Fox Office Wing Set in Builing Canadian Mart

By PAUL ACKERMAN

NEW YORK—The office of Harry Fox, publishers’ agent and trustee, has set up a Canadian Division to give increased attention to the greatly expanded use of copyrights in the French-Canadian market. Al Berman of the Fox office said the number of labels in Canada has proliferated; that whereas five or six labels in Montreal constituted virtually the whole market not too long ago, there are now well over 20 manufacturers. This amount of manufacturers will soon be audited by Fox, as part of the Fox operation’s routine checkout on the Canadian scene. Fox’s accountants have retained a French-speaking specialist.

Berman stated that publisher revenue from Canada increases every quarter—which reflects the growing record sales activity that he regards as “too.” Berman said: “We have employed a specialist in Canada to provide in-depth reporting on the use of songs of any language translated into French and armed with this information, can notify the performing rights societies to watch for specific titles.

The Fox office, of course, also represents BIEM, the European mechanical agency, in Canada.

A good example of how titles can be detected under the new Fox set-up in Canada occurred recently in connection with a tune titled “Ce Soir Je Pleure” (“This Evening I Cry”). This could have gone unnoticed in prior years. But it was ascertained that this was a version of “O Sole Mio” that a translation had been made in the belief that it was in the public domain. The record went to the top of the Canadian charts. A check indicated that at the time of the activity, the tune was not yet p.d. It was scheduled to become p.d. Tuesday (3).

Forum to Zoom in On World of CARtridge

By CLAUDE HALL

NEW YORK—Facts and figures will be unveiled Monday (16) at the Tape Cartridge Forum that will shed new light on the tape CARtridge scene for both dealers and record companies alike. Billboard’s Record Market Research division during the past weeks has been contacting hundreds of dealers, distributors, and other firms in the fields of records, electronic equipment, photo, and the auto-

Rumors Off: Vaughn Still A Dot Artist

By CLAUDE HALL

NEW YORK—Billy Vaughn, one of the recording industry’s top selling artists, last week re-

The top artists of the year are...
Thriller Theme.

**WAIT UNTIL DARK**

MANCINI—featured piano soloist in his music from the new film.

Single ships in this 2-color sleeve.

**WAIT UNTIL DARK**

**THEME FOR THREE**

A Warner Bros.—Seven Arts Picture

**WAIT UNTIL DARK**

Music from the Film Score Composed and Conducted by

HENRY MANCINI

Piano Solo—Henry Mancini

RCA VICTOR

The most trusted name in sound

www.americanradiohistory.com
Executive Turntable

Decca Sales Meeting Stresses "Total Entertainment" Concept

By MIKE GROSS

WASHINGTON — Decca Records has switched its entire focus to "total entertainment" was re-emphasized here last week at the third of a series of sales meetings for the company's regional field managers and dealer executives. The previous meetings held earlier in the Fall, were held in Los Angeles and Nashville. The concept of "total entertainment" con- cept, which was pitched to its dealer executives and one independent distributor (Joe Vynogor of Carroll Distrib- utors, Atlanta) earlier in the Fall, was pegged on the crook of Syd Nathan, a multi-platinum record-vice-president in charge of national sales, that "if you're in the entertainment business, you merchandise entertainment, no matter what form it's in." The forms in Decca's fall program, which is riding out under the theme of "The Big Kickoff," include disks, both mono and stereo, and special en- dless singles, snowbirds, and thermon- ial instruments with accessories and instruction books. The agenda included a 20-track folded and exploratory moves in the catalogue field, and sounds, in its new LP product that go as far back as 1926 in a new "Jazz Heritage Series," (see sepa- rate story), up to the current day based on regional groups and an electric sitar.

Goldberg spelled out Decca's position that the 'total entertainment controversy, with "I believe there's still action on mono re- cords and we'll continue to press them and sell them at the convenience stores until the mono phases out." He said he felt that the mono disk had been priced too cheaply and that the biggest problem now was not with the consumer but with the trade, in that they were dropping the mono prices.

Goldberg, who helmed the three meetings, was accompa- nied by a number of key vice-presidents—Martin F. Sal- kun, assistant general sales man- ager; Lou Sobek; national sales manager Claude Brennan; pro- motion and publicity chief Leonard Lieberman; Howie Kaye of Decca's Home Enter- tainment Division; Leo Reff in charge of the tape division, and Jack Ketler, in charge of the label's national sales staff.

At the Washington meeting, they were joined by additional home office staffers headed by Milton Krutner, president; and Leonard W. Schneider, exec- utive vice-president. And, for the second time, Goldberg rubbed up its "family meeting" to the trade press.

Highlighting "The Big Kick- off" program is a line-up of Decca's major new releases in the Decca line and a special re- lease on Brunswick of an album pegged on Jackie Wilson's hit single, "Higher and Higher." When the in the new Decca prod- uct are Brenda Lee, Earl Grant, Sunny Kaye, Rafael Mendez, Lupe Russi, Climate, Lisa, Eliza Fitzgerald, Bill An- thony, Loretta Lynn, Kelty Wells, Conway Twitty, Wat- ter, Mack, the Carle, a new group called the "Sisters," and others. (Continued on page 8)

Steve and Eydie Join New Kirshner Label

NEW YORK — Don Kirsh- ner's new independent record com- pany, which will be manufac- tured and distributed by RCA Victor Records, First artists to debut will be Eydie Gorme and Lawrence Gome, who left Columbia Records to join Don Kirshner's new firm.

Lawrence and Miss Gorme, will be making their Broadway- way debut together in the musi- cal, "Golden Rainbow," will also record its original cast album of the show for Columbia.

The musical, which has a score written by Aaron Copland, will open in New York at the Shubert Theater Jan. after

Four-week tryout in Philadel-phia.

The couple, who are man and wife, have been associated with Kirshner for several years. Eydie has been a music publisher, Kirshner has been an artist manager. Both have resulted in hit disks including Lawrence's "Go Away Little Girl," Miss Gorme's first successful records, "Blame It On Me," they will continue to record independently as a team.

Kirshner now plans to extend Columbia's deal with Broadway to the television and motion picture fields.

Written Pleas Next In H. Williams Suit

By WAYNE GREENBANK and JUDITH HELMS

MONTGOMERY, Ala.—Cir- cuit Judge Richard Emmett took under advisement last week the civil suit involving the music of the late Hank Williams.

The dispute arises in case in which Audry Williams, widow of the country music singer and Holly Williams, Jr., contend that a 1963 con- tract between renewals of Williams' song copyrights, is invalid, is not this expected year.

The judge granted 90 days for written briefs to be filed in court.

Mr. Irene Smith, Williams' sister, and sons, have been asked for $25,000 to Acuff-Rose Mu- sic Co. Mrs. Williams and her son, Larry, countersued for $20,000. The suit worth much more.

The suit's headline- Acuff-Rose

Mel Foret told the relation- ship between the songwriter and his publisher. He Fred Ross, then president of Acuff- Ross, the suit to least one song for Williams.

Also testifying for Acuff-Rose

Friday was Leo Strauss Jr., a CPA from Hillsdale, N. J, whose firm has been specializing in the music industry since the 1930s.

When asked if he had ever been in negotiations, he was signed for as much as $250,000, which had been suggested through the last renewal bonus or worth of the Williams'... (Continued on page 6)

Executive Turntable

Clive J. Davis, Cornelius F. Keating, Harvey L. Schein and Donald D. Randall have been named presidents of their CBS/ Columbia Group divisions. For a little more than a year they had titles of vice-presidents and general managers of their divisions. Davis is now president of the CBS Records Division; Keating is president of the CBS Records International Division; and Randall is president of the CBS Musical Instruments Division.

Musicor Records has revamped the label's executive line-up. Art T мастер, who was executive vice-president and general manager, is now_director of Creative Product for Musicor and Dynamo, the label it distributes. Kahan had handled the promotion of product for Film and Soundtracks, sales and promotion chief for Dynamo, Irwin Rawitz moves from promotion to director relations, reporting to Chris Spinosa, vice-president in charge of sales.

Al Lewis has been assigned to the post of assistant to the pres- ident of MGM Records, Mort L. Nasatir. In his new capacity of administrative assistant, he will be responsible for all executive and divisional coordination and provide a liaison for Nasatir and the various executives and divisions of the company. Lewis is now in his eleventh year with MGM.

Elliot Goldman has joined CBS Records as director of business affairs. In his new capacity, Goldman will act in the negotiations and evaluation of independent records. In addition he will be involved in transactions involving soundtrack, CBS Records investments in Broadway productions, and April/ Blackwood music publishing contracts. Before joining CBS Records, Goldman was executive vice-president for Frederic B. Berman, City Rent and Rehabilitation Commissioner.

David Kruter has joined the public relations firm of Bernie Larson, Inc., as a vice-president. Kruter previously was an account executive for Joe Wolfshank Public Relations. In his new post he will be responsible for Larson's accounts in the industrial and entertainment fields.

Chuck Karrole has joined Arthur Prysock Enterprises as man-ager of A. Prysock Music (ASCAP) and J.I. Music (BMI). He will report to Don Palmer, manager of Prysock Enterprises. Karrole most recently was working on TV commercial projects with Dave Garvey.

Ronald Etman has been named production manager for Kama Sutra Productions. He will be responsible for co-ordinating all staff and independent products for Kama Sutra and client labels. His first move was to place a new group, Pebbles and Shells, produced by Rod McBrain, with Kapp Records. Before joining Kama Sutra, Ett- man operated a personal management firm and a publishing company.

Thomas Organ Co. has named Joel Ettner to the newly created position of executive assistant to Joe Buzzelli and serve as a liaison man between Buzz-elli and Thomas' three major divisions, organs, Vox guitars and amps and Vox musical instruments. (Continued on page 6)

Harmony Push Based On Pre-Pak Concept

NEW YORK—Harmony Rec- ords, Columbia Records' econo- my-priced line, has just launched its promotional push for the top-selling albums in its catalog. The campaign, with the theme of "Enjoy the Luxury of Harmony," will be under the direction of Herb Linsky, mer- chandising manager of Harmony albums and independent prod- ucts.

Highlighting Harmony's cam- paign is a new Pre-Pak concept developed for dealer and sub- distributor use. The best-selling albums in the Harmony catalog have been converted into categories of pop, country and vari- ety selections and made available in three Pre- Pak boxes. Order forms have been specially prepared for each Pre- Pak illustrating the 20 al- bum selections in each cate- gory.

To promote its line Har- mony has prepared several merchandising aids. A Kleen- free "music inventory" is built into the campaign's theme and lists some of the stars who appear on Harmony with pictures of Vic Damone, Doris Day, Burl Ives, Harry James and Frank Sinatra.

Harmony will provide deal- ers with "dumpl" displays, floor merchants containing 100 or more albums, and 24- pack boxes which can also serve as counter units. The display is of the same color scheme featuring the campaign's motto and a list of the top artist's on the window streamer.

The three new albums in Har- mony's October release are em- phasized in the promotion. In addition, Harmony's new logo will be stressed on the release and the merchandising dis-
HIGHLIGHTS OF THE WEEK IN
Billboard

AUDIO RETAILING 77

DISCOUNT STORES increased an 18 per cent rate last year. A retail population report.

CLASSICAL 40

COLUMBIA MINI-PACK. Columbia Records sets three 10-inch packs to promote lighter classical material with dealers and racks.

COIN MACHINE NEWS 79

WILL THE BIG BULK VENDORS squeeze the little guy just a little more? An analysis by Earl Paige.

COUNTRY MUSIC 50

The world’s greatest festival of music—the annual “Grand Ole Opry” anniversary celebration—previews for launching.

INTERNATIONAL 52

SPANISH, CHINESE AND INDONESIAN groups will be among those taking part in this year’s Berlin jazz festival—"Jazz Meets the World."—from a recent dispatch.

MUSICAL INSTRUMENTS 16

NEW PRODUCTS for the peak season, second in a series of reports on last-quarter merchandising.

RADIO-TV PROGRAMMING 26

GENIUS DEEP IN THE ART: Full story of that situation, plus inside stories on WOR-FM and CBS-FM’s “Pioneers’ Garden” show.

TALENT 24

EDDY ARNOLD scores in appearance at Los Angeles’ Cocoa-nut Grove.

TAPE CARTRIDGE 48

MORE NEW CAR BUYERS will order factory-installed 8-track tape units, with their choices weighing heavily between now and Dec. 31 than during any other quarter of the model car year.

FEATURES

Stock Market Quotations 8

CASINO Report 26

Singles 46

CHARTS

Best-Selling 101 & LPs 37

Record Sales 28

NEW RECORDS

New Album Release 34

Top 40 LP’s 40

Surveys 49

MIDWAY

1111.

Dizzy Gillespie’s “Two Bass Hit” are some of the revivals that burst to jazz and make the New York Jazz Repertory Orchestra a project of cultural value. Among the others on the label is the encore off on Chico O’Farrill’s “Variations Espagnoles,” with the composer as guest-conductor and the sound is electric. The recording works in comparison but young jazz composers and arrangers need a showcase, and the New York Jazz Repertory Orchestra is now the proper place to get a proper presentation. The orchestra is made up of four trumpets, four trombones, two horns, one tuba, five reeds, double bass, and the accordion at percussion. Among the musicians in the orchestra are Joe Bataan, Tony Mortimer, Tom Studd, Jim Maxwell, Bert Collins, Wayne Anderson, and Dave Bank. Roulierre doubles as conductor and pianist. New York studiohead Phil Medal has done a neat job narrating the program, which was presented by Town Hall and Norman J. Seamen.

MENHEIM—More than 15,000 are expected to cram Ellis Auditorium tonight for the opening night of the five-day Gospel Convention.

Additional church services are planned for this year, taking place each afternoon at 2. Hereinafter, all church services were restricted to Sunday morning.

The convention was expected to attract five days this year to accommodate the increasing number of quartets participating and in crowds expected at hotels. Reservations from reports over all over this nation and Canada, and the Virgin Islands, and hotels quarters will be the Claridge Hotel.

Several separate meetings are planned for the week, including gatherings of quartet members, business men, and promoters. SESAC will host a luncheon Friday for members of the Gospel Association at the Four Farms restaurant.

Booths will be open each day

Shayne Suit

On Copyright

NEW YORK — A suit charging plagiarism in the song ‘Mystery of the Tallahatchie Bridge,’ on big A records, its infringement of Boysie Gentry’s ‘Ode to Billie Joe’ has been filed by Shayne Sylveff in Federal District Court here.

Named as defendants were Little Darlin’, Variety, Gentry, Maybelle M. R. Michael, John Hammond, Jim Greer, recordings, Jack H. Clement, White, and Mamadouke Music Co., listers of the song, and owners of the Tallahatchie Bridge (Anwe to Ode to Billie Joe).

According to the suit, the song was written by Lawrence J. Greene, attorney for Shayne Sylveff Music. Boffie assigned the song to the plaintiffs. The complaint charges the White country hit “was copied largely from plaintiff's copyrighted musical composition entitled ‘Ode to Billie Joe’ at the Auditorium at 2 p.m. for the sale of albums. Given the strength of the ventilation in the official GMA-produced album featuring 14 of the top names in gospel music. Proceeds from the sale of the record will be used to support the cause of the song's society. All singers, writers, producers and recording companies donated the recordings on the record, which contains songs of

BIG ADVANCE ON BAZZ BOOK

NEW YORK — Rayson Music, a division of Vanguard Records, will have $100,000 on the upcoming "Ode to Billie Joe Christmas Songbook." Arrangements for voice and piano and recording companies donated the records on the record, which contains songs of the


GMA will have its quarterly board meeting at 2 p.m. and its election of new officers. The letter is open to all GMA membership.

On Saturday there will be a fantastic steeplechase, a professional contest. A special 'Pa- rade de Course,' will perform Saturday night and Sunday afternoon.

Virtually every top name in gospel music will take part in the convention.

Columbia Plans Push on Bonner

NEW YORK — Columbia Records has begun an audio-visual showcase to introduce Gary Bonner to its regional and district field force. Bonner, songwriter, is making his debut as a solo artist.

The songbook will also be used by Columbia's reps and introduce Bonner to key disk jockeys and record dealers. Highlighting the presentation will be a performance of the tune and excerpts from one of the top names in the business.

As part of a nationwide publicity campaign, a press kit will be distributed that features press releases, newspapers and consumer magazine, and teen and radio-station publications. Also scheduled for Bonner is a round of personal appearances in major market areas.

The new group is now planning an extension program into the works of such big bands as those of Charlie Mar- done, Charlie Hamil- lotte, Charlie Ellington, Lawrence, Benny Goodman, Benny Oldfield and George Michael as well as earlier works of his group and as active as those of Woody Herman, Count Basie, Harry James and Duke Ellington.

There are also plans to develop a Jazz Repertory Library to complete and catalog the works of such jazz composers as those of Billy Eckstine, Dave Strayhorn, Paul Robeson, John Hammond, Joe Williams and Maxine Rum- ante, Artie Shaw, Tony Tam- berelo and Mrs. Claude Thorn- ell.

MIKE GROSS

Gospel Meeting

1500

LOS ANGELES — Veteran producer Dave Dexter has launched a program for Ella Fitzgerald, newly signed to Capitol, which will take her to spiritual and the

October 14, 1967, BILLBOARD
FROM BROADWAY TO HOLLYWOOD.

Robert Goulet
Hollywood
Mon Amour
Great Love Songs from the Movies
INCLUDING:
Somewhere,
My Love
Laura's Theme from
The Motion Picture
"Doctor Zhivago"
A Man and
a Woman
FROM THE MOTION PICTURE
"UN HOMME ET UNE FEMME"
The Exodus Song
FROM THE MOTION PICTURE
"DOCTOR ZHIVAGO"
The Second
Time Around
FROM THE MOTION PICTURE
"HIGH TIME"
Laura
FROM THE MOTION PICTURE
"LAURA"

A new Goulet album.
In the great "Broadway" tradition.

ON COLUMBIA RECORDS®
CHICAGO — Studio time is booked solid here as the Windy City record companies are working long and late, and some are working overtime, in an attempt to keep up with demand. As one studio executive put it, "We're running a 24-hour operation, seven days a week."}

The studios are attempting to meet the demands of a growing number of artists and producers who are seeking to record their music in Chicago. The city's four major recording companies—ABC, Columbia, Decca, and Mercury—are all working long hours to accommodate the increased demand. The studios are working on recording projects for a variety of artists, including rock bands and country musicians.

### Woodie Guthrie Dies; U.S. Folk Music Titan

NEW YORK—Woodie Guthrie, the folk singer and songwriter whose music was a voice for the working class, has died in a London hospital. He was 52. Holt and Company announced that Guthrie had been in England for a meeting with the British Ministry of Education to discuss the commission of the United States' second official work in London. Guthrie's death brings to an end a long career that began in the late 1930s with his recordings of labor songs and poems.

### Critters Sign Project 3 Record Pact

NEW YORK — The Critics, a group of folk musicians, have signed with Project 3 Records. The group, which includes Bill Furson, Folkways, and RCA Victor labels, has produced some of the best-known folk music of the 1960s. The project will be released in June.

### Hastings Sets 'Dolittle' Plans

NEW YORK — Hastings Music has announced plans for a new series of music publishing plans for the Leslie Bricusse and Anthony Newley's musical, "Dolittle." The publisher will be the new subsidiary of the company, which will be called Dolittle Music, Inc. The publisher will focus on the music of the successful stage show, which was directed by Bricusse and choreographed by Newley.

### NARM WINNERS IN COLLEGE

PHILADELPHIA — The following colleges and universities offer $4,000 college scholarships: New York University, University of Minnesota, University of Connecticut, Gregory Rasmussen at Wabash College and Michael Wong at the University of California. They are all sons or daughters of employees of NARM member companies.

### Executive Turntable

**Continued from page 3**

Dick Burns ran the Southern California promotion man for Donhill and ABC Records. His sister, Susan Coyle, has joined Wiregine Music, Donhill's publishing company.

Terry Powell to Columbia's Hollywood office as singles promotion man, replacing Jeff Clark who has left the company. Powell was formerly with Warner/Reprise for six months and before that with Ditot in similar posts.

John Rose has been named West Coast manager for Mercury Record Corp. Music publishing division. He'll be based in Mercury's corporate office in Hollywood, handling the territory west of the Mississippi.

George Cooper has resigned as Ditot's vice-president and national sales manager. He had been with the company seven years.

Caroline Molzan has joined Ditot as Mary Browne's replacement as production manager. Ms Molzan had held a similar post at Liberty Records for the past four years.

Mercury Record Corp. has three new Merrec branch managers: Frank Peters moves from the Chicago branch to head Atlanta Merrec; Arnold Orleans moves from Capitol to head Chicago Merrec and Eddie Grady moves from LA to head New Orleans Merrec.

Mrs. Sylvia Netherland has been appointed director of sales promotion for CBS Direct Marketing Services. Mrs. Netherland will be responsible for all CBS promotion activity, including the development of sale promotion piece plans, planning and implementing sale promotion programs and policies, and for general supervision of the department.

Bob Goenman has joined the RCA Victor Record Club as administrative manager. He was formerly a sales manager, merchandising manager. Goenman was formerly with E. J. Kortove as a record buyer.

Ken Reverbanch, who recently joined Det Records has been named national sales manager of the branch distributed by distributor companies.

Willie Morganfield, spiritual recording artist, has been named national promotional director of Jewel Records' Jewel Devotional Series.

George A. Klerman, former Date, Ode promotion man, Atlanta, started Monday (3) at Smiths Smash Fontana promoter for Merrec Distributors, Cleveland.

Gary Kagen has been named public relations head for Queen Book Corp.

Tina Poe has been named vice-president, general manager and executive director of Invincible Recording Co., succeeding Beverly Spruill. Ms Poe will handle the company's New York office.

Bob Roberts has been named VP and air promotion manager. He was formerly a field promotional staff member for Warner Bros.-Reprise and Loma Records. He will headquarter in Seattle.

Hank Williams, Sr.

**Continued from page 3**

**Radio Spots Pull On Col. Albums**

PHILADELPHIA — A Columbia Records premium album featuring big bands — "Columbia Big Band Hits" — pulled in 1,022 listeners from a series of 80 one-minute spots commercial to promote the single, "Columbia," stereo station here. The commercials, handled by the Victor & Bob Roberts, New York, were spread over four weeks through the Sept. 17-Aug. 27 time period.

**Title is "I Just Dropped In."** Label has been confused to country and contemporary pop heretofore.
NEW ALBUMS FOR OCT.

Cookin' Up Hits
LIZ ANDERSON
LPML/SP-3852

CLASS GUITAR
CHET ATKINS
LPML/SP-3885

The Blackwood Brothers
Quartet sings for joy.
LPML/SP-3851

GEMS FROM
ED BROWN
LPML/SP-3853

Rascal Burnett
sings
LPML/SP-3875

THE RILL DIXON
ORCHESTRA
LPML/SP-3844

THE PARTY'S OVER
AND GREAT WillIE
NELSON SONGS
WILLIE NELSON
LPML/SP-3858

THE WORLD OF
JUNIOR WARD
LPML/SP-3866

THE CHAMBER
SYMPHONY
OF PHILADELPHIA
A. Hel Brinlow,
LM/LSC-2966

HANDEL'S
MESSIAH
LM/LSC-2976

NEW POP ALBUMS

another SHADE
OF LANA
LPML/SP-3862

What Does It Take
To Take Your Hand
SKEETER DAVIS
LPML/SP-3876

Accordion My Way-O!
MILTON DELUGO
LPML/SP-3861

THE BILL DIXON ORCHESTRA
LPML/SP-3850

LPM/LSP-3849(A)

THE BEST OF
SPIKE JONES
AND HIS CITY SLICERS
LPM/LSP-3849(p)

LPM/LSP-3863

THE BEST OF
CONNIE SMITH
LPM/LSP-3848

motorcycle
Lyn Anderson
LPML/SP-3855

EARTH MUSIC
THE YOUNGBLOODS
LPM/LSP-3855

RIDE, RIDE, RIDE
LM/LSC-2967

RIDE, RIDE, RIDE
LM/LSC-2968

DIEU
LA TRAVIATA
LM/LSC-6180

MONTREALER
CARL BERTON
LM/LSC-7450

ABRAHAM
BRAHMS
MEDITATION
LM/LSC-2965

RCA VICTOR PRESENTS PERRY COMO'S HOLIDAY SPECIAL

with Rowan & Martin, Jefferson Airplane, Bobby Gentry. Special Guest Stars: Sergio Mendes & Brasil '64 in color, on NBC-TV, November 30, 7:30\(\frac{1}{2}\) EST, 6:30\(\frac{1}{2}\) CST

*Recorded in Dynagroove sound  
†Manufactured and distributed by RCA
Decca Sales Meeting Stresses ‘Total Entertainment’ Concept

The Hobbit books of J. R. R. Tolkien, Vincent Bell, Anne Rice, and Norman Spinrad (The New York ProMus, the Cincinnati Symphony Orchestra, and pianist Anthony Kosar) were among the selections.

Marilyn P. Saltik, vice-president of recording, pointed out that Decca’s stress would be on the “sound of 1967.” She said the label had lined up ties with independent record producers, and that signed deals would be signed with Mike Lipschutz, Michael Burns, Charlie Greene and Brian Stone, Terry Phillips, and Kim Fowley.

It was also pointed out that such artists on the LHI label, whose music is expected to be released to the Kitchen Cing, the Friday Fire and Virgil Warner would still be released by Decca or Coral if the label’s wishes. Decca is also to release a single for its single “Stranger on the Run” by Bill Anderson with NBC-TV. The song is the title theme from the film, which will be shown on NBC-TV, Oct. 31. The film was produced by MCA, Decca’s parent company. Other singles in the label’s October release are by Brenda Lee, “Sunny Tuesday.”

Decca also has a tie-in for its single “Stranger on the Run” by Bill Anderson with a program on NBC-TV. The song is the title theme from the film, which will be shown on NBC-TV, Oct. 31. The film was produced by MCA, Decca’s parent company. Other singles in the label’s October release are by Brenda Lee, “Sunny Tuesday.”

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NOW HEAR THIS!

YOU’VE MADE ME SO VERY HAPPY

BRENDA HOLLOWAY

TAMLA 54155
TOP 20


Reprie 0629

JAY & THE TECHNIQUES—KEEP THE BALL ROLLIN' (Prod. Jerry Ross) (Writers: Randell-Lintz) (Sire-Geffen, BMI) — The group's "Ain't Gonna Get Fooled Again" smash is fast followed up with this strong rocker with as much sales fire as their initial entry. Flip: "Here We Go Again" (Akbeta, BMI).

Smash 2124


TOP 60

PROCOL HARUM—HOMBURG (Prod. Denny Cordwell) (Writers: Labours of Love, Nettles) (RCA)—The "winter Shade of Pale" group switches labels and comes up with more potent, compelling ballad material. Should have more flip activity than the Hot 100 in short order. Flip: "Good Captain Black" ( Essex, ASCAP).

A&M 885

BOB DENNY—GOLD-BIRDS (Prod. BRITAIN (Prod. Bob Crew) (Writers: Crews-Davie) (Saturday, BMI) — The "Music to Watch Girls by" group comes in hot on this flip with another solid stab in this infectious dance number. Another top Dutch flip contender in the week.

Capitol 1908

I WILL WAIT FOR YOU" (Vogue/Ware, BMI).

Dynavoice 902

FIFTH ESTATE—HEIGH HO (Paul & Jerome) (Writers: Mory-Cushmance) (Bourne, ASCAP) — From "Ding Dong, the Witch is Dead" to "I've Had a Dream," this is Seven Dwarfs' classic, the creative group has another not idea what they're doing, sales appeal. Should hit big. One flip: "It's Waiting There for You!" Goodness-Nuth, BMI.

Jubilee 5595

LOVE OF THE COMMON PEOPLE" (Writers: Hurley-Wilkins) (Tree, BMI) —EVENLY BROTHERS (Prod. Dick Glasser) (Flip: "A Voice Within" (Writers: Joni Mitchell) (Newport, BMI) (Prod. Al De Lory) (Flip: "It's Still Loving You" (Capitol 2018) — Having hit in the country market via Waylon Jennings' version, this is a popular, powerful pop sales potential via either or both of these week'sTop 60 entries loaded with commercial appeal for all ages.

Capitol 1682

CRITTERS—LITTLE GIRL (Prod. Ripp-Anderson) (Writers: Ripp-Anderson) (Atlantic, BMI) — Raucous rocker has all the earmarks of a fast smash. Loaded with discotheque appeal and sales for the teen market, this should hit with impact. Flip: "Dancing in the Streets" (Jobete Kapp 8588

ROY ORBISON—SHINE (Prod. Rose & Kernanna) (Writers: Orbison-Dees) (Acuff-Rose, BMI) — Following up on his recent "Cry Softly," this could be theouldfllu best stylist has another strong ballad entry here that should meet with the same success. Flip: "Here Come the Rain, Baby" (Acuff-Rose, BMI).

MG 13817

UNION GAP Features: GARY PUCKETT WOMAN, WOMAN (Prod. Jerry Fuller) (Writers: Glaser-Payne) (Glaser, BMI) — Featuring a strong lead single, this single is back material with a well-written lyric, this new group has all the ingredients to make it big with their initial release flip: "Don't Make Me Promise (Faithful Virtue, BMI).

Columbia 44297

CHART

Spotlights—Predicted to reach the top 100 Chart

BRIDGETT BRYCE—You Better Sit Down Kid (Delmar, BMI). IMPERIAL.

SANDPIPER—Cinda Selt De Cane (Milker, BMI). A&M 889.

CHESTER—(Todd Rundgren) (Blackhill, BMI). IMPERIAL.

ROBERT PARKER—Real Deal (Saturday, BMI).—I Caught You in Love (Saturday, BMI).

JACKIE DE SHANNON—Joe (Rca, BMI).—(Sad Love Story) (Rca, BMI).—(Bad Good Times) (Rca, BMI).—(My Heart Is Yours) (Rca, BMI).

STAX 252

JUDDA—You Found Me (CBS, BMI) . IMPERIAL.

HARRY NILSSON—It's Only Me (I'm talking to) (Capitol, BMI) . IMPERIAL.

VICTOR 9105

JOHN LEE HOOK—Love Me Too Soon (War, BMI) . EMI 899.

THE MELODY—Love Me (Chrysalis, BMI). MGM 1327.

DONOVAN—Morning Has Broken (Island, BMI) . MGM 23217.

JOHNNY MURPHY—Project 3 (Atlantic, BMI) . MGM 3209.

JOHNNY HODGES—Don't Sing in the Subway (Reed, BMI) . VEE 1053.

BILL WHITE—(Prod. Parliament) (Kapp, BMI) . VEE 1058.

VICTOR 9203

BILLY VEGA & JUIN D.G. Justice (Kapp, BMI). LAURIE 3415.

BRUCE FEINER—Catch Me If You Can (Atlantic, BMI) . LAURIE 3444.

TOP 10

EASY WAY—(Tony Bennett, BMI). IMPERIAL.

BOB & JOHN—See Me If You Can (Rca, BMI). IMPERIAL.

ATCO 1027

BILLY J. BUCKLEY—My Emoji (Decca, BMI). IMPERIAL.

DCS 2002

CRISPIN GILBERT—(David Archbold, BMI). IMPERIAL.

SMASH 2395.

ROBERT ATKINS—Want To Be A Man (Imperial, BMI). IMPERIAL.

SUN 50215

GLEN CAMPBELL—Don't Stop Me Now (Imperial, BMI). IMPERIAL.

(Prod. Screen Gems, BMI). IMPERIAL.

BILLY JOEL—On The 38th Step (Soul, BMI). IMPERIAL.

DOLLY PARTON—Here You Come Again (Rca, BMI). IMPERIAL.

Patsy Cline, BMI) . CO. UMMA 10991.

RCA 9444

TEX RITTER—Love Me Till I Die (Rca, BMI) . IMPERIAL.

ELIZABETH McCLAIN—(Dorothy Mcguire, BMI). IMPERIAL.

ATCO 10991

ARTY JOHN—(In Your Arms) (Rca, BMI) . IMPERIAL.

CLAYTON-HEADLEY—(Pamela Brown, BMI). IMPERIAL.

DOLLY PARTON—(After The Tears Have Gone) (Rca, BMI) . IMPERIAL.

Patsy Cline, BMI) . CO. UMMA 10991.

RCA 9444

TEX RITTER—Love Me Till I Die (Rca, BMI) . IMPERIAL.

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CLAYTON-HEADLEY—(Pamela Brown, BMI). IMPERIAL.

DOLLY PARTON—(After The Tears Have Gone) (Rca, BMI) . IMPERIAL.

Patsy Cline, BMI) . CO. UMMA 10991.
MUSIC TO WATCH

BIRDS OF BRITAIN

BY

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JUST EXPECT THE INCREDIBLE

DV 902
Copyright Owners CATV Reach Accord on 58,000 Renewals

Continued from page 1

objectors to a legislative moratorium on CATV suit, but had a legalistic license on CATV people, brought together by Senator McClellan and by Copyright Office Register Abraham Kamin-...
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LISTEN!

GARY LEWIS
LATEST ALBUM: "LISTEN!"
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Another emotion-packed single by the incomparable Connie.
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The Fawns

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The Masqueraders

I DON'T WANT NOBODY TO LEAD ME ON

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Chuck Jackson

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Wand 1166
Produced by Don Schroeder

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LOS ANGELES—Eddy Ar

The Next Rock ’n Roll Ensemble demonstrated flexibility Tues
day night (3) at the Wheel de

NASHVILLE—The Cowsills captured the Nashville Sound and capitalized on the Nashville sound movement.

The MGM family group, ap

aren. The group opened with "The Rain, the Part, and Other Things," their current single, and performed several numbers from their new album, includin

g a couple of original tunes penned by members of the family. Swinging back to Nash

ville, they closed the show with a heavy round of applause for "Oh Lonesome Me."

The Cowsills’ music, which has been described as country-pop, is different from the typical country music. Their sound is characterized by catchy melodies and harmonies that appeal to a wide audience. The group’s debut album, "The First of the Few," was released in 1969 and included hits such as "24 Hours From Tulsa," "I’ll Get to the City," and "Me and Patsy Cline." Their music has been praised for its originality and style, and they have become a popular act in the country music scene.

N.Y. Rock ’n Roll Ensemble Versatile Group to Watch

NEW YORK — The New Y

The group, which consists of five members, has impressed audiences with their energetic performances and versatile musical style. Their sound is influenced by a diverse range of genres, including rock, R&B, soul, and even a touch of classical music. The group’s lead vocalist, Billy Cox, is known for his powerful and dynamic singing style, while the other members contribute to the group’s versatility with their playing of various instruments.

The group’s recent performance at the Fillmore East in New York was particularly well-received. Their unique blend of musical styles and their powerful performances earned them a standing ovation from the audience. The group’s potential to become a major player on the music scene seems bright, and they are sure to attract even more fans with their upcoming shows.

Fallen Angels Is A Hard Driving, Solid Group

NEW YORK — The Fell

The group’s sound is characterized by its driving rhythm, with a particular emphasis on the bass and drums. Their songs often feature powerful guitar riffs and catchy hooks, making them a favorite among rock fans. The group has been praised for its ability to create a high-energy atmosphere during their live performances.

The Fallen Angels have gained a solid reputation in the local music scene, and their growing popularity has earned them a loyal fan base. They are currently preparing to release their first album, which they hope will take their music to the next level. With their intense stage presence and thrilling performances, the Fallen Angels are sure to attract even more fans in the coming months.
THE MOMENTUM CONTINUES

KEEP THE BALL ROLLIN'

JAY AND THE TECHNIQUES

S 2124
New Hit Single
From The Hit Album
A JERRY ROSS PRODUCTION

If It's a Hit... It's on SMASH RECORDS
Radio-TV programming

W. German Nets Looking to Staff Cleffers as Buffer in DJ Strife

By OMER ANDERSON

BERLIN—West German radio networks are looking with sudden favor on their staff dance bands and symphony orchestras in the light of demands by German disk jockeys for "artist" status.

Several German networks which had intended disbanding their own musical organizations as an economy measure are holding off now because of the campaign by the disk jockeys for artist status and pay.

The West Berlin radio station, Sender Freies Berlin (SFB), is one of the German networks deciding to hold onto its dance orchestra pending the outcome of the bids of the disk jockeys for status.

Dietrich Finkner, chief of the station's TV entertainment and radio dance music sections, said that Berlin radio definitely will retain its orchestra for the time being.

He said that the station is seeking a top conductor for the orchestra, and that in any event SFB will keep its staff musicians intact through 1968. The disk jockey hassle threatens to be a big liability for the record companies.

Foreign Talent

German musicians have been hit hard by the influx of foreign talent, partly through the

Common Market set-up. Foreign competition will become a permanent part of the German scene next year when Common Market agreements permitting the "free flow of labor" throughout the six-nation trade area take effect.

German musicians have been seeking action by the Bonn government to bar foreign musical talent, but have been rebuffed.

The status-seeking disk jockeys have raised the hackles of radio network executives, one of whom compared them to Nasser and the Suez Canal. "They are just like Nasser," he said.

"We are getting fed up with the uncertainty surrounding the use of recorded music, and we are examining various alternatives,"

1,000 Deejays

There are now 1,000 German disk jockeys, and they have formed an organization—Deutsche Disk Jockey Organization (DDO), which contends that beneath the glib exterior of every deeJay there is the sensitive soul of an artist.

A big stimulus to the status aspirations of the disk jockeys is a tax advantage (granted by German law to artists) of being the "free flow of labor" through the West Germany. There are now around 2,000 which employ at least half the disk jockeys.

A big stimulus to the status aspirations of the disk jockeys is a tax advantage (granted by German law to artists) of being the "free flow of labor" through the West Germany. There are now around 2,000 which employ at least half the disk jockeys.

Roscoe, 'Uncurbable,' Bows Off WOR-FM

NEW YORK — With all of the flourish and grandeur of a swashbuckler—and they're a vanishing breed—Roscoe signed off the Air Monday night from WOR-FM. The RKO General stereo FM station had blazed a programming path in FM radio with album cuts but recently fell prey to consultants Bill Drake and a tight playlist.

The word is out that WOR-FM is playing only about 30 records—the hits. These are being padded heavily with golden oldies.

Roscoe follows Murray (the K) Kaufman, who literally was fired on-the-air a couple of weeks back on a Friday. His show had been taped for the night (the deejays were working five nights live and the others two nights on tape) he took a telegram at home about the moment his show was junked off the air.

In bowing off WOR-FM, Roscoe said his action had nothing to do with the old management but with the programmers—consultants who'd taken over. He said the reason for "doing this without letting management know is that usually when a deejay leaves the reasons are smoothed over,"

It was about half an hour into his show, which started at 1:10 p.m., that Roscoe spoke of honoring the letters and respect listeners had for the station... he spoke of the programming consultants, saying that "what they're asking us to do is dishonest to us and to you." He had been away anyway to continue, he said, "we would have, I did a lot of soul-searching. This has nothing to do with the old management we started out with. We presented a lot of beautiful new things. This has been curred." He said he couldn't go on with the new policy because people would be saying, "Hey, Roscoe, you're not the same anymore."

Scott Muni has taken over the evening slot, followed by a new deejay.

Interview Set

By WKYC-TV

CLEVELAND—A new daily half-hour variety and interview program was launched here last week by WKYC-TV as part of NBC's new program development project, Clay Cole, host of a WPX-TV bandstand-type show in New York, teams up with comedian-singer Mark Russell to co-host the new weekday 1:130 p.m. color show. Russell is set to join the show after a few weeks when he finishes previous commitments. Show is produced by Alan Neuman. Show will be distributed to other NBC-owned TV stations and also placed in syndication. No title has been set as yet.

OBER 14, 1967, BILLBOARD
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KFRS, SAN FRANCISCO, CALIF.

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21 Boss Goldenrocks
21 SOUNDS FOR THE SUNSET

21 SOLID ROCKS
21 SOLID ROCKS
21 SOLID ROCKS

WCFL, CHICAGO, ILL.
WFL, CHICAGO, ILL.
WUN, MIAMI, FLA.
NEW YORK — "Flowers' Garden," a two-hour, twice-a-week show that bowed July 20 as a pilot on KXLS-FM in Oklahoma City, will be launched on all CBS-owned stations within the next two weeks. Show stars Oct. 6 on WCBS-FM here, then on KMOX-FM, St. Louis; WEBI-FM, Boston; WACD-FM, Philadelphia; WBBM-FM, Chicago; KNX-FM, San Francisco; and KNX-FM, Los Angeles on Oct. 13.

KOBO-FM 24 Hrs.
ANAHEIM, Calif.—Starting Sunday (1), KNOB-FM began broadcasting around the clock. General manager Jack Banoczi said the move was made at the request of listeners and sponsors. The 79,000-watt stereo station, which serves the entire Los Angeles-Orange County area from a transmitter atop Signal Hill in Long Beach, formerly shut off at midnight.

WITL, FM in C&W
LANING, Mich.—Both 500-watt WITL and WITL-FM here are now full-time country music stations, announced Program Manager Tom Allen. Station publishes a chart for all who wish copies.

Bell Trims 'Brown'
NEW YORK — Bell Records last week reshuffled radio stations, shorter version of the Rupert's People single "Reflections of Charles Brown," New version is 2:58 minutes compared to the old 3:24 single.

Show will be 11 p.m.-2 a.m. Friday and Saturday in New York, fitting into the "Young Sound" programming of WCBS that is also heard on the other CBS-owned operations and syndicated to other stations around the nation. Ray Dawson, manager of KXLS-FM, also uses the "Young Sound" package and said he is now in the black in profits.

The Flowers show, hosted by J. M. Flowers, is produced by John DeWitt, who also produces the "Young Sound" material. Bill Greene, head of CBS-FM, is in charge of the operation. The Flowers show has an unusual programming policy—material is selected until the record gets on the chart, then dropped. DeWitt feels that after AM stations began playing the record, it has lost some of its specialized appeal to a hip audience—basically the audience the show aims at.

Such records as "The Letter," "Brown-Eyed Girl," and "Little Ole Man," recorded initial play on CBS-FM, many from clubs before the record actually reached the market. DeWitt claims that Flowers is selling about 50 per cent, according to his personal records, in helping expose potential hits.

 RECEIVING AWARDS FOR major promotional efforts at MGM Records' recent Osage Beach, Mo., conclave were Ron Saul of C&C Distributors, Kansas City, and Rea Goldberg of Mainland Distributors, San Francisco, for "The First Family at 1007" LP. From left: Mike Becco, MGM national promotion man; Hort Mclaurin, MGM president; Saul, Goldberg, and Harold Berkman, MGM national promotion manager.

WSLR in Airon, needs a good decay with a fine-class ticket. The station programs country music, but, program director Ken Speck feels a good man in any format might fit in. Call (216) 335-6165 or write Speck at station, Main and Mills streets, Akron, Ohio 44308. Jerry Graham, former program director of WNEW in New York, and Bernard Runtzen, public relations director for the easy Listening station, have formed a broadcast consulting firm to offer programming, news, promotion and public relations advice to radio and TV stations.

Funeral services were held in Lansing, Mich., a week ago for Hubert Hall, host of WCRF "Miscellany" show in New York since it originated in 1953. Host of "The Great Horns" radio show 1942-1947, he had also served as announcer for such shows as "The Ed Sullivan Show" and "The Edgar Bergen Show." He was 73. Death came from cancer.... Joe Kelly has been upped to program director of WDK in Detroit, replacing Tony Taylor, who has shifted to WO-FM in New York; returning to WQX from CKLW in Detroit is Bob Ford, who'll be music director, assistant program director and afternoon drive disk jockey.

The news you have been waiting for about WIEF, program director of country-formatted KEDO in Las Vegas, has won the World Champions Wild Turkeys \( \text{Rodeo for the third time in a raw in Nevada. \text{R. Rodeo consulting of radio and TV personnel for Nevado and California.} \text{Kee} Glenn, program director of KEDO, has been hired} \)

(Continued on page 30)
TONY MAKES IT HAPPEN AGAIN

FOR ONCE IN MY LIFE

TONY BENNETT

COLUMBIA RECORDS

I want to thank the D.J’s for their great comments

Best wishes.

Tony
PERSONALITY PROFILE

KMPC’s Cook Caters to All Tastes

LOS ANGELES — After 18 years as a morning disk jockey, KMPC’s Ira Cook has learned that daytime radio here doesn’t totally mean an exclusive housewife audience. Recent contests have drawn 50 per cent male responses during his 10-11 p.m. slot.

Consequently, Cook has been programming his show with more men in mind. This has resulted in airing more female forms. Previously 60-40 edge over female during his 10-1 p.m. air slot.

Cook says he’s had no reaction from women to the increase in female vocalists. “It’s kind of a subtle thing, a lot of people won’t recognize it overnight.”

The 30-year radio veteran (20 years with the station plus previous stints with KFAC and KABC) acknowledges that he has to follow trends. “You used to look for a new artist or a new song; now I’ve found that people want to hear something familiar.”

Cook’s star of the day are artists with a hot record. He selects his week’s roster on the prior Friday. At home he estimates he has 25,000 albums plus 8,000 singles in his garage which he uses for the unexpected feature.

Cook works his own turntable while improvising his music selections. There is nothing formal about his playlist, which can range from the Association to Dionne Warwick. He plays one Hawaiian cut each hour. The program is fed to Armed Forces Radio TV Service where it is made into transcriptions for overseas stations. “It’s really fascinating getting letters from servicemen in Iceland asking about Hawaiian music. It seems to be as popular there as country music.”

KTXR-FM Adds Younger Sounds

SPRINGFIELD, Mo.

KTXR-FM, the only stereo operation here, is updating its format to include younger sounds — especially Easy Listening records, said program director Rod S. Tucker. Kenneth E. Meyer is president and general manager of the station. The station, headquartered in the Empire Building here, will broadcast Billboard’s Top 40 Easy Listening Chart every day at 4:30-5:30 p.m. and records from the survey will make up the foundation of the station’s playlist throughout the day. Daytays include Ed Gregory, Jim Price, Byron White, and Tucker.

Vox Jox

Pop LPs—5 Years Ago

October 13, 1962

1. Green Onions — Booker T. & the M.G.’s
2. Keep A’ Knockin’ — Little Richard
3. I’ll Never Love Again — Erroll Garner
4. That’ll Be the Day — Crickets
5. Stop — Marcels
6. Chances Are — Johnny Mathis
7. It’s Not Unusual — Timmy Thomas
8. Popcorn — Jack Lawrence
9. Keep A’ Knockin’ — Little Richard
10. I’ll Never Love Again — Erroll Garner

TOP SINGLES—10 Years Ago

October 14, 1957

1. Wake Up Little Suzie — Everly Bros. (Capitol)
2. Heartfull — Jimmy Rodgers (RCA Victor)
3. Baby — Dobbie Reynolds (Coral)
4. Water Under the Bridge — Enid Presley (RCA Victor)
5. Blue — Paul Anka (ABC-Paramount)
6. That’ll Be The Day — Cicely (Bronswick)
7. Changes Are — Johnny Mathis (Columbia)
8. Happy, Happy Birthday, Baby — Tune Weavers (Checker)
9. Mr. Lee — Backbeats (Atlantic)
10. Keep A’ Knockin’ — Little Richard ( Specialty)

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THE PRECISIONS

For Information Contact
Bob Szilagyi — Bill Craig

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DETROIT, MICHIGAN

OCTOBER 14, 1967, BILLBOARD
PERSONALITY PROFILE

KMPC’s Cook Caters to All Tastes

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Consequently, Cook has begun programming his show with more men in mind. This has resulted in airing more female vocalists, he says. Men hold a 60-40 edge over female performers. Previously it was 75-25. Cook’s most recent contest, in which a heavy male response resulted in his re-evaluation of his audience, involved sending in a pet hostess.

Cook plays an even split between LP’s and singles, all in the middle-of-the-road genre. He plays 12 disks per hour, keeping his chatter brief.

Cook’s show has several well-known features: His almost exclusive (for Los Angeles) emphasis on Hawaiian music, his "something you didn’t expect to hear corner" (Johnny Mercer doing “Strip Polka,” for example), “the star of the day” (one artist, one track each half-hour).

Cook says he’s had no reaction from women to the increase in female vocalists. "It’s kind of a subtle thing; a lot of people won’t recognize it overnight.”

The 30-year radio veteran (20 years with the station plus previous stints with KFAC and KABC) acknowledges that he does have to follow trends. "You used to look for a new artist or a new song; now I’ve found that people want to hear something familiar.”

Cook’s star of the day are artists with a hit around May. He selects his week’s prior Friday. At 1 minute he has 22 plus 8,000 single ratings which he uses expected feature.

Cook works his table, while instant selections. The formal about his grip can range from different music to Dianne Warwick to Hawaiian corn. He’s a Southerner himself.

The program is Forces Radio TV’s "Festive in the Sky".

KTXR-FM Adds Younger Sounds

SPRINGFIELD, Mo. — KTXR-FM, the only stereo operation here, is updating its format to include younger sounds—especially Easy Listening records, said program director Rod S. Tucker. Kenneth E. Meyer is president and general manager of the station. The station, headquartered in the Empire Building here, will broadcast Billboard’s Top 40 Easy Listening Chart each day 4:30-5:30 p.m. and records from the survey will make up the foundation of the station’s playlist throughout the day. Features in it are made into transcriptions for overseas stations. "It’s really fascinating getting letters from servicemen in Iceland asking about Hawaiian music. It seems to be as popular there as country music."

Yesteryear’s Hits

Change-of-pace programming from your library’s shelves, featuring the discs that were the hottest in the land 5 years ago and 10 years ago this week. Here’s how they ranked in Billboard’s charts at that time.

POP SINGLES—5 Years Ago October 13, 1962
1. Sherry—Four Seasons (Vee Jay)
2. Monster Mash—Boo Blows (Boo)
3. Pocket and Six Crypt Hackers (Eparks)
4. Rockin’ Rose—Net King Cole (Capitol)
5. Let’s Dance—Chris Montez (Mamogram)
6. Remember You—Frank Field (Vee Jay)
7. Green Cholidays—Booker T & the M.E.’s (Stax)
8. Don’t Lose Me—Cantantes (Gordy)
9. Patchou—Dicky Lee (Soul)
10. Abby Get—Best Fabric (Atom)

POP SINGLES—10 Years Ago October 14, 1957
1. Wake Up Little Suzie—Everly Brothers (Capitol)
2. Honeysuckle Rose—Sammy Davis Jr. (Boulet)
3. Funny How My Mind Works—Gale Storm (A&M)
4. Schoonie Rock—Trudy Miller (RCA Victor)
5. Diane—Paul Anka (RCA-Paramount)
6. That’s the Way—Chet Atkins (Brunswick)
7. Changes Are—Johnny Mathis (Columbia)
8. Happy Birthday—Detective Baby—Sue Sisk (Ska)
9. The Man—Golda (Atoll)
10. Keep It Knockin’—Little Richard (Specialty)

R&B SINGLES—5 Years Ago October 13, 1962
1. Green Cholidays—Booker T & the M.E.’s (Stax)
2. Let It Rock—Jerry Lewis (Touche)
3. I Got a Woman—Fats Domino (MGM)
4. What You Want—Billy Stewart (Sceptre)
5. Nite Train—Wes Montgomery (MGM)

R&B SINGLES—10 Years Ago October 13, 1952
2. Peter, Paul & Mary—(Wagner Bros.)

The Precision

For Information Contact
Bob Szilagyi—Bill Craig

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presented to HERB ALPERT by
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Artistry in Sound Award

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These Herb Alpert albums are currently available on AMPLEX Stereo Tapes:

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Frank to Open Philharmonia

NEW YORK—Claude Frank will be soloist at the opening of the New York Philharmonia season on Nov. 18. Siegfried Linkauf, music director, will conduct. Violinist Ruggiero Ricci will be soloist with the orchestra on Jan. 27, pianist Grant Anneke on Feb. 24 and pianist David Burghardt on March 16. A program that will include the first New York performance of B Jarmin's "Hymn for Strings."

Soloists in Verdi's "Manon Requiem" on April 21 will be soprano Eramo Endrief, mezzo-soprano Beverly Witt, tenor Seth McCoy, and bass Alan Martin. A program is listed for March 23.

RECORD REVIEW

Ravel's "Daphnis and Chloe" has been released on a 10-inch record by Decca. The recording, made in 1957, is conducted by Charles Barson. The cast includes Janine Retzloff, soprano; E. P. Nicholson, tenor; Kenneth Saus, bass-baritone; and the New York Philharmonic Orchestra conducted by Leopold Stokowski.

RECORD REVIEW

"S'il Vous Plait" by Paul Hindemith is available on a 10-inch record by RCA Victor. The recording, made in 1957, is conducted by Heinz Wallberg. The cast includes Janine Retzloff, soprano; E. P. Nicholson, tenor; and the New York Philharmonic Orchestra conducted by Leopold Stokowski.

RECORD REVIEW

"Debussy's "La Mer" has been released on a 10-inch record by Decca. The recording, made in 1957, is conducted by Charles Barson. The cast includes Janine Retzloff, soprano; E. P. Nicholson, tenor; Kenneth Saus, bass-baritone; and the New York Philharmonic Orchestra conducted by Leopold Stokowski.

RECORD REVIEW

"Stravinsky's "Firebird" has been released on a 10-inch record by Decca. The recording, made in 1957, is conducted by Charles Barson. The cast includes Janine Retzloff, soprano; E. P. Nicholson, tenor; Kenneth Saus, bass-baritone; and the New York Philharmonic Orchestra conducted by Leopold Stokowski.
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### Best Selling Classic LP's

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**Cardinal Flies High With 10-Pkg. Issue**

*Continued from page 40*

The recording is full of exciting, inspired, by Dennis Stevens vivid, knowledgeable approach.

For the baroque buyer are *Volumes 1 and II* of “Musicale De Table” by Telemann issued on stereo recordings. The 17th century composer is at present enjoying a “rediscovery,” and this contribution should help him along. Vol. 1 contains the larger scaled work and features some charming interplay of two solo oboes with two solo violins. The second volume, which consists of three chamber works and a solo piece which shows such chamber masters as Alice Harmoncourt, Jurgen Schaffrath, and Nikolaus Harmoncourt, who is also director, in striving fine.

Guimar Novas shines brightly in a single LP of the off-recorded Beethoven's “Moonlight” and “Farewell” sonatas. His treatment is basically straightforward, and the piano is warm and fresh and beautifully controlled. Another standard Brahms "Variations on a Theme by Paganini," and a Listz "Study No. 2 in E Flat Major" give East West ample opportunity to display his light-fingered wide-ranging technique. The result: a rich technical range comes out by this fine pianist.

Charles Ives' "Orchestrals Works" has all the risk expressions and unsettling sewing of tonalities and overtones, and the Royal Philharmonic and conductor Harold Farberman gives the chance of their own to make the LP, which contains, among others, "The Robert Brown Overture" and "The Unanswer Question," highly charged and colorful.

The Yale Quattet makes its recording debut with Beethoven's "Quartet No. 15 in A Minor" and rounding out the package is a LP of selections from Haydn quartets by Primavera Quartet and Risse, featuring Swiss violinist Raymond Meylan, the Vienna State Opera orchestra led by Felix Prohaska in "The Romantic Flute." Both are worthy editions of which this new series can well be proud. All records are in stereo but may be played on mono as well.

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THE ORIGINAL SMASH HIT ON THE BILLBOARD CHART THAT EVERYBODY'S COVERING BOTH COUNTRY AND POP HANGIN' ON by THE GOSDIN BROTHERS BAKERSFIELD INTERNATIONAL RECORDS #1012 Distributed Nationally by ERA RECORDS 7033 Sunset Blvd. Hollywood, Calif. 90028 A. C. 213-466-2161 D. J.'s, need copies, write to above address.

Jennie Seely a Hit Bowman Funnyman

NEW YORK — A well-balanced and thoroughly entertaining bill of diversified acts moved into New York last week, starting with the Hotel Taft Thursday (3), much to the delight of the opening night crowd. Headliner Jennie Seely, marking her first New York appearance, immediately won the audience with her soulful, compelling style of heart singing. Having burst upon the record scene only last year as a Grand Ole Opry act, Miss Seely displayed remarkable growth as a performer in stage presence and poise.

With complete command of her material and audience, she based her program upon the hits of females over the past 10 years. Her song introductions were wisely kept to a minimum. A highlight of her show was her reference to her composer, Hank Cochran, who penned her first hit, and the classic "Tennessee Waltz," which Miss Seely performed superbly. Hank Cochran joins her on the hit "I Don't Touch Me." Miss Seely displayed remarkable growth as a performer in stage presence and poise.

WILLIE NELSON is happy to announce that he is ready for release in 1967 and would like to thank all the promoters, radio stations and night clubs for a very successful year.

Promoters and interested parties should contact "Crash" Stewart Alamo Promotions 1002 Castrovile Road San Antonio, Texas 78237 Telephone 1 512 GE 2-0983 For tours in 1968 (Continued on page 55)

MINNIE PEARL Exits Moeller

NASHVILLE—Minnie Pearl will spend less time on personal appearances next year, in order to devote more time in her new business venture, Minnie Pearl's Fried Chicken. Her agent, H. H. Martin, said in booking plans, she is ending her 11-year relationship with the McCall Tal¬ent Agency in Nashville.

The new business venture, Kan, has been handling her telephone answering service and has been signed up in Kansas by Miss Pearl, "so we have decided to coordinate every¬thing and keep what booking I do. The Moeller people are the best of friends."

Country Music

Pop, Premiere & Parties to Be Order of Day at 'Ole Opry Fete

By BILL WILLIAMS

NASHVILLE—Everything from a movie premiere to a show with dancing girls will be a part of the day's events marking the 42nd anniversary of the "Grand Ole Opry." The expected 5,000 registrants will be fed to almost constant entertainment, parrying and serious business sessions during the Thursday affair (19) to Saturday (21). WSM also has established an international and national news bureau, staffed by radio personnel. The bureau will provide up-to-date news from the convention scene. Located on the main level of the Municipal Auditorium, the bureau will be a free service to convention participants and their sponsoring stations. WSM will also furnish phone news reports complete with interviews with the stars and music industry officials to stations calling a special "beeper" num¬ber. This will be handled by Mrs. Emily Bradshaw, public relations manager for WSM.

The convention will get under way with a special Minnie Pearl Fried Chicken presentation, featuring long-time musical pal Jack Irvin and 12 Rocketete-type dancing girls, and Hickory's outstanding new pop discovery, Gail Winters, Monday (18), at 7 p.m.

Fender Musical Instrument Co. is bowing a show this year, and is expected to be enough for an instrument firm. The show will feature leading country musicians who play Fender guitars.

Between the Minnie Pearl and Fender shows, Creations Co. will premier a movie, "Water Holidays," featuring a theme song by Mercury's Roger Miller. Invitations to this private party will be mailed out or issued to those at the convention. Miller will be on hand for the showing.

The WSM breakfast and Opry spectacular will feature all of the 50 stars of the Opry in a fast-moving all-star show.

(Continued on page 55)

HICKORY RECORDS executives Lester Rose, left, and Dee Kilpatrick, right, present the portrait of the late Hank Williams, another artist of Nash¬ville artist Paul Garrison, third from left, to Roy Acuff. The portrait was presented for the cover of its new LP "Roy Acuff Sings Hank Williams." Acuff accepted the portrait for permanent display in the Roy Acuff Museum on Broadway in Nashville.

CARL BALLEW's son mending after surgery. Guest stars on this year's new WSM-TV series, "Pop and Country" include Ray Stevens, Janie Fricke, Pat Boone, Don Williams, Lynn Anderson, and Dottie West. The show will premiere on November 19 and will be shown each Sunday night for an October release.

Della's Jan Howard has in the past done dailies duplicated all of her personal and business papers. The originals and copies of all of her financial accounts were "lifted" while she was taping a recent TV show. Several days later her purse and contents were found on the side of a road by a motor¬ist. Red Foley is preparing for a trip overseas. Prior to his departure he appeared before troops at Fort Campbell, Ky. Bob Wills and the Texas Playboys were in a Kapp session under the supervision of Paul Cohen. He's backed up by 25 local musicians. Don Bowman re-enacted his RCA Victor album "From Mexico With Laughs" on WSM's "Pop 'N Country" show, hosted by Bobby Bare and Pete Severs. There is a strong chance this show will be syndicated.

A benefit concert, "Spinach to Spinach," featuring Bobby Bare, Lester Flatt and Earl Scruggs, will be held in Nashville to aid the CMA. Dave Dudley and Linda Manning will appear. Lucien, (W13), Faron, N. D. (W7), Don Rich, Minn. (15), with Billy Grammer subbing for Newman on the Faron show. Claude King is playing at the Stage House, the new Min¬neapolis country music showcase, this coming week.

Bobby Bare will have his first appearance on "The Hollywood Palace," which is being featured on Saturday (20) at 7 p.m. at the Alamo Hotel.

HICKORY RECORDS executives Lester Rose, left, and Dee Kilpatrick, right, present the portrait of the late Hank Williams, another artist of Nash¬ville artist Paul Garrison, third from left, to Roy Acuff. The portrait was presented for the cover of its new LP "Roy Acuff Sings HankWilliams." Acuff accepted the portrait for permanent display in the Roy Acuff Museum on Broadway in Nashville.

Pepper said Capitol had offered a 20 percent discount for stocking the mono albums, "which has Antonio, little." He felt some other labels also were offering such a discount.

The Capitol official looks on this downwarding as short-lived. He said a major country music club would join every movement to move everything to stereo, and the album sales would catch up.

Single sales, at an all-time high for the country product, have not been affected in any way.
**Title Song from the Motion Picture**

**Mon Amour... Mon Amour**

Music by Francis Lai, Composer of "A Man and a Woman" English Lyric by Carl Sigman, Author of "What Now, My Love"

Robert Goulet

**The First Release of Edition**

I Found a Reason

A major new song by Mike Settle

**Into No. 2 Spot in England—Now Released in U.S.A.**

**Hole in My Shoe**

Stevie Winwood's brilliant new group—Traffic

**Making a Steady Climb in U.S.A.**

**TOM JONES**

I'll Never Fall In Love Again

Produced by Peter Sullivan

**The Who**

I Can See For Miles

A fast-breaking chart contender!

**David Bowie**

Singing one of his own 'Winky' songs

Love You Till Tuesday

**Nick Palmer**

On Saturday Night

Off Key (Desafinado)

The dazzling debut of a new star...

Robert Cameron

"I'll Get By"

**Pete Seeger sings his own—"Waist Deep in the Big Muddy."**

**The British are Coming!**

- Watch for Procol Harum—Homburg
- Watch for the Move—Flowers in the Rain—(Top 3 in England)
- Watch for Pink Floyd—New LP on Tower
DALLAS FRAZIER has a new 'COUNTRY' single!

'Everybody Oughta Sing a Song'

c/w 'Only a Fool'

#2011

Capitol RECORDS
THE BARON STRIKES AGAIN

Dick Curless

BIG FOOT
b/w TORNADO TILLIE

Record No. Tower 362

Ramblin' Country
Tower No. 5089

All Of Me Belongs To You
Tower No. 5066

Tower

Mgmt. by: Jack McFadden
Omar Artists Corporation
403 Chester Avenue
Bakersfield, California
A.C. 805 FA 7-7201

Country Music

HOT COUNTRY ALBUMS

<table>
<thead>
<tr>
<th>Record No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Num. Weeks</th>
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<tr>
<td>5089</td>
<td>Big Foot</td>
<td>Dick Curless</td>
<td>Tower</td>
<td>519</td>
<td>7</td>
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<tr>
<td>5066</td>
<td>All Of Me Belongs To You</td>
<td>Dick Curless</td>
<td>Tower</td>
<td>519</td>
<td>7</td>
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</table>

OCTOBER 14, 1967, BILLBOARD
OCTOBER 14, 1967, BILLBOARD

Country Music

Pop, Premiere & Parties to Be Order of Day at 'Ole Opry' Fete

- Continued from page 50

ased morning show. This will be followed by the WSM-CMA sales programming workshop in the lower level of the Municipal Auditorium, Joe Epis, New Orleans, will moderate the panel which includes Ed Bunker, senior vice-president of Inter Public Inc. ("Good Operators Get the Business"); Doris Kepphat, Tucker Wayne Advertising, Atlanta ("Why I'll Never Buy Your Product"); and Harold Kricketson, Plough Inc., Memphis ("Will Success Spoil Country Music"). The workshop will be taped so that station promoters interested in attending can do so at a later date.

Dot Show

The Dot Records luncheon and show will feature Bonnie Guitar, Sonny Curtis and Mac Wiseman, and will include Billy Vaughn. Eleven top executives of Dot are coming in for the occasion, including Arnold Burk and Dick Peirce. The Decca Records party and show will feature all of Decca's top country acts, including Ernest Tubb, the Walburn Brothers, Lereta Lynn, Jack Greene, Jan Howard, Macken Worth, Jimmy Newman, the Osborne Brothers, Red Foley, Bill Monroe, Webb Pierce, Johnny Wright, Kathy Baker, Bill Philips and others.

On Friday night CMA will have its annual convention dinner at the close of its conference. This function will take place at a banquet at the Municipal Auditorium. Additionally, CMA will present the Opry on Friday Night Tape.

The RCA Victor breakfast on Saturday morning will be emceed by Porter Wagoner, and will feature Bobbi Staff, Stu Phillips, Connie Smith, Jim and Tammy, Joe Gray, and Lynn Anderson, who is a RCA Victor-affiliated Chant artist. She will be introduced by her mother, Liz Anderson. Among those executives from RCA Victor on hand will be Norman Raucisan, vice-president and general manager; Harry E. Jenkins, vice-president; Allen Clark, Joe D'Emperio, Steve Sholes, Dick Broderick, Vito Blando, and George Parkhill.

The Columbia luncheon will feature such stars as Ray Price, Carl Smith, Flett and Scurggs, Claude King, Sonneck Wallack, Nazin Hasky, Charlie Louvin, Ray Pillow, Jean Shepard, Dallas Frizzler, Mecie Travis, Wynn Stewart, Tex Ritter, Buck Owens, Wanda Jackson, the Greenlawn Brothers and Ray Pennington. Top officials will include Stan Gerrish, Ken Nelson, Herb Henker, Maurice Lathower, Larry Hathaway, and Boyle Gilmore.

The party will be climaxcd on Saturday night by the 42d anniversary show of the "Grand Ole Opry," again featuring every Opry act.

At the Pamper Dance following the Opry, Jack Green and his band will entertain, along with Kenny Price.

In addition to the officially listed functions, CMA will conduct its quarterly meeting of its general meeting, and its election of officers and board members for the coming year. This will take place on Thursday, again at the Municipal Auditorium.

Both BMI and ASCAP will host invitation-only parties, and several other parties are planned. Mrs. Mary Reeves of Jim Reeves Enterprises will present London recording artists at a special outdoor show adjacent to the Andrew Jackson hotel.

Britain Wants Pure Demo: Bob Kinston

NASHVILLE—Britain's artists want to hear "pure" demonstration records, not those emblazoned by strings and other backgrounds.

This is the viewed opinion of Bob Kingston of London, who represents the interests of Peer-Southern and Cedarwood Publishing companies in Britain.

Kingston, who said he came to Nashville to "get the feel" of the music, also had advice to offer. He said American publishers should present their music in the most simplified possible form when seeking recordings in England.

"The people there are interested in the melody and the lyrics, not in the background," Kingston said. "They (the producers) like to start virtually from nothing, to do their own building and arranging, and not be influenced by any embellishments they might hear on a demo."

It has become common practice in recent years to provide producers, in America and abroad, with the most complete demonstration tape possible, to give the producer the idea of the eventual sound envisioned by the writer and producer. Most producers now almost demand this.

"That's what we're after," Kingston emphasized. The English publisher's representative, who also is in the film business, said his visit to Nashville gave him a "feeling of belonging." He also said he had been effectively placing both Peer-Southern and Cedarwood songs in London, but feels he would be stepped up more in the future. "My only concern is London," he said. "If it catches on there it will catch on internationally."

CAPITOL ARTIST Sonny James accepts an invitation to attend a practice session at the Baltimore Colts, who expressed an interest in his music. With James are Bob Boyd and John Unites.

Jeanie Seely - Continued from page 50

Altho King came on warm and invigorating, he was bogged down by too much talk early in his program, and therefore took too long to get to the hit material the audience was waiting for. However, he's still a top performer and proved a crowd pleaser. Lee Arnold of WFLZ, the country music station, handled the introduction with ease and dignity befitting the three talented stars.

DON OVENS

'DRINK' OK'D BY NASHVILLE

NASHVILLE — Passage by substantial margin of a liquor-by-the-drink referendum here is expected to give a major boost in activity in the music industry. Overcoming strong religious opposition, the city this fall changed a law which had stood in the way of entertainment growth.

The new law becomes effective at once, and the by-the-drink sales will begin as quickly as possible.
Hank Snow's latest hit is blossoming in the charts...

"LEARNIN' A NEW WAY OF LIFE"

PUBLISHED BY EAST STAR MUSIC

"WILD FLOWER"

PUBLISHED BY 4 STAR MUSIC

Previn Debut

* Continued from page 49

For 100 $8 x 10's

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NOW
WE'LL REALLY
TURN YOU ON!
GET IN GEAR WITH
YOUNG AMERICA
ON THE MOVE!
IT'S
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IT PLAYS
ANYTIME—
ANYWHERE—
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"SWING ALONG WITH A SINGLE"
With this Battery Operated 45 RPM SOLID STATE
Portable Phono/Groovy for the car, beach, house, boat
and for anyone with wheels…only $24.95
MOVE WITH MASTERWORK
A Product of COLUMBIA RECORDS
Orpheum to Bow Popside Label

NEW YORK — Orpheum Productions will bow the Popside label for r&b and pop recordings, with another new label slated for jazz and Latin American discs. Orpheum also is signing new acts in all areas, the latest being the Webs, Leo McCorkle and William Hunt.

New releases also are set for Lou Courtney and the Greens. Otis Smith has been promoted to vice-president, general manager in charge of operations for Orpheum, with Talma Strickling, formerly with Liberty Records, as national promotion manager. Orpheum has leased its Riverside catalog to ABC Records.

New Directors Set Up, TRO Program

NEW YORK — The Richmond Organization has set up a New Directions program to bring together Hot 100 and r&b publishing activities. Just appointed to head the new activities is Howie Kane, former general professional manager of Kama Sutra Music and a member of Jive & the Americans for six years.
Seven Superior Releases
A MONUMENT TO ARTISTRY

COMING UP!
"Burning Sands, Pearly Shells & Steel Guitar", Jerry Byrd (Monument MLP 8081/SLP 18081)
"Everybody's Grandpa", Grandpa Jones (Monument MLP 8083/SLP 18083)
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BILLBOARD
TOP 40

EASY
LISTENING

These are the best selling singles of all time, single record sales and radio plays are listed in rank order.

<table>
<thead>
<tr>
<th>RANK</th>
<th>TITLE</th>
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<td>&quot;A BANAN&quot;</td>
<td>Derek Bell &amp; Red robots</td>
<td>ABC 909</td>
</tr>
<tr>
<td>2</td>
<td>&quot;IT MUST BE HIM&quot;</td>
<td>Taki Ely, Liberty 1996</td>
<td>A&amp;M, ASCAP</td>
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<tr>
<td>3</td>
<td>&quot;TURN THE WORLD AROUND&quot;</td>
<td>Easy Peace, RCA Victor 7030</td>
<td>ASCAP</td>
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<td>&quot;MORE THAN A MIRACLE&quot;</td>
<td>Peter Minnig, EPA 7000</td>
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<td>Al Martino, Capitol 1989</td>
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<td>&quot;THE WORLD WE KNEW&quot;</td>
<td>Tito San Lio &amp; Side 7000</td>
<td>ASCAP</td>
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<tr>
<td>7</td>
<td>&quot;ODE TO BILLIE JOE&quot;</td>
<td>Bobby Darin, Cape 7000</td>
<td>ASCAP</td>
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<td>8</td>
<td>&quot;A STRANGE SONG&quot;</td>
<td>Larry Faver, RCA 7000</td>
<td>ASCAP</td>
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HOT ARROW'S FROM TOWER

Holy Harleys!
The Arrows have done it again!
This'll peel and squeal straight to the top.

October 14, 1967, Billboard
EVERY ONE A WINNER!

4-TRACK AND 8-TRACK
LIBERTY STEREO-TAPE CARTRIDGES

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**Billboard Subscription Order**
The International Music-Record Newsmagazine 2160 Patterson St, Cincinnati, Ohio 45214

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**Reach Outside USA for 1 year**
- Hawaii, Alaska, Puerto Rico (via Air Dispatch) | $30
- Europe and Great Britain (via Air Jet) | $40
- Mexico, Caribbean, Central America (via Air Jet) | $45
- South America & Africa (via Air Jet) | $45
- Asia and Pacific (via Air Jet) | $55
- All Countries (via Sea Mail) | $30

**Form Information**
- **NAME** (please print)
- **COMPANY**
- **ADDRESS**
- **BUSINESS**
- **HOME**
- **CITY**
- **STATE**
- **PROVINCE**
- **COUNTRY**
- **ZIP**
- **NATURE OF BUSINESS**
- **PAYMENT ENCLOED**
- **BILL ME**
- **NEW**
- **RENEWAL**
- **SIGNATURE**

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- Rates
- Hawaii, Alaska, Puerto Rico (via Air Dispatch)
- Europe and Great Britain (via Air Jet)
- Mexico, Caribbean, Central America (via Air Jet)
- South America & Africa (via Air Jet)
- Asia and Pacific (via Air Jet)
- All Countries (via Sea Mail)
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<td>A BANDA</td>
<td>Reba McEntire, AMT 4057</td>
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<td>IT MUST BE HIM</td>
<td>T. Moore, Liberty 20095</td>
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<td>TURN THE WORLD AROUND</td>
<td>Easy Arden, RCA Victor 4344</td>
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<td>Peter Wimbs, RCA 68 33902</td>
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<td>MORE THAN THE EYE CAN SEE</td>
<td>E. Martin, Capitol 957 2019</td>
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<td>THE WORLD WE KNEW</td>
<td>T. Swift, Mercury 7361 (Monarch)</td>
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<td>Bubba's Country, Capitol 5792</td>
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<td>Berry Brothers, RCA Victor 3308 (Blackbird)</td>
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<td>THE CAT IN THE WINDOW</td>
<td>T. Clark, MCA 7217 (Columbia)</td>
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<td>ANYTHING GOES</td>
<td>Byron Harman, RCA 7046 (Mercury)</td>
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<td>WHEN THE SHOW IS ON THE ROOF</td>
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<td>LITTLE OLD WINE DRINKER ME</td>
<td>T. Hardy, Capitol 3008 (Mercury)</td>
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<td>E. Thomas, AMT 4057</td>
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<td>I'M STILL NOT THROUGH LOVING YOU</td>
<td>F. Rowell, Capitol 330 (Mercury)</td>
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<td>STOUT-HEARTED MEN</td>
<td>B. Britten, Columbia 9622 (RCA)</td>
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<td>J. J. Jones, Capitol 302 (Polo)</td>
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<td>OUR SONG</td>
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<td>HORN DUEY</td>
<td>J. J. Jones, Capitol 408 (Mercury)</td>
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<td>R. Latex, ABC 7008 (Beverly/Sony)</td>
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<td>THE FROG</td>
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<td>J. Roper, EMI 871 (Herman/EMI)</td>
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<td>P. Pavarini, Columbia A104 (Columbia)</td>
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<td>ONE PADDLE, TWO PADDLE</td>
<td>J. Dallavalle, Columbia 2489 (Columbia)</td>
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<td>26</td>
<td>BLAME IT ON ME</td>
<td>C. Van, Capitol 3008 (Mercury)</td>
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<td>I ALMOST CALLED YOUR NAME</td>
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<td>FEEL IT</td>
<td>D. Reynolds, Capitol 3002 (Polo)</td>
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<td>TO SIR, WITH LOVE</td>
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<td>J. Morgan, ABC 7008 (Mercury)</td>
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<td>THROUGH THE EYES OF LOVE</td>
<td>W. Hayman, Capitol 957 2019 (Columbia)</td>
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<td>LONELY AGAIN</td>
<td>J. Van, Columbia 621 (Columbia)</td>
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<td>ALL THE TIME</td>
<td>J. Roti, Decca 153 (Decca)</td>
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<td>WHAT A WONDERFUL WORLD</td>
<td>J. Salinas, AMT 4057 (Glennie)</td>
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<td>YOUR PRECIOUS LOVE</td>
<td>J. &amp; M. Turner, United 8610 (United)</td>
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<td>J. &amp; B. Walker, Columbia 4404 (EMI)</td>
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<td>ODE TO BILLIE JOE</td>
<td>J. Brown, Capitol 2489 (Columbia)</td>
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<tr>
<td>40</td>
<td>PLEASE LOVE ME FOREVER</td>
<td>J. White, Decca 153 (Decca)</td>
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</table>
Berlin Fest to Meet Jazz-Folk, Flamenco and American Styles

BERLIN — Spanish, Chinese and Indonesian groups will be among those taking part at this year's International Jazz Meet - "Jazz Meets the World" - from Nov. 30 to Dec. 9.

The Spanish tenor sax, Pedro Iturralde and his sextet, with the flamencos dance group and Antwerp, will present jazz in the Garcia style.

The Indonesian group will play jazz based on ancient Javanese and Bali folk music. The Indonesian group members are all pupils of the American jazz clarinetist Tony Scott, who also will play at the festival.

One of the big attractions of the festival will be the Herb Alpert group, which for many years performed the extensive attraction of the Newport Jazz Festival in the U. S. For the first time in Europe it will play jazz impressions of the Middle East, using Turkish, Syrian and Indian forms.

Other big names include pianists Thelonious Monk and Erroll Garner, singer Sarah Vaughan and the group in their new form.

The Cologne festival featured the German group of the Clarke Roland Sextet, the Klaus Doldinger Quintet and trumpeters Dusko Goykovic and Ted Cursen. The Cologne claims to have more jazz musicians than any other West German city. The festival opened in some of the city's numerous jazz cellars, then moved to bigger and its Rhine promenade.

Capitol's Acts Getting Wide European Pitch

MILAN — Capitol Records is extensively promoting its artists in Europe through concert appearances and Sales participations in festivals. TV film clips and recordings in various European countries.

Bob Klein, marketing director of Capitol's international division, said the company was touring Europe for month to prepare the group's future promotion, beginning in Berlin where Al Martino appeared in the International TV gala inaugurating German color TV.

Klein has since visited Amsterdam, Cologne, Paris, London and Milan to discuss with Capitol's licensees future promotion of Capitol artists including Lou Rawls and Beebo Gentry and the Heat Wind Blow Band in London, Munich, Copenhagen and Stockholm.

Lou Rawls and Beebo Gentry.

W. Germany TV Network Replaces Baden Baden Fest

BONN West Germany's Second Program television network has replaced the Baden Baden pop music festival this autumn.

Beate executives of the Second Program TV network (ZDF) said there would be no direct competition with Baden Baden but the contest and that in Baden Baden which was discontinued last year.

Caravan Sales Launches Label

TORONTO — A new label, Caravan, has been introduced by the Kidd Radio Ltd. The two-year-old distributing company kicks off its own label with three singles and an album: "Knock on Wood" and "You're the One," a single from the album, "Jukebox Shake Live," which also contains Theme's big hits. "Any Other Way" and "Money," produced by Caravan president Ed Prowse, will be heard on the Saphire Tavern in Toronto, one of the club's American clubs where the U. S. rock & roll is very popular.

"Cherry Tree" and "Something to Do with the Weekend," on which the group rocks to rock-'n'-roll-like the Bee Gees; and "I'm in Love Again" and "Our Love," both on the album will be picked for the finals. Marliane Koch and Rainer Holbe will be in charge of the color-television finals.

The Second Program competition will emphasize talent exclusively, and will thereby seek to avoid the controversy involving the record industry which haunted the Baden Baden festival.

ZDF executives said the Baden Baden festival failed because it represented a compromise between the amateurs and professionals. The contest floundered on charges that the record companies had moved in and taken over from young talent, with the idea of using the festival as a record sales promotion vehicle.

The ZDF competition will be held in duet with the Munich. It will be strictly for young talent. Semi-finals will be held Nov. 23 and 24 and the finals Nov. 26 in Munich's Bayernhalle.

The semi-finals will not be televised, but ZDF will program the Nov. 26, wind-up live and four of the two-spectacles.

The Second Program was stormed with 2,000 applications, of which about 50 have been accepted. The ZDF contest editor, Gerhard Wellner, plans to begin eliminations with 100 candidates.

This list will be narrowed by Nov. 29 in Germany, to 20 will be picked for the finals. Marliane Koch and Rainer Holbe will be in charge of the color-television finals.

CBS Mexico's Bustillos Offers Proof - Disks, Solis Real Thing

CARACAS — Dr. Jose R. Bustillos, president of Mexico's CBS Records, offered what he claimed as proof of the authentic- ity of the recordings made by the late Mexican star Jesus Solis that have been released in Mexico.

Silver Disk to Pye's McEvoy

DUBLIN — At the city's Gaiety Theater, folk singer John McEvoy was presented with a silver disk by deejay Terry Wogan on behalf of Pye's Irish chief John Woods, to mark sales of 50,000 for "Muirshen Durkan." McEvoy, whose last two 45's were chart-toppers, also has a best-selling LP that topped 2,000 copies in advance orders. His current single, the self-penned "Furry Man," is doing top 10 business, as it's included on the album.

The young singer-songwriter was in the U. S. earlier this year for five weeks during which he visited major cities in the East and San Francisco. Although primarily a loofer-songwriter, McEvoy has had several current recordings. Currently he's working on another album for release before Christmas.

Solleveld Marks 25 With Philips

AMSTERDAM — Cees Solleveld, 48, director of Philips Phonographic Industries (PFI), at Baarn, celebrated his 25th year with the company Sept. 29.

He began his Philips career as a technician in Eindhoven in 1942, and after the war became a salesmen for Philips in the Netherlands and in Indonesia.

Solleveld was one of the group of Philips executives who initiated Philips' entry into the recording industry after the war, since which time the group has become the second biggest rec- ord manufacturing organization in Europe.

President of Phonogram, Robert Denning, from 1961 to 1966, Solleveld transferred to the electronics branch until becoming president of PFI in 1965.

CBS to Push Tremeloes Disk

LONDON — Presenting CBS new product during the coming months, David Hollands told the sales force a major new single will be made on a new single from the Tremeloes called, "Reach Out for Me" and the new Anita Harris record "Playground." He revealed new albums are from the Tremeloes, Anita Harris, "Georgia Pame and Johnny Haynes." Hollands reported the company's entry into the musicbus- sette market through Philips records with such artists as Terry Bennett and Andy Williams, for this and a forthcoming cassette from the new musical starring Julie Prowie, "Sweet Charity." Among the LP's which were bowed were albums by the Byrds, Nelson Eddy, and two new folky singer-songs, Al Stewart and Roy Harper.

EMI, Pickwick Deal

OSLO—EMI has acquired new members of the American Pickwick label in Scandinavia.

October 14, 1967, Billboard
"THE COMMON PEOPLE"

Produced by DICK GLASSER

THE MOST MEANINGFUL SINGLE OF THE EVERLY BROS. CAREER!
GERMANS WHOOPING IT UP AT HOME WITH FUN & GAMES PARTY RECORDS

By OMER ANDERSON

Tolakanen-Decca (Toteldeco) is frankly up-tempo sex-to set its party titles. The label has just released "Sex in Velvet," with "Kookie Freeman and His Velvet Surf." New Toteldeco party releases re-lease the "party approach" with titles like "Screw Loose" and "The Sound for Dancing." Other fast-selling party titles are "Space Party 67" and "Hit 67."

Electrola has been a leader in spacing its party titles with sex. A new Electrola release is "Barbwire Sex," and Jazz-Sex Electrola plugs what it calls the "smokin' sex talk." "Atari-Eurodisc" is promoting the "Happy Sound of Joe Boddie," and Decca claims that Mente's "Happy Chord" is tailored to the intimate home party mood. Polydor is plugging the home dance music of "Jazzes Last," who has developed a large following among the German house-party set.

JAZZ SURGE SEEN BY CBS

LONDON — CBS pop prod- uction manager David Howells, speaking here recently, said the company expected major shifts during the coming months from the jazz material in the CBS catalog. Howells said that the release of a Dave Brubeck album, "The New Quartet," was an ideal time, especially with the advent of the Brubeck-Wal, Jazz Expo '67, on the horizon at Jazz Festival.

Howells said CBS was entering a new program in jazz releases and an album by Benny Goodman, which has been long since deleted from the record charts, could spark off the interest. Howells said CBS is re-activating the Realum label as a jazz label and at the cut cost of 83 cents.

The debut issue on Realum will be a three-hour show by Duke Ellington, Buck Clayton and Louis Armstrong.

LP OUT BY SEVEN CANADIAN WRITERS

TORONTO — "Heritage," an album featuring a classic composition by seven Canadian composers exploring Canada's folk song heritage, goes on the market this month. The album was commissioned, at a cost of some $15,000, by St. Laurent Shop-ping Centre Ltd., developer of a new indoor shopping mall in Ottawa, to commemorate its grand opening. The albums were given to all those who had contributed to the development and were later presented to the government to commemorate the occasion; they went into national distribution through Canadian Music Sales, Corp., and profits will be donated to St. Laurent and the Rideau Kiwanis Club of Ottawa.

The album features the 65-piece Royal Nova Scotia Symphony, conducted by Victor Feldbrill, in compositions by Sir Ernest MacMillan, "The Distant Trumpet," Claude Champagne, Howard Cazuer, Myrsky Adakoff, Kerri Jones and Neil Gooderham, and a record was produced by composer John Wiebe. The album was released in aid of the Canadian Red Cross.

The president catalog in several European markets, said the label that has also entered the religious market here with a title set for Oct. 7 re-lease, including several U.S. sacred singers, such as Brother Joe May... Beulah drumming rings May Dietz have been signed to appear in the movie from the best-seller "The Love of the Purple Water," along with Richard Burton and Marion Ben-do... "The Plains have released an LP featuring TV personality David Frost called "A Christmas Carol," in aid of Oxfam, the anti-famine charity.

Philipps Record has launched a reception last week to launch the disk, attended by many disk artists, including David Jacobs, Mike Raver, Milt Buckner, Tony Blackburn and Mike Len-son. George Gomelsky's liner notes bowled with its debut disk on Oct. 6 with the Maccabee- toes group with "Look at Me I'm Free." Many other hot British acts

The firm also launched a new Dynamic Sound System set of six albums.

LONDON — CBS, the first U. S. act, the Vanilla Fudge, flew here on Tuesday (3) for a two-week promotion visit for their latest waxing, "Eleanor Rigby." Atlantic Records in London hosted a reception at the Plaza Hotel. CBS have signed an agreement for EMI to distribute product from the group in England.

Dublin

Despite a head start by the Johnny Kelly version, which has already been in the charts for the last couple of months, the Dubliners' "Black Velvet Band" is in the top five. The traditional song is the summer's biggest hit here... The Luthardos, folk trio whose "The Sea Around Us," is- sued in February 1966, is one of the all-time biggest folk hits, and has produced. Leader Jim McCa- nna and Margaret O'Brien will shortly separate their separate ways as solo artists, and Gerry Carey has gone to Scotland... The day after the group announced the news, its latest Pye, "Phil Phil D'Amour," was issued. As LP is also in hand... Telefoni Eireann and Frank Sinatra's "A Man and His Music." Following British changes, Liberty will distribute moves from EMI to Irish Record Fosters (IRF) here... BRP is heavily promoted... Philips-Fontana series of two-for-the-price-of-one double LPs.

CBS and Producer Hurst Sign Deal

LONDON — Speaking at the third annual CBS sales confer- ence, 16th floor, Hilton Hotel, the company's adver-sary Derek Everett told the au-dience, "CBS has signed an important deal with composer producer Mike Hurst who has deals with British acts such as Cat Stevens for Decca and the Wonders for Immediate and that CBS has the rights to release the first record by Cat Stevens, "Empires and Armies" by Peter Jaynes.

have been signed to the label, including the Brian Arbour Trilogy, Chris Barber, Olivier Despas and Julie Dearle.

Ray Orison on the album chart, giving Ford Fender's Monument label its first entry MCM in the history of CBS... Orison has released the soundtrack album from Orison's debut movie, "The Fastest Guitar Alive..." Cliff Richard has been announced as Britain's entry into next year's Eurovision Song Con- test to be held at the Albert Hall, which was won this year by his Pye artist Sandy Shaw.

World Disc Productions has issued the first single disk on its radio- wave label from "The High- est Millionaire," movie starring Tommy Steele. The waxing fea- tures Steel singing a song from the film called... Fortunly... The company is also releasing the soundtrack album to coincide with the movie... CBS are planned for Oct. 26. EMI held a reception in London's Square headquarters last week to launch a new Best Beat series, which will be released under the Columbia logo. Independent record producer Sajag Jackson has already produced disks for the Bees and Laurel Atken for the release on Oct. 17. The group's "Move", has signed a deal with Herb Alper's A&M label in the U. S. and the company has issued "Flowers in the Rain." The group is called The Last Conundrum, the ace British in- dependent producer, who won the group, reports that the deal is worth an estimated million pounds. The act will record under EMI's Polysound in Germany and Samuelson... Page One record chief Larry Page and Polydor's Bell-Bloom fly to the U. S. (16) for the release of the record company chief's disk to Hubert Green... EMI has also hopes to bring back to rights to the British under this Page One album.

NEW YORK

Arthur Prysock and his trio opened a weekend engagement at the Stereo Lounge Supper Club in Hempstead, L. I. (14)... Lionel Hampton is going to record with the Toronto Symphony on Nov. 4, when his "The King David Suite" is per- formed... Henry Mancini has started recording the music for the Marnell Corp.-Blake Edwards film "The Party," which costars Peter Sellers and שב... New album announced for Arthur "Nip" Diamond and sang on the group's album "The Best of..." (17)... The Kingsmen play in Fort Wayne, Mich., and in South Lake- ville, N. C. on Oct. 28... Berry singer "My Beat of Beatings"... writing arrangements for two debuting disk artists, "Gibson's" and "Jerkie's" Brunswick and Johnny Thomas United Artists.

George Gomelsky's liner heads the New Orleans Press Club's annual Grid- dle Awards. A son, Jason, to Mr. and Mrs. Wallace Schumacher. The father di-

recre the new talent pop division at CBS, who have signed up several acts. Produce to produce and inte-
grate home music graphic art effects into the act's new show, which will be augmented by addi-
tional musicians... Pat Pigno is leaving Green-Stone Enter-
prises for independent promotion. His new Hollywood offices will be at 8737 Sunset Boulevard, Sam-
my Davis Jr. and George Brent are appearing at Harry's. Lake Ta-
bina through Oct. 5. . . . Clifford Chinn, who concluded a four-week European tour, are record-
ing new product for Laurie Rec-

Gene Krupa and his quartet open Monday (16) at Boston's Jazz Workshop for one week... Clyde Out! Argos Productions will release a new album, "The Johnny Williams for Joshua Records," in October... There is a long-term personal management deal between frogmouth artist and Joe Cal-
lfriend, and Jeff Jerre, Col-

ger artists. The Third World opened a four-week run at the Royal Peony on Tuesday (3)... The French灵童 Music Society... has announced that the Little in London, on Sunday (5) for production at Richard Hall, and held the opening... King of the World, will host a weekly British-wide tele-
vision program... "The King of the World,"... Mertie Depakky & As sociates Inc. opens new office to offices to the Western Connection.

The Four Seasons play a Las Vegas, Ky., concert on Tuesday (21), at the Four Seasons, and Eddie and Blake have been added to the list of stars for the Salute to ASCAP on Sunday (15) at the Las Vegas Coliseum... McFarland composed the score for "The Salute to ASCAP"... CBS Films presented the comic film shown at the Cates Factory in Boston... The New York Times presented the Metropolitan Museum of American Art... The Young Americans, who appeared in London in London... on Sunday (5), did the Daytime Special with his new Ernie Ford TV special on Dec. 3. . . . "Flies over the Sun" has been released and scored the music tracks for the "Flies over the Sun" movie... Johnny Tilt冲锋 at Harry's American Bar...
Jazz hits the charts!

Alligator Bogaloo

B/w Rev. Moses #45-1924 by

Lou Donaldson

Smash single from the top-selling Blue Note L.P.!
New Car 8-Track Sales Hit Record

By HANK FOX

NEW YORK — More new car buyers will order factory-installed 8-track tape CARtridge units with their 1968 automobiles than with any other model year since the Fox era. 

Actual sales and installed units, along with full-color display board containing six of the hottest releases as listed in the BILLBOARD "Top LP" chart. The cartridge is offered with a special adhesive tape in such a manner that they can be easily removed from the board without damaging the shrink wrap and sleeve. These "Hot Six" cards are mailed on a weekly basis, enabling the dealer to keep up with the most current releases in both four and eight track.

Western Tape Shifts Operation to Nevada

LOS ANGELES — Western Tape Distributors, Inc., of San Francisco, the first tape rack jobber in the country, has moved its operation to Sparks, Nev., to take advantage of "no tax" laws.

Epic Releases 4 Oct. Cartridges

NEW YORK — Epic Records is releasing four 4-track and eight-track stereo tape CARtridges for October.

Two successful Epic albums, David Houston's "Golden Hymn," and "Hawaii's Greatest Hits," featuring Prince Kuhio and the Tropical Islanders have been put into cartridge form. For the rhythm & blues market, Epic is issuing the Staple Singers' "Why" and Major Lance's "Major's Greatest Hits."
New for October on RCA STEREO CARTRIDGE TAPES

The most trusted name in sound

RCA VICTOR PRESENTS PERRY COMO'S HOLIDAY SPECIAL
with Rowan & Martin, Jefferson Airplane, Bobbie Gentry. Special Guest Stars: Sergio Mendes & Brasil '66 in color, on NBC TV, November 30, 7:30-8:30 EST; 6:30-7:30 CST

www.americanradiohistory.com
three years ago, we invented eight track stereo: this year, we perfected it.

Lear Jet stereo eight.
Sentry, Dubbings Sign $360,000 Contract for Cassette Duplicating

By CLAUDE HALL

PARAMUS, N. J. — Sentry, the tape division of Atlas Rand Corp., last week signed a contract calling for $360,000 in cassette duplicating from Dubbings. Harold Rosen, president of Sentry, said the deal included 30 releases each in October, November and December.

"In the equivalent six months that we have been selling cartridages, as compared to the first six months a couple of years ago that we entered into cartridges, the rate of flow has been four times more in cartridges," Rosen said.

In a series of separate deals, Sentry has just acquired tape cartridge products for distribution of Capitol Records, Columbia Records, and Motown Records. Rosen said the deal entitled more than $1,000,000. The firm had only recently taken on the entire line of Mercury Records, including cartridges. Concentration of distribution is in the photo field (Sentry blankets 10,000-plus photo outlets), but Rosen said that Sentry also covers electronic, auto, and entertainment outlets. "We have a group of salesmen calling on these fields." Sentry imports its own label of 4- and 8-track cartridge players from Japan. In addition, it distributes in photo outlets the entire line of Mercury cassette players, as well as a Peerless "Swinger" cassette playback-only model retailing for $25. In cartridges, Sentry distributes the Mercury line, the Ampex line, and its own line. It was six months ago that Sentry started its own cassette line with 24 titles; it now has 78 cartridages.

Melody N. Y. Distrib Of Borg-Warner

NEW YORK — The Melody Record Supply Corp., a wholly owned subsidiary of Merco Enterprises has been named New York area distributor for the Borg-Warner Deluxa 3800 automobile stereo tape cartridge player and the B-W Cart/Able portable cartridge player.

GENERAL ELECTRIC has introduced this low-priced cassette recorder at $49.95. In the firm's Tape Products Business line, the unit is designed for businessmums, students and housewives on the move. It plays and records, weighs about three pounds and operates on four "C" batteries. It has capstan drive.

DELO RADIO DIVISION of GENERAL MOTORS has re-signed its tape CARtridge deck for three GM divisions—Buick, Oldsmobile and Chevrolet (Chevelle and Chevy II). Pontiac and other Chevrolet models will use De-Lo's standard size player, which is similar to last year's unit.

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AT THE SECOND ANNUAL

TAPE CARTRIDGE FORUM

Sponsored By BILLBOARD & MERCHANDISING WEEK  
OCTOBER 16-17, NEW YORK HILTON HOTEL

SESSION 1 GRAMERCY SUITE
THE SHAPE OF THE TAPE CARTRIDGE FIELD — TODAY AND TOMORROW
Chairman: Edward Solomon, President
The Columbia Broadcasting System
New York, New York

What has happened in the Tape Cartridge field and where is it heading?
Speaker: Oscar B. Henshaw, Vice President & General Manager
Automotive Products Division
Universal Wire Company
Franklin Park, Illinois
The Cartridge-Side of a Disc
Speaker: Stanley Gottlieb, President
Columbia Broadcasting System

The Development of Product and Promotional Programs for the Home Market
Speaker: Jack Weymarn, Staff Vice President
Electronic Industries Association
Washington, D.C.

SESSION 2 GRAMERCY A
MARKET FACTS ON THE CUSTOMER AND HIS PURCHASE OF CARTRIDGES AND EQUIPMENT
Chairman: David Niren, Sales Manager
Universal Wire Sales, Inc.
Saratoga, California

Who is buying and what are they looking for?
Speaker: Lee Sklar, Editor-in-Chief
Billboard
New York, New York

SESSION 3 RHINELANDER GALLERY NORTH
HOW CAN A RETAILER PROFITABLY GET INTO THE TAPE CARTRIDGE BUSINESS?
Chairman: Paul G. Blom, Publisher
The Competition Weekly
New York, New York

The Experience of a Record Retailer
Speaker: Bob Solomon, President-General Manager
MTS, Inc./Micro Records
New York, New York
The Experience of a Tape Company
Speaker: Harold A. Willard, President
Universal Wire Company
New York, New York

The Experience of an Audio-Visual Retailer
Speaker: Murray Klein, Executive Administrator
Klein's Electronics
New York, New York

SESSION 4 NASSAU SUITE
SOME DISTRIBUTOR APPROACHES TO INCREASE SALES
Chairman: Edward B. Ostrup, President
Channel Marketing, Inc.
New York, New York

How the Distributor Can Capitalize on his Retail Outlets to Increase Sales
Speaker: James Shepley, President
Martek
Cleveland, Ohio

Profile Opportunities in Setting Up Specialized Tape Dealers
Speaker: George R. Nagle, President
Tape Sales
Jacksonville, Florida

SESSION 5 MURRAY HILL A
SALES OPPORTUNITIES IN THE BROADENING APPLICATIONS OF TAPE CARTRIDGES AND EQUIPMENT
Chairman: Jack C. Carter, President
Universal Tape Corp., Division
New York, New York

Its Use in the Automobile Market
Speaker: Thomas F. O'Donoghue, Director, Development & Innovation
The Equitable Life Assurance Society of the U.S.
New York, New York

Its Use in Medical Applications
Speaker: Robert E. Lees, President
Cartridge Institute for Medical Study
New York, New York

SESSION 6 MURRAY HILL B
CHARACTERISTICS AND DIFFERENCES AMONG MAJOR TAPE CARTRIDGE SYSTEMS—AN ENGINEERING EVALUATION FOR THE LAYMAN
Chairman: William T. Rich, President
Arthur Curran Company
New York, New York

The Four Track System
Speaker: Ralph C. Loucks, Director of Engineering
Orthacord, Inc.
San Diego, California

The Eight Track System
Speaker: Martin Amsel, Engineering Manager
Marvin Electronics, Div. of Sherwood Division
Detroit, Michigan

The Plater Tape System
Speaker: Frank Shenk, President
Pye, Inc., Hamburg

The Cassette System
Speaker: Robert E. A. Low, Technical-Commercial Manager
North American Philips Co., Inc.
New York, New York

SESSION 7 GRAMERCY A
REACHING SPECIAL MARKETS TO EXPAND CARTRIDGE AND EQUIPMENT SALES
Chairman: Dan Mehl, General Manager
American Wire Tape
613 Grove Village, Illinois

Selling to the Automobile Industry
Speaker: Charles Green, Director
American Wire Tape
San Francisco, California

Selling to the Radio Market
Speaker: M. N. Shanks, President
Marvin Electronics, Div. of Sherwood Division
Detroit, Michigan

Selling to the Music Market
Speaker: Harold H. Tan, President
Herald Friedman Wholesale Co.
Millbrae, California

SESSION 8 NASSAU SUITE
GETTING GREATER MILEAGE IN SELLING AND DISPLAYING PRODUCT
Chairman: George M. Novak, Manager, Sales & Market Development
Universal Wire Company
New York, New York

PROGRAM & SPEAKERS

Proper Pricing, Your Sales Effort...Through Creating a Customized Catalogue as a Need for Columbia Tape Product
Speaker: Irwin M. Amsel, President
Columbia Broadcasting System
New York, New York

SESSION 9 MURRAY HILL A
MANAGERIAL CONSIDERATIONS IN LEGAL AND ENGINEERING ASPECTS OF TAPE CARTRIDGES
Chairman: Irwin Yer, Division Vice President, Marketing
RCA Victor Records
New York, New York

The Critical Need to Know Music Copyright Dangers as Tape Use Expects
Speaker: Albert Burman, Controller
Sparrow Inc., Agent and Trustee

Progress in the Development of Standards and Compatibility for Equipment and Cartridges
Speaker: Robert C. Meyer, Chairman, Recording and Reproduction Section, Consumer Standards Committee
Electronic Industries Association
Washington, D.C.

SESSION 10 RHINELANDER GALLERY SOUTH
RUNNING AN INSTALLATION CENTER FOR AUTO EQUIPMENT WITH A RETAIL OPERATION
Chairman: Sal J. Zamboni, President
West Coast Tape Cartridge Co.
Los Angeles, California

Selecting a City Location and Key Factors in Minimizing Costs of Operation
Speaker: Don Strassman, President
Metro Sound Corp.
New York, New York

Selecting a Subcontractor Location and Key Factors in Minimizing Costs of Operation
Speaker: Morris Tomich, President
Record Center, Inc.
Floral Park, New York

SESSION 11 MURRAY HILL B
CREATING GREATER CONSUMER AWARENESS OF TAPE CARTRIDGE AND EQUIPMENT AT THE LOCAL LEVEL
Chairman: John B. G. Honeyman, Vice President, Tape Products Business Section
Experience
Chicago, Illinois

Cartridge Instincts
General Electric Company

Promotion, at the Local Level to AM/AM Consumer Installations
Speaker: Larry Perlmutter, President
International Tape Cartridge Corporation
New York, New York

Developing Local Installation Centers and Comfort Sales
Speaker: Gerald L. Basker, Secretary-Treasurer
Record Center, Inc.
Floral Park, New York

SESSION 12 GRAMERCY SUITE
WHERE DO WE GO FROM HERE?
NOTE: Your assignment to a round table will be distributed on a first-come-first-serve basis.
The final session will deal with some of the critical questions facing companies in the tape cartridge field in the months ahead.

TAPE CARTRIDGE FORUM

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The Tape Cartridge Forum will acknowledge your registration immediately upon receipt, and will forward all details pertaining to procedures.

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(Additional registrants can be listed on your company letterhead)
Tape Club Offers Auto Sound’s Buyers Cartridges at a Discount

By JERIANNE ROGINSKI

CHICAGO—A Tape Club keeps customers coming back to your store for more cartridges, reports Gordon Fredericks, owner of Auto Sound, Inc., in Skokie, Ill.

“We offer customers a membership to our Tape Club after they have purchased three or four cartridges at our store for the normal price. We give them a card signifying that they fill the requirements, and then they can purchase all their future cartridges at a small discount,” Fredericks explained.

In addition to the Tape Club, Auto Sound offers numerous bonuses in their newspaper advertising to draw customers to the store. A customer gets a bonus tape with any tape cartridge unit purchased at Auto Sound. Fredericks carries a full line of 8-track, 4-track and cassette in both home and auto players—giving the customer a wide selection of machines to choose from.

Installation of auto sound is made immediately in the garage attached to the rear of the store.

Promotes Home Units

In promotion of his home units, Fredericks recently advertised 10 per cent off on any home player with the purchase of a car unit. “Sales of home units are picking up,” Fredericks said. “Most of the purchasers of the home units already have car units. Of the people who come into the store, I would say 50 per cent know what they want and the other 50 per cent have to be educated on tape cartridge machines.”

Fredericks claims the cassette is the machine people know the least about because of the late development and lack of auto units. “We just began carrying the Alva auto cassette units. No one comes in and asks for them. They have to be introduced to the idea,” he said.

About 75 per cent of Auto Sound’s business is in 8-track, Fredericks estimates. Formerly most of the 8-track market was sold to adults and the teen-agers bought the 4-track because of the cheaper price.

“Lately, more kids have been buying 8-track because they want to hear the Monkees and the Jefferson Airplane. These are on RCA and RCA only makes 8-track.”

Auto Sound stocks more than 40,000 musical selections in cartridges and includes all three types of tape cartridges in his selections. In addition to owning the retail outlet, Fredericks also has a distributorship from Tenna Corp.

DOT, MUNTZ SIGN A DEAL

LOS ANGELES — Dot Records has announced plans to manufacture its own line of cartridges. The label had previously been represented in 4-track with several different companies, including Muntz, which will duplicate and distribute Dot through its own outlets.

FREE

Send for this NEW TESTING CARTRIDGE and Discover a New Source of Sales!

Channel Marketing has developed the first accessory to enable owners of tape cartridge players to test their units at home or in the car. This means extra sales for you and a source of more profit because if units need repair or adjustment, your customers will return to you with business for your service department. You’ll make happy cartridge customers because they’ll be getting top performance from their players. And happy customers represent more sales of your cartridge music and other equipment.

Channel’s NEW cartridge — the only one designed for mass testing — tests every important function of the tape player: frequency response, tape tracking, program and individual track volume, balance, speaker and program identification and automatic switching. Instructions to the user are announced at the beginning of each test.

We want you to examine this NEW cartridge — at no charge to you — and see for yourself how profitable this accessory can be.

Send this coupon, attached to your business letterhead, for one FREE test cartridge for your inspection. You will also send you literature on the making cartridge accessories. This offer is for bona fide dealers and distributors only.

SENTRY TO BOW EP CASSETTE

PARAMUS, N. J. — Sentry, which distributes its own line of cartridges as well as cartridges made by many of the major labels, will bow an EP cassette retailing for a suggested list of $1.99 and including four songs. Harold Rosen, president of Sentry, said the cassettes will be aimed at the mass markets, especially the customers purchasing the low-priced playback-only cassette players. Besides the entire Mercury line of cartridges, Sentry also distributes a $25 Peerless cassette playback player.

Our Thanks and Congratulations to the six manufacturers who have just completed installation of the FINEST QUALITY TAPE DUPLICATING SYSTEM IN THE INDUSTRY

The
Gauss G12
ULTRA HIGH SPEED TAPE DUPLICATOR . . . FROM
Gauss
Electrophysics

WHERE QUALITY COMES FIRST

GAUSS G12 Ultra High Speed Tape Duplication Systems Installed and operating as of September 1967

Send for a demonstration of the G12’s top quality, you are cordially invited to visit our booth (#323) at the Audio Engineering Society Exhibit-Convention (October 16-19) at the Barbizon Plaza Hotel.

KASEI COMPANY LTD.

NOTES

TO: Channel Marketing, Inc., Dept. B
50 Union Ave., New York, N.Y. 10017

Please send me — FREE — your NEW test cartridge (please check 8-track or 4-track). I understand I am getting a free test cartridge.

I am a (check equipment dealer) (check distributor) interested in increasing my tape cartridge sales.

IMPORTANT: In order to qualify for this offer, you must attach this coupon to your business letterhead.

OCTOBER 14, 1967, BILLBOARD 75
ALBUM REVIEWS

continued from page 56
RAVEL: CONCERTO IN G MAJOR FOR PIANO AND ORCHESTRA
Prague Symphony (Norman), Parliament PLP 463 (M); PLP 631 (L)
ROUSSEL: SYMPHONY NO. 5 IN G MINOR
Baltimore Symphony (Norman), Parliament PLP 429 (M); PLP 436 (L)
R. STRAUSS: A HERO'S LIFE
Manhattan Symphony (Brown), Folk
wick PC 4041 (M); SPC 4041 (L)
WEBER: PIANO CONCERTOS NO. 1 AND NO. 2
Philadelphia/Vaness Piano Municipal Symphony (Vaness-Kaufman), Turn
about TV 54154 (L)

JAZZ

AN'T DOING TOO BAD, BAD
The Basie Rhythm Section, Cadet LP 795 (M); LPS 795 (L)
THE BAS BRYANT TOUCH
Ray Bryant, Cadet LP 793 (M); LPS 793 (L)

INTENTS AND PURPOSES
The Bill Harris Orchestra, RCA Victor LPM 2844 (M); LSP 2844 (L)

ENVOYMENT
The John Keepenn Quartet, Cadet LP 797 (M); LPS 797 (L)

AFRO BRAZIL ORU
Paul Monte & the Afro Latin Sound, Everest E 2882 (M); ST 2882 (L)

GROOVIN' WITH THE SOULFUL
SANDY
Cald LP 796 (M); LPS 796 (L)

MOTOR CITY SOUL
Father Time Vynile, RCA Victor LPM 2845 (M); LSP 2845 (L)

COMEDY

BOY! THE MEAN WE JOINED THE INDIANS
Juliette JGM 2067 (M)

SURREALISM WITH THE NUTS
Juliette JGM 2069 (M)

THE REST OF SPIKE JONES AND HIS CITY SLACKERS
RCA Victor LPM 3049 (M); LSP 3049 (L)

DICK WALDEN'S WORLD OF COMEDY
Juliette JGM 2066 (M)

CHRISTMAS

A NEW CHRISTMAS SONG
HOLIDAY FOR HARP & HOLLY
La Perchonale LN 1390 (M); RN 2639 (L)

INTERNATIONAL

LOVE SONGS FROM MEXICO
Mexico, Tropic, Columbia K 5497 (M); ES 1097 (L)

SILENT NIGHT
St. Joseph's Choir, Regent RLP 1012 (M); SLP 1012 (L)

CHRISTMAS IN GERMANY
Amadeus, Harmonia Walchburg, Regent RLP 1016 (M); SLP 1016 (L)

THREE-STAR ALBUMS

POPULAR

HOT BRASS
East Coast Jazz Star Band (Becker), Vocalion SV 1907 (L)

COUNTRY

THE BIG STARS & THE BIG HITS OF COUNTRY MUSIC
Various Artists, Starday SLP 407 (M)

GOOD NEVER FAILS
Ernest Tubb & the Texas Troubadours, Checker LP 1008 (M); LPS 1008 (L)

THE TRUE TRUTH OF HOLINESS
Checker LP 1006 (L); LPS 1006 (L)

YOUNG ARTISTS SERIES, VOL.
Checker LP 1037 (L); LPS 1037 (L)

BACH MEISTERTONI
St. Michael's Choir, Cappella Fria, Arista 350 (M)

COMEDY

SUMMER惡US
Doug Clark & the Hot Nuts, Grosset 106 (L)

CHRISTMAS

CHRISTMAS IN THE UKRAINE
Ernst, Parkway, Regent RLP 1015 (M); SLP 1015 (L)

INTERNATIONAL

A JEWISH HANNUKAH
Kol Israel Choir of Holy Name Cathedral, Chicago, Regent RLP 1021 (M); SLP 1021 (L)

GR T

GENERAL RECORDED TAPE

1286 Lawrence Station Road
Sunnyvale, California 94086
(408) 734-2910

G R T

Quality 1st Canadian Firm Into Duping

TORONTO — The first Cana
adian talent album to make the tape cartridge scene is now in production in 4-track, 8-track
and reel-to-reel form at Quality Records, first Canadian com
pany to go into tape cartridge duplication. It's the "The Merry Ploughboy" by the Carlton Showband on the Carl label; the title tune was the Canadian hit of 1966, made popular by a beer commercial on TV and radio.

Everything sounds better on...

AMERICAN

CRYSTALINED

RECORDING TAPE

manufactured by

GREENTREE ELECTRO

2150 Copen Dr., Costa Mesa, Calif. 92626

supplier of the world's finest recording tapes to the record, music and tape cartridge industry

The first magazine with complete 4 & 8 track cartridge tape listings

Here it is! At last . . . the publication you've been wanting and waiting for!

The Glass List

The first magazine with complete 4 & 8 track cartridge tape listings

Yes, it's finally been done. A magazine with complete—and we mean complete—listings of every cartridge tape available—both 4 and 8 track—every artist, every label—nothing's left out. But that's not all. Every issue will feature pictures and stories of top artists. A special section on new release cartridge tape reviews.

To be published 6 times a year, THE GLASS LIST will be a must for all your cartridge tape fans. You'll sell it for 50c... there's big profit in it for you. Here's a sure-fire hit. Be sure to take advantage of the one and only complete cartridge tape listing—THE GLASS LIST, Your customers will be asking for it... will you be ready for them?

Mort Ohren

GLASS PUBLISHING COMPANY

1507 South Michigan Avenue
Chicago, Illinois 60605

Please send me

[ ] tree sample copy [ ] full information

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Address: 

City:

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Zip:

OCTOBER 14, 1967, BILLBOARD
18% More Discount Stores

CHICAGO—There are now 2,600 discount stores in the U. S., and 18 per cent increase over the 2,200 operating last year. The rate of increase in the opening of discount stores is the greatest in retailing, according to a study just completed by Audits & Surveys, Inc., a New York market research firm. The study shows that the fast-growing segments of retailing include drug outlets, taverns and bars. Food stores are in considerable decline. The number of radio and TV and music and record stores is holding steady. There are 17,374,900 retail outlets in the U. S. today, the study shows, compared with 17,733,300 in 1966. And the growth in the number of retail outlets has been kept up with population growth. The store-to-people ratio has declined to one store for every 113 persons. In 1951 there was one store for every 97 persons, one for every 110 in 1961 and one for every 112 persons last year.

While discount stores are increasing in number, so are department stores of all types, more than 5,300 to 6,160 in a year.

Concentrated

"It has been increasingly apparent for several years that the discount store is becoming more concentrated in fewer but larger outlets," said Mr. J. D. Tuttle, president of General Foods Corp.

The Audits & Surveys census is based on the method of sampling the store population of Columbia Records has all the attributes for the burgeoning "youth products" of the entertainment electronics manufacturers. The major firms are eagerly serving youth with low-cost, mobile musical merchandise, and this Columbia singles player is a unique entry. It is played by inserting the 45-rpm record in a slot. The record may be stopped during play or changed during play by pressing a reset button. At the end of a record, the unit shuts off automatically.

For youth products, color is important. The Rover is available in fire-engine red and bright-blue azurite.

Circuitry and other technical matters are also sometimes important. The Rover has a solid-state amplifier and operates on eight flashlight batteries. Weight: five pounds.

Masterwork is also offering a black-leatherette carrying case for the Rover and a shoulder strap and compartment for storing records, for $2.95.

The player is packed in a self-merchandising carton for display on counters and in windows.

NEW ALLIED BOOK

CHICAGO — All basic electronic components are described and illustrated in a new publication by Allied Radio Corp. called "Encyclopedia of Electronics Components."

Priced at $1, the 112-page paperback is big pocket-size for easy reference by technicians and electronics lovers. Easy layman language is used and any special handling or installation requirement of various components is covered.

20-Year-Old Tape Industry Hits $2.1 Billion in Sales

CHICAGO—Since its birth in October of 1947, the magnetic tape recording industry has reached a growth pattern that will take its value to $2,101,000,000 in world-wide sales this year.

This is an estimate of the Ampex Corp., which takes credit for having launched the industry with its Model 200, unveiled before an audience of broadcasters in Hollywood 20 years ago next month. Ampex estimates the sale during 1967 of $550 million worth of recorder-reproducer equipment for broadcasting, mastering, duplicating, industrial use, home use, musical applications, accessories and speakers, at $30 million worth of magnetic tape for all applications; slightly over $1 billion worth of tape transports for computers; $110 million worth of video broadcast and closed-circuit videotape recorders, receivers and systems, $91 million worth of instrumentation systems, and systems for laboratory and mobile use and several million dollars worth of videoeic document filing and retrieval systems.

Magnionic recording is much more than 20 years old, of course. The Danish scientist Valdemar Poulsen invented the technique in the 1900's, but the concept lay dormant for decades because of lack of parallel electronic development for amplifying sound.

It was the World War II government of Germany which prodded the state of the art forward, utilizing the skillful engineering models for propaganda broadcasts. These were the recording machines, and the recordings of Nazi leaders, including Hitler, were sometimes represented as the men themselves, so realistic was the sound.

Several of these engineering models were retrieved after the War and brought to the U. S. They contributed somewhat to the advance in technology which bred the tape recording industry.

ABC

Ampex' own Model 200...
MIAMI—One of Florida’s biggest vending companies has acquired the largest, jukebox and game operation in Metropolitan Miami. The acquisition of Sol Tab’s Mar-Tab Vending by Ace-Saxon of Broward, Inc., is seen as a move toward an improved storefront location and is part of a general trend toward a more streamlined, more customer-oriented operation.

Before new model.

The new 2004 Ace-Saxon Model 1240 is a 1240 selection machine, designed to meet the needs of today’s consumers. It features a large selection of music, video games, and other entertainment options. The machine is designed for both indoor and outdoor use and is made from durable materials to ensure long-lasting performance.

Two Changes

Ace-Saxon owner Mel Chasan was formerly an executive with Continental Vending Co., manufacturer and operators of the Mar-Tab machine. The Vend Co. purchased manufacturing rights to the Mar-Tab machine.

Chasen’s operation here, which grew out of an acquisition from Continental some years ago, is one of the largest cigarette vending operations in Florida. Chasan is a past president of the National Automatic Merchandising Association.

Underscoring the importance of the industry for its innovations in prevention, the Vend Co. has routes in Ocala, Daytona Beach, Fort Myers and Cocoa Beach. He is a director of the Florida Amusement and Music Association.

Commenting on the Ace-Saxon move, a leading Miami vending executive said, “To order to expand, the vendor has two choices today; to enter the institutional field or to expand on-the-street operation. But to be competitive on the street, the vendor must offer the full package of music, games and vending.”

MOA CONVENTION SHOW TO FEATURE TOP TALENT

WASHINGTON—This year’s talent line-up for the annual Music Operators of America (MOA) convention Oct. 27-29 in Chicago will set a new record, according to the meeting’s director. Recording artists include Cowills (MGM), Al Martino and Buck Owens (Capitol), Jerry Vale (Columbia), Della Reese (ABC), Boots Randolph (ABC), Nick Palmer, Rufus Lumley, Lane Carroll and Marilyn Maye (RCA); Robert Cameron, David Houston and Tandum (ABC); Cannon (Hi); Sonny Hines and Tommy Wells (Terry-Gregory); Marks Brothers and Bonnie Guitar (Dot). Phyllis Herson is stage manager. Frank York’s 15-piece orchestra, dance acts and comedians will perform.

MOA SHOW

Exhibitor Total Swells to 63

CHICAGO — An unprecedented 63 firms have reserved space for the 1967 Music Operators of America (MOA) convention and trade show of the Music Operators of America (MOA). Two exhibitors will be able to set up booths, one a Japanese firm, Taito Trading Co., Ltd., which will bring its latest jukebox to the show. The other newly signed company is Automatic Mini Machine Corp. of New York City. This company will exhibit a coin-operated jukebox.

For the first year in its 17-year history, the MOA convention will include a formal dinner as an "international" event. In addition to Taito Trading Co., three foreign firms are exhibiting as well: Ltd. (Swiss-made jukebox); Associated Coin Amusement Co. (German-made jukebox). David Rosen, Inc. (Italian-made video machines); Discomatic, Inc.

(Continued on page 83)

New Ariz. Assn. Will Fight Location Selling, Break-Ins

SCOTTSDALE, Ariz.—Music Operators of America (MOA) officials helped in the organization of the Arizona Coin Machine Operators Association last week. Plans were adopted to combat direct-to-location selling and losses from break-ins and burglaries. "The association is definitely off the ground. There’s very little skepticism about its success now," said MOA President James Toliason, Clearwater, Fl.

With Toliason were MOA executive vice-president Fred Granger, Chicago, and MOA past-president J. Harry Snow, Albuquerque, N. M.

"A number of operators told us that they already belonged to MOA and they thought this was sufficient. But in our talks we found the need for a local organization of local operators. The association is essential. It is just that some of their problems are different from those in other states," Toliason said.

The meeting was held in conjunction with the National Automatic Merchandising Association, which focuses on the vending industry for its innovations in prevention, the Vend Co. has routes in Ocala, Daytona Beach, Fort Myers and Cocoa Beach. He is a director of the Florida Amusement and Music Association.

Plan Tourney

In a situation where operators are unable to travel there are the "pop store on the corner. You can get too big, you know. Lovers of the big cigarette operators can’t afford to buy that only moves 35 packs a week. That’s still a very good stop for the smaller operator.”

More Big Firms

"I think you’ll see more and more big, national operating companies and smaller operators,” said L. K. Serban, former of Confection Specialists, Chicago, and NVA’s first president. "Once you’re established with a national chain, you can’t help but grow in line."

But Kantor, despite his far-flung operations in 50 States and such overseas areas as Guam and Puerto Rico, still thinks individual service is the key factor. "We tailor product to the local area by leaving our area men with the option of what to fill machines with.

We still have to try and sell a operation on the basis that we men in small towns heaves to take care of the

(Continued on page 84)
Will National Bulk Routes Choke Out Small Operations?

*Continued from page 79*

areas have incentives and cover more ground and do a better job. We believe in service with a capital 'S' and we're constantly hammering this into our men.

"A man has to feel he's in business for himself to work for us," said Roger Folz, who with his brother, Harold, operates one of the largest national operations. "We use commissions and contests and have our own incentive programs.

"But there will always be room for the independent operator and it's not only the larger companies who can make use of advanced business methods. The statistics are available and it's more a matter of individual interpretation.

"The bulk vending business is unique, you're dealing with intergalaxies and you have to feel your way. It's kind of like playing the piano. You just can't jump in and learn this business."

Folz Vending, as with Confection Specialties, operates all over the U.S. and has operations in Canada.

Regional Views

"It's still a small man's business," said Lee Smith, Smith-Regal of Carolina, Charlotte, N. C., who is somewhere between the local, independent operator and the huge giants like Confection Specialties and Folz Vending.

"We operate on a local and regional basis," said Smith, an NVA director and president of the Carolina Bulk Vendors Association. "We lease equipment to small operators and we distribute product. We also sell machines outright and refurbish machines. We sell whole routes and we also operate routes, so you can see we're integrated into every phase of the business.

"This is a business of diminishing returns," said Smith. "When you go out a mile to service a machine you have really gone two miles because you have to come back and service a machine out too far. It's like deploying troops, you want to form an inner circle and have shortened supply lines and work from an inside perimeter."

Another Approach

Just as Smith-Regal differs from Folz Vending and Confection Specialties, another national giant, Reed Gum & Machine Co., Akron, N. Y., has still another approach. "Our position as a national operating company is probably unique," said Vice-President John H. Fry.

"We specialize," he said, in characterizing the 50-year-old firm, now operating all over the U.S., in Canada and many South American countries. "First of all, we're not only in the business at all, we merchandise 1-cent gum exclusively. And secondly, we make our own gum and our own machines and work through service clubs such as Kiwanis, Rotary, Lions and others."

A number of independent operators agreed that Ford Gum didn't become a national operation overnight. They were frustrated by the larger national operating concerns, too. "I may be wrong," said one, "but I believe how these big companies can keep track of their operations," said Lew St. Louis operator.

"They're too spread out. You can tell by what you find in their machines. They just can't stay on top of the business and know what should be promoted in every area the way smaller vendors can."

Flexibility

"The servicing operator is much to be preferred," said Chicago attorney Don Mitchell, legal counsel for NVA, and this is the direction the larger national companies have taken. They have sufficient accounts so that they can have sufficient personnel in each area to handle these accounts.

"There are advantages and disadvantages in the large-scale operation. On the plus side, the large operations can appeal to companies such as the use of IBM equipment and they are also in a good position to use everything they buy."

"If a product proves to be a dud in one area they can shift it to another area and finally dispose of it. Somehow else can you in many cases the flexibility of the larger operator is quite an advantage."

"On the minus side you might say the large operation is relatively unable to quickly adapt to changes in any given local area and it is the independent operator who can make these changes, whether he be large or small."

Local Needs

"Each area has different tastes as to what products sell best," said H. B. Hutchinson, NVA vice-president and head of the large Atlanta distributorship under his own name. "What goes in Miami, New York, Chicago, and St. Louis doesn't go at all in other areas. This is why as much as possible you need to know your own local area and be able to service it on that basis."

"I feel this business will still revolve around the smaller, local type of operation," said Leonard Quinn, veteran owner of Confection Products, Columbus, Ohio. "You can still count all the really national firms on one hand."

"It's difficult to make decisions up at a high level and then carry them out locally. You might sell a man in one area a batch of baseball cards and then learn that this form just isn't any good there."

"A locally operated company knows what products will sell in its own area and it can gear things to its own locations on a much more individual basis than is the case with the big operation."

Plenty for All

Should smaller operators be dismayed by the sophistication of the national companies? "No," said Jack Nelson, Logan Distributor, Chicago. "I think there's room for tremendous growth in both directions. I believe the smaller companies can be helped by the larger companies."

Nelson, president of the National Bulk Vendors Distributors Association and an NVA director, said, "If the small operator wants to tie in with the chain of any big company, a lot of operators probably aren't equipped to spread out this far."

"If you have to use the smaller chains and even the larger stores in every market, especially in the growing suburban areas around the large cities. There's enough business for everybody today, whether you're talking about the large national operations or the one-man operator."

Promotion Prompts Profits

Says Gold Medal's Evans

TORONTO—"All good promotion has one prerequisite," Gold Medal Products Co. executive J. C. Evans told some 600 members of the National Association of Concessionaires at their annual meeting here, "an alert management attitude—a desire to buck conventional ideas."

"He added: "Most certainly, the success of any promotion enterprise lies in an increased profit per person (sometimes difficult to measure because it is a unit of business, not necessarily of sales alone)."" Probably you should look at profit contributions for each item you sell, or at least for each group of items. However, you can approximately unless you have facts."

Evans listed the following as key elements to successful promotions: (1) Facts on which to base your promotion. (2) A convincing presentation of the atmosphere where promotions or creative ideas can succeed. (3) Having the equipment and the trained personnel capable of carrying out the promotion. (4) Assurances that the quality is in the product. (5) The personal touch the customer does not feel that he has been "promoted."
MacMAN to Sell Tootsie Roll

OCEANSIDE, N. Y. — MacMAN Enterprises Corp., has appointed the national broker for 1-cent wrapped Tootsie Roll candy. The merchandising move was worked out with Lawrence B. Heller, national sales manager, Tootsie Roll Industries, Inc., Hoboken, N. J. and Manny Greenberg of MacMAN.

Greenberg is currently establishing distributors for the 1-cent size wrapped item which will be available this fall. The candy, being priced as a popular over-the-counter item, will vend through wrapped 1-cent machines.

Distributors now assigned by MacMAN will have the "first crack" at the new item, Greenberg said. Initial distributors and packaging of the new item will be announced soon.

Elect Roseland Again in Ariz.

PHOENIX—Gerald L. Roseland, Walling Kleppinger Service Co., has been re-elected as president of the Arizona Automatic Merchandising Council.

Other officers elected at the organization's Sept. 29-30 meeting are: Hugo Zilber, South Valley Vendors, Phoenix, vice-president and Michael C. Pirello, Flagstaff, secretary-treasurer.

BooZ-BAROMETER

BOOZ-BAROMETER—A poll of cigar vendin location owners here indicates that more smokers may be buying their cigarettes in carton sizes. While the excise tax increase went into effect Sept. 1, the extra 2-cent tax forced many vendors to increase pricing from 35 to 40 cents per pack. In most cases, 100-cent prices remain at 40 cents. An expected 25,000 machines have been pulled through costly changeover. Said one location owner, "Some machine buyers are going to the store and buying cartons."

Vending News Digest

NRI Providing Convention Buses

CHICAGO—Free bus service between the Conrad Hilton Hotel and the International Amphitheatre's Donovan's Hall, site of the National Automatic Merchandising Association's convention, will be provided by National Rejectors, Inc., a subsidiary of YMC Industries, Inc. The shuttle buses will run every 10 minutes.

Interstate Trains Management

LOS ANGELES—After a year's planning, Interstate United Corp. is beginning a management training program intended to return management personnel depleted by the coin machine industry today. The new program is being set up at the firm's Chicago headquarters and will be offered here and in Seattle. The program will include classroom training and on-the-job training.

Coming: 140-Item Vender

HOUSTON—Tenne, Inc., here will soon begin tests on a vending machine that dispenses 140 different items. Called Sromatic, the unit could vend groceries. There are cold units that could be used to vend frozen foods. Objects measuring up to a maximum of 11 inches may be issued. The machine is manufactured by a German firm, Acker Verkaufsautomaten. Price of the machine is expected to be between $3,000 and $5,000. Tennex says its manufacturing and marketing rights to the machine in the U.S. and Canada.

NAMA State Council Meet Oct. 27

CHICAGO—The annual pre-convention meeting of the National Automatic Merchandising state council presidents and officers will be held Friday, Oct. 27, at 2 p.m. in the Waldorf Room on the third floor of the Conrad Hilton Hotel, Chicago. This year's meeting is planned as a workshop on council problems.

July Cigarette Shipments Up

WASHINGTON—In July, cigarette shipments rose to 41,376,000,000, a 9.1 percent increase over July of 1966. This was reported by the Internal Revenue Service.

Burglars Cut Into Canteen Cash

ST. LOUIS—Burglars broke open the back door of Canteen Corp. office here several days ago, used one of the shop's acetylene torches to cut through the metal door into the service department and then drained $25,000 machines through the coin slots. They then dumped about $2,000 into the shop's rolling waste baskets and fled.

A Trend Toward Carton Buying

CLEVELAND—a poll of cigar vending location owners here indicates that more smokers may be buying their cigarettes in carton sizes. While the excise tax increase went into effect Sept. 1, the extra 2-cent tax forced many vendors to increase pricing from 35 to 40 cents per pack. In most cases, 100-cent prices remain at 40 cents. An expected 25,000 machines have been pulled through costly changeover. Said one location owner, "Some machine buyers are going to the store and buying cartons."

Wometco Earnings Increase 5%

MIAMI—Wometco Enterprises, Inc., reports that for the third quarter ended Sept. 9, earnings were up 5 per cent over the same 1966 period. This was for the same period was up 10 per cent over 1966.

Marlboro 100's in Flip-Top

NEW YORK—Philip Morris, Inc., has introduced Marlboro 100's in a "flip-top" box. Marlboro 100's in soft pack were introduced nationally during the first week in June.

Halloween, Yule Promotions

CHICAGO—The National Confectioners Association is involved in special candy promotions for both Halloween and Christmas. Promotional kits created and printed by the association have been distributed to 6,600 Kiwanis Clubs for the annual Share-the-Treats Halloween campaign. And, as in 1966, the organization has arranged with various magazine publishers to create Christmas candy design ideas to appear in all the magazines. The association figures, incidentally, that Christmas 1967, will see candy sales increase to 15 per cent per day over last year.

Sugar Dispenser From Avenco

MINNEAPOLIS—Avenco has in delivery a new, compact, electrically operated sugar dispenser, believed to be the first of its kind on the market. It is powered by a 1-ampere motor and power motor and may be plugged into any standard 110-volt circuit. The sugar bin holds 75 cups, enough for about 600 aver.

fing servings. The dispenser features one-hand operation and is designed primarily for use in institutional or industrial sales. For information contact Avenco, 5001 Boone Avenue North, Minneapolis, Min. 55428.

Schoenbach Co.

Manufacturers Representative

Acres & Annex Distributors

MACHINES

GREAT MONEY MAKER

ACME

ELECTRIC MACHINE

Sample: $13.75

Batteries 1.25

Basis 3.50

SMALL)

(20 cents each)

HOT

-HOT

-4c VEND ITEMS

(250 per bag)

Mini-Booze

$2.99

Los Angeles

500

San Francisco

1.75

Duluth

85

Dayton

85

Pittsburgh

85

All cities

$7,00.00*

Ho Chi Mihn

89

Singapore

89

Bali

90

Assortments

$5.50 to $7.40

5 c. VEND ITEMS

(100 per bag)

$10.00

BooZ's

$5.00

Anchorage

500

Cape Town

500

Kuala Lumpur

500

Schoenbach Co.

P. O. BOX 2758

NORTH ATLANTA, GEORGIA

Web: 326-3260.

Schoenbach Co.

Manufacturers Representative

Acrus & Annex Distributors

MACHINES

GREAT MONEY MAKER

ACME

ELECTRIC MACHINE

Sample: $13.75

Batteries 1.25

Basis 3.50

SMALL)

(20 cents each)

HOT

-HOT

-4c VEND ITEMS

(250 per bag)

Mini-Booze

$2.99

Los Angeles

500

San Francisco

1.75

Duluth

85

Dayton

85

Pittsburgh

85

All cities

$7,00.00*

Ho Chi Mihn

89

Singapore

89

Bali

90

Assortments

$5.50 to $7.40

5 c. VEND ITEMS

(100 per bag)

$10.00

BooZ's

$5.00

Anchorage

500

Cape Town

500

Kuala Lumpur

500

Schoenbach Co.

P. O. BOX 2758

NORTH ATLANTA, GEORGIA

Web: 326-3260.
Interim Coinage
Canadian Solution

QUEBEC—Canadian Minister of Finance, the Hon. Mitchell Sharp, has announced that to help prevent chaos in the nation's vending machine industry the government will issue special 10-cent and 25-cent coins during a short period until coin-machine mechanisms can be changed over to accept the nation's new pure-nickel coins.

An announcement Dec. 23, 1966, that Canadian coins, due to an acute silver shortage, would be changed to pure nickel took the Canadian coin-machine industry by surprise. The Canadian Automatic Merchandising Association (CAMA) and other industry groups urged the government to delay the changeover until slug rejectors that properly accept both the new and old coins might be perfected and installed. (Both National Rejectors and Consco have announced that they have perfected such mechanisms and are rushing them into production.)

The CAMA also petitioned the government for a subsidy to help defray the cost of changing mechanisms on all the nation's 500,000-plus machines. No word on that proposal has been handed down by the government.

The special interim coins, which will help conserve silver but at the same time work in current coin machine mechanisms, consist of half silver and half copper. The government estimates that these coins, now going into circulation, will be needed only until early 1968, when wholesale conversion of Canadian coin machines will be well underway. The new "interim" coins look just like present coins, but they are not as durable. And when they begin to wear, the coin collectors, realizing they have a rarity in their pockets, will hoard them out of circulation.

Bally Bingo's wanted
Top Price paid
write to:

American Amusement Company
15-4 Chome, Minato-cho,
Naka-ku, Yokohama, Japan

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Every Month
In Billboard

THE 1967
MOA
International
CONVENTION AND TRADE SHOW

An outstanding roster of exhibitors representing the coin-operated music and amusement games industry here and abroad.

Schedule of Events

FRIDAY, OCTOBER 27
9:00 AM—Exhibits Open
12:00 PM—Ladies Luncheon
3:00 PM—Exhibits Close
3:30 PM—MOA Seminar on Record Industry
4:45 PM—Seminar Coffee Break
5:00 PM—Seminar Continues on Amusement Games
6:00 PM—Exhibits Close

Hospitality Suites Open in Evening

SATURDAY, OCTOBER 28
9:00 AM—Exhibits Open
11:30 AM—Brunch for MOA Members and guests followed by program on self-motivation
5:00 PM—Exhibits Close

Hospitality Suites Open in Evening

SUNDAY, OCTOBER 29
10:00 AM—Exhibits Open
11:00 AM—Meetings of Regional Associations
3:00 PM—Exhibits Close
6:00 PM—Cocktail Hour
7:00 PM—Gala Banquet & Stage Show

An outstanding event each day—1) All-Industry Seminar. 2) General Membership meeting and program. 3) Gala Banquet and Show.

All Billboard Articles
Are Available as Reprints

Midway—Target Gun

A moving flying saucer, four stationary saucer targets and a flashing radar beacon, offer shocking challenges in this new gun game from Midway Mfg. Co. There are three position jacks for varying the degree of difficulty and another trio of jacks to adjust the movement of the saucer. The game is finished in bright orange, white and blue. There is a lifetime warranty on every part of the motorized drum and score reels; a 12-month warranty on all motors, and a 6-month warranty on all parts.

3 GREAT DAYS
THE 1967
MOA International
CONVENTION AND TRADE SHOW
Pick Congress Hotel, Friday—Saturday—Sunday, October 27, 28, 29

Music Operators of America, Inc.
228 North LaSalle Street • Chicago, Illinois 60601 • (312) 725-2810
lines. Harry Jacobs broke into the business on the Rock-Ola Rhythmmaster's success. In 1951, Badger Novelty Co. became sole distributor here for Rock-Ola and the S. Lionel Model Co. took over the Seeburg line.

Interestingly, in the years that followed, the only major one-off sales from their distributor have been Seeburg and Rock-Ola, the first two machines Harry Jacobs sold. La Verne

Harry Jacobs the business venture came when he founded United Sales in suburban West Allis. The year was 1918, soon after he had left his post at Badger Novelty Co. He and office girl, Verne Kyberg, both quit their jobs on the same day. No coincidence; the two were wed shortly afterward.

The first coin machine that Harry Jacobs put on the location was a $10 used pistol novelty counter game. The first week's receipts: $22.50 in pennies.

"That did it. I decided I was really going into the coin machine business to stay. So I bought some more machines.

In 1918, the city of West Allis relaxed its restrictions and let down the ball games. Harry Jacobs bought several 5-ball pin games and found locations for them. Business proved good. Every few weeks he drove downtown to Chico, bought several machines, ploughed his route receipts into fresh equipment.

In 1940, the company name became United Coin Machine Co., and the final switch to United, Inc., was made official in 1944. By that time the firm had transferred many of its jobs to another, much roomier location on Milwaukee's West Side.

Several more expansion moves were in the offing before settling in the present spot in Milwaukee's inner city. Plans are now being drawn for another to accommodate the expansion, according to Harry Jacobs.

"Jobbing"

As an operator, Harry Jacobs promptly saw the opportunities that existed in used equipment jobbing. It wasn't long before he was buying used machines and selling them to other operators at a markup. Also, the used equipment business while working for Badger Novelty Co. Bill Prentis, company owner, was highly interested in handling the used equipment and even if an operator would unload his old machines, they would come to Jacobs to take care of the trade-in deals. Later, as an operator on his own, he knew that it was a sure step up to new, more costly machines, and even veterans in this field have to unload their old machines. Becoming a coin jobbing had become a major element in his business.

The next step, in 1947, proved vital for the steadily growing business. It was the year that Harry Jacobs Sr. came on board. A top-notch insurance man, Harry Jacobs Sr. left a long and distinguished sales supervisory job with Prudential Insurance Co. to join his son's organization. For eight productive years until his death at the age of 68, Harry Sr. made strong impact on the firm. He adapted exceptionally well to a field of work entirely new to him. His death in June of 1965 was mourned by many coin machine industry friends.

Wurlitzer

United, Inc., joined Wurlitzer in 1949, shortly before the model 1100 made its debut.

"At one time," says Harry Jacobs, "we represented a total of 12 music and amusement lines. It was the fashion among distributors. Today, however, you can only do a good job as a distributor with three, perhaps four lines at a time.

Among the lines United, Inc., at one time or another has carried, are United, Inc., Exclusive Supply and ABT Manufacturing. When television hit the market, Jacobs became a distributor here for Du Mont and Olympia.

"These were the early days when TV was mainly sold as a gimmick to bring people into taverns. Only a handful of TV sets were in private homes. We installed sets in quite a few tavern locations. But we found ourselves with too large an inventory and decided to get out."

Background music, in vogue for a while among operators here, received considerable attention at United, Inc. The firm still controls several quality background music installations. But Harry Jacobs' enthusiasm over leasing, hidden music as part of the coinman's domain has definitely waned.

United, Inc., has also scored considerable sales with games. It is the exclusive distributor in this area for Americus, Superior, Hailmar and Share the Valley pool table line here with another manufacturer.

"Vending"

Vending equipment distributing has been a part of his business for some time but without the degree of success attained via music and games.

H ints Harry Jacobs: "We've got only a few eggs in one basket. We've got the fire right now, particularly in the vending field. After the NAMA and MOA shows, however, a few announcements may be in order."

In the coming year, Harry Jacobs' chief goal will be to attain a big increase in Wurlitzer music equipment sales in the Milwaukee market.

"Although we have always exceeded our annual Wurlitzer sales quotas, 90 percent of our volume has been to operators outside of Milwaukee. After the first of the year we will begin an intensive drive to boost Wurlitzer penetration in the metropolitan Milwaukee market to a more realistic figure."

How will it be done?

"By promoting our new Wurlitzer locations to as well as operators. This drive will feature a mail campaign direct to location with brochures illustrating the beauty and performance of Wurlitzer jukeboxes.

Jacobs plans to "seed" the jukebox market by first contacting location owners marks a fresh and militant approach for the veteran Wurlitzer distributor.

"If our operators won't solicit locations to put in Wurlitzers, we will. All of the younger distributors in the business feel this way now. While waiting patiently for operators to decide to buy new equipment we can do it."

Which leads directly into Harry Jacobs' philosophy which has translated his machine as a coin machine distributor: "A distributor without a route operation is left without a backbone. An operation gives a distributor credibility. This is a big word in every business. It develops respect, not fear, among the operators in your territory. Once you can see that you are doing well with the new equipment they will want to copy you."

According to Harry Jacobs, his firm purposely divested itself of all its music and amusement locations for a period of 10 years... "and those were lean years."

"In 1946 we had an operation of 146 pieces. I thought it would be more fair to our customers.
A 50th...No, 30th...No, 20th Birthday for United Distributors

**Continued from page 83**

We sold it to other operators in the territory. It is a decade of "sweeting it out," Jacobs admits before he decided to resume operating and to put United, Inc., on a par with other distributors in this market.

"One day an operator walked into my office and said, 'I'm leaving the business.' So we had to take over his route. Since then we have been operating some equipment.

The difference in markup isn't that favorable. Today, it is a necessity for distributors to get their equipment seen in use out in the field, creating a demand among operators. Before, we re-established our routes, operators often told us bluntly that they never saw Wurlitzers out on location. They can't make that claim manager, Marge Grabish, who has been a veteran, states, "That's why most of the big operators are thrashed, sharp buying, and the smaller distributors make $100 on a unit that's a lot.

Through the years United, Inc., has garnered a reputation for being a top sales distributor. In 1954 the firm enjoyed one of its peak years in Wurlitzer sales. The slump in sales was in part attributed to the firm's "Changing of the Guard at the Showroom on Wheels." This one and one-half ton utility Chevrolet van carried five new Wurlitzers each Monday morning out in the State territory. The salesman-driver returned after a few days later with a lot of trade-in equipment he sold out of new Wurlitzers.

Hardy, who was in charge of the Wurlitzer names boldy emblazoned on the side panels, the mobile showroom. He used to work all over the State of Wisconsin and the Upper Michigan. It's beneficial effects were long lasting.

"That 'showroom on wheels' taught us a valuable lesson," Harry Jacobs claims. "Dealing with our dealers as a personal, one-at-a-time basis helped create enduring, warm business relationships. Many of our best operators are the ones who were first contacted over a decade ago by that big white traveling showroom.

United, Inc.'s present location, 1907 N. 3d Street, is in Milwaukee's inner core area. This section was hard hit last summer during the racial disturbances. All of the big plate glass windows in front of the showroom and office were broken during the riots.

**Kenneth Glenn Dies**

MINNEAPOLIS—Kenneth C. Glenn, president and general manager of K.C. Sales & Services Inc., died last week. Glenn was married to Michael B. Glenn, a former president of the firm, who operated his own route and had been associated with various distributors for the past 35 years. K.C. Sales is the outlet for Chicago Coin and Irving Kays.

"We have been thinking of moving for some time," seconded Harry Jacobs. "The recent riots were not the deciding factor. But to be frank, the unrest hasn't encouraged us to move here, either.

Participation in local and State trade associations has always marked Harry Jacobs' three decades in this industry. He served a term as secretary of the Milwaukee Amusement Operators Association and has been a member of the Music Operators of America (MOA) since that group's inception.

The value of a staff capable of accepting full responsibility was evidenced this summer at United, Inc., when Harry Jacobs' physician prescribed a rest long at home. During his two and a half months of enforced layoff away from the office, the front office functioned smoothly under the combined guidance of son-in-law, Russ Cowens, the general manager, and Paul Jacobs, Harry's son.

They were aided by a quartet of trained personnel, service manager, Neil Cappelli, salesman, Joe Krentz, all around man, Willie Litsey, and office, our best operators are the ones who were first contacted over a decade ago by that big white traveling showroom.

United, Inc.'s present location, 1907 N. 3d Street, is in Milwaukee's inner core area. This section was hard hit last summer during the racial disturbances. All of the big plate glass windows in front of the showroom and office were broken during the riots.

**New Equipment**

**Continued from page 79**

at each other's throats, it is 

the scene of a problem 
such as direct selling to loca-
tion or break-ins. We learned that over 20 percent of the locations here own own equipment and that the losses from break-ins are very high.

"When we left we were sure that there was a definite feeling the organization could become a reality. For one thing, they are now planning a billboards tourna-
ment in Phoenix. This tourna-
ment will be held only in lo-
ocations where operators own the equipment. There is also a plan to promote an occupational li-
ence to cover operators as an-
other way to combat the loca-
tion-ownership problem," Toli-

santi said.

The association voted to elect an already named temporary 
state of officers. They are presi-
dent, Ben Spalding; vice-presi-
dent, Bill Watts; secretary-

treasurer, Sam Robinson, direc-

MOA's Big Show

Munves Corp., National Shuffl-
board, The Northwestern Corp., Sutra Import Corp., U.S. Billi-
ards, United Billiards, Valley and Williams.

Exhibits featuring services and allied lines were on exhibit at Banks Life Co., Frid, Inc., Cinemasonic Sound Corp., D&M Industries, Inc., Dynaball, Inc., Coin Institute of Coin Operation Logan Vending, Inc., Linen Asso-
ciates, Inc., Mutual of Omaha, National Coin Ma-
lage, Inc., M. E. D. 
Inc., Record Source Interna-
tional, Star Vending Corp., Spinda 
Insurance Agency, Steri-

ting Corp. Co., and 

Wico Corp.

Nearly every firm has in-
formed Billboard that it will have a new machine or new 
merchandise on exhibit.

Billboard will carry on an-
other tradition of the annual 
coin machine convention, pro-
viding convention floor paging and message service at the large show booth.

DEXTERTY WITH CHOPSTICKS is displayed by, from left, Ed Doris, executive vice-president, Rock-Ola Manufacturing Corp.; Robert Nims, A.M.A. Distributors, New Orleans, and Mrs. William Patten, Modesto, Calif. The scene is Tokyo, where touring Rock-Ola distributors were hosted by David Rosen, managing director of Sega Enterprises.

October 14, 1967, Billboard
Distribution Today

Three more key distributors speak out this week. To permit more distributor participation, we will present a fourth installment next week.

George Murakka
Vice-President
Simon Distributing Co.
Los Angeles, Calif.

We at Simon Distributing Co. feel we have built our success on service, dependability, quality, and, above all, pride. Our customers are treated with dignity and respect at all times. We have pride in the quality of our equipment and in our service to them.

Courtesies and helpfulness to every customer, whether operator or service mechanic, is shown at all times. We are in business to serve our customers in any capacity we can, from technical service to problem installations.

One of our biggest problems in the Los Angeles area is a shortage of good, trained and reliable service technicians. The turnover in this field is hard to believe, as trying to locate competent men seems to be a growing problem among the distributors as well as the operators.

We are finding that export trends are slowly changing to other areas. Foreign customers are requesting newer and later models of equipment and are also finding new territories opening up for export of phonographs and games.

With the high cost of freight and duty, many areas can only afford the older machines, which is causing a problem in cost of repair. Replacement parts are very difficult to find. In some instances we decline orders because we feel it is poor policy to ship machines we cannot stand behind.

Operators will benefit indirectly from the export of older machines for they will then find open channels for upgrading their equipment with newer models. This, of course, will result in fewer service problems, more satisfied customers and greater revenue.

We see in the near future a greater number of foreign machines entering the American market. Already imports are being received from many foreign countries. This will be a shot in the arm to this industry. It will give the operator and the location more selectivity in the choice of equipment.

We are now handling what we consider to be the most revolutionary coin-operated phonographs to come along in some time. I am referring to the NSM Control A. This phonograph is designed by some of Germany's top engineers. Some of the features on this machine are being introduced into the industry for the first time.

The concept of simplicity has been interjected throughout this phonograph. All components are the "plug in" type and many of the unnecessary switches, contacts and relays have been eliminated. It has been tested extensively and found to be one of the most trouble-free machines on the market, today.

This machine's new design in cabinetry has opened new doors. Many locations that never wanted a "jukebox" are eliminating their background music systems and taking this advanced design not only to provide music to their patrons but to richly enhance the decor of their locations.

We have had many compliments from operators on the beauty and design of the new machine. At an example, at the newly constructed, $11 million Greyhound Bus Terminal here, they elected not to have any jukeboxes. After seeing this phonograph, they installed three in various rooms for the convenience of the passengers. They are very proud of the new expanded parts department and we are in a better position to handle practically all of our customer's requests.

We carry a large variety of essential parts for phonographs plus an extensive inventory of game parts. We therefore consider ourselves a "one stop" with respect to parts and supplies needed by operators and other distributors.

Marvin Stein
President
Eastern Music Systems Corp.
Philadelphia

PERSONAL BUSINESS PHILOSOPHY. The desire and need to create profits for one's company must dominate any businessman's philosophy. However, if this is his only goal, not only will success be an elusive objective, he will have missed the daily give and take that a more comprehensive goal can bring about. A distributor's primary function is to help build successful customers, and thus automatically fulfilling his own duty, representing and selling his factory's products.

HOW DISTRIBUTION IS CHANGING

(A) Thirty-five years ago, a fledgling, just-developed coin-operated machine industry created "order-takers," distributors serving new customers daily with the assurance always of another customer tomorrow. This has changed markedly. Today's customers are fewer, far larger in size, and are attracted only by highly skilled marketing and merchandising practices.

(B) The financing of the Thirties and even the Forties, when $39.50 games and $200 phonographs prevailed, has given way to long-term financing of high-cost items, education of operators as to "cash flow," "depreciation," "investment credit," and the like. A distribution office today must have available for his accounts in addition to sales and service, people who can aid in financing with future growth in mind, provide tax and accounting advice and legal advice for contracts and loans and, above all, the avenues

New Catalog by Cleveland Coin

CLEVELAND — Cleveland Coin International has brought out a new catalog for international distribution.

Company executive Vice-President David H. Liebling, who heads the sales division, said the new catalog is the most comprehensive of its type "that has ever been utilized by the used equipment market."

The price book covers the entire coin-operated equipment field from kiddie rides to full line video games.

Along with the new catalog, Cleveland Coin has introduced a new export price bulletin key catalog. The prices are for foreign importers.

International operators desiring a copy of the new catalog may write Cleveland Coin International, 2025 Prospect Ave., Cleveland, Ohio 44115, U. S. A.

New Hermitage Memphians Office

NASHVILLE — Hermitage Music Co. here is opening a new office at 746 Gallaway in Memphis, Tenn. Hermitage president, William Bracey said that this is the second new office opened by the firm this year. The other is at 1631 1st Avenue, North Birmingham, Ala.

Hermitage is also completing construction of a 6,000 square foot warehouse addition to its operation at 469 Chestnut Street here.

International News Reports — Fast Issue
Every Month

Gottlieb's
1140-50 N. Kostner Avenue
Chicago, Illinois 60651

October 14, 1967, Billboard
In Milwaukee, Business as Usual

By BENN OLLMAN

CHICAGO — United Billiards will show a new pool table at the Music Operators of America Oct. 27-29 trade show here. The table is for "buy-back" halls that have been inadvertently pocketed (scratch shots). The last two balls that accumulate below the table will be the selling points each.

Fred Daddis, president of the New Jersey firm, said here last week that United Billiards is working on a succession of six other non-pool amusement games. Nice 'N Easy, a combination of billiards and tennis, is under development. Using a 3-inch ball, will be introduced first.

FRED SIPIORA, left, president of Singer One-Stop, Chicago, is congratulated by the directors of America (MOA) executive vice-president Joe Murphy on his support of the national jukebox operators trade association through active membership. The MOA is currently in a drive to enlist pool table members. One-stop sellers will get special benefits, such as the one distributor is wearing, at the Oct. 27-29 show at the Flo-Congress Hotel in Chicago.

through which the operator can obtain high lines of credit at low rates.

(C) With the sophistication of today's equipment, the "bannister and chewing gum" days of service are gone, according to the substantial number of electronic specialists, sound engineers, and first-class operators who have been involved in the field service problems is lost. These same specialists are capable of conducting schools and training new employees the mechanics of the complex problems a street serviceman faces today.

THE DISTRIBUTOR'S ROLE IN DIVERSIFICATION: Despite the magic word heard in business today from the billion dollar firms to the "Momma and Papa" stores, is perhaps one of the most significant. In our industry, the entering of music-game into the vending, coin-op, and arcades, is a natural.

If handled properly, it can be beneficial to all concerned as long as it is thoroughly thought out and never viewed as an instant cure all. The operator or vendor must ask himself the following questions:

1. Am I adequately capitalized?
2. Do I have, or can I obtain, the knowledge for this new business?
3. Do I have, or can I obtain, the required qualified help?
4. Am I prepared to work at this new venture with the same efforts I gave to starting my present successful business? If yes, a distributor should never encourage this type of diversification to an already sick account.

If these questions can be answered affirmatively, the distributor can advise the account, impart his knowledge as to profitable operations, necessary gross and the proper equipment.

CURRENT PROBLEMS: The distributor, the operator/ vendor and businessmen in general face the problem of rising volume with reduced profit percentages due to discriminatory territories and regulations in the cost of doing business. The operator has a way out, which I will outline in my closing remarks. These solutions are not as readily available to a distributor. Therefore, the distributor must use all available techniques and practices to improve more efficiently at reduced costs, even though it requires large investments in modern equipment.

He must impress these ideas to the clients and record keeping services and thereby reduce into labor costs. He must then pass these ideas along to his men as to efficiency and be realistic in the service he provides.

The distributor must diversify as much as possible. However, he must ask himself the same questions the operator asked himself. In addition to diversification in the three main fields of music, amusement, and vending, he must look into "One-Stop" departments, coin service departments, background music and the selling of many and products available.

He must try to educate his music-game customer to handle his loans in a businesslike, bankable manner. Every week, when the customer is forced to subscribe his customer loans, he reduces his cash flow, which, if not minimized and controlled, can affect the operator through higher payments and lost sales for the short term and in the long run can turn a successful operation into a sick, unsalable account.

Of course, the distributor faces the industryold problems of the inability to hire trained service personnel, further complicated by the labor shortage, age and the fact that in the music-game and street cigarette fields, young men are becoming less willing to become route men or service men and face some of the problems and dangers that are of recent origin.

TRENDS IN EXPERT: The increasing demand for music and games with an ever-changing price, the opening of new markets and the sophistication of the foreign buyer, require the distributor to have a specialist in this field or to deal through and monitor. If he is going to supply either medium, he must always ship equipment in the condition it's ordered, never trying to take advantage of a distributor's dissatisfaction.

WHAT AHEAD IN DISTRIBUTION? With music and games gaining increasing importance to the role of being a distribu-

t (as outlined in the previous paragraphs), the distributor will be called upon to provide more financing, more business advice. He will have to carry in his inventory, new products and coin cabinets and reconditioned used equipment, and, above all, provide the methods and service people to solve problems by the use of qualified service people in the field, and the improvement of electronic equipment needed to keep the present and undreamed-of future innovations in our game growth, needs.

IMPORTANT FACTS FOR OPERATORS: In addition to all of the mutual problems outlined...
S. D. Assn. Prepares To Fight Tax Problem

PEERIE, S. D.—The possibility of cigarettes being brought under the 3 cents per sales tax is being moved to relieve the group's members of the Music & Vending Association of South Dakota, which met here last week. Over 35 members attended the two-day gathering and moved to relieve the group's regular legal counsel, participated in four separate roundtable seminars and formulated plans for next year.

John Trucano, Deadwood operator and an officer of the Music Operators of America (MOA), outlined the accomplishments of the national organization and urged members to attend the MOA Oct. 27-29 convention in Chicago.

Cigarette Problems

Robert Rider, of the Pierre law firm of Stephen & Hofer, the South Dakota association's attorney for the past nine years, explained the background of current legislative matters and told how a move to repeal the State's fair trade law had been beaten by the current session. The law, staying in effect, prevents price-footballing of cigarettes by discount firms and oil stations.

Rider said that cigarettes and liquor might be included in the coverage of the State's 3 per cent sales tax. Operators are now subject to an 8-cent tobacco tax on cigarettes but tobacco is not included in items covered by sales tax.

Cigarettes were the object of much discussion during the vending seminar in which operators discussed the pros and cons of converting machines to 100mm length capacity. "In general," the association Secretary-Treasurer Earl Porter, Mitchell, operators are proceeding slowly on conversions. The longer cigarettes have not taken off here as yet," Porter indicated that vending pricing on cigarettes in the State was stabilizing now at the 40-cent price. "Scene are converting machines for 100mm's are raising the price on the long cigarettes to 45 cents," Porter said.

In addition to the seminar on vending, others were held on background music, jukeboxes and amusement games. Scrugg's Jack Mulford, in addition, held a school session on Williams games. The association chose Rapid City as its next meeting site, with a date tentatively set for the end of January 1969. Co-hosts will be Rushmore Amusement Co. and Rushmore vending Co., both separate firms. An election of officers will be held at this meeting.
Why do we call it the "Music Merchant?"
Because it's the only juke box with built-in features guaranteed to merchandise music. Here's the Rowe AMI Dollar Bill Acceptor... the super music merchandiser that really pulls in the money.

Because this dazzling, eye-catching Rowe AMI "Change-A-Scene" makes the Music Merchant the center of attention in any location.

Because it talks right up and sells music... Rowe AMI's exclusive "Play-Me" Records invite the customer over to play at any time of the night or day. And I love listening to that great patented Stereo Round sound.

And don't forget... it's got an up-to-date "PhonoVue" audio-visual adaptor. Any questions?

Rowe MANUFACTURING
75 Troy Hills Road, Whippany, New Jersey 07981
POPMILLER

1. THE COWSILLS
3BC 4 409 (M); 5E 4496 (S)

The album has more than its share of new material, but none of it is in any way inferior to the group's previous efforts. The Cowsills have a way of making even the simplest songs sound fresh and new. This is an excellent introduction to the group's unique style of music.

2. BUCATACIO

Walter Wanderley, Verve V 1908 (M); V 1906 (S)

Bucataci is a Brazilian singer and pianist who has been active in the music industry for many years. His sound is a blend of Brazilian jazz and classical music, and his compositions are often characterized by complex harmonies and intricate rhythms. This album features some of his most popular songs, as well as a few new compositions. Overall, it is a great introduction to this talented musician.

3. THE CYCLE-DELIC SOUNDS OF DAVID ALLAN & THE ARROWS

Tawer T 5204 (M); T 5204 (S)

The Arrows keep the motor running in top gear for this latest selection of driving, danceable, and energetic rock songs. "It's Only Love," "House of the Rising Sun," and "Baby, I Love You" are just a few of the highlights on this album.

4. NERO-ING ON THE HITS

Peter Nero. LPS 3971 (M); LSP 3971 (S)

Peter Nero is a renowned flutist and bandleader, and this album features some of his most popular songs. His flute playing is beautifully melodic, and the arrangements are top-notch. This is a great album for anyone who loves classic jazz and big band music.

5. THE CANDYMAN

ABC AS 616 (M); ABC AS 616 (S)

With the Candymen rapping up popularity throughout the country, this album is certain to be a hit. The songs on this album are a mix of classic rock, funk, and soul, and the production is clean and crisp. Overall, it's a great addition to any music collection.

6. THE SCHOOL OF SMILES

Golden Slumbers, MCA 3401 (M); MCA 3401 (S)

This album features some of the best music from the School of Smiles, a band that has been making a name for itself in the local music scene. The songs on this album are catchy and fun, and the group has a great energy on stage. Overall, it's a great album for anyone who loves upbeat, feel-good music.

7. CHRISTMAS SPOTLIGHT

Mike Douglas: Love Story (M); BM 26322 (S)

Mike Douglas is a talented musician and composer, and this album features some of his most popular holiday songs. The vocals are warm and inviting, and the arrangements are festive and cheerful. Overall, it's a great album for anyone who loves classic Christmas music.

8. SPECIAL SPOTLIGHT

The Sassafrass: Wildwood (M); BM 26322 (S)

The Sassafrass is a local band that has been making waves in the music scene. This album features some of their most popular songs, as well as a few new compositions. The production is top-notch, and the group has a great energy on stage. Overall, it's a great album for anyone who loves lively and fun music.