398	No Report
Italy	350,662	253,082
Greece	8,101	7,446
Lebanon	96,500	No Report
Thailand	5,698	4,750
South Vietnam	9,063	5,135
Philippine Republic	1,400	30,272
Korean Republic	No Report	850
Hong Kong	No Report	4,150
Taiwan	5,175	No Report
Japan	119,283	138,699
Australia	16,297	22,961
Canary Islands	4,265	None
Kenya	2,200	No Report
Other Countries	6,131	39,258
Total	2,583,839	3,731,824

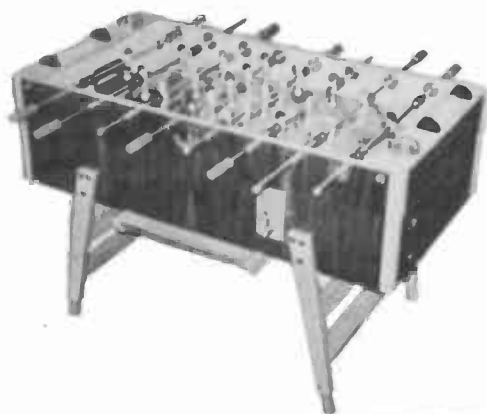
VENDING		
Canada	365,680	386,844
Guatemala	2,415	No Report
Mexico	6,168	3,175
Panama	No Report	16,980
Costa Rica	960	No Report
Bahamas	No Report	3,600
Venezuela	26,032	41,599
Sweden	2,544	7,790
Norway	No Report	978
Finland	None	8,032
United Kingdom	62,170	49,188
Belgium	39,719	218,860
France	70,917	21,884
West Germany	14,105	74,045
Austria	1,150	4,788
Switzerland	None	2,305
Spain	6,097	8,548
Italy	2,000	5,034
Lebanon	3,270	None
Kuwait	9,945	22,877
Arabia	No Report	3,514
Malaysia	2,230	No Report
Philippine Republic	7,140	34,881
Japan	7,283	100,963
Australia	None	1,970
Ethiopia	No Report	5,661
South Africa	21,156	No Report
Other Countries	4,256	5,924
Total	655,237	1,029,440



# see the first

of a wild new generation of swingin' ROCK-OLA money makers at your distributor's open house! Date to be announced in this magazine soon.

# ROCK-OLA



"NOW WITH A NEW TEAM"

Table football game "German Master" de Luxe and Grand de Luxe.

The best equipment in Europe.

40,000 of these machines have already been installed.

Very entertaining, always accurate, speedy and efficient.

Accepts all kinds of coins.

We are looking for exclusive representation in the United States.



Please write direct to:

## AUTOMATENBAU-FORSTER

851 Furth/Bay., Hirschenstr. 16.  
West Germany

## Schiro Investigating 'Blue-Sky' Offers

NEW ORLEANS—Vincent Schiro, Schiro Vending Supply here, played undercover agent recently in order to investigate blue-sky activity in this area. Schiro, who answered a newspaper advertisement under an assumed name, has been working with the New Orleans Chamber of Commerce and Better Business Bureau in an investigation of a company soliciting business here.

The advertisement stated: "Vending Routes Available. Are you looking for additional income? Do you have 7 to 12 hours a week spare time? Can you invest \$597 to \$2,985 in a business that can grow into a permanent lifetime income? Company finance plan available after 90 days' operation. No

selling. Company establishes accounts."

The company placing the advertisements is called Hershey Distributing Co., with a Dallas post office box, Schiro said.

"The man came to my home, not knowing I was in the bulk vending business. He said he was offering machines for \$99.50, without merchandise. According to his pitch, the machines would hold 10 pounds of peanuts and empty out with a total gross sale of \$32.50.

"Actually, the machines wouldn't hold over seven pounds and wouldn't gross over \$15 per fill.

"The man also said he was affiliated with the Hershey Chocolate Co., which I found was not true, and said he was an exclusive distributor for a product called Wowie's, which also wasn't true."

Schiro said the man also offered to sell the individual pieces for the machine. "When I

started pricing each individual part, he admitted his cost was \$35 for the whole machine. I think he became suspicious when I started getting so technical," Schiro said.

The representative told Schiro he had traveled 12,000 miles in the past five weeks and that he had set up 800 people as bulk operators.

Asked if he thought any of the 800 people would some day become regular bulk operators, Schiro said he did not think so. "Usually, people who fall for these blue-sky ventures become so bitter and disenchanted they rarely continue in the business."



CHARLES E. BERTSCH, Indiana vendor and head of Bertsch Vending Co., Warsaw, Ind., discusses convention plans with National Automatic Merchandising Assn. (NAMA) officials Thomas B. Hungerford (right) and Gilbert Tansey (center). Bertsch is chairman of NAMA's convention to be held in Philadelphia's Civic Center Sept. 14-17.

## N. H. Beach Spots Are Burglarized

LACONIA, N. H. — Police are investigating a series of break-ins of four Weirs Beach area business establishments, including the Weirs Sport Center, owned by Robert Lawton of Meredith. Lawton reported that 25 pinball machines had been rifled during the break-in.

Lawton, owner of the Fun-spot, too, where a considerable amount of money was taken from the safe, said it was the fifth time in as many years that the game center had been burglarized. It was robbed once in 1967 and three times in 1966.

## Colo. Vendor Follows Tourists Into Mountains

FORT COLLINS, Colo. — Louis Conti capitalizes on the over 2,000,000 tourists that throng into Colorado each summer by relocating 250 vending machines. His area of operation extends all the way to the southern border of Colorado, as far west as Grand Junction and to more isolated cities and towns north to the Wyoming border.

In all cases, Conti concentrates on 5-cent machines, except for the penny ball gum machine, which is every bit as popular in a mountain hunting lodge or summer hotel, as it would be on Times Square.

Conti, who operates a full line of pool tables, shuffleboards, and other games, concentrates on confections for "sweet tooth" tourists and hunters, in setting up his mountain locations. Jellybeans, Boston baked beans, chocolate items are among the favorites, usually vended at 5 cents, with only a sprinkling of capsule units, varmint, or novelty fill. Candy items are always best sellers. This is primarily because tourists, camping out, on hunting trips, etc., are invariably caught short on candy, when away from stores, and are always highly pleased to find a bulk vender which can make up the difference in mountain resorts. Conti always uses good-sized signs, inside the globes, or on top of each machine, to boost whatever candy product he is vending. He finds that response is just about as good from adults as from children.

Seldom does Conti find it necessary to set up a commission for a location owner, simply because most such people are well aware of the amount of effort which has gone into transporting machines to high altitude tourist centers over long distances. They recognize their value as good-will-builders, to attract tourists, and to keep children contented.

In a few prime locations, he has extended the regular commission, such as restaurants and club houses, which sit astride the Continental Divide, where al-

most every motoring tourist stops. Also at fashionable locations in Vail, year-round resort best known for skiing, Aspen, on the same level, and Grand Lake, which is the Colorado Rockies' Newport.

The Fort Collins operator sets each machine with a month's extra fill, carefully packaged, and containing an envelope with complete instructions for the location owner, plus machine keys. He cannot always count on this sort of helpful co-operation, and usually makes it around to each location before refill time is necessary, although he had planned to make these routes as "self-supporting" as possible.

A 5-cent vender, offering jellybeans, for example, will produce from two and a half to four times the revenue of a top spot in the city, as a routine matter, Conti has found. Therefore, it is well worthwhile to load up his stake truck with prefilled heads taken from dwindling city locations and "head for the hills."

## Vt. Soft Drink Tax Is Headache

MONTPELIER, Vt. — The recent discovery that soft drinks sold from vending machines are liable to Vermont's rooms and meals tax has back-fired on the State government.

As the tax department started collecting the levy, department officials found they had tapped an unprofitable source of new revenue.

They complain that additional paper work probably will cost the State more than it takes in from the vended beverages.

Vendors have also inherited a new headache because they must pay a \$1 license fee for each machine and keep records of the revenue each machine brings in.

As for the State, according to tax officials, it will require two clerks just to handle the paper work.

## Alltype Vending Formed in Calif.

LOS ANGELES — Calvin Mayes has formed Alltype Vending Co., a vending, bulk vending and jukebox operation, with Walter Merila as a business consultant.

Alltype will handle the Oak line in bulk vending. The company is building a sales force, and has offices at 6912 Hollywood Boulevard, Hollywood.

## RAKES SET OPEN HOUSE IN SEPT.

PHILADELPHIA — Rake Coin Machine Exchange here will hold an open house Saturday, Sept. 14, starting at 9 a.m. Hosts will be Alan and Richard Rake. The occasion will find many bulk vendors in Philadelphia attending the National Vendors Association board meeting and the National Automatic Merchandising Association convention. Rake Coin Machine Exchange is located at 523 Spring Garden Street.

## Settle Calif. Vending Strike

LOS ANGELES — A 24-day strike in San Francisco between the Teamsters and two vending companies over wages and fringe benefits has been settled.

About 150 drivers for Canteen Corp. and Servomation Bay Cities returned to work following ratification of a new three-year contract to run through July 1, 1971.

Clarence Landis, chairman of the employers' negotiating committee, said the new contract will give drivers a pay hike and increase medical benefits (drug prescription clause).

Two major firms not struck by the Teamsters, Automatic Retailers of America and Interstate United Corp., were back in operation after "locking out" the union. They had stated, "A strike against Servomation and Canteen would be considered a strike against all."

The final figures of the settlement were unavailable, but the new contract covers the vending industry in Northern California and involved members of Teamsters locals 588 and 856 in San Francisco and 296 in San Jose.

## BARGAINS

from

### KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M Rings for 1¢ Vending, 800 to bag 1.90 Filled Capsule Mixes All 25¢ per bag

5¢ Economy Mix ..... \$3.90  
5¢ De Luxe Mix ..... 5.00  
5¢ Ring Mix ..... 4.50  
10¢ Nipple or Swinger ..... 8.00  
10¢ Economy Mix ..... 7.00  
10¢ De Luxe w/Lighter ..... 8.00  
25¢ Jewelry Mix, 100 to bag V.10.00

T. J. KING & CO. INC.

2700 W. Lake St., Chicago, Ill. 60612  
Phone: 312/533-3302

## GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ ..... \$14.50  
N.W. Deluxe, 1¢ or 5¢ Comb. .... 12.00  
N.W. 10-Ct. 1¢ Tab Gum Mach. .... 18.00  
Atlas 1¢ & 5¢ 100 Ct. Ball Gum 12.00  
Acorn 8 Lb. Globe ..... 10.50

### MERCHANDISE & SUPPLIES

## CAPSULES

250 PER BAG with MONEY MAKING DISPLAYS

5¢ All Ring Mix ..... \$4.60  
5¢ Trick & Game Mix ..... 5.00  
5¢ Creepy Bugs ..... 5.00  
5¢ Northwestern Mix ..... 4.25  
5¢ Latest Assorted Mixes ..... 5.00  
10¢ Jewelry Mix ..... 8.00  
10¢ Lighter Mix ..... 8.00  
10¢ Big Dice Mix ..... 8.00  
10¢ Assortment Mix ..... 7.00  
10¢ Western Mix ..... 8.00  
Empty V-VI-V2 CAPSULES

25¢ V2 Jewelry, 100 per box ..... \$10.00  
25¢ V2 Oogies, 100 per box ..... 10.00  
Wrapper Gum—Fleers 4M pcs. .... 14.40  
Wrapper Gum—Pal, 4M pcs. .... 14.00  
Rain-Blo Ball Gum, 2100 per ctn. 7.25  
Rain-Blo Ball Gum, 1800 printed per carton ..... 7.50  
Rain-Blo Ball Gum, 5550 per ctn. 8.75  
Rain-Blo Ball Gum, 4300 per ctn. 8.85  
Rain-Blo Ball Gum, 3550 per ctn. 8.85  
Maltifes, 2400 per carton ..... 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .45  
Hershey's Chocolate, 200 ct. 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

## VICTOR'S NEW



'88'

With Chrome Glass Frame  
Designed to get maximum sales with minimum servicing.

- Available in 1¢, 5¢ 10¢ or 25¢ coin mechanism.
- Interchangeable Display Panel.
- Large capacity holds 320 V Capsules, 140 V-1 Capsules, 1,100 balls of 100 count Gum. Takes in \$28.00 when filled with Ball Gum and Charms. Also holds 1,000 pieces of Wrapped Gum.

Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**  
SALES & SERVICE CORP.

446 W. 36th St., New York N.Y. 10018  
(212) LOnacre 4-6467

## NORTHWESTERN

### model 60

**BULK-PAK**

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk loading.

**BIRMINGHAM**  
Vending company

520 Second Ave., North, Birmingham, Ala.  
Phone: FAirfax 4-7526

ADVERTISING IN  
BUSINESS PAPERS  
MEANS BUSINESS

## CHARM THE KIDS

with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

**Northwestern**

CORPORATION  
2884 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300



## Investigate Ill. Cigaret Firms

CHICAGO — Cigaret firms are under investigation here in the wake of State charges that wholesale distributors have set up dummy corporations to take advantage of tax stamp discounts. At the same time, Illinois Crime Investigating Commission executive director, Charles Sirgusa, has said his men have discovered "wide-spread cigaret bootlegging." At press time, closed-door hearings

were under way here and in eight down-State cities.

In one of the latest developments, Illinois revenue director Theodore A. Jones revoked 43 cigaret licenses held by F. W. Koenecke & Sons, Inc. The Koenecke firm has been accused of setting up 53 dummy corporations to take advantage of a tax

discount. That, according to Illinois Attorney General William Clark, is legal.

Under one of the existing tax laws, wholesale distributors are allowed discount of \$15,000 on the first \$700,000 in taxes paid on cigarets. The State tax

rate is 9 cents per package. The discount falls to \$6,160 when taxes exceed \$1,100,000. Jones has charges that tobacco wholesalers sometimes set up dozens of corporations so that each can take advantage of the maximum discount on \$700,000 taxes.

## Coinmen In The News

### PHILADELPHIA

Leonard Deane, the Macke Co., had to turn to the newspapers with a display advertisement in his search for two vending machine mechanics. . . . Bert Wilson, director of public relations for the ARA Services Division of Automatic Retailers of America, was presented with a 10-year service watch award. Presentation was made by Davre J. Davidson, chairman of the board. . . . William S. Fishman, president of Automatic Retailers of America, was named chairman of the advisory committee for the newly created Greater Philadelphia Brandeis Club to provide a permanent liaison between the local community and Brandeis University at Waltham, Mass. Fishman is a Brandeis fellow. . . . David Rosen, who heads the Rowe-AMI distributing firm bearing his name, made the headlines again with the announcement that he is president of a new local combine that has taken over the 110-year-old Ridge Avenue Farmers Market. It will be restored and will provide business opportunities for Negro merchants.

MAURIE H. ORODENKER

## Training Plan

• Continued from page 48-B

jukeboxes, amusement games and vending equipment.

• The government agency will pay the unmarried student \$49 per week for the first 10 weeks; \$59 per week for the remaining eight weeks, plus bus transportation to Denver or Washington and back.

• Married students will receive \$79 per week plus \$5 subsistence money for each dependent up to six.

• Housing and board is being handled for \$22.50 per week.

• A reasonable command of the English language is the only requirement for students. There are no age limits.

• Operators must sign a letter of intent, stating there is a reasonable expectation of hiring the trained man. There are no obligations to keep the man if the operator doesn't desire him, once he returns from the school.

• MDTA is not allowed to purchase the tools for the student. These, available on an optional basis, cost \$150.

Many operators at the meeting were amazed at how Rondeau and Del Santo had cut through red tape in placing the 23 men. Del Santo told the group that operators in any State could contact their local government unemployment office and learn about the MDTA plan.

Rondeau explained that he had referred the men on an individual basis, not as a whole class. Since Wisconsin has no training facilities for coin machine mechanics, Rondeau said, there was no problem in sending the men.



JAPANESE RADIO-TV star Teruko Hino is seen here playing a Sega basketball game aboard Pacific University. She has a series of Hawaiian song hits on the Nippon Grammophon label.

If your competition is giving you location trouble

you may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor —

## SELECTORAMA® 77-88 CONSOLE

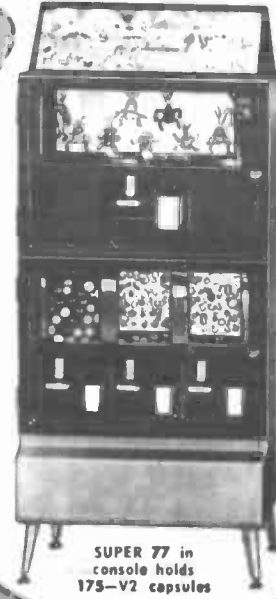
With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1c, 5c, 10c, 25c.

Front door operation saves 50% to 75% service time. Bigger display, more profits.

See your distributor for information and delivery date.

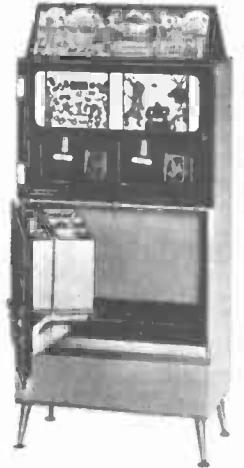
### VICTOR VENDING CORP.

5701-13 West Grand Ave.  
Chicago, Ill. 60639



SUPER 77 in console holds 175-V2 capsules

Get and hold the best locations with  
**Victor's Selectorama®**  
Console  
6 DIFFERENT STYLES



Save 50% to 75% servicing time. Unlock front door to fill & collect.

Write—Phone for information  
**LOGAN DISTRIBUTING, INC.**  
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Phone: (312) 486-4870

# EVERYBODY'S GOING TO CHICAGO



for three  
Big Days of the

# MOA MUSIC

# AMUSEMENT MACHINES EXPOSITION

FRIDAY, SATURDAY, SUNDAY — OCTOBER 11, 12, 13

SHERMAN HOUSE HOTEL, CHICAGO

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

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

'COIN'CIDENTALLY

Why Not Nat'l Museum for Coin-Operated Equipment?

Continued from page 48-A  
ments such as the amazing coin-operated violins, violas and banjos manufactured by Mills. The evolution of that coin-op entertainment genre should be documented with appropriate models from many firms. The transition to coin-operated phonographs should be carefully documented with many early models. Major leaps forward in the jukebox technology to the present day—and even some hints at the future—should be illustrated with representative models from all manufacturers. The evolution of the pinball game should be clearly illustrated with example models from all key development stages and all manufacturers. Other important types of skill games should be prominent in the collection, including all the colorful memo-

abilia and modern developments in the arcade field. (The brothers Munves have a good start on this collection.) A wing devoted to gaming equipment might well be considered for its sure appeal to the general public.

The ideal administration of such a museum would involve all facets of the industry: operators, distributors, manufacturers and suppliers. Financing would come from the entire industry. It is to be expected that donations in time, machines and money to such a project would be liberal. Though much of the original expense for establishing the museum would of necessity be borne by the industry, the on-going operating costs would be met in the main by revenues collected from operable machines on exhibit. Any coin machine museum worth the name

must have many machines that afford the interested public opportunity to "put another nickel in."

The most appropriate site for such a museum is, of course, Chicago, the coin machine capital of the world and the scene of the annual national convention of the industry. Ideally, the museum would be located in a tourist-frequented area of the inner city.

The benefits of such a museum are numerous beyond the obvious polishing effect it would have on the industry image. Such a museum would give a boost to the morale of operators throughout the country. It would serve as a focal point of the business and as a symbol of the imagination, creativity, technological excellence, hoopla and merchandising genius that make this industry unique. And it would help attract talented young men to the business just as other industry museums do. The museum would be made readily available to agencies seeking new backgrounds and  
*(Continued on page 52)*



see the first

of a wild new generation of swingin' ROCK-OLA money makers at your distributor's open house! Date to be announced in this magazine soon.



JUKEBOX RECORD REPORT

Best Picks

for Week Ending Aug. 31

CHATTANOOGA

Teen: "Happy," Nancy Sinatra, Reprise 0756; Adult: "Alley Cat," Ace Cannon, HI 2148; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2546.

CHICAGO

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "On the Road Again," Canned Heat, Liberty 56038; Adult: "To Wait for Love," Herb Alpert, A&M 964.

CINCINNATI

Cover: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M 961; Teen: "Classical Gas," Mason Williams, Warner Bros.-Seven Arts 7190; Adult "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas, Dunhill 4145.

EMPORIA, KAN.

Teen: "The House That Jack Built," Aretha Franklin, Atlantic 2456; Adult: "April Again," Dean Martin, Reprise 0761; C&W: "Mama Tried," Merle Haggard, Capitol 2219.

GAFFNEY, S. C.

Cover: "Next in Line," Conway Twitty, Decca 32361; Teen: "And Suddenly," Cherry People, Heritage 801; Adult: "Light My Fire," Jose Fellegiano, RCA Victor 47-9550; C&W: "It's All Over But the Crying," Hank Williams Jr., MGM 13968; R&B: "Hip City Part 2," Jr. Walker & the All Stars, Soul 35048.

HADDONFIELD, N. J.

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Adult: "Do What You Gotta Do," Bobby Vee, Liberty 56057; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2456.

HOLYOKE, MASS.

Teen: "Hello I Love You," Doors, Elektra 45635; Adult: "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas, Dunhill 4145; C&W: "D-I-V-O-R-C-E," Tammy Wynette, Epic 10315; R&B: "With Pen in Hand," Billy Vera, Atlantic 2526.

JACKSON, MISS.

Cover: "Messages From Maria," Joe Simon, Sound Stage 2617; Teen: "Hush," Deep Purple, Tetragmaton 1503; Adult: "Help Yourself," Tom Jones, Parrot 40029; C&W: "Flower of Love," Leon Ashley, Ashley 4000; R&B: "(You) Got What I Need," Freddy Scott, Shout 233.

OAKLAND, CALIF.

Cover: "To Wait for Love," Herb Alpert, A&M 964; Teen: "The Weight," The Band, Capitol 2269; Adult: "Who's Gonna Love Me," Dionne Warwick, Scepter 12221; R&B: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3.

PEORIA, ILL.

Teen: "Alice Long," Tommy Boyce & Bobby Hart, A&M 948; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "Prayer Meetin'," Willie Mitchell, HI 1247.

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

# The Bluebook

## Valuation of Used & Reconditioned Coin Machines August 31, 1968

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

### Pool Tables & Shuffleboards

#### All-Tech Industries

	Low	High
Gold Crest (3 1/2' x 6', 6-pocket)	120	235
Gold Crest (4 1/2' x 9', 6-pocket)	250	475
Gold Crest (3 1/2' x 7', 6-pocket)	160	310
Gold Crest (4' x 8', 6-pocket)	275	445

#### Fisher Mfg.

	No.	Avg.
Empress 105D (105" x 59")	185	320
Empress 101A (101" x 57")	155	305
Empress 92D (92" x 52")	160	310
Empress 92C	No	Avg.
Empress 101C	No	Avg.
Empress 105C (105" x 59")	250	475
Regent 92B (92" x 52")	No	Avg.
Regent 77B (77" x 45")	No	Avg.
Regent 91B (92" x 52")	No	Avg.
Regent 86C	No	Avg.
Regent 91D	No	Avg.
Regent 101D (101" x 57")	No	Avg.
Regent 86D (84" x 48")	No	Avg.
Marquee 100 (101" x 56")	No	Avg.
Marquee 90 (91 1/2" x 52")	No	Avg.

#### Irving Kaye

	Low	High
Deluxe Regular Klub Pool (56" x 40")	65	165
Deluxe Jumbo Klub Pool (75" x 43")	75	190
Deluxe Eldorado Mark I (77" x 45")	75	185
Deluxe Eldorado Mark II (85" x 47")	90	210
Deluxe Eldorado Mark III (92" x 52")	125	260
Deluxe Eldorado Mark IV (105" x 57")	175	330
Deluxe Eldorado Mark V (114" x 64")	250	495
Deluxe Eldorado 66 (77" x 45")	125	285
Deluxe Satellite (77" x 45")	100	250
El Dorado Shuffle Board	No	Avg.
Ring-O-Round Pool Table (56" diameter)	No	Avg.
Junior IV (101" x 80")	No	Avg.

#### National Shuffleboard

	No.	Avg.
Astrolite Shuffleboard (16'-22")	No	Avg.
Champion Shuffleboard (16'-22")	No	Avg.
Star Lite Shuffleboard (13')	No	Avg.
Streamliner Shuffleboard (16'-22")	No	Avg.
Coronet I (45" x 77")	100	205
Coronet II (52" x 92")	175	275
Coronet III (59" x 105")	250	375
Coronet IV (63" x 113")	250	495
Model 100 (Select-O-Ball)	No	Avg.

#### United Billiards

	No.	Avg.
Model 100 (78" x 46")	No	Avg.
Model 200 (88" x 51")	No	Avg.
Model 500 (114" x 64")	No	Avg.
Model 400 (58" x 103")	200	375
Model 300 (53" x 93")	150	295
Model 500 (114" x 64")	No	Avg.
1967 1/2 Progress	No	Avg.

#### U. S. Billiards

	No.	Avg.
Pro 1 (78" x 45", 6-pocket)	No	Avg.
Pro 2 (88" x 51", 6-pocket)	No	Avg.
Pro 3 (93" x 53", 6-pocket)	No	Avg.
Pro 4 (103" x 58", 6-pocket)	No	Avg.
Pro 5 (114" x 64", 6-pocket)	No	Avg.
Model 6700 Comet (6-pocket series)	125	250

	Low	High
Model 7700 Comet (6-pocket series)	150	285
Model 8200 Comet (6-pocket series)	175	325
Model 9100 Comet	200	395
Mustang Pro 27 (50" x 86")	No	Avg.
Club Pool (56" x 40", 73" x 43")	No	Avg.
Deluxe Rotation Bumper Model 48	No	Avg.
Deluxe Rotation Bumper Model 67	No	Avg.
Electro Pool	No	Avg.
Model 400 4/66	No	Avg.
Convertible Time Table, 10/66 10/66	No	Avg.

#### Valley Mfg.

	No.	Avg.
5225/w. Reg. Size	175	250
785A (78" x 45")	125	260
875A (88" x 50")	140	325
935A (93" x 53")	No	Avg.
884 (88" x 50")	No	Avg.
934 (93" x 53")	No	Avg.
Bumper Pool	No	Avg.
1785M (78" x 45")	No	Avg.
1875M (87" x 50")	No	Avg.
1935M (93" x 53")	No	Avg.
1787M (78" x 45")	No	Avg.
1877M (88" x 50")	No	Avg.
1937M (93" x 53")	No	Avg.
1017M (101" x 56")	No	Avg.

### Bowlers & Shuffles

#### Bally

	No.	Avg.
All-the-Way 10/64	No	150
Big 7 Shuffle, 9/62	No	150
Bowler 1965 2P 5/65	100	350
Bowler 1966, 4/66	200	450
Del. Bally Bowler 16', 1/64	No	215
Super 8 Shuffle, 4/63	No	125

#### Chicago Coin

	No.	Avg.
Belair Shuffle 12/65	295	530
Cadillac Ball Bowler, 1/64	140	310
Citation, 10/62	50	165
Corvette, 2/66	450	815
DeVillie Shuffle Alley, 8/64	185	310
Flair, 9/66	505	696
Gold Crown, 3/62	35	165
Gold Star, 6P, 7/65	240	365
Grand Prize, 3/63	145	260
Imperial Shuffle, 11/66	445	645
Majestic Bowler, 8-64	220	380
Medalist, 5/66	375	565
Official Spare Lite, 9/63	120	260
Park Lane Shuffle, 1/67	625	795
Royal Crown, 8/62	50	165
Spotlite Shuffle, 11/63	110	225
Starlite, 5-62	35	145
Strike Ball, 5-63	180	175
Super Sonic, 3/65	290	450

(Continued on page 52)

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# Coinmen In The News

## DETROIT

Playmore Music, Gaylor, Mich., Taylor Music, Mt. Pleasant, Mich. and L&M Music, Saginaw, Mich. were hosts to a service school conducted by Wurlitzer field engineer Robert Harding.

Attending: John Baily, Agott Distributing, Detroit; Dale Mens, Bill Taylor and Tom Goosman, Taylor Music; Ralph Robinson, Wayside Specialty; Ken Raye, Ken-Rae Amusement; Carl Ritter, Ritters Music; Kenneth E. Helber, Melody Music; Tony Fralich and Tom Oliver, Northeastern Music; Jim and George Moore, Playmore Music; William Baily, Bob Feirlo and Floyd Post, L&M Music.

Harry Riche, partner in Moss Music Co., reports that business has not slumped this summer as it usually does. Many operators are converting their cigaret machines from 35 to 40-cent sales, he says, and adds the optimistic note, that "the first" week business dropped a little, but it came right back." The Davison Investment Club, an organization of local operators, has set back its summer meetings a week to meet holiday schedules. Riche said "We are talking about buying some routes as a group, as we originally intended, but so far have put investments more into stocks and bonds." This group, composed of

operators only, has considered developments that could make it the nucleus of a new trade association, which is now extinct here.

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BLUE RIBBON, 4-PI.	350	BIG LEAGUE	275
BAZAAR	230	PAR GOLF	150
BUS STOP, 2-PI.	185	HULA HULA	250
GRAND TOUR	150		
HARVEST	165	MIDWAY	
BULL FIGHT	180	CAPTAIN KID	\$375
DISCOTEK, 2-PI.	210	TROPHY GUN	210
MAGIC CIRCLE	195	RIFLE CHAMP GUN	210
TRIO	195	MONSTER GUN	255
		MYSTERY SCORE	140



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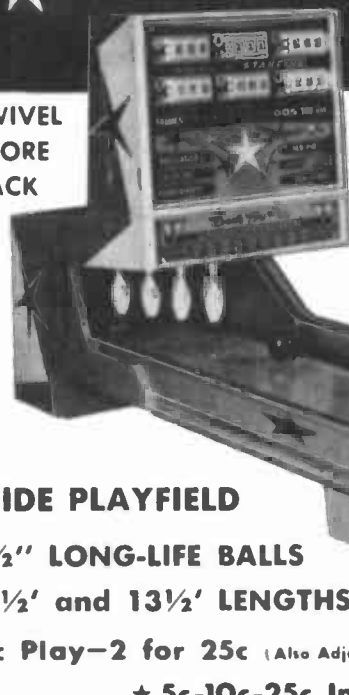
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Say You Saw It in  
Billboard

# Label Brass Responding To MOA's Bill Cannon

• Continued from page 48-A

• "Many adult bars are changing to c&w. In one case, five records out of the top seven are c&w. Hank Williams' 'Cold, Cold Heart' is No. 1 in one of Cannon's stops."

Some record men have visited Cannon here to see his intricate techniques for weekly location surveys.

"We categorize each location. On one side of the location card we write in the preference; on the other side we record weekly feedback (either the Top 5 or 10 most played records.

"The feedback tells us when a location needs a programming change.

"Our girl looks at these cards and goes over a list of 30 to 40 new releases each week. A song such as 'Harper Valley P.T.A.' will go on nearly every jukebox. But then the location cards determine what other records the location can use."

Cannon said last week that a MOA seminar on jukebox pro-

gramming featuring one-stop owners is receiving so much response it may have to be expanded. "We only have room for 10 or 12 one-stop owners on the panel. Now we're considering placing tables down in front to accommodate others who have called me or written saying they intend to participate."

The MOA president has drawn some heated rebuttal as a result of his critical comments on one-stops. "I'm not bitter," he said. "I'm trying to help the business, not hurt it.

"My criticism isn't directed at all one-stops, but if the shoe fits, then they better wear it."

## 'COIN'cidentally

• Continued from page 50

atmospheres for television, newspaper and magazine ads, Fashion photographers and their models would be welcomed into the colorful, camp atmosphere of the museum. Why shouldn't the coin machine join the Water Tower, Mrs. O'Leary's cow and Hugh Heffner as one of the pop symbols of Chicago?

The coming MOA Show is not too early a date for the formation of a coin machine museum committee. Perhaps by 1970 the doors can be swung open at trade show time on a collection so unique and dazzling that even the coin machine industry itself will be amazed at what it has wrought.

Give

The UNITED Way



# Mo. Assn. in Member Drive; Elects Hunolt

• Continued from page 48-A

Art Hunolt, Automatic Music Co., Trenton, was elected president. Harley Tripp, Harley's Music Co., Brookfield, was elected vice-president. Treasurer Bill Welch, Automatic Music Co., was re-elected. Former president John Masters, Missouri Valley Amusement Co., Lee's Summit, was elected secretary.

Also attending the meeting were Earl Veatch and Lester Engel, General Distributing Co., St. Louis, which showed several new pieces of equipment. Representing Seeburg Central, Kansas City, Mo., was Ray Brown. Ptacek also represented Bird Music Distributors, Manhattan.

Named for a special association building committee were E. J. (Red) Howe, Howe Amusement Co., Kansas City, Mo., Ira Storts, Pike Amusement Co., Bowling Green, Mo., and Don Skinner, D & J Amusement Co., Moberly. Masters will work in with the committee, and Veatch promised to co-ordinate the drive in the St. Louis region. A December meeting is being planned in St. Louis.

The group is considering a licensing approach to the problem of direct sales. Howe said he has been confronted with an old city ordinance that states any location with a pool table falls under the restrictions governing a billiard hall. The South Carolina Coin Operators Association won a State Supreme Court case last year stemming from a similar situation.

The 20-year-old group, which always includes discussions on current record programming, has furnished LaSalle Record Co., Chicago, with its membership mailing list.

Ptacek told the group that this year's MOA Music & Amusement Machine Exposition would be one of the finest shows in the organization's history. "I visited with this Missouri association 10 years ago when MOA was struggling for its life," said Ptacek. "We've come a long way since then. This doesn't mean MOA has no problems, but we have grown, and we owe this to the support of the whole industry, especially the manufacturers and record companies which really support our conventions."

Veatch announced that Central was establishing a larger field force of personnel and

# 11 One-Stops Set for MOA; Ink 6 Labels

• Continued from page 48-A

the anticipated controversial panel.

Last week MOA mailed out the first of two special invitations to every U. S. one-stop, inviting participation in this year's Oct. 11-13 event here. Labels signed now are Liberty, Epic, Columbia, Monument, MGM and Decca. Liberty, first-time exhibitor, is taking two booths.

On the one-stop jukebox programming panel at the Sherman House Hotel event will be George Freeman, Northern One-Stop, Cleveland; Oscar Buchman, Redisco, Baltimore; Chuck Kajeske, Martin & Snyder One-Stop, Dearborn, Mich.; Eric Bernay, A-1 One-Stop, New York; Stuart Glassman, Radio Doctors, Milwaukee; Fred Sipora, Singer One-Stop, Chicago; Mrs. Evelyn Dalrymple, Lieberman One-Stop Records, Inc., Omaha; Charles Sisney, Hi-Fi One-Stop, Peoria, Ill.; John Pohl, Original One-Stop, St. Louis; Leonard Silver, Transcontinent Records, Buffalo; LeRoy Davidson, Davidson One-Stop, Kansas City, Mo.

"This will be the largest one-stop representation MOA has seen in years," MOA executive vice-president Fred Granger said. "We will attempt to make room for every one-stop representative right down in front. Then we will call on them on the basis of geographical representation.

"Record company people will have an opportunity to speak both with the one-stop panelists and the operators."

On another front, Granger met here last week with Hirsh de LaViez, co-ordinator of MOA's annual stage show, and orchestra leader Frank York. This will mark the first time in recent years that MOA has held its show at the Sherman, where the banquet hall will feature a center-of-the-room stage.

Talent from many labels will participate.

would strive to work closer with operators in the firm's region. Veatch and Engel demonstrated the IQ Computer, a Nutting Industries, Ltd., amusement device.

The group will meet here again Oct. 1.

# The Bluebook

• Continued from page 51

	Low	High		Low	High
Top Brass, 4/65	125	240	Galleon, 3/65	300	450
Tournament Bowler, 12/64	235	405	Jill-Jill, 1/63	35	145
Triple Gold Pin Pro, 2/61	No Avg.		Kickapoo 6P, 9/65	210	345
Triumph Shuffle Alley, 1/65	215	345	Lancer, 10/62	No Avg.	
Vegas Bowler, 3/67	635	875	Lucky, 11/62	No Avg.	
Midway					
Premier Shuffle, 5/66	305	425	Mambo Shuffle, 12/64	210	330
Cobra Shuffle, 5/67	450	595	Matador Bowler, 14/64	210	370
United					
Action, 7/62	No Avg.		Maverick, 11/65	370	535
Alamo, 4/62	No Avg.		Oasis 6P, 6/65	315	475
Altair Shuffle, 3-67	435	590	Orbit, 8/64	180	325
Amazon, 3/66	425	580	Pacer, 4/64	140	260
Astro, 6/63	50	150	Polaris, 8/64	200	350
Avalon, 4/62	No Avg.		Pyramid, 6P, 6/65	245	370
Aztec, 9/66	625	825	Regal, 4/63	100	225
Bank Pool, 11/63	50	150	Rumpus Targette, 5/63	65	170
Blazer 6P, 6/66	365	545	Sabra, 2/63	125	225
Caravelle, 2/63	70	175	Sahara, 7/62	No Avg.	
Cheetah, 3/65	215	345	Shuffle Baseball, 6/62	No Avg.	
Circus Roll-Down, 9/62	45	150	Skippy, 6/62	No Avg.	
Corral 6P, 10/65	250	265	Skippy, 11/63	No Avg.	
Cypress, 12/62	No Avg.		Sparky, 12/62	35	145
Embassy, 9/62	No Avg.		Tango 6P, 2/66	300	425
Encore, 6P Bowler, 10/66	No Avg.		Tempest, Shuffle, 2/64	150	270
Fury, 8/63	385	535	Thunder Bowler, 6/64	190	330
Futura, 12/63	115	270	Tiger Shuffle, 7/64	180	290
			Topper, 2/64	140	250
			Tornado Bowler, 3/64	190	340
			Tropic Bowler, 9/62	No Avg.	
			Ultra, 8/63	90	210

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# International News

## Pye Loses 1st Bid to Halt EMI's Marketing of MGM

LONDON — Pye Records' application for temporary rulings to stop MGM Records from being marketed by EMI was turned down by a High Court judge last week.

Pye was given leave to appeal but stated that they would continue the action against MGM for breach of contract at the full trial, probably in October, when the new law term starts. Pye said it would "seek a permanent injunction against MGM and damages."

Justice Fisher gave directions for "a speedy trial," and ordered Pye to pay EMI's costs of the private hearing. MGM costs will be decided at the full trial.

### Legal Action

Pye sought legal action following an announcement made by EMI and MGM that they had settled their differences and that MGM product would continue to be distributed by EMI. Previously, Pye claimed exclusive distribution rights to MGM. As a result of Pye's injunction, MGM had been restrained from selling new product through anybody but Pye in the U. K. and Ireland.

Now, until the trial, MGM is free to distribute and sell its records through EMI.

Mr. Quintin Hogg, Queen's Counsel, representing MGM told the hearing: "The reluctance of MGM to pursue any further their negotiations with Pye was not due in any way to the smallest doubt about either their efficiency or their integrity, but was dictated solely by their desire to continue their long-standing association with EMI."

A statement about "oral agreements" was made this week by

Pye. It said: "It is well known that during the past eight years Pye has developed rapidly from being a minor company to a major force in the world record industry. Louis Benjamin, managing director, has been personally responsible for a large number of deals and contracts.

Benjamin believes that the nature of the record business and one of the basic reasons for Pye's rapid development has

been Pye's ability to move very quickly in negotiating, promoting, distributing and selling.

"A large percentage of the contracts over the years were initially implemented under oral agreement and despite the trouble with MGM, Benjamin wishes to make it quite clear that the impetus, drive and speed at which Pye works will not be impaired by the present litigation."



VISITING U. S. SINGER TOMMY LEONETTI chose Kim Iverson (here with Leonetti and CBS promotion man Des Steen) in a local contest in Sydney, Australia, to find a girl most like his stepdaughter Kimberly Beck, who sings with him on his "Let's Take a Walk" single.

## Salvini Visits N. Y. & L. A.

MILAN—Dischi Ricordi promotion manager Lucio Salvini will visit New York and Los Angeles Sept. 8-22 to meet representatives of Bell, Amy, Kama Sutra-Buddah, Dot, Amadeo, and Vanguard—all Ricordi's licensors for Italy.

Salvini will initiate recordings in Italian by leading artists of these labels and will also be setting up Italian tours for the 1968-1969 season and participation in the San Remo Festival (Jan. 30-Feb. 1, 1969).

Negotiations are under way with Amy's Box Tops and Merilee Rush and Kama Sutra's 1910 Fruit Gum Co., Ohio Express and the Lemon Pipers. Other exploratory discussions will involve Dot's Pat Boone and the American Bridge and Amadeo's Joan Baez. Salvini will  
(Continued on page 54)

## MFP Backs Sailing Entry

LONDON — Music for Pleasure, the EMI-International Publishing Corp.-owned budget label, is sponsoring a contestant in the Sunday Times Round the World Singlehanded Sailing Race, Lieut. Comdr. Nigel Tetley, who leaves Plymouth September in a special trimaran.

The MFP logo will be carried on the sail and the label's name will also be on the hull. The boat will carry a supply of MFP albums.

MFP chief Richard Baldwin hopes the publicity the race will attract will rub off on his label, which will also be trying in special consumer promotions with its sponsorship of Tetley.

Radio Luxemburg was one of the sponsors of Eric Tabarly, an unsuccessful contestant in the recent transatlantic sailing race.

## Pye Sets Up Import Dept.

LONDON — Pye has created a new department solely to handle the import of records and tapes that have not previously been made available in this country.

Peter Sontar will head the department and arrangements have been completed for the initial distribution of material to be handled by EMI import sales at Hayes.

The imported material will include foreign soundtracks, folk music and jazz.

## 20 Artists Cut Olympics Record

MEXICO CITY—More than 20 artists recorded a special Olympics album, which will be released world-wide and sold here during October.

They included the Tariacuri Trio, the Chico Barcelata Conjunto, Trio Los Panchos, Perla del Soconusco, Marimba, Pepe Villa's Mariachi group and the Fine Arts Choral Group (INBA).

Songs included are "La Bamba," "La Malaguena," "La Zandunga," "Guadalajara," and "Caminante del Mayab," all traditional favorites which have become part of Mexico's folklore.

## MUSIC WEEKS OF STRESA DRAW INT'L POP WINNERS

MILAN—Winners of international music contests, for the second successive year, are participating in one of Italy's most important summer classical music festivals, the Musical Weeks ("Settimane Musicali") of Stresa Aug. 25-Sept. 23.

The young international contest winners are 21-year-old pianist Michele Campanella from Italy, winner of the 1966 A. Casella Music Contest in Naples; 19-year-old Garrick Ohlsson (U. S.), first-prize winner of last year's Busoni piano competition at Bolzano, Italy; 18-year-old pianist Christoph Eschenbach (Poland), winner of the 1965 Clara Haskil Prize in Lucerne, Switzerland; and 20-year-old violinist Cristiano Rossi of Italy, who won the 1966 Vittorio Veneto violin prize.

singer Maria Dallas. She will appear in the David Jones department store to plug a new record and promote EMI's new radio models and pop records. The radios will be extensively featured in model parades Maria will comper. If the promotion is a success, it will be repeated in the giant David Jones chain all over Australia. . . . Tiny Tim's "God Bless Tiny Tim" LP is a success in Australia, thanks to a massive promotion organized by the Australian Record Co.'s Des Steen. Now Tiny's new single, "Bring Back Those Rockabye Baby Days," is taking off without much help here. . . . Phonogram Records Pty., Ltd.'s first release on Mercury is "Rain and Tears" by Aphrodite's Child. . . . John Bromell has been appointed professional manager of Essex Music of Australia Pty., Ltd. Bromell is a former member of the Cicadas and the Gibsons. . . . RCA will release an EP record of the folk-singing Twiliters from their first national TV series. The record and the series are both entitled: "Good Grief, It's the Twiliters."

Singer Billy Thorpe has split with manager John Harrigan, boss of the Wiskey Au Go Go discotheque, and signed with Robert Stigwood, who has organized an English tour for him. He has been replaced in the Wiskey by the Affair. . . . Barry McAskill, of the Levi Smith Clef, also part of the Wiskey establishment, has been in the hospital for an operation on his vocal chords. He is working with the group, but still taking it easy. . . . The Sydney group Spice of Life have changed their name to the Jamb. Reason: Jamb is part of a door and they want to plug their "Doorway to the Blues"

dates: Club Venus in Philadelphia (16-22) and the Safari, in Chads Ford, Pa. (23-28). . . . Decca's Irish Rovers have filmed two episodes for "The Virginians" on NBC-TV. . . . Cultural Promotions of America, Inc., are increasing their search for talent in all fields.

MGM's Julie Budd appears on "Showcase '68," Tuesday (3). . . . Ellen Dedrick, 18, has joined the Free Design, Project 3 artists. She is sister of three members of the group. . . . Julius La Rosa has signed with Ken Greengrass of Greengrass Enterprises, Inc., for personal management.

The Kangaroo will plug their new MGM album at the "Miss American Teen-Ager" TV show, Saturday (7). . . . The Fifth Dimension, Soul City artists, have joined the Entertainers for Humphrey Committee. . . . RCA's Peter Nero will appear with the Cincinnati Symphony, Oct. 26, replacing Sergio Mendes & Brasil '66. . . . Max Arons, president of Local 802 of the American Federation of Musicians, has been added to the Sponsoring Committee of the Motion Picture Production Unions' tribute to Mayor John V. Lindsay, slated Sept. 27 at the Americana Hotel. . . . Lyricist Hal David has returned after a 10-day business trip to Hollywood.

MIKE GROSS

### HELSINKI

Following a five-day tour of Sweden, Traffic (Island) arrived here for a concert and a TV show. . . . Odetta was here for a concert and club appearances with the soul ballet of Moris Donald-  
(Continued on page 54)

## Para. Music's London Office

LONDON — Paramount Pictures music division has opened its own office here under Norm Weisner, former vice-president of West Coast operations for United Artists.

Weisner is operating the company from Paramount's Wardour Street offices in London. Arnold Burk, vice-president of Paramount's music divisions, has been here completing details for the new office and to set a new British outlet for the Stax and Volt labels, previously issued here by Atlantic.

Paramount already has its Dot label issued here by EMI. Weisner, apart from his publishing activities, which will go through Famous-Chappell music, will also concentrate on the promotion of Dot with its subsidiary product from Steed, Acta and Hip.

## MRC Aides Tour Europe

NEW YORK — MRC Music's general manager Al Peckover and general professional manager Bob Reno are visiting Europe on a four-week trip. They will be setting up international representation of MRC's catalogs and be meeting European publishers to set up U. S. subpublishing deals for European material.

Peckover and Reno will be in Paris (Aug. 26-28), Madrid (29-30), Milan (Sept. 1), Munich (2-3), Hanover (4), Hamburg (5-6), Stockholm (7-9), Copenhagen (10), Amsterdam (11-12), Brussels (13), London (14-18).

## Philharmonic Venice Fest

MILAN — Leonard Bernstein and the New York Philharmonic Orchestra will inaugurate the 31st International Festival of Contemporary Music in Venice Sept. 7 and 8 at the La Fenice Theater.

The orchestra, on tour in Europe, will present two concerts of works by Rossini, William Schuman, Berlioz, Roy Harris and Mahler.

## Bendiksen Presents Singer on TV Show

OSLO — Arne Bendiksen, head of the Bendiksen Records, left here Aug. 19 to present singer Karin Winje in a program on East German TV.

During his visit, Bendiksen met officials of the East German Performing Right Society and with record, booking agency and TV executives.

Karin Winje is the second Bendiksen artist to be launched in East Germany. Last month Triola singer Lillian Askeland took first prize in the Seventh International Baltic Song Festival, in Rostock, East Germany, with the Per Gunnar Jensen composition, "The End of a Wonderful World."

## From The Music Capitals of the World

• Continued from page 53

son and the Opposite Corner Quintet, featuring Touchie Grant and Sabu Martinez. . . . the Mexican pop group El Klan completed a 10-day Finnish tour. . . . Scandia artist Danny will represent Finland in the Rio de Janeiro Song Festival. He will be accompanied by the composer of Finland's entry, Jaakko Salo, Pertti Reponen. . . . Scandia artist Carola appears at Stockholm's Bern's Club this month. In the fall she makes a two-month tour of Switzerland, including an appearance at Hazyland. . . . The Laszlo Five, winners of the Finnish Pop Festival on July 13, have been signed by EMI. . . . Eero (RCA Victor) follows up the successful "Vanha Holvikirko" with "Help Yourself." . . . Scandia artist Kristina Hautala has recorded the Luly hit, "Boy" as her next single. . . . Katri Helena's "Chin Chin Bell," written by Sylvia Fine, is the current top-selling single of PSO.

KARI HELOPALTIO

## MEXICO CITY

Elvira Quintana (CBS), one of this country's most popular folk singers, born in Spain in 1935, died here after a long illness. . . . Twenty-one countries and 17 States of Mexico will participate in the "World Folklore Festival," to be presented in 12 different venues, some outdoors, during October. It will be part of the "Cultural Olympics" tying in with the Games. . . . Mexican composers have been invited to participate in the III Song Festival of Trujillo, Peru. . . . Pili and Mil's new movie, "Princesita y Vagabunda," will release music through Beechwood de Mexico. . . . Carlos Lleo (Capitol) who is touring Venezuela, Peru and Colombia, will return for the October Olympics, then visit Chile and Argentina in November. . . . Cesar Costa is making a new film. . . . Los Yaki (Capitol) touring Central America, the third time in six months. . . . Caterina Valente, Ray Charles, Julie London, Roger Williams, The Arbors, Miriam Makeba, La Patachou, Rouvaun, Nancy Wilson, Oscar Peterson and the Sand Pipers, are lined up for nightclub dates here.

## AMSTERDAM

Cees Van Zijtveld, managing director of Radio City Productions and Action Records, has launched a new music publishing company, Intermusic, for Benelux representation of Immediate Music, Ltd., London. Van Zijtveld has also set up Morgan Music Benelux in conjunction with Barry Morgan and Monty Babson to represent Morgan Music, Ltd., London. Address of both new companies is Herengracht 4, Amsterdam. . . . Disk jockey and TV and record producer Wim Van Kooten (Joost Den Draayers) flew to Israel to make special recordings of Israeli folk music for his Red Bullet company. . . . The Edison Awards 1968 for classical records will be

## Salvini Visits

• Continued from page 53

also work out details of an American tour by Italian artist Rita Pavone.

On his way to New York Salvini will stop off in London for meetings with Julie Driscoll's record producer Giorgio Gomelsky, with executives of Island Records and with Dick James in connection with the Page One catalog and the new recordings of Cilla Black, who recently switched from Carisch to Ricordi in Italy.

presented Sept. 20 at the Amsterdam Concertgebouw by the president of the Dutch Arts Council, Prof. P. H. J. Idenburg. Announcing this, CCGC director Piet Beishulzen said this was the first official acknowledgement of the record as a work of art. . . . Dureco has released a new album, "Zai Zai Zai" by Ben Cramer, who was a member of the Dutch team competing in the Europe Song Cup at Knokke. . . . Dutch pop group, the Golden Earrings (Red Bullet), have been signed for appearances in the U. S. A. in October. . . . Bovema started its second big country and western campaign—Country Giants, Chapter 2—with the release of medium-priced introductory albums by Wanda Jackson, Merle Haggard, Buck Owens, Sonny James, Jean Shepard, Ferlin Husky, Glen Campbell, the Buckaroos and Bonnie Owens. Special promotion material has been sent to dealers, press, radio and TV. . . . Bovema's Karel Hille staged a press conference to promote Mireille Mathieu's appearance at the Knokke Casino, Belgium. . . . Jan Janssen, Dutch winner of the Tour de France cycle race, is the subject of a new topical record by the Gertos. . . . Charley Pride was in Holland for a special TV program on NCRV-TV and Inelco tied in with a press reception. . . . Negram-Delta reintroduced the Stax-Volt labels in Holland with "Soul Limbo" by Booker T. and the M.G.'s, "Private Number" by William Bell and Judy Clay and "I Never Found a Girl" by Eddie Floyd. . . . Following the success of the British film, "Here We Go 'Round the Mulberry Bush," Phonogram re-released the title single by the Traffic in a special new sleeve. . . . Phonogram tied in with Jerry Lee Lewis' European tour by releasing a special album of old hits, "The Best of Jerry Lee Lewis," and the single, "What Made Milwaukee Famous." . . . Herre Jager has joined Iramac to handle special promotion work on the SABA and Project 3 labels. BAS HAGEMAN

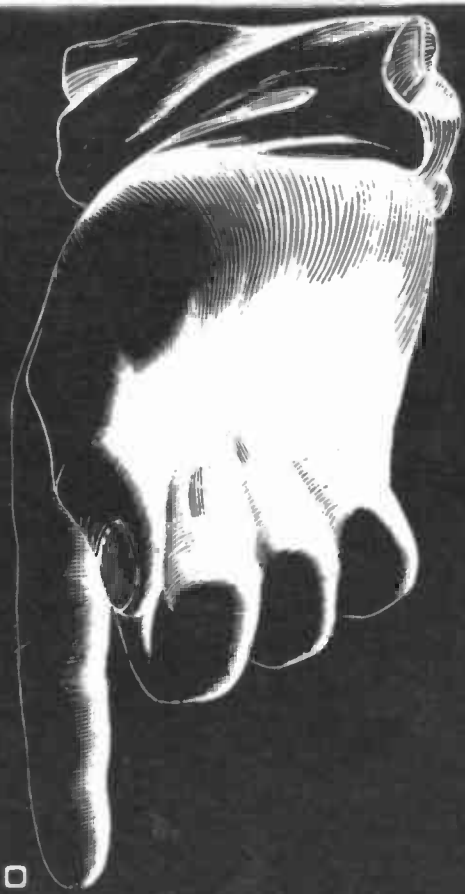
## DUBLIN

For the first time in Ireland the Drifters Showband manager Seamus Casey has bought a 15-minute spot each week on Radio Eireann to promote the group's new album, "The Answer to Everything" on Pye's Golden Guinda label. . . . The breakaway Drifters, under the aegis of Tom Costello, have formed a new band called the Tymes. . . . Michael Clerkin is seeking artists for his newly formed Release label. First two singles on Release are "Invisible Riley" by Gary Street, and "Mary Ann Regrets" by Dermot Hegarty. . . . Jimmy Dunne is negotiating for a six-week European tour by Van Morrison. "Mystery Voice," a program on the Belfast singer's life and music, was rebroadcast by Radio Eireann. . . . Satirist-songwriter Shay Healy has recorded his contribution to the Telefis Eireann TV series "Twenty Minutes with . . ." for transmission Sept. 17. . . . Roy Orbison is due here next month for concerts in Dublin, Belfast and Cork and some ballroom dates. . . . Tom Jones will include Ireland in his October tour with the Ted Heath Orchestra. . . . Engelbert Humperdinok is scheduled for a visit to Ireland in November. . . . Michael O'Duffy, the Derry tenor whose latest Marble Arch release is "The Warmth of Ireland," will visit Russia for concerts and radio and TV dates in January. . . . The Hohnstons have a new Transatlantic 45 on Big T featuring "Both Sides Now," by Canadian singer-songwriter Joni Mitchell with whom they will appear in concert in London next month. . . . Irish TV began screening "The Dean (Continued on page 56)



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**Where Is Love?  
Jack Jones**

Arranged and Conducted by Pat Williams

*Valley of the Dolls* (theme from the motion picture "Valley of the Dolls")

*Suzanne*

*Where Is Love?* (from the musical production "Oliver!")

*Lonely Afternoon* (from the motion picture "How Sweet It Is!")

*Light My Fire*

*It's Nice to Be with You*

*Dreams Are All I Have of You*

*Good Times*

(waitin') *'Round the Bend*

*Old Man River*

*I Really Want to Know You*

**Appointment**



Mr. Alan R. Black has been appointed Vice-President — Direct Marketing of Capitol Records (Canada) Ltd., effective July 26, 1968. In this position Mr. Black will be responsible for all activities of the Capitol Direct Marketing Division in Canada, including Capitol Record Club, Capitol Music Treasures, Capitol Shopping Service, Capitol Film Service, and other mail order enterprises.

The announcement was made jointly by Mr. G. Edward Leatham, President of Capitol Records (Canada) Ltd., and Mr. Edward L. Nash, President of Capitol Direct Marketing Corporation.

Prior to his affiliation with Capitol Records, Mr. Black, a native of Manchester, England, served as Time Payments Division Manager, Columbia Record Club of Canada.

Mr. Black gained his extensive mail order background in Manchester, England, with Littlewood's Mail Order Division and Great Universal Stores.

## From The Music Capitals of the World

• Continued from page 54

Martin Show" on Sunday nights. . . . The Debonaires and manager Brendan Morris left on a four-month tour of France, Germany, Spain and Italy where they will be playing mainly in U. S. bases.  
**KEN STEWART**

### HAMBURG

Polydor is giving tremendous promotion to the new German group **Wonderland**, whose first record, "Moscow," is making a great impact in Germany. The record, produced by James Last, is released in the U. K. Wonderland are managed by Larry Yaskiel. . . . Special Herb Alpert sweaters have been sent to German disk jockeys to promote the Alpert A&M single, "This Guy's in Love With

### Barclay Get Rights To Antler Single

**NEW YORK**—Barclay Records of Paris has received exclusive distribution rights in Germany, France, Spain, Portugal and Benelux countries for Buck Ram's production of the Prescription's Antler single, "Don't Fall in Love" b-w "Destination Loneliness."

The Prescription (For Whatever Ails You) is a group formed by Buck Ram made up of three men and three girls. They are currently debuting in Miami.

You." . . . Teldec's Peggy March will be presented with her first German gold record in Elmshorn, near Hamburg, Sept. 3, in recognition of 3,000,000 total sales. . . . Ariola's Peter Alexander and Dutch boy singer Heintje will receive the Golden Lion from Radio Luxembourg Sept. 28. Silver Lion will be presented to Teldec's Manuela, and the Bronze Lion to Philips' Dorte. . . . Polydor invited journalists on a special flight to Zurich to attend the opening of the **Freddy Quinn** musical, "Prairie Saloon." . . . Polydor is mounting a vast promotion campaign for the Bee Gees' album, "Idea." . . . "Waerst Du Doch in Duesseldorf Geblieben," by Dorte (Philips), is scoring well in Germany. . . . Hansa is releasing albums by trumpeter **Nini Rosso** and clarinetist **Roger Bennett**. Hansa's current top-selling single is **Erik Silvester's** German version of the Percy Sledge song, "The Time to Know Her." . . . Ariola is releasing the new **Udo Juergens** album, "Udo Juergens in Action," to coincide with the start of the singer's German tour in Berlin Sept. 10.

**WOLFGANG SPAHR**

### HONOLULU

**Angela Lansbury**, with "Mame" in Los Angeles, is expected in Honolulu to catch **Ann Sothern**, playing in a Hawaii Civic Light Opera Association production at Honolulu Concert Hall. . . . **Don Ho** was surprised with a birthday party at Duke Kahanamoku's. He's 38. . . . K-POI associated



**ARMANDO MANZANERO**, artist-composer, with the "Nipper De Oro" award presented to him by RCA Victor Mexicana president and general manager, Louis Couttolenc. The award was given when sales of Manzanero's records passed the \$1 million mark—first time for a Mexican artist.

with **Lou Robin's** A/C Productions promoted the **Simon & Garfunkel** concert Aug. 24 at Honolulu International Center Arena. . . . On Aug. 31, rival rock station **KKUA** will promote **Vanilla Fudge**, whose "You Keep Me Hangin' On" is a giant in rebirth. **Creedence Clearwater Revival**, a Fantasy Records act, will join the bill, with a light show by **Picadilly Ltd.**

**Danny Kaleikini**, singer at the Kahala Hilton Hotel, hosts his own radio show from the hotel's Hala Terrace, called "Kani Ka Pila With Danny"—"Make Music With Danny." He has two albums in production, the first to be released shortly by **Hula Records**. . . . **Martin Denney** is due here for a vacation. . . . An historical Hawaiian pageant is staged every Friday at Paradise Park, the State's lone aviary, with performers from the **Hula O Maiki**, a school headed

by **Maliki Alu**. . . . **Jimi Hendrix Experience** expected for a September date, also an unconfirmed **Tony Bennett** concert in the fall. . . . **Steppenwolf** for Civic Auditorium, a show-dance Sept. 12-13. . . . The **Raven Brothers** extended a month at **Jack Clone's Dunes Club**. . . . In a recent policy switch, **K-POI**, the leading rock station here, extended its news coverage to include editorial comment by **Bob (The Beard) Lowrie**. . . . **Bob Smith**, known to kiddie viewers as **Captain Honolulu**, is back on the air after an eight-week break. . . . The **Rascals** canceled Seattle and Vancouver dates recently after **Felix Cavaliere**, the organist-singer, hurt his wrist in a motorcycle accident. **Rascals** manager **Sid Bernstein** hosted friends of the Rascals at a Chinese dinner before leaving Honolulu. **WAYNE HARADA**

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

# BRAZIL

**POPULATION**  
84,679,000 (1966)

**AREA**  
8,511,965 sq. km.

**MAJOR CITIES**

Sao Paulo	3,825,351
Rio de Janeiro	3,307,163
Belo Horizonte	693,328
Brasilia (capital)	141,742

**POPULATION BY AGE GROUPS (1960)**

0-14	29.9 million
15-24	13.3 million
25-49	19.7 million
50	7.2 million

**NUMBER OF FAMILY UNITS** 17 million

**EXCHANGE RATE**  
£1 7.53 new cruzeiros

**PER CAPITA INCOME PER ANNUM**  
£80

**BLOC MEMBERSHIP**  
Latin-American Common Market

Number of Record Companies  
Major 4 Minor 10

Number of Record Pressing Plants 8

Number of Recording Studios of Major Record Manufacturers 4  
Number of Recording Studios of Other Record Manufacturers 15

Number of Record Labels  
Indigenous labels currently active 21 Significant 40 Small  
Additional foreign-owned labels pressed under licence 32

Estimated number of Record Players 430,000  
Annual sale 70,000

Total number of Juke Boxes in Operation Approx 100

Number of Records Manufactured 1966  
7 Singles 4,080,000  
7 EPs 1,660,000  
12 LPs 3,760,000

Mix of Records Manufactured  
Popular 97%  
Classical 3%

Number of records sold  
1964 5,800,000  
1965 7,400,000  
1966 8,600,000

Number of Radio Stations  
1,319 private stations  
8 Government owned

Brazil, the only Latin-American nation deriving its heritage and language from Portugal, is not only the largest in South America in area but potentially one of the richest in the world.

Covering nearly half of South America, supporting almost half of the continent's population, Brazil is rich enough in minerals, timber and water power to support a full-fledged industrialized nation.

Also, its vast area and variety of soils and climate lend themselves to almost any kind of agriculture. Only 2% of its land is now under cultivation, yet it already supplies nearly 40% of the world's coffee, over half of South America's bananas and huge crops of sugar, sugar cane, cotton, grains, rice, oranges, etc.

Unfortunately the country is still plagued with inflation and still lacks the economic stability to attract foreign investment capital. The Brazilian cruzeiro, which in eight years (1959-67) had decreased in value from 22 to the U.S. dollar to 2,700 to the \$ in 1967, has recently been devalued and a new cruzeiro worth 1,000 old cruzeiros introduced.

In terms of the potential of its 80 million music-loving people, the 50-year-old record industry could be said to be still in its infancy. In 1966 sales were close to 9 million records, almost half of them LPs. A boom in the record industry some ten years ago attracted many newcomers but several had a very short life. In 1967 there are about 50 record producers of which 14 can be considered significant, eight of them with their own manufacturing facilities.

In 1958 the pressure of record producers to form their own organization "Associação Brasileira dos Produtores de Discos" which has been of invaluable help in matters of common interest.

EMI's company in Brazil is I.E.M. Fabrica Odeon with its own offices, recording studios in Rio de Janeiro, own pressing plant, and with distribution and promotional facilities in all major cities. The Odeon label is the best known in Brazil with a history going back to 1913.

Brazilian composers, recording artists and musicians have contributed exciting and unique rhythms to the pop and classical repertoire. Villa-Lobos is one of the best-known classical composers. The annual Rascals has brought the excitement of Brazilian music to the attention of millions.

Dom Pedro II, Emperor of Brazil, whose abdication in 1889 resulted in the formation of the present republic, was a personal friend of Thomas Edison, and one of the first voices to be recorded by Edison's newly invented phonograph. In 1913 the first records in Brazil were pressed by a firm of Edison's.

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

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# HITS OF THE WORLD

## ARGENTINA

(Courtesy Escalera a la Fama)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	O SOLE MIO/GIOVANNE	—Topo Giglio (Polydor)
2	6	THE MUSIC PLAYED (ALGUIEN CANTO)	—Matt Monro (Capitol); Willy Martins (EMI)
3	3	DELILAH	—Jimmy Fontana (RCA); Tom Jones (Odeon); Paul Mauriat (Philips); Raymond Lefevre (Disc Jockey)—Fermata
4	4	YOUNG GIRL/WOMAN, WOMAN	—Gary Puckett and the Union Gap (CBS)
5	8	FELICIDAD FELICIDAD	—Los Iracundos (RCA)—Relay
6	2	UNA MUCHACHA Y UNA GUITARRA	—Sandro (CBS)—Ansa
7	5	CORAZON CONTENTO/ESTOY CELOSO	—Palito Ortega (RCA)—Clanort
8	—	POR QUE YO TE AMO	—Sandro (CBS)—Ansa
9	—	ANY OLD TIME YOU'RE LONELY AND SAD	—The Foundations (Music Hall)
10	10	VIENTO DILE A LA LLUVA	—Los Gatos (RCA)—Fermata

## BRITAIN

(Courtesy Record Retailer)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	MONY, MONY	—Tommy James & Shondells (Major Minor)—Planetary-Nom (Bo Gentry & Ritchie Cordell)
2	1	FIRE	—Crazy World of Arthur Brown (Track)—Essex (Lambert)
3	3	THIS GUY'S IN LOVE WITH YOU	—Herb Alpert (A&M)—Blues Seas/Jac (Alpert/Moss)
4	11	DO IT AGAIN	—Beach Boys (Capitol)—Immediate (Brian Wilson)
5	9	HELP YOURSELF	—Tom Jones (Decca)—Valley (Peter Sullivan)
6	4	I CLOSE MY EYES AND COUNT TO TEN	—Dusty Springfield (Philips)—Carlin (John Franz)
7	13	GOTTA GET THE MESSAGE TO YOU	—Bee Gees (Polydor)—Abigail (Stigwood-Bee Gees)
8	8	SUNSHINE GIRL	—Herman's Hermits (Columbia)—Monique (Mickie Most)
9	17	HIGH IN THE SKY	—Amen Corner (Deram)—Carlin (Noel Walker)
10	7	DANCE TO THE MUSIC	—Sly and the Family Stone (Direction)—Carlin (Sly Stone)
11	6	MRS. ROBINSON	—Simon and Garfunkel (CBS)—Patern (Simon and Garfunkel/Helle)
12	5	I PRETEND	—Des O'Connor (Columbia)—Maurice Patricia (Norman Newell)
13	14	KEEP ON—Bruce Channel (Bell)—Shapiro-Bernstein & Co. (Dale Hawkins)	
14	12	DAYS—Kinks (Pye)—Darryl-Carlin (Ray Davies)	
15	10	LAST NIGHT IN SOHO	—Dave Dee group (Fontana)—Lynn (Steve Rowland)
16	27	ON THE ROAD AGAIN	—Canned Heat (Liberty)—Southern (Dallas Smith)
17	26	SAY A LITTLE PRAYER	—Aretha Franklin (Atlantic)—Shapiro-Bernstein (Jerry Wexler)
18	18	YUMMY, YUMMY, YUMMY	—Ohio Express (Pye)—T.M. Music (Super "K")
19	20	UNIVERSAL	—Small Faces (Immediate)—Immediate (Marrriott/Lane)
20	38	HOLD ME TIGHT	—Johnny Nash (Regal Zonophone)—Writers Workshop (Jad)
21	16	BABY COMES BACK	—Equals (President)—Kassner Music (Edward Kassner)
22	21	SON OF HICKORY HOLLER'S TRAMP	—O. C. Smith (CBS)
23	24	HARD TO HANDLE	—Otis Redding (Atlantic)—Carlin (Cropper Redding)
24	23	YOUR TIME HASN'T COME YET	—Baby—Elvis Presley (RCA)—Carlin
25	22	GOTTA SEE JANE	—R. Dean Taylor (Tamlam-Motown)—Jobete Carlin (R. Dean Taylor)
26	19	HERE COMES THE JUDGE	—Pigmeat Markham (Chess)—Jewel (Gene Barge)
27	15	MACARTHUR PARK	—Richard Harris (RCA)—Carlin (Jim Webb)
28	49	DREAM A LITTLE DREAM OF ME	—Mama Cass (RCA)—Francis, Day and Hunter (Lou Asler)
29	36	VOICES IN THE SKY	—Moody Blues (Deram)—Tyler Music (Tony Clarke)
30	34	LADY WILLPOWER	—Union Gap (CBS)—Dick James (Jerry Fuller)
31	33	AMERICA	—Nice (Immediate)—Chanpells/Immediate (Emerlist/Daviack)
32	39	I NEED YOUR LOVE SO BAD	—Fleetwood Mac (Blue Horizon)—Peter Maurice (Mike Vernon)
33	25	MY NAME IS JACK	—Manfred Mann (Fontana)

This Week	Last Week	Title	Artist
29	29	ANGEL OF THE MORNING	—P. P. Arnold (Immediate)—April (A. Oldham/J. Cokell)
32	32	HERE COMES THE JUDGE	—Shorty Long (Tamlam-Motown)—Jobete (Shorty Long)
46	46	DREAM A LITTLE DREAM OF ME	—Anita Harris (CBS)—Francis, Day and Hunter (Mike Nargolis)
28	28	YESTERDAY HAS GONE	—Cupid's Inspiration (Nems)—Franklin Boyd (Jimmy Duncan)
50	50	JEZAMINE	—Casuals (Decca)—Mills (David Pardo)
—	—	LAUREL AND HARDY	—Equals (President)—Kassner (Edward Kassner)
37	37	ELEANOR RIGBY	—Ray Charles (Stateside)—Northern
—	—	YESTERDAY'S DREAM	—Four Tops (Tamlam Motown)—Stein and Vanstock (Ivy Hunter)
43	43	WONDERFUL WORLD	—Louis Armstrong (HMV)—Valando (Bob Thiele)
31	31	HUSH NOT A WORD TO MARY	—John Rowles (CBS)—Intune (Mike Leander)
35	35	WHERE WILL YOU BE	—Sue Nicholls (Pye)—Welbeck (Tony Hatch)
41	41	IMPORTANCE OF YOUR LOVE	—Vince Hall (Columbia)—Metric (Bob Barrett)
47	47	C'MON MARIANNE	—Grapefruit (RCA)—Ardmore and Beechwood (Derek Lawrence)
—	—	LITTLE ARROWS	—Leapy Lee (MCA)—Shaftesbury Music (Gordon Mills)
45	45	BLUE EYES	—Don Partridge (Columbia)
40	40	IF YOU WANT MY LOVE	—Robert John (CBS)—MCPS (Dave Robinson)
—	—	ICE IN THE SUN	—Status Quo (Pye)—Valley Music (John Schroeder)

## DENMARK

(Courtesy Danmarks Radio)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LILLE SOMMERFUGL	—Bjorn Tidmand (Odeon)—Wih. Hansen
2	2	BABY COME BACK	—Equals (Stateside)—Kassner
3	3	VI SKAL GA HAND I HAND	—Keld Heick (HMV)—Multitone
6	6	THINGS	—Nancy Sinatra and Dean Martin (Reprise)—Dacapo
4	4	LILLE SOMMERFUGL	—Mahini Kvintetten (RCA Victor)—Wih. Hansen
5	5	YOUNG GIRL	—Union Gap (CBS)—Sweden Music
7	7	RIVER DEEP MOUNTAIN HIGH	—Anisette and Dandy Swingers (Polydor)—Dacapo
9	9	A GIRL I KNEW	—Savage Rose (Polydor)—Dacapo
—	—	HURDY GURDY MAN	—Donovan (Epic)—Southern
8	8	WHAT A WONDERFUL WORLD	—Louis Armstrong (HMV)—Multitone

## FINLAND

(Courtesy of Stump magazine)

\*Denotes local origin

This Week	Last Week	Title	Artist
2	2	VANHA HOLVIKIRKKO/MAELAROKYRKKA	—Eero (RCA Victor)—Edition Coda
1	1	DELILAH	—Tapani Kansa (Scandia)—Scandia
4	4	TUULIVIIRI/MULINA A VENTO	—Danny (Scandia)—Scandia
3	3	DELILAH	—Tom Jones (Decca)—Scandia
7	7	PAATTYNEET ON PAIVAT/SUDDENLY YOU LOVE ME	—Tapani Kansa (Scandia)—Stockholm's Musikp.
5	5	JUHVALASSI	—Irwin Goodman (Philips)—Musik Fazer
10	10	YOUNG GIRL	—Union Gap (CBS)—Stockholm's Musikp.
—	—	A MAN WITHOUT LOVE	—Engelbert Humperdinck (Decca)
9	9	RETEESTI VAAN	—Irwin Goodman (Philips)—Musik Fazer
10	10	KAUNIS MAAILMAIN/CIN CIN BELLA	—Katri Helena (Topvoice)—Lévyssavel

## GERMANY

(Courtesy Der Musikmarkt)

This Week	Last Week	Title	Artist
2	2	DU SOLLST NICHT WEINEN	—Heintje (Ariola)—Maxim
1	1	JUMPIN' JACK FLASH	—Rolling Stones (Decca)—Gerig
3	3	YUMMY, YUMMY, YUMMY	—Ohio Express (Polydor/Buddah)—Aberbach
—	—	HELP YOURSELF	—Tom Jones (Decca)—Budde

This Week	Last Week	Title	Artist
—	—	MONY MONY	—Tommy James and the Shondells (Deutsche Vogue)—Planetary/Slezak
6	6	YOUNG GIRL	—Union Gap (CBS)—Francis, Day and Hunter
8	8	ARRIVEDERCI HANS	—Rita Pavone (Polydor)—Budde
6	6	LAZY SUNDAY	—Small Faces (Immediate)—Immediate
7	7	MY NAME IS JACK	—Manfred Mann (Fontana)—Feldman/Chappell

## HOLLAND

(Courtesy Radio Veronica and Platennleuws)

This Week	Last Week	Title	Artist
1	1	ICH BAU' DIR EIN SCHLOSS	—Heintje (CNR)—Vivace/Basart
2	2	TIMES WERE WHEN	—Cats (Imperial)—Connelly/Basart
3	3	CALLOW-LA-VITA	—Raymond Froggatt (Polydor)—Chappell
8	8	DONG-DONG-DI-KI-DI-KI-DONG	—Golden Earrings (Polydor)—Dayglow
9	9	ABERGAVENNY	—Marty Wilde (Philips)—Basart
4	4	ANGEL OF THE MORNING	—Merrilee Rush (Stateside)
7	7	HELP YOURSELF	—Tom Jones (Decca)—Ben Cramer (Omega)
6	6	CAMP	—Sir Henry and His Butlers (Metronome/Columbia)—Anagon
5	5	SUNNY GIRL	—Hep Stars (Olga)—Veronica
—	—	DO IT AGAIN	—Beach Boys (Capitol)

## ITALY

(Courtesy Musica e Disci, Milan)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA NOSTRA FAVOLA	—Jimmy Fontana (RCA)—Francis Day
2	2	HO SCRITTO T'AMO SULLA SABBIA	—Franco IV e Franco I (Style)—Dior
3	3	LUGLIO	—Riccardo Del Turco (CGD)—Tiber
4	4	AZZURRO	—Adriano Celentano (Clan)—Clan
5	5	ANGELI NEGRI	—Fausto Leali (RI FI)—Southern
6	6	CINQUE MINUTI E POI	—Maurizio (Joker)—MAS
7	7	AVEVO UN CUORE	—Mino Reitano (Ariston)—Colosseo
8	8	NON ILLUDERTI MAI	—Orletta Berti (Polydor)—Tevere/Alfiere
9	9	L'OROLOGIO	—Caterina Caselli (CGD)—Suvini Zerboni
10	11	DELILAH	—Tom Jones (Decca)—Francis Day
11	12	VISIONI	—New Troils (Cetra) Usignolo
12	10	LA BAMBOLA	—Patty Pravo (Arc)—Mimo
13	14	CHIMERA	—Gianni Morandi (RCA)—RCA
14	15	LA SCOGLIERA	—Louiselle (Parade)—Gattonardo
13	13	LOVE IS BLUE	—Paul Mauriat (Philips)—Alfiere

## JAPAN

(Courtesy Original Confidence Co., Ltd.)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	C-C-C	—Tigers (Polydor)—Watanabe
2	7	CHIISANA SNACK	—Purple Shadows (Philips)—Shinko
3	2	HOSHIKAGE NO WALTZ	—Sen Masao (Minoruphone)
4	3	OTARU NO HITOYO	—Tokyo Romantica (Teichiki)
5	4	EMERALD NO DENSETSU	—Tempsters (Philips)—Tanabe
6	5	THE SOUNDS OF SILENCE	—Simon & Garfunkel (CBS)—Shinko
7	6	HOSHI O MINAIDE	—Ito Yukari (King)—Watanabe
8	8	SHINJUKU SODACHI	—Taniyama Yoko/Ohki Hideo (Minoruphone)
9	9	TENSHI NO YUWAKU	—Mavuzumi Jun (Capitol)—Columbia
10	14	SHIANBASHI BLUES	—Takahashi Masaru & Coro Latino—(Columbia)—Columbia
11	13	TASOGARE NO GINZA	—Kurosawa Akira & Los Primos (Crown)—Crown
12	15	HANA TO CHO	—Mori Shin-ichi (Victor)—Al Pro.
10	10	AI NO SONO	—Fuse Akira (King)—Watanabe
11	11	THE LEGEND OF XANADU	—Dave Dee Group (Philips)—Tokyo Music
15	17	KUSHIRO NO YORU	—Mikawa Ken-ichi (Crown)—Crown
16	19	SIMON SAYS—1910 Fruitgum Co. (Buddah)	
17	12	THE DOCK OF THE BAY	—Otis Redding (Atlantic)—Taiyo
16	16	SOGEN NO KAGAYAKI	—J. Yoshikawa & Blue Comets (CBS)—Watanabe
—	—	KIRI NI MUSERU YORU	—Kuroki Ken (Toshiba)
24	24	TAIYO WA NAITEIRU	—Shida Ayumi (Columbia)—Nichion

## MALAYSIA

(Courtesy Radio Malaysia)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YUMMY, YUMMY, YUMMY	—Ohio Express (Pye)
2	6	SON OF HICKORY HOLLER'S TRAMP	—O. C. Smith (CBS)
3	8	HONEY	—Union Gap (CBS)
4	7	I'LL LOVE YOU FOREVER TODAY	—Cliff Richard (Columbia)
5	2	BOY	—Lulu (Columbia)
6	4	I BELIEVE	—Tid Bits (RCA)
7	3	JUMPING JACK FLASH	—Rolling Stones (Decca)
8	9	HERE COMES THE JUDGE	—Shorty Long (Tamlam-Motown)
9	5	MASTER JACK	—Four Jacks and a Jill (RCA)
10	—	DON'T GIVE UP	—Petula Clark (Pye)

## NEW ZEALAND

(Courtesy New Zealand Broadcasting)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	YUMMY YUMMY YUMMY	—Ohio Express (Kama Sutra)
2	4	ANGEL OF THE MORNING	—Merrilee Rush (Stateside)
3	9	LADY WILLPOWER	—Gary Puckett and the Union Gap (CBS)
4	1	JUMPIN' JACK FLASH	—Rolling Stones (Decca)
5	8	BABY COME BACK	—Equals (Parlophone)
6	2	SPINNING, SPINNING, SPINNING	—Simple Image (HMV)
7	6	EVERYBODY'S GIRL	—Larry's Rebels (Impact)
8	5	I DON'T WANT OUR LOVIN' TO DIE	—Herd (Fontana)
9	7	TIMOTHY	—Four Jacks and a Jill (RCA)
10	—	MRS. ROBINSON	—Simon and Garfunkel (CBS)

## NORWAY

(Courtesy Verdens Gang)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	VI SKA GA HAND I HAND	—Gunnar Wiklund (HMV)—Carl M. Iverson
2	2	YOUNG GIRL	—Union Gap (CBS)—Sweden Music
3	3	SON OF HICKORY HOLLER'S TRAMP	—O. C. Smith (CBS)—Palace
4	5	BABY COME BACK	—Equals (President)—Kassner
5	4	A MAN WITHOUT LOVE	—Engelbert Humperdinck (Decca)—Bendiksen
6	6	THINGS	—Nancy Sinatra and Dean Martin (Reprise)—Belinda
7	9	10,000 RODA ROSOR	—Jan Holland (Polydor)—Thore Skogman
8	10	HAR JEG SAGT DEG ALT JEG VILLE SI DEG	—Ole Ivars (Troll)—Eliertsen
9	—	DELILAH	—Tom Jones (Decca)—Bendiksen
10	8	HONEY	—Bobby Goldsboro (United Artists)—Sweden Music
10	—	ROMEO OG JULIE	—Inger Lise Andersen (RCA Victor)—Sweden Music

## PHILIPPINES

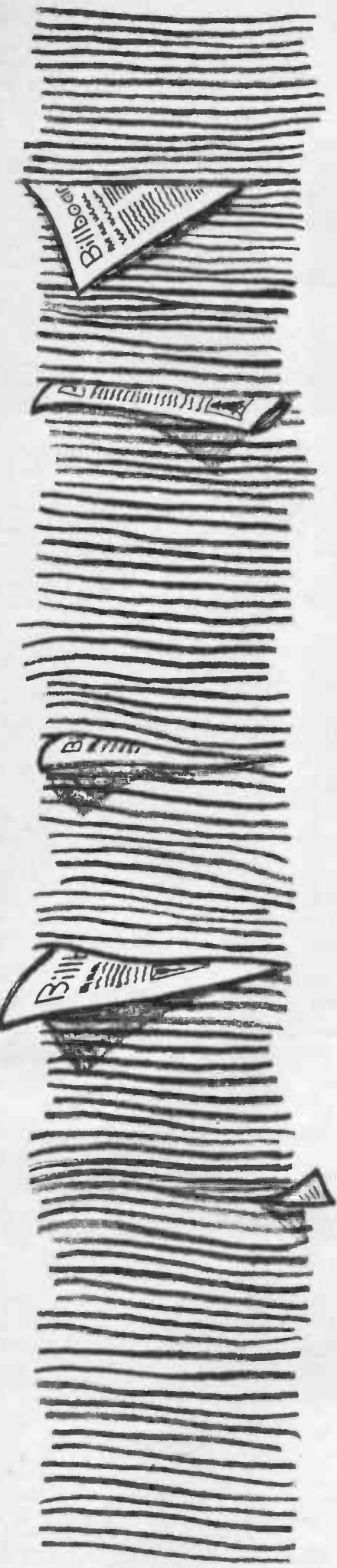
This Week	Last Week	Title	Artist
1	1	MONY, MONY	—Tommy James and the Shondells (Roulette)—Mareco, Inc.
2	5	YUMMY, YUMMY, YUMMY	—Ohio Express (Buddah)—Mareco, Inc.
3	4	WHY CAN'T I REMEMBER TO FORGET YOU	—Samantha Jones (United Artists)—Home Industries Development Corp.
4	7	IT'S NICE TO BE WITH YOU	—Monkees (RCA Victor)—Filipinas Record Corp.
5	3	AFTER YOU	—Lulu (London)—Super Record Corp.

This Week	Last Week	Title	Artist
2	2	WE WERE MADE FOR EACH OTHER	—Monkees (RCA Victor)—Filipinas Record Corp.
8	8	FUNKY FEVER	—Clarence Carter (Atlantic)—Mareco, Inc.
6	6	I WILL WAIT FOR YOU	—Trini Lopez (Reprise)—Mareco, Inc.
10	10	INDIAN LAKE	—Cowbills (MGM)—Mareco, Inc.
—	—	LADY WILLPOWER	—Union Gap (CBS)—Mareco, Inc.

## SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	1	YUMMY, YUMMY, YUMMY	—Ohio Express (Pye)
2	2	BOY	—Lulu (Columbia)
3	5	MONY, MONY	—Tommy James and Shondells (Roulette)
4	3	SOME THINGS YOU NEVER GET USED TO	—Supremes (Motown)
5	6	DON'T GIVE UP	—Petula Clark (Pye)
6	7	SON OF HICKORY HOLLER'S TRAMP	—O. C. Smith (CBS)
7	9	I PRETEND	—Des O'Connor (Columbia)
8	4	JUMPING JACK FLASH	—Rolling Stones (Decca)
9	—	HELP YOURSELF	—Tom Jones (Decca)
10	8	MRS. ROBINSON	—Simon & Garfunkel (Columbia)



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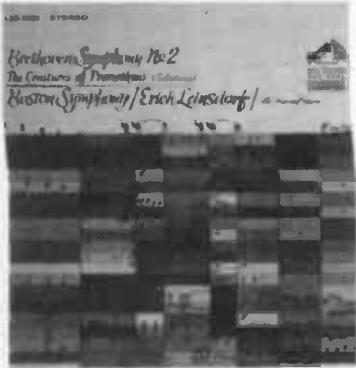
We fill them in, first thing, every Monday on

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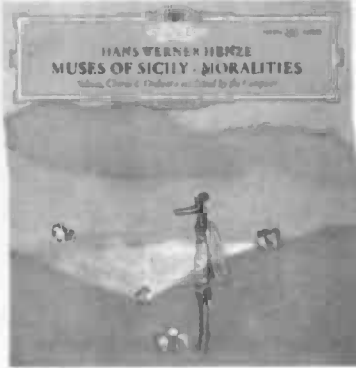
# Album Reviews



**CLASSICAL**

**BEETHOVEN: SYMPHONY NO. 2/THE CREATURE OF PROMETHEUS**—Boston Symphony—Erich Leinsdorf. RCA Victor Red Seal LCC 3032 (S)

Beethoven's moving second symphony is given a superb performance by the Boston Symphony, but then one has learned to expect nothing but the best from conductor Erich Leinsdorf. An added bonus is the beautiful and melodic ballet music from the composer's "Creature of Prometheus." Should prove an immediate success.



**CLASSICAL**

**HENZE—MUSES OF SICILY/MORALITIES**—Soloists, Chorus—Orch. (Henze). DGG 139 374 SLPM (S)

Hans Werner Henze's albums are building up an impressive chart record, which augurs well for this latest set. Also, Henze's inspiration for "Muses of Sicily" from a performance by the Rolling Stones will draw considerable interest. The composer leads the Dresdner Kreuzcher in both pieces. "Moralities" has good vocalists and the Gewandhaus Orchestra.



**LOW PRICE CLASSICAL**

**XENAKIS: AKRATA/PITHOPRAKTA/PENDERECKI; CAPRICCIO/DE NATURA SONORIS**—Zukofsky/Buffalo M-71201 (S)

Penderecki, whose "St. Luke Passion" enjoyed considerable chart success, is represented by two pieces, including a superb "Capriccio for Violin and Orchestra" with Paul Zukofsky fine as the soloist. Two first-rate Xenakis works also are presented. Lukas Foss and The Buffalo are superb.



**JAZZ**

**COLDWATER FLAT**—The Three Sounds. Blue Note BST 84285 (S)

The Three Sounds (piano, bass and drums) lay down jazz that is solidly rhythmic. Oliver Nelson has grafted some fat brassy sounds around this central core and with a choice of material that should appeal to a wider market ("Last Train to Clarkville," "Look of Love," "Grass Is Greener" you have an album that is a clear chart contender.



**JAZZ**

**SPEAK LIKE A CHILD**—Herbie Hancock. Blue Note BST 84279 (S)

Pianist Hancock, now getting exposure with the Miles Davis group, reveals that his own personal style (when he can choose for himself) inclines on the lyrical, as in the title track, "Speak Like a Child." With Thad Jones, flugelhorn, dominating the bass trombone and flute front line, the result is a warm swinging collection of Hancock originals (with one exception)



**POP**

**BEHOLD AND SEE**—Ultimate Spinach. MGM SE 4570 (S)

The Ultimate Spinach has a deeply blues-oriented sound, and it's right in today's selling bag. For their second LP, they offer an exceptional progressive rock programming piece "Mind Flowers," which extends beyond nine minutes. A good singles bet is "Where You're At," while other intriguing items are "Fragmentary March of Green" and "Jazz Thing." Alan Lorber's production is exceptional.



**POP**

**THE CLOWN DIED IN MARVIN GARDENS**—Beacon Street Union. MGM SE 4568 (S)

The Beacon Street Union, who scored well on the charts in their debut album, have an even better one here. The sound is current as they offer the LP's title song and a first-rate extended number in their bluesy version of "Baby Please Don't Go." Even an oldie "Blue Suede Shoes" fits in well.



**POP**

**LONELY IS THE NAME**—Sammy Davis Jr. Reprise RS 6308 (S)

Davis has one of his most commercial entries here, built around his recent single hit "Lonely Is the Name." He rocks with ease through a "Shake, Shake, Shake" and a powerful medley combining "Up-tight" and "You've Got Your Troubles," then smoothly shifts into a moody "We'll Be Together Again." First-rate programming fare.



**POP**

**DON'T BREAK MY PRETTY BALLOON**—Vikki Carr. Liberty LST 7565 (S)

The fine voice of Vikki Carr casts a spell that's pure magic. An impressive and beautiful program, spotlighting her most recent singles "Don't Break My Pretty Balloon" and "She'll Be There." Other marvels in the delightful package are "Jappy Together," "It's Not Unusual" and a smooth "Tears on My Pillow." This is a highly potent entry, and should endure long sales activity.



**POP**

**TIME TO TAKE OFF**—Dave Dee, Dozy, Beaky, Mick & Tich. Imperial LP 12402 (S)

This bright and sparkling album includes three of the group's most recent singles, "Zabadak," "The Legend of Xanadu" and "Break Out," and that should prove a powerful selling point. The program opens and closes with an exceptional Harold Blaikley ballad, "If No-One Sang," and the numbers in-between are well balanced and diversified.



**POP**

**SUNSHINE & SHADOWS**—Sunshine Company. Imperial LP 12399 (S)

The Sunshine Company has a bright and shiny future in store with the release of this highly potent album. They've an exceptionally smooth vocal blend, as proven by their current single "On a Beautiful Day," which is included here. The package has quantity (14 cuts) without sacrificing quality. Top-notch are their renditions of "Love Poem" and "Let's Get Together."



**POP**

**AVENUE ROAD**—Kensington Market. Warner Bros. WS 1754 (S)

Big company push behind this new group of five with an exceptional blend and unique sound and style that should establish them as disk sellers. All original material and their ideas are fresh and interesting. Leading off with their initial single "I Would Be the One" the originality and creativity are vividly expressed in "Aunt Violet's Knee" and "Looking Glass," both composed by lead singer Keith McKie.



**POP**

**THE WAY I FEEL**—Leonard Nimoy. Dot DLP 25883 (S)

This top mood package has all the ingredients to push him much higher on the charts. One of the best, in the "mood" categories, Nimoy brings warmth and sensitivity to the lyric content of this folk-flavored material. Examples of his feeling are clear in "I'd Love Making Love to You," his current single, plus his treatments of "Sunny" and his reading the lyrics of "Where It's At" and the beauty of "Love Is Sweeter."



**POP**

**TUESDAY, APRIL 19TH**—The Unspoken Word. Ascot AS 16028 (S)

Loaded with sales appeal for both underground and Top 40 airplay, this package of fresh material, all original, is well done in a smooth blend of voices that puts the message across in a driving and persuasive manner. It's right in today's selling bag as illustrated by the timely lyric of their ballads "Waking Up" and "Distant, Oh So Far." Debut LP should hit hard and fast.



**POP**

**21 TROMBONES ROCK/BLUES/JAZZ**—Project 3. PR 5024 SD

The trombone magic of Urbie Green is tremendously enhanced by the Total Sound Stereo of the Project 3 label, and the result is sensational listing and programming. Featured among the "21 Trombones" are giants such as Kal Winding, J. J. Johnson, Jimmy Cleveland, Buddy Morrow and Will Bradley, to name a few. Exceptional treatments of "I Get the Blues When It Rains," "Just Dropped In" and "Perdido" are standouts.



**POP**

**DINO VALENTE**—Epic BN 26335 (S)

With one exception, all the numbers in this album debut are originals, and they are filled with intrigue and appeal. It's progressive folk-rock, and sure to be programmed steadily in that vein, with sales sure to follow. "Something New" is a standout, while "Tomorrow" could prove a good commercial single.



**CLASSICAL**

**DVORAK: NEW WORLD SYMPHONY**—London Symphony (Ormandy). Columbia MS 7089 (S)

Dvorak's ever-popular "Symphony No. 9 (From the New World)" receives another excellent treatment in this album with the expert baton of Eugene Ormandy, this time leading the London Symphony instead of his Philadelphia Orchestra. Recent chart action for albums of the "New World" shows that consumers still welcome new versions of this warhorse.



**CLASSICAL**

**ELGAR: ENIGMA VARIATIONS**—London Symphony (Davis). Philips PHS 900-140 (S)

Colin Davis, one of the world's finest young conductors, has come up with a splendid Elgar album, containing "Enigma Variations" and a first recording of "Cockaigne (In London Town)." The latter is a sparkling concert overture. The London Symphony, as usual, is superb.



**CLASSICAL**

**BERLIOZ: REQUIEM (2 LP's)**—Schröter/Bavarian Radio Orch. & Chorus (Munch). DGG 139 264/65 (S)

Charles Munch's second recording of the "Grand Messe des Morts" is a vigorous moving vehicle as the veteran conductor here leads the excellent Bavarian Radio Orchestra and Chorus in a two-LP package. Tenor Peter Schreier excels in the Sanctus.

# IMPERIAL RECORDS



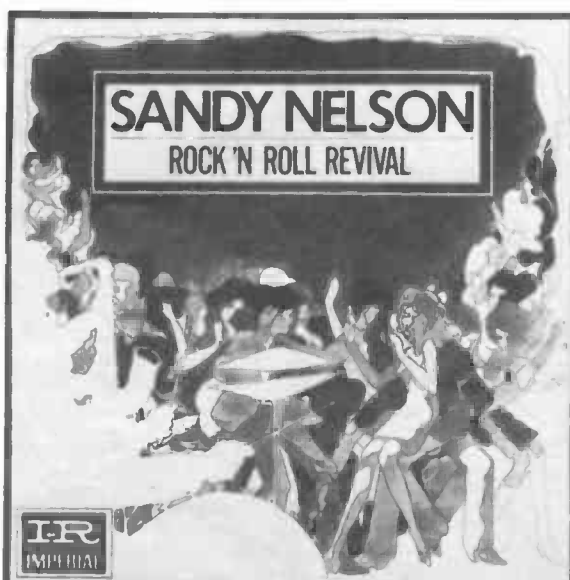
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★ STAR PERFORMER—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Chart header table with columns: THIS WEEK, 1st, 2nd, 3rd, TITLE, Artist (Producer), Label & Number, Weeks On Chart

Main chart table (rows 1-32) listing song titles, artists, and chart positions.

Main chart table (rows 33-100) listing song titles, artists, and chart positions.

Main chart table (rows 101-200) listing song titles, artists, and chart positions.

HOT 100—A TO Z—(Publisher-Licensee)

Hot 100—A TO Z list (rows 1-20) listing song titles and artists.

Hot 100—A TO Z list (rows 21-40) listing song titles and artists.

Hot 100—A TO Z list (rows 41-60) listing song titles and artists.

Hot 100—A TO Z list (rows 61-80) listing song titles and artists.

Hot 100—A TO Z list (rows 81-100) listing song titles and artists.

BUBBLING UNDER THE HOT 100

Bubbling Under the Hot 100 list (rows 101-127) listing song titles and artists.

A black and white close-up portrait of Tom Jones, looking slightly to the right. He has dark, wavy hair and is wearing a dark suit jacket. The background is dark and out of focus.

**BIG HIT!**

**Tom Jones**  
**HELP YOURSELF**

(Gli Occhi Miei)

40029



Producer: Peter Sullivan for Gordon Mills Productions

# Album Reviews



**CLASSICAL**  
**HAYDN: SYMPHONIES NOS. 93 & 96**—Boston Symphony (Leinsdorf). RCA Victor LSC 3030 (S)

Erich Leinsdorf and the Boston Symphony excel in this coupling of these two Haydn symphonies. The paucity of recordings of the "Symphony No. 93" adds to the attractiveness of this set. While there are more versions of the "Symphony No. 96 (Miracle)," it also is by no means in the warhorse category.



**CLASSICAL**  
**ROMANTIC DUETS**—Lear/Stewart/Werba. DGG 139 303 SLPM (S)

Soprano Evelyn Lear and baritone Thomas Stewart team in a superlative collection of duets of Schubert, Weber, Mendelssohn, Brahms, Dvorak, Schumann, Tchaikovsky, Foster, Gretschaninow and Saint-Saens. The renowned husband and wife team does justice to all of the selection. Erik Werba is excellent as piano accompanist.



**CLASSICAL**  
**SIBELIUS: SYMPHONIES NOS. 6 & 7**—Berliner Philharmoniker (Karajan). DGG 139 032 SLPM (S)

The current revival of interest in Sibelius is being pursued by Herbert von Karajan in a series of albums, including this fine pairing of two symphonies he previously cut for another label in a monaural coupling. His recording of the "Symphony No. 6" with the Philharmonia Orchestra long was the only catalog version of the work. The Berlin Philharmoniker is excellent in both symphonies here.



**LOW-PRICE CLASSICAL**  
**BEETHOVEN: THE COMPLETE MUSIC FOR CELLO & PIANO** (3 LP's)—Pablo Casals/Rudolf Serkin. Odyssey 32 36 0016 (S)

Budget line set of recordings originally released in 1954 by this very compatible duo on the Columbia Masterworks series. The Four Sonatas were recorded by Casals and pianist Serkin at the Casals Festival in Prades, France, in 1953, while the remaining Sonata and Handel and Mozart variations were cut in Perpignan, France, in 1953, also at a Casals Festival.

## ★★★★ 4 STAR ★★★★★

### SOUNDTRACK ★★★★★

**HOW SWEET IT IS**—Soundtrack. RCA Victor LPM 4037 (M); LSP 4037  
**ODESSEY & ORACLE**—The Zombies. Date TES 4012 (S)  
**TURNED ON**—Moe Koffman. Jubilee JGS 8016 (S)  
**WALK INTO MY LIFE**—Rouvaun. RCA Victor LSP 4038 (S)  
**CHAMAELON CHURCH**—MGM SE 4574 (S)  
**ANNA**—Anni Margarida. Vault LP 118 (S)  
**W. C. FIELDS IS ALIVE & DRUNK AT YOUR FATHER'S MUSTACHE**—MGM SE 4555 (S)  
**THE ANIMATED EGG**—Alshire Presents S 5104 (S)  
**SALT & PEPPER**—Soundtrack. United Artists UAS 5187 (S)

### POPULAR ★★★★★

**EXOTIC LOVE**—Martin Denny. Liberty LST 7585 (S)  
**ROUND AMEN CORNER**—Deram DES 18014 (S)  
**TEN OF PENTACLES**—Sam the Sham. MGM 4526 (S)  
**ALL AMERICAN HITS**—Various Artists. London PAS 71023 (S)  
**SOUL PARTY**—Paul Nero. Liberty LST 7586 (S)  
**HARPER VALLEY P.T.A.**—Ricky Page. SPAR SPAR-3011 (S)

### COUNTRY ★★★★★

**THE COUNTRY GENTLEMEN'S LADY GOLDIE HILL SMITH SINGS HER FAVORITES**—Epic BN 26410 (S)  
**IN THE BEGINNING**—Hank Williams. MGM SE 4576 (S)  
**COUNTRY HEART & SOUL**—Louvin Brothers. Tower DT 5122 (S)

### JAZZ ★★★★★

**THE DON SHIRLEY TRIO IN CONCERT**—Columbia CS 9684 (S)  
**SOUL CIRCLE**—Brother Jack McDuff. Prestige PR 7567  
**OUT OF THIS WORLD**—Kenny Burrell. Prestige PR 7578  
**BLUE ODYSSEY**—Houston Person. Prestige PR 7566  
**MANHATTAN FEVER**—Frank Foster. Blue Note BST 84278 (S)  
**TENDER MOMENTS**—McCoy Tyner. Blue Note BST 84275 (S)

### RHYTHM & BLUES ★★★★★

**DR. FEELGOOD**—Billy Larkin & the Delegates. World Pacific WPS 21874 (S)

### ALBUM REVIEW RANKING

**STAR PERFORMER SPOTLIGHT**  
Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long term sales.

**CHART SPOTLIGHTS**  
Albums which are expected to have sufficient sales to reach the Top LP's chart or have long term sales.

**4-STAR**  
Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rack jobbers and one-stops handling that category.

**SPECIAL MERIT**  
New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

### CLASSICAL ★★★★★

**BRAHMS: SERENADE NO. 2 A-DUR OP 16**—Berliner Philharmoniker (Abbado). DGG 139371 SLPM (S)  
**BEETHOVEN: SONATA NO. 32**—Jacob Lateiner. RCA Victor Red Seal LM 3016 (M); LSC 3016 (S)  
**BACH: SIX BRANDENBURG CONCERTOS**—Munich Bach Orch. (Richter). Archive 198 438/39 (S)  
**TELEMANN: SERENADE FOR WIND INSTRUMENTS**—Various Artists. Archive 198 430 (S)  
**DEBUSSY: QUARTET IN G MINOR/RAVEL: QUARTET IN F**—Drole Quartet. DGG 139 369 SLPM (S)  
**BACH: CANTATAS BWV 65, 108, 124**—Various Artists/Munich Bach Chorus & Orch. (Richter). Archive 198 416 (S)  
**BACH: EIGHTEEN CHORALE PRELUDES, VOL. 1**—Anton Heiller. Cardinal VCS-10039 (S)

### LOW-PRICE CLASSICAL ★★★★★

**MAHLER: SYMPHONY NO. 4—N. Y. Philharmonic/Halban (Walter)**. ODYSSEY 32 16 0026 (S)  
**KODALY: STRING QUARTET NO. 1**—Roth String Quartet. Philips World Series PHC 9093 (S)  
**BERLIOZ: TE DEUM**—Royal Philharmonic Orch./Young (Beecham). Odyssey 32 16 0206 (S)  
**FINAL SCENE FROM SALOME & OTHER OPERA FAVORITES**—Ljuba Welitsch/Reiner/Rudolf. Odyssey 32 17 0078 (S)  
**BARBER: KNOXVILLE SUMMER OF 1915/HERMITS SONGS**—Eleanor Steber/Leontyne Price. Odyssey 32 16 0230 (S)  
**CARL SCHURICHT CONDUCTS JOHANN STRAUSS**—Vienna State Opera Orch. Everyman SRV-256 SD (S)  
**ERICH KUNZ SINGS GERMAN UNIVERSITY SONGS**—Everyman SRV-278 SD (S)  
**R. STRAUSS: SONATA, OP. 18/RESPIGHI: VIOLIN-PIANO SONATA IN B MINOR**—Walsman/Hancock. Nonesuch H-71205 H-71205 (S)  
**STUDENT MUSIC IN 17TH-CENTURY LEIPZIG**—Various Artists/Little Orch. of London H-71204 (S)

### BLUES ★★★★★

**AN ANTHOLOGY OF BRITISH BLUES**—Various Artists. Immediate Z12 52 006 (S)  
**7936 SOUTH RHODES**—Eddie Boyd. Epic BN 26409 (S)

### CHILDREN'S ★★★★★

**PETER & THE WOLF**—Leon Janney/Sybil Trent. Leo the Lion CH 1053  
**MARY POPPINS**—Robert Stephens/Various Artists. Caedmon TC 1246 (S)

### INTERNATIONAL ★★★★★

**ALMA . . . VIDA . . . Y SENTIMIENTO**—Fernando Valdes. RCA Victor MKL 1782 (M)  
**MARIA DE LOURDES**—RCA Victor MKL 1775 (M)  
**AMEMONOS** . . . con La Rondalla Tapalia—RCA Victor MKL 1780 (M)  
**SOMOS NOVIOS**—Armando Manzanero. RCA Victor MKL 1785 (M)  
**CALLATE NINA/HUSH LITTLE BABY**—Pic-Nic. UA International UNS 15547 (S)

### SPOKEN WORD ★★★★★

**RICHARD WILBUR READING HIS POETRY**—Caedmon TC 1248 (S)

### GOSPEL ★★★★★

**THE ROSE OF SHARON**—Rev. Cleophus Robinson. Peacock PLP-157 (S)  
**HARMONY SINGERS**—Cornerstone CRS 4007 (S)

### POLKA ★★★★★

**WESELU**—Malego Wladzia. Jay Jay 5120 (S)

## SPECIAL MERIT PICKS

### SOUNDTRACK

**PETULIA**—Soundtrack. Warner Bros. WS 1755 (S)  
John Barry's music for this Julie Christie-George C. Scott movie "Petulia" contains enough themes of melodic beauty for half a dozen pop ballads. A soundtrack LP well up to the standards of Barry's other hits in the James Bond and "Born Free" fields. "Petulia" is a fine sample track.

### POPULAR

**BONFA**—Luiz Bonfa. Dot DLP 25881 (S)  
Mater guitarist, Luiz Bonfa, offers fine interpretations of recent pop hits, and the result is a must for programming with sales to follow. Tried and true hits such as "Mrs. Robinson," "Love Is Blue" and "Do You Know the Way to San Jose" take on a freshness via the Bonfa guitar magic and lush string arrangement.

**BEGIN**—The Millennium. Columbia CS 9663 (S)  
New group with a unique sound that should quickly establish them with the fans. With the flair and feel of the Mamas and Papas and the Stone Pioneers, they offer a diversified program that's musically first-rate. "It's You" is a smooth rock ballad with singles potential, and "Anthem" is outstanding.

**WINE AND SONG**—Sergio Franchi. RCA Victor 4018 (M); LSP 4018 (S)  
The rich and powerful voice of Sergio Franchi makes this "live" recording a delight to hear. The spontaneity fills each number with a feeling of participation, with all the fun of the recording session captured on the disk. A "Fiddler on the Roof" medley featuring "If I Were a Rich Man" and "To Life" is joyous, and beautiful is Franchi's treatment of "A Man Without Love" in Italian and English.

**THE BEST OF LOS INDIOS TABARAJAS**—RCA Victor LSP 4007 (S)  
This LP contains some of the most beautiful works of the Brazilian duo, yet there's an amazing variety of sound and pace. For example, you have the rippling excitement of "Nao Tenho Lagrimas (Come to the Mardi Gras)" and on the other hand the melodic, dreamy "Always in My Heart." The guitar is king, but vocals play an important role here, too.

**UNCLE BILL SOCKS IT TO YOU**—Dot DLP 25873 (S)  
Uncle Bill is a "look-alike, sound-alike" of W. C. Fields, and this program of recent pop hits gets a funny working over. He's most suited to a bright, perky "Here Comes the Judge," and does justice to a clever treatment of "The Ballad of Bonnie and Clyde." "Yummy, Yummy, Yummy" and "The Unicorn" are two others that could garner much airplay, and move this album over the counters.

**WILD IN THE STREET**—Davie Allen & the Arrows. Tower ST 5139 (S)  
Davie Allen and the Arrows, familiar are their string of soundtrack albums, here present their own interpretations of music from "Wild in the Streets." The strong rock instrumentals, featuring Allen on lead guitar, make this 10-cut album a good follow-up to the group's previous product. The title song and "Sally LeRoy" are among the top cuts.

**FEELIN'**—Raymonde Singers Etcetera. London 44111 (S)  
A potpourri of some of the finest of the recent pop hits proves an exciting and beautiful debut for the Raymonde Singers Etcetera. Director Ivor Raymonde has previously been represented instrumentally, and this first vocal outing is sure to prove a solid long-range selling item. A full-length "MacArthur Park" and a sprightly "Young Girl" are just two of the highlights.

### SINGERS . . . TALKERS . . . PLAYERS . . . SWINGERS . . . & DOERS—The Hellers.

Command RS 934 SD (S)  
The grab bag mixes comedy, pop music and electronics in an integrated package that has considerable interest when taken as a whole. The combining of dialog with narrative often is intriguing. The material is by Hugh Heller and Dick Hamilton who are aided by a group of pleasant performers.

### HEADS UP—The Heads. Liberty LST 7581 (S)

This blues rock quartet has an auspicious album debut here with a collection of original material and numbers from other sources. "Wrong or Right" and "You" are good original cuts, while "Day Tripper" and "Knock on Wood" also get top treatment. These last two selections demonstrate the ease with which the group successfully tackles both slow and upbeat material.

### COUNTRY

**I'M EASY TO LOVE**—Stan Hitchcock. Epic BN 2640B (S)  
One of the best of the newcomers to Nashville, Hitchcock has a winner in this package of top soul performances which leads off with his successful single, the title tune. His "Ringo," "He Took My Place" and "She's Looking Good" are prime examples of the heart and soul delivery in which Hitchcock excels. Much sales appeal here.

### R&B

**RAW FUNKY EARTH**—Rex Garvin & the Mighty Cravers. Tower ST 5130 (S)  
Raw and funky is a perfect description of the excitement in the grooves of this LP. Garvin and his Crawlers keep the show on the move with "Sock-it-to-em" drive as they offer such pulsating items as "Boogooloo Down Broadway," "Sugar Baby" and a bluesy "The Other Man." Should prove a sales winner in both r&b and pop markets.

### CLASSICAL

**VIVALDI-BACH: FOUR CONCERTOS FOR ORGAN & ORCHESTRA**—Pierre Cochereau/Pro Arte Orch., Munich (Redel). Philips PMS 900-183 (S)

**J. HAYDN/M. HAYDN/RICHTER: TRUMPET CONCERTOS / MOLTER: CLARINET CONCERTO**—Andre/Michaels/Munich Chamber Orch. (Stadlmair). Archive 198 415 (S)  
Two outstanding soloists are featured in this collection of trumpet and clarinet concertos. Maurice Andre is in top form in three works, including the first recording of Franz Xaver Richter's "Concerto in D." Jost Michaels is the first-rate soloist in Johann Molter's "Clarinet Concerto in G." Hans Stadlmair competently leads the Munich Chamber Orchestra.

**THE DAEMONIC LISZT**—Earl Wild. Cardinal VCS-10041 (S)  
Earl Wild's virtuosity is put to the test in this collection of Liszt's tricky piano music and he comes through with flying colors. His superb recital ranges from the familiar "Reminiscences de Don Juan (After Mozart)" to first listings, such as "Reminiscences de Robert le Diable—Valse Infernale." All selections are based on "devel" sources.

**VIVALDI: GUITAR CONCERTOS**—The Romeros/San Antonio Symphony (Alessandro). Mercury SR 90487 (S)  
The Romeros perform four Vivaldi Guitar Concertos deftly and with graceful assurance, and the accompaniment by Victor Alessandro and the San Antonio Symphony is perfect. The moods of romance and elegance are enhanced by the exceptional solo work, adding to the album's sales appeal.

### LOW PRICE CLASSICAL

**MAHLER: SYMPHONY NO. 8**—Utah Symphony Orch. (Abravanel). Everyman SRV 276/7 SD (S)

Gustav Mahler's "Symphony of a Thousand" makes its low-priced debut in this two-record set, and it should prove a solid and steady stock item. Dr. Newell Weight directs the Soloists and Combined University of Utah Chorus expertly and movingly. Package is a special treat for Mahler buffs.

### JAZZ

**BOTTOMS UP**—Illinois Jacquet. Prestige PR 7575

Tenor saxist Illinois Jacquet's reputation is perhaps unfairly based on the honking and squealing he did in the early "Jazz at the Philharmonic" days. On this LP, backed by a rhythm section (including some superb piano by Barry Harris) he reveals his true self: an all round player capable of hard swing and heavy romanticism. "Bottoms Up" (a successor to his "Flying Home") shows the swing, "Ghost of a Chance," the soul.

**PUTTIN' IT TOGETHER**—The New Elvin Jones Trio. Blue Note BST 84282 (S)

The Jones Trio (Jones, drums; Jimmy Garrison, bass; Joe Farrell, reeds) was one of the surprise hits of this year's Newport Jazz Festival. Although each player is a strong individual (especially Jones and Garrison), they jell together into one unit. "Kei Ko's Birthday March" is an ideal sampler track. Incidentally Jones' standing with the hard rock fraternity should help sales.

### FOLK

**THROUGH THE EYES OF TERRY BER.** World Pacific WSP 21876 (S)

The Gemini Gypsy spins top-flight material here: her own and that of other writers. The words are most important as the subtitle "Songs of Terry Ber and Other Poets" indicates. Two, "Mi Caballo Blanco Tonada" and "Lemon Tree," are sung in Spanish. Among her top material are "But If You're Lonely," "Streets of My Village" and "Gemini Gypsy."

### RELIGIOUS

**HOW GREAT THOU ART**—Anita Bryant. Columbia CS 9642 (S)

Anita Bryant's moving and sensitive interpretations of these beautiful hymns are sure to be well received by her many fans, and prove a steady sales item. In this inspiring program, she is accompanied by the Jordanaires and offers "Rock of Ages," "The Old Crooked Cross" and a beautiful new Gloria Roe hymn "May We Know Peace."

**BEYOND THE SUNSET**—Norma Zimmer. RCA Victor LSP 4006 (S)

Augmented by nationwide exposure on TV and spurred by faithful performances of "Trees," "The Wayfaring Stranger," and "Beyond the Sunset," this Norma Zimmer LP is above the run-of-the-mill spiritual offerings. Her beautiful voice creates a sense of wonder, a sense of devotion.

(Continued on page 69)

More Album  
Reviews on

Pages 60, 69 & 73





**"Something Happening"**

out two weeks and it's already zooming up the charts



**"Something Happening"**

immediate acceptance on all Top-40 stations



**"Something Happening"**

exploding sales

**"Something Happening"**  
because it's  
**Paul Revere & The Raiders**

featuring **Mark Lindsay**  
with a hard-driving, solid album  
including their two hit singles,  
**"Don't Take It So Hard"**  
and **"Too Much Talk."**

**"Something Happening"**  
just might be the understatement of the year.



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CS 9665

# TOP LP'S

FOR WEEK ENDING AUGUST 31, 1968

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
8	1	1	1	1	<b>CREAM</b> —Wheels of Fire Atco (No Mono); SD 2-700 (S)				
8	2	2	2	2	<b>RASCALS</b> —Time Peace/Greatest Hits Atlantic (No Mono); SD 8190 (S)				
4	4	3	3	3	<b>DOORS</b> —Waiting for the Sun Elektra (No Mono); EKS 74024 (S)				
8	3	4	4	4	<b>ARETHA FRANKLIN</b> —Aretha Now Atlantic (No Mono); SD 8186 (S)				
★	10	8	5	5	<b>JOHNNY RIVERS</b> —Realization Imperial (No Mono); LP 12372 (S)				
17	5	6	6	6	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> —The Beat of the Brass A&M (No Mono); SP 4146 (S)				
19	9	7	7	7	<b>SIMON &amp; GARFUNKEL</b> —Bookends Columbia (No Mono); KCS 9529 (S)			NA	
26	11	8	8	8	<b>STEPPENWOLF</b> Dunhill (No Mono); DS 50029 (S)				
7	10	9	9	9	<b>JOSE FELICIANO</b> —Feliciano! RCA Victor LPM 3957 (M); LSP 3957 (S)	NA	NA	NA	NA
39	6	10	10	10	<b>CREAM</b> —Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
25	7	11	11	11	<b>SOUNDTRACK</b> —The Graduate Columbia (No Mono); OS 3180 (S)			NA	
54	12	12	12	12	<b>JIMI HENDRIX EXPERIENCE</b> —Are You Experienced Reprise (No Mono); RS 6261 (S)				
★	12	19	13	13	<b>JOHNNY CASH</b> —At Folsom Prison Columbia (No Mono); CS 9639 (S)			NA	
26	14	14	14	14	<b>SERGIO MENDES &amp; BRASIL '66</b> —Look Around A&M (No Mono); SP 4137 (S)				
95	16	15	15	15	<b>SIMON &amp; GARFUNKEL</b> —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)			NA	
15	13	16	16	16	<b>TEMPTATIONS</b> —Wish It Would Rain Gordy (No Mono); 7072 (S)				
20	18	17	17	17	<b>BOBBY GOLDSBORO</b> —Honey United Artists UAL 3642 (M); UAS 6642 (S)				
36	21	18	18	18	<b>GLEN CAMPBELL</b> —By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)				
★	10	22	19	19	<b>MASON WILLIAMS</b> —Phonograph Record Warner Bros.-Seven Arts (No Mono); WS 1729 (S)				
76	20	20	20	20	<b>DOORS</b> Elektra (No Mono); EKS 74007 (S)				
★	6	28	21	21	<b>DONOVAN</b> —In Concert Epic (No Mono); BN 26386 (S)	NA	NA	NA	NA
14	26	22	22	22	<b>RAY CONNIFF &amp; THE SINGERS</b> —Honey Columbia (No Mono); CS 9661 (S)			NA	
8	23	23	23	23	<b>COUNTRY JOE &amp; THE FISH</b> —Together Vanguard (No Mono); VSD 79277 (S)				
8	24	24	24	24	<b>VANILLA FUDGE</b> —Renalssance Atco (No Mono); SD 33-244 (S)				
28	15	25	25	25	<b>ARETHA FRANKLIN</b> —Lady Soul Atlantic 8176 (M); SD 8176 (S)				
13	17	26	26	26	<b>HUGH MASEKELA</b> —Promise of a Future Uni (No Mono); 73028 (S)				
16	29	27	27	27	<b>GARY PUCKETT &amp; THE UNION GAP</b> —Young Girl Columbia (No Mono); CS 9664 (S)			NA	
26	32	28	28	28	<b>GLENN CAMPBELL</b> —Gentle on My Mind Capitol (No Mono); ST 2809 (S)			NA	
15	31	29	29	29	<b>DELLS</b> —There Is Cadet (No Mono); LP 804 (S)				
13	25	30	30	30	<b>ANDY WILLIAMS</b> —Honey Columbia (No Mono); CS 9662 (S)			NA	
14	27	31	31	31	<b>DEAN MARTIN</b> —Greatest Hits, Vol. 1 Reprise (No Mono); RS 6301 (S)				
20	50	32	32	32	<b>SPIRIT</b> Ode Z12-44003 (M); Z12-44004 (S)			NA	
49	34	33	33	33	<b>FOUR TOPS</b> —Greatest Hits Motown (No Mono); MS 662 (S)				
15	30	34	34	34	<b>MAMAS &amp; PAPAS</b> —Papás & Mamas Dunhill (No Mono); DS 50031 (S)				
22	35	35	35	35	<b>BILL COSBY</b> —To Russell, My Brother, Whom I Slept With Warner Bros.-Seven Arts (No Mono); WS 1734 (S)				
16	41	36	36	36	<b>RICHARD HARRIS</b> —A Tramp Shining Dunhill (No Mono); DS 50032 (S)				
44	38	37	37	37	<b>DOORS</b> —Strange Days Elektra (No Mono); EKS 74014 (S)				
18	52	38	38	38	<b>WES MONTGOMERY</b> —Down Here on the Ground A&M (No Mono); LP 3006 (S)				
69	44	39	39	39	<b>CREAM</b> —Fresh Atco 33-206 (M); SD 33-206 (S)				
21	36	40	40	40	<b>NANCY SINATRA/LEE HAZLEWOOD</b> —Nancy & Lee Reprise (No Mono); RS 6273 (S)				
★	7	58	41	41	<b>IRON BUTTERFLY</b> —In-a-Gadda-Da-Vida Atco (No Mono); SD 33-250 (S)				
21	46	42	42	42	<b>EDDIE HARRIS</b> —Electrifying Atlantic 1495 (M); SD 1495 (S)				

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
17	33	43	43	43	<b>MONKEES</b> —The Birds, the Bees & the Monkees Colgems COM 109 (M); COS 109 (S)			NA	NA
24	40	44	44	44	<b>OTIS REDDING</b> —The Dock of the Bay Volt 419 (M); S 419 (S)				
63	39	45	45	45	<b>BEATLES</b> —Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)				NA
19	48	46	46	46	<b>STEVIE WONDER</b> —Greatest Hits Tamla (No Mono); 282 (S)				
30	43	47	47	47	<b>SOUNDTRACK</b> —The Good, the Bad & the Ugly United Artists UAL 4172 (M); UAS 5172 (S)				
38	47	48	48	48	<b>PAUL MAURIAT &amp; HIS ORK</b> —Blooming Hits Phillips PHM 200-248 (M); PMS 600-248 (S)				
35	45	49	49	49	<b>JUDY COLLINS</b> —Wild Flowers Elektra (No Mono); EKS 74012 (S)				
49	37	50	50	50	<b>DIANA ROSS &amp; THE SUPREMES</b> —Greatest Hits Motown (No Mono); MS 2-663 (S)				
29	42	51	51	51	<b>HUGO MONTENEGRO</b> —Music From "A Fistful of Dollars," "For a Few More Dollars More," "The Good, the Bad & the Ugly" RCA Victor LPM 3927 (M); LSP 3927 (S)			NA	NA
28	62	52	52	52	<b>CANNED HEAT</b> —Boogie With the Liberty Liberty (No Mono); LST 7541 (S)				NA
79	56	53	53	53	<b>SIMON &amp; GARFUNKEL</b> —Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)				NA
★	11	59	54	54	<b>GLEN CAMPBELL</b> —A New Place in the Sun Capitol (No Mono); ST 2907 (S)				
90	51	55	55	55	<b>TEMPTATIONS</b> —Greatest Hits Gordy (No Mono); 919 (S)				
129	49	56	56	56	<b>SOUNDTRACK</b> —Dr. Zhivago MGM (No Mono); 1SE-65T (S)				
12	54	57	57	57	<b>TOM JONES</b> —Fever Zone Parrot (No Mono); PAS 71019 (S)				
51	53	58	58	58	<b>VANILLA FUDGE</b> Atco 33-224 (M); SD 33-224 (S)				
14	57	59	59	59	<b>NANCY WILSON</b> —Easy Capitol (No Mono); ST 2909 (S)				NA
29	75	60	60	60	<b>CHAMBERS BROTHERS</b> —The Time Has Come Columbia CL 2722 (M); CS 9522 (S)				NA
18	65	61	61	61	<b>MOODY BLUES</b> —Days of Future Past Deram DE 16012 (M); DES 16012 (S)				
30	64	62	62	62	<b>JIMI HENDRIX EXPERIENCE</b> —Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
43	61	63	63	63	<b>MAMAS &amp; PAPAS</b> —Farewell to the First Golden Era Dunhill (No Mono); DS 50025 (S)				
40	76	64	64	64	<b>OTIS REDDING</b> —History of Volt 418 (M); S 418 (S)				
22	63	65	65	65	<b>IRISH ROVERS</b> —Unicorn Decca DL 4951 (M); DL 74951 (S)				
12	60	66	66	66	<b>EDDY ARNOLD</b> —The Romantic World of RCA Victor LPM 4009 (M); LSP 4009 (S)			NA	NA
64	66	67	67	67	<b>5th DIMENSION</b> —Up, Up & Away Soul City (No Mono); SCS 92000 (S)				
32	68	68	68	68	<b>BOB DYLAN</b> —John Wesley Harding Columbia CL 2804 (M); CS 9604 (S)				NA
★	3	109	69	69	<b>BUFFALO SPRINGFIELD</b> —Last Time Around Atco (No Mono); SD 33-256 (S)				
★	9	91	70	70	<b>SOUNDTRACK</b> —Wild in the Streets Tower (No Mono); 5099 (S)				
★	8	89	71	71	<b>SOUNDTRACK</b> —2001 Space Odyssey MGM (No Mono); SIE 13 ST (S)			NA	NA
12	72	72	72	72	<b>DON RICKLES</b> —Hello Dummy! Warner Bros.-Seven Arts (No Mono); WS 1745 (S)				NA
26	55	73	73	73	<b>DIONNE WARWICK</b> —Valley of the Dolls Scepter (No Mono); SPS 568 (S)				
181	74	74	74	74	<b>SOUNDTRACK</b> —The Sound of Music RCA Victor L0CD 2005 (M); L50D 2005 (S)			NA	NA
22	67	75	75	75	<b>GLEN CAMPBELL</b> —Hey Little One Capitol (No Mono); ST 2878 (S)				NA
48	71	76	76	76	<b>WES MONTGOMERY</b> —A Day in the Life A&M (No Mono); SP 3001 (S)				
18	70	77	77	77	<b>TINY TIM</b> —God Bless Reprise (No Mono); RS 6292 (S)				
★	13	90	78	78	<b>PAUL MAURIAT ORK</b> —Mauriat Magic Phillips (No Mono); PMS 600-270 (S)				
18	81	79	79	79	<b>MOBY GRAPE</b> —Wow Columbia (No Mono); CXS 3 (S)				NA
173	80	80	80	80	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> —Whipped Cream & Other Delights A&M (No Mono); SP 4110 (S)				
7	88	81	81	81	<b>OTIS REDDING</b> —The Immortal Atco (No Mono); SD 33-252 (S)				
42	84	82	82	82	<b>DIONNE WARWICK</b> —Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
43	87	83	83	83	<b>SOUNDTRACK</b> —Camelot Warner Bros.-Seven Arts (No Mono); BS 1712 (S)				
37	78	84	84	84	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> —Ninth A&M (No Mono); SP 4134 (S)				
28	86	85	85	85	<b>SMOKEY ROBINSON &amp; THE MIRACLES</b> —Greatest Hits, Vol. 2 Tamla (No Mono); TS 280 (S)				

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Continued on Page 68

AUGUST 31, 1968, BILLBOARD

# PEACHES & HERB'S

# *Greatest Hits*

**INCLUDING:  
LET'S FALL IN LOVE  
LOVE IS STRANGE  
TWO LITTLE KIDS  
UNITED  
CLOSE YOUR EYES**



## **Peaches and Herb's newest LP has been on the charts before.**

You've seen it! Over the past year and a half, the sweet-soul duo of Peaches and Herb has been a regular on the charts.

Dealers have been waiting to get all of their hits together in one album.

Well, it's here! "Peaches and Herb's Greatest Hits." They're all in there. "Peaches and Herb's Greatest Hits," together!

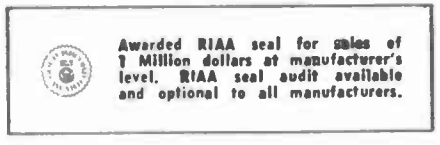
ON **date** RECORDS

# TOP LP'S

CONTINUED FROM PAGE 66

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		28	79	86	ED AMES—Sings "Who Will Answer" and Other Songs of Our Times RCA Victor LPM 3961 (M); LSP 3961 (S)		NA	NA	
		9	82	87	SOUNDTRACK—Speedway RCA Victor LPM 3989 (M); LSP 3989 (S)		NA	NA	NA
★		5	108	88	ORIGINAL CAST—Hair RCA Victor LOC 1150 (M); LSO 1150 (S)		NA	NA	
		19	77	89	DIANA ROSS & THE SUPREMES—Reflections Motown (No Mono); 665 (S)				
		31	73	'90	SOUNDTRACK—Walt Disney Presents the Story & Songs of the Jungle Book Disneyland 3948 (M); SD 3948 (S)		NA	NA	
		18	69	91	ASSOCIATION—Birthday Warner Bros.-Seven Arts (No Mono); WS 1733 (S)				
		19	85	92	SPANKY & OUR GANG—Like to Get to Know You Mercury (No Mono); SR 61161 (S)				
★		12	107	93	AMBOY DUKES—Journey to the Center of the Mind Mainstream 56112 (M); S/6112 (S)				NA
		55	104	94	YOUNG RASCALS—Groovin' Atlantic 8148 (M); SD 8148 (S)				
Ⓢ		37	92	95	BEATLES—Magical Mystery Tour Capitol MAL 2835 (M); SMAL 2835 (S)				
		21	97	96	JOHNNY MATHIS—Love Is Blue Columbia (No Mono); CS 9637 (S)				NA
		11	100	97	QUICKSILVER MESSENGER SERVICE Capitol (No Mono); ST 2904 (S)				NA
		21	83	98	LETTERMEN—Goin' Out of My Head Capitol (No Mono); ST 2865 (S)				NA
		26	99	99	RAMSEY LEWIS—Up Pops Cadet LP 799 (M); LPS 799 (S)				
★		8	115	100	WILSON PICKETT—The Midnight Mover Atlantic (No Mono); SD 8183 (S)				
★		4	142	101	JOAN BAEZ—Baptism Vanguard (No Mono); VSD 79275 (S)				
		42	102	102	ARLO GUTHRIE—Alice's Restaurant Reprise (No Mono); RS 6267 (S)				
★		1	—	103	BIG BROTHER & THE HOLDING COMPANY— Cheap Thrills Columbia (No Mono); KCS 9700 (S)				NA
★		7	122	104	RAMSEY LEWIS—Maiden Voyage Cadet (No Mono); LPS 811 (S)				
		21	105	105	CLAUDINE LONGET—Love Is Blue A&M (No Mono); SP 4142 (S)				
Ⓢ		137	111	106	ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				
		12	113	107	O. C. SMITH—Hickory Holler Revisited Columbia (No Mono); CS 9680 (S)	NA	NA	NA	NA
		35	110	108	BURT BACHARACH—Reach Out A&M LP 131 (M); A&P SP 4131 (S)				
		7	112	109	PIGMEAT MARKHAM—Here Comes the Judge Chess (No Mono); LPS 1523 (S)				NA
		41	93	110	LETTERMEN—"And Live" Capitol T 2758 (M); ST 2758 (S)				
★		2	163	111	JEFF BECK—Truth Epic (No Mono); BN 26413 (S)	NA	NA	NA	NA
★		2	193	112	5th DIMENSION—Stoned Soul Picnic Soul City (No Mono); SCS 92002 (S)				NA
		6	114	113	INTRUDERS—Cowboys to Girls Gamble (No Mono); SG 5004 (S)				
★		1	—	114	BEE GEES—Idea Atco (No Mono); SD 33-253 (S)				
		7	120	115	VARIOUS ARTISTS—Super Hits, Vol. 2 Atlantic (No Mono); SD 8188 (S)				
Ⓢ		79	118	116	ED AMES—My Cup Runneth Over RCA Victor LPM 3774 (M); LSP 3774 (S)		NA	NA	
		20	119	117	ELECTRIC FLAG—A Long Time Comin' Columbia (No Mono); CS 9597 (S)				NA
		5	123	118	NEIL DIAMOND—Greatest Hits Bang (No Mono); BLP 4219 (S)				
		22	101	119	ERIC BURDON & THE ANIMALS— The Twain Shall Meet MGM (No Mono); SE 4537 (S)				
		37	117	120	ENGELBERT HUMPERDINCK—The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
★		2	136	121	ENGELBERT HUMPERDINCK—Man Without Love Parrot (No Mono); PAS 71022 (S)				

★ STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.  
NA Not Available



TAPE PACKAGES AVAILABLE

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		27	106	122	RASCALS—Once Upon a Dream Atlantic 8169 (M); SD 8169 (S)				
		27	95	123	VANILLA FUDGE—The Beat Goes On Atco 33-237 (M); SD 33-237 (S)				
Ⓢ		104	96	124	SERGIO MENDES & BRASIL '66 A&M (No Mono); SP 4116 (S)				
		5	125	125	EDDIE HARRIS—Plug Me In Atlantic (No Mono); SD 1506 (S)				
Ⓢ		64	126	126	ENGELBERT HUMPERDINCK—Release Me Parrot PA 61012 (M); PAS 71012 (S)				
		29	94	127	RAY CONNIF & THE SINGERS—It Must Be Him Columbia CL 2795 (M); CS 9595 (S)				NA
		6	128	128	PEOPLE—I Love You Capitol (No Mono); ST 2924 (S)	NA	NA	NA	NA
		25	103	129	THE MILLS BROTHERS—Fortuosity Dot (No Mono); DLP 25809 (S)				
		26	116	130	BLUE CHEER—Vincebus Eruptum Phillips PHM 200-264 (M); PHS 600-264 (S)				
★		1	—	131	BYRDS—Sweetheart of the Rodeo Columbia (No Mono); CS 9670 (S)				NA
		76	132	132	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS—The Sea Warner Bros.-Seven Arts (No Mono); WS 1670 (S)				
Ⓢ		151	133	133	HERB ALPERT & THE TIJUANA BRASS—Going Places A&M (No Mono); SP 4112 (S)				
★		1	—	134	AL MARTINO—The Best of Capitol (No Mono); SKAO 2946 (S)				NA
		29	98	135	UNION GAP FEATURING GARY PUCKETT— Woman, Woman Columbia CL 2812 (M); CS 9612 (S)				NA
		9	140	136	OHIO EXPRESS Buddah (No Mono); BDS 5018 (S)				NA
Ⓢ		69	137	137	ANDY WILLIAMS—Born Free Columbia CL 2680 (M); CS 9480 (S)				NA
		19	138	138	BOX TOPS—Cry Like a Baby Bell (No Mono); 6017 (S)				
Ⓢ		66	145	139	BOB DYLAN—Greatest Hits Columbia KOL 2663 (M); KOS 9463 (S)				NA
★		4	155	140	BAND—Music From Big Pink Capitol (No Mono); SKAO 2955 (S)	NA	NA	NA	NA
Ⓢ		69	121	141	BILL COSBY—Revenge Warner Bros.-Seven Arts (No Mono); WS 1691 (S)				
		21	135	142	RAY CHARLES—A Portrait of Ray ABC (No Mono); ABCS 625 (S)				
		56	130	143	FOUR TOPS—Reach Out Motown (No Mono); S 660 (S)				
★		2	164	144	PAUL BUTTERFIELD BLUES BAND— In My Own Dream Elektra (No Mono); EKS 74025 (S)				NA
★		1	—	145	BOOTS RANDOLPH—Sound of Boots Monument (No Mono); SLP 18099 (S)				
★		1	—	146	MIKE BLOOMFIELD, AL KOOPER, STEVE STILLS— Super Session Columbia (No Mono); CS 9701 (S)				NA
		54	129	147	FLIP WILSON—Cowboys & Colored People Atlantic 8149 (M); SD 8149 (S)				NA
		57	141	148	VARIOUS ARTISTS—Super Hits Atlantic 501 (M); SD 501 (S)				
		4	151	149	ED AMES—Sings Apologize RCA Victor LPM 4028 (M); LSP 4028 (S)				NA
		2	158	150	JAMES BROWN—Plays Nothing But Soul King (No Mono); 1034 (S)				
		24	131	151	IRON BUTTERFLY—Heavy Atco LP 33-227 (M); SD 33-227 (S)				
		37	134	152	TEMPTATIONS—In a Mellow Mood Gordy (No Mono); 924 (S)				
		4	149	153	TEN YEARS AFTER—Undead Deram (No Mono); DES 18016 (S)				
Ⓢ		41	124	154	MONKEES—Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)				
		9	127	155	BEACH BOYS—Friends Capitol (No Mono); ST 2895 (S)				
Ⓢ		84	148	156	ARETHA FRANKLIN—I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)				
		5	144	157	WICHITA TRAIN WHISTLE—Mike Nesmith Presents the Wichita Train Whistle Sings Dot (No Mono); DLP 25861 (S)				
		8	162	158	JIM NABORS—Kiss Me Goodbye Columbia (No Mono); CS 9620 (S)				NA
		258	147	159	ORIGINAL CAST—Camelot Columbia OL 5620 (M); OS 2031 (S)				NA
		5	160	160	EXOTIC GUITARS Ranwood (No Mono); RLP 8002 (S)				NA
		46	143	161	VIKKI CARR—It Must Be Him Liberty LRP 3533 (M); LST 7533 (S)				
		7	167	162	INCREDIBLE STRING BAND—Hangman's Beautiful Daughters Elektra (No Mono); EKS 74021 (S)				NA

## TOP LP'S A-Z (LISTED BY ARTIST)

Herb Alpert & the Tijuana Brass 6, 80, 84, 133, 163	James Brown & His Famous Flames 150	John Davidson 164	Impressions 166	Steve Miller Band 165	Don Rickles 72	2001 Space Odyssey 71
Amboy Dukes 93	Buffalo Springfield 69	Neil Diamond 118	Incredible String Band 162	Mills Brothers 129	Johnny Rivers 5	War & Peace 189
Ed Ames 86, 116, 149	Eric Burdon & the Animals 119, 174	Dells 29	Intruders 113	Moby Grape 79	Smokey Robinson & the Miracles 85	Wild in the Streets 70
Anda/Camerata Academica of the Salzburg Mozarteum 169	Kenny Burrell 193	Donovan 21	Irish Rovers 65	Monkees 43, 154	Diana Ross & the Supremes 50, 89	Spanky & Our Gang 92
Eddy Arnold 66	Paul Butterfield Blues Band 144	Doors 3, 20, 37	Iron Butterfly 41, 131	Hugo Montenegro 51	Rotary Connection 187	Spirit 32
Association 91, 182	Byrds 131	Bobby Dylan 68, 139	Tom Jones 57	Wes Montgomery 38, 76	Royal Guardsmen 190	Steppenwolf 8
Burt Bacharach 108	Glen Campbell 18, 28, 54, 75	Electric Flag 117	Anita Kerr/Rod McKuen/San Sebastian Strings 132	Moody Blues 61	Buffy Sainte-Marie 175	Ten Years After 153
Joan Baez 101	Canned Heat 52	Bob Dylan 68, 139	Gladys Knight & the Pips 177	Jim Nabors 158	Joe Tex 173	Ten Years After 153
Band 140	Ray Charles 142	Electric Guitars 160	Wayne Newton 197	Wayne Newton 197	Tiny Tim 77	Ten Years After 153
Beach Boys 155	Judy Collins 49	Jose Feliciano 9	Laura Nyro 186	Original Cast 136	Jerry Vale 172	Ten Years After 153
Beatles 45, 95	Ray Conniff Singers 22, 127	Fleetwood Mac 198	Original Cast 136	Camelot 159	Frankie Valli 176	Ten Years After 153
Jeff Beck 111	Bill Cosby 35, 141	Four Tops 33, 143	Camelot 159	Camelot 159	Vanilla Fudge 24, 58, 123	Ten Years After 153
Bee Gees 114	Country Joe & the Fish 23	Archa Franklin 4, 25, 154	Camelot 159	Camelot 159	Various Artists 148	Ten Years After 153
Big Brother & Holding Co. 103	Creedence Clearwater Revival 199	Bobby Goldsboro 17	Camelot 159	Camelot 159	Super Hits 148	Ten Years After 153
Mike Bloomfield/Al Kooper/Steve Stills 146		Grateful Dead 183	Camelot 159	Camelot 159	Super Hits, Vol. 2 115	Ten Years After 153
Blue Cheer 130		Arlo Guthrie 102	Camelot 159	Camelot 159	Ventures 168, 188	Ten Years After 153
Box Tops 138		Happenings 179	Camelot 159	Camelot 159	Dionne Warwick 73, 82	Ten Years After 153
		Eddie Harris 42, 125	Camelot 159	Camelot 159	Julius Wechter & Baja Marimba Band 191	Ten Years After 153
		Richard Harris 136	Camelot 159	Camelot 159	Wichita Train Whistle 157	Ten Years After 153
		Jimmi Hendrix 12, 62	Camelot 159	Camelot 159	Andy Williams 30, 137	Ten Years After 153
		Experience 12, 62	Camelot 159	Camelot 159	Mason Williams 19	Ten Years After 153
		Engelbert Humperdinck 120, 121, 126	Camelot 159	Camelot 159	Flip Wilson 147	Ten Years After 153
			Camelot 159	Camelot 159	Nancy Wilson 59, 184	Ten Years After 153
			Camelot 159	Camelot 159	Wind in the Willows 195	Ten Years After 153
			Camelot 159	Camelot 159	Stevie Wonder 46	Ten Years After 153

# TOP LP'S

CONTINUED FROM PAGE 68

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST—Title—Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
121	152	163			HERB ALPERT & THE TIJUANA BRASS— What Now My Love A&M (No Mono); SP 4114 (S)				
10	153	164			JOHN DAVIDSON—Goin' Places Columbia (No Mono); CS 9654 (S)			NA	NA
10	169	165			STEVE MILLER BAND—Children of the Future Capitol (No Mono); SKAO 2920 (S)				NA
27	146	166			IMPRESSIONS—We're a Winner ABC (No Mono); ABCS 635 (S)				
★	3	184	167		GARY LEWIS & THE PLAYBOYS—Now! Liberty (No Mono); LST 7568 (S)	NA	NA	NA	NA
37	161	168			VENTURES—Golden Greats by the Liberty LRP 2053 (M); LST 8053 (S)				
6	177	169			ANDA/CAMERATA ACADEMICA OF THE SALZBURG MOZARTEUM (ANDA)—Mozart: Concertos Nos. 17 & 21 DGG (No Mono); 139 783 (S)		NA	NA	
36	166	170			PETER, PAUL & MARY—Album 1700 Warner Bros.-Seven Arts (No Mono); WS 1700 (S)				
73	171	171			YOUNG RASCALS—Collections Atlantic 8134 (M); SD 8134 (S)				
4	179	172			JERRY VALE—This Guy's in Love With You Columbia (No Mono); CS 9694 (S)		NA	NA	NA
6	159	173			JOE TEX—Soul Country Atlantic (No Mono); SD 8187 (S)				NA
★	2	194	174		ERIC BURDON & THE ANIMALS— Every One of Us MGM (No Mono); SE 4557 (S)				
5	175	175			BUFFY SAINTE-MARIE—I'm Gonna Be a Country Girl Again Vanguard (No Mono); VSD 79280 (S)			NA	NA
4	176	176			FRANKIE VALLI—Timeless Philips (No Mono); PHS 600-274 (S)		NA		
13	170	177			GLADYS KNIGHT & THE PIPS—Feelin' Bluesy Soul (No Mono); 707 (S)				
4	180	178			MONGO SANTAMARIA—Soul Bag Columbia (No Mono); CS 9653 (S)			NA	NA

★ STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.  
NA Not Available

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

# Album Reviews

## SPECIAL MERIT PICKS

Continued from page 64

### BLUES

**THE REVEREND GARY DAVIS AT NEWPORT.** Vanguard SRV 73008 (S); also playable on monaural  
Blind Gary Davis is somewhat rare in that he mixes the sacred and the secular, as he does here on this live Folk Festival recording. Accompanying himself on guitar (both six and 12 string), he is equally at home telling the story of "Samson and Delilah" and the sexy "Lovin' Spoonful" blues. Rough and authentic.

### GOSPEL

**20TH ANNIVERSARY—The Rebels.** Skylite 6073 (S)  
The Rebels continue their ever-winning ways, sparked this time by the appealing piano-playing of Jimmy Taylor. "On the Other Side," "Heaven Came Down" and "The One I Love" are very good, but "A Prayer in My Heart" fires the spirit best of all.

**TOO LATE — Jackson Southernaires.** Song Bird SB 212  
The Jackson Southernaires pack an enormous amount of soul into their performance, yet the feeling is close to the pop-r&b sound in spite of the religious message conveyed. "Too Late" keeps digging at you. "Does It Please Him" is vastly different and pleasant. "So Glad" rings with fire.

**ONE LIFE—Alice McClarity.** Verve V6-5040 (S)  
The magnificent voice of Alice McClarity fervently delivers a moving program of fine gospel material. In addition to the title song, she belts out "Open Our Eyes" and "Just Have Faith." The late Robert Pinkston joins with her in "Let Us Break Bread" and "Climb Ev'ry Mountain." The

favorite "Go Tell It on the Mountain" gains a new dimension in its treatment here."

### LOW PRICE INTERNATIONAL

**KRISHNAN: VIDWAN — Various Artists.** Nonesuch HB/72023 (S)  
As interest in Indian Music continues to increase albums like this, from South Indian Carnatic tradition will be received with enthusiasm. This set features Ramnad Krishnan singing with a group that includes violin, percussion and drone (for Western ears). The violin is a European model but tuned to fit in with the Indian style.

## Action Records

### Albums

#### ★ NATIONAL BREAKOUTS

**BIG BROTHER & THE HOLDING COMPANY—Cheap Thrills . . .**  
Columbia (No Mono); KCS 9700 (S)

**BEE GEES—Idea . . .**  
Atco (No Mono); SD 33-253 (S)

#### ★ NEW ACTION LP'S

**VARIOUS ARTISTS—An Anthology of British Blues . . .**  
Immediate (No Mono); Z12-52006 (S)

**STANLEY TURRENTINE—Look of Love . . .**  
Blue Note (No Mono); BST 84286 (S)

**JOHNNY MANN SINGERS—This Guy's in Love With You . . .**  
Liberty (No Mono); LST 7587 (S)

**JAZZ CRUSADERS—Lighthouse '68 . . .**  
Pacific Jazz (No Mono); ST 20131 (S)

**COWSILLS—Captain Sad & His Ship of Fools . . .**  
MGM (No Mono); SE 4554 (S)

**FRANK SINATRA—Greatest Hits . . .**  
Reprise (No Mono); FS 1025 (S)

**ULTIMATE SPINACH—Behold & See . . .**  
MGM (No Mono); SE 4570 (S)

**BURT BACHARACH—Plays His Hits . . .**  
Kapp (No Mono); KS 3577 (S)

**BEACH BOYS—Best of the, Vol. 3 . . .**  
Capitol (No Mono); DKAO 2945 (S)

**PETULA CLARK—Petula . . .**  
Warner Bros.-Seven Arts (No Mono); WS 1742 (S)

**NEW YORK ROCK & ROLL ENSEMBLE . . .**  
Atco (No Mono); SD 33-240 (S)

**CHERRY PEOPLE . . .**  
Heritage (No Mono); HTS 35,000 (S)

**DEEP PURPLE—Shades of . . .**  
Tetragrammaton (No Mono); T 102 (S)

**MERCHANTS OF DREAM—Strange Night Journey . . .**  
A&M (No Mono); SP 4149 (S)

**SOUNDTRACK—Rosemary's Baby . . .**  
Dot (No Mono); DLP 25875 (S)

**DAVID NEWMAN—Bigger & Better . . .**  
Atlantic (No Mono); SD 1505 (S)

**JAMES BROWN—Live at the Apollo, Vol. 2 . . .**  
King (No Mono); 1022 (S)

**BUCKINGHAMS—In One Ear & Gone Tomorrow . . .**  
Columbia (No Mono); CS 9703 (S)

**DEAN MARTIN—Greatest Hits, Vol. 2 . . .**  
Reprise (No Mono); RS 6320 (S)

**FRIEND & LOVER—Reach Out of the Darkness . . .**

Verve Forecast (No Mono); FTS 3055 (S)  
**TAMMY WYNETTE—D-I-V-O-R-C-E . . .**  
Epic (No Mono); BN 26392 (S)

**JOHN MAYALL'S BLUES BREAKERS—Bare Wires . . .**  
London (No Mono); PS 537 (S)

**HORACE SILVER QUINTET FEATURING STANLEY TURRENTINE—Serenade to a Soul Sister . . .**

Blue Note (No Mono); BST 84277 (S)  
**BIG BROTHER & THE HOLDING COMPANY . . .**

Mainstream 56099 (M); S/6099 (S)  
**ARTHUR BROWN—Crazy World of . . .**

Atlantic-Track (No Mono); SD 8198 (S)  
**SOUNDTRACK—Mrs. Brown, You've Got a Lovely Daughter . . .**

MGM (No Mono); SE 4548 ST (S)  
**GENE PITNEY—She's a Heart-breaker . . .**

Musicor (No Mono); MS 3164 (S)  
**PERCY FAITH & HIS ORK—Angel of the Morning . . .**

Columbia (No Mono); CS 9706 (S)



THE HAPPENINGS of B. T. Puppy Records become sponsors of an Arizona Indian child under the Save the Children self-help program. Dave Libert signs the sponsorship form as Bob Miranda, Tom Giulliana and Bernie La Porte, the other members of the group, look on with Miss Georgis Salon of the Self Help Federation.

# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED

THIS WEEK  
156

LAST WEEK  
131

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart

## TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

### ROLLING STONES—STREET FIGHTING MAN

(Writers: Jagger-Richards) (Prod. Jimmy Miller) (Gideon, BMI)—The Stones follow up their "Jumpin' Jack Flash" smash with a solid rocker with biting lyric content. Should quickly prove another top 10 smash. Flip: "No Expectations" (Gideon, BMI). London 909

### \*MARGARET WHITING—CAN'T GET YOU OUT OF MY MIND

(Prod. Arnold Geland) (Writer: Anka) (Spanko, BMI)—Miss Whiting has come up with a great Paul Anka tune that's sure to prove one of her biggest hits ever. This rock ballad can't miss going right to the top. Flip: "Maybe Just One More Time" (Norman-Leonard, BMI). London 124

## TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

### BOX TOPS—I MET HER IN CHURCH

(Prod. Dan Penn) (Writers: Penn-Oldham) (Press, BMI)—Hot on the heels of "Choo Choo Train," group comes up with a knockout gospel-oriented hand-clapper that should ride even higher than their last hit. Performance is filled with excitement. Flip: "People Gonna Talk" (Press, BMI). Mala 12017

### \*VOGUES—MY SPECIAL ANGEL

(Prod. Dick Glasser) (Writer: Duncan) (Viva, BMI)—The Bobby Helms hit of the 1950's proves a perfect follow-up to the group's "Turn Around Look at Me." Top production work by Dick Glasser. Flip: "I Keep It Hid" (Hanbo, BMI). Reprise 0766

### MAMAS AND PAPAS—FOR THE LOVE OF IVY

(Prod. Lou Adler) (Writers: Phillips-Doherty) (Wingate/Honest John, ASCAP)—John Phillips has penned a smooth, easy-beat rhythm ballad that proves perfect fare for the exciting group. This strong follow-up to their "Safe in My Garden" should prove an even bigger commercial success. Flip: "Strange Young Girls" (Trousdale, BMI). Dunhill 4150

### STATUS QUO—ICE IN THE SUN

(Prod. John Schroeder) (Writers: Wilde-Scott) (Duchess, BMI)—They broke through to the top of the Hot 100 with "Pictures of Matchstick Men" and this driving rhythm item is sure to keep them moving on the charts. Good lyric material and performance. Flip: "When My Mind Is Not Live" (Duchess, BMI). Cadept Concept 7006

### LEMON PIPERS—LONELY ATMOSPHERE

(Prod. Paul Leka) (Writers: Leka-Pinz) (Kama Sutra, BMI)—This easy rhythm ballad with first-rate vocal work should quickly surpass the success of their "Jelly Jungle" hit. Gains momentum with each hearing. Flip "Wine and Violet" (Kama Sutra, BMI). Buddah 63

### CLIFF NOBLES & CO.

#### JUDGE BABY, I'M SICK/HORSE FEVER

(Prod. Jesse James) (Writer: James) (Dandelion/James Boy, BMI)—Nobles & Co. went into the top 10 with "The Horse" and this groovy rock follow-up is sure to keep the group active on the Hot 100. Flip is an instrumental version that has equal sales potential. (Phil-L.A. of Soul 318

### DAVE CLARK FIVE—THE RED BALLOON

(Prod. Dave Clark) (Writer: Groggatt) (Morris, ASCAP)—The quintet should quickly find themselves back on the charts with their smooth vocal treatment (in English and French) of a driving rock ballad. Flip: "Maze of Love" (Big Five, BMI). Epic 10375

### JAY & THE TECHNIQUES—HEY DIDDLE DIDDLE

(Prod. Jerry Ross) (Writers: Fugua-Bristol-Gaye) (Jobete, BMI)—Group is back in the bag of "Apples, Peaches, Pumpkin Pie" and "Keep the Ball Rollin'" and should soon be hitting the Hot 100 with a blast. Strong discotheque item. Flip: (No Info Available). Smash 2188

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

**FIVE AMERICANS—Lovin' is Livin'** (Jetstar, BMI) (Writers: Rabon/Durrill/Ezell)—Good production and vocal work on a solid rhythm ballad with discotheque appeal. Abnak 131

**\*VIKki CARR—A Dissatisfied Man** (United Artists, ASCAP) (Writer: Harvey)—Exceptional and meaningful ballad material with a beautiful interpretation by Miss Carr. Liberty 56062

**\*RONNIE DOVE—Tomboy** (Melrose, BMI) (Writers: Stanton/Segal)—Beautiful new ballad with much of the "Honey" flavor is given a smooth reading by Dove. Diamond 249

**\*JULIUS WECHTER & THE BAJA MARIMBA BAND—Do You Know the Way to San Jose/I Say a Little Prayer** (Blue Seas/Jac, ASCAP) (Writers: David-Bacharach)—Two Burt Bacharach-Hal David winners make the instrumental group's latest cutting a jukebox must. A&M 975

**\*DUSTY SPRINGFIELD—I Close My Eyes and Count to Ten** (Anne-Rachel, ASCAP) (Writer: Westlake)—Currently in the top five in England, this moving ballad gets a beautiful vocal workout by the fine stylist. Philips 40553

**\*DICK NOBLE—My Maria** (Gil, BMI) (Writers: Weiss-Schlack-Berlipp-Tilgert)—Noble is in top vocal form with this smoothly easy-beat ballad, and should prove a jukebox winner Date 2-1616

**SAGITTARIUS—The Keeper of the Games** (Fifth World, BMI) (Writers: Boettcher)—Group has an exciting and commercial sound, and the rhythm ballad material is right in today's selling bag. Columbia 44613

### \*COWSILLS—POOR BABY

(Prod. Wes Farrell) (Writer: Romeo) (Pocket Full of Tunes/Akbestal, BMI)—Sliding off their "Indian Lake" hit, the family group comes up with another easy rock number with even more potential. A top programming item. Flip: "Meet Me at the Wishing Well" (Pocket Full of Tunes/Akbestal, BMI). MGM 13981

### CRAZY WORLD OF ARTHUR BROWN—FIRE

(Prod. Kit Lambert) (Writers: Brown & Crane) (New Action, BMI)—Atlantic is already burning up the charts, and they offer yet another exciting new sound that should prove an instantaneous smash. Group with an exceptional leader singer and powerful arrangement. Flip: "Rest Cure" (New Action,

### JAMES BROWN—SAY IT LOUD—I'M BLACK AND I'M PROUD (Part I)

(Prod. James Brown) (Writer: Brown) (Golo, BMI)—Brown socks the message home with a steady and solid beat, and should prove a hot sales winner for both pop and r&b markets. Flip: "Say It Loud—I'm Black and I'm Proud" (Part II) (Golo, BMI). King 6187

### VIVIAN REED—MEDLEY: YOU'VE LOST THAT LOVING FEELING/(You're My) SOUL AND INSPIRATION

(Prod. Ted Cooper) (Writers: Weill-Mann-Spector/Weill-Mann) (Screen Gems-Columbia, BMI)—Miss Reed, who caused a commotion with "Yours Until Tomorrow" really brings this effective blending of two Righteous Brothers' hits home. Pop vocal work and production. Flip: "Mama Open the Door" (Caddy, BMI). Epic 10382

### CLYDE McPHATTER—ONLY A FOOL

(Prod. Wayne Bickerton) (Writers: Lomax-Bickerton) (Burlington, ASCAP)—McPhatter marks his Deram debut with a beautiful ballad that builds into a powerful finish. Should bring him back to the charts with impact. Flip: "Thank You Love" (Jobete, BMI) Deram 85032

### IMPRESSIONS—FOOL FOR YOU

(Prod. Curtis Mayfield) (Writer: Mayfield) (Camad, BMI)—Currently riding the Hot 100 with "I Loved and I Lost," group makes a powerful debut on Curtom distributed by Buddah. Solid, wailing ballad performance with hot sales potential. Flip: "I'm Loving Nothing." Curtom 1932

### ARCHIES—BANG-SHANG-A-LANG

(Prod. Jeff Barry) (Writer: Barry) (Korshner, BMI)—Newcomers, to be followed by a fall TV series, makes an impressive disk debut. Smooth vocal and solid dance beat will bring them to a hit spot on the charts. Flip: "Truck Driver" (Korshner, BMI). Calendar 1006

### TYMES—PEOPLE

(Prod. Jimmy (Wiz) Wisner) (Writers: Merrill-Styne) (Chappell, ASCAP)—The "So Much in Love" group from the past returns to the disk scene with a highly commercial treatment of the "Funny Girl" song hit. Their Columbia debut is loaded with sales potential. Flip: "For Love of Ivy" (Ampco, ASCAP). COLUMBIA 44630

### DR. JOHN, THE NIGHT TRIPPER—I WALK ON GUILDED SPLINTERS

(Prod. Harold Battiste) (Writers: Creaux) (Marzique/Johary, BMI)—Intriguing and off-beat item that could prove a leftfield winner. Material, production and performance are top-notch. Flip "I Walk on Gilded Splinters" (Part II) (Marzique/Johary, BMI). Atco 6607

**SUE THOMPSON—You Deserve Each Other** (Windward Side, BMI) (Writer: Loudermilk)—The unique vocal style of Miss Thompson proves the perfect complement for this John D. Loudermilk rhythm number. Hickory 1512

**GRACE SLICK & THE GREAT SOCIETY—Sally Go 'Round the Roses** (Winlyn, BMI) (Writers: Stevens-Sanders)—Miss Slick in her pre-Jefferson Airplane days proves equally effective in this revival of the Jaynettes hit. Columbia 44583

**MICHIGAN STONE FOX—Love Not War** (Pompeii-Attack, BMI) (Writers: McKay-Bland)—Intriguing and effective rock ballad with exceptional vocal work by good new group. Pompeii 66676

**EIRE APPARENT—Yes, I Need Someone** (Yamela, BMI) (Writers: Stewart-Lufton-Graham-Cox)—Irish group should build a strong following here with their initial release, a driving rocker with a solid dance beat. Buddah 67

**KAREN KARSH—I Wasn't Born to Follow** (Screen Gems-Columbia, BMI) (Writers: Goffin-King)—Producer Steve Barri has a hot find in Miss Karsh, who makes an impressive debut with a good new Goffin-King ballad. Dunhill 4151

**MALIBU'S KAZOOS—Hit the Beach** (Hegaly, BMI) (Writer: Cansler)—Powerful instrumental with a chorus of kazoos has much jukebox and programming appeal. Merph 1000

## TOP 20 COUNTRY

### COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

### JIM ED BROWN—JACK AND JILL/HONKY TONKIN'

(Prod. Felton Jarvis) (Writer: Williams) (Rose, BMI)/(Prod. same) (Writers: Caudell-Major) (Woodshed, BMI)—Brown has two potent sides to follow up his "The Enemy" hit. First is a poignant ballad while the flip is a bouncy rhythm item with equal top-of-the-chart appeal. RCA Victor 47-9616

### STONEWALL JACKSON—ANGRY WORDS

(Prod. Frank Jones) (Writer: Lewis) (Moss-Rose, BMI)—Jackson offers a moving treatment of this smooth and beautiful ballad that should prove an even bigger hit than his recent "I Believe in Love" Flip: "Red Roses Blooming Back Home." Columbia 44625

### JIM REEVES—WHEN YOU ARE GONE

(Prod. Chet Atkins & Anita Kerr) (Writers: Manuel) (Tuckahoe, BMI)—An emotion-packed ballad performance that proves a worthy successor to his "That's When I See the Blue" hit. Flip: "How Can I Write on Paper What I Feel in My Heart" (Tuckahoe, BMI). RCA Victor 47-9614

### CARL SMITH—THERE'S NO MORE LOVE

(Prod. Don Law) (Writer: Mathis) (Mayhew, BMI)—Good rhythm material with an exceptional vocal treatment by Smith should soon be riding high on the country charts. Flip: "(Remember Me) I'm the One Who Loves You" (Hill & Range, BMI). Columbia 44620

## CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

**WILLIS BROTHERS—Diesel Drivin' Donut Dunkin' Man** (Tarheel, BMI) STARDAY 848

**BUDDY CAGLE & PENNY DEHAVEN—Kid Games and Nursery Rhymes** (Big Shot, ASCAP). IMPERIAL 66315

**JIMMY HALL—Man Child** (Morning Rose Pubs, BMI). MONUMENT 1091

**MISTY MORGAN & JACK BLANCHARD—Bethlehem Steel** (Back Bay, BMI). WAYSIDE 1024

## TOP 20 R&B

### R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

### DYNAMICS—AIN'T NO SUN

(Prod. Chips Moman & Tom Cogbill) (Writers: Moy/Whitfield/Grant) (Jobete, BMI)—Solid and driving rocker with a knockout vocal should prove a hot sales item in pop and r&b markets. Flip: "Murder in the First Degree" (Dieif, BMI). Cotillion 44004

### REX GARVIN & THE MIGHTY CRAVERS—SUGAR BABY

(Prod. James Johnson) (Writers: Dunn-Garvin-Holmar) (Beechwood/Verdun, BMI)—A raucous rocker, culled from his new LP, should ride right to the top of the r&b chart and works its way over to the Hot 100. Flip: "By the Time I Get to Phoenix" (Rivers, BMI). Tower 437

## CHART

Spotlights Predicted to reach the R&B SINGLES Chart

**LARRY WILLIAMS—Shake Your Body Girl** (Mikim Music, BMI). VENTURE MUSIC 622

**MARBLES—Only One Woman** (Casserole Music, BMI). COTILLION 44003

**LATTIMORE BROWN—So Says My Heart** (Cape Ann, BMI). SOUND STAGE 7 2616

**BROTHERS OF LOVE—Yes, I Am** (James Boy/MRC, BMI). BLUE ROCK 4057

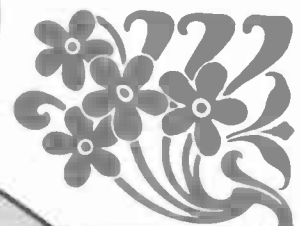
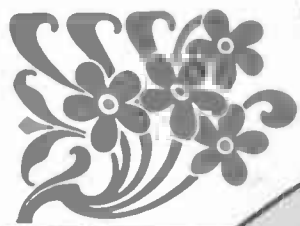
**SCOTTY WILLIAMS—Fear** (Eden/McCoy Music, BMI). MONA-LEE RECORDS 220

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

AUGUST 31, 1968, BILLBOARD

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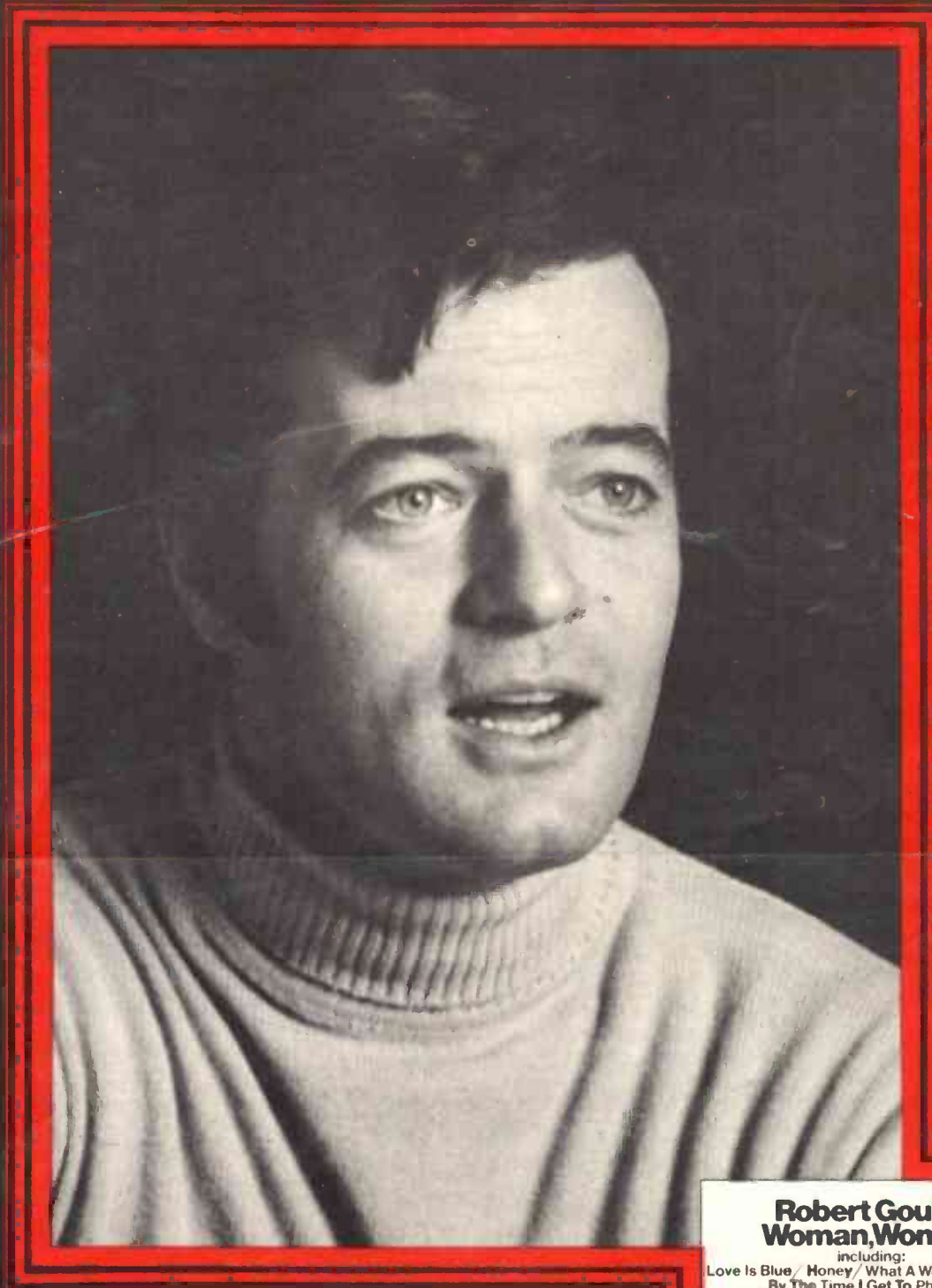


CS 9663



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## Robert Goulet Woman, Woman

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This Guy's In Love With You



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Goulet's latest LP of love  
ballads (today's biggest  
romantic hits), is just  
out and already selling  
up a storm.

CS 9695\*

# "Thirty Days Hath September"

c/w "A Chance to Live in Camelot" 4-44618

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# CUC's 'Invitation' in High Gear

LOS ANGELES — A rising stream of interest among giant industrial corporations in the music industry has opened the door for another "blue chip" company to diversify into music.

The latest is Commonwealth United Corp. (CUC), a widely diversified company which entered the music business this year via acquisitions of Loppelman-Rubin Associates and with the recent purchase of Bobby Darin's TM Music.

Now, CUC is on a \$10 million major acquisition program to involve itself fully in the music industry on an international scale. Its aim is to acquire independent record companies and music publishing operations and expand into other related entertainment fields.

CUC's plunge into music follows a pattern established by Gulf & Western (Dot Records), Transamerica (Liberty and United Artists Records) and Transcontinental Investing (racks and one-stops).

**Int'l Set-Up**

In its drive to create a corporate umbrella for its music interests, CUC will form international affiliations, probably establish its own record label and set up production arms to exploit soundtrack albums and title songs. The company already is involved in motion picture production.

The firm, with interests in oil, gas and real estate, also has been mentioned in merger talks with Seeburg Corp., a vending machine manufacturer with interests in jukeboxes and musical instruments.

**Eye Seeburg?**

Company spokesmen for the Beverly Hills-based firm refused to either confirm or deny the Seeburg merger rumor. "All we can say is that Commonwealth United is interested in expanding its operations into several related entertainment areas," a spokesman said. "We've had meetings in New York with several companies about possible mergers. Seeburg may be one of them."

It's no secret Commonwealth is on an acquisition drive. In the last six months, CUC has acquired eight companies, not including purchases in the music industry.

## ELLINGTON TO GET ED WYNN AWARD OCT. 30

NEW YORK—Duke Ellington will be awarded the 1968 Ed Wynn Humanitarian Award at ceremonies at the Americana Hotel Oct. 30. The citation is given by the American Parkinson Disease Association.

ASCAP president Stanley Adams is chairman of the dinner honoring Ellington. With him on the committee are Hal B. Cook, publisher of Billboard, Leonard Bernstein, songwriters Johnny Mercer, Henry Mancini and Harold Arlen, plus Johnny Carson, Dave Kapp, and Milt Gabler of Decca Records.

Also on the committee are: Earl Wilson, Harvey Glasscock, chairman of Metromedia Music, Inc., John Sullivan, president of Metromedia Radio Division; George Albert, Robert Austin and WNEW's William B. Williams, who won the award last year.

Although company officials had "no comment" on the Seeburg negotiations, they did confirm the new music affiliations. "Frankly, we've made marketing studies on the music industry and we see definite signs of an unlimited growth potential in the field," a spokesman reveals.

"The value of music copyrights alone," he says, "is enough to make our entry in the music field attractive."

Its foundation in the music business has been largely built around Loppelman-Rubin rec-

ord production and music publishing and its affiliations, Chardon Music, Faithful Virtue Music and Troika Management.

CUC held its first annual international entertainment seminar last week, Aug. 19-23, in the Beverly Hills Hotel.

In the first quarter, Commonwealth reported net income of \$474,000 or 12 cents a share, against a year-earlier deficit of \$20,000. In 1967, CUC earned \$273,111, or 14 cents a share. Listed on the American Stock Exchange, CUC has assets of approximately \$130 million.



BO GENTRY, right, and Ritchie Cordell meet with Clive B. Davis, president of Columbia Records, after the songwriting duo signed as artists with Columbia. The team has written and produced 11 Top-50 recordings, including "Mony, Mony" and "I Think We're Alone Now," which gained gold records for Tommy James and the Shondells. The duo may also produce other acts for Columbia.

# Executive Turntable

John Fitzgerald has been appointed vice-president of 20th Century Music Corp., and Bregman, Vocco & Conn, wholly owned subsidiaries of 20th Century-Fox Film Corp. Fitzgerald, who will be general administrative manager of 20th Fox's music publishing and record activities, was previously employed as comptroller at the Robbins Music Corp. . . . Robert Jablonski, general manager of the consumer products division of Hoffman Electronics Corp., has been named to fill the duties of Raymond B. Cox, vice-president of the consumer products division. Cox is retiring. . . . Sabin R. Danziger has been appointed product manager for records of the Singer Co. Previously he was assistant to the product manager for home entertainment at Singer.



FITZGERALD

Donny Marchand has been added to the MRC Music staff as a professional manager in New York. Previously, Marchand was with the professional staff of Famous Music and Sunbeam Music. He will work out of New York, finding and developing new writers. . . . Marge Johnson has been appointed director of artist relations for Krage/Fritz, the personal management subsidiary of Krage, Smothers & Fritz. . . . Joe Scott has joined International Management Combine as general manager. . . . Chuck Baker has joined the Handleman Co., Los Angeles branch. . . . Susan McCusker has been named production co-ordinator in the film and TV division of Campbell, Silver, Cosby Corp.



MARCHAND

Laura Green has joined the Chicago division of Needham, Harper & Steers, Inc., as art director. She previously was art director in the advertising department of Detroit's J. L. Hudson Department Stores.

April/Blackwood publishers have named Tony Orlando general professional manager. Prior to the appointment, Orlando was assistant to the production manager at Robbins-Feist-Miller. . . . Bernard Mitchell, national sales manager for Concord Electronics, has been appointed marketing manager of the consumer products division. . . . Robert S. Bell, chairman of Packard Bell Electronics Corp., has joined the corporate staff of Teledyne, Inc., which purchased the stereo-TV manufacturer in May. . . . John Cupt has been appointed advertising director of Monarch Electronics International, succeeding Irwin Germaine, who had resigned.



ORLANDO

Martin J. Merchat has joined Amos Productions in New York as Eastern representative. Amos is a Hollywood-based independent production company which also operates a free-lance engineering department.

(Continued on page 44)



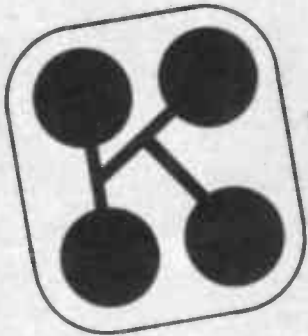
***THE CRAZY WORLD OF ARTHUR BROWN***

***ON TRACK RECORDS***

***DISTRIBUTED BY ATLANTIC RECORDS***



# A letter of introduction



**KIRSHNER ENTERTAINMENT CORPORATION**  
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OFFICE OF THE PRESIDENT  
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This is the sleeve of the first single from a new entertainment package, "The Archies." It's the opening event in a project that is total entertainment.

Here's what's happening:

"The Archies," a brand new half-hour animated TV show produced by Norm Prescott, Lou Scheimer, and Hal Sutherland of Filmation, reaching an estimated audience of twelve million families, goes on the air Saturday, September 14th on the full CBS network. CBS has shown its enthusiasm by contracting now for two full years of "The Archies" program.

Every episode features two different songs including an original dance of the week. Of course, there will be singles and albums of the music from the show.

Archie comic books, created by John Goldwater, reach a world-wide audience of fifty million annually and they will tie in with the records and dances on the show.

The syndicated comic strip is now in more than 600 newspapers with a circulation of more than seventy-five million.

Featuring Archie, Betty, Veronica, Jughead, Reggie, and introducing Hot Dog, "The Archies" provide music for all ages. A generation has grown up with Archie, and now for the first time, they and their children will enjoy "The Archies" on records. In addition, a complete line of Archie products will be licensed and marketed to consumers.

I believe that after hearing the great variety of music, you will agree that "Everything's Archie."

Don Kirshner

## You've read the facts...

Manufactured and Distributed by RCA

# to "The Archies"

63-1006

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**CALENDAR**

## THE Archies

### BANG-SHANG-A-LANG / TRUCK DRIVER



©1968, Archie Comic Publications, Inc.  
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every Saturday morning on the CBS-TV network.

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Produced by Jeff Barry

# and seen the figures.

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**CALENDAR**

## RCA'S Reisman: Separate Track Concept Is Soundest

LOS ANGELES — Recording separate sections of an orchestra individually proffers the best sound clarity ever achieved, believes Joe Reisman, manager of RCA's West Coast a&r department. All producers in Reisman's department now utilize the multiple recording session technique, with 90 per cent of the work on 8-track equipment.

Two years ago, Reisman says

he would have recorded the entire orchestras of Henry Mancini and Hugo Montenegro all at once. Today, Reisman brings in sections of the band one at a time to lay down separate tracks.

On a recent Montenegro project, Reisman utilized nine sessions. On a recent Mancini date utilizing 35 pieces, four sessions were held to complete the sound picture. "We've pretty much seen the demise of the large orchestral session," says Reisman, who was promoted from producer to department head several months ago following the departure of Neely Plumb.

Reisman claims with the separate session theory there is no sound leakage or sound cancellation. A brass section will leak into the open mikes of the fiddles during a session in which all the instruments are simultaneously being taped, he says.

The executive claims a strong sonic difference in product recorded singularly and with separate sessions, with the latter winning his approval.

## MANAGERS CITE ALPERT & MOSS

LOS ANGELES — Herb Alpert and Jerry Moss were named Industry Men of the Year at the Conference of Personal Managers, West (CPMW) annual awards dinner Thursday (22) at the Beverly Hills Hotel.

Dan Rowan and Dick Martin were honored as entertainers of the year.

## Dressel Named Manager for Woody Herman

NEW YORK—Hermie Dressel, of Wand Management, has taken over as personal manager for Woody Herman. Dressel will represent the band leader in all entertainment fields.

Dressel and his associate, Paul Cantor, have lined up a number of deals for Herman, including two record tie-ups. One is the release on Verve in September of Herman's complete performance at the 1967 Monterey Jazz Festival, including Bill Holman's "Concerto for Herd." The other album, in a contemporary vein, will be released in October on the Cadet label. The LP will be previewed on Ed Sullivan's CBS-TV show Oct. 6.

In connection with Herman's record activity, Paul Brown has been set for promotion, concentrating on college and FM radio stations.

Dressel will be working in close association with Joe Glaser, president of Associated Booking Corp., on Herman's bookings.



MASTERING HIS POETRY. Bobby Darin suggests to Las Vegas engineer Brent Maher the right mix desired during a mastering session.

## 'New' Darin Forms Label To 'Speak Out' Via Songs

LOS ANGELES — Bobby Darin has established Direction Records, a company which will seek out "statement makers." The vocalist's label will debut in late September with an LP of original compositions designed to reflect his thoughts on the turbulent aspects of modern society.

Sales and distribution have been assigned to Amy/Mala/

Bell—a company which Darin's manager, Ed Burton, classifies as "knowing how to merchandise product from creative people."

Darin's decision to launch the label is based on a desire for artistic freedom. He says events of the past months have affected him and it is through his music that he feels compelled to express himself. His own label affords him this artistic control over his product.

His first LP is controversial in the sense that it establishes a new image. Burton, who will administer the label from New York, says the public has an image of his client as "a finger snapper." Darin's debut LP is designed, Burton says, "to show the singer as a person with deep beliefs."

The songs are built on Darin's feelings for people and his concern for a troubled society. The music was all recorded in Los Angeles and the tracks were mastered in Las Vegas while he was headlining at the Frontier Hotel.

Darin wrote all the arrangements on his first LP, and despite the weight of the themes, there is a driving, commercial flavor, a "down home feel" which is where Darin says "things are."

Darin has already written five songs for his second LP. The label will seek talent which Darin believes in, even though he may not be involved in their recording activities, Burton says. "We are not going to rush in and just sign artists," he adds. Darin will remain the final arbiter as to who joins the roster.

## Douglas Int'l Slates Mideast Far East Disk Anthologies

NEW YORK — Douglas International is preparing the first of a series of projects on the Mideast and Far East. Dr.

## Chalpin Sees Europe Brass

NEW YORK — Ed Chalpin president of P.P.X. Enterprises, is visiting the heads of nearly 50 record companies in 11 countries during a European business trip this month.

Among the companies he's visiting are Sunbury-RCA England, British Decca and EMI in London; CBS Disques and Pathe Marconi-EMI in Paris; Deutsche Grammophon and Teldec in Hamburg; Dansk in Copenhagen; Valentim De Carvalhi in Lisbon; EMI and RCA (Grammaphon Lectra) in Stockholm; RCA Espanola and Compania Espanola De Musica in Madrid, and RIMI and RIFI in Milan.

Chalpin is tentatively scheduled to see the head of Record Productions of Radio, Television in Belgrade. He will discuss the distribution of Jimi Hendrix's records with Polydor in London, DGG in Hamburg and Barclay in Paris.

## Bell Promoting New LP Issues

NEW YORK — Bell Records is bowing a promotion campaign behind its new album releases, said vice-president and sales director Irv Biegel. The campaign includes advertising, plus in-store aids such as browser boxes, banners, window streamers and point-of-purchase displays. The albums include material by the Box Tops, James Carr, Merrilee Rush, the Spooky Tooth, the Scaffold, Bobby Russell, the Zoo, and the folk rock sabbath service of Cantor Raymond Smolover.

## Jubilee's Incentive Contest

NEW YORK — Jubilee Records is running a "Chart Your Future" incentive contest for its distributor executives, sales managers, salesmen, promotion men and operations men.

The contest is keyed to six Jubilee releases—a package called "Stereo Chart Contenders 1968"—and their performances. Individual distributors and salesmen qualify for cash awards and "Chart Sweepstakes" tickets when they sell any of the albums above the quota set for them.

Cash prizes (\$1,000) will be awarded to the "Number One" salesman, promotion man and distributor. The top internal operations man will receive \$500, while the top sales man-

ager gets \$1,500. These "Number One" are picked on a basis of percentage sold over quota, plus total performance.

For each of the six albums reaching the charts before Nov. 11, 1968, a grand prize of a week-long, all-expense-paid trip to anywhere in the U. S. will be drawn among those with "Chart Sweepstakes" tickets.

Thus six trips could be given away if all the albums, Mary Well's "Servin' Up Some Soul," "Sounds of Modification," "The Baltimore & Ohio Marching Band Play Music From the Comics," Moe Kauffman's "Turned On," Vivian Dandridge's "The Look of Love" and "The Racket Squad," make the charts.



My wife says to take those awful drapes from the Rose Room when you leave!

# Billboard

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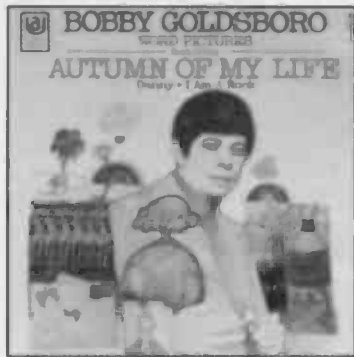
Say You Saw It in the Billboard

# Product Album Reviews



**SOUNDTRACK**  
**FUNNY GIRL**—Soundtrack. Columbia BOS 3220 (S)

This one can't miss going right to the top of all best-selling charts. With what may well be the film of the year. The album should go right along with it in sales. Backed by a giant promotion campaign, the Barbra Streisand starrer highlights the hits "People" and "Don't Rain on My Parade," plus new numbers not in the Broadway musical such as "My Man." Miss Streisand and the entire soundtrack is superb.



**POP**  
**WORD PICTURES**—Bobby Goldsboro. United Artist 6657 (S)

Focused around his "Autumn of My Life" hit, Goldsboro should have instantaneous sales success with the release of this beautiful follow-up album. More than half the selections are originals, with "The World Beyond" a standout among them. His interpretation of "If You Go Away" is sensitive, yet commercial, while "I Am a Rock" is powerful and driving. First-rate Goldsboro fare here.



**POP**  
**CROWN OF CREATION**—Jefferson Airplane. RCA LSP 4058 (S)

Jefferson Airplane, a leader in the psychedelic rock sound, continues their popularity and, in this, their latest album, continue to offer top material. In addition to the title number, this pressing has the hit "Greasy Heart" going for it. Grace Slick, Marty Balin, Jorma Kaukinen and company have another winner here. "The House at Poonell Corner" is a gem.



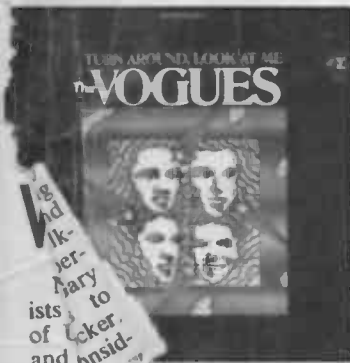
**POP**  
**NONSTOCK**—The Box Tops. Bell 6023 (S)

Producer Don Penn has come up with another powerful album for the Box Tops. Their recent hit "Choo Choo Train" leads off the program, as they interweave country, soul and pop rock in their commercial treatments of "Rock Me Baby," "I'm Movin' On" and "If I Had to Let You In." Sure to prove a potent successor to their first album.



**POP**  
**ANGEL OF THE MORNING**—Merrilee Rush. Bell 6020 (S)

Miss Rush makes an impressive LP debut spotlighting her "Angel of the Morning" smash, and her brand new hit "That Kind of Woman." She has a powerful voice that's perfectly suited to the material she's chosen, and the backings by the Turnabouts deserve words of praise. Her performances of "Sandcastles" and "Sunshine and Roses" are pure delights.



**POP**  
**TURN AROUND, LOOK AT ME**—The Vogues. Reprise RS 6314 (S)

IS a tremendous comeback on the singles charts with their smash hit "Turn Around, Look at Me," and this follow-up LP should quickly re-establish them on the LP charts. The program is diversified and loaded with programming appeal, and the inclusion of their latest single, "My Special Angel" insures immediate sales.



**POP**  
**WELCOME TO TRINI COUNTRY**—Trini Lopez. Reprise RS 6300 (S)

This rhythm venture into Trini country is one of his most exciting albums ever, and should quickly be riding high on the best-selling LP charts. The program is a well-balanced collection of new and old country hits ranging from a smooth "Crazy Arms" to his recent up-tempo single "Mental Journey." Outstanding are the Lopez treatments of "Gentle on My Mind" and "Devil Woman."



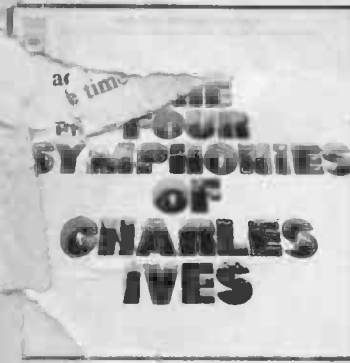
**POP**  
**ELIZABETH**—Vanguard VSD 6501 (S)

Elizabeth is excitement! The quintet's first album outing is a bright and biting grab bag of original material that proves itself with just one hearing. Intriguing are "Dissemblance," "Lady L" and "The World for Free." Group should win immediate underground acceptance, and rapidly spread out on a wide scale sales basis.



**POP**  
**A TIME TO SING**—Hank Williams Jr. MGM SE 4540 ST (S)

Backed by a giant promotion campaign, Williams Jr. stars in his first film which should put this soundtrack LP high on the country chart. A top seller in his own right, Williams delivers the title tune and "It's All Over But the Crying" with all the ingredients for singles hit possibilities. Featured is Shelley Fabares, of TV and disks singing "The Next Time I Say Goodbye, I'm Leaving."



**CLASSICAL**  
**THE FOUR SYMPHONIES OF CHARLES IVES**—New York Philharmonic/Philadelphia Orch. Ormandy/American Symphony (Stokowski). Columbia D35 783 (S)

Into the thick of the Ives' revival Columbia jumps with a brilliant three-record re-packaging. Ormandy's recording of "Symphony No. 1," Bernstein's reading of Symphonies No. 2 and 3 and Stokowski's "Symphony No. 4" are collected tributes to the great American composer.



**CLASSICAL**  
**GABRIELI/CANZONAS**—Ensemble/Gabrieli Consort Biggs/Edward Terr Brass (Negri). Columbia MS 7142 (S)

E. Power Biggs and Giovanni Gabrieli prove to be inseparable, and the success of their previous meetings should quickly be matched by this latest release. The Edward Terr Brass Ensemble and the Gabrieli Consort directed by Vittorio Negri supply the perfect accompaniment to the majesty of Biggs' organ virtuosity.



**JAZZ**  
**WHAT THE WORLD NEEDS NOW**—Stan Getz. Verve V-8752 (S)

The tried and true hit-writing team, Burt Bacharach and David, take on a new flavor in powerful jazz treatments. Arranger Evans provides exceptional sax work for the tasty sax work of Getz. Backed by lush strings, "Alfie" alone will sell the package to pop and jazz buyers.



**JAZZ**  
**MIDNIGHT CREEPER**—Lou Donaldson. Blue Note BST 84280 (S)

The Donaldson brand of jazz on this album is pure, yet funky, and should easily satisfy pop fans as well as jazz purists. Walling through five extended cuts, Donaldson breathes fire into "Love Power," "Bag of Jewels" and the album's title tune. An original entitled "Elizabeth" is a smooth and subtle ballad tribute that's a programming must.



**POP**  
**THIS IS CLARENCE CARTER**—Atlantic SD 8192

Carter is rapidly getting solidly established as a top seller in the singles market with his "Slip Away" smash (included here), and this debut LP should quickly follow suit in the album charts. From pure blues to rock, interspersed with country soul, he's at his wailing best. Standouts are "Set Me Free" and "I Can't See Myself."



**POP**  
**A CURRENT SET OF STANDARDS**—Billy Vaughn. Dot DLP 25882 (S)

Billy Vaughn's familiar style produces top instrumental versions of some of today's hit songs. Among the best cuts are "This Guy's in Love With You," "Little Green Apples" and "The Look of Love." The other nine numbers also contribute to making this an appealing album.



**POP**  
**THE FIRST EDITION'S 2ND**—Reprise RS 6302 (S)

Group hit it big with their "Just Dropped In" single a while back, and had much chart action on their initial LP. This, their second package, offers some potent, commercial material that should hit hard at the radio level followed by a sales impact. "Are My Thoughts" has singles possibilities. A standout is "Rainbows on a Cloudy Day."



**POP**  
**ONE FOR THE ROAD**—Righteous Brothers. Verve V6-5058 (S)

This package labeled "In their only live performance recording" should be enough to sell the LP, even though the dynamic duo has split. All the excitement and drive of their in-person performances is here. The "live" treatments of their giants "You've Lost That Lovin' Feelin'" and "Soul and Inspiration" and the electricity of "Little Latin Lupe Lu" are exceptional. Powerful sales package.



**POP**  
**FATS IS BACK**—Fats Domino. Reprise RS 6304 (S)

He's back in a big way via a hit single "Lady Madonna" included herein, plus 10 other blockbuster performances done only as Fats can do them. Package, his first for Reprise, kicks off with a clever short medley of his past hits. His style fits today's selling bag like hand in glove. "I Know" is a gem, as is "Make Me Belong to You" and the Beatles' "Lovely Rita." A bow to producer Richard Perry.



**POP**  
**THE JON & ROBIN ELASTIC EVENT**—Abnak (Stereo-Mono) ABST-M 2070

One of the best duets on the pop music scene, Jon and Robin insure the sale of this fine and commercial package by including their singles successes "Dr. Jon" and "You Got Style." They also come on strong with "Just Imagine" and a change of pace in "Thursday Morning." Jon's solo treatment of Jim Webb's "By the Time I Get to Phoenix" is fresh and well done.

# FCC Commr. to NATRA: Help Listener

MIAMI — Soul deejays were cautioned here Saturday (17) by Federal Communications Commissioner Nicholas Johnson that if they kept on spinning records while their listeners were "crying out to understand and be understood . . . you may literally find yourself a modern day electronic Nero, playing recorded fiddle music while your own Rome burns. As blacks, you

have a personal stake, as well as a professional pride, in preventing the need for that protest. I will be watching your response, and wish you well."

A few minutes earlier in his talk at a luncheon meeting of the 13th annual convention of the National Association of TV and Radio Announcers, Johnson had comment, also a warning, that deejays have a stake in pre-

venting the "ever-present threat of the reality—or appearance—of record company influence. Free records to deejay-owned record stores, the expression, 'if you're smart you'll hustle,' and the underwriting of the every sessions of this conference, portend stormy seas ahead on what may well become the voyage to payola revisited." He also expressed "disappointment" upon learning that NATRA was talking about record companies sponsoring training for deejays.

Earlier, NATRA had laid a proposal before many record company executives that asked for an annual donation of \$244,000 to sponsor a school in connection with Wilmington College in Wilmington, Del. The school, which would have no entrance requirements, would aim at upgrading black deejays for radio management and also serve as a training ground for record company executives. Record company officials dodged the issue of contributing on the spot and asked NATRA to set up a committee to approach each record company individually. It was pointed out that such contributions have to be approved by record company boards in many cases. However, NATRA chairman Jack Walker a few minutes later announced at a luncheon before NATRA members that the school was a fact.

Johnson, in his speech, also scored black deejays for not upholding their own history. "There's been a lot of justified cussing of the white establishment for its failures in this area. But what can you point to that Negro-oriented radio has done to help correct the not-so-acci-

dental disappearance of Negro history? The answer, I'm afraid, is not very much."

And he also asked about the almost total radio blackout on important music and cultural achievements by blacks outside of the popular music field. "Black composers and artists are exerting a profound influence on the development on contemporary opera, classical music, stage musicals, drama, and jazz. But, to my knowledge, soul stations have given little attention to such outstanding performers as William Warfield, Leontyne Price, or Grace Bumbry. William Dawson has recently finished recording one of the most moving pieces of music in recent years—'African Suite'—and yet I would hazard the guess that not one of you here has either played it on the air or even bothered to report its wide acclaim."

Black deejays can do more than report discontent and the pressures for change, he said. "Let's not forget the force you can be to effect change." He asked what Negro-oriented stations had done in this regard.

Johnson also stated that it was not enough for NATRA to limit its purpose to raising the wages of black deejays. The principal responsibility is that of management, he said, and "of course, it's disgraceful that no more than a handful of the 7,500 radio and TV stations in this country are owned by blacks. Of course, white owners and managers need to mend their ways. But responsibility in this business rests with each of us."

In a new fall

NEW YORK — Roger Williams, Kapp Records' leading performer for 12 years, has signed a new long-term contract with the label on the eve of a major promotion, merchandising and advertising campaign for the artist's fall LP release.

One of the first artists to record for Kapp, Williams has earned a number of gold records for LPs and singles, with album sales exceeding 12 million copies. Williams' latest single of "The Impossible Dream" is currently on the charts. "Roger Williams is Kapp's most important artist," said Kapp general manager Jack Wiedenmann. "There are extensive plans for merchandising and promoting Roger's future product releases."

## Cosby Asks NATRA Meet in D. C. Ghetto

MIAMI — Bill Cosby, honored here Saturday (17) as man of the year by the National Association of TV and Radio Announcers, called upon the organization to hold its convention next (slated for Washington) in the ghetto area and thus "bring a little sunshine" to its own people. Mrs. Coretta King was honored as woman of the

"Lord Do It," by James Cleveland. Mighty Clouds of Joy was selected best male gospel group, the Loving Sisters best female gospel group, the Institutional Choir best gospel choir.

Best folk gospel group was Staple Singers. Top comedy artist was Bill Cosby. Special Otis Redding award went to Jimi Hendrix, Richard Havens, Taj Mahal and O. C. Smith. The Sam Cooke Human Relations Award went to James Brown, the Dave Dixon Distinguished Service Award went to Ken Knight, a founding father of NATRA and just appointed vice-president of WRHC in Jacksonville, Fla. Knight will also serve as director of sales and programming for the station.

Radio station awards were presented to XEGM, San Diego; WLIB, New York; WJBE, Knoxville; WAOK, Atlanta; WIGO, Atlanta; KPRS, Kansas City; WOIC, Columbia, S. C. Golden TV awards went to "The Smothers Brothers Show" and the Xerox Corp.

## RCA and Kirshner Team Up Again; Tie on the Archies

• Continued from page 1

RCA and Kirshner joined forces for the first time two years ago to launch the Monkees on the Colgems label. Colgems is also manufactured and distributed by RCA.

The Archies' debut single, "Bang Shang a Lang" b/w "Truck Driver," written and produced by Jeff Barry, hit the market last week and is being backed with an extensive promotion, advertising and publicity campaign mapped by RCA.

### Ties With Pub

Kirshner tied with comic book publisher John Goldwater and Filmation, producer of the TV series, for the creation of the Archies. The "Archie" comic strip reaches more than 50 million readers through syndication in hundreds of newspapers throughout the country. The series begins on CBS-TV Sept. 14, and it's been estimated that the viewing audience will be between 12 to 15 million.

As music supervisor of the "Archie" TV series, Kirshner has added a 1968 dimension to the characters by giving them a contemporary musical sound. The Archies will introduce two new tunes on each TV segment every week.

The Archies' first album, which will be released in the near future, will include both "Bang Shang a Lang" and "Truck Driver."

### RCA Drive

The RCA campaign is already in full swing with a series of teaser mailings to disk jockeys, distributors and press of the Archie comic books, as well as individual pieces of art work of "Archie" characters captioned

with words of the theme song of the TV show, "Everything's Archie." The single's release is being announced in the trade press in a two-color two-page spread. The single, which will ship in a four-color sleeve, will be mailed with a title strip to one-stops and coin operators throughout the country.

Distributor record managers, fieldmen and promotion men will receive individual personal letters from Kirshner giving the background of the "Archie" music.

Consumer advertising of the "Archie" product will include TV Guide, Eye, Go, Archie Comic Books, as well as other teen-oriented publications. Ad mats in various sizes and point-of-sale materials, including two color streamers, four-color "Archie" window displays; "Everything's Archie" decals; stickers, buttons and balloons of the "Archie" characters; as well as 20, 30 and 60-second radio commercials will be made available for use at the local level. A promotion kit will also be mailed to disk jockeys and reviewers and will include, among other things, a biography of "Archie."

A radio station "Archie" look-alike contest is being planned and a special airplane promotion has been scheduled for the Labor Day weekend, when the "Everything's Archie" theme will be flown over beaches in the New York, Chicago, Los Angeles and Miami areas. During August and September all RCA locations will use a special "Everything's Archie" postage slug on all mail.

A press/dealer reception will be held to coincide with the debut of the TV series.

## Roulette Swings Into Omega Fold

• Continued from page 1

Roulette marks Omega's third step in the music-record industry. Omega acquired the Bobby Mellin music publishing company catalogs (for the U. S. only with first call on foreign rights now pending negotiations), the Vicki catalogs (domestic and foreign), and Stasny catalog (Billboard, July 20).

A week after these acquisitions, Omega formed North American Leisure Corp. with Larry Finley, with Omega holding 55 per cent of the firm's stock, and Finley retaining the remaining 45 per cent (Billboard, July 27). Finley had resigned as president of International Tape Cartridge Corp. to form NAL, a firm which he

said will be active in the manufacture of tape cartridge products, as well as being active in other leisure fields.

According to Bank, the Glaser Bros. acquisition will dovetail with NAL's operation in that Glaser will make tape cartridge product available to its more than 40,000 outlets.

Other Omega holdings include Omega Oceanographics, a firm which leases a device used in off-shore drilling; National - Western Technology, manufacturer of sophisticated circuit boards; Raleigh Manufacturing, one of the largest independent manufacturers of men's clothing; Ran Knitting Mills, California-based men's sportswear company.

between Fred Smith, Gamble & Huff, and Jerry Wexler. Most promising singers were Johnny C and Barbara Acklin and Vivian Reed. Most promising group was Archie Bell and the Drells.

B. B. King was named best blues singer. Best jazz single and LP was "A Day in the Life," Wes Montgomery. Nina Simone was named best female jazz vocalist, Ray Charles best male jazz vocalist. Best gospel record was a tie between "Don't Be Afraid," by Shirley Caesar and

## More Firms Ink Pocketdisc Pacts

• Continued from page 1

Symphonic. A representative of Symphonic will talk about the Swinger, the player manufactured by Toshiba. In addition to the Swinger, which will be distributed by Symphonic, there will be on display many lines which play the Pocketdisc, including models by General Electric, RCA, Panasonic and Decca.

Lou Laventhal, of Consolidated Distributors, will speak at the dealer presentation, as will R. Baker, representing the N. W. Ayer Agency. Baker will outline the promotional push given Pocketdisc in various media.

Two most recent labels added to the lineup with whom Pocketdisc has simultaneous release pacts are A&M Records and Tetragrammaton. Labels pacted previously (along with their affiliates) include ABC, Atlantic, Capitol, Warner, Reprise, Roulette, MGM, Mercury and Monument.



JOHN GOLDWATER, left, creator and publisher of Archie comic books, and Don Kirshner, who will be music supervisor.



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