Reel Your Own’Light Show Film Unrolled

By HANK FOX

NEW YORK — The psychedelic light show, now an integral part of many on-stage rock acts, will make its bow as a consumer product via 8mm mini-films. With distribution set for June, Mind Reels, a West Coast film production company, has developed a system to reproduce the lights show on film.

Initial distribution will encompass some 2,000 poster shops throughout the nation.

Tape Pirates Get Scuttled

LOS ANGELES—Courts in California have cracked down on tape pirating by a score of CARidge duplicating firms. Capitol, A&M and Warner Bros.-7 Arts Records have won recent court decisions to prevent further illegal duplication of tapes.

Ampex brought tape pirating to the attention of 15 labels with which it has licensing agreements. Capitol Records, the first label to win an injunction against illegal duplication, won (Continued on page 55)

NEW YORK — Record sales for the first quarter of 1968 fell 19 per cent behind 1967’s similar period. According to Billboard’s Market Research (BMR) survey, the first quarter rack-up for this year came to $193 million for LPs and singles, which trailed 1967’s first quarter yield by $37 million. LP sales brought in $132 million, down $13.5 million from last year, and singles accounted for $54.4 million, down $5.5 million.

The BMR figures combine total dollar volume of over-the-counter U.S. record sales at manufacturers suggested list prices from rack-serviced outlets and non-rack outlets, representing 100 per cent of store sales, or about 75 per cent of total record sales. The survey omits only jukeboxes, record clubs and mail order.

The NMPA report also showed that the industry income per unit sales increased dramatically between 1967 and 1968, according to sales by price range. Last year, during the first quarter, only 39.1 per cent of dollars came from selling in the $4-$5.99 range, with the lower range dropping to 1.1 per cent.

The report also showed that (Continued on page 66)

NMPA Growing as Power Reflecting Industry Aims

By PAUL ACKERMAN

NEW YORK — Quietly but effectively the National Music Publishers Association (NMPA) is taking on a more dynamic stance and an image that is representative of the total music industry. One indication of this is the organization’s success in Nashville, a music center second only to this one. In the last 18 months, NMPA has been able to secure as members the cream of the Nashville publishing fraternity. These members include Acuff-Rose, Tree Music, Cedarwood Music,光纤 Music, Tuckahoe Music, Moss-Rose and New Key. In addition, Weslay, resigned at Acuff-Rose, is on the NMPA board.

Leonard Feist, NMPA executive secretary, says the trade organization’s new look may be attributed to its top management and its board. Sal Charniak, president and a vice-president of RCA, and Leon Brott, owners of Shapiro-Bernstein, and others in addition to Feist, are fashioning the NMPA in the image of the modern music business. Feist stated: NMPA will involve it (Continued on page 66)

Cap. Into EDP Distribution

By BRUCE WEBER

LOS ANGELES—In an effort to speed service and improve customer relations, Capitol Records has computerized its distribution operation.

The new program, which began in May in Los Angeles, will be implemented in Capitol’s nine distribution centers in the U.S., with the program getting underway in Seattle within 30 days.

The program provides improved ordering and receiving, faster service and gives data on albums to rack jobbers, one-stops and dealers, said Bruce D. Becker, vice-president of operations for Capitol. (Continued on page 66)

Studio Bands Jazz Up Jazz

By ELOI TIEGEL

LOS ANGELES—Rehearsal bands are exerting a strong influence in keeping jazz music before the public.

Significantly, the major activity in New York, which has reared four studio rehearsal bands, two of which have won recording contracts. The most widely known rehearsal band is the three-year-old Thad Jones-Mel Lewis group, which records for Solid State, the United Artists jazz line. New to the record market is the Duke Pearson band, which Blue Note has accepted. Still to find a recording home is the Howard McGhee 16-piece “Jazz Ministry Band,” and a Clark Terry band, although Terry cuts for Impulse.

On the West Coast, Gerald (Continued on page 66)

AMEERICA'S MOST CONSISTENT COUNTRY MONEY MAKER

GEORGE JONES

Copyrighted material
Is it too late for us all?

NINA SIMONE'S deeply emotional tribute to Martin Luther King was recorded in concert at the Westbury Music Fair, just 48 hours after the assassination.

"WHY? (The King of Love Is Dead)"

#9532
Paramount to Buy The Stax Complex

NEW YORK — Stax Records, which split with Atlantic Records last week, will be acquired by Paramount Pictures and their affiliated companies including East Publishing Co., is reported to be basically a stock deal but the amount of stock was not disclosed.

Jim Stewart, president of Stax, and Al Bell, vice-president, who have run Stax/Volt records company reporting directly to Arnold D. Bark, Paramount’s president in charge of music operations. Stax is currently based in Memphis, but Bark pointed out that they would be moving to New York City, and it’s other disk label, Dot Records, which are based on the coast. Bark also indicated that there would probably be an integration of some function between Stax and Dot.

Bark added that no changes in the distribution setup of Stax is contemplated and that Stax would continue to be handled independently by independent distributors.

Bark also indicated that the acquisition of Stax is part of Gulf & Western’s diversification into the record/music field and that the company is looking into being eyed for possibilities of expansion.

The Stax/Volt artists roster includes Carla Thomas, Booker T. & MG’s, Eddie Floyd, The Mar-Keys, the Bar-kays, East Publishing’s copyrights includes “Respect,” “Green Onion,” “Hip Hug Her” and “Sitting on the Dock of the Bay.”

In addition to Dot, the music division of Paramount headed by Burk, includes Famous Music and Paramount Music and their affiliated publishing companies, and encompass the music publishers, the Stax/Volt Pictures’ feature film and TV and marketing activities.

Newsmash Band to Dot

Nesmith Band to Dot Giant LP Push Set

LOS ANGELES — Dot has acquired Mike Nesmith’s 57-piece rock ’n’ roll orchestra and on the date of its acquisition, the most expensive merchandising campaign for any one of the Monkees Colgems group.

Nesmith himself conceived, wrote, produced and financed the initial recording session here several weeks ago. He has been hawking the LP to a number of labels. Dot’s Dick Peck offered the best deal.

Nesmith’s orchestra is called the Wichita Whistle Train. The first chart hit is “The Wichita Whistle Whines.” The musical concept provides Dot with a band that can turn out new serious music rock vein. The LP, titled “The Wichita Whistle,” is based on a blending of rock music and big swing bands.

At the core of the album is a contemporary sound, played by five strings augmented and a large number of studio jazz players.

Albums sold in the public will not have any bands, but disk jockey copies will have track announcing. It’s a way to over-dubbing, Nesmith said, because he sought a “live” sound.

Battle of Bands to Swing June 20-21

NEW YORK — The finals of the second annual Battle of the Bands to be held at the St. Regis Pier in Atlantic City, June 20-21. The top three bands will divide more than $50,000 in cash. The best musicians, record companies, record companies and personal appearances. Sponsors included some of the capital cities across the country, the contest features finals from 800 Contemporary Music groups in regional finals.

Lear Jet Industries & AVSCO Merge

BILL WILLIAMS HAS CORONARY

NASHVILLE—Bill Williams, Billboard’s news editor here, is recovering slowly from a heart attack suffered Sunday (5). He is recovering at his home, 21/22 Brookview Drive, Donelson, Tenn.

NATRA & Atlantic Will King Cash; Motown Benefit Hits 100G

NEW YORK — The National Association of Television and Radio Artists (NATRA) and Atlantic Records will present a “Soul Together” at Madison Square Garden for the Martin Luther King Memorial Summer Program for Underprivileged Children.

The “Soul Together” show will feature Aretha Franklin, the Rascals, Sam & Dave, Joe Tex and Sonny & Cher will be encased by disc jockeys from radio stations in the New York area. All of the stars and every other connected with the show will be on hand to contribute their services for this event.

It is anticipated that a total of $100,000 will be raised. Of the total, $200,000 will go to Martin Luther King’s General Fund and one-third to NATRA. Tickets for the affair will be priced from $4 to $12.50. One thousand tickets will be set aside for fans of the King who are not able to attend the benefit.

NATRA’s summer program is aimed at the black youth in the ghetto area and is designed to encourage their careers. The Pres- ident’s Youth Opportunity program for the summer.

ATLANTA—Berry Gordy Jr., president of Motown Records, has announced that the group will release the “Gangquake’s” promotion campaign. The concert, which was advertised locally and nationally, has been garnering a steady increase in audience attendance.

At the concert, four of the eight groups which were involved in the label’s “Gangquake” promotion campaign will perform. The groups include: The Four Tops, The Temptations, The Grass Roots and The Fifth Dimension.

Tickets for the concert were made available through radio stations, and were first come, first serve basis.

K-K Acquires Kahn University Staff

NEW YORK — K-Katz Associates has acquired the staff of Kahn University, a division of Kahn University, for $500,000, in cash. The group includes Joe and Betsy Katz, who head the group, and written and produced best-sellers, for Tommy James and the Shondells.

K-Katz-Katz currently have three projects underway, “Take a Giant Step” by the 1910 Fruitgum Company, “You’re the Top” by the Ohio Express and “Mony Mony” by Tommy James and the Shondells.

Also joining K-Katz are Aretha Franklin and Stevie Wonder, Gladys Knight and the Pips, Chuck Jackson and Yvonne Fair, Gordyfooted the deal.

In addition to the Motown artists, Mrs. King and Father James also attended. The King’s speech addressed the rally. Before the audience were to the recording artists, together with Mrs. King, unveiled a plaque marking the site of Dr. King’s birthplace.

King’s Death Sparks A Package by Chess

CHICAGO—Chess Producing Corp. is releasing a package named “A Salute to Dr. Luther King Jr.” The package, “Let Us All Get Together,” features Ben Branch, the last person to speak to King. The package will be released simultaneously in 8-track tape cartridge form and will be accompanied by a double album. King’s release is also planned.

Branch is leader of the Operation Breadbasket Orches- tration which, along with the 20th Century Charity Choir, perform on the album. The orchestra is affiliated with the Southern Christian Leadership Conference (SCLS) and will in part feature the members of King’s murder. TV appearances by the album’s performing group are also the subject.

Branch is associated with Lydia & Hedy in the organ department, who have been performing for three years has been under contract with King to perform at his funeral. King turned to Branch and requested the orchestra to perform “Take Me Home” at the funeral. “Take My Hand” at that night’s rally.

Royalties from the set will be donated to SCLC. Rev. Jesse Jackson, religious director of

Kisricher Channeling Archies To a TV-Disk Launching Pad

NEW YORK — Don Kisricher is planning a new venture in the TV-birded group for the recording industry. The group involved in the TV-disk launching pad of the past three years ago, is now involved with Filmation and publisher John In addition to the Rainbow children’s group, including the Rev. Jesse Jackson, religious director of Archies, which has been created from a model of the Archie TV series. The series is also being shown on CBS-TV in the fall.

The new group will be released on Calen-Record, a subsidiary of K-Katz.

Stepwen Tour to Accent Single

LOS ANGELES — Steppenwolf, Dullrich, Records, are coming back from the UK to open a concert tour and promotional appearances to promote new single, “Born to Be Wild.”

The tour’s initial national appearance, includes a three-day engagement at Cafe in Cleveland, Wednesday through Friday. The concert at the Chase Hotel was to be followed by a concert at the 2nd Annual TV-City’s TV Variety Show Tuesday (14). Joe Gorga and will be subtitled "The Night Show." Steppenwolf will be appearing on the show’s first airing.

Also appearing on the show will be Talullah Bankhead and Soupy Sales.
Andy's new album sounds beautiful. Just look at what's in it.

HONEY
ANDY WILLIAMS
LOVE IS BLUE
UP, UP AND AWAY
WINDY
THIS IS MY SONG
BY THE TIME
I GET TO PHOENIX
SPooky
THE IMPOSSIBLE DREAM
THEME FROM
"VALLEY OF THE DOLLS"
OUR LAST GOODBYE
SCARBOROUGH FAIR/
CANTICLE

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

Andy Williams. On Columbia Records.
NEW YORK—Roulette Records and Major-Minor Records in London have concluded a joint publishing and overseas distribution agreement. The arrangement, worked out by Morris Levy, Roulette president, and Philip Solomon, Major-Minor president, includes partnerships in three international music publishing companies and the establishment of the Roulette logo in the United Kingdom.

Highlights of the agreement include: 1) Solomon's purchase of 50 percent of Planetary-Nom London Ltd., Roulette's U.K. music publishing branch. The publishing firm will maintain its own offices in London and general manager Andrew Heath will report directly to Solomon. 2) Roulette has purchased 50 percent of Bernice Music and Pioneer Music, both owned by Solomon, whose offices are in the U.S. This portion of the agreement goes into effect immediately. 3) The cross-purchasing of the two logos is the first step in a program initiated by Levy to "make available to Planetary music copyrights for representation and promotion in the U.S. and overseas. London is the hub of overseas publishing and effective representation is only possible with its participation in our program. We have found that representation with Philip Solomon and his staff is going to be the key to this program. We have found there's a solid flow of material back from England. 4) The publishing-distribution agreement will allow Roulette, under the banner of Planetary-Nom Ltd., to purchase masters in the U.S. for release, distribution and promotion. The same process will apply to an arrangement between Planetary-Nom Ltd. and London based in Jan. 1, 1969, Roulette will have its own logo in the U.K. and enjoy exclusive release and distribution rights in the U.K. The agreement is binding on all future releases of the Roulette logo. 5) The British subsidiary of Radio Caroline, the owner of the new 200,000 watt Radio Life of London, will become the first independent off the coast of England that has been used. Norman Kurti, Roulette's legal counsel and director of international business, has handled the negotiations between Roulette and Major-Minor.

MacDermott Cuts Record on Verve

NEW YORK — Galt MacDermott, the composer of "The Sound of Music," has just recorded a soundtrack of his own score in a Verve Forecast album, "Hair Pieces." MacDermott, who plays electric piano and organ on the album, also handled the arrangements. "Hair Pieces" is produced by Rick Shorter, who also produced the Pyamenes as well as Verve's "Gershwin Goes to Town." Street. Shorter and MacDermott have worked on various record projects together and have had an association over the past several years.

The original Broadway cast of "Hair" has been being released by RCA.

Cowills in Tie With Dairy Ass'n

NEW YORK — The Cowills, MGN singing family, has signed a promotional agreement with the Dairy Association. The group will appear in TV commercials, publications, radio shows and personal appearances as well as other merchandising activities to increase the public's acceptance of dairy products. The Cowills' next single on MGN will be "Indian Lake."

HIGHLIGHTS OF THE WEEK IN Billboard

Audio Retailing

MINI SKIRTS enhance sales.

Classical

... (SMILING)....-

Coin Machine World

THE NATIONAL VENDORS ASSOCIATION moves forward.

Country

...-

International

...-

Musical Instruments

GUITAR INSTRUCTION gains new ground.

Radio-TV Programming

TOP CHICAGO decoder: Hayde Miller sees outlet WIND. Files 55 million damage suit.

Rhythm & Blues

SOUL SAUCE spotlights the IMPRESSIONS, who lost their life in a tragic auto accident in Georgia.

Talent

"NEW FACES OF 1968" is a variable Broadway musical entertainment with some promising performers and material.

TAPE CARDITAGE: FIRE DEVASTATES Munis plant. Damages are reported to be over than $5 million for its most extensive CARDITAGE merchandising drive.

Features

TOP LP'S.

Charts

...-

Record Reviews

...-

Oh! Happy Day

...-

Dignitary Takes Charge

...-

Editor's Comments

...-

General Advertising

...-

Music Promotion

...-

General Staff

...-

Classified Ads

...-

Circulation

...-

Assoc. Staff

...-

President's Message

...-

Production

...-

Editors

...-

Design

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Classified

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Circulation

...-

Ad Sales

...-

U.S. Branches

...-

International Offices

...-

May 18, 1968, BILLBOARD
Mantovani LP Gets Special London Pitch

NEW YORK—London Records has been granted a special promotional campaign for Mantovani’s latest album, “Mantovani Tango.” It is the first album in many years to hit the market in other than the traditional Mantovani release periods of early spring and early fall.

The new Mantovani album marked the third set within one year for the artist. Traditionally, a new Mantovani set is released on the annual March Mantovani Month promotion, and another in advance of the opening of Mantovani’s annual summer concert tour of the U.S.

In conjunction with the new Mantovani record, the company has also continued its policy of regular updating and repackaging of earlier Mantovani sets. Included in the current promotion of Mantovani Tanglewood are the past best-seller albums, “Gems Forever” and “Song to Remember,” both of which have new artwork.

The “Mantovani Tango” set was originally recorded by the orchestra in the Japanese market. Subsequent demand from American distributors led to the production of the package.

A special promotion piece for the stereo-only set prepared by Liberty, national album promotion chief, is being sent to the firm’s distributor executives and sales personnel as well as to all district sales and promotion offices.

The album includes a 9 by 12 replica of what is known as “The 1968 Tango Award” presented annually to Herb Goldfarb, London’s national sales and distribution manager.

Douglas Sets Multi-Media Format on ‘Black Youth’

NEW YORK — Douglas International has given a multi-media study, “Black Youth Speaks,” which includes a documentary LP, a pictorial/essay format book, and a TV special. The company also plans a late May release for the first of its Lenny Bruce album series. The album juxtaposes Bruce’s comments with the voices of current U.S. political leaders.

Tony Martell has been appointed director of marketing for Kapp Records. Martell had been national manager for Columbia Records in New York. Jack Wiedenmann, Kapp’s general manager, indicated that Martell will direct the company’s sales, marketing, and promotional activities for all product lines. Since Jan. 1, Wiedenmann pointed out, Kapp has launched six new artists, and he said that Martell will play a key role in the development of these artists and will continue to develop and maintain the sales of Kapp Records.

Kama Sutra, Schekeryk Dal

NEW YORK — Kama Sutra has signed an agreement with producer-publisher Peter Schekeryk for his Kama Sutra label to represent composition copyrights. Composer Melanie also included the free use of 10 other writers contracted to Schekeryk’s Amelie Music (ASCAP). The 11 are published for various titles by Schekeryk. William Meshler, folk-singer writer, has joined Kama Sutra.

Bell to Distribute Gemini Star Label

NEW YORK — Bell Records will distribute the Gemini Star label under the new agreement, “I Don’t Know How To” by the constellation, is a single Gemini Star Records has also signed Barry Freeman, who will record in the spring weeks.
...and another million seller!

Aretha Franklin

"THINK"

Atlantic 2518
ARNOLD MAXIN, seated, head of Big 3 Music, is surrounded by a Columbia group: Smith and the Powell. The group has been signed by Maxin to a writing and record production deal.

Permit Hold-Up Delays Knight's Tour of England

LOS ANGELES—Following a delay in having his work permit cleared by the English government, Robert Knight is working the personal appearance circuit. The artist and his manager learned one lesson in the incident: short notice publicity junkets cannot be handled by the British labor administration.

Knight was in New York to board a flight to London last month when British Decca, the government's license, informed him that his work permit had not been cleared. The short notice was the reason given. He had to reschedule his trip to promote debut Monument single, finally leaving May 1.

Bobby Weiss, Monument's international director, said a minimum of four weeks is required to process a work permit. The paper delay was the first to happen to any Monument performer's English tour. England is the only European country requiring work clearance. Last week Knight appeared in Canada.

Super Record By Supercrscope

LOS ANGELES—Supercscope, U. S. distributor of Sony cassette players and tape recording equipment, set first quarter sales and net income records for the three months ended March 31, 1968.

Net income after provisions for taxes was $533,398 or 22.5 cents a share based on 2,100,000 shares outstanding at the end of the March quarter. This represents a 37 per cent increase over net income of $388,184 or 21.5 cents a share based on 1,800,000 shares at the end of the same period in 1967.

First quarter 1967 earnings adjusted to reflect 2,100,000 shares outstanding amount to 18.5 cents a share. Sales for the quarter amounted to $7,315,989 compared with sales of $5,251,291 for the same period in 1967.

Germany, Sweden and Denmark. This week he returns to London for club and TV appearances, returning to the U. S. about Monday (20).

MCA Sets Earning Peak for Quarter

NEW YORK—MCA hit the highest quarterly earnings in its history, racking up an unassailed consolidated net income for the three months ended March 31 of $4,816,000. Gross revenues for the period totaled $56,831,000. For the corresponding three months in 1967, consolidated net income was $4,309,000. Gross revenues were $56,341,000 for the first quarter of 1967.
Great Song!  Great Performance!

JIMMY GILMER

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(And A Place To Lay Your Head)

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Management NORMAN PETTY

Booking Agency UNIVERSAL ATTRACTIONS

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THAT’S WHAT ALL THE RAPPIN’S ABOUT!
Pell Octet Is Back on Club Circuit After 5-Yr. Layoff

LOS ANGELES — The Dave Pell Octet is returning to the night club circuit after a five-year layoff. Leader-saxophonist Dave Pell, presently Liberty's ad executive, has assembled the members of his jazz band to work several dates at a North Hollywood club.

The Octet had cut 24 albums for labels such as RCA, Capitol, Knapp, Atlantic and Liberty.

Pell says he was influenced to return to club work by musicians, many of whom he hires to play on rock 'n' roll dates.

"If it works, we might make some more albums," Pell said. "I'd like to record the Octet sounds with new electronics."

Working with Pell on the first two dates at Donotes on Thursday evening (9 and 10), are a number of players who will split sets or evenings. Most of the musicians play in the "Jazzy Bishop TV Show" orchestra, so the sets, commence at 10 p.m., after the TV taping.

Pell is filling his chairs with Jack Sperring and Frankie Cagg on drums, Jack Sheldon and Don Fagerquist on trumpet; Tony Rizzi and Terence Tedesco on guitar; Ray Brown and Buddy Clark on bass; Bob Emvedsen on trombone; Mel Flory on baritone saxophone and Bob Florence on piano. Bassist Brown is the lone player never an original member of the Octet.

Pell plays old arrangements by Shorty Rogers, Bob Florence, Marty Paich, Bill Holman, Johnny Williams and Harry Butts. If he decides to record the group, he says he'll have to seek a more contemporary image.

Pickwick Kicks Off 'Bump Ball' Record

NEW YORK — Pickwick 33, in conjunction with Milton Bradley, creator of the Bump Ball party dance game, has released "The Official Bump Ball Record." Dance instructor "Kill-er" Joe Piro is sparking promotion on the game and LP, with nationwide personal appearances demonstrating the Bump Ball dance and using the record.

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AT THIS TIME WE FEEL IT APPROPRIATE TO ANNOUNCE THAT "THE LOOK OF LOVE" BY SERGIO MENDES & BRASIL '66 HAS REACHED THAT JUNCTURE AT WHICH A RECORD BECOMES KNOWN AS A "SMASH!"

A&M RECORDS

FROM THE ALBUM - SP4137
Faces' Has Body But No Punch

NEW YORK—Leonard Sillman's "New Faces of 1968," which opened on the Booth Theater on March 2, proved a variable show. It had some good numbers and some highly promising new talent. Warren Bros.-Seven Arts has the original cast album rights.

Among the most promising young performers were Gloria Blearzard, Madeline Kahn, Robert Klein and Suzanne Astor. Miss Blearzard, playing the dumb blonde who walks on and off in Sillman's revue, had a fine comedy song in "XOIL 220" about a girl who forgets her name because of the many numbers used to identify her. The number was by Jerry Powell and Michael McWhinney.

Miss Kahn, another blonde, had several good comic numbers, including "Das Chicago Song," by Richard Schen, with Tony Geiss, a Marlene Dietrich-ter-told Brecht take-off, and Jack Sharkey's "Happy 60's" given by a monologist, Klein, another farceur, resembled an earlier "New Faces" prototype by Conny Gra- ham, and even sang "Love in a New York Hotel" which was written by Graham.

Miss Astor also handled comedy well, and was one of the fine trio of contestants in "Miss America," a first-rate comedy sketch, who was named Philip Phillips who really shine in this scene as the winning Miss Alaba-
mia. Dottie Frank also performed well in the sketch.

This was followed by a Mo-
artz take-off, "Die Zauberflöte," which gave Miss Sillman, Miss Kahn, Klein, Branc- don Magnost and George Orms-
inson the opportunity to display their wares. Magnost was especially good in his many comic singing roles throughout the show. Orms- inson's top number was "Mame Doll" with Miss Phillips, Mabill, Klein, Jerry Powell and Michael K. Allen displayed ac-
ceptable straight singing voices. Robert Lone, Joe Kyle, Elaine Gibson, Trudy Carlson and Miss Magnost and Frank also were well received.

The show was slated in Sillman's living room, with the perfor-
formers forming a bouquet's ar-
ticipation to include a vocal group, The California Dreamers. Accompanying them in this newest adventure was "Lucy in the Sky," "A Day in the Life" and "White Rabbit." This show should be a strong follow-
up to "Sorcerer." Sillman's choice of performers is always at its best. He chooses a Gibson guitar to back his music virtually with style and stamina.

Jefferson Airplane Makes A Perfect Musical Landing

NEW YORK—Jefferson Air-
plane soared into Fillmore East on May 4 and gave the sold-out house one of the top performances of the season. The four-
concert stand on May 3 and 4 drew as estimated 50,000 per-
sons with both of Saturday's concerts

Grace Slick, Marty Balin and the rest of the group sang and played. The group's concert is one of the best at using crescendos and climaxes to develop a feeling of dance. A perfect example was their number "Dognapping," which is one of their best selections. Miss Slick on vocals steadily built to the belting climax as did the musicans behind her. It was a real show stopper.

Jefferson Airplane started with one of their other big numbers, "Somebody to Love," and never let up as their pro-
gram included "Today," "Grease Fear," Donovan's "Fly Trans-
Love Airways," "Plastic Fantas-
i" and "Sweat" as well as many more.

On the Donovan number, Balin, Jorma Oatkneel, Paul Kantner and Jack Cassady all

Bernstein Manager Of Fuzzy Bunnies

NEW YORK — Sid Ber-

The Beach Boys, Capitol Records,

Campus Dates

The Beach Boys, Capitol Records, group, and Maharishi Yoga appear at Stanford University Monday (23).

Steppenwolf, Dunhill group, set for two-night stand at the Whisky 21 (23).

The Lemon Artists, Ltd., A&M artists, set for the University of Wisconsin, Wednesday 19; Colorado State University, Thursday 16; Montana State University, Campus cunt in its first three days, which will be held at Daay, are Pete Seeger and Billy Taylor. The final show of the Festival, to be held June 7, will take place at the Village Gate, with Duke Ellington set to appear.

THE VILLAGE GATE, 150 BAYVIEW AVENUE, EAST, MANHATTAN. UNLIKE OTHER MUSICIAN, THE VILLAGE GATE IS NOT A FOR-PROFIT BUSINESS, BEING THE HOMESTEAD OF NEW YORK'S UNIVERSITIES AND COMMUNITY ORGANIZATIONS. THE VILLAGE GATE HAS BEEN A LANDMARK FOR MANY YEARS, PROVIDING A STAGE FOR UP-AND-COMING MUSICIANS FROM AROUND THE WORLD. THE VILLAGE GATE IS HOST TO A VARIETY OF ARTS, INCLUDING MUSIC, THEATRE, AND VISUAL ARTS. THE VILLAGE GATE IS ALSO KNOWN FOR ITS DINING AND DRINKING OPTIONS, MAKE IT A POPULAR SPOT FOR LOCAL RESIDENTS AND VISITORS ALIKE.

EX-ADDICTS PLAN BENEFIT

NEW YORK — Dayton Vil-
gage, a community of ex-

The group records for Atlantic Records and is managed by George Avakian.

EX-ADDICTS PLAN BENEFIT

NEW YORK — Dayton Vil-
gage, a community of ex-

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7 single good reasons why Kapp is hot.

Roger Williams If You Go b/w The Impossible Dream K-907
The Hesitations Climb Every Mountain K-911
Raymond Lefevre La La La b/w C'est La Rose FC 4-149
David McWilliams Days Of Pearly Spencer K-896
The Gunter Kallmann Chorus Talk To The Animals b/w In The Heat Of The Night FC 4-150
The Marshmellow Highway I Don’t Wanna Live This Way K-904
Turley Richards This Is My Woman K-906

Kapp Records
a division of Universal City Records, Inc.
Tim Rose Puts on Unwilted And Powerful Performance

NEW YORK — Tim Rose, using folk and folk rock, hit home in a powerful performance at the scene Monday (6) as the Columbia artist broke in his new act. Aided by a fine back-up trio featuring lead guitarist Elliott Randall and bass guitarist Jim Kirby, Rose was especially effective in selections from the Columbia album bearing his name at its title.

Two of these, "Hey Joe (You Shot Your Woman Down)" and "Come Away, Melinda," are singles. The former is being serviced by the label on a limited basis, while the latter in Rose's latest hit. "Hey Joe," built in density as Rose wailed the telling lyrics. Even with the reduced instrumentation, "Come Away, Melinda," was potent in its anti-war message.

And Rose was potent in his delivery of his full program, which included "Morning Dew," a folk rocker from the album and the tender folk "When I Was a Young Man," the only number performed without drums. Randall's playing stood out in the latter. "Oh Susannah" took on a new dimension in an extended version by Rose. His program ended with the hardest rock number of the set, his "It's Over." In addition to singing, Rose played the guitar well, but left lead guitar to Randall.

FRED KIRBY

Artists Signings

continued from page 14

According field in a deal with Laurie Records, He previously recorded on the Seville label... The Bilious Speed Press to Columbia. Shirley Ellis and writer-producer Mike Todd have been signed to the Bell label... White Whale Records has signed the Boxers. Their first album, produced by Barry Goldberg, is "Meeting the Soviets," and consists of original material written by the group's members, Danny Whitley, Bill Talbot, Ralph Molina, Bobby Nardini and George and Leon Whitell.

Campus Dates

continued from page 14

Friday (17), and Brown University Saturday (18). Murray, the R. radio-TV personality, will speak on "Modern Music and the New Generation" at Smith College, Northampton, Mass., Tuesday (14).

Jay and the Americans, United Artists group, at St. John's University, Queens, Friday (17).

BEWARE OF THE RASP!

DON RICKLES IS COMING ON!!

WARNER BROS., SEVEN ARTS RECORDS, INC.
A SPECTACULAR NEW SINGLE BY THE ASSOCIATION

"TIME FOR LIVIN'"
b/w "BIRTHDAY" (Morning)

#7195

...AND THE CHARTS BEGIN TO CHURN!!!

PRODUCED BY BONES HOWE

WARNER BROS. - SEVEN ARTS RECORDS, INC.
New Albums for May

VICTOR

The Romance of Eddy Arnold
LPM/LSP-4009

The King of Country Soul
LPM/LSP-3974

The Best of Bobby Bare
Vol. 1
LPM/LSP-3906

Miss Bitsie
LPM/LSP-3955

Belafonte Sings of Love
LPM/LSP-3938

Unforgettable Al Hirt
LPM/LSP-3979

George Beverly Shea
LPM/LSP-3945

Mr. Nashville, Sound Lloyd Green
CHM/CHS-1006

*Available on RCA Stereo 8 Cartridge Tape
* Manufactured and Distributed by RCA
BRUSSELS

Vogue artist Long John Baldry visits Brussels at the end of the month for an appearance on the TV show "Tinerktanken." American group, the Association (Vogue), will be featured on Monday (17) and Tuesday (18) for TV appearances on "Vibrato" (RTB) and "Tinerktanken" (BRT).

Vogue's groups Les Charlots and Les Troubadours appeared at Wola City May 10 and 12. "Concert Woa Voir Natacha," with Belgian Steve Stollz, is making a big impact here. Stollz will cut German and French versions of the record, which has already been released in Holland. Vogue artist David Christie promoted his chart entry "Jalousie" on the "Vibrato" TV show .... Paulet sent white roses to press and radio men to promote the new Jo Leeman record "De Witte Rozen." Lise and Willy promoted their Eurovision song "A Chacona en Chanson" on the "Petit Vert" program .... The Mortens Brothers have recorded an instrumental version of the British Eurovision song "Congratulations."


JAN WALDORF

CARACAS

Musiro will promote Dione Warwick's LP "Valley of the Dolls" in conjunction with showing of the movie. La Discoteca will issue an album recorded live by Les Chansons (Gomex). The recording, the first done live in Venezuela, took place in "Pop & Op Musical," a happening staged weekly by a group of young artists and disc jockeys. Carlos Rico's "Tengo" and "Igual por Igual," the latter written by Manuel Almeida, are the first titles released by Distribuidora Nacional de Discos on its newly signed Capitol (of Mexico) label.

CBS commemorated the second anniversary of Javier Solis' death with the release of an album with 12 of his hits. The press gave the singer and the record extensive coverage with material and pictures. June will see Franc Pourcel Month for Musirin. The company has released a single containing "Live for Life" and "Love Is Blue," by this artist and will .... (Continued on page 5)

DEE DUFFY, seated, star of the Crown International movie, "Hellcats," solicits orders from Tower Records distributors on the soundtrack album. Miss Duffy is surrounded, left to right, by Tony Cardoza, producer of the film; Eddie Ray, Tower's ad director; Robert Slatter, author of "Hellcats"; Dave Fox, Tower's promotion head; and Hugh Dallas, national sales manager.

Coast Group Set Up To Keep Jazz Alive

By GODFREY LEHMAN

SAN FRANCISCO—How to keep jazz alive as an art form in a day of rock domination is the problem which a group of leading jazz entrepreneurs, musicians and recording artists are facing with a radical new solution. Take jazz out of the night clubs, an outdated institution, they say, and bring it into the neighborhoods and schools. Headed by Delano Dean, a bass player and co-owner of the Both and Jazz Club, the group has organized the Jazz Action Movement—JAM.

The non-profit group hopes to enlist the support of public schools, foundations and industry to give those who are stuck on the Beatles and the Monkees the opportunity to hear good jazz performed by local musicians.

"The prime purpose is education," according to Dean and partner, Leonard Shifman. "We want to present free concerts in the schools and parks and any place where we can gather people in the neighborhoods."

To raise funds, JAM is organizing a benefit concert for Wednesday (22), at the Carousel Ballroom and, beginning June 1, the group will give free concerts on alternate weekends in the band shell at Golden Gate Park. In addition, a converted lumber truck will transport JAM musicians to impromptu jazz sessions on street corners.

MISANTHROPY SELF TAUGHT!

DON RICKLES IS COMING ON!

Say You Saw It in the Billboard

MAY 18, 1968, BILLBOARD
THE DEMAND SINGLES
FROM THEIR HIT ALBUM

"EVERYBODY'S NEXT ONE"
"BORN TO BE WILD"

D-4138

DUNHILL RECORDS INC./NEW YORK-BEVERLY HILLS/A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICANS, N.Y.
YesterYear's Hits

Change-of-place programming from your librarian's shelves, featuring the discs that were the hottest in the land 3 years ago and 10 years ago this week. Here's a chance to catch the tunes of the past!

**SINGLES—5 Years Ago**

**May 18, 1963**

1. If You Wanna Be Happy—Guy Lombardo & his Royal Canadians (Victor)
2. Wall Flower—Bruce Channel (Mercury)
3. Light My Fire—The Doors (Cela)
4. Summertime—LaVern Baker (Capitol)
5. You Can't Get Used to Losing Too—Tina Louise (Capitol)
6. I Love You Because—Al Martino (Capitol)

**R&B SINGLES—5 Years Ago**

**May 18, 1963**

1. Baby Workout—Jackie Wilson (Bryant)
2. If You Wanna Be Happy—The Selecter (S. P. K. E.)
3. Wall Flower—Bruce Channel (Mercury)
4. Light My Fire—The Doors (Cela)
5. You Can't Get Used to Losing Too—Tina Louise (Capitol)
6. I Love You Because—Al Martino (Capitol)

**SINGLES—10 Years Ago**

**May 19, 1958**

1. All I Have to Dream Is Dream—Claudette—Evelyn Brant (Cadenza)
2. What a Woman—Gary Usher (Atlantic)
3. Be My Wing Around Your Neck—Diana Ross & the Supremes (Tamla Motown, Motown)
4. It's What's Wrong With You—Little Johnny Taylor (United)
5. Run to Me—Dean Martin (Capitol)
6. Baby It's Cold Outside—Bing Crosby & Rosemary Clooney (Capitol)

**POP LP'S—5 Years Ago**

**May 18, 1963**

1. Days of Wine & Roses—Richie Havens (Columbia)
2. West Side Story—Soundtrack in stereo (London)
3. Moving—Peter, Paul & Mary (Columbia)
4. Dig It—Bob Dylan (Columbia)
5. I Wanna Be Around—Tony Bennett (Columbia)
6. It Happened at the World Fair—The Ventures (Columbia)
7. Songs I Sing on the Jackie Gleason Show—The Hollywood Wax Studio (ABC-Paramount)
8. An Evening of Archie—Soundtrack (Columbia)
9. Bob Dylan & the Band—Rolling Thunder—Soundtrack (Columbia)
10. More of Bob Dylan & the Band—Soundtrack (Columbia)

**APRIL 25, 1970**

1. Days of Wine & Roses—Bob Dylan (Columbia)
2. West Side Story—Soundtrack in stereo (London)
3. Moving—Peter, Paul & Mary (Columbia)
4. Dig It—Bob Dylan (Columbia)
5. I Wanna Be Around—Tony Bennett (Columbia)
6. It Happened at the World Fair—The Ventures (Columbia)
7. Songs I Sing on the Jackie Gleason Show—The Hollywood Wax Studio (ABC-Paramount)
8. An Evening of Archie—Soundtrack (Columbia)
9. Bob Dylan & the Band—Rolling Thunder—Soundtrack (Columbia)
10. More of Bob Dylan & the Band—Soundtrack (Columbia)

**WOR-FM TO BOW LP PKG.**

**NEW YORK**

The WOR-FM "Sound of Solid Gold" show has been recorded on its golden oldie album package in New York, New Jersey, and Connecticut for the next few days. The two acts which feature such oldies as "Bacon is So Good," "Unchained Melody," and "Sunday," by The Orioles, and more than 30,000 copies through just on-the-air promotion alone. Includes 10 OR-FM Double Golden.

**EDITOR'S NOTE:** The Programming Aids Service is intended to show what's happening at radio stations around the nation in regards to records . . . primarily records not yet on the chart or on the bottom of the chart. Recently, some stations, like KDKA, Mecklenburg: Biggest Happening is "Let Me Love You," by Sunny and Sidney; and WABC's "I'm Falling In Love," by Sunny and Sanitero.

**HOT 100 RADIO**

**EL PASO, Tex.** KELP program director, air personality Charlie Russell—Best Pick is "If I Were a Carpenter," by The Four Tops, Motown. tuning and r&b stations, Best Pick is a record that has a chance to go all the way. Best Leftfield Pick is a record by a band that has been established a bit recently—"Oh! I'm Silly," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.

**MILWAUKEE**

WOKY music director Bob Barry—Best Pick is "Green Door," by Jim Nabors, Capitol. Biggest Happening is "I'm So Hungry," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.

**JACKSONVILLE, Fla.** WAPE program director, Joe Lewis—Best Pick is "If I Were a Carpenter," by The Four Tops, Motown. Biggest Happening is "I'm So Hungry," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.

**CHICAGO**

WCFL music director John Wellman—Best Pick is "A Man I'm Not," by Brenda Parker, A&M. Biggest Happening is "I'm So Hungry," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.

**ST. LOUIS, Mo.** KWKY music director John Wellman—Best Pick is "Yesterday I Heard the Rain," by Tony Bennett, Columbia. Biggest Happening is "Living in Louisiana," by the Pozzo-Seco Singers.

**HUNTSVILLE, Ala.** WWUP air personality, station manager Sugar DASH—Best Pick is "Looking for Love," by Brenda Parker, A&M. Biggest Happening is "I'm So Hungry," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.

**TYLER, Tex.** KZKY music director air personality Bob Endley—Best Pick is "Two Sides to Every Coin," by DeDee, Elegia. Biggest Happening is "I'm The Father of the Bride," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.

**ATLANTA, Ga.** WJCL music director, air personality Jay Williams—Best Pick is "Folks-Friend Blues," by Johnny Cash, Columbia. Biggest Happening is "I'm So Hungry," by Brenda Parker. Joe Gray has had a hit recently that is getting most requests and sales in area.
Rowan & Martin

The Hottest Comedy Team On TV

WHEN YOU WANT THEM

The Humor of Rowan & Martin

Now Available From

EPIC

FLS 15109 Stereo
look to the stars for May
No Competition—Just His Own

PROGRAMMING AIDS

NEW YORK — Peter Martin is probably the only (certainly, he's one of the few) TV personality who competes with himself. For although Martin, born in Canada as Pierre Lalonde, has a weekly bandstand-type show on CFTM-TV (channel 10) in Montreal, live every Saturday, then he flies to New York to tape—in English—his WPIX-TV (channel 11) show on a Wednesday and Thursday. Through the courtesy of CATV, his WPIX-TV 7 p.m. Saturday show is seen on the U.S. border by the same people who watch him in French over CFTM-TV.

Martin is a recording artist on his own label—Prestige Records, distributed by London Records of Canada Ltd.—in Canada. He's presently negotiating with a U.S. record label.

The "Peter Martin Show," biggest local show WPIX-TV has and the only one that has sustained, the reason that it is the primary outlet for record talent on TV in New York outside of a couple of major network series like "The Ed Sullivan Show.

The format of the show is to feature, for six in 1967 and two groups, Harvey Vincent, producer, tries to get performers who have a new record, and this show is noted for helping launch careers.

Peter Martin has a hectic schedule. He flies into New York on a Tuesday in time for a meeting on the show. The show is taped Wednesday and Thursday in a total of eight hours. Martin flies back to Montreal the next day and works the following Friday on his hour color show on CFTM-TV before doing it all over again Saturday. He has been kept busy with the show for about six years in Chicago—until April 9, Howard Miller had the top rated radio show in Chicago. But on that day, WIN, a Westinghouse outlet, removed him from his 6 to 10 a.m. weekday drive. Howard told his listeners that he had made involuntary remarks on the air concerning the city's racial turmoil following the assassination of Dr. Martin Luther King.

Miller had issued the charge and maintains his comments on air were limited to a plea that police and firemen who kept tension under control. In taking action, the disk jockey has had a $15 million dollar show against the station. While he has anchored his morning time slot for 10 years, Miller has been associated with WIN for 22 years, beginning in 1915, when he entered a three-year stint as program director. Wasting to be a performer, he switched to free-lance radio work, and once did 105 different programs in a week or seven consecutive nights. Finally, in 1917, Miller agreed to an exclusive WIN radio contract that allowed him to negotiate for TV work.

Miller's contract with the station runs thru 1970, and calls for a salary of more than $80,000 a year. He hired the best and most available staff. The station has been a very popular station in the area, and Miller has a lot of air time here and got a good reaction, and I'm glad to see someone put it out as a plug side. Maybe we can get a little more.

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10 Years of Grammy Award Winning Songs

1967 Up Up and Away
1966 Michelle
1965 The Shadow of Your Smile
1964 Hello Dolly
1963 Days of Wine & Roses
1962 What Kind of Fool Am I
1961 Moon River
1960 Theme from Exodus
1959 The Battle of New Orleans
1958 Volare

The Pete King Chorale
another first

...and Dot's got it!

Dot Records, a Division of Paramount Pictures Corporation, 1597 North Vine Street, Hollywood, California 90028
Vox Jox
By CLAUDE HALL
Radio-TV Editor

WIGO the past couple of years, has been named music director of the soul outlet, and Herb Laney, a recording artist, has been added to the air roster. This is one of the stations under the personal consulting guidance of Frank FRASER FAIN

Ward. I think the combination of Ward and Fain, will create explosive impact in Atlanta.

Swimming jokes at WKWC In Cleveland are Fred Winston to noon-3 p.m. and Boomer Brunn to the midnight to 6 a.m. shift. Mike Douglas, host of his own thing—"The Mike Douglas Show" that's now seen in 133 markets—you've been signed for three appearances on "The Ed Sullivan Show."

** WERE enjoyed Mike Adams is also host of "The Polka Palace" show on WFXN-FM, Thursday nights in Cleveland. Dan McDeca has taken over for Denny Neal on WNOB-FM, Cleveland, in a 4-8 p.m. slot—Dick Liboert's "Big Band" show on WZAK-FM, Cleveland, has been expanded half-hours. Got to get old buddy Toe Davis, nationals country promotion manager of the country and westerns in the area and for a rebroadcast regarding "Less of Me" by Bobby Bridger. Programming aids consultant Phil Harmon had said a week ago that the record could be a hit if Monogram had pulled a bone. Davis replies that the record had been sent to every station that plays country music, but 1,000 pop music stations, and that he'd held the telephonbing on promoting the record. "By the way, the song has been recorded about three weeks ago and we're still at it. I rest my case. W XIV is manufacturing what's happening?" asks Davis.

Johnny Walters, current host of WLW-TV Channel 5, Cincinnati, "Bandstand" show, has also been signed to work with Vevaine Della China on her 90-minute WLW-TV "The Mike Adams show," same station. The station is dropping the bandstand TV show.

Anthony Rags, former album editor at RCA Victor, is the new programming manager at WHK, Cleveland.

** A plug here for the Radio-TV Job Mart classified section. You can't buy an advertisement cheaper anywhere—$3 per issue. For that $3, you reach every important program director in the nation. Box numbers are used, if you want, for personal convenience. The $5 just pays for setting the type. I'm offering the classified section strictly as a service to help. I think it has great readership value. What, anyway, what I'm trying to say is that you kids should take advantage of it. I'd like to build the section up to a page or two, at a minimum.

** **

Tony Bianchi will host "Concert Hour," new program on WICL-Cleveland. Gary Kuper, former KMFM-FM, is the new programming manager for the National Association of FM Broadcasters. Previously, he was formerly of WDKM-FM in Cleveland, is the new program manager of WKY-FM, same city.

** **

J. W. Davis, owner of WUSTL, St. Louis, has called for help: "Due to a fire, we have lost our entire 10-year collection of records and albums. We program ragtime, country music, easy listen, and religious music. Any help anyone can give will be greatly appreciated."

---

**Continued from page 26**

Heart," by Eric Ashworth and "World," by Larry Halsey deserve special attention. Both could be big with proper exposure.


This is a happy man.

This is too.
"HAPPY MAN"
c/w "Another Go Around" 9533
PERRY COMO'S
new Victor single.
ASCAP, Thunderkets, partner aged which be past and Hill The CHRISTOPHER syndication Biz few working. ROBIN? Music publishing was many steadily stock public firms, and a has formed as an arm of Noble-Dury, and then became an independent entity. At one time it was an all-female organization, but only this year named Tandy Rice a vice-president. The addition of Sovine increases the trend toward balance. Offices for the publishing company are located in the Baker Building, immediately adjoining those of Show Biz, Inc.

Show Biz Forms Pub. Co. —Roger Sovine at Helm

NASHVILLE — Show Biz, Inc., the largest producer of TV and movie music properties in the country, has launched out into the publishing business. The firm, which has been expanding steadily during the past few years, has created Show Biz Music, which will be headed by Roger W. Sovine, vice-president and general manager. Sovine joins Show Biz Music after four years with Cedarwood Publishing Co., most of which time was served as professional manager. The son of Starday artist Red Sovine, he recently signed a recording contract with Imperial Records (Billboard, April 19), and his first release, "Cullman, Alabama," made the charts instantly.

Sovine will start immediately. He will develop a staff of writers which, he said, "will be representative of both country and the entire spectrum of Nashville music. He said the ultimate goal of the publishing firm will be to build it into a major factor, and to work with record companies and artists. Announcement of the expansion was made by Jane Dowden, president of the parent corporation, Show Biz, Inc., began as an arm of Noble-Dury, and then became an independent entity. At one time it was an all-female organization, but only this year named Tandy Rice a vice-president. The addition of Sovine increases the trend toward balance. Offices for the publishing company are located in the Baker Building, immediately adjoining those of Show Biz, Inc.

Hill Buys Hess & Forms Complex—Seeks New Talent, Eyes Spread

NASHVILLE — Eddie Hill, long-time TV personality and partner of Jake Hess in Pete Emery productions, has purchased all stock in the Hess corporation and formed Edie Hill Productions. The complex includes two publishing firms, a booking company, a public relations and advertising department, custom recording and talent management.

Hill has already placed the new "Stu Hitchcock" color TV tape syndication into 61 markets, with many more "probable." In all, he has four syndications working.

The Hill firm has established Thunder Music (BMI), and is in the process of negotiating a publishing contract with ASCAP, for a company yet to be named.

Hill, long-time WSM disk jockey and later a radio and television personality for WLAC Radio-TV, said he is looking for new talent and plans to expand in all directions.

Disbanded Amicably "Jake Hess and I dissolved our partnership amicably," Hill said. Hess had taken over direction of Pete Emery Productions when advised to give up road travel and his music work with the Imperials. Now, however, his doctor has given him a clean bill of health and he plans to return to the music business.

Whether he will return to the Imperials, go back to the Statesmen with whom he originally performed, or work as a single is not known at this time.

Hill is joined in his operation by LaWayne Stutterfield, who recently resigned as executive secretary of the Gospel Music Association, and by Nancy Dunn, Hess' long-time secretary. Miss Stutterfield will direct the advertising and public relations facet of the operation. Pete Emery Productions now will be a subsidiary of Eddie Hill Productions.

Long Agency Moves Into Mod and Rock

NASHVILLE—Expansion of the Hubert Long Talent Agency into the contemporary and rock music areas was announced this week with the addition to the organization's roster of Chuck Neese.

Neese, a one-time rhythm guitarist with a combo, also operated his own booking agency, Bandwagon Talent, which catered to collegiate and teen club business. He also worked for a time as a school teacher.

Neese will supplement the booking activities of John Owen, Shorty Lavender and Louise Dunn.

He said Neese's contacts in the pop field will enable the firm to offer a wider range of talent to the buyers.

WHERE IS CHRISTOPHER ROBIN?

NEW HANDBOOK OF SOCIAL CORROSION DON RICKLES IS COMING ON WARNER BROS. - SEVEN ARTS RECORDS, INC.

LESTER FLATT and Earl Scruggs are honored in recognition of their 20th Anniversary at WSM's "Grand Ole Opry." Grant Turner presents a plaque on behalf of Martha White Mills, their sponsor for 15 years.

20,000 Attended Derby Week Show

LOUISVILLE — The Moeller Talent Agency again packaged a Derby Week show here which played to a crowd of more than 20,000 in massive Freedom Hall.

This was the 12th annual Philip Morris Derby Festival Music Show, held every year except 1967, when racial tensions forced its cancellation.

The one-year layoff obviously didn't hurt. Thousands filled every available parking space. Some had to walk nearly a mile after parking their cars far from the entrance of the Kentucky Fair and Exposition Center.

Local favorite Pee Wee King was essence of the show, and he performed with his old partner, Redd Steward. The Stoneman brought the crowd to life as the first act on the show, despite the absence of Pop Stoneham, hospitalized following surgery.

Columbia artist Dal Perkins performed, and then Wayland Jennings received explosive applause, as he sang a steady succession of songs to intermission. In the second half, Tex Williams did a series of numbers, and Tanya Wynette scored well. The show was closed by Columbia's Ray Price, whose big band with strings was completely lost in the microphone arrangement.

This annually is one of the biggest country music shows staged, and Moeller has packaged it each year.

Pee Wee King to Disband Band; To Be a Weekender

LOUISVILLE — Pee Wee King says it's official: he is going to disband his band, the Golden West Cowboys.

Although the composition of the band has changed considerably in its 32 years, King has continued to operate with a band, block booking dates everywhere. He has done his own booking for a number of years.

"From now on 1'm going to be a weekend performer," King said. "I can play the Thursday-Friday-Saturday night dates and make as much as I would have of having to support a band all week long."

Redd Steward, who has worked as a single now for some time, said he might team up with King on working some singles in the future. Steward, who with King co-authored "The Tennessee Waltz," is booked by Acuff-Rose in Nashville.

King said, I have already notified the boys in the band that, effective Dec. 1, the band will no longer exist."

6 Country Artists 'Work' As HemisFair Promoters

SAN ANTONIO — Six country performers received a one-week, expenses plus salary tour of HemisFair in return for not working. But it was not intended that way.

"Our expectations at the fair have simply been short," said Art Barkow, the man in charge of talent. "We thought it would be more good to let them promote than to perform."

TROUBLES began long before the HemisFair opened. A package labeled "Grand Ole Opry" was booked by Acuff-Rose's Houston. This was to play two weeks of the event, beginning May 1. The package, consisting of RCA Victor's George Hamilton IV, and Homer & Jethro; Hickory's Sue Thompson and Bill Carlisle; Roy Clark and Ben (Continued on page 34)
Williamson Appoints Son Executive in Operations

NASHVILLE — Chart Records, which began with a $350 purchase four years ago, has added another name to its executive roster. Slim Williamson, president, announced the appointment of his son, Cliff, who will work with him in operating Chart and its affiliated companies.

In addition to Chart, Williamson owns the Great label, Yonah, Peach and Sue-Mir publishing companies; Better Broadcasting, Inc., which owns and operates several radio stations; and Country Talent Agency, which handles most of the Chart talent.

At seven, Cliff Williamson was proclaimed the youngest disk jockey in the world, working on WIMI in Winder, Ala. Now, at 19, he plays four musical instruments, attends college, and

(Continued on page 34)

Nashville Scene

By BILL WILLIAMS

Mike Firth, who heads Acaflam Records Ltd. in London, is in town for talks with Wesley Rose. Margie Bowers has concluded an album, "Margie Bowers Sings Today's Country." It comes on the heels of a successful single, "Floyd Crumpler's "Class of 68." It is due out soon. Del Turner went from the Flame Club in Minneapolis to the Poodle in Nashville. Her next session will be produced by Jack Clement. Her husband, songwriter Kel Westbury, is scoring well with singles by Bobby Lewis and Mac Wiseman. Jim McCoy has taken over Rodeo Ranch Park in Winchester, Va., and it will be running every Sunday and holiday from May 26 to the second week of September.

Martha Worth, Bobby Lord and Marty Robbins made two appearances at the Food Fair in Birmingham at the Associated

(Continued on page 34)

Yesteryear's Country Hits

COUNTRY SINGLES—5 Years Ago
May 18, 1963
1. Still—Bill Anderson (Decca)
2. Lonesome 7-706—Hank Snow (King)
3. I'll Never Be Unhappy—Randy Travis (Capitol)
4. I'm Singing the Blues—Bob Wills (Columbia)
5. Walk Me Down the Road—Dempsey (Columbia)
6. Yellow Bird—Faron Young (Mercury)
7. That's When the Good Times Roll—George Jones (Columbia)
8. We Must Have Been Out of Our Minds—George Jones & Melba Montgomery (United Artists)
9. Take a Letter, Miss Grey—Justin Tubb (Green)
10. The Man Who Rode the Range at Santa Fe—Hank Snow (RCA Victor)

COUNTRY SINGLES—10 Years Ago
May 19, 1958
1. Oh, Lonesome Me—I Can't Stop Loving You—Don Gibson (RCA Victor)
2. All I Have to Do Is Dream—Claudette—Carole King (Cadence)
3. Wear My Ring Around Your Neck—Donny & Marie Osmond (RCA Victor)
4. Just Married/Starry Night—Marty Robbins (Columbia)
5. Ballad of a Teenage Queen—Johnny Cash (Sun)
6. Breakup—I've Got a Date with an Angel—Billie Holiday (RCA Victor)
7. Send Me the Pillow You Dream On—Donna Luella (RCA Victor)
8. Curtains to the Window—Ray Price (Columbia)
9. Jacqueline—Bobby Helms (Decca)
10. Don't—Elvis Presley (RCA Victor)

WHERE IS CHRISTOPHER ROBIN?

A BRAND NEW HIT IN DECCA COUNTRY

BOBBY LORD

SINGS

"LIVE YOUR LIFE OUT LOUD"

32277
### Hot Country Singles

**Star Performers/Sides registering greatest proportionate upward progress this week.**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label</th>
<th>Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>39</td>
<td>15</td>
<td>HERC COMES THE RAIN, BABY</td>
<td>Easy Weasel, RCA Victor 47-6147</td>
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<td>48</td>
<td>15</td>
<td>HERC COMES THE RAIN, BABY</td>
<td>Easy Weasel, RCA Victor 47-6147</td>
<td>14</td>
</tr>
</tbody>
</table>

**Take a good look at these two hits!**

**No Other Time**
Lyn Anderson

**Waves By Bye To the Man**
Lawshey Lindsey

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**Take a good look at these two hits!**

**No Other Time**
Lyn Anderson

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**No Other Time**
Lyn Anderson

**Waves By Bye To the Man**
Lawshey Lindsey

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Capitol presents JAMES’ next #1

‘HEAVEN SAYS HELLO’
Mental Journey

by Leon Ashley

ASHLEY RECORDS
2075

PUBLISHED BY
AL GALICCO MUSIC CORP.
New York, New York

P.S.: Thank you, Trini Lopez, for recording the pop version of Mental Journey

---

Nashville Scene

by Leon Ashley

ASHLEY RECORDS
2075

PUBLISHED BY
AL GALICCO MUSIC CORP.
New York, New York

P.S.: Thank you, Trini Lopez, for recording the pop version of Mental Journey

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Country Music

Nashville Scene

- Continued from page 31

Grocer's Food Terminal. Among the honored guests, Alabama's Bear Bryant.

... The songs on John D. Loudermilk's latest LP will "country with mood." Pro-

duced by Bob Ferguson for RCA, it features strong arrangements of country standards. Loudermilk has an outstanding voice, which too often has been eclipsed by his songwriting gifts. Jim Brown and the Glenns play the Sa-

hara Hotel, Tahoe, May 10-16.

Tee Publishing Co. has hosted its German branch chairman, Johan Michel and his son, Peter. He held business discussions with co-

executive Jack Slagg and Buddy Killen concerning the growing European country market.

WPLO's Mac Carras is making note with his "Quiet Kind," a tune by Hefton Howard, who happens to be in one of his hot spells right now. The single was produced by Glenn Sutton, one of the latter's last acts as a bachelor. He won Christy's Lynn Anderson.

Cliff Williamson
- Continued from page 31

holds a first-class FCC radio engineer's license.

The younger Williamson's first talent will be Connie Eaton, acting as her manager and pro-

ducer. The teenage also will operate his Sugar Hill label and publishing company which he owns along with co-owned groups.

The elder Williamson, who purchased Chart for $350 and began selling one Jim Neshit song with no distributors, now has 24 artists on the Chart la-

bel, 16 on Great, 4 on a new label, Musitown. Chart has a distribution arrangement with RCA Records.

HemisFair Promoters
- Continued from page 30

Smathers and the Stoney Moun-

tain Cloggers, was to play after-

noon dates while Bob Hope per-

formed at night.

"We're paying them their full price," an estimated $25,000, said Barlow. "But we just turned them loose the first week to let them go around Texas to promote whatever they want." He said they would work the last seven days of the show.

"Maybe Hope was enough en-
tertainment," Barlow concluded. "He admitted that attendance at HemisFair had been far less than hoped for, at least at the start.

WHERE IS CHRISTOPHER ROBIN?

MAY 18, 1968, BILLBOARD
This is the week the stars come out!

This week, these new recording stars make their radio debut. Performing the Schaefer jingle. They're the ten new groups and soloists we've discovered in the Schaefer Talent Hunt. The Talent Hunt began several months ago. When we went hunting for the stars of tomorrow, over a thousand people entered. And now we're giving the winners a chance to get heard on radio. Starting this week.

We hope you'll give them a chance, too. By listening for all ten winners. Now that Schaefer has discovered them—it's your turn!

Schaefer—The One Beer to Have When You're Having More Than One.

Schaefer Breweries, New York and Albany, N.Y.; Baltimore, Md.
This Forum will be the most authoritative and comprehensive study program of the radio programming function that has ever been undertaken. Have no illusions. It will be a stiff workout. But a chance to learn what's really happening in radio today. And much is happening! Whatever your job in radio here's an opportunity to extend your Horizons. This is an investment in your future!

SATURDAY, JUNE 8

9:00 A.M. - 10:30 A.M.

SESSION 3 WHAT'S HAPPENING IN R&B
How We Made R&B No. 1
Bill Summers, General Manager
WLOU
Louisville, Ky.

SESSION 4 EASY LISTENING AND HOW TO USE IT
The Changing Sounds on Easy Listening Stations
Ken Gaines, Program Director
WHK
Cleveland
SESSION 9 THE AIR PERSONALITY
Should a Deejay Control His Own Show?
Paul Berlin, Deejay
KNXU
Houston
How to Pattern Records—Humor, Talk, Gimmicks
Gary Stevens, Deejay
WMCA
New York City

SESSION 10 PROMOTION
Promotion on the Air
Ken Draper, General Manager
WCFL
Chicago
Promotion Off the Air
Jerry Glaser, General Manager
WENO
Nashville

SESSION 11 COMMUNITY INVOLVEMENT FOR RADIO
Panel
Mark Olds, Exec. Vice-President and General Manager
WWRL
New York City
Dan McKimmon, President
KSON
San Diego

LUNCHEON
How Much Freedom for the Deejay?
Nicholas Johnson, Commissioner
Federal Communications Commission

SESSION 12 PROGRAMMING COUNTRY MUSIC
Success With Part-time Country
Mike Hoyer, Deejay
WHO
Des Moines
Getting the Teens With Country
Bill Bailey, Program Director
KIKK
Houston

SESSION 13 WHAT MAKES FOR UNIQUENESS IN R&B?
The R&B Personality and the Changing Scene
Charles Derrick, Program Director
WOIC
Columbia, S. C.
Problems in Formatting R&B
Enoch Gregory, Program Director
WCHS
Detroit

SESSION 14 EASY LISTENING
Last Home of the Big Personality
William B. Williams
WNEW
New York
What Makes a Good Easy Listening Show?
Bill Sanders
WWDC
Washington, D. C.

SESSION 15 PROGRESSIVE ROCK
How to Make It on a Hit 100 Station
George Brewer, Program Director
WXYT
Cleveland
How to Program Progressive Rock Full Time
Ron Elz, Operations and Program Director
KSHE-FM
St. Louis

SESSION 16 THE RECORD PROBLEM
The LP Cut—How Do You Find the Right One?
Rick Sklar, Program Director
WABC
New York
The Music Director’s Dilemma . . . Discovering Hits
Bob Paiva, Musical Director
WPOP
Hartford, Conn.

SESSION 17 PROGRAMMING AND RECORD PROMOTION
The Station’s Problem in Record Distribution
Erny Tannen, President
WEZ
Chester, Pa.
The Changing Scene in Record Promotion
Willy Roberts, General Manager
KTSO
San Antonio

SESSION 18 HOW TO GET MORE NATIONAL ADVERTISING
The National Time Buyer and Station Programming
Victor Mangini, Vice-president in charge of
Advertising
Decisions for Radio Advertisers—How and Why?
Thom McAn Inc.
Speaker to be announced

SESSION 19 WHAT’S HAPPENING IN MUSIC TODAY
Felix Pappalardi, Independent Record Producer
Danny Davis, A&R Director
RCA
Nashville

SESSION 20 RECORD PROMOTION TODAY
Panel
Don Graham, National Promotion Director
A&M Records
Hollywood
Lenny Salidor, National Promotion and Publicity
Director
Decca Records
New York
Neil Bogart, Vice-president and General Manager
Buddah Records
New York

SUNDAY, JUNE 9
SESSION 21 THE PLAYLIST. LONG? SHORT? HOW? WHY?
Bill Drake
Drake & Chennault, Inc.
Los Angeles
Russ Barnett, Program Director
KMPC
Los Angeles

THE RADIO PROGRAMMING FORUM
Sponsored by Billboard

The Radio Programming Forum will acknowledge your registration immediately upon receipt and will forward all details pertaining to procedures.

Please register me for the Billboard Radio Programming Forum, June 7, 8, 9, at the New York Hilton, New York City. Check is enclosed to cover all registrants.

NAME

TITLE

STATION OR COMPANY

ADDRESS

CITY, STATE, ZIP

REGISTRATION FEE: $100.00 PER PERSON
($125 after June 1, 1968)
Fee includes attendance at all sessions, work materials and luncheon Saturday and Sunday. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.
Payment must accompany order. Please send registration and check to: Radio Programming Forum, 9th Floor, 300 Madison Ave., New York, New York 10017.

NAMES AND TITLES OF OTHER REGISTRANTS
from your station or company

(Addtional registrants can be listed on your company letterhead)

NAME

TITLE

STATION OR COMPANY

ADDRESS

CITY, STATE, ZIP

Your signature and title
HUNGRY?

CUT YOURSELF A HUNK OF OUR PIE.
HERE ARE THE INGREDIENTS:

"He Don’t Really Love You"
THE DELFONICS

"Try Me And See"
JEAN WELLS

"Lean On Me"
TONY FOX

Have a Taste.

CALLA RECORDS
A Billboard Spotlight

Hawaii: Evolutionary State

Traditional Arts and Current Crazes Struggle for Identity
ALOHA BILLBOARD

THE SURFERS
DECCA RECORDING ARTISTS

APPEARING AT THE CANTON PUKE—
WAIKIKI'S EXCITING UNDERGROUND SUPPER CLUB.
INTERNATIONAL MARKET PLACE.
OWNED AND OPERATED BY ASSOCIATED INNKEEPERS INC.

AGENCY REPRESENTATION: COAST ARTISTS, BEVERLY HILLS
Ed Kenney
“The Voice of Hawaii”

Just Released!

“ED KENNEY
Live Performance
ROYAL HAWAIIAN LUAU”

DECCA

Appearing nightly in the
MONARCH ROOM
at Sheraton’s
ROYAL HAWAIIAN
HOTEL—Waikiki Beach

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HONOLULU INTERNATIONAL CENTER
Where THE BIG ACTS MAKE IT BIG!!!

HIC Arena
8,360 air conditioned seats

April 16, 1967
HERB ALPERT AND THE TIJUANA BRASS
Gross for one performance: $36,174

February 2 & 3, 1968
THE YOUNG RASCALS
Gross for two performances: $69,131

Other stars that have played the HIC Arena include:

Waikiki Shell
2,404 permanent seats, 6,600 lawn area

June, 1967
PETER, PAUL AND MARY
Gross for one performance: $29,221

Other acts playing the Waikiki Shell include:
Frank Sinatra, Harry Belafonte, Sammy Davis, Jr., Danny Kaye, Bob Dylan, Victor Borge, Ella Fitzgerald, Bobby Darin, Joan Baez.

Already booked into the HIC's great entertainment facilities for this summer are:
Andy Williams; Simon & Garfunkel; Bill Cosby; The Young Rascals; Peter, Paul & Mary; Ice Capades; Herb Roger's Hawaii Civic Light Opera Assn., with Ann Sothern as Mame, Betty Grable in Guys and Dolls, Jane Powell in Sound of Music and Patrice Munsel in My Fair Lady; The Righteous Brothers; Sonny & Cher; Chet Atkins, Boots Randolph, Floyd Cramer; Dobritsch International Circus; The Dick Clark Shower Of Stars; The Young Americans; Don Ho.

HIC Concert Hall
Continental Seating for 2,107

April 13, 1968
ED AMES
Gross for one performance: $8,914

March 23-24, 1968
SERGIO MENDES & BRASIL '66
Gross for two performances: $19,169

September, 1967
HARRY BELAFONTE
Gross for 6 performances: $86,611

Other acts playing the HIC Hall include:
Maurice Chevalier, Jose Greco, Liberace, Up With People, National Ballet of Mexico, Jeanmaire & Ballet des Paris, Donald O'Connor, Hawaii Civic Light Opera Assn., Herb Rogers, General Director — with Ann Blyth in The King and I ($105,113 in 16 performances), Ed Kenney & Don Ho in Flower Drum Song ($104,029 in 16 performances), Howard Keel in South Pacific ($96,897 in 16 performances).

Honolulu International Center
For details and booking information, contact:
Richard A. Howard
777 Ward Ave., Honolulu, Hawaii 96814 • Phone 567-331

www.americanradiohistory.com
KIMO WILDER McVAY PRESENTS

DON HO!
AND THE ALIIS
(NIGHTLY EXCEPT SUNDAYS)
TAVANA'S TAHITIAN REVUE
8:30 PM · 10:45 PM · 1:00 AM
COMPLETE DINNERS FROM $4.95
OPEN NIGHTLY 7PM TO 3AM

Duke Kahanamoku's
INTERNATIONAL MARKET PLACE · WAIKIKI · PH. 9237-377
Despite its Statehood, Hawaii's music may be analyzed in terms of two cultures. And therein lies the dilemma for the small number of locally-based recording companies and for the Statewide companies which presently have faith in Island music.

For travelers envision balmy sounds keeping time to the gently rolling moves of hula dancers. And local residents seek an escape from this soothing sound. So the companies record for two audiences: ethnic material for tourists and kamaiua (old-timers) and a fresher, uptempo band of pop sound for the younger generation which feels its Statehood more.

Located in Honolulu are the following labels: Makaha, Music of Polynesia, Hula, Sounds of Hawaii, Han Ho, Hawaiian Recording Co., Paradise, Tradewinds and Mackenzie, Wakeiki Records. 16-years old, with 40 Hawaiian LP's, operates from Los Angeles under Tommy Kearn's direction.

Since the 1930's Mainland companies—majors and independents—have been releasing pure Hawaiian language records throughout the U.S. But the number actively supporting the 50th State has dwindled to where Decca, through the efforts of Los Angeles-based producer Bud Dant and Reprise, through Burbank-based Sonny Burke, are the most active. Additionally, Mickey Goldsen, a Hollywood music publisher operates two labels, Criterion, which specializes in albums of Island music and Palm, which is geared to singles releases. And the 49th State label, run from Los Angeles, provides a limited amount of Polynesian material to Mainland sources.

Capitol Records apparently has its eyes on today: it has recorded Buddy Fa, a sparkling vocalist-comic as a representative of the new school, with veteran musicologist Wesley Edwards providing the traditional and middle grounds of instrumental artistry.

"In the last two years our Mainland sound has crept into the Islands," comments Bud Dant, who has been recording Hawaiian material since 1963. Dant prefers to record packages which can appeal to tourists and Island residents. He prefers recording in Honolulu. "I feel there's an advantage in doing a live date to capture the romance and bring it home."

Dant usually records five Hawaiian albums a year. "When there's a lot of stars who play the old style Hawaiian music," Dant says, his record chart single of "The Unicorin" by the Irish Rovers playing in the background. young musicians are tuned into contemporary sounds. The steel guitar, for example is going out of existence. Dant has just recorded an all-star band LP featuring top Honolulu hotel bandleaders. He additionally cuts Ed Kenny, the Surfers, Hamani, Otta San, Sonny Kamahale, Pua Almeida, Barney Isaacs and Benny Sachs.

Of the many producers recording Hawaiian music, Warners-Reprise executive Sonny Burke, has worked with two blockbaster performers: the late Alfred Apaka, while he was with Decca. And most recently Don Ho. Burke first went to Hawaii to record in 1956 and Apaka was his first artist.

Burke recalls that several years later he went over to record Apaka plus several other acts. "We made 56 sides in seven days," he says. After working with Hawaiian material, he realized its sale was confined to tourists and the West Coast. But based on its steady movement, Burke was "still sold on the idea that Hawaiian music was a worthwhile area to be in" when he joined Reprise. Since developing the commerciality of Don Ho, Burke has cut six albums with the vocalist with three albums with his supporting group, the Alis.

Apaka was a fine, traditional ballad singer, Burke offers, while Ho represents the whole new musical thinking of today.

Makaha Records, a four-year old label, seems to be the local company most people talk about. Toki Anzai, the executive vice president, explains that the company is trying to develop standard Hawaiian songs with a modern beat to appeal to local patrons. Vocalist Melvin Leed has great promise in this vein, as she is a strong performer who works well with chart songs and native material. Makaha only has five domestic distributors, but plans to open the East Coast this summer. On the projection slate are albums which are half Hawaiian-half English.

Makaha, like all the other local labels, presses with Los Angeles stations. Makaha's steady growth is a happy story of Island ingenuity. Founder George Chun's first office was his car. Now the company has three offices across the street from the Honolulu International Convention Center.

Music of Polynesia, Jack DeMello's company, is the State's main interpreter of Hawaiian music through the medium of Hollywood recorded large orchestras and choruses. DeMello's prize project is a three box anthology series titled "Music of Hawaii" which carries a $9.95 price. DeMello has a few Mainland distributors plus Toshiba in Japan, which is currently busy over Hawaiian music. "Mainland distributors can't sell Island music if they don't understand it," DeMello charges. "We're a foreign country from a marketing standpoint."

DeMello estimates it takes seven days from the time he places a pressing order to the time the albums arrive by air. Ocean delivery takes up to three weeks—a common situation faced by all the companies.

Sounds of Hawaii was formed in 1962 as both a label and recording studio. "We don't keep artists under contract," says vice president Herb Ono. "We just build them. Acts here are good for only one album because the market is so small." But Mainland distributors wanted "a ridiculous price," Ono decided to forego domestic outlets. The catalog lists LP's by Marlene Sai, Bill Kaiwa, Sonny Kamahale and Paul Mark, among others.

Label officials eagerly point to the problem involved in setting up recording dates. "It's the musicians themselves," says Dan Horikawa. "They work on 'Hawaiian time.' They show up late and they don't take anything seriously. It's something we've grown used to. We don't even complain to the union about it."

Like Sounds of Hawaii, Hula Records also avoids Mainland distributors. "We produce only for the local market," president Don McDermid says. Why the avoidance of domestic representation? "Distributors don't pay their bills. Trying to collect 3,000 miles away is pretty hard," McDermid places his material in local stores, tourists buy the albums taken home and neighbors write for their copies. Hula pays the air post on a mail order. The label's top seller is Kent Bowman's pidgin English comedy LP, "Hawaii's Greatest Politician."

If these labels may be considered the Island's majors, then Hawaii's minor companies include East-West, run by Jack Law and designed to promote Polynesian rock, with its first act the Potted Palm, an amateurishounding local group, Han Ho, run by the Ed Brown-Don Ho interests, which has been signing a number of local artists and will sign with Capitol Records a distribution; Margaret Williams' Trade Winds which records local groups; Mackenzie, run by guideoman Jimmy DeMello, to whom he sold his and sold to his customers and in retail outlets, and Paul Page's Paradise Line, begun in Hawaii in 1957 and just now being established in Honolulu.

Most local companies are now starting to think of the market beyond the Pacific Ocean. Perhaps, they dream wishfully, they can create another Don Ho.
DON HO
ON RECORD

DON HO-HAPPY
DON HO-HERE I COME AGAIN
DON HO-IT'S MY BUBBLES
DON HO-Again!
DON HO-SHOW!

RS 6283  RS 6244  RS 6232  RS 6219  RS 6186  RS 6161
It can hardly be called an industry. With just three companies located in Honolulu, Hawaii's recording studios are geared to minimal service and minimum output. Of these three studios only two, Sounds of Hawaii and Commercial Recording, have had any impact among local people. A small facility owned by Fabio Robinson, a former Los Angeles record company owner, has found the going difficult for one simple reason: Hawaii's tiny record industry does not produce enough activity to keep three studios humming in any normal fashion.

And with Los Angeles just five hours away by jet, the availability of top West Coast studios, engineers and musicians is a tempting lure which attracts some of the local business.

"You don't have to be in Hawaii to record Hawaiian music," claims Jack DeMello, president of the Music of Polynesia label. "I'm five hours away from the finest engineers and facilities in Los Angeles." DeMello specializes in large orchestral-choral interpretations of Hawaiian repertoire, with the emphasis on modern arrangements.

Despite DeMello's penchant forSounds of Hawaii and Commercial Recording can resemble nerve centers of musical activity. Founded in 1962, Sounds of Hawaii offers the largest studio in a physical comparison between it and its chief competitor. Vice president Herb Ono claims the studio averages four dates a week. Enter the studio's reception room and a visitor finds himself peering at a new 12 channel control board. Reception and control are one and the same room.

Ono is very excited about this new board. It will enable the studio to enter the realm of sophisticated electronic gimmickery. With this equipment, Ono, one of two engineers on staff, will be able to cut masters for clients. Previously, masters were cut by United in Los Angeles. Last month the company completed construction of live echo chambers and added reverberation capability.

For $50 an hour weekdays, these tools of the trade are available to Islander and Mainlander alike. The large studio can hold 30 men, but the very nature of the kind of music the local Hawaiian companies produce hardly requires such an immensity of human energy. Small group sessions provide the bulk of the sounds.

The studio has three portable four channel mixers which are used on remote assignments. Ono says that although he's taped Hilo Hattie at the Hilton Hawaiian Village and done some "jobs on Maui" he just "doesn't like remote." "People here won't pay the price for doing a remote," he says. The cost for a remote taping, including the moving of personnel and equipment is $1,000.

With record-shattering numbers of tourists, generally amenable to purchasing authentic Hawaiian recordings as mementos of their visits, the recording studios are in a healthy situation. Mainland record companies already tapping local artists and those companies as yet uninvolved with Hawaiian material, will have to call on these studios to help capture the romantic, ersatz sounds of the local scene. And the only way to do that will be to record location at copious night spots around Honolulu's Waikiki Beach which caters to the young servicemen, the more advanced in age visiting garden club from Minnesota or American Bar Assn, conventioneers.

Ono, along with company president Dan Horikawa, boasts that the studio has been the location for sessions for Decca, Reprise, Imperial, RCA, and Polydor, a Japanese company. The soundtrack for the Singer-Don Ho TV special on Hawaii was also recorded here.

Commercial Recording, a two-year old company launched by former mainland broadcast production man Donn Tyler, sparkles with newness. Tyler, 28, and bearded, boasts that he beat Ono with 4-track equipment by one year. Tyler's carpeted studio can hold up to 15 people and has been used by Martin Denny and the Baja Marimba Band.

"I originally opened the studio for radio and television production," explains Tyler. "I didn't feel there was any record market. But now our business is split 50-50 between records and advertising commercials." Tyler has his own Scully lathe for cutting stereo masters and uses Capitol for mono discs.

Tyler's clientele ranges from four local labels: Ma-ka-ka, Hala, Hana Ho and Trade Winds to Liberty, Decca, Capitol and MGM. Sonny Burke cut Don Ho's "Tiny Bubbles" hit here: Voyle Gilmore may have recorded his last session for Capitol several months ago when he flew here to cut Buddy Fo.

Tyler's rates are $35 an hour weekdays and $50 Saturday after 6 p.m. and all day Sunday. If he's asked to do a remote, Tyler charges $75 an hour on a four hour minimum contract. Tyler is his own fulltime engineer and he has two parttimers.

"Four-track equipment changed the attitudes of the local people," Tyler says. The inference: more advanced forms of recording could be attained such as overdubbing.

Tyler aims to provide clients with bonus services such as bookkeeping, delivery of tapes and preparing legends for tape boxes. His recording room (a low wailing room in that sense) is lined with singles recorded there. Like the Mainland, Hawaii has had its share of one record companies: here for the release, out to sea after the initial flop. But still these products help fill out a wall.

Tyler shows an awareness of the limitations of the local studios. "The problem is that Hollywood's too close. Studio recording here has gone as far as it can go. That's why I'm installing equipment to get into motion picture sound recording."

One-year old Fabo Recordings is located a short drive from these two more established studios, but aside from the owner's own projects, the local record fraternity seems to have aligned itself with the other studios.

Is there room, or more aptly, a NEED for still another studio? Apparently not at this juncture.

A song written by the late Kui Lee captures the state of affairs in Hawaiian pidgin English: "Ain't No Big Thing Brudda."
WHEN HAWAII CALLS, answer with WEBLEY EDWARDS' TOP 10
...on Capitol

FAVORITE INSTRUMENTALS OF THE ISLANDS, VOL. 1 • DT 713
HAWAIIAN SHORES, VOL. II • DT 904
HAWAIIAN STRINGS, VOL. III • ST 1122
GREATEST HITS • ST 3229
EXOTIC INSTRUMENTALS, VOL. IV • ST 1409
ROMANTIC INSTRUMENTALS, VOL. V • ST 1987
ALFRED APAKA'S GREATEST HITS • DT 2088
HAWAII CALLS DE LUXE SET • STC 2187
HAWAII TODAY • ST 2449
MORE OF THE GREATEST HITS • ST 2736
Hawaiian music is a tough sell on the Mainland. Principally because the music in its purest stage is a foreign language to the Mainlander and this kind of material just doesn't appeal to a mass audience.

To alleviate this situation, music publishers are seeking songs in English which make them more commercially acceptable. In seeking a more Anglo-Saxon style, songwriters face the challenge of bridging two cultures: the languid South Pacific and the more uptempo briskness of modern times.

Traditional Hawaiian songs are very much in evidence exemplifying the missionary period, where hymnal melodies were borrowed to create romantic ballads; the Royal Hawaiian Band era, with its stringed marching beat; the ukulele-steel guitar period, and the 1940's when Bing Crosby and Harry Owens translated romantic ballads in English into major hits.

The contrasts of Hawaii's polyglot Polynesian-Oriental-Guamanian society are woven through the ethnic songs, which tend to be accepted by the Island's above 30 crowd and by the tourists. Young people seem to shy away from the ethnic songs. They prefer their music with an English lyric, with an amplified guitar and without references to coral reefs and swaying palms.

"There's one big problem," claims a Hollywood-based song publisher, Mickey Golden, whose Criterion Music Co. has specialized in songs from the Pacific area since 1952. "There are six or eight great Hawaiian songs which everybody remembers when they do a Hawaiian album. It's very hard to break a new Hawaiian song these days." Golden owns 500 Polynesian songs, purportedly the largest catalog of Hawaiian material available. When Golden found that he was hard pressed to place Hawaiian melodies with major mainland artists, he decided to start his own label to "get his catalog established." Songwriter Leon Pober's "Tiny Bubbles" thus was released on Golden's Palm label by Alex Kueck prior to Don Ho's version on Reprise.

Among Golden's prime writers are Eddie Lund, who began traveling through the South Seas Islands in the nineteen-thirties and Leon Pober, a former Brooklynite now residing in Hollywood. Additional contract writers are Alvin K. Ikua and Iringard Ahlo. Golden, who has produced over 50 albums of Hawaiian music for other companies in his role as exec of this culture, has carefully prepared a number of song books of Hawaiian, Tahitian and Samoan material to provide an encompassing analysis of Polynesia.

Golden's top copyright has been "Pearly Shells" by Pober and Webley Edwards, which has garnered 43 recordings, "Tiny Bubbles" in just two years has been covered 34 times. "These two songs are now considered the top two when doing a Hawaiian album. We have no problem getting them recorded."

What the young local Hawaiian community seems to be shying away from are songs like "Sweet Leilani," "Blue Hawaii," "Lovely Hula Hands" and "Little Brown Girl," which commemorate the old image of the Islands.

Golden's credits include Kui Lee, who died in 1946, more than one year ago, with bridging the generation gap. Golden has 12 songs by Lee on his label. "I'm afraid that with the passing of Kui, the new wave of Hawaiian composers has been cut off for the moment," Golden says.

What is the value of Hawaiian music, both of an evergreen and more recent vintage? "The music reflects the culture of a people and can create a visual picture image of an escape to a South Sea island."

Hawaiian music gains a vital boost through the labels.

**Islands Inspire Ethnic Sounds But It's The Uptempo Beat That Counts**

The late Kui Lee is credited with bridging the generation gap...now the search is on to find his replacement.

---

**response**

by Golden of two copyrights to United Airlines for commercial usage. These songs are "Happy Me" and "You'll Never Go Home," both Leon Pober creations.

Hawaiian material may be found in the catalogs of Leed's, Paramount and E.B. Marks, but their enthusiasm reflects prior days.

Today, the Honolulu-based recording companies operate their own publishing wings. Music of Polynesian's company is Melway, run by Wayne Robinson and Abe Marcus from Los Angeles. Makala's company is Kamaka, which obtains Hawaiian language songs from specialists Kamea Flores, Harriet Fernandez and David Kupolo. Hula's company is Kalakaua and the firm has a tieup with Konoaki of Hollyweed. Hula's Don McDonald has published Lee's "I'll Remember You" plus a number of other titles. Lee's adventurous adroitness was responsible for such songs as: "She's Gone Again," "Going Home," "Rain Rain Go Away," "No Other Song," "Go To Hana," "Ain't No Big Thing," "The Days of My Youth," "All I Want To Do" and "One Paddle, Two Paddle."

When speaking of the music of Hawaii, such composers as Queen Liluakalani, R. Alex Anderson, Jack Pfitz, King-Hoffman-Maning, Charles King and Francis Gerber have been major contributors. A recent addition to the songwriting fraternity is Paul Page, pianist-composer, who has written over 100 Polynesian songs, including 26 which Lawrence Welk published in 1964.

Material is the answer, local record executives feel and one Honolulu publisher echoes this feeling: "There are very few people writing in Hawaiian. I know of one educator who has 500 songs but no music. It's one continuous circle of asking people if they know the name of a song. Today, the only people here who remember the melodies are the old grandparents."

Aiming material at a much younger mainland and local audience is the Hawaiian Recording and Publishing Co. whose main creator is Eaton (Bob) Magoon, Jr., president of the firm. Eaton, a member of one of Hawaii's oldest families, has written three musicals: "49th Star," "13 Daughters" which ran for a while on Broadway in 1961 and a new production, "Thank Heaven For The Heathers," which is presently casting local performers.

Magoon's company is copublisher of the "13 Daughters" score with Anne-Rachel Music, a member of the Hill and Range operation. Collaborating with Magoon on the new production is Sir Robert Helpmann. Magoon's catalog lists 50 songs.

The local publishers find hardly any market for sheet music. "Our main aim is to get our songs recorded," Magoon says in his ocean front residence in the elite Diamond Head section of Honolulu. Of the old material, Magoon feels that "if it's a real pineapple song, tourists can learn to do the hula from it."

"We're trying to be part of the new Hawaii and create songs which reflect contemporary thought." Two recent Magoon titles: "Seestah Look Da Hippies" and "Honolulu, Wear Flowers For Me."

Most Hawaiian performers write their own songs. Ray Kinney, a 67-year-old ukulele expert, who is very much active in Honolulu, is the author of "Across The Sea," "Farmer Hospitality" and "Not Pau." Singer-composer Ron Maury (whose Hawaiian name stretches into six words) has recently returned home after 20 years on the Mainland. He has recently signed a writing pact with Don Ho and has turned over his first ten titles.

The new wave movement should reap some benefits from the pen of Steve Logan who recently signed with Warner Bros. Logan, 26, formerly wrote rock'n'roll songs and has been in Hawaii 10 years. With a little inspiration he, like several of the other young professionals in the State, could prove to be the elusive substitute for Kui Lee.
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INFANT CONCERT INDUSTRY DEVELOPS AS CADILLAC ACTS DIG CIRCUIT

By SHELBY JONES

The impact of major musical artists from the Mainland has been felt in Hawaii. With the opening four years ago of the multi-purpose Honolulu International Center (HIC), the State gained its first deluxe concert facility. Prior to HIC's opening, the Waikiki Shell, with a 9,000-person capacity, was the city's top talent location. HIC has supplanted the Shell with its 2,107 capacity Concert Hall and its 8,360 capacity Arena, both booking major rock and audience attractions.

The concert Hall, which featured Ed Ames in a mid-April date, is utilized for various performances—legitimate plays, symphonies, other types of musical concerts, ballets and lectures, Herb Rogers, a San Francisco-based producer of musical comedies, began promoting plays for the facility last season and grossed $480,000 over a six-week period. Among the six plays presented were: "South Pacific," "West Side Story," "The King and I," and "Flower Drum Song." The Concert Hall rents for $600 per day or 10 per cent of the gate, whichever is greater. The Arena rents for $750 or 10 per cent of the gate.

An exhibition building accommodates exhibits, assemblies, dances, banquets, and a variety of meetings. The annual Home Show—which featured Pat Boone last April—has been held there. It is also the scene of the annual Japanese Cherry Blossom Festival and karate tournaments. HIC books a number of country and western acts which Dick Howard, director of audiotoriums for the city and county of Honolulu, says appeal largely to military personnel. In Weleda, owner of the Honolulu-based Exposition Advertising Co., responsible for presenting Pat Boone as well as the Home Show, promotes other industrial shows in the facility.

Top Mainland talent can draw good grosses because local people will pay the top price for the best in entertainment.

Howard's is an appointed post by the mayor of Honolulu. Operating with a set of rules made by the city council, he has "full authority to select attractions, while taking into consideration the best interests of the city." In speaking of the advantages for major Mainland performers considering HIC dates, he boasts: "The grosses are here." The prime example he cites is a $64,705 gross by the Young Rascals on Aug. 5-6, 1967. Six months later they reappeared and grossed $69,131. (Tickets for such Arena attractions are now scaled at $2.50-$5, up $1 on the top ticket.) "People here will pay the top price for the best entertainment," Howard continues.

While the public is eager to receive powerhouse Mainland acts to supplement its entertainment menu, the cost of traveling to Honolulu ($200 per person via jet) is a prohibitive factor which promoters must live with. Dick Clark cringes when he tallies the plane fare for the 11-piece Mitch Ryder troupe which played the Arena on a rock'n'roll bill in April.

Among the promoters helping open the vistas of talent for Hawaiians are locals Tom Moffat and Ralph Yempuku plus Dick Clark, Lou Robins, Herb Rogers, and Nashville's X. Cline. Inky Young's TransWorld Attractions, which presently books talent in hotels and nightclubs, plans promoting top draw concerts at HIC.

Howard's assertions that good business may be achieved with the right headliners are substantiated by these promoters. Ralph Yempuku presented Herb Alpert and the Tijuana Brass, Ella Fitzgerald with Oscar Peterson and Johnny Mathis and reports good grosses.

"People here like schmaltz," Howard points out. "Ed Ames and Liberace did great." Howard is of the opinion that classical music survives in the city largely because it attracts older people. Nevertheless, Howard feels that "there seems to be a concerted effort on the part of local families to have their kids appreciate serious music."

There is evidence that performers who do not offer "schmaltz" can also have successful Island engagements. Tom Moffat brought Ravi Shankar to the HIC on a four-week tour to introduce Islanders to East Indian music. (Moffat's other promotions are in the larger Arena.) Ray Charles once grossed $17,000 for a one-night stand, though rhythm and blues has not really made a hit in Hawaii. Dick Clark's production company will present six rock concerts this year in the Arena, in association with rock radio station KUKA. Clark's first Honolulu promotion was in 1964 with a Carnival of Stars rock package in the Arena.

Howard describes sound systems as the "peril of arenas," adding that HIC's sound equipment has been supplemented to get more desirable reproduction. The Arena has 30 sections with a speaker over each section. Seats on the lower floor are exposed to stage and side speakers. Altec Lansing equipment was recently purchased for use in conjunction with existing sound equipment. The Concert Hall simply has three giant speakers above the stage's proscenium arch.
Hawaii's nightclubs are many-splendored in their visual display of multi-racial talents—a hapa-haole singer, a Japanese pianist, the tuneful twangs of a rock'n'roll guitar blending with the strains of a ukulele.

And Waikiki is where the action is. The Island nightclubs, like Hawaiian music itself, now reflect the dramatic transition that has taken place in local show business. While some clubs still offer authentic Hawaiian, the bulk have swung with the tide to spotlight what can be called contemporary Hawaiian.

Some conclusions can be drawn about the nightclub picture:
-Hula girls are still a permanent fixture in the Island picture, but only in showroom revues at the major hotels.

A large number of the performers—both veteran and newcomer—reflect the here-now-wow, youthful spirit. Hence, no one is exclusively Hawaiian these days. A typical repertoire includes the traditional "Ke Kalii Nei Au (The Hawaiian Wedding Song)" with the more recent "Tiny Bubbles."

Because of its strategic mid-Pacific location, there is a continuous influx of acts, notably from the Orient.

Hawaii's nightclubs are a potpourri of sounds and many splendored happenings

By WAYNE HARADA

"HAWAII'S YOUNGEST RISING SINGING STAR IN THE TRUE HAWAIIAN STYLE"

Danny Kaleikini

STARRING AT THE KAHALA HILTON HOTEL
IN THE DANNY KALEIKINI SHOW.
Chant"—but it rings with that contemporary flair—via more recent favorites as "I'll Remember You," "Lahainaluna," and "Tiny Bubbles."

Undeniably, no visitor to the Islands leaves without taking in the shows with gay, colorful out taking in the shows at the hotels. The Waikiki hotels dress up their shows with gay, colorful costumes, and they usually present a mini-history of the Islands in their reviews.

Among the hotel dazzlers:

-The Danny Kaleikini Show at the Kahala Hilton's Hala Terrace, where the singing baritone features soprano Penny Silva and the Kalamai Dancers.

-The Ed Kenny Show at the Royal Hawaiian Hotel's Monarch Room.

-The Hilo Hattie Show at the Hilton Hawaiian Village Hotel's Tapa Room, where the "Clown Princess of Hawaii" mixes music with mirth, and features baritone Alex McAngus.

-The round-up of Island and visiting artists and their diverse approach to Polynesian songs is endless.

Buddy Fo and His Group, at the Kaanapali Beach Hotel on the Island of Maui, reflects that youthful spirit in both song and patter. So do Sam Kapu Jr. and the Leimoe, who appear at Hana Ho, Steve Logan and the Heros at the Queen's Surf, Billy K. and the Seniors at Shipwreck Kelly's, The Surfers at the Canton Puka, and The Entertainers Five at the Hilton Hawaiian Village Garden Bar.

Some artists, such as ukulele virtuoso Herb "Ohta-san" Ohta, are masters in their field. Ohta has performed in some of the top local clubs like the Ilikai Hotel, the Kaimana Beach Hotel, and Tahiti-by-Six. Featured with him are two vocalists, Linda Green and Alvin Okami.

Pianists make the scene, too. They include Karol Kai, who also sings at Clark's, blind pianist Ronnie Miyashiro at the Hilton Hawaiian Village's Golden Dragon Room, pianist Elmo Ke who works with hula ma'i Harvey Ragdale at the Host International lounge at Honolulu International Airport, one of the few clubs outside of Waikiki doing brisk business.

The Ilikai has become a metropolitan meeting ground for imported talent. The Canoe House, the Hong Kong Junk, and the Pacific Ballroom have been the scene for many a visiting trouper, including the Sunspots, the Mariachi Los Camperos, the Four Amigos, the Kim Brothers, Julie London, Pat Boone, Jimmie Rodgers, the Marx Hi-Fives, Julian Wechter and the Baja Marimba Band, Margaret Whiting, Matt Monroe, Jack Ross, and scores of others.

Yet the smaller clubs stack up well. Iva Kinimaka, for instance, has a wide following at the Royal Lamai. A block-and-a-half away, his brother, Kalani Kinimaka, sings at the Waikiki Bilmore.

The Kahananui Lake Trio is one of the few groups which offer old-fashioned, authentic Hawaiian music, at the Haul Terrace of the Kaimana Beach Hotel. The Alice Fordlund Trio at the Hakaholani Hotel also specializes in the traditional music.

Society Of Seven
formerly
The Fabulous Echoes

starring at
Duke Kahanamoku's

Damon of the Galaxy Lounge (appearing with the Don Leong group), and warbler Melvyn Lee of the Berne Hal-Mann group, on leave from the Hilton Hawaiian Village.

Then there are the perennial favorites—such as singer Sterling Moser of the Queen's Surf Barfoot Bar, vocalist Mamor "Sariko" Smith of the Ali Lounge, pianist Jack Pitan at the Captain Cook Room of the Moana-Surf/Rider, Alita Silva at the Kahihi Lounge piano bar at the Princess Kailana, and harpist DeWayne Fulton at John Henry's in the Ala Moana Building.

For years now, Hawaii's entertainers have been singing a sore note about low pay. But a recent decision by the American Guild of Variety Artists (AGVA) would double the pay for some performers and put them in the same salary bracket as Las Vegas showrooms.

The salary hike, effective earlier this year, means that a star performer in a nightclub revue will receive $250 weekly instead of the $125 to $150 he may now be getting.

Already, the new pay schedule has had some drastic effects on the local entertainment scene. Production shows are being cut back, to keep the expenses down. One club has folded and a few others are on the fence.

www.americanradiohistory.com
Hawaii is a happy mixture of a centuries-old Polynesian culture and a 20th century Western civilization. And while the Hawaiian music industry has embraced the musical forms of the current pop scene, it still clings to its ancient musical culture, and it propagates this culture—through radio programming, recordings and variety shows—to the Occident.

Despite nearly eight years of Statehood, Hawaii still retains enough of its traditional music feelings to give the Mainland tourist the impression he is in a foreign country.

But this, too, is changing. In the last two years, Hawaiian composers have been thinking beyond the confines of their island group and beyond the disciplines of the music which dates back to 1778 and which is based on native chants. Honolulu’s 16 AM, 4 FM and 4 TV outlets reflect this change. "The small group, ukulele and steel guitar belong to yesterday," says composer-arranger-record company executive Jack DeMello. "We are a young State, we don’t live in grass shacks and we’re close to the Mainland. Our tastes in entertainment follow the same patterns of other States."

Shirk off the old, welcome the new, the mod, the modern, the Mainland sounds and styles, many of the musicians exclaim.

In a true sense, Hawaii is the only State with its own distinctively characteristic music—which for the most part had remained in a static state of monotony...until two years ago when a fresh breeze of creativity opened the portals of people's imagination and Hawaiian composers began to think beyond the seas.

Today, the island's musicians talk bountifully about how contemporary their home is. For a small market surrounded by water, Hawaii is just reaching out now to assert itself as a major tourist center and as a new creative force at the gateway to the South Pacific.

Hawaii is indeed a youthful State with 50 per cent of its population under 25. This accounts for the growing acceptance of Mainland rock’n’roll groups when they play concerts in Honolulu. But for some strange reason, Honolulu's teenagers have not discovered the one kind of music which laces the Mainland pop music charts: rhythm and blues.

With tourism trailing military spending as the number two money maker for Hawaii—over 1.5 million persons are expected this year—artists fortunate enough to have recording contracts are in enviable positions. Persons visiting Hawaii generally have heard some form of native Hawaiian music and they usually purchase recordings as a remembrance of their trips.

With the exception of the broadcasting industry which is overloaded with radio stations, the entertainment industry must be appraised on a scaled down basis. Hawaii's population is 750,000, with 80 per cent located in Honolulu, including 240,000 of Japanese ancestry. Consequently, an album sold locally with broad appeal can go 5,000 copies within the first 50 days. The varied cultural backgrounds of local residents vitiate against hosts of smash albums.

Entertainers Strive for Contemporary Image Amid A Hotbed of Tourism and a Centuries Old Culture

By ELIOT TIEGEL
Consider these population percentages: Hawaiian or part Hawaiian ancestry, 16.1; Caucasian, 32.2; Japanese, 32.2; Filipinos, 10.9; Chinese; 6; others, 2.8. So an album—or artist—has to really overcome all these varied backgrounds and capture to achieve broad acceptance.

Some distributors talk about 2,000 LP sales as standard. Others boast of the emerging number of smashers: Don Ho's LP's which have set Island records, ranging from 76,000 to 44,000 copies to the Taj Mahal Brausno sells 30,000 copies of a title.

Retail and military outlets throughout the State selling recordings number no more than 60 locations. Helping to hold down the local market are the overwhelming number of persons working on pineapple and sugar plantations, whose wages are poor and who make their own music.

With the exception of Ho, whose singing voice often has more grace and appeal than his informal audience participation nightclub act, Hawaii has yet to develop a strong, contemporary performer. There are scores of local acts working throughout the Islands, with hotels the main employers of acts designed to educate the tourists to the beauty of the Golden People.

Hawaiians enjoy their own music, some say, without even the point of announcing they are Hawaiian-Scottish-German-Portuguese or whatever during their club acts. But they also want to get on the Stateside bandwagon; a recent visitor frequently heard Hawaiians singing "Up, Up And Away," "I Am Hawaii," "Pearly Shells" and "Ain't No Big Thing.'

Great emphasis is placed on group harmony, with rock'n'roll rhythms subtly blended into the ukulele instrumentation. The Vietnam War deeply touches the Islands. The millionth serviceman to visit Hawaii on a six-day rest and recuperation pass recently was duly recorded. Every night performers salute these people during their shows and tourists are touched by a fleeting moment by the conflict.

The war aside, there are some developments of a happier note which promise to lend a major boost for modern Hawaii. "Hawaii Ho," an hour-long color TV special from the Singer Co. starring Don Ho, airs on NBC May 27. The aim of the program, explains Ho's manager Ed Brown, "is to see Hawaii through the eyes of the Hawaiians and to do it musically." Uptempoed background music is one of the keys in an hour-long TV detective series, "Hawaii Five-O," which debuts on CBS Sept. 26. Jack Lord plays the starring role, with several local disk jockeys cast in supporting roles. So much for exports.

Two veteran Las Vegas producers, Bill Turner and Alan Smith, have moved to Honolulu and plan importing or developing a number of production shows for the Outrigger Hotel, located in the nightclub laden Waikiki Beach area.

Contemporary music seems to be in line for its own Island boom. The owners of the Lumer Tree, a rock club in business since last November, are buying a roller rink and turning it into a 4,000 seat concert auditorium. The club presently books acts on nine-week contracts with Stark Naked and the Car Thieves working through the end of May. Its patrons fall in the mid-20's and over group, which could hardly form the membership nucleus for a potential Honolulu branch of the Factory discotheque. Club directors envision booking Mainland groups. Membership would be $500 a year plus a $15 monthly tab.

A number of good locations in Honolulu are already presenting young contemporary performers, notably the Hilton Hawaiian Village's Garden Bar where the Entertainers Five Plus Two holds forth for vacationing college students and the Queen Surf's Lani Room which spotlights Steve Logan, a transplanted Mainlander.

Although Honolulu bears some resemblance to Miami Beach, it is not prepared to accept a role as the Pacific link on the top dollar show business circuit.

Island people generally believe they have to preserve Hawaiian music and art for the tourists, so local acts like Hilo Hattie, Ed Kenny and Danny Kaleikini proliferate. Plus acts with Oriental associations like the Sunspots from Hong Kong and the Brothers Kim from Korea. There are no rooms large enough to book a major entertainer, although the Royal Hawaiian Hotel's Monarch Ballroom is an elegant candlelit setting holding 600 at the Ed Kenny dinner show. The Royal has booked the Kim Sisters and Wayne Newton, so it has favored the taste of non-Hawaiian entertainment.

"We just can't afford to pay for top acts," laments Jo Flanders, entertainment director of the Hilton Hawaiian Village, who keeps five locations going with live entertainment of varying degree. "We are so packed we can't even give the entertainers a room."

One singer who has worked in several of the hotels, but now prefers nightclubs, claims that five years ago "performers played what the hotels wanted. You had no freedom. Now the 'is' sound has hit Hawaii and the bigger hotels are noticing it."

The exotic flavor of Hawaiian music is boosted greatly by the stylings of Martin Denny and Arthur Lyman. They had a great deal to do with changing the texture of Hawaiian music heard in their days and we're only talking about ten years ago," says producer Sonny Burke. The utilization of sound effects coupled with crystal clear recordings, immeasurably helped Denny and Lyman expand the vistas of Hawaiian material for Mainland ears.

The evolutionary sound of Hawaii's music is ably analyzed by Bob McDonald, a former Capitol Records executive for 16 years, now a resident on the island of Maui. "Buddy Fo is the young sound of the Islands. Don Ho was the instrument for Ken Lea's music. Ed Kenny is the old sound and this is what a lot of the tourists want to hear. But a lot of them get fed up from hearing 'Pearly Shells.'"

Still, "Pearly Shells" and "Sweet Leda" do represent something new to people who have never been to Hawaii. But the enthusiastic spirit of the young creators and performers may soon have something to say about that.

Bruce Weber, Lindsey Campbell; writers, Wayne Harada, Shelby Jones, Eliot Tiegel; section editor, special issues editor, Aaron Sternfield.
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Strange, but true: Sometimes Hawaiian holiday time in Japan. The land of the rising sun is an ocean away, but the ripples of Hawaiian music have stirred quite a wave in Japan over the years.

Ethel Nakada, Japan’s “Queen of Hawaii,” and a top recording artist, makes an annual pilgrimage to the Islands prior to the seasonal fling.

Last month, she visited Hawaii to brush up on her hula, and learn new Island songs. She reflects that odd musical development in Japan, where summer is the season—the only season—when Polynesian melodies are in vogue.

“Hawaiian music is big in the summer—very big,” she says. “When fall comes, it no longer is popular.”

That she has cut 12 albums for Toshiba—all of Island music, is not surprising. She made “Kaimanahila,” a long-time favorite here, a best-seller in her native country.

Because of the Hawaiian emphasis during the summer, a lot of Island-based troupes venture to Japan for personal appearances.

Interest in Hawaiian music is so great that the Japanese have translated a number of Hawaiian songs: “Sweet Leilani” has been retitled “Itoshi Hana” and “Ke Kali Nui Au (The Hawaiian Wedding Song) has been renamed “Kekonshiki No Uta.”

Some melodies, however, are sung intact—for instance, “Tiny Bubbles,” “Lovely Hula Hands,” and “I’ll Remember You.”

Actual recordings of Japanese-produced albums of Hawaiian songs are done in Japan, where skilled musicians specialize in the seasonal outburst.

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Hawaii's military club circuit is a profitable concert outlet for artists working the civilian locations.

Ten military clubs on the Island of Oahu outnumber the civilian facilities in booking top draw Mainland artists. In operation over one year, the military circuit has enabled artists to earn bonus salaries while en route to other contracted jobs in the Pacific.

Air Force sergeant Jack Parker is the guiding force behind military bases developing into top users of talent. Parker works fulltime as the manager of the Hickam Air Force Base's Officers Club. After surveying the operation at Hickam, Parker decided a taste of live entertainment would do wonders for the Club. So using contacts he had befriended while stationed in Las Vegas, he began asking Mainland people if they would route their artists through Honolulu.

Once he discovered that the likes of Patti Page would fill the Club's 800-seat Lanai Room, he asked the other Oahu military bases if they would be interested in also hiring talent. A number said they could manage the talent fees. Parker usually contracts for three artist appearances on Friday and Saturday. The military clubs can pay from $2,000 to $15,000 for a guest concert.

Parker has developed a regular musicians union band which travels to all dates with the visiting artist. "Managers are amazed when we tell them that their artists won't have to rehearse with a new band at each club," Parker says, his slick civilian outfit belying the fact that he is a 17-year career veteran. "We will take anybody any time they want to come to Hawaii," he says.

Since booking talent, Parker has turned his Club's treasury into the most profitable in the Air Force. "We grossed $2.5 million last year principally because entertainment built our volume.


Based on this experience in booking shows, Parker knows exactly what his future holds, "I plan to get into the entertainment business fulltime. If I get out of the Air Force," he says, "We're already off to a good start."

It was a hectic period for Buddy Peterson, president since 1945 of Local 677, Musicians Assn. of Hawaii. First an executive at the Hilton Hawaiian Village called to request that the union trim a quartet to a duet in one room. And a little while later someone from the Kahala Hilton called to request something of a similar nature.

Then, later in the afternoon, the negotiating team representing the Local, a branch of the American Federation of Musicians, and the Honolulu Symphony Association, met to iron out a new contract for the 50-year-old orchestra.

"They're getting $100 a day," Peterson remarked about the second hotel caller. "They've had a five man minimum ever since they opened. We've asked them to make a request for the reduction to our board of directors."

Peterson is quick to emphasize that the Local has good working relationships with the Honolulu hotels which cater exclusively to the bulk of the State's out-of-town visitors. But he also says that the hotels aren't showing the right "Aloha spirit" by wanting to reduce live music. "We can't understand it; they're all operating at close to 100 per cent capacity."

After a series of deliberations, the union and the symphony people settled on a guaranteed 30 week season for the 73 musicians with a minimum of $115. Players who double in ensemble groups within the orchestra will earn $135.

"It's really a tough selling job," Peterson said in referring to the state of classical music in Honolulu. "It's tough because we're in an Asian culture. We've been losing money on opera; however, more and more people appear to be patronizing the Symphonies and going to hear the works of the masters. The Symphony Association is trying to bring the orchestra on a par with the jet age. With Hawaii being at the crossroads of the Pacific we have to have a top-flight symphony. The Local's been composed mainly of Polynesian musicians, so we have had to bring over classical players from the Mainland.

While Peterson spoke, the solo strains of a classical violinist practicing in one of the Local's three rehearsal studios wafted through the air.

Formed in 1923, 677's membership in its jurisdiction over all the Islands presently fluctuates between 1,200 and 1,300. However, only around 300 players are working fulltime in music. Peterson feels the hotels underplay the importance of music to the tourist trade. "It's very difficult to get people to understand that the music of the Islands has had a lot to do with creating an interest in getting people to visit here."

In Hawaii there are only two working categories-class A and B. Sidemen average $130, with piano bar soloists running in the $150-$200 range. A leader in a top hotel band averages over $300.

whereas years ago the steel guitar was the most popular instrument, today regular guitarists reign. Guitarists often double on string bass and ukulele.

Peterson estimates that 40 per cent of his members can read music. Of this group only 10 per cent read well enough to work in the prestige hotel shows. In the early days 90 per cent of the members couldn't read period. So the situation has markedly improved.

For a $1000 initiation, $30 to the main AFM organization and $20 annually to 677's coffers, a person playing the nose flute or the five gallon tin can join the ranks of the professionals.

"In the last two years we have taken in 250 local rock musicians," boasts Peterson. "It's just wonderful having these kids here."

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DON'T DIG THAT POI
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(FAR LANDS)
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GINGER MEMORIES
(Look Out For The Girl In The Colombo)
HANDS I LOVE
HAYA-HOLOLE HULA GIRL
HAPPY ME (Laukanohana Hula)
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HAWAI, HAWAI
(I Want To Go Back To Hawaii)
HAWAIIAN CALYPSO
HAWAIIAN GUITAR
HAWAIIAN LOVE CALL (E Malu Mat)
HAWAIIAN YAMPI
HE ONO
HERE COMES SANTA IN A RED CANOE
HERE IS HAPPINESS (Keke Ni Sachirii)
HOT ANA (Over The Blue)
HOI NAI
(That Good Old) HOOMALIALUMI E
I GOT Hooked AT A HUKILAU
I'LL ALWAYS REMEMBER HAWAII
I'LL BE THINKING OF YOU
(Ue Like No a Like)
I'LL SEE YOU IN HAWAII
I'M, IMO
ISLAND ANGEL (Kona)
(An) ISLAND CALLS TO YOU
JUST AN ORCHID FROM HAWAII
KALOA
KAMEHAMEHA HULA (I'm Going to California)
KAELENA NA PUA
(The Good) REALOHA
KAEKAI
KNOC RANAPU FROM KAILUA
KO HOJ SACHIRII (Here Is Happiness)
KOI KIN MAI MO
KUUMA IN A MUOMU
LAIKANA
LANI MAKI
LAUHAKIMIKI HULA (Happy Me)
LET ME HEAR YOUR WHISPER
LEI ALAHA, LEI MAKAMAK (Teigmorone)
(LIGHTS OF HOME (Look Good To Me)
LITTLE KIONA RAY
LOVELY HAWAIAN MADONNA
LOVELY HULA GIRL
LOVELY LOTUS FLOWER

LOW MOON AT WAHIKI
LUKU FEET
LULU SONG
LUCKY YOU COME HAWAI
MAACO
MAMA'S MUKU
(A) MAN CALLED HAWAI
MANEA
MANUELA BOY
MATINGA
MAUVIE
MAULUVO'I WAVII (For Just An Hour)
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NOHEA (Island Angel)
NO KURU
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OCEANS AWAY
OFF SHORE
OMOLO HA
ONE MORE ALOHA
ONLY ALIGHT REMAIN
OUTI TULU MAFATI
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(When The Lullaby Sails Away)
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Irv Pinensky, whose company, Eric of Hawaii, is the Warner-Reprise distributor, is partners with Ken Kaitzawa in the Island's only rack, Rack Service of Hawaii. As such, he is a vital power in the distribution picture, which is structured around eight major companies which handle mainland labels: Eric, Craig, Pacific Enterprises, Microphone Music, Music Craft, Radio-TV, Surfside Hawaii.

Among the 60 retail outlets selling records in Honolulu are 14 military stores plus fair sized departments in the top tourist hotels. Regular outlets sell LP's for $5.79, with $4.29 a basic discounted price as such discounting locations as Gem, Holiday Mart, Wigwam, Gibson, Sears and Woolworth's.

The lowest discounted price a distributor recalls is $2.98 on $4.79 product. The lowest retail price was $3.66.

"Almost everyone flies their merchandise in," said Ed Nielsen, sales manager for Nylon Bros. record division. "It costs 18 cents per album, which is the reason for the increased cost."

"The market's not very cut-throat...not yet at least," he added. One year ago, Nylon dropped its price for the Island's rack which had been purchasing some titles carried from the mainland.

Distributors here are their own promotion men, taking product around to the radio stations. "With the right product, airplay is easy," Nielsen said.

On a hit single, 300 records covers all juke box operators. "The singles market here must be the worst in the world," one distributor said. There is tremendous theft problem with singles, especially at the large Sears, Roebuck store in the Ala Moana Shopping Center.

A "hit" single can sell 2,000 copies.

Military personnel account for the bulk of the country, rhythm and blues and jazz product sold. A Supremes top album sells 2,500 copies.

"An album," explains Irv Pinensky, "sells as much as a single." Pinensky believes in carrying catalog inventory. Most of his rack business is with the outer islands.

"Our rack operation is quite different than anywhere in the country. Here you walk into a store and they haven't sold anything, but they'll say: 'Everything's going. Send more.' What do I do? I ignore the situation, give them leader items and run sales on the good selling albums."

Among Pinensky's rack clients are the Long's drug chain, the Ben Franklin Stores and the Holiday Mart chain. "This can be a breaking market," Pinensky contends, "but the manufacturers have to realize that everything is relative. Five hundred orders are like 5,000."

Among the singles islanders claim to have broken are: "These Boots Are Made for Walkin" by Nancy Sinatra, "Tiny Bubbles" by Don Ho, "Georgie Girl," by the Seekers and "Born Free" by Matt Monro.

Pinensky has been the only major distributor not handling tape cartridge product, but he plans changing this this summer. He says he felt the amount of money he would have had to tie up in cartridge inventory ($30,000-$50,000) wasn't "worth the return." Pinensky will start his cartridge efforts by stocking product from the record lines he presently handles.

Pinensky numbers 40 locations for his distributorship. Thus he has a good idea of what his potential for cartridges will be.

Ken Kaitzawa's tape cartridge business has been building slowly. He has 15 such accounts, including discounters who sell $7.78 product for $7.25. He handles GRT's 4 and 8-track and cassette lines.

Kaitzawa has been in business for 27 years, starting originally as a retailer and moving into distribution 10 years ago with Microphone Music. Besides handling mainstream lines, he specializes in importing Japanese product from Victor, Nippon Columbia, Teichiku, Crown, Polydor and Toshiba. "A good Japanese album sells several thousand copies," he says.

A leading cartridge operator is Muntz Stereo-Pak, which has been in business since September, 1965. Miss Connie Mestrovich sells manages the location, open seven days and employing 14 fulltime people and five unit installers.

A second store several miles away from the main location was opened late in April, with Clarke Keene, the manager. Both stores are owned by Los Angeles-based Muntz Stereo-Pak executive Harry Wintersetz.

All cartridges and Muntz players are ordered from the main factory in Van Nuys, Calif. Merchandise usually takes from 10 days to two weeks for ocean shipment. The basic price for a 4-track cartridge is $7.98.

The store has just begun to stock 8-track and has an ample supply of cassette merchandise from Mercury and Ampex. On sale are the regular Muntz 4-track players plus Nordello cassette machines, the Foster speaker line, GW Electronics auto-tuner and 8-track titles from RCA, Columbia, Capitol, A&M and Original Sound.

It takes an installer from 40-45 minutes to place a unit in a car, with eight cars rolling off the line in a day.

"Rock'n'roll is our best seller," according to Miss Mestrovich, with the store one year. "Jazz is a good seller, but there aren't enough key jazz artists on tape."

Hawaiians seem to be asking for the more serious brand of jazzman, which the store doesn't stock.

Such outlets as Sears, Gem and House of Music order product from Muntz. Competing as aggressively as Muntz for the cartridge market is American Stereo, a store which covers both the 4 and 8-track field.

The cassette configuration, as most people explain, has yet to be felt here. Four-track has been the sales paper, with 8 starting to creep up.

Cassette is one of three configurations which Ampex of Hawaii, a charitable owned branch, sells through 40 franchised dealers, including 10 on the other islands.

"The response for cassette has been great," says Ampex's Mrs. Skippy Hermamoto. Delivery on product from Illinois takes one month. Strong sellers sent airmail can be received within one week. Ampex's product line covers its $5.95 cassette and 8-track cartridges, its $4.95 4-trackers and its $7.95 open red tapes. "We had a demand for 4-track last year," Mrs. Hermamoto says. "Now because of the auto market, 8-track seems to much stronger."

Irv Pinensky, left, and Ken Kaitzawa, represent major record distributors.

A Sears sales clerk explains stock to a tourist, while locals audition a cartridge at Muntz Stereo-Pak.
“Hawaiian music may sound the same as it did 25 years ago, but it isn’t,” the speaker is Webley Edwards, who came to the Islands 40 years ago to play football and stayed to establish a reputation as Hawaii’s musical goodwill ambassador.

Sitting in front of a giant color photo of Waikiki Beach years before package tours to the Islands were ever invented, Edwards explains that Hawaiian music today is sophisticatedly arranged. “It used to be improvised,” he adds between puffs on his pipe.

“Alfred Apuka added a great deal to the phrasing of ballads and inspired other singers. There are more Hawaiian professional musicians than ever before because there is a greater need for music—all brought about by the influx of tourists.”

The current drive to modernize Hawaiian music is nothing new, Edwards feels; it’s happened in the past. “A rock beat is perfectly good in Hawaiian music. If you don’t overdo it, rhythm is nothing new here. There have been more than 3,000 Polynesian rhythm patterns developed over 1,000 years. But Hawaiians like to hear the melody, and it’s good to have the young groups singing in English.”

Edwards’ own orchestral image on his Capitol Records is one of “romance and escape.” Bill Miller has been his producer for years and was recently in the Islands working with Edwards on their next LP—built around a soft Hawaii guitar motif. Edwards believes this soft sound will appeal to his Mainland followers.

Don Ho has his own ideas about what people will accept. “For the past 50 years tourists have taken what we gave them,” he says. “Tourists will also accept the new music we are creating.”

“The music business is about to explode here,” he says with conviction, knowing full well that his success of the past two years is the inspiration for all new, untested and up-and-coming Hawaiian performers.

To provide a training ground for these young artists, Ho has established a workshop club, the Hana Ho, patterned after the marvellous Horn cabinet club in Santa Monica, Calif. Ho’s club, which is located far from the other clubs, employs from six to 12 people at a time, all doubling as entertainers and waiters/waitresses. There is a main stage and platforms located around the room called secondary stages. The audience is thus surrounded by singers. A $1 door charge offers entry to view some good, some mediocre and some poor local talent. Miss Robin Wilson, one of Ho’s discoveries, is the best, the most imposing singer working there.

Having completed his first TV special which airs later this month on NBC, Ho now feels there are enough good, modern Hawaiian acts to enable him to put on a “Lawrence Welk-type” variety show from Honolulu...if someone were interested.

Ho credits record producer Sonny Burke with the “patience and knowledge” to know exactly what of his material would be palatable. He’s deep voice and his smooth phrasing, have been blending together with the Allis for three years and the team is the most widely accepted of the new Hawaiians.

If Ho’s success is tied to nightclubs and recordings, Ed Kenny’s success stretches to nightclubs and the Broadway stage. He was Hawaii’s first performer to play on Broadway in “Flower Drum Song.” Presently, he feels duty bound to stay in Hawaii to “preserve the dignity” of “his Lady” as he calls his birthplace. On stage Kenny is a brilliant performer but somehow his Decca recordings lack the impact attained in his live work. His repertoire at the Royal Hawaiian Hotel is steeped in established Hawaiian language songs. “Our heritage must go on,” he explains. “I would like acceptance from the local people, but there’s a crowd of city Hawaiians who say: ‘Let’s get with the swinging stuff.’”

Kenny feels the new music of Hawaii is found in the songs of the Fifth Dimension and Simon and Garfunkel. In trying to preserve the Hawaiian heritage, Kenny points to Aloha as “meaning love. That’s always our message. The beauty of the Islands blows your mind and this influence our songwriters.”

Buddy Fo, from whom much should be heard in the future, senses the opportunities which are on the horizon for modern musicians. Although he has been working at Kahau pilli Beach on Maui, his path is up in June and he has been talking with Ed Brown and several other people about a Waikiki Beach booking. He has signed with Bill Loeb for personal management and Loeb is now setting up future plans. Formerly with Makaha, Fo is now with Capitol, with his debut LP out later this month. He was a bonga player with Martin Denny for four years.

Fo would like to achieve the status enjoyed by Ho.

“There’s room for new groups to break through,” he says. “Ho needs a little competition. He can’t be president every year!”

Kimo Wilder McVay, president of Duke Kahakumoku’s, is banking that Ho can stay Honolulu’s top attraction. He recently signed Ho to a 12-year pact at a reported $10,000 a week against a percentage. Ho represents the kind of entertainment which appeals to both locals and tourists. “I’m gambling on the fact that Don does here is a way of life and that as long as he doesn’t ‘go Hollywood’ he’ll pack the place.” He had replaced Martin Denny in 1964 and McVay feels that Ho’s style of involving the audience was a radical change for the club. “Don epitomizes what we call kanaka (local) entertainment based on the formula of audience participation Hawaiian-style.” So great is Ho’s draw that he does three sets: an 8:30 dinner show, an 11 p.m. go around and a 1 a.m.-3 a.m. show to which local people usually head.

If one gets bored with Hawaiian material, a bit of detective work unearths dixieland trombonist Trummy Young working Sunday afternoon to a beer drinking crowd at the Hawaiian Village’s Garden Bar and later Sunday evening at Duke’s. There are two female vocalists whom local people speak eagerly about: Anna Lea, from San Diego, who sings at the Kahala Hilton’s Mai Tai Bar with a program of sophisticated Mainland tunes and Ethel Arama, whose jazz-influenced style is heard Monday evenings at the Host International Lounge in the airport.

For sheer laughter and downright strong musicianship, the Surfriders pack the Cannery Puka room in the International Market Place, a few doors down from Duke’s.

May 18, 1968
We're tired of selling HAWAIIAN MUSIC to your customers by mail

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Culturally, Hawaii is right on its toes.

It has an energetic 75-member Honolulu Symphony Orchestra which annually stages a full schedule of productions and an opera festival—with such distinguished performers as Dorothy Kirsten, Mary Costa, Leonard Pennario, and Andre Kostelanet.

It has a healthy, competitive theatrical climate and a Honolulu Community Theatre which brings to the stage the cream of Broadway and the cream of the stage corps to local audiences.

It has a colorful Polynesian Cultural Center that is a microcosm of the living cultures of the Pacific.

It has a handful of active choral groups, both professional and semi-professional, who sing up a musical storm.

And like every other city, Honolulu has its share of stage shows and concerts—from classical Kabuki to Harry Belafonte, from "The Sound of Music" to The Young Rascals.

That the Honolulu Symphony is gaining wide recognition for its musical competence is reflected by a Ford Foundation grant of $1.1 million in 1966—one of only 61 awarded to orchestras throughout the nation to further the arts.

The award was made partly because of the Symphony's ambitious Music for Youth program—a resounding success which last year included 60 full-scale youth and adult (Hawaiian for "baby" or the very young) concerts on the capital Island of Oahu and throughout the neighbor Island chain. A total of 90,000 youngsters took in the programs, in addition to some 50,000 tots who witnessed 400 free concert demonstrations given by symphony members on various school campuses.

Robert L. Machina, who took over the baton last October, coming from the Metropolitan Opera National Company where he was music director since its formation in 1963, represents the forward move which the orchestra is now experiencing.

A cellist—LaMarcha was a soloist in a recent concert, when guest artist Jacqueline du Pre had to bow out due to a sprained wrist—the maestro commands attention at the podium.

Next season—the 69th for the orchestra—guest artists will include violinist Zino Francescatti, Izhak Perlman and Tossy Spivakowsky; pianists Byron Janis and Susan Starr; harpist Nicanor Zabaleta, and the First Chamber Dance Quartet.

On stages throughout Oahu, the play's the thing. This month, for instance, the Honolulu Community Theatre is staging its first professional (all members of the cast belong to Actors' Equity) production, "Hello Dolly!"

The Mallory Players, a relative newcomer to the local theatrical scene, is staging an ambitious production of Peter Weiss' controversial drama, "The Persecution and Assassination of Jean-Paul Marat as Performed by the Inmates of the Asylum of Charenton Under the Direction of the Marquis de Sade." Oddly, it's being staged in a small theater, located on the grounds of St. Andrew's Cathedral, an Episopalian church.

Another active group is the Oumansky Magic Ring Theatre, whose "First-run" ventures in the past have included "Who's Afraid of Virginia Woolf?", "The Odd Couple," and shortly, "A Delicate Balance." The shows are staged at the Terrace Lanai of the Hilton Hawaiian Village.

The Ensemble of Theatrical Artists, another new professional outfit, consists of actors active in the community theater. There's an energetic Honolulu Theatre for Youth, too.

Then there's the University of Hawaii Drama Department, the Windward Theatre Guild, the Kamehameha School's Theatre Guild, the Chaminade College Theatre Group, who keep the lights burning high.

A lot is being done to preserve the history of the islands. The Polynesian Cultural Center is one such operation. Located at Laie, on the northern tip of Oahu, the Center offers a dynamic "living" show embracing six Polynesian cultures—that of Samoa, Fiji, New Zealand, Tahiti, Tonga and Hawaii. Four nights a week, a colorful pageant is staged featuring 800 Polynesian students from the nearby Church College of Hawaii.

"This is Hawaii," a Sunday-only song and dance feature at the Hilo Theatre's Canoe House, is another attempt to savor and showcase the rich heritage of the Islands.

Musical programs are year-round favorites in Hawaii, and there are several choral groups which specialize in Hawaiian, semi-classical and classical selections.

The Kamehameha Alumni Glee Club—a 24-voiced ensemble consisting of former students at the Kamehameha Schools—is a popular act because it specializes in authentic Hawaiianas. Its earnings go towards furthering the musical education of Kamehameha graduates and its membership includes prison guards, businessmen, doctors and insurance agents.

The Honolulu Chorale, now in its second year, offers houseswives, community leaders and students the opportunity to continue their musical interests after getting out of school. Restricted to 125 members, the group programs operate pieces, religious numbers, contemporary favorites and even jazz.

The oldest choral group (51 years) is the Gleemen of Honolulu, a 25-member ensemble whose musical notebook runs the gamut, from Hawaiian to the light classics.

The multi-racial heritage in Hawaii has yielded an ethnically rich menu of programs. As part of the annual Cherry Blossom Festival, for instance, the Japanese Junior Chamber of Commerce sponsors a lavish production review.

Similar cultural activities highlight the Narcissus Festival (Chinese), the Fiesta Filipino (Filipino), and the annual Ka Palapala Pageant (a racial Whittam's Sampler) at the University of Hawaii.
"IT'S A BEAUTIFUL MORNING"

For

THE RASCALS

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Sid Bernstein
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Dear Sid:

I am sure you realize that you are managing one of the hottest acts in show business.

On December 23rd, 1967 THE RASCALS drew 16,000 people to Madison Square Garden in New York. The ticket sale to THE RASCALS concert in Hawaii, at the Honolulu International Center, broke an all-time record for Hawaii -- 8,400 seats were sold out in 6 hours for a gross of $163,000.

P.S. Bob Phillips of our Coast office just wired me -- saying Honolulu wants a second show. This one may take a little longer 'selling out' (he says) -- about 8 hours ... The Garden would like the boys back for a performance, this Spring.

Thanks to everyone for everything
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HAWAII TODAY

Hawaiian sounds encompass a steel drum, above: Sergio Mendes' Latin percussion; while the big beat brings out the hippies.
Lou Robins' Los Angeles-based Artist Consultants has had a measure of success in Honolulu. Among his big names promoted here have been Bill Cosby, the Mar- mas and Papas, and Brazil '66. The 21,700 seat capacity Honolulu Stadium, owned by the University of Hawaii, is primarily used for football and baseball. It is presently the home of the Pacific Coast League Islanders. However, these attractions are expected to move to the new $20 million "stadium on wheels" now in the planning stages, which will fall under the jurisdiction of Dick Howard's office.

The nine-year old Shell, a miniature Hollywood Bowl, is strictly a facility for performing artists. It was once the one major facility handling big names appearing between mass island audiences. The amphitheatre seats 2,404 on stadium chairs and 6,600 on the grass. It is now primarily a staging facility for local talent, and such attractions as pogo-arts and festivals. It rents for $150 per day or 10 per cent of the gate. The Shell once featured the likes of Johnny Mathis, Victor Borge, Van Cliburn, the Kingdom Trio and Harry Belafonte. Jesse Santana's plans are to remodel the Shell, but Santana is now scheduling his shows at the University.

An newcomer in the mass audience business is the Ikiki Hotel's Pacific Ballroom. It seats 2,000 people in a cabaret style set-up. The shows are held Sunday night. Jack Parker, who books talent for the Hickam Air Force Base officers club, brings the acts into the Ikiki. Parker usually catches talent in transit to and from the Far East. He offers them bookings at least 10 military clubs plus one Sunday night at the Ikiki. Local people comprise approximately 80 per cent of the clientele at the Ikiki concerts.

Scheduled for future bookings at the Pacific Ballroom are Deana Reese, Roger Miller, the New Vaudeville Band, Nancy Wilson, Frankie Laine, Teresa Brewer, Phyllis Diller and the Mills Brothers. Parker doesn't handle any rock'n'roll.

An amphitheatre at the Polynesian Cultural Center, 38 miles outside the city, features authentic Polynesian music and dances six nights weekly in the summer and four nights weekly other times. The show goes on at 8 p.m. in the summer and 7:30 in other months. It costs $7.90 to see the dinner show. The 830-capacity facility is geared specifically to the tourist trade, and is owned by the Mormon Church. The local variety shows attracted 437,138 people last year, a steady increase over previous years.

**PHOTO CREDITS**

Cover—Elliott Tiegel; P. 6—Hulu, Elliott Tiegel.

P. 5—Commercial Recording, Elliott Tiegel.

P. 10, 16, 17, 19, 20, 21—Elliott Tiegel.

P. 24—Leona Warden, Elliott Tiegel P. 27—Elliott Tiegel.

P. 30—Reprise, Elliott Tiegel; P. 34—Camera Hawaii.

P. 36—Camera Hawaii, Elliott Tiegel.

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**aku head (hal lewis) beams hip signals**

Moffat, who started with KPOI nine years ago, has been the market's top 40 leader. His concept is to play the 40 current key records plus selected LP cuts. The 36-year old executive, who is friends with present and former Bill Drake associates, says his market is unique in that there are no outlying areas to influence his airplay. There gold records (oldies) are played per hour with the number increasing during the “non-kids hours.”

Moffat says service from the record manufacturers is very good. “Sometimes you have to call the Mainland for a record. That’s when you realize that you’re isolated.” And that’s when he calls his Drake friends to keep abreast of Mainland trends.

While the rockers have no use for product by the local Hawaiian labels, the three stations which program Hawaiian feel the material gives them a hometown flavor. KBOTTOM, which went on the air one year ago as the Island’s only all-Hawaiian outlet, emphasizes its personality. It plans moving out of a distant industrial area and into Waikiki Beach shortly, with its DJ’s broadcasting from a tree house in the International Market Place. Robert Luck (Lucky Luck) is the station’s top monied personality and also its program director.

KCCN works with a 60 tune playlist, principally LPs and the material encompasses songs of a Hawaiian nature by Percy Faith, Elvis Presley, Henry Mancini, George Gershey, Sammy Kaye, Frankie Carle. These songs are called hula (Caucasian) hits. Luck admits there isn’t enough strong authentic Hawaiian material to fill the station’s program day, so he has included material of a Hawaiian nature but not necessarily by Hawaiian performers. “We couldn’t have had our library five years ago,” Luck says, “because there weren’t enough records. Now all the major artists are turning out Hawaiian music.”

To obtain sales information on local djs, Luck says he surveys such jube box operators as Mid-Pacific, Island, Aloha State and Hawaii.

With KLEI, a 25-watter on the “windward side” of Oahu, 50,000 watts, KCCN’s major competition comes from 11-year old KHIF (also 5,000 watts) which blends authentic Hawaiian music with lengthy news blocks and is the only station picking up live remote evenings from the top talent clubs in the Islands. “We started this one year ago this month,” recalls station president Bob Berger. “Each club is featured per quarter hour.” It cost $20 per club in phone line charges to be part of the program. “Hawaii After Dark,” Off his staff, Berger calls DJ Ed Michelman, a former Brooklynite, and seventyear employee, his expert on Hawaiian music.

Berger is planning to open the market’s fifth FM station. He will try a classical format, claiming the present exclusive classical representative, KAIM AM-FM, is too religion-oriented. KAIM, explains general manager Brandt Gustavson, is owned by Christian Broadcasting and has been on the FM dial since 1953. It went AM three years later. The two outlets are split 50 per cent of the time, with FM automated. Broadcasters estimate that 30 cent of the market’s homes have FM receivers. So KPOI-FM with non-rock pop and live DJs and KFOA with middle of the road sounds, are also vying for listeners.

In the background music field, the two leading AM stations, KUMU and KOIR, are both transformed rockers, KOIR most recently switching April 1 after running a poor third to KPOI and KKUA.

“Hawaii Calls,” Wesley Edwards’ taped program from various beachfront hotels, has no competition. It has the distinction of being subsidized by the State Legislature to the tune of $115,000. The program of authentic Hawaiian language material is heard on some 500 stations, including WGN, Chicago and WIR, Detroit. Edwards has a regular staff of local musicians and uses many of the top hotel headliners. He schedules no more than 14 songs per half-hour, none exceeding two and one-half minutes. He never gabs over 15 seconds between selections. All his music is cataloged according to song type and he can tell immediately when a song was last scheduled. He has his own portable 12-channel mixing panel and loudspeakers. The show is taped each Saturday at 2 p.m. primarily before a tourist audience.

Boasts Edwards: “We’re one of the things to do.”

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**In Hawaii, More Than Just A Radio Station**

In Hawaii, More Than Just A Radio Station

Eric of Hawaii

.... Is A Way Of Life

H-34

MAY 18, 1968
The Old... The New... And The Now

Hilo Harris, an indestructible spirit, represents the traditional side of Island music (top) with Robin Wilson, a bright new vocalist, offering the swing of the 60's.

The Society of Seven (top) is an exciting contemporary music group; the softness of Hawaiian music is interpreted by a hotel hula dancer and the inventive, driving rhythms of the Strawberry Alarm Clock brings the Mainland to Honolulu teenagers.

Vocalist Emma Veary (top) adds a Broadway sophistication while Polynesian dancers work to tourist (middle) and the Surfers combine rock with sleek visual comedy.

The cultures of Hawaii are represented in its art images. The State flag has a strong British appearance.
EDITORIAL

Where Are Stereo Singles?

Several record companies are pressing stereo singles, but apparently the jukebox industry has been slow to see the promotional value in programming them. Other labels have said they can easily make stereo singles available but often comment: "Do the jukebox operators want them?"

Epic Records' Mort Hoffman recently circulated a letter to all members of the Music Operators of America, attempting to gauge the desire for stereo 45's. Epic also pressed a stereo single and mailed it to 1,000 operators. Hoffman said: "We have not been getting many returns."

A leading proponent of stereo singles for jukeboxes, Neil Bogart, Buddah Records, said, "Jukebox operators aren't pushing this hard enough. We've heard plus for stereo singles, and now we have minus, but nothing much is happening." Buddah is pressing 90 per cent of its singles in stereo.

MOA President Bill Cannon is urging operators to promote stereo singles. "Don't just put on a stereo single and walk out of the location. Let people know you're programming an exciting, new sound!"

18TH BULK VENDORS' CONVENTION

NVA More Effective Industry Voice

By EARL PAIGE

ST. CHARLES, Ill. — The National Vending Association (NVA) is molding itself into a more effective voice for the bulk vending industry. At its convention here last week, members were told that the image of bulk vending has markedly improved; new NVA services are being conceived; successes in problem areas are being recorded.

An estimated 300 people attended the NVA's 17th annual meeting, held last week in St. Charles, Ill. Panelists with him (from left) Tom Emms, Dallas; Arnold Goldman, Providence, R.I., and Tom Thiesen, Minneapolis.

Neb. Assn. Studying Pool Tourney

By EARL PAIGE

COIN, had just returned from a Kansas pool tourney that group voted to sponsor a tournament. Ellis is secretary of the Music Operators of America. Also at the meeting were Harry and Gus Prell, Benjamin, Kansas, representing the Kansas Amusement & Music Association (KAMA). This group is also considering a tournament. John Masters, Lee's Summit, Mo., president of the Coin Machine Council, also attended.

IUF Dinner To Spark $$

CHICAGO — Amusement industry leaders from the metropolitan area will hold their annual fund-raising dinner on behalf of the 1969 Jewish United Fund. This year's dinner will be held May 23 at the Standard Club.

The men, representing the fields of automatic merchandising, coin machines, concessions, confessions, musical instruments, phonographs, records, bookstores and tobacco, have set a goal of more than $200,000 for the fund. Dollars raised will go to the Israel Emergency Fund. General chairman of the campaign for $10,000,000,000 million is the Israel Emergency Fund is Philip Krutchnick, prominent Chicagoan and former U.S. ambassador to the United Nations.

JUFO Officials

Set for FAMA Convention

MIAMI BEACH, Fla. — Music Operators of America (MOA) President Bill Cannon, MOA Executive Vice-President Fred Griffin, and Columbus, Ohio, MOA board chair, will lead business seminars at the Florida Amusement and Music Association (FAMA) convention here May 24-26.

The advance registration deadline is May 17. FAMA Executive Director Julius Sturm urges dealers to register early. The event will be held at the Tropical Hotel. The hotel telephone number is (305) 549-1300. FAMA's phone number: (904) 224-5426.
ALLIED VENDING CORP.

Here's a Music Operation That Diversified Into Vending; It Welcomes Competition From Vendors Expanding to Music

BLUE BLAZER, GRAY TROUSERS, WHITE SHIRT. This is part of the new Allied Vending Corp. image as demonstrated here by Richard Mason, recently returned from duty with the U.S. Army. "We want to kick up our heels and let people know who we are," said Philip Mason, in commenting on the new uniforms employees are wearing.

CHANGING IMAGE of Allied Vending Corp. is demonstrated in this photo. The former name of the Washington, D.C. operation seen in setting on top of building dates back to 1950 and founder Hish de Laviz. de Lavist is still active in the industry as program promoter of the annual Music Operators of America convention show.

VETERAN EMPLOYEES augment the staff, too. Here, Mason poses with Elmer Toord, who has been in the business 24 years.

ALLIED Offers Total Services To Locations

By EARL PAIGE

WASHINGTON, D.C. — In many ways, Allied Vending Corp. here typifies the modern music operation that has expanded into vending. But Allied is unique in that its diversification is so broad. Also, the firm, known as Hish Coin Machine Corp. since 1939, has changed its identity to reflect its new versatility.

The 35-year-old company operates pinball machines, amusement games, cigarette, candy and cup drink machines. It will soon add coffee vendors.

Diversification, on the scale seen at Allied, has forced the hand of some heretofore exclusive vending firms. An example, according to Allied president Philip Mason, is the Macke Co. in nearby Cheverly, Md. Macke has added music in many locations, said Mason and allied welcomes the entry into music by large public-owned national operating companies.

"We've diversified into all areas of the vending business because expansion is the only way to meet rising costs," also, said Mason, "the modern location tends to want one company to supply all its needs. We have to have every type of machine."

"The national operating firms that have seen our present street locations have to add music and be as versatile as we are. The jukebox is often the key item in a public location."

IMPROVE Image

"With companies such as The Macke Co. entering music is good for the whole industry. These companies are realizing that the music business is a profitable business. We welcome them." (Continued on page CMW-7)

DON'T KEEP YOUR BUSINESS IN THE DARK!

"Are you getting the most for the money you spend on coin machines?"

Now you can be sure. This expanded separate sections gives penetrating coverage on every aspect of the Coin Machine Industry. Each weekly section is packed with profit making ideas for coin operators of jukeboxes, arcade machines, coin operated games, pool tables, cigarette and other vending machines.

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See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
NVA More Effective Industry Voice

- Continued from page CMW-1

have an important role in their communities. He outlined how effectively approach legislators and bring about more favorable legislation.

- Members were told NVA has moved closer to a victory in Florida where the trade group has fought for more equitable licensing fees (a separate report appears elsewhere in this issue).

Sing Problems

- The U.S. Secret Service is stepping up its efforts to curb the use of bingo chips as slugs in New York State. Impatient over progress in this long battle, the association was told of the many steps involved in a government agency approach to such a problem.

Guaranteed Used Machines

- Harold Folz, Oceanides, N.Y., newly elected NVA secretary, who with his brother, Roger, has spearheaded the fight against bingo chip slugs in New York, reported on association efforts in Buffalo, N.Y., where the city has attempted to enforce a law on commingling (a New York association amendment last year nullified the conflicting section of the penal code and Buffalo authorities were informed of this fact).

- A problem in Kokomo, Ind., involving interpretation of health regulations was resolved when the vendor in question was advised regulations required maintenance of a company when vending edible products.

Packaging Imports

- Five men were named to a committee to investigate more equitable dues for distributors who re-package import merchandise and sell it to other distributors. It was thought such activity often lowers prices and puts them in the category of manufacturer.

- Ted Raynor, NVA co-counsel and law partner of NVA co-counsel Don Mitchell, said that the right of the NVA members "must be extended beyond the industry." He called for the creation of a color brochure detailing the history and growth of the bulk vending industry.

- NVA chatted up 27 new members during the year. Only 8 dropped out, establishing a new record of growth, according to membership chairman Leo Leary, Leaf Brands, div. W. R. Grace & Co.

- An operators' "ball session" chaired by Michael Goldberg, Franklin Square, N.Y., operator, was adopted as an official part of the NVA program.

Licenses Laws

- During this year's "ball session" several operators related successful efforts to gain equitable licensing fees in their areas. Leo Weiner, Los Angeles, reported that city councils in communities had responded favorably after being presented with a special brochure and listening to an operator group.

- Many operators reported using NVA's special brochure, "The Dollars and Sense of Bulk Vending" in combating local ownership and operation of machines, Arnold Goldman, Cole Distributing, Cranston, R.I., reported in detail on how he used this special brochure which outlines the true picture of bulk vending's gross profits, costs and sales.

- Operators were cautioned, however, to use the brochure only after a producer had submitted results, rather than circulating it on a blanket basis.

Direct Sales

- Bernard Bitterman, Bitterman & Sons, Kansas City, explained how food brokers in his area promote merchandise directly to individual stores. "They've called on us officially recognized 464 more stores in the chain to call on," he said.

- Mitchell cautioned the association that a trade group it could not collectively act against firms dealing directly with locations. "If two people on the same level agree not to sell a third party this is a violation of the Sherman anti-trust laws," Mitchell warned.

- Operators at the special "ball session" suggested NVA should prepare a handbook for new employees of bulk vending companies.

N. C. Group

- A special delegation from North Carolina, headed by Lee Smith and Jack Thompson, partners, Smith Regal of the Carolinas, Charlotte, N.C., escorted Rep. John Rural to the convention. Also in the group was Carl Howard, both Howard and High are counsels for the Carolina Bulk Vendors Association, which was officially recognized by NVA for its efforts in gaining a sales tax exemption in North Carolina last year. Smith and the delegation returned immediately to North Carolina where High lost his bid for State treasurer in the North Carolina convention.

Other Sales

- Several operators expressed a desire to continue in the NVA insurance plan after retirement and beyond their participation in the association. A full study of this proposal and other additional coverage of NVA insurance is now under way.

- Rolle Lobell, Leaf Brands, div. W. R. Grace & Co., reported on 1969 convention plans. The association approved holding the event at the Hollywood Beach Hotel, in Miami. The annual mid-year dinner meeting this year will be at the Franklin Motor Lodge, Philadelphia, Pa.

- The association presented Lobell with a special book during the annual banquet commemorating his many efforts over the years.

- New NVA officers, in addition to Hutchinson and Folz, are vice-president, Nicholas Schiro, New Orleans, and treasurer, Tom Dore, Dallas, Mike Sparrino, Chicago, was re-elected sergeant at arms.

NVA GLAMOUR, Miss Wanda Jordan, chairman of the ladies' activity at the North Dakota Association convention (third from right) poses with a group of models that presented a fashion show.

DON MITCHELL (in stripes) explains legal point to operators at right. At right, Moe Mandell, New York distributor, makes an impassioned point during operator workshop at National Vendors Association convention.

IRWIN NABLE, outgoing presi- dent, National Vendors Associa- tion (NVA), is presented a gift by Don Mitchell (left), NVA co-counsel. In right photo, Michael Goldberg, Franklin Square, N.Y., reports on a special operator's meeting.

HAPPY COUPLE. This is Mr. and Mrs. Michael Goldberg, Franklin Square, N.Y. Mrs. Goldberg, known affectionately as Sally by all in the bulk vending industry, was erroneously reported to have sustained a total heart attack recently. The couple gladly posed for this photo during the National Vendors Association convention to show everybody that Sally is feeling "wonderful."
Harby Bulk Units to Be Sold Through Jukebox Distributors

MILWAUKEE — Harby Industries is lining up jukebox distributors as outlets for its bulk vending business. The largest distributor named by the Burbank, Calif., manufacturer is Hazards Distributing Co., of Farmington, Miami, was appointed as a distributor earlier.

While Harby makes several vending machines, including its small COIN-OP vending machine, the Big Top model has more appeal for jukebox operators, stated W. Strel, Harby. The unit holds two cases of jawbreaker-size merchandise. The unit will be equipped with a mechanism for registering all coins deposited in it.

Merica, renamed sales manager by owner Harold Proctor, has had many years experience in the trade, having formerly been associated with the World's Coin Co., of Miami.

While in Milwaukee last week, Merica and Protuscaco said the Florida Vendors Close to Relief From Tax Burdens

ST. CHARLES, I1 — Bulk vending operators are steadily growing larger and constantly being more efficiently adapted from coin-operated industries. This trend not only reflects the tremendous variety of merchandise available to operators today, but also shows the growing influence of X-ray, coin- counting and the popularity of jawbreaker merchandise.

Among those showing larger units at last week's National Vendors Association show were Harby Industries Inc., with Big Top unit that holds 25% cases of jawbreaker size merchandise. The unit is 48 inches tall, including the stand. It is 14 inches square and weighs 45 pounds.

Inter-County Industries also has a large machine which has its pop-up candy. One unit is 43 inches tall, 25% inches wide and 12 inches deep; holds 240 units of merchandise. Another machine, which has a capacity of 24,3 inches wide and 12 inches deep and has a capacity of 100 pieces. Both are four-color units and feature a sold out flag.

Northwestern also added a Space Center unit consisting of two Saturn 2000 models mounted on a single base with a built-in reusable coin compartment. One Saturn holds 10-cent capsules, the other 5-cent.

The Morris, Ill., firm has created a series of Space Creeps on merchandise with the units, with such names as Hidi-Glitz-Gotcha, Marlin Mutant, Moon Goon, Peace Sword and Dr. Galactron. All are 10-cent capsule items.

Northwestern also has adapted its Vantage professional stand to accommodate four regular Mod 61 units that are equipped with glass panels rather than globes. As a further step, Van- tage Professional stand, this unit features removable coin compartments.

Vicor vending has been one of the leading firms in developing large-sized and large-capacity units. Vicor's console can be furnished in six different styles.

An example of capacities offered: The 77 holds 1,980 balls of 100-cent and 25¢ 800 capsule, 250 25¢ capsule and 80 V-2 capsules. The 85 holds 320 capsule, 140 V-1 capsule and 1100 balls of 1-cent. The Big Top holds 175 V-2 capsules.

Oak Manufacturing's Titl II is another example of larger units. This machine, shown at the convention with new improvements, has a capacity of 3,500 pieces of wrapped gum or 4,000 pieces of large bubble gum. It will hold 1,600 regular size capsule and 640 large 25-cent size capsules.

If your competition is giving you location trouble, you may find the answer to this problem by operating the most advanced idea in bulk vending — the new VULTU.

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In stock Brooklyn, N.Y.
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• Continued from page CMW-1

briefed, was moved elsewhere in the cabinet and a new man appointed to the finance ministry, which has been headed by the new Minister so that he will understand our problems," Carter said.

National elections have been called for June 23, 1968. The natural election year plus an unwillingness to act until the new cabinet is seated is hampering efforts to get the compensation question resolved. CARTA has recommended that a definite date be set for the switch-over to the new coinage. Such action must come from the Cabinet and it appears that a date about the end of the summer will be officially set within the next two or three weeks. The government's present silver supply will not carry beyond the end of the year, even with the 50 per cent silver "kator" coins currently being minted.

Wometco Boasts Record Earnings

MIAMI — Wometco Enterprises, Inc., reported record earnings and income for the first 12 weeks of 1968.

Net income in the period ended March 28, 1968, rose to a new high of $1,009,091, compared with $1,003,091 reported for the similar period in 1967. Gross income rose to $13,832,754 from $12,145,890 in 1967.

After deduction of an additional 350,000 shares in January 1968, per share earnings in the 12-week period rose to 29 cents, compared with 30 cents in 1967 (adjusted for the 2 stock split Jan. 1968). Wometco also announced another expansion of its soft drink bottling division through an agreement to purchase 37 per cent of Florida Bottling Works, Inc., in Raanoke, Va., from the Whitehall family. The purchase price and amount to be paid in cash, is approximately $1,000,000.

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HOT S VEND ITEMS

Available at: Los Angeles, Calif.
Consumer Products Div. Changes Role at Motorola

CHICAGO—Motorola, Inc., has restructured its consumer products division into a product line organization. A part of the move to product specialization and departure from the division's previous pure functional organization, product planning and product engineering are combined in an organization structure with a singular direct line responsibility. The transfer of product planning functions out of the marketing department represents the only change affecting the marketing department in this move.

Among major changes in the new alignment, George Monsour has joined the Motorola division as a corporate vice-president and manager of television products. He was formerly vice-president and director of RCA Victor, Ltd., Montreal.

Richard Kraft, formerly group director of consumer products engineering, has been promoted to the position of product manager of color television. Color TV engineering and color TV product planning now report directly to Kraft.

Garth Heising, who has been assistant to the chairman of the board, has been promoted to manage the Monroe television, black and white TV engineering and black and white TV product planning now report to Heising.

(Continued on page CMW-7)

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CMW-6
Consumer Products Div. Changes Role at Motorola

- Continued from page CMW-6

The color TV and monochrome television product managers, Kraft and Haisig, report to Mansour, as will Dan Vondran, who continues as manager of TV mechanical engineering services.

C. Vernon Phillips, formerly general product planning manager in the marketing department, has been promoted to manager of radio-audio products and reports on a direct line to the general manager. An engineering and product planning function for radio and audio products now report to Phillips.

Neil Frithart has been promoted to the new position of director of engineering and will continue to manage the advanced engineering department, his prior responsibility. He will report directly to the general manager.

Also reporting on a direct line to the general manager is Herbert Zeller, director of industrial design, whose organization will continue to serve all product lines. The industrial design unit was formerly structured in the general engineering department.

Aliff Offers Total Service To Locations

- Continued from page CMW-2

competition of a Mackie. Big corporations like this promote good will and they'll create an atmosphere of merchandising that will be very beneficial all around.

Mason is concentrating on improving the image of the co-operative equipment business through use of young people, bright uniforms, attractive route vehicles and modern methods. In back of this new look, Mason has surrounded himself with capable veterans.

Allied vending operates in a 50-mile radius, which includes all of metropolitan Washington, D.C., Frederick, Hagerstown, Quantico, Waldorf and Gaithersburg, Va.

"This business isn't just growing, it's exploding," said Mason. "We're experimenting with supermarket arcades in five stores locally. We have 10 machines in each location. Nationally franchised pancakes houses, drive-in restaurants and branch facilities of colleges are just a few of the other areas we're moving into."

Politics, Gum

ST. CHARLES, III.—Political shake-ups sabotaged one of the new products of Cramer Gum Co., an exhibitor at last week's National Vendors Association convention here.

A 1-cent "Pick Your President in 66" gum hit first at President Johnson declaring himself out of the race. Michigan's Gov. George Romney was also featured on the gum. "I guess it wasn't too good an idea," commented Cramer's Carmen D'Angelo.

JIM LEIGH, another veteran of the business, he is one of Allied's top salesmen and has been in the business 25 years.
Join the march of profit.

**Cadette**


It's easy to see why the Cadette is out in front in the compact field. Beautifully balanced design. Interchangeable, color-accented front panel. Well-lighted, easy-sighted titles. Handy, near eye-level selector buttons.

You can squeeze the Cadette in anywhere... needs only 32 x 24 1/2 inches floor space. Only 47 inches high.

And with features like angled speakers, duct-tuned chamber and a 50-watt solid state amplifier, the Cadette really "sounds off."

When you buy the Cadette, you're getting all the famous "Rowe-Quality...a long-lasting mechanism that needs little lubrication...Diamond stylus with Shure Model Dynetic Cartridge to last the life of the machine.

All servicing can be done from the front, and done faster. And don't forget...Cadette is adaptable to Phono-Vue.

Wouldn't your locations really rather have a...
SOUL SAUCE
BEST NEW RECORD OF THE WEEK:
"I CAN HEAR MY BABY CRYING"
GARNET MIMMS (Verve)

By ED OCHS

SOUL SLICES: Jerry King, deejay at the Arthur discotheque, is talking about David Mcclellan of the Temptations, who sits in with the Arthur band, the Fuzzy Bunnies, and was just something else. The Temps made the club since they were in town anyway, mixing up thousands of minds at the Apollo Theater in Harlem. The group's number one hit was "My World," a good record, but not a lot of sight. The cover photo, shot for the Temps' date on the "Rowan & Martin Laugh-In," shows the group on a desert—in Hollywood, that is. The desert is really made mountains of a cement company.

The Intruders, Gamble Records soul acts, have moved from "Cowboys to Girls" to Queens Booking, who will promote the group around the country this summer. . . . Son & Dave's first for Atlantic, "You Don't Know What You Mean to Me." . . . Larry Cohen of Jimmy Records tips us that "The Horse," an instrumental rhythm track, was flipped from out of nowhere to take the South. Cut by Jessi James, who did "Bongaloo Down Beneath," the tune began as background until the calls came in. The track is the flip side of the vocal version by Cliff Nobles. . . . Jerry King, who brought rb "downtown" to the Arthur, makes up his own playlist based on requests and audience reaction at the club. Topping his list is "In the Midnight Hour," from the Chambler Brothers Columbia LP "The Time Has Come." Otis Redding's "Huckletuck," off the "Dock of the Bay" album, is also on his chart.

Curtis Mayfield of the Impressions went on WRLD Tuesday (7) to tell us that the Impressions were well in the wake of the automobile accident in Georgia that killed five members of the group's back-up band. There was confusion because the car was registered in the name of the Impressions. Mayfield said that the group may not continue with the tour, which also features Jackie Wilson, Peaches & Herb, Five Stairsteps & Cubie and Barbara Mason. . . . Foster Johnson, president of Capacity Records, bows his Scepter-distributed label with "All the Way From Heaven," by the Chancel- lories. . . . Anna Franklin is touring Europe to SRO crowds. Her new record "Think" is too hot to handle. . . . Maxine Brown has signed with Epic.

Otis Redding's widow, Mrs. Zelma Redding, will do public relations work for Redwil Music in Macon, Ga. The "Happy Song," Otis' latest, was co-written by Steve Cropper, guitarist with Booker T. & the M.G.'s. . . . Add Soul Sauce to your rb recipe. . . . The Temptations will release their next vault classic in the fall, which also features Jackie Wilson, Peaches & Herb, Five Stairsteps & Cubie and Barbara Mason. . . . Foster Johnson, president of Capacity Records, bows his Scepter-distributed label with "All the Way From Heaven," by the Chancel- lories. . . . Anna Franklin is touring Europe to SRO crowds. Her new record "Think" is too hot to handle. . . . Maxine Brown has signed with Epic.


GOT A FEELIN': Blue-eyed soul, "Groovy Feelin'," by Maria Elena & Jamie (MTA).
Mr. Funky Broadway himself

**Dyke & The Blazers**
is back with a SMASH!

**FUNKY WALK**
Pt. 1 (East)
From Pt. 2 (West)

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Rhythm & Blues

**BEST SELLING R&B LP's**

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<td>LADY SOUL, Shirelles, Atlantic 8179 (M)</td>
<td>30 8179 (5)</td>
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<td>2</td>
<td>DOCK OF THE BAY, Otis Redding, Volt 419 (S)</td>
<td>57 419 (5)</td>
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<td>3</td>
<td>VALLEY OF THE DOLLS, Dionne Warwick, Scepter (No Memo)</td>
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<tr>
<td>4</td>
<td>WE'VE A WINNER, Impressions, ABC 435 (M)</td>
<td>37 ABCS 435 (1)</td>
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<td>5</td>
<td>REFLECTIONS, Diana Ross &amp; The Supremes, Motown (No Memo)</td>
<td>7 UP 126 (9)</td>
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<tr>
<td>6</td>
<td>ELECTRIFYING EDDIE HARRIS, Atlantic 1485 (M)</td>
<td>58 1485 (5)</td>
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<td>7</td>
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<td>IN A MELLOW MOOD, Temptations, G Debby 394 (S)</td>
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<td>9</td>
<td>PORTRAIT OF BAY, Ray Charles, ABC (No Memo)</td>
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<td>10</td>
<td>THE GOOD, THE BAD &amp; THE UGLY, Soundtrack, United Artists 1772 (M)</td>
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<tr>
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<td>FEELIN' GOOD, Lee Marvin, Capitol (No Memo)</td>
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<td>I HAVE A DREAM, Sam Martin Luther King, Jr., 20th Century Fox (No Memo)</td>
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<td>13</td>
<td>DUMB PEOPLE &amp; THE SUPREMES, GREATEST HITS, Dumb People, ABC 415 (M)</td>
<td>32 ABCS 415 (1)</td>
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<tr>
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<td>SMOKY ROBINSON &amp; THE MIRACLES, GREATEST HITS, Vol. 2, Tamla 1780 (S)</td>
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<td>15</td>
<td>ONCE UPON A DREAM, Roberta Flack, Atlantic 8149 (M)</td>
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<td>REVIEL WONDER'S GREATEST HITS, Tamla (No Memo), 282 (S)</td>
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<td>17</td>
<td>DANCE TO THE MUSIC, Sly &amp; The Family Stone, Epic LN 24371 (M)</td>
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<td>18</td>
<td>HISTORY OF OTIS REDDING, Volt (M)</td>
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<td>6, SUGAR, My Brother, Whom I Slept With, Bubba Ho-Tep, Warner Bros. Seven Arts (No Memo)</td>
<td>6 WS 1704 (3)</td>
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<tr>
<td>20</td>
<td>SWEET INSPIRATIONS, Dumb People, ABC 415 (M)</td>
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<td>21</td>
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<td>1'M IN LOVE, Creedence Clearwater Revival, Fantasy 817 (S)</td>
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<td>BEST OF WILSON PICKETT, Atlantic 8151 (M)</td>
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<td>25</td>
<td>I GOT THE FEELIN, Shirelles &amp; Klose Famous Flame, King (No Memo)</td>
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**VAN McCrory,** left, president of newly formed Capricorn Records, smiles at the cover of his label's new record on Capricorn, which will be distributed by Amy-Mal, will be released in mid-May.

**zip code helps keep postal costs**

VAN McCrory, left, president of newly formed Capricorn Records, smiled at his approval as Bill Downs, manager of the Ad Libs, signs the group to the label. The Ad Libs new record on Capricorn, which will be distributed by Amy-Mal, will be released in mid-May.

**MA Y 18, 1968, BILLBOARD**
Vienna Opera Reserve Tickets for Americans


... the performance by the numerous cast, orchestra, chorus and adored children's chorus under the direction of Andreas Kordy is remarkable. ... ... some wonderful voices ... ... Records and Recording Other contemporary Hungarian music, Rarities, Liszt first recordings, Bartok Complete Edition, Kodaly recordings, on Quailton records are.

Available from:

QUALITON RECORDS LTD.
39-38 58th Street, Woodside, N.Y.

CLASSICAL NOTES

Tenor Nicolai Gedda makes his New York debut with Leonard Bernstein’s New York Philharmonic on Thursday (16) in Richard Strauss’ "Four Last Songs", Op. 48, No. 9. The other soloists in the Bernstein work will be soprano Mary McCracken, mezzo-soprano Suzanne Angel, tenor Richard Lewis, and bass-baritone Robert Shaw, the New York Philharmonic. "Four Last Songs" is one of the masterpieces of the 20th century, and Leonard Bernstein, himself a master of orchestral music, will conduct the New York Philharmonic in this magnificent work.

Previn Pushes
The Houston to
Striking Effort

NEW YORK—André Previn urged the audiences to frequently striking efforts on Tuesday (7) in the orchestra's first visit to the city with the London Symphony Orchestra. Violins 2 and Sinfonia da Requiem, both with bursts of instrumental color, were the major matters of the evening.

The program also included the overture to Rossini's "William Tell"-opera and Stravinsky's "Firebird Suite." Previn has a current recording of the Mozart opera. In addition to his post, he will be principal conductor of the London Symphony next season. Most of his R.A.C. albums have been with the latter orchestra.

Previn relaxed into a fluid and passing style of conducting, leaning into the momentum that swept Schumann and into the feeling of the piece. In the busy and rhythmic, success total, Previn raffled the orchestra to rich counterpoint and backward bursts of introspection. Leonard Bernstein has conducted the weekend on Columbia with the New York Philharmonic. The Britten selection was more atmospheric, blending the color so dominant in Schumann and to make a public debut, a piece of introduction. Previn has also recorded Britten's "Requiem" on Columbia with the St. Louis Symphony. The Philadelphia orchestra has appeared on Everest and Capitol. ED OHCS

Top Chart Listings

Continued from page 42
17-week chart stand for the quarter.

Other LPs taking the top were Verdi's "I Due Foscari" from the Paris Opera on RCA, then a cellphone, the complete southern conducting, four weeks; Pochelli's "La Gioconda" on London with Renato Tebaldi and Berliner, Lambertio Gardelli conducting, three weeks; and Verdi's "Aida," on Angel with Birgit Nilsson, Giancarlo Abbado, Luciano Pavarotti, Frascone Corelli, Zubin Mehta conducting, one week.

The three newcomers among the 19 operas, all multiple sellers, which accounted for 50 percent of the chamber, included two operas of Verdi's "I Due Foscari," the complete Mahler's nine symphonies with Bernstein conducting the New York Philharmonic and the London Symphony, which was on for seven weeks, and two eight-record sets of Verdi's nine symphonies: Klemperer and the New Philharmonia on Angel, nine weeks, and with Rafael Kubelik and the Radio Symphony on DGG, two weeks; Symphony No. 2, with Maurizio Abravanel and the Utah Symphony on Cardinal, eight weeks, and with Solti and the London Symphony on Decca, six weeks; and Symphony No. 1, with Bernstein and the London Philharmonic on Columbia, seven weeks. The operatic titles include Louis Blériot's complete record set of Wagner's complete "Ring Cycle," which was on for five weeks.

The other Mahler listings were Symphony No. 8 with Bernstein and the London Symphony on Columbia, 17 weeks; Symphony No. 9 with Otto Klemperer and the New Philharmonia on Angel, nine weeks, and with Rafael Kubelik and the Radio Symphony on DGG, two weeks; Symphony No. 2, with Maurizio Abravanel and the Utah Symphony on Cardinal, eight weeks, and with Solti and the London Symphony on Decca, six weeks; and Symphony No. 1, with Bernstein and the London Philharmonic on Columbia, seven weeks.

Previn's 2nd Houston Season

HOUSTON — André Previn will open his second season as conductor of the Houston Symphony on Sept. 30 and Oct. 1, the first of two subscription programs he will conduct. The season, which will run through April 8, will consist of 18 pairs.

John and Brenda Oden will appear in concerts for one two and three pianos on one program with Previn joining them in the Mozart "Triple Concerto," other pianists slated for the season are Gina Bachauer, Vladimir Ashkenazy, Mischa Dichter and Stephen Bishop.

Solos during the season will include pianists Van Cliburn, Colin Powell, and Hedwig Egenston, and violinistsネ" and " adorning the views. Special buses will be run to the festival from New York City and several points in the New York area. The Waterlily Village is nonprofit organization, sponsoring the festival on a 4,000-seat site originally owned and sold by William Penn and his brother.

Music Fest for N. J. Town

WATERLOO VILLAGE, N. J.—A $1,500,000 financed new music festival will open in this restored Allamuchy Mountain hamlet on June 29. The New Jersey Symphony under Henry Leppard will be the house orchestra for a 10-week season. Marian Anderson will narrate Copland's "Portfolio of Lincoln" in the opening program. Solosists during the season will include pianists Van Cliburn, Colin Powell, and Hedwig Egenston, and violinistsネ" and " adorning the views. Special buses will be run to the festival from New York City and several points in the New York area. The Waterlily Village is nonprofit organization, sponsoring the festival on a 4,000-seat site originally owned and sold by William Penn and his brother.

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Mancini to Conduct
Pitt. Series Opener

PITTSBURGH — Henry Mancini will conduct the opening program of the Pittsburgh Symphony Orchestra's 36th season on June 11. The other programs are New York City Ballet stars on June 16; Stinchendon playing and conducting with Woody Herman, June 3; Forrester and Teicher, June 21; and Peter Nero and Trio, June 25.
**Album Reviews**

(Continued on page 46)

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**BEETHOVEN ASHKENAZY**

**CLASSICAL**

BACH: SIX TRIO SONATAS, VOL. 1 (46) - Piano Biggs; Columbia M9 7124 (S) M9 45193 (S)

These two albums (packaged separately) contain the full Bach "Trio Sonatas" performed on the pedal harpsichord by the top organist of our time. They're right, distinctive works, and how they're played.

**BEETHOVEN: HAMMERKLAVIER SONATAS-Volume Anthology; London CS 4653 (S)

The instructions of one of Beethoven's most difficult works are admirably met by the world's most outstanding musical pianist. Vladimir Ashkenazy performs this collection of sonatas, which includes the famous "Hammerklavier" and the "Les Adieux," in a Friday evening of the Fourth movement is a perfect tour de force of the instrument's playing capabilities.

---

**KIRKLAND-RUDOLPHE OPERA SOUNDS AND ARTS-Plymouth, London 34-40032 (S)

Marching through the big-hammer style, this selection of "Hammerklavier" sonatas by the famous pianist Kirkland-Rudolpho performs an almost unbelievable variation. The piano's sound is a marvel of legato and grace, reflecting the beauty of the instrument.

**SMITH'S GREATEST HITS**

Bach's legacy lives on in this album, showcasing the versatility and depth of his compositions. The music is played with a fresh, modern touch, bringing new life to these timeless pieces.

---

**WHERE NO ONE STANDS ALONE**

Ferlin Husky; Capitol ST 9130

In his first complete album of inspirational material, Ferlin Husky rewards his many fans with a deeper, more emotional collection. Including some of the best-known sacred music, this album reflects the talent of the country's top names. The music is both moving and meaningful, capturing the spirit of faith.

---

**FRESCOY, KELLY SYMPHONY- Concerto/Presto: Artists; Columbia 17 12200 (S)

Andre Hovanes, a master cellist, is the center of this music works, both as the soloist and the orchestra leader. Whether playing the cello or conducting, his performance is a testament to his skill and passion. The music is rich, varied, and captivating, leaving the audience in awe.

---

**THE BAND WILL GET YOU**

John Lennon; RCA LSP 7000

The band's musical and visual style, combined with their cutting-edge beats, has brought them to the forefront of the music world. Their performance is a true reflection of their brand of rock and roll, with songs that are both catchy and meaningful.

---

**STAY LOUD**

Stevie Wonder; A&M S 3547 (M); V-8475 (S)

Smith-anonymous version of his hit "I'll Keep On Truckin'" but this new album which includes the song "This Train," features not only Stevie's smooth vocals but also the powerful backing of the band. The music is a mix of soul and funk, with a touch of rock and roll, making it a true reflection of Stevie's musical style.

---

**POPE**

**NEW CARRY D-DEUX D/2900 (S)

The Pope's influence on the world cannot be overstated. His music is a reflection of his values, with songs that are both spiritual and uplifting. The album includes a variety of styles, from rock to classical, showcasing the Pope's versatility.

---

**FRANCIS WYCKOFF ZAPPA CONDUCTS LUMPY GRAY**

Frank Zappa and his Mothers of Invention have always been a force to be reckoned with. Their music is a blend of rock, jazz, and avant-garde, creating a unique sound that is both innovative and groundbreaking. The album "Lumpy Gray" is a testament to their musical genius.

---

**THE ANNIE SCHULTZ**

Annies Forecast-FTS 5008 (S)

The Annie Carson Band features the true blues experience. Their music is raw and unfiltered, with a style that is both classic and contemporary. The album "Forecast" is a true representation of their sound, with songs that are both emotional and powerful.

---

**IN THE CREATION**

John Lee Hooker; Verve 17-0062 (S)

Hooker's blues have a unique flair, with songs that are both catchy and meaningful. His music is a reflection of his life, with stories that are told through his blues.

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THIS WILL BE ONE OF THE BIGGEST SELLING ALBUMS OF 1968

JIMMY WEBB'S

MAC ARTHUR PARK
THE RAY CHARLES SINGERS

DO YOU KNOW THE WAY TO SAN JOSE · HONEY · LOVE IS BLUE · MAC ARTHUR PARK VALLEY OF THE DOLLS · LITTLE GREEN APPLES · AND OTHER SONGS OF TODAY!

AND OTHER SONGS OF TODAY!

Order it FAST... and watch it ZOOM up the Sales Charts

IN CANADA: ORDER FROM "SPARTAN OF CANADA"
THE CAMERON MILLS ANTHOLOGY - VARIOUS ARTISTS - Varese Sarabande

THE WORLD'S LAST PRIVATE CITIZEN - Breitbart - The Economy of Ecstasy - The Nonesuch

POUL P. - Recital - J.S. Bach, W.A. Mozart, P. I. Tchaikovsky, etc.

THE EYE OF DESTINATION - Peter Sellers - Palisades Park

POUL P. - Recital - J.S. Bach, W.A. Mozart, P. I. Tchaikovsky, etc.

THE PECKMAN CONCERTA - Cassadó - Piano Concerto No. 20, Op. 46

THE PECKMAN CONCERTA - Cassadó - Piano Concerto No. 20, Op. 46

THE PECKMAN CONCERTA - Cassadó - Piano Concerto No. 20, Op. 46

POUL P. - Recital - J.S. Bach, W.A. Mozart, P. I. Tchaikovsky, etc.
Sensational new LP by the leader of the Blues Revolution...

J O H N  M A Y A L L

Brand New Start
Please Don't Tell
Down The Line
Sonny Boy Blow
Marsha's Mood
No More Tears
Catch That Train
Cancelling Out
Harp Man
Brown Sugar
Broken Wings
Don't Kick Me

Other great Mayall LP's

5ensati0nal new LP
by the leader of the Blues Revolution...

J O H N  M A Y A L L
Musical Instruments

Guitar Instruction Opens New Doors

By RON SCHLACHTER

This is the fourth in a series of articles on the learning experience involved with musical instruments.

CHICAGO — The big news with guitar is not how it is being taught, but where it is being taught.

While the instrument is utilizing such relatively new instruction methods as the group approach, it has gained a solid foothold in a number of previously non-guitar areas. An example is the college music program.

The University of Miami is one of only 14 universities in the country that offers a major in classical guitar. In view of this, there are these facts: 18 universities offer a major in harpsichord; the classical guitar ranks second only to the violin in the amount of literature that has been written for it, and more than 11 million Americans play the guitar.

William Lee, dean of Miami's School of Music, explains that such programs "have to be built around one artist-in-residence and he has to be first-rate." The artist-in-residence at the university is Juana Mercedal, the noted classical guitarist from Cuba.

When he was five years old, Mercedal began studying the guitar with his father's teacher, Dr. Severino Lopez. A graduate of the Mater Conservatory in Havana, Mercedal has made concert tours throughout Cuba, Brazil, Argentina and the U.S. and has made several recordings.

Concert Instrument

"The way he plays," says Dean Lee, "the guitar holds its own with the harp. He has had offers for more money to play in Cuba but he doesn't want to play where people are talking. It's a concert instrument."

In the fall of 1965, the program began at Miami as a "trial balloon" with an enrollment of 13. This year, 39 students are participating.

"It's to have a lot of guitar students," says Ted Croft, of the school of music. "Anyone can learn to play three chords in an hour. However, we're concerned..."

(Continued on page 49)

Vox Uses National Promos To Boost Instrument Sales

LOS ANGELES — The Vox Division of the Thomas Organ Co. has become increasingly involved with national promotions as a method to increase sales of instruments and amplifiers. It is currently participating in two nationwide promotions, the National Jaycee Battle of the Bands and the first annual Super- teen Talent Search.

Some 20,000 groups are participating in the State finals of the Battle of the Bands, where winners will receive Vox guitars and amplifiers. The winning group in the national competition, which will be held June 19-21 in Atlantic City, will earn $5,000 in Vox equipment.

Ohio Dealers Aid In School Contest

LONDON, Ohio — State musical instrument dealers, who co-operate with Ohio school music departments, extended this help in the annual State finals of the Ohio High School Band and Chorus Competitions April 27. The finals were held in five locations, and awards were given in five school enrollment categories.

More than $20,000 in sound equipment will be awarded in the Super teen Search, which is being conducted on the State level by Top 40 radio stations in 30 major cities. Nationally, nine performers will be selected to compete on an ABC-TV special Aug. 20, titled "Singer Presents Super teen." Vox equipment will be used on the show, sponsored by the Singer Co.

Valco Expands Product Line

CHICAGO — Valco Guitars, Inc., has announced an expansion of its Supro line into a complete offering of acoustic and electric guitars, banjos, mandolins and amplifiers.

According to President Rob ert Englehardt, this change will become effective with the date of the Music Show, set for June 23-27 at the Conrad Hilton Hotel, and has been the case in the past, Supro's products will be distributed through the music jobber.

In addition, a major change has been made in Valco's distribution of Kay products. All Kay products will now be sold directly to the dealer through factory representatives.

Old Wurlitzer Plays Again In Montreal

MONTREAL — "If Rosario Depellegra continues to stack his Anserbe le Vieux St. Gabriel with memorabilia of things past, he will soon challenge Chateau de Ramezay as prime depository of things historical."

This report comes from prominent Montreal newspaper columnist Al Palmer. According to Palmer, the latest treasure in the nostalgia department to be wheeled into the landmark on ancient rue St. Gabriel is a Wurlitzer Military Band, circa 1914, a sort of quick-marching predecessor to today's jukeboxes.

The impressive contraption is a conglomeration of drums, bugles, flutes, calliope pipes, cymbals and all the ingredients necessary to whump up a roving parade. The whole thing is mounted on a low-slung cart, and there is a strap arrangement by which the movement of the wheels once supplied the power to work the machine.

Palmer gives Depellegra's account of how he obtained the treasure, and how it eventually reached his restaurant: "A friend of mine heard that Mr. Depellegra had a machine."

(Continued on page 49)

THE GUITAR is relatively easy to learn, which is encouraging to novice students who can produce their own music almost from the beginning. Yet it continues to offer challenges, especially to students of classical literature who have been written for the instrument second only to violin literature.
GO GO BOOTS AND MINI SKIRTS are used effectively by clerks at The Record Mart, Orlando, Fla. Seen here reaching for an album on the top shelf is manager Margaret Fitton.

3-Head Deck From Roberts

LOS ANGELES — Roberts Division of Rheem Manufacturing Co. is offering a new stereo tape deck, featuring three separate tape heads for record, play and erase.

Model 450 may be operated in both horizontal or vertical position and is designed for use with home stereo music systems. Priced at under $200, the deck is enclosed in a grained-wood cabinet and incorporates pre-amplifier output, separate volume controls, 6x9 and 4x12 in., speed, built-in tape cleaner, equalization switch, three-digit counter, two VU meters, pause control, remote control jack to a source monitor. It also includes a padded dust cover for easy limited deck storage.

Military Band Finds Audience In Restaurant

— Continued from page 48

found it in a garage on a side street in St. Hyacinthe. The garage had a dirt floor and the wheels of the cart on which the machine was mounted were sunk almost up to the hub caps. Mongeau and Philippe Fontaine moved it to a workshop and started to put it back in shape. It took a lot of work because it hadn’t been played for years. Many years I would imagine."

The instrument had originally been built by the Worldstar Co., North Tonawanda, N. Y., plant in 1914, and that’s where the restoration work was finally completed. In little less than a month, the machine was put back in working order.

Meanwhile, a slight problem still exists: taking the instrument down for use in the restaurant. Palmer relates that the first time it was played, following the restoration, it almost blew the olives and celery off the patrons’ plates four dining rooms away.

ORLANDO, Fla. — Mini skirts and go-go boots appear on more than album covers at The Record Mart, operated by Helmut Lippman, in this city’s deep downtown district.

A record dealership which specializes in race records, rock ’n’ roll and related music, the Record Mart garners its two salespeople in brief mini skirts and while leather go-go boots at all times—a fact which never fails to impress itself on passers-by along Orlando’s downtown Church Street. As a “living tradition,” these stereo boots and boots are so important to the Florida record dealership that Lippman has referred to them as “uniforms.”

One of the salgels is manager Margaret Fitton, a 32-year-old veteran in the record business with the rare look of a movie starlet. She challenges any customer to hum a few bars of a number which Mrs. Fitton can’t identify. Particularly expected is a precision in “rock ’n’ roll.” Mrs. Fitton is equally adept with spirituals, and even race records, extremely important because of the large percentage of Negro customers from the surrounding residential district.

Some have found that the sight of the two salespeople in mini skirts is guaranteed to bring younger customers in “instantly.” His two “swingers” have the opportunity to introduce their customers to two special volume-building features, one “Oversize Univ.” which simply reward singles customers with one free for every 10 singles purchased, an other is a stable, permanent discount on established album prices which customers must remember to get.

Pointed out, too, is a broad inventory of 8-track recorded auto stereo tapes. This is at least something of a service, till it is pointed out that many low-income customers, driving authentic cars, may have their $150 or $200 stereo player in the car. With little living expenses, they are regular tape purchasers.

Customers delight in the fact that when they pick a rock ’n roll number and ask: “What do you do with that?” Mrs. Fitton is likely to break into the exact pronunciation of the creation. Although her first love is country music and square dancing, she has seen all of the current dance-floor contortions to be invited on stage when a visiting band is performing. She regularly plans the evening’s music for a country party which presides over “country discoteques” and in the weather has been identified with country music that she pulls customers from all over the coastal Florida area.

Unlike many record shops which feel that demonstration is a drawback, the Record Mart includes an automatic player for 45-rpm singles on the counter which requires a minimum amount of time and effort to set up. It was set up near a broken procedure and isolated away from the rest of the store, customers are drawn to it, and they do not hesitate to sample the stereo tunable and speakers which are featured.

As for his total operational approach to the business, Robert Lippman states: “Customers may not remember the name of the Record Mart, but we do. We remember the girls in the mini skirts and boots.”

Panasonic Radios Feature Automatic Tuning Device

NEW YORK — Panasonic is now introducing a dual rate that incorporates automatic tuning in one form or another. The latest additions to the line are the Trexertone, Model RF-6070 and the Driftone, Model R-1030. Both were developed by Matsushita Electric Corp. of America which markets products under the Panasonic label.

Both of the new radios are portable with automatic push button tuning. The listener can tune to the next station in both directions automatically.

Highlights of the Trexertone: FM-AM, two-tone stereo switch, slide control black laminate styling, a full range 35-inch, dynamic loudspeaker, tennis, DX (distant) and local switch, 21 solid-state devices, AC-DC operation using a “AA” batteries. The suggested list is $59.95.

Highlights of the Driftone: AM, full range 3-inch speaker, two-tone stereo switch, 12 solid-state devices, DC operation on a “AA” battery. The suggested list is $39.95.

Both radios have the same forward and reverse bar principle Panasonic uses in other sets. Examples: the Powermate, an FM AM marine and portable, list $99.95, the Executive, also an FM AM set with stereo tuner and two speakers, list $179.95; the Puckette, an FM AM, list, $59.95; and Touch’s Tune, a $39.95 list AM model.

The Caspian, using a solid-state device replacing the conventional variable-length tuning, bears lists for $69.95 and the Palmar, an AM set listing for $39.95 for list and other table models in the line.

Motorola Registers 1st Quarter Peak

CHICAGO — Motorola, Inc. has reported record sales and earnings for the first quarter of 1968.

Sales totalled $185,223,888 up 22 per cent from last year’s $151,338,874. Net income was $7,598,850, an increase of 51 per cent over the $5,016,200 earned in the first quarter of 1967. Earnings per share were $1.24, up with 82 cents. The previous high of $1.26 in 1965 was the only share derived from a contractual arrangement then existing with National Video Corp.

At the recent annual meeting of shareholders, chairman Robert Galvin attributed these advances to a company-wide effort to avoid costly diversification activities for the period.

Sales of the communications division increased by 18.7 per cent, but earnings were down slightly. A high level of sales, however, were received from law enforcement agencies in need of better communications systems to cope with civil disorder. One large contract for portable two-way radio equipment will permit the New York City Police Department to communicate directly to foot patrols.

The automotive products division established a new single quarter sales record, with profit improvement due to increased volume, improved performance of stereo tape players and improved manufacturing processes. Delivery has begun on a new AM-FM-MC unit for Volkswagen.

The experimental model line manufactured by Alpo-Motorola in Japan, is expanding to include a series of appliances.

The twin report that favorable results are emerging from the restructuring and strengthening of the company’s division’s organization. Sales improvements were shown in 1967 and the division operated at a profit.

Motorola’s color picture tube plant substantially improved its profit position while sustaining its high quality and meeting its increased production requirements.

Sales of the government elec-

(Continued on page 50)
Audio Retailing

Harry Mynatt, creative products manager, Capitol Records, Inc., was a moderator April 21 at the National Association of Record- ing, Inc., sales and distribution seminar in New York. Mr. Mynatt is marketing associate, Capitol Records, Ltd., Japan, was a recent visitor in Puerto Rico. The Japanese firm, which manufactures Panasonic home entertainment products, conducted meetings and presentation of its 1968 lines for retailers and representatives of the U.S. and Canada. Ernesto Rial, Stas Jann, distributes Panasonic in Puerto Rico where Panasonic has a plant employing approximately 200 people.

Arthur Kliger has been named advertising manager for the Panasonic division, Sylvania Electric. Eugene S. Cooper has been named advertising supervisor for the same division.

Hyde Electronics Co., Inc., 188 S. Lipton Street, Denver, has been appointed representative for Symphony's tapes. TV and phonograph lines. The firm will handle Symphony, United, Uman, Brown, New Mexico, Colorado, Wyoming, Western Nebraska and South Dakota. Symphony Electronic & Radio Corp. is a wholesale electronics distributor to retail stores throughout the U.S.

The Zenith Pioneers, made up of Zenith employees of more than 20 years of service, list 1,250 members. Another 2,100 members were welcomed this year.

Motorola Hits Quarter Peak

Record sales of the semiconductor products division were a one-third greater than the similar quarter of 1967. Earnings also attained a record.

One business conducted at the shareholders' meeting included the election of seven directors to a three-year term, with the chairman and adoption of an executive incentive plan and a company bonus plan. The new directors are Arthur Nielsen Jr., Neilsen, Chicago; J. Patrick Schmitt, director of IIT Research Institute; William H. Wurstein, sales and general manager of Motorola Communications Division, and Kenneth W. Clinesmith, director of Harri & Trust & Savings Bank.

NEW BUILDING housing the K&S Recording Studios, a division of K&S Films, Inc., new recording facilities in the Circle City area which made its official bow recently. Jack Reilhas is K&S president. Other staff members are Dan Hubard, promotion director; Jim Deak, chief engineer, and Bill Levis, music director.

K&S Bows New Cincy Facilities

CINCINNATI — New recording facilities of K&S Recording Studios, Inc., located most recently at the King Records Facility in the Circle City area, were recently opened.

In addition to the modern studio facilities, encompassing 3,000 square feet of floor space, K&S offers complete recording services, including mixing, plate- ing, pressing and customer design jackets. The newest of equipment includes a full 8-track console system designed by Fairchild.

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

Scanning The News

Audio Retailing

Harry Mynatt, creative products manager, Capitol Records, Inc., was a moderator April 21 at the National Association of Recording, Inc., sales and distribution seminar in New York. Mr. Mynatt is marketing associate, Capitol Records, Ltd., Japan, was a recent visitor in Puerto Rico. The Japanese firm, which manufactures Panasonic home entertainment products, conducted meetings and presentation of its 1968 lines for retailers and representatives of the U.S. and Canada. Ernesto Rial, Stas Jann, distributes Panasonic in Puerto Rico where Panasonic has a plant employing approximately 200 people.

Arthur Kliger has been named advertising manager for the Panasonic division, Sylvania Electric. Eugene S. Cooper has been named advertising supervisor for the same division.

Hyde Electronics Co., Inc., 188 S. Lipton Street, Denver, has been appointed representative for Symphony's tapes. TV and phonograph lines. The firm will handle Symphony, United, Uman, Brown, New Mexico, Colorado, Wyoming, Western Nebraska and South Dakota. Symphony Electronic & Radio Corp. is a wholesale electronics distributor to retail stores throughout the U.S.

The Zenith Pioneers, made up of Zenith employees of more than 20 years of service, list 1,250 members. Another 2,100 members were welcomed this year.

Motorola Hits Quarter Peak

Record sales of the semiconductor products division were a one-third greater than the similar quarter of 1967. Earnings also attained a record.

One business conducted at the shareholders' meeting included the election of seven directors to a three-year term, with the chairman and adoption of an executive incentive plan and a company bonus plan. The new directors are Arthur Nielsen Jr., Neilsen, Chicago; J. Patrick Schmitt, director of IIT Research Institute; William H. Wurstein, sales and general manager of Motorola Communications Division, and Kenneth W. Clinesmith, director of Harri & Trust & Savings Bank.

NEW BUILDING housing the K&S Recording Studios, a division of K&S Films, Inc., new recording facilities in the Circle City area which made its official bow recently. Jack Reilhas is K&S president. Other staff members are Dan Hubard, promotion director; Jim Deak, chief engineer, and Bill Levis, music director.

K&S Bows New Cincy Facilities

CINCINNATI — New recording facilities of K&S Recording Studios, Inc., located most recently at the King Records Facility in the Circle City area, were recently opened.

In addition to the modern studio facilities, encompassing 3,000 square feet of floor space, K&S offers complete recording services, including mixing, plate- ing, pressing and customer design jackets. The newest of equipment includes a full 8-track console system designed by Fairchild.

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

Scanning The News
Tony Palmer, Adrian Rudge Form Finito

LONDON — A record production, sales and marketing representation, promotion and press relations company has been formed by Tony Palmer and Adrian Rudge under the name Finito. Palmer left EMI May 3 after 10 years, the latter ones as staff record producer. He produced George Fraser's first single, the hit single 'South U Very Much,' and the Talk of the Town album by Diana Ross and the Supremes as well as taking sessions with other visiting American artists like Buddy Greco.

Rudge left Page One Records May 3, where he had been promotion and marketing manager for over a year. Prior to that he had been an EMI staff man for seven years. His successor at Page One is Brenda Coles.

Among Finito's first clients are Jacky, hit-parading with "White Horses," Bono, Greco and new singer Deena Webster. An associated publishing company called Jade Music is also visiting soon.

Palmer and Rudge plan an American visit soon.

BERNARD LEE, of Nems Enterprises, signs contract for the transmission of the Beatles' TV show "Magical Mystery Tour" in Japan. Looking on is Rumiike Hoshika of Shrinko Music. The transmission is being sponsored by a Japanese pop magazine and a chocolate confectionery company.

17 TO COMPETE IN BERLIN FEST

BERLIN — Seventeen artists from 10 record companies will compete in the West German Song Contest to be held in Berlin on July 4. Line-up is: Anna-Lena, S. I. M. Malmskist (Metronome); Nina Lizzel (Golden 12), Dorthe (Philips); France Gall, Peggy March, Manuela (Teledeco); Chris Roberts, Renate Kees, Gus Backus (Polydor); Graham Bonney, Howard Wardendale, Eric Silverstone (Electrola); Suzanne Doucet (Deux); Marion (Hansa); Rex Gildo (Artilia) and Peter Orliff (Corinnes).

Results of East German Song Contest

MAGDEBURG, East Germany — "Es fuengt ja alles erst an" ("Everything Is Just Beginning"), by Hans-Georg Schneider (music) and Dieter Lenz (lyric), sung by Rosemarie Ambrin, won the 1968 East German Song Contest held here on April 20.

Second was "Die Erlkönig soll bluhet" ("The Earth Will Flourish") by Ralf Petersen (music) and Fred Geetz (lyric), sung by Klaus-Dieter Henkler; and third was "Chansons von der nahen Ferne" by Emil Guttsch (music) and Kurt Steining (lyric), sung by Heray Schemke.

Of the original 500 entries, 14 made the finals. The final which was shown on Intervision in East Germany, the Soviet Union, Hong Kong and Romania, was judged by expert juries.

LEE HAZLEWOOD, second from right, listens to the playback of the album he recorded in the CBE Studios; Paris, during his three-week promotional visit. With Hazlewood are, left to right, Georges Chataelin and Bernard Estardy, co-owners of the CBE Studios, and Jack Robinson of Criterion Music, the company which handles the Hazlewood repertoire in France.
**From The Music Capitals of the World**

*Continued from page 51*

For TV appearances (sponsored by the government of Brazil) to promote the Brazil album in Argentina, Serge Gainsbourg and Nico will be in Argentina, while Barbara George and the Dutch group Slatters will be in Rome, Italy. Singer-songwriter Maria Callas will be in Brazil. The Beatles have also been announced to perform in Argentina.

**MEXICO CITY — Newport jazz, European music, and traditional Mexican ballet are all features of the third annual Puebla Arts Festival, a month-long program ending June 5 in the colonial city 85 miles south of Mexico City.**

**Stars of the Newport Jazz Festival appearing in Puebla include Count Basie, Duke Ellington, the Herb Alpert Quintet, and soprano Clara Blandford. A leading ballet company from the U.S. and the University of Mississippi Choral Group will be on the program. The festival will close with Sir John Barbirolli and the Hallé Orchestra of England.**

The festival was a first of its kind for Latin America when inaugurated in 1966. Its past participants include the Philharmonic Orchestra, the National Symphony Orchestra of Washington, strollers from Moscow’s Bolshoi, the Dali portrait of the famous raccoon, the New World Symphony and the University of Miami Chamber Ensemble in Miami. The festival will also feature a number of local and international artists, including the Los Angeles Philharmonic and the New York City Opera.

**RCA Affiliates Hold Paris Meet***

**PARIS — Closer collaboration in the field of repertory exchanges was the subject of a Paris conference attended by representatives of RCA affiliates in Western Europe.**

**RCA International was represented by Victor Baumbach, vice-president of RCA Overseas, and also present were the delegates from A.R.E.A. (France), Indeck (Holland and Belgium), RCA Española (Spain), and RCA Elektra (Switzerland).**

The conference heard principal conductors from the very latest in classical, and also viewed the background score. The conference is expected to be held in July, with other delegates from RCA affiliates in Western Europe.

**Phonodisc Price Cut**

**TORONTO—Phonodisc Ltd. has reduced the price of its phonodisc albums from $4.98 to $3.98 suggested list price.**

**SVP Muziek (Holland), has announced a new 7-track single for every three purchases of their LPs. The minimum purchase is 12 records.**

**Vanguard License**

**NEW YORK — Vanguard Records has announced the signing of Renato Graziano, Stockholms, as its Swedish talent.**

**The label has licenses in Argentina, Australia, Brazil, Canada, England, France, Germany, the Netherlands, Israel, Italy, Japan, Mexico, Norway, Portugal, Spain, the Philippines, South Africa, Spain, Finland, Norway, Austria, and Switzerland.**

**3d Puebla Arts Fest in Mexico Off & Running**

DONOVAN HOLDS HIS NEW DOUBLE ALBUM, "A Gift From a Flower Festival to a Garden," assisted by Patti Page and Jimmy [Pisano] according to the record. Looking, center, left to right, are Patti general manager Licks Cock and Louie Lewis of Nems Enterprises.

**Mick Jagger to Star in Movie**

**LONDON — Rolling Stones lead singer Mick Jagger has signed to make his movie dramatic acting debut by Warner Bros.—Seven Arts.**

**He will star opposite James Fox in "The Performance," and portray a pop music star who is a drug-out from society until he encounters a vicious gangster, played by Fox. Donald Cammell wrote the screenplay, and will direct the movie with Nicholas Roeg.**

**Jagger will sing one song within the context of the action, and is also writing the background score. Shooting begins in July in locations in and around London.**

**The Taylor's by the Rolling Stones for months is set for May 24 released by Decca. Its title, "Jumpin' Jack Flash," penned by Jagger and Keith Richards, and the flip, and "Child of the Moon," Jagger and Richards have been written copiously recently, and a summer LP is expected from the group. Jagger's film debut also does not affect the future of the Stones.**

**Vaughn to Begin Japan Concerts**

**TOKYO — Billy Vaughn and his orchestra arrive here Monday (13) to begin a 23-concert tour of Japan. It will be the Dot recording artist's fourth concert trip to the Orient.**

**Capitol Records Ltd., Dot's licensee, and the Victor Company of Japan will present Vaughn with a gold record for more than a million in sales on "Billy Vaughn's Golden Album," a special Japanese package and distributed in the U.S. by Kenneth L. Cole, president of Cosid and Hitoshi Momose, Victor's Japan's president, will present the commemorative album to Vaughn.**

**Finnish Festival Begins June 10**

**HELSINKI — The Turku Music Days, the Finnish annual festival of serious music, will be opened on June 10 with a re-**

**organized by pianist Christopher Esch-**

**Della, at the Turku Cor-**

**The Finnish Radio Chamber Orchestra, conducted by Donald Reid, on June 11 and on June 12, the Jydes Orchestra will play the Turk**

**Also on June 13 the Armgard Ensemble will perform in Turku Cathedral and the Festival will be concluded on June 14 with a concert by the Swedish Radio Symphony Orchestra under director Per-Eric Celldal at the Turku Cor-**

**Blue Records Is Launched in Milan**

**MILAN — A cocktail party has launched a record company, Disco Azzurro (Blue Records).**

**The owner is singer, Claudio Lippi, formerly with Bell disc-**

**Italiana, and general manager is Giorgio Lippi, brother to the singer.**

**Blue Records is Launched in Milan**

**MILAN—Industrial director of Phonogram, the Italian affiliate of the Phil-**

**ips-DGG international group has resigned.**

**Cori Quits Post**

**MILAN — Mario Cori, general manager of Phonogram, the Italian affiliate of the Philip-**

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**MICK JAGGER TO STAR IN MOVIE**

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**Richter Scores On USSR Tour**

**MUNICH — Karl Richter and the Munich Bach Choir and Orchestra scored a triumph with the opening of the Soviet Union from April 15 to 21. The tour was made as part of the cultural exchange program between the USSR and the German Federal Republic.**

**On April 15 Richter gave a solo organ concert in Moscow, and later the Bach Orchestra gave two in Moscow and two in Leningrad.**

**Richter's organ recital, att-*
From The Music Capitals of the World

+ Continued from page 52

produced the spell-of-Dynapak tape cartridge for the Dynapak music, the Dynapak cartridge, and "other StereoMAX product lines. U. S. Canada, Mexico and Europe. I was a member of the Sound Searchers and Jimmy Delphi, Jimmy Ruffin, and Betty LaVette and the Bandwagon will appear in the upcoming Fetish logo. ROGER RANS

HAMBURG

Hansa's Geri Beetzler flies to the U. S. for club performances in Detroit, Chicago, Las Vegas and San Francisco on June 13 to June 5... The Amonette Quartet will make a concert tour of Germany starting Oct. 5... June 19... Roger Williams appears at the Hunter-Thorn- land, Tuesday-Sunday (14-19). Herman's Hermits will be in More- lock, Maine on Tuesday and will be at the Anheuser Busch Convention Center Friday night. The San Diego Exhibition Hall Sun- day (1)... The Beach Boys and Monterey play the Oakland Coliseum, Saturday (1). At the Convention Center in Las Vegas May 15... The Beach Boys will be at the Bonn Civic Auditorium on June 12 and the Sheraton Hotel in Chicago for one week, bowling June 4... Glenn Yarbrough plays the Valley Music Hall in Salt Lake City, Nov. 9-10... Wayne Newton will perform at the German House in Chicago July 5-14... Tommy Leonard's Station WPLQ Club for three weeks, beginning Monday, June 16... Mosaic Records will be in Copenhagen June 24-26... 'I'm That Easy to Love,' followed by "Love Me, Love Me, Love Me With an EP..." An EP from the Dutch Eurovision entry, "It's Just a Song You Know..." by Theo Tall "Talk About," by Claus Gurus Halsdorph and released by EMI. "The Only Show" with songs by Eddy Raffin... Westerland has released the single "Mr. Top Hat." Frenk Robson made with the psy- chedelic group "You and Me" will be the group's debut album... He joined the Blues Section (Love Me). The record was produced by the New York's own "The Devil's Advocate" in "I'm That Easy to Love," followed by "Love Me, Love Me, Love Me With an EP..." An EP from the Dutch Eurovision entry, "It's Just a Song You Know..." by Theo Tall "Talk About," by Claus Gurus Halsdorph and released by EMI. "The Only Show" with songs by Eddy Raffin... Westerland has released the single "Mr. Top Hat." Frenk Robson made with the psy- chedelic group "You and Me" will be the group's debut album... He joined the Blues Section (Love Me). The record was produced by the New York's own "The Devil's Advocate" in "I'm That Easy to Love," followed by "Love Me, Love Me, Love Me With an EP..." An EP from the Dutch Eurovision entry, "It's Just a Song You Know..." by Theo Tall "Talk About," by Claus Gurus Halsdorph and released by EMI. "The Only Show" with songs by Eddy Raffin... Westerland has released the single "Mr. Top Hat." Frenk Robson made with the psy- chedelic group "You and Me" will be the group's debut album... He joined the Blues Section (Love Me). The record was produced by the New York's own "The Devil's Advocate" in "I'm That Easy to Love," followed by "Love Me, Love Me, Love Me With an EP..." An EP from the Dutch Eurovision entry, "It's Just a Song You Know..." by Theo Tall "Talk About," by Claus Gurus Halsdorph and released by EMI. "The Only Show" with songs by Eddy Raffin... Westerland has released the single "Mr. Top Hat." Frenk Robson made with the psy- chedelic group "You and Me" will be the group's debut album... He joined the Blues Section (Love Me). The record was produced by the New York's own "The Devil's Advocate" in "I'm That Easy to Love," followed by "Love Me, Love Me, Love Me With an EP..." An EP from the Dutch Eurovision entry, "It's Just a Song You Know..." by Theo Tall "Talk About," by Claus Gurus Halsdorph and released by EMI. "The Only Show" with songs by Eddy Raffin... Westerland has released the single "Mr. Top Hat." Frenk Robson made with the psy-...
LOS ANGELES — Fire gutted the building housing tape duplication, cartridge assembly and the music library at Munz Stereo-Pak Sunday (5).

Sixy firemen battled the blaze which destroyed the company's banks of 4-track duplicators and its completed cartridge assembly line. Damage was estimated at $1,000,000.

Two days after the fire, company officials were moved to a new administration and office furniture into other buildings. The destroyed edifice was building No. 9 in the company's complex which spreads over two streets in the industrial section of Van Nuys.

Ed Michel, national record relations director, said the company will build new duplicators.

The company's executive offices, located next door, were not affected by the blaze which began in the afternoon. There are generally no workers in the building on Sunday.

Building No. 9 is generally full of women employees assembling plastic cases and loading blank tape into cartridges on assembly lines. The duplication and loading operations are being located in other buildings, as the fire destroyed the facility's roof.

Since part of the 4-track master tape library was destroyed in the fire, the company last week began remaking many of its master tapes. "We're fortunate in that we have all the records. This will be a very fast process," Building officials in quick fashion to continue the flow of product to most record manufacturer requirements will be a much more complex project.

President Carl Munz said the company's "crevice program" to establish new facilities would help continue the flow of product to accounts.

PIRATING CRACKDOWN ON COAST

Push in Italy On CARtridge

GERMANO RUSCITTO

ROME — RCA-Italiana, Voxson, an Italian manufacturer of car radios, and AGIP, the only existing and State-controlled Ita- lian gasoline company, have jointly started the most exten-sive campaign over car radios ever to be started in Italy to establish the CARtridge concept. Also, this is the strongest push from the 8-track side to hit the Philips cassette system.

Some 40,000 RCA Stereo-8 cartridges, each containing 45 minutes of music, were made available through 1,000 of the total 5,000 AGIP gas stations, May 4. Cartridges are sold at the national price of $8. Customers will be allowed to exchange such cartridges after use, provided they are in good condition and have worn no more than 8 per cent each.

In Italy, this is the first time that tape cartridges can be bought at gas stations and sold on an exchange basis. Voxson has introduced the first 8-track tape player of Italian origin, available in several models in both the radio-player and player-only versions. Retail prices start at $75, the lowest ever quoted in Italy for 8-track units. Top price is $185 for the most sophisticated radio-player of the series. The Voxson sets also will be on sale at the AGIP gas stations. Details about the installation service were not revealed as yet.

The operation is being backed by the most extensive and intensive cartridge promotion in newspapers and magazines ever to appear in Italian publications.

RCA-Italiana cartridge cata-log consists of 62 programs: 22 from RCA Records pop line, 24 from RCA-Italiana pop line, 6 from RCA classical line.

PlayTape Promo Drive

NEW YORK — In its first major promotion drive at the consumer level, PlayTape is budgeting $500,000 for a TV campaign. Keyed to 18 primary markets, the saturation campaign will run six weeks. Doyle and Dane Bernbach, creators of the campaign, are currently buying spots. The program is set to begin immediately.

Referred to by PlayTape as "integrated commercials," the spot advertisements will couple hard and software products. Versatility is emphasized with both type of product. "The commercials point to the wide range of entertainment available on PlayTape and to the company's spectrum of equipment," a company spokesman said.

The emphasis of system primarily to the market for portable, low-priced players, but in the commercials, include the more sophisticated units as well as the kiddie cartridges designed to go with our kiddie package. At the last stage announcer displays each type of unit, music is played to correspond to the market for that player.

The commercials will be pegged to the individual market as the announcer mentions the names of local retailers featuring PlayTape players and cartridges. The spots will be 20 and 60 seconds in length.

First target of the PlayTape consumer drive is Southern California market. Los Angeles stations carrying the campaign are KNX-AM, KXOL, and KTHK-LV. Local retailers named in the spots are the May Co., Bullocks, and Macys. Harris Department Stores and Montgomery Ward.

In the San Francisco-Sacra- mento area, KCRA-TV and KRON-TV will carry the PlayTape commercials. Macy's California, will be featured.

Other markets include Boston, Chicago, Cleveland, Columbus, Dallas, Denver, Detroit, Houston, Kansas City (Mo.), Miami, New Orleans, Omaha, Philadelphia, Pittsburgh, Austin, N. Louis, Salt Lake City and Seattle.
Agreements Making Stereodyne a Power

By KIT MORGAN

TORONTO — Stereodyne (Canada) Ltd. is rapidly accumulating an extensive catalog of prerecorded tape product in cassette, 8-track and open-reel configurations via licensing agreements covering duplication and distribution. Its first release, scheduled for early June, will include 104 titles.

“Our approach is somewhat different from that of Stereodyne in the U.S., which functions only as a custom duplicator,” said Ed LaBalk, marketing manager of the Canadian subsidiary. “U.S. record companies are recognizing the vastness of the U.S. market for prerecorded tape and in time will all be distributing their own repertoire. But the Canadian market is much smaller than that in the U.S., so we have adopted a different marketing philosophy. We have licensing agreements with many record companies. Having access to many different labels, we can justify a sales staff to specialize in prerecorded tape and an advertising and promotional budget, and offer the dealer and the consumer a vast variety of music on prerecorded tape.”

Stereodyne is also exclusive Canadian distributor for the Lear-Jet line of home and auto Stereo 8 players, and covers high fidelity, automotive, electronic, photographic, drug and music-record outlets via company sales representatives, agents and distributors.

Currently, Stereodyne (Canada) has licensing agreements with Polydor, just signed, and Berkshire which will make the Bible available on tape for the first time in Canada, and with Time, Mainstream, Hickory, Bang, Accent, Stone, Everest, Hi Fi, Traditional, Tahiti, Select, and TransWorld, which includes Verve-Foremost, Convex, phone, Montagnard, among others.

The company has announced the signing of an agreement with Polydor Records Canada Ltd. covering the licensing for duplication and distribution of the DGG and Polydor catalogs on 8-track, cassette and open-reel tape. The first release, scheduled for early June, will make available 45 titles from the Polydor and DGG repertoire in cassette and 8-track form.

Stereodyne (Canada) is also active in custom duplicating.

Cap. Stations To Handle UTX Players

LOS ANGELES — Capitol Records has established service warranty stations around the country to handle its 8-track players built by Universal Tape-Depex Corp. Although UTW went out of business in April, Capitol has enough stock to last up to six months. At that point, the company’s special product division will affiliate with another OEM supplier.

The first 10 warranty stations will be established with companies already in the CATridge industry. Each station will be located near a Capitol distribution center, which stores the hardware. All bills for warranty works will be forwarded to special product offices in Hollywood.

The initial warranty stations will be established in Garden City, L. L.; Pittsburgh, Philadelphia, Chicago, Atlanta, Dallas, Seattle, Los Angeles, Boston and Detroit.

Capitol has just prepared the first service manual for UTW equipment. UTW, itself, has never developed a service booklet.

SHAKING HANDS ON THE DEAL, Fred Exon, managing director of Polydor Records Canada Ltd., left, returns the contract covering licensing and distribution of DGG and Polydor product on 8-track cassette and open-reel tape to Ed LaBalk, marketing manager of Stereodyne (Canada).

DOYLE DANINE BERNBACH INC.


TATELICS "FULL-LINE SALESMA" CODE PF-18-6CT

1. ANNCRC (OC) The Playtape people have put tapes into little tape cartridges.
2. ANNCRC (VQO) You can play whatever music you play... your music -- whatever you like.
3. ANNCRC (OC) You can play whatever music you play... on your music -- whatever you like.
4. ANNCRC (OC) Or in the valley...
5. ANNCRC (OC) Or in the valley...
6. ANNCRC (OC) Or in the valley...
7. ANNCRC (OC) Or in the valley...
8. ANNCRC (OC) Or in the valley...
9. ANNCRC (OC) Or in the valley...
10. ANNCRC (OC) Or in the valley...
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17. ANNCRC (OC) Or in the valley...
18. ANNCRC (OC) Or in the valley...
19. ANNCRC (OC) Or in the valley...
20. ANNCRC (OC) Or in the valley...

STORYBOARD for first major Playtape TV advertising campaign to hit 18 major markets. Campaign will incorporate both Playtape CATridges and equipment.
From The Music Capitals of the World

SYDNEY

Festival Records has released "Rock Round the Clock" by Bill Haley and the Comets, for the third time. It is the best selling single ever released in Australia. When it was re-released about three years ago, it went to No. 4 in the Sydney charts. In the same release list is Buddy Holly's "Peggy Sue" and "Rave On."

Mike Conlu, former road manager for Cliff Richard, the Shadows and Frank Ifield, has taken over management of the Melbourne pop group, the Twilighters. Conlu came to Australia about two years ago to give up show business but has come back.

The Castaways have released their first record with their new vocalist, Frankie Stevens, a recent arrival from New Zealand. The record, released by EMI, is "One More Fool (One More Broken Heart)." An Australian Record Co. has tied with Warner Bros. to promote Ray Conniff's "Wings of Change" single. It's the theme song from the Dean Martin-Stella Stevens movie, "How to Save Your Marriage... and Ruin Your Life." Miss Stevens came to Australia to promote the opening.

Max Merritt and the Meteors are booked to return to More, discotheque, for the highest fee the club has ever paid. Two versions of "Dream the Impossible Dream" from "Man of La Mancha" were released simultaneously here. The first was the Houstonians' rack 'n' roll version on CBS; the other a straight version by Kamahl, a Ceylonese now living here. His version was given a special color cover by Philips, who also printed special color streamers for store displays.

Sydney radio have taken up "Peggy Sue." Some of the song's early fans are Sonny Bono, who has been heard promoting the song on "Wayne's World," and Max Merritt, who has been heard promoting it in "The Meteors' TV show."

It's the first hit here in about five years. Festival has released Roy Orbison's "Working for the Man" because of local demand. They have seven Orbison LPs on current issue. Sydney is suddenly faced with a discotheque drought. The Flower Pot and Up Tight have closed, and Beethoven's was razed by a fire that started in a cell next door. Most of Dr. Randy's Third Eye's group equipment was destroyed in the blaze. Beethoven's owner Frank Markley is opening his Vibes disco on Sunday to cater to the young crowd who frequented Beethoven's. "Somebody's Image" drummer Eric Carman was rushed to a Sydney hospital recently for a brain tumor operation. He is now recovering.

B. B. King and the Rocking V's (formerly Rev. Black and the Rocking Vics) have left here to play in Melbourne, Adelaide and Brisbane, before they return to record. Their next one...
**Spotlight Singles top 20 highlights**

**THE BOX TOPS—CHOOSING WHERE TO TRAIN**
Page dimensions: 1280.0x1780.0
[Image 0x0 to 1280x1780]

- **James Brown & THE FAMOUS FLAMES—LICKING STICK—LICKING STICK (Part 1)**
  This is a gritty, raw, and intense soul number that stands out in the disc's line-up.

- **James Brown & THE FAMOUS FLAMES—LICKING STICK—LICKING STICK (Part 2)**
  The second part continues the hard-hitting soul vibe with the added intensity.

- **The BUCKINGHAMS—BACK IN LOVE AGAIN**
  The Buckinghams take a romantic approach in this classic favorite.

- **Sam & Dave—YOU DON'T KNOW WHAT YOU MEAN TO ME**
  (Prod. Isaac Hayes & David Porter) (Writers: Floyd-Crawford-Carlisle). Bronze
  Sam & Dave deliver a power-packed R&B sound with this soulful hit.

- **Marvelettes—HERE I AM BABY**
  (Prod. Tommy McCook) (Writers: Anderson-Anderson) (Columbia). Pop
  The Marvelettes' take on a sweet soul ballad with 'Here I Am Baby'.

- **Columbia—available.) Exceptional material work out the Columbia label is now available.)
  (Writers: CeeLo Green & Freddie Gibbs) (Producers: CeeLo Green & Shadmehr Aghili) (Atlantic). Pop
  Columbia offers a unique blend of soul and R&B, with this exceptional track.

- **The 5TH DIMENSION—STONED SOUL PICNIC**
  (Prod. Jerry Leiber & Mike Stoller) (Writers: Leiber-Stoller) (Columbia). Pop
  The 5th Dimension present a soulful picnicking theme in this summer hit.

- **The TROTAMOOS—ALL AMERICA IS MY HOME**
  (Prod. Mike Smith) (Writers: Ehrlich-Miller) (BMG-RCA). Pop
  The Trotamoons' single, 'All America Is My Home', is a proud tribute.

- **The CRASH SHAMES—YOUNG BIRD FLY**
  The Crash Shames' single, 'Young Bird Fly', takes flight with its catchy tune.

- **B. J. Thomas—The Eyes of a NEW YORK WOMAN**
  (Prod. Rick Hill) (Writers: Caponigro-Jones). Bronze
  B. J. Thomas explores the eyes of a New Yorker in this soulful offering.

- **The BUNA VISTAS—HERE COMES THE JUDGE**
  The Buna Vistas' single, 'Here Comes the Judge', is a groovy sensation.

- **Robby K. & the HOPS—MOUNTAIN OF LOVE**
  (Prod. Phil Bone) (Writers: Hemenway-Campbell). Bronze
  Robby K. & the Hops' single, 'Mountain of Love', is a rousing anthem.

- **Andy Williams—GIVE A LITTLE LOVE**
  (Prod. Wally Heider) (Writers: Heidt-Hochberg). Bronze
  Andy Williams shares love with his rendition of 'Give a Little Love'.

- **Billy J. Kramer—1941**
  (Prod. Steve Ralston) (Writers: Kramer-Williams). Bronze
  Billy J. Kramer's '1941' is a tribute to a historic year.

**Special Merit Spotlights**

- **White Horse (Francis, Day & Hunter, ASCAP) (Writers: Conditt/Metcalfe)—Columbia**
  "White Horse" is a beautiful song about the timeless beauty of nature and the simple pleasures it brings.

- **Barbara Lynn—(You're) A Loving Memory (Clyde Carson, BMI)**
  "(You're) A Loving Memory" is a touching song about memories and the pain they bring.

- **Dionne Warwick—These Boots Are Made for Walking (William Porter, BMI)**
  "These Boots Are Made for Walking" is a powerful anthem about standing up for oneself.

- **Marlene Dietrich—Lili Marlene (Stuart Elkin, BMI)**
  "Lili Marlene" is a classic war ballad that resonates with a haunting beauty.

- **Johnny Cash—Folsom Prison Blues (Phoenix, BMI)**
  "Folsom Prison Blues" is a timeless classic that captures the spirit of the American south.

- **Perry Como—Happy Man (Stuart Elkin, BMI)**
  "Happy Man" is a feel-good single that brings joy to any listener.

- **Robert Goulet—What a Wonderful World (Richard Rodgers, BMI)**
  "What a Wonderful World" is an uplifting song that celebrates the beauty of life.

- **The Foundations—Do You Wanna Dance (Dennis Bishop, BMI)**
  "Do You Wanna Dance" is a fun single that encourages listeners to move and groove.

**Spotlight Singles Country top 20 highlights**

- **Sonny James—Heaven Says Hello**
  "Heaven Says Hello" is a soulful ballad that speaks to the beauty of the afterlife.

- **Porter Wagoner—Be Proud of Your Man**
  "Be Proud of Your Man" is a love song that celebrates the strength of a man.

- **Bunny Guitar—I Believe in Love**
  "I Believe in Love" is a powerful message of faith and hope.

- **Duck Curtis—Shoes—Ain't Got Nobody**
  "Shoes—Ain't Got Nobody" is a tale of life on the road and the freedom it brings.

- **Buddy Knox—Gypsy Man**
  "Gypsy Man" is a song about the free spirit and the life of a gypsy.

**Spotlight Singles R&B top 20 highlights**

- **Tyrone McKenley—Pretty Little Sweet Thing**
  "Pretty Little Sweet Thing" is a groovy R&B number that moves listeners to the rhythm.

- **The Rance Allen Group—Do You Wanna Dance**
  "Do You Wanna Dance" is a lively R&B number that gets everyone moving.

- **The Isley Brothers—The World Is Waiting For the Sun (Billy Preston, BMI)**
  "The World Is Waiting For the Sun" is a soulful number that celebrates the arrival of spring.

- **The Jackson 5—I Want You Back**
  "I Want You Back" is a classic R&B number that captures the spirit of the group.

- **The Stylistics—Ain't That a Groove**
  "Ain't That a Groove" is a smooth R&B number that is sure to delight listeners.

**Spotlight Singles Top 20 of the POP SELLING R&B SINGLES Chart**

- **Tyrone McKenley—Pretty Little Sweet Thing**
  "Pretty Little Sweet Thing" tops the chart with its catchy rhythm and soulful vibe.

- **The Rance Allen Group—Do You Wanna Dance**
  "Do You Wanna Dance" holds the second position, offering a fun and groovy R&B experience.

- **The Isley Brothers—The World Is Waiting For the Sun**
  "The World Is Waiting For the Sun" takes the third spot, celebrating the year's arrival.

- **The Jackson 5—I Want You Back**
  "I Want You Back" continues to shine with its enduring appeal.

- **The Stylistics—Ain't That a Groove**
  "Ain't That a Groove" rounds out the top five, keeping listeners grooving all season long.

**Spotlight Singles top 60 of the HOT 100 Chart**

- **The Carpenters—(They Long To Be) Like You**
  "(They Long To Be) Like You" remains at the top of the chart, showcasing their musical talent.

- **The Monkees—Daydream Believer**
  "Daydream Believer" follows "(They Long To Be) Like You" as the second most popular song.

- **The Bee Gees—To Love Somebody**
  "To Love Somebody" holds the third position, a timeless classic.

- **The Byrds—Mr. Tambourine Man**
  "Mr. Tambourine Man" maintains its position as a fan favorite.

- **The Beach Boys—Help Me, Rhonda**
  "Help Me, Rhonda" retains its spot, leaving the crowd in a state of bliss.

**Special Merit Spotlights**

- **The Specials—Gangsters**
  "Gangsters" is a powerful single that addresses social issues and stands out in the genre.

- **The Specials—Gangsters (acoustic version)**
  "Gangsters (acoustic version)" offers a stripped-down experience, highlighting the band's raw talent.

**Top 100 Countdown**

- **Number 100—The Beatles—Help**
  "Help" is the latest installment in the countdown, showcasing the band's timeless appeal.

- **Number 50—Elvis Presley—Can't Help Falling in Love**
  "Can't Help Falling in Love" is a romantic ballad that endures as a classic.

**Special Merit Spotlights**

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- **Elvis Presley—Can't Help Falling in Love**
  "Can't Help Falling in Love" is a romantic ballad that endures as a classic.
Europe’s renowned conductor Caravelli has taken the 1968 Eurovision Song Contest winner, “LA, LA, LA,” and added the famous Caravelli “colour” and—voilà—one of the biggest orchestral sounds around today. Originally recorded by CBS Records, France, it’s now been released in the U.S.A. on Columbia Records.

Caravelli blends the romanticism of his “magic violins” with the contemporary dance rhythms of today. The result is a lush, full, French sound that’s so distinctively Caravelli. Incidentally, you’ll be hearing more of this French sound with the release of his new album, “LA, LA, LA” A LA CARAVELLI.

The French Sound on COLUMBIA RECORDS
For Week Ending May 18, 1968

Star Performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Billboard Hot 100

1. DANCE TO THE MUSIC
2. PROMISE TO WAIT MY LOVE
3. THUNDER
4. MILLION MARCH
5. MAY I TAKE A GIANT STEP
6. JELLY JUNGLE
7. LOVE IN EVERY ROOM
8. MAYBE YOU'LL REMEMBER ME
9. THE LADY'S NOT FOR GRABS
10. DON'T MAKE ME OVER

Hot 100—A to Z (Publisher-Licensed)

Hot 100—Bubbling Under the Hot 100
HERMAN'S HERMITS
Opening soon in their second smash MGM movie, “Mrs. Brown, You've Got A Lovely Daughter”. Watch for the Original Sound Track on MGM Records. PRODUCED BY MICKIE MOST Manufactured By Reverse Producers Corp.
<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Peak</th>
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<tr>
<td>1</td>
<td>&quot;Call Me&quot;</td>
<td>Bell Biv Devoe</td>
<td>Jive</td>
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<td>2</td>
<td>&quot;I Swear&quot;</td>
<td>Backstreet Boys</td>
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<td>&quot;Can't Fight This Feeling&quot;</td>
<td>REO Speedwagon</td>
<td>Epic</td>
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<td>&quot;When You Say Nothing at All&quot;</td>
<td>Edwyn Collins</td>
<td>Rough Trade</td>
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<td>&quot;I Don't Want to Be Here&quot;</td>
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<td>&quot;Sweet Child O' Mine&quot;</td>
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<td>Randy Newman</td>
<td>Liberty</td>
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<td>8</td>
<td>&quot;I Shot the Sheriff&quot;</td>
<td>Bob Marley &amp; The Wailers</td>
<td>Island</td>
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<td>&quot;Sweet Emotion&quot;</td>
<td>Aerosmith</td>
<td>Columbia</td>
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**Billboard Magazine**

May 18, 1986

*STAR Performers' List 3948 (M) & 5015 (S): A list of the artists who have achieved the greatest success in the past 15 weeks.*

**Tape Packages Available**

**RCA Victor RPM 6180: LP**

*For more information, contact RCA Victor at 800-WAR-1910*.

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**Artists**

**MAY 18, 1968**

*Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.*

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*www.americanradiohistory.com*
<table>
<thead>
<tr>
<th>Week</th>
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<th>Artist</th>
<th>Label</th>
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<tr>
<td>24</td>
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<td>Colgems</td>
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<td>Welcome to My Love</td>
<td>Marvin Gaye</td>
<td>Tamla</td>
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<td>Buffy Sainte-Marie</td>
<td>Pickwick</td>
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<td>You're All I Need Today</td>
<td>Earth, Wind &amp; Fire</td>
<td>Warner Bros.</td>
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**MAY 18, 1968, BILLBOARD**
**Album Reviews**

**Papas & Mamas—Papa's and Mama's**
																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																														
Studio Bands Jazzing Up Jazz

Reel Your Own Light Show Film Unrolled

Cap. Info EDP Distribution

UA Issues 1st U. S. Disk by Maria Ortiz

NEW YORK — With Raphael's hot artist in domestic Smooth Jazz and Rock & Roll, Maria Ortiz will be "computerized," including the tape operation. "It's possible," he says, "that we'll have a single 12-track, cassette reel program which will be recorded for the tape program. The tape program will be released in the U.S.

The computer, an IBM 360 (Model 40), is programmed to handle the distribution network.

Epic's Eliran LP To Be Issued in Israel

LOS ANGELES — Ron Eliran, manager of Epic's Israel office, has announced that the Eliran LP, "Sharon El Sheikh," will be released in Israel on Tuesday (15) on the Haddarach Records label. The album contains "Sharon El Sheikh," the biggest selling single in Israeli history, with a sale of more than 50,000 copies.

New York's Jazz-mobile program, performed in various areas during past summers.

While bands of sorts can usually be found in larger cities (whitch Tommy Vig has been recording in Las Vegas), the New York and Los Angeles-based bands have the disadvantage of being recorded in the recording companies.

The number of bands working toward recording a LP, has been increased in recent years by the fortifying of record companies, Saxophonists Carlstry and Mary Ray Charles' recording studio, supporting the pianist and other artists cut for Tangerine Records.

Arranger - conductor - player - Nelson, when not scoring picture projects, assembles a studio orchestra with visiting soloists. These efforts are an Impulse. Nelson's latest collaboration is with the saxophonist clarinetist Pee Wee Reese.

Cap. Info EDP Distribution

New York, the racks now deliver 61.4 per cent of total record sales, as compared with 59 per cent of the counter business as against 39 per cent for all of 1967.

Of the programs which report stereo sales have moved up to 89.6 per cent of total LP sales. Are leading on the way with their stereo share up to 90.1 per cent.

Top company in BMG's first quarter report was Columbia Records. Columbia, which was No. 1 for the first nine months of 1967, moved to the top spot in the chart for the first time in a number of months. Columbia also the No. 1 position for the year, had moved to the top spot in the chart.

NMMA Growing as Power Reflecting Industry Aims

Alvinto Winner Of Lib's Contest

LOS ANGELES — Danny Alvin to Winner Of Lib's Contest, was top prize in the company's "Thunder Beach, Florida" six-week sales incentive contest. Alvin's award was a 1968 MG Midget roadster.

Weeks of second and third place Honda Motorbikes were Henry Meyer of Liberty's Pennsylvania branch and Valdo Smith of Airville, New York. The accompanying winners included Don Miller, Teri, Libby, Mo; Jack Mesler, Libby, Fla; and Frank Mihaylo, Libby, N. Y.

Winners of children's speed-up wagons were Rich Sidoti, Libby, Calif.; Bob Treadway, Libby, Calif.; and Frank Pelle, Libby, N. Y. All prizes were awarded in Los Angeles.

May 18, 1968, BILLBOARD
A Success Story With Spirit

It happened in Miami. Recently an early-evening DJ at one of Miami's top stations really heard the Spirit album for the first time. And he loved it. Which is understandable.

He especially dug the "Mechanical World" cut. Which is especially understandable.

Logically, he programmed "Mechanical World." And his listener response (from just one play a night) was astounding.

It forced a single from the album: "Mechanical World"/"Uncle Jack". And practically overnight it became the biggest-selling single in town. Then the Spirit album became the hottest demand item in town.

And to top it off, the group was brought into Miami for a weekend nightclub appearance. Spirit became the city's biggest attraction, setting new attendance records every night they appeared.

Miami wouldn't let them go. It's a beginning that's the absolute end.

Epilogue: What's happening in Miami is ready to happen elsewhere. They're starting to play "Mechanical World" in New Orleans, Dallas, Cleveland, Denver, Chicago, Richmond, Salt Lake City, San Francisco, Sacramento and Seattle. And in the big college towns like Boston, Ann Arbor, Lansing and El Paso.

Spirit is moving them. Spirit will move you. Spirit is a Musical Being.

Spirit is on Ode Records.

"Mechanical World"/"Uncle Jack"
The Stereo 8 Story
(May)

STEREO RCA VICTOR
OPENING NIGHT:
ED AMES
TRY TO REMEMBER
P8S-1316

STEREO RCA VICTOR
UNFORGETTABLE
MIRIAM MAKEBA
THE BEST OF
P8S-1320

STEREO RCA VICTOR
THE PARTY'S
OVER
FEATURING
WILLIE NELSON
P8S-1327

STEREO RCA VICTOR
LOS INDIOS
TABAJARAS
THE RHYTHMS
OF MEXICO
P8S-1321

STEREO RCA VICTOR
JOHN GARY
SWINGS
P8S-1319

STEREO RCA VICTOR
JOSE ALFARDO JIMENEZ
LA ENORME DISTANCIA
P8S-1332

STEREO RCA VICTOR
JOSE ALFARDO JIMENEZ
LA ENORME DISTANCIA
P8S-1323

STEREO RCA VICTOR
TCHAIKOVSKY
P8S-1319

STEREO RCA VICTOR
BEETHOVEN
P8S-1324

STEREO RCA VICTOR
P8S-1094

STEREO RCA VICTOR
PERLMAN
P8S-1099

STEREO RCA VICTOR
DIONNE WARWICK
IN THE VALLEY OF THE DOLLS
P8S-1013

STEREO SCEPTER
BEAUTIFUL PEOPLE
P8S-1013

STEREO WHITE WHALE
KERRY O'DELL
P8W-1004

RCA
Stereo 8 Cartridge Tapes

*Manufactured and Distributed by RCA