Stereo Disk $$ Hold In Inflationary Trend

By HANK FOX

NEW YORK — In the face of the spiraling cost of living, the retail price of stereo records continues downward. With the Consumer Price Index soaring to 119.5, it was almost 3 per cent to rise over the 1967 average, the index for stereo disks in the first quarter of 1968 reached a new low — 97.0.

The announcement comes as a surprise, especially in the wake of a trend by discount houses to establish greater profit margins by boosting prices. In past years, discounters have competitively forced down the cost of many products, records included.

Measures Change

(The Consumer Price Index, compiled by the Bureau of Labor Statistics of the U. S. Department of Labor, measures the change in the actual retail price of selected items across the nation. The figure 97.0 means that this year, people could buy for 97 cents between January-March 1968 the same type of product for which he paid $1 in 1963.)

In terms of the Consumer Price Index, Columbia's 1967 (Continued on page 78)

Gold Reshaping Col.'s A&R
With 'Teammanship' Accent

By MIKE GROSS

NEW YORK — Jack Gold, vice-president in charge of artists and repertoire at Columbia Records, is steering his operation away from the cult of personality. Gold, who has been reshaping the A&R department since his takeover a few months ago, is stressing instead what he refers to as "teammanship."

The staff now, says Gold, "has a creative, uncynical approach to its work and there is a constant exchange of ideas and material among the producers."

If a producer now finds a song he likes but feels that it is unsuitable for any of the artists to whom he's been assigned, he passes along the song to a producer who records an artist he thinks more suitable to the material instead of letting the song go down the drain, entirely.

This interdepartmental harmony has given Columbia's A&R department a song-oriented quality that has been welcomed heartily by the music publishing fraternity.

Gold, who will complete his roster of artists after the addition of one more man in New York and two more men in Los Angeles, has aimed the (Continued on page 78)

'Cool It' Picking Up Steam

By CLAUDE HALL

CLEVELAND — The nationwide movement by radio and TV stations to curb outbreaks of racial violence continues to grow.

Last week, WKYC here went on the air as an enlistment drive for a door-to-door fundraising campaign, "Cleveland Yoouth Now." More than 500 people pledged their time for the campaign, according to WKYC general manager Dino Lami.

The campaign, supported by Mayor Stokes, gets under way Saturday (13). Funds will be used to establish youth drop-in centers throughout the city.

Organizations and groups also indicated they would participate in the door-to-door fund movement. The on-the-air part of the project had the cooperation of the Cleveland Browns, many of whom appeared on the station, and tapes from record artists were aired.

WNNC-TV in Boston is providing an outlet for Negro expression. The station will be a 13-week series being started July 21 on the history of the Negro. The half-hour evening show is (Continued on page 78)

MERC, JAYGEE TO POCKET DISC

NEW YORK — The American Co. has expanded the list of labels with whom it has negotiated simultaneous release agreements for material to be distributed on the Pocket Disc, the 33-r.p.m. flexible vinyl four-inch record which will debut Sept. 15. The additional labels are Mercury and its affiliated labels, and JayGee Records.

Fred Hyman, American president, had previously set deals with Capitol, ABC, Atlantic, Warner-Reprise and Roulette.

In addition to the aforementioned, it is known that Ameri- con is on the verge of concluding simultaneous release pacts with several more key labels in the immediate future.

Bell Inks Team in Studio Build-Up

MEMPHIS — As the second step in the building of a major network of studios, Bell Records has just signed the American Group, composed of some of the hottest producers in America, to an exclusive contract for all new artists. The first studio in the planned "studio web" was the just-opened Papa Don Schroeder Studios in Pensacola, Fla., jointly owned by Bell Records and Schroeder.

Larry Uttal, Bell president, is also planning joint promotion and marketing efforts with prominent producers, such as Buzz Cason and Bobby Russell, the writer of "Honey," and with Dale Hawkins in Dallas. The possibility of a jointly owned studio in New Orleans is strong and Uttal is already seeking qualified producers on the West Coast for set-up. Uttal said, "I'm already acquiring producers in Los Angeles and when I have a couple of top producers with me and I've developed experience working together, I'll be ready to go into a studio there, too."

The American Group deal does not involve studio ownership on the part of Bell Records.

The group has its own studio in Memphis, the American Recording Studio, where such hits as "The Letter" and other hits by the Box Tops have been recorded, as well as "Angel of the Morning," by Marie Osmond, and hits by Wilson Pickett, Paul Revere & the Raiders, and Sandy Posey. The group includes, besides owners Chips Moman and Don Crews, producers Dan Penn, Tommy Coghill, and Spooner Oldham, plus their musicians. These producers will continue producing artists they already handle, plus artists signed to labels. But any new artist they find will go to Bell Records.

Bobby Russell and Buzz Cason are starting a studio in Nashville, Uttal said. "And construction should be shortly underway." :

The studios aren't to be operated as businesses. Although outside business will not be refused, the primary focus will be Bell Records. (Continued on page 8)

Dec. 8 is the hottest trend in country, and Jack Greene is one of the many reasons why. A graduate of Ernest Tubbs' Texas Troubadours, Jack continues to hit the No. 1 spot in both the album and single country charts. Currently represented in the album charts with "Rose Are Red (Violets Are Blue)" (47/479), Billboard picked his brand-new RCA single, "Love Takes Care of Me" (32/52) by saying "should be one of his biggest yet." We agree.

Dec. 15 is the International Music-Record Newsweekly.

COIN MACHINE
PAGES 47 TO 54

The International Music-Record Newsweekly

Classical-Based Pop Disks Urged

By LEE ZHITO

NEW YORK — The purists be damned — let's go back to creating pop songs based on classical themes. So said Dave Rothfeld, division merchandise manager of the E. J. Korvette chain, in pointing the way to an expanded classical market.

Rothfeld, one of the world's top volume record buyers, harked back to the famous Freddy Martin created an audience for classical music with pop tunes based on melodies from Tchaikovsky, Rachmaninoff, Chopin, Saint-Saenz, and many others.

The sugar-coated classical re-frames are becoming a new trend in pop music with serious music, Rothfeld said, and attracted them to the original work. Each frame of a classical-based pop recording paid off in an upsurge in sales of the classical work, which served as the melody source for that pop recording, Rothfeld said.

Asks for Support

Rothfeld called on all record companies to support the cause of classical music. He cited classical stations by releasing records based on classical themes. He said that the major labels with vast classical catalogs have the most to gain from this.

The use of classical themes in motion pictures similarly has brought attention to classical music. Rothfeld pointed to the success of "Song to Remember," based on the life of Chopin, did more to popular-ize that composer's works and sell his recordings than many music appreciation courses can accomplish, Rothfeld said. He pointed to the current film, "Elvira Madigan," which uses Mozart thematic material, and has resulted in boosting Mozart I.P. sales (Continued on page 8)

The studio's musical license is controlled by the American Music-Record Newsweekly.
Four Jacks and a Jill introduced you to "Master Jack" a while back.

Now, meet their new friend...

"Mister Nico"

C/w "Hamba Liliwam" #9572

Both sides are from their Victor Album. They're traveling in the best of circles.

LPM/LSP-4019

Available on RCA Stereo 8 Cartridge Tape
NEW YORK—Atlantic Records is closing both its entrance and exit to monaural records. The move is part of a new general monaural production several months, according to a final recall notice for all its monaural discs.

In a letter to all of its distributors, Atlantic posted July 31 as the last day on which it will exchange monaural records for their regular prices for monaural and stereo records.

While no special price pro-
gram has been set at Columbia, the company's vice-president of sales, Fred Coots, has asked that dealers take full advantage of Columbia's 10 per cent return policy.

Merc. Re-Links Faron Young

NASHVILLE—Mercury Rec-
ords has re-signed Faron Young to an exclusive record con-
tract.

Although only in his mid-30's, Young has been recording for more than 15 years. The country singer's name is represented on the charts with "She Just Came to Get My Baby." He recently released a new album, "Here's Faron Young."

Top Jazz Artists To HemisFair '68

SAN ANTONIO—The flavor of Bourbon Street in New Or-
leans will come to HemisFair '68—the San Antonio world's fair—this summer, as top jazz names assemble in the Hemis-
Fair Theatre for the city's first jazz festival.

Main participants in the festival July 21-23 will be Don Albert Band and Jacki Jollum's Happy Jazz Band. The two bands will play the first hour of the fair featuring the old New Orleans with their own brand of cajun and metropolitan sounds. During intermission, Albert will give a brief commentary on the development of jazz, and answer questions from the audience.

The second half of the show will feature the Happy Jazz Band and their own brand of traditional Dixieland.

The finale will feature both groups parading in New Or-
leans fashion through the audi-
ence.

Maitland to Head W77 Record-Music Wing

NEW YORK — Mike Mait-
land, president of Warner Bros.
Seven Arts record division, will take over the reins of the com-
pany's music-publishing operation, including its vast publishing library, in a move designed to give the Warner publishing division under its old title, Music Pub-
lishing Holding Corp.

In addition to Blue, those known to be involved in the plan include Mark Goldman, general professional manager; Sid Gold-
stein, manager of the Blue Arranger, and Willis Starr, brother of the late Harry Starr, former manager of the Blue and record operation received guid-
ance for the Warner dressing wing under Harry Starr. Today, this is reversed and the order is signed by the record executive, Mike Mat-

lend.

Bill Krasilovsky, MPHIC at-
torney, is forming a partnership to publish SongRa
data, a new current Atlantic or Atco distrib-
utors in every major market.

Coalition will cover the rnb, pop and soul music market and also distribute outside labels. A major advertisement and promotion drive is planned for all Coalition single and LP releases.

The first records to be issued on the Coalition label are Otis Clay's "She's About a Cherries," and the Mohawks "The Champ," which will be shipped to distributors this week.

In introducing the new label, Ahmet Ertegun, Atlantic presi-
dent, announced that he had com-
pleted starting a new label for the group's Atlantic or Atco distrib-
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Indianapolis to Get Giant Merc. Plant

CHICAGO — Mercury Records is building an immediate all-around multi-million-dollar manufacturing plant near Richmond, Va., according to the new, completely self-contained facility, which was completed last year to save space available in the corporation's present plant in Richmond. The new plant is a joint venture of planning by President Irving Green. Executive Vice-President Irwin Steinberg, director of manufacturing, said that the new plant will be improved to a greater extent. Pivoting operations for other labels, which has been done at Mercury’s Richmond plant, will also be continued on a larger scale at the new site. The plant will be built on a 30-acre site northwest of Richmond and will contain approximately 170,000 square feet on one level. The facility, to be owned by the Consumer Development Corp., will serve as an outlet for Mercury home stereo systems and tape cartridges, as well as for records.

WIL Drops All-News Idea For Country; Adds New DJs

ST. LOUIS — WIL, 5,000-watt Western jock, chopped its all-news format Monday (8) to become a country music outlet. Launched in 1961, WIL, a former program director at WJJD in Chicago, is the new program director of WIL. He will send in a new day-by-line-up last Friday and retained only one former jock, who had been on the air. Tom L. Purney is general manager and Lee Donaldson is manager of the LIM Broadcasting station.

The station will feature a playlist of disk jockeys, plus a pick and a single and a pick album each week. In addition, Lane said that he would be playing quite a few album cuts. He plans to wrap up two jingling packages at FAMS. Lane will also handle the station’s promotion, and he has a nine-to-noon air stint. Other duties have been done by a KSDK in San Diego; Dan Daly and David Lee from WPTL and Walter Vaughn from WFFA in Dallas.

The new format was announced as part of the Station Takeoff program for June 22.

Handleman, Bigelow, Brown Join NARM; 222 in Assn

NEW YORK — NARM executive director Irwin Steinberg announced late last week the organization’s acceptance of the following new members: wholesaler memberships of three wholesalers.

The new members are Continental Co., with headquarters in Detroit, and branches throughout the United States; Mercury’s new Mr. Big and Brown Wholesale Co., headquartered in Columbus, Ohio.

As a consequence of the Handelman’s announcement, Art Distributing and Jay Kay Distribution are joining NARM, the American Association of the National Retail Music Merchants. Handelman will act as official representative of members.

Bigelow will be represented in NARM by Bob and Nile Bigelow, who will handle Sales and Brown Sales by Gaylon Brown Jr.

Billy and Kay are headed, respectively by Henry Drey and John Kappan.

Gilmor Back In Cap. Fold

LOS ANGELES — Gilmor, former head of Capitol Records and now working under an exclusive contract, has turned full time to creative work for the label. Previously, as head of A&R, Gilmor has spent much of his time in administration. Now, however, Gilmor is back to producing, Al Martino and Matt Monro, his first artists under the new deal.

Gilmor has also signed John Stewart, formerly of the Kingston Trio, and country-singing partner, Bobby Ford, as a new act. Gilmor also handles Hawaii's Buddy Fo, who represents the contemporary music style.

Under Gilmor's arrangement, he will produce Capitol acts, purchase masters, sign acts, and seek out independent producers for projects. Gilmor maintains liaison with Karl Engemann, his successor, as managing director of Capitol national accounts.

The pairing of Gilmor with Martino reunites the two after a three-year separation. Gilmor says he’s looking for acts of all ages and styles, not just new acts of easy-listening mood.

Winning Pubs Will Get NARAS Scrolls

LOS ANGELES — The National Academy of Recording Artists and Sciences (NARAS) will award certificates to the publishers of recent Grammy award-winning compositions.


JULY 13, 1968, BILLBOARD
Just because Burl Ives is making it on Top Forty these days doesn’t mean he’s changed his tune. Burl Ives: The Times They Are A-Changin’ includes: Folk Singer/’I’ll Be Your Baby Tonight The Times They Are A-Changin’ Maria If I Could/Gentle On My Mind

The master of folk is still the master. But the idiom is increasingly popular. Look at some of the songs in Burl’s new Columbia album, The Times They Are A-Changin’: “By the Time I Get to Phoenix,” “Homeward Bound,” “Don’t Think Twice, It’s All Right,” “Gentle on My Mind,” “If I Were a Carpenter,” “Little Green Apples” and ‘I’ll Be Your Baby Tonight’ which is also a powerful single.

Burl Ives on Columbia Records
Benefit—Choice Filets of 'Soul'

By ED OCHS

NEW YORK—Aretha Franklin, the lady first of soul music—and the evening's main attraction—was saved till the midnight hour long after Joe Tex had caught his plane and Sonny & Cher had cooed their way backstage. On stage, the 26-year-old Detroit soul artist flexed her voice to suit the song. Depending on the lyric, her voice shook and shivered with religious fervor, hung over with the blues or cried out for freedom. When she didn't bother to the piano. Miss Franklin paced the stage, which stood out in the Garden's darkness like a boxing ring lit up for an intense, length pale chiffon gown that touched the floor when she dipped and bobbed with both hands and her mouth opened. She sang about one of Mahalia Jackson's song about love, freedom, sex and urban blues in the synthetic sunshine; and sang of a blues crowd. Miss Franklin sang "Singed Your Goose," "Respect" and "Chain of Fools" to the delight of the hit-list followers, and "Dr. Feelgood" at the command of the blues crowd. In "Dr. Feelgood," Her voice sailed through the octaves and when her wails reached what sounded like a farewell note, she left her soul-stricken fans leaped to

Executive Turntable

Bill Keane has been promoted to associate manager of popular albums merchandising for CBS Records. Keane joined CBS Records in 1966 as regional promotion manager for Date Records for the West Coast, and most recently was CBS Records promotion manager for the San Francisco area. In his new berth, Keane will operate from New York and will report to Bruce Landvall, director of merchandising for CBS Records. Keane will be responsible for merchandising contemporary pop albums and will assist in other pop merchandising activities.

Al Kasha has been appointed assistant manager of Atlantic/Blackwood West Coast Office. Kasha, a producer-writer, has produced records for Andy Williams, Steve Lawrence, Eydie Gorme, Aretha Franklin and Nancy Ames, among others. In addition, David Rosen, formerly Promotions manager of Atlantic/Blackwood, has been promoted to executive assistant to Al Kasha. Jack Grady, formerly associate manager of Nashville-Memphis operation, will take on the position of national promotion manager for Atlantic/Blackwood operation as run by Neil J. Anderson, firm's vice-president and general manager.

Earl Horowitz has been named Liberty Stereo Tapes as general manager. He was formerly Western sales manager for Playtype.

Robert R. Pamela, who retired as vice-president and managing director of Columbia Records Ltd., Canada, has been appointed to the position.

Bill Daniel has joined Diamond Records as assistant to Macmillan and managing director of Columbia Records Ltd. Pamela had been with CBS for 28 years, the last 14 as head of Canadian operations. He joined the U. S. Columbia Records Sales Division in 1940 as district manager.

K-R Producing Shondells' Single

NEW YORK—Koppelman-Rubin Records has released a single for Roulette's Tommy and the Shondells and the first single and album for John Sebastian, as a solo performer. Sebastian, whose product will be on Kama Sutra, also will continue with the Lovin' Spoonful and will record an album for Koppelman-Rubin production, which may appear on the same label. A CapitolЅ Panorama label, with backing by Peggy Lee also is slated. The Hot Biscuit Disc Company, a Los Angeles label distributed by Capitol, has signed a singer-guitarist by the name of Joe and the Epic Splendor, an album byinglees and singles and a supporting LP by The Wizards and Libby Titus. Koppelman-Rubin and Capitol have a major campaign planned for Miss Titus' product.
MOTOWN NEVER SOUNDED BETTER

STEVIE WONDER
YOU MET YOUR MATCH
Tamla 54168

FOUR TOPS
YESTERDAY'S DREAMS
Motown 1127

BOBBY TAYLOR AND THE VANCOURVERS
I AM YOUR MAN
Gordy 7073

JIMMY RUFFIN
DON'T LET HIM TAKE YOUR LOVE FROM ME
Soul 35046

www.americanradiohistory.com
Concertos No. 17 and 21 are in first position in Billboard's Best Selling Classical LP's chart. According to Rothfeld, the bop scene gained considerable momentum following the Swingtime Singers' "Back's Greatest Hits" album.

The sugar-coating of classical themes usually brings protests from long-time purists who feel taking liberties with great works is sacrilegious. Rothfeld maintains that these purists must realize that popularising serious music benefits the classical purist in the long run because it broadens the market, and encourages more artists and record companies to issue more classical product.

TRO Steps Up Guthrie Tune Pitch; Newport Tribute Set

NEW YORK — The Rod- mond Organization is increasing promotional activity on the Woody Guthrie catalog because of increased interest in the late singer-composer. A Guthrie tribute is slated for July 28 at the Newport Folk Festival following a similar event at Carnegie Hall in January, staged by Harold Leventhal.

The campaign, which has no time limit, will run through the filming of Guthrie's biography, with Leventhal and Harold Leventhal.

How to Produce Nyro's Col. Discs

NEW YORK—Bones Howe, independent record producer, will be producing Laura Nyro's recordings for Columbia. His first disk for Miss Nyro is the single, "Save the Country." The single is her first release for Columbia, and her L.P. "Papa, Can You Hear Me?" and "The Thirteenth Confession." Howe is now preparing Miss Nyro's next L.P. for Columbia.

Bell Inks Hot Prod. Team

OFFICIALLY OPENING the new Papa Don Schroeder Studios in Warrington, Pa., from left: Mrs. Donald Schroeder, Don Schroeder, and Bell Records president Larry Uttal. The studio is built and developed by Donald Schroeder and Oscar Toney Jr., among others.

TOWER Electronics Sets Up Distrib Sells to Home Line

LOS ANGELES—Tower Electronics, manufacturer of high fidelity audio equipment, including 8mm and 16mm miniafilms, has set up dis- tribution in the U. S. to market a line of home psychoelectric products. Thad Williams, Tower president, also will set up the home consumer market in Canada, Mexico and Puerto Rico. Herbert Havens, head of the Aman, Oaks, Calif., will represent Tower in the U. S., with Williams setting up its own for- eign network.

Tower will offer a line of 20 products, featuring a music translator and a strobe light, each marketed at $49.95, with one at five for $39.95, with eight different receiving systems, ranging in price from $39.95 to $159.

Aimed at the teen market, Tower is packaging light shows and light shows for various day-nighting markets. William's initial line of products for the Puerto Rico will be out to the new Hullahdoo club opening in July.

The company also is using the "Steve Allen Show" and "The Ed Sullivan Show" and "The Ed Sullivan Show" for its nightingale programs. The title of the Miss Williams' song is "If I Meet Go."

Agency Studios Forms a Label & a Pub Firm

CHICAGO—Agency Recording Studios, incorporated 15 years here in the production of radio and TV commercials, has formed its own label and music publishing company. The first release on Agency Records is by vocal group Roberta Williams.

Agency President, John Garamon, said the decision to form a label and publishing arm was not based on the idea of popular recording acts being used as a marketing tool.

The new publishing firm is called Garamon Music Publishing. Agency Recording Studios will continue in the commercial field. Record distribution is be- ing set in major markets. The title of the Miss Williams' song is "If I Meet Go."

Swingin' 4 Label

NEW YORK — Swingin' 4 Records has been formed by Swingin' 4 Enterprises, P. O. Box 907, Manhattanville, Sta- tion, New York, N. Y. 10027.

The new label's first disk is "There It Is" and "Coca But- ter," by the Epic Emotions.

July 13, 1968, BILLBOARD
THE RASCALS

PEOPLE GOT TO BE FREE

Available in special four-color sleeve

ATLANTIC 2537

Written by FELIX CAVALIERE & EDDIE BRIGATI
Arranged by ARIF MARDIN
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Smash New Album:
THE RASCALS GREATEST HITS
TIME PEACE
Atlantic 8190

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Creamardi, Windfall Middle City Nome NEW invited included.
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stands to understand STUDIO produces 79.
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NratezlirAlIe
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from the top LI's chart. It has been on the chart 32 weeks. The new "Wheels of Fire," a double album set, leaped onto the chart this week at No. 5. The "Fresh Cream" album has been on the chart 32 weeks and is No. 81 this week.

But an old single of the Cream — "Sunshine of Your Love" — which had been a top chart item several weeks ago, leaped onto the Hot 100 chart again last week at 52 and is No. 41 with a star this week.

Prager became a convert to progressive rock himself at the urging of Pappalardi.

The problem is that many record companies, without understanding the music, are signing everything in sight, he said. "Too many of these groups lack authenticity and live excitement." He felt that many of these groups would break eventually because it's impossible to get bookings without a record. "Better groups will be formed out of the performers who stick to it."

Windfall Enterprises was formed about a year ago. Since that time, the company, which Monstros Pappalardi has produced, has made the charts, including an album by the group itself, three by the Cream, and a Hamilton Campuz album. The Delorean Group Records is the label, the gold disk and the "Wheels of Fire" double album are to be certified by the RIAA shortly. New projects by Windfall include a Beatles single and Kensington Market on Warner Bros.

Morris to Publish 'World' & 'Promises'

NEW YORK — Edwin H. Morris, who heads Schon International, will publish the scores of two upcoming Broadway musicals: Jerry Herman's "Dear World," which features Angela Lansbury, and "Promises Promise," starring Barbra Streisand and Hal David, which will star Jerry Orbach.

Advertising Salesman

We have an immediate opening for a space salesman with knowledge of the music, record industry, salary, commission and expenses. Our staff knows of this position. All replies in confidence. Send resume and salary requirements to:

Box 17
Billboard
165 W. 46th St.
New York, New York 10036

Goldsboro Plans A European Tour

NEW YORK — United Artists pictures has booked Bobby Goldsboro for a tour of Europe in the summer. His two predecessors, Helen Reddy and Dusty Springfield, are also expected to keep the UK market hot. Goldsboro is scheduled to perform in London, Paris, and Rome.

CRACK RECORD MERCHANDISER

SEEKING NEW CHALLENGE STRONG EXPERIENCE WITH RACKS, ONE-STOP, DISTRIBUTORS AND MANUFACTURERS.

WILLING TO RE-LOCATE. SALARY OPEN. SEND RE-

Box 1273, Billboard
165 W. 46th Street
New York, 10036

Newbury Debut Disk to Get RCA Promotion Send-Off

NEWBURY — RCA Records has mapped out an extensive advertising and promotion campaign for Mickey Newbury's debut single. The kickoff will include a "Are My Thoughts With You?" which was written by Newbury, and his latest tune, "Sweet Memories," currently riding the charts in a release break by Andy Wil-

Garber Szabo's newest release "Bacchanal" SK3 (5) makes its first release Co., which has the look-

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Payments enclosed [ ] 3 EXTRA issues for cash
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Operations Manager Wanted

Slightly expanding East Coast music company is looking for an operations manager. The position has a permanent top management position open to the man who is thoroughly experienced in all facets of the music business. He will handle personnel, customer relations, supervise all route operations, financing experience desirable. Salary dependent upon qualifications. Liberal fringe benefits. Excellent opportunity for advancement. All inquiries will be held confi-

CRACK RECORD MERCHANDISER

SEEKING NEW CHALLENGE STRONG EXPERIENCE WITH RACKS, ONE-STOP, DISTRIBUTORS AND MANUFACTURERS.

WILLING TO RE-LOCATE. SALARY OPEN. SEND RE-

Box 1273, Billboard
165 W. 46th Street
New York, 10036

JULY 13, 1968, BILLBOARD
...a natural star is born

writer/arranger/artist
mark radice
sings
natural morning
Aretha Franklin: From Sermons On Sunday to All-Week Success

BY ED OCHS

NEW YORK — Before soul music moved "downtown" into the mainstream, a young Aretha Franklin spent her Sundays singing in her father's Baptist church in Detroit. Twelve years ago, Aretha jumped off the gospel train, and, kicking off a career that so far has netted her riches, five gold records, one platinum album, and a Billboard citation as the top female vocalist of 1967. Now, as the 1960's come to an end, and last year, when "Lady Soul" met Lady Luck dressed up as Atlantic, Miss Franklin, did Aretha move into the real money. "I wanted to have a gold record," remembers Aretha. "I wanted one so bad—to sell a million of something." Jerry Wexler, Atlantic's dean of soul, brought Aretha from Detroit, where her talent had blossomed in the "pop-inclined" climate, and gave her a test at the Roulette label. But along with her artistic freedom, Wexler also supplied her with the tools to forge her own free expression into self-discovery—tuned-in groups like the Mamas and Papas, a full hopper of material to pick from, and plenty of gold records to serve as inspiration. "Atlantic came up with all the creative ideas—feeling at the same time," said Aretha. Wexler did his work to allow a simple girl to grow at her own pace, into her own style.

In 1968, Miss Franklin will

Nashville Gets Al Hirt Club

NASHVILLE—The first in a series of internationally franchised Al Hirt Clubs will be constructed on Music Row here within the next three months. George Giffie Jr., realtor and chairman of Tennessean Corp., and Al Hirt Mardi Gras, International Mardi Gras Productions Inc., would be patterned after Hirt's night spot in New Orleans, seating 500 people in a grandiose theater-in-the-round, musical and comedy entertainment. Plans to move to his franchised clubs, playing limited engagements at each. The next club is due to be built in Atlantic. All of the clubs will utilize credits cards and charge accounts.

Gerald W. Purcell, Hirt's manager, will serve as director of entertainment.

Jingle Pulls Play For Young Savages

NEW YORK—The Young Savages, Roulette Records' group, is expected to get some exposure through the commercial for the new Yoo Hoo diet drink. Two groups have recorded a jingle titled, "Button and Bow." The group is currently on a promotion tour of New York, Pennsylvania and Ohio for their newest release single, "Sitting on a Plane."

McEuen Cooking on Key, New Projects

NEW YORK—William McEuen Productions, management concern on the Hollywood record front, has completed arrangements for major projects involving several of its existing acts and has undertaken recording commitments on four new groups known as the Magic Lantern. The firm now names the Magic Lantern Company, the Nitty Gritty Dirt Band and the Hour Glass.

McEuen has completed arrangements for a featured role for the Hour Glass in the forthcoming Paramount screen version of "Paint Your Wagon," and has been under way since by Alan Jay Lerner and Fred Loewe.

A national publicity drive centering on the Dirt Band's appearances in the film will get underway shortly. The campaign will incorporate station coin displays, press and press coverage. The group is currently represented with a new LP, "Rare Junk," on Liberty Records, as well as a new single, "These Days," on Liberty.

The Sunshine Company, which has broken with the Imperial, "On a Beautiful Day," and which is also the group hired for a commercial titled, "Former Blonde" commercial, will begin a six-week tour of Mid-West.

Ellis Jazz Band

Los Angeles—Don Ellis and his 16-piece Ellis Jazz Band have been signed by the Kaleidoscope club as featured performers Wednesday evenings. The arrangement is on an indefinite basis. Ellis has been working regular jazz clubs in the area.

Janis Ian's Social Comment And Performance Hit Target

LOS ANGELES—Janis Ian painted a better word collage for her Troubadour audience at her June 25 opening. Accompanying herself on a 12-string guitar and at the piano, attacks a slew of social problems during her 10-tune presentation. The set is on her own compositions and the tone is so serious that the audience must pay strict attention. She tries to counter her serious and piercing song dialo with cuts from the Mamas & Papas and on this score she falls short. At the piano she displays the early stage of an appreciation for the blues form. Her voice is gentle, yet determined, and she sounds much more confident than she appeared in Los Angeles initial last summer.

Her guitar playing is adequate for setting up a flowing rhythmic background for such songs as "I'm a Little Baby," her hit Verve single and the sad reflection of old age comes through "Shady Acres."

Miss Ian, unfortunately, falls into the category of young com-
...another million seller

Archie Bell & The Drells

"I CAN'T STOP DANCING"

Atlantic 2534
Produced by GAMBLE-HUFF
Arranged by TOMMY BELL

www.americanradiohistory.com
Sands Back After Year's Absence
HONOLULU—Tommy Sands has resumed his show business career at the Outrigger Hotel's Ballroom—reversing a decision he made one year ago.

"When I moved to Hawaii a year ago, I had decided to cancel everything," Sands said. "I decided to come back because I want to live here eventually." Sands says he doesn't miss the glamorous life he enjoyed 11 years ago, when "Teenage Crush" hit the scene on his record career.

His act is a mixture of standard ballads and Polynesian fare. There's also a tribute to the late Kui Lee, one of Hawaii's most prolific songwriters.

Honolulans are storming to see Sands, who's doing three shows nightly with his back-up group, Polyneisa '68, seven days a week. His debut here is his first nightclub stint since 1956, when Sands appeared at the Tropicana in Las Vegas.

Nancy Wilson Pours Out A Hawaiian Punch at Hotel
HONOLULU — With all the savvy of the pro that she is, Nancy Wilson proved to be a sleek, sharp, suave singer with compassion and compulsion in her debut at the Ilikai Hotel's Pacific Ballroom Thursday (27).

She appeared in three shows —sell-out audiences — for a gross of about $14,000, and, by popular demand, she repeated her show Saturday (6).

The Capitol Records artist displayed crystal-clear phrasing, notably on "For Once in My Life." Her repertoire included a pop hybrid of jazz, soul, light rock.

Like Aretha Franklin, she sold it to 'em with an upbeat version of "Can't Help Myself" from Beatleman. The effect was supper club sophistication. She went rhythm-swinging with "Ain't No Stoppin' Me," and created a symphony of sounds on a standard, "Strike Up the Band.

Her "Ten Good Years" talking effort included a soft, sweet exhibition of poignant whisperings. Her unconventional approach to the Lennon-McCartney contemporary classical, "Yesterday," won deserved applause: she sang without orchestra, with only bass accompaniment.

Her emotion-charged version of Carmen McRae's "I'm Always Drunk in San Francisco" yielded a sobering effect. It was both aurally and visually stimulating.

Miss Wilson also played the military clubs in Hawaii.

These stupid things have proven to be a damn good idea.

Smith & Power Adds Dimension
NEW YORK—Grant Smith & The Power, the Toronto-based pop group recently signed by Robben-Feist-Miller, have added a "show within a show" dimension to their act.

The Power's "show within a show," which has an x6b base, includes a running commentary on the development of today's music scene and is highlighted by the eight-member band splitting into smaller "sound units" to demonstrate the development of particular musical trends. The act also puts vocalists Grant Smith on stage for an interview exchange with the audience.

Brian Ayers, leader of the group, describes the new concept as a "hip roots and reason musical revue."

Aretha Franklin

Continued from page 12

"In Holland, the audience threw flowers — bouquets of flowers and roses — and in Stockholm, the Crown Prince and Princess sat in the audience. But despite the gold already won and new gold on the way for albums "Aretha: Lady Soul" and "Aretha Now," she shuns some of the refinements of pop royalty. "I buy about 20 pounds of chocolates every two weeks," she said. "The soul singer, Ray Charles called her "one of the greatest voices back at any time."

Miss Franklin will follow up her recent Madison Square Garden appearance for the Martin Luther King fund with a special solo concert at New York's Madison Square Garden on Aug. 20, she will be featured on an ABC special and, later this summer, will perform in Caracas, Venezuela. (Coverage of The Madison Square Garden Show appears in the Music Section.)

JULY 13, 1968, BILLBOARD
BUILDING TO ANOTHER BOOTS?

NANCY'S NEW SINGLE
"HAPPY"
#0736
PRODUCED BY LEE HAZLEWOOD

www.americanradiohistory.com
Progressive Rock Play:
An Analysis of Its Use

EDITOR'S NOTE: Because the progressive rock format is so new, many radio stations are not experimenting to its fullest extent. The format is the one way by which FM stereo stations can develop not only a substantial audience, but an entity with that audience in a relatively short time. It is possibly the factor that could give a tremendous boost to FM in general. For this reason, this is the first in a series that will discuss music, programming in general, promotion, and management of the progressive rock operation.

The progressive rock format is one of the most difficult formats to do correctly because it forces creativity in programming and especially in music selection. Not a single station now playing progressive rock, to my knowledge, knows really what it's all about. Even Murray (the K) Kaufman — and his former music aide, Bobby Calendar — really had developed it as far as it merits... although they were in the process of doing so on the old WOR-FM station. They played progressive rock for an oldies format.

The key to further development? Kaufman once stated that he'd begun to think of country music — and was going to start searching for progressive sounds in the country field. He was always hunting for something new, something different, as long as it was good.

Not 'Aimed'

WNEW-FM, the station that picked up the progressive format when WOR-FM dropped it, has not capitalized on this aspect to the extent it should. To tell the truth, a portion of the music played by WNEW-FM is not aimed. The station is still playing a lot of teeny-bopper music — as well as some other records that are literally so pop they could be played on WMCA and/or WABC, the two New York top 40 stations. Whereas, WNEW-FM has the only progressive rock station that I know of that has so much variety to its music that it's hard to pick out a single rock station. The station is still playing a lot of teeny-bopper music — as well as some other records that are literally so pop they could be played on WMCA and/or WABC, the two New York top 40 stations. Whereas, WNEW-FM has the only progressive rock station that I know of that has so much variety to its music that it's hard to pick out a single rock station.

Having Fun

Paul Cannon, the music director at WKRN in Detroit, who also helps program the progressive rock-formatted WNEW-FM, is having a lot of fun selecting music for the station. And, frankly, the reason is that the progressive rock format puts a whole new responsibility on the music director (something that had been more or less disappearing from AM top 40 radio). On FM, once again, it's up to the music director to show his merit, to depend on his ear, to search for new records.

An asset of top 40 radio is that makes a contemporary pop star popular and plays it. So the FM progressive rock station will be hard put, in days and months to come, to stay ahead. The major hurdle for him will be on the music director. A wise music director will use all of the talent of his staff — if he's lucky enough to have music-minded personalities at his station — in searching for new material. It will be up to the music director, or it should be, to see that the deejays don't take off on their own.

By these standards, it would hold true that deejays should not be allowed to have total control of their music unless they're exceptional deejays. Too many deejays — program and music directors, too — do not understand this type of music or the concept behind progressive rock. But these are guidelines that can be used: The music can be from any field — blues, classical, Greek, Mexican, Indian, Russian, folk, or whatever. It must have a quality that makes it out of the same situation as the music director produces the Cream to record producers that he or she can listen to again and again without growing bored.

WNEM-FM is vastly improved over a few months ago. It is playing better music and doing it better. The station is used as an example here, but, in truth, most progressive rock stations are making the same mistakes. Many rely on pop records, relying on oldies (too oldie should ever be played on a progressive rock station unless it fits the sound and says something of value, such as "White Rabbit" by the Jefferson Airplane). Basically, all records are considered, but the music director should say something either in:

- Message (lyric content) or
- Music (lyric should be so advanced in musical concept that it demands to be played).

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PERSONALITY PROFILE

WKLO's Clark: An Integrator

LOUISVILLE — Bill Clark of WKLO, the local Hot 100 format radio station, is an integrator. Not because of ideals, but because he's a good Negro deejay who likes easy listening music and rock 'n' roll equally as well-if not more than rhythm and blues.

"Mainly, I came into the business of radio because I was a good Negro deejay and there being a difference. I never knew what a Negro station was for. "I was always behind the times, and I have been a trendsetter. In the past, I played records, and I didn't go beyond the music. I have been a trendsetter for the Negro radio, but I am against the principal... the fact that for most of the industry it is used as a ghetto, an excuse to avoid hiring blacks."

"I do feel that Negroes should be given a chance in all kinds of radio," he said. "For the most part, the industry has relegated the black man to the ethnic stations. But he lives in every town, too, and that's a fact."

And just to go beyond the music, "I feel that Negroes should be given a chance in all kinds of radio," he said. "For the most part, the industry has relegated the black man to the ethnic stations. But he lives in every town, too, and that's a fact."

But a trial stint as a deejay gave him direction. From 1954 to 1957, he worked in a WABQ in Cleveland for a year as station manager and deejay. As deejay. In 1965 he won his real love—a good music program. He still remains close to the music director. A wise music director will use all of the talent of his staff — if he's lucky enough to have music-minded personalities at his station — in searching for new material. It will be up to the music director, or it should be, to see that the deejays don't take off on their own. In other words, the final say on quality should be left to the music director. This is not a voting matter for a panel. And this is why the music director of a progressive rock station should have to be virtually a super producer.

NAFMB Coast Seminar to Feature New Format Ideas

SAN FRANCISCO — The 1968 West Coast seminar of the National Association of FM Broadcasters is here to feature an hour panel on "New Ideas in FM Programming." The seminar is being held July 2 at the Fairmont Hotel. Participating on the panel will be Tom Donahue, operations manager of KSAN - FM, San Francisco, who'll represent progressive rock; Don Barrett, national program director of the McLendon stations, Dallas, who'll represent easy listening stations, and WOXR-FM Mixes on Progressive Rock

OXFORD, Ohio — WOXR-FM, which serves both Miami University and Western College for Women in Oxford, is mixing progressive rock records with regular rock and country. WOXR-FM, which serves both Miami University and Western College for Women in Oxford, is mixing progressive rock records with regular rock and country.

HAPPENING SET BY ABC-TV

LOS ANGELES — ABC-TV will begin daily telecasting July 15 of "It's Happening," a half-hour contemporary music-oriented Dick Clark Productions feature. Paul Revere and Mark Lindsay will host the show, which will also feature guest artists. Other shows that are to appear on the network are two other Clark shows, "American Bandstand" and "Happening, '68," both aired Saturdays.

7/13/68
JAY & THE TECHNIQUES

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35 East Wacker Drive
Chicago, Illinois 60601
A COLUMBIA Corporation
EPIC GETS LIFE OUT OF A STONE!

A fabulous new album

LIFE
SLY AND THE FAMILY STONE

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A Stone Smash Single

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EPIC
There is a beautiful record album available right now. It is by a lovely group of lions called "The Wind in the Willows." There is a lovely group of promotional aids to go with it. O beautiful lyric sheets; a shiny wind chime; colorful lion riffs; wire cart with back-up card; ... and streamers. Ask your record fellow about the lovely group of lions called "The Wind in the Willows." Love.

SKA02956
PRODUCER
ARTIE KORNFIELD
For love of a great film...

for love of a great soundtrack.

Sidney Poitier in

For Love of Ivy

ABCS-OC-7

Music composed and conducted by Quincy Jones.

Featuring the voices of B.B. King, Shirley Horn, Cashman, Pistilli and West.

Opening July and August throughout the nation.
Rick Sallinger has been named music director of radio station WRAL in Raleigh, N.C. He was the music director of WPGU in Champagne, Ill. The early liner station needs albums and singles. Leonard N. Sade, general manager, commented: "San Diego has been up to vice-president and director of the station. . . . Jack Minsky, music director of WOR in New York, N. Y., has shifted to New York to do commercial work for sound productions. New music director at the station is Jim Bradley, who's been at the store all week and will move into a 3:57 p.m. drive spot. Gary Phifer has joined WUSO to handle the all night spot. At WKBW, Buffalo, Bud Balass has departed and Bobby Shulman has moved from 9-noon to the 7-midnight slot, formerly staffed by Martindale in the station's Shannon's old spot.

Chuck Taylor, a good rock deejay who last worked with WREP in Highland Park, Ill., has a new act—Heather Taylor is now producing records—the Growing Concept on Mainstream is one of his acts—he is now playing and giving his left arm to get back into radio. The program has been named program director of WCFL, the powerhouse in Chicago as executive producer; he's formerly been an air personality with WJOH, Hammonds, Ind.

Thomas G. Callahan, who started as an engineer and announcer with WBT in 1956, has been named production manager for WBT and was one of the chief engineers for WBT and is now a part-time announcer for the station.

WBCN-FM, the top-rated Boston FM station, has announced that they will begin broadcasting a live rock concert from the Garden in Boston on Saturday night, July 13.

The new show will feature performances by the Yardbirds, the Rolling Stones, and the Who, among others. The concert will be broadcast live on WBCN-FM and will also be simulcast on other Boston-area FM stations. The concert will be a fundraiser for the Boston Rock and Roll Hall of Fame Museum.

WBCN-FM has been at the forefront of the Boston music scene for decades, and this concert is sure to be a highlight of the summer season. The band's legendary status and their impressive line-up make this concert a must-see for fans of both rock and roll.

The concert will feature a range of genres, from classic rock to jazz improvisation. The Yardbirds, a British band known for their innovative use of the electric guitar, will be a highlight of the night. The Rolling Stones, one of the most iconic bands in rock history, will also perform. And the Who, known for their dynamic live performances and powerful sound, will round out the lineup.

Tickets for the concert are sold out, but WBCN-FM is broadcasting the event live on the air. So if you're unable to attend the concert in person, you can still experience the excitement and energy of the night from the comfort of your own home.
Rhythm & Blues

BEST SELLING

Rhythm & Blues

Singles

<table>
<thead>
<tr>
<th>Week</th>
<th>Title, Artist, Label, No. &amp; Pkb.</th>
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<tbody>
<tr>
<td>1</td>
<td>&quot;Talk to Me&quot; Sam Cooke, King 3790 (Soul)</td>
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<td>2</td>
<td>&quot;Lonely Teardrops&quot; Big Bill Broonzy, Okeh 7799 (Okeh)</td>
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<td>3</td>
<td>&quot;So Long, I'm a ways from Home&quot; Louis Jordan, Decca 839 (Decca)</td>
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<td>4</td>
<td>&quot;The Snake&quot; Tennessee Ernie Ford, Mercury 50072 (Mercury)</td>
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<td>5</td>
<td>&quot;It's My Baby&quot; Wynonie Harris, Decca 25464 (Decca)</td>
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<td>6</td>
<td>&quot;Mama's Praying&quot; Johnnie Ray, Capitol 501 (Capitol)</td>
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<td>7</td>
<td>&quot;Can't Help Myself (Sugar Pie, Honey Bunch)&quot; Jackie Wilson, King 5249 (King)</td>
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<td>8</td>
<td>&quot;Lover's Album&quot; Little Richard, Specialty 172 (Specialty)</td>
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<td>9</td>
<td>&quot;Sugar Lips&quot; Little Milton, King 5250 (King)</td>
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<td>10</td>
<td>&quot;Too Many Crooks&quot; Big Walter, Blue Note 1126 (Blue Note)</td>
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<td>11</td>
<td>&quot;What Kind of Man Am I&quot; Bobby Blue Bland, King 5700 (King)</td>
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<td>12</td>
<td>&quot;I'm a Man&quot; Little Milton, King 5251 (King)</td>
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<td>13</td>
<td>&quot;When the Sun Comes Out&quot; Odetta, Vanguard 8813 (Vanguard)</td>
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<td>14</td>
<td>&quot;Goody Two Shoes&quot; Little Milton, King 5252 (King)</td>
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<td>15</td>
<td>&quot;Shotgun&quot; Little Milton, King 5253 (King)</td>
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<td>16</td>
<td>&quot;I'm Not Like Everybody Else&quot; Little Milton, King 5254 (King)</td>
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<td>17</td>
<td>&quot;It's Too Late&quot; Little Milton, King 5255 (King)</td>
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<tr>
<td>24</td>
<td>&quot;It's Too Late&quot; Little Milton, King 5255 (King)</td>
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</tbody>
</table>

SOUL SAUCE

BEST NEW RECORD OF THE WEEK:

"IT'S AMAZING"

BEN E. KING

(Atco)

By ED OCHS

ARETHA NOW: Aretha Franklin will take two weeks off before plunging back into the busy soul circuit, Saturday (13) in Louisville. Following her cover story in Time magazine, Aretha taped the "Johnny Carson TV Show" and performed at Atlantic's "Soul Together" show at Madison Square Garden, reviewed in Billboard. Soul Sauce caught up with "Lady Soul" at the NBC studios, where she rehearsed "Think" four times before deciding not to do it on TV. After a flurry of interviews, Aretha started in the new year with Robert Duvall in "The Rose" who played singer gospel and signed with her blues. The show, which raised $75,000 for the Martin Luther King fund and over $40,000 for NATRA, will echo in the Garden till next year's "Soul Together..." Aretha has been advised by her lawyer not to discuss the Time story, and Time is tight-lipped about her dissatisfaction with the five-part feature. Aretha wasn't very happy about the story's references to her family, and said that "they could have stayed a little closer to the facts." 

SOUL SLICES: A rumored Gamble-Hus-Heineckie team with Columbia probably won't happen. The hot producers/duo may be doing too well on their own and aren't looking to be bought right now. Even when the good times were lean and inept, they still held out to make it as an independent team. They're the hottest team in the business today, having signed the Intruders, Peach, Freddie Scott, Dee Dee Warwick and Jerry Butler, and any Gamble is married to Atco singer Dee Dee Sharpe. 

ED Townsend (remember "For Your Love") will soon sign up with a top r&b house as a lead, plus recording on his own for the label. 

Jackie Wilson, off and running with his latest, "I Get the Sweetest Feeling," is headlining a show in Mexico. 

Percy Sledge is recovering from a mild heart attack. It started after he had the chance to work with Chet Noble & Co, kicked off the Harlem Cultural Festival, Sunday (30). The theme of the fest was "Hollywood Harlem." Remember: NATRA's national convention will be held in Golden Sheraton Four Ambassador Hotel in Miami, Aug. 14-18. Jr. Wills' first LP release on Mercury's Blue Rock label is a strong boost for the new label. 

New week's magazine and Ebony have mentioned Wells in stories dealing with the blues. 

Besides a new single by Archie Bell & the Drells, Atlantic will release a Bobby & the Heavyweights, the Excels, the Delays, and on the Pompole label, Leroy Hines and Salt & Pepper. 

Producer Paul Kirk signed the Preparations to a production deal with Kevin Knox, Enterprises, co-headed by Jack Buckley. The group reached the charts with "Reality Show" on the Crescendo label, "Soul Festival" on Saturday night, July 27, will star Joe Tex, Mavis Staples, Percy Sledge, Jerry Butler, Pigeon Markham, Peach and Herb, Bobby Taylor and the Delphonics. The show will be produced by Teddy Powell and Sed Sum will M.C.

SOUL & CRUMPETS: Dave McAlpin of Soul Survey magazine in London reports that many soul singers have settled in England, where regular work and recording contracts are easier to come by. Already finding success in London are: P. P. Arnold, formerly of the Rolling Stones, and others, ex-head singers of the Orlos; the Fantastic, known in the U.S. as the Velvets; and John Thomas of the Ike & Tina Turner review, "Perhaps the most important of the soul importers," says McAlpine, "has been Jim Hendrix and Madeleine Bell." Also residing in England at present is Clyde McPhatter, ex-lead of the Drifters, who's writing his autobiography in London. 

Sue Lakey of Soul Recordings Appreciation Society in London digs Soul Sauce and writes: "Soul comes from deep inside a person, no matter what race. Like electricity, it lights up, it is a spirit, a drive, a force and power." Thanks, Dave and Sue. Come over and see us soon.

FILETS OF SOUL: Herb Fame of the Peaches & Herb duo, was accidentally shot Saturday afternoon Gin & Juice in Atlanta, Ga., by his road manager Walter Booth. His condition is described as "good." The bullet is still lodged in his abdominal area. Herb gospel artist Shirley Caesar will be in Atlanta for her anniversary Sunday (7) and will receive a scroll as a tribute to her crusade for civil rights. E.S. Son & Dave thrilled fans at the "Soul Togethershow," their dancing, jumping revival-meeting routines

(Continued on page 26)
THIS IS THE RECORD
JIMMY WEBB WROTE IT
JIMMY WEBB PRODUCED IT
THE ORIGINAL SONG, RIGHT FROM THE SOUNDTRACK
"MONTAGE"
(FROM "HOW SWEET IT IS"
SUNG BY
PICARDY
Sung by Picardy
HERO ADDERLEY, left, Green Bay Packer football star, chats on phone with deejays about the Emanons, a new Philadelphia group co-managed by Adderley. Larry Cohen, national sales and promotion manager for Janis/Irving Distributing Corp., is working the all-pro defensive star, offering the firm's studios for auditions. Jamie/Guyden and Adderley are cooperating on an attempt to ease hot-summer tensions by encouraging youth interested in careers in music. Adderley's group has recorded "One Heart" on the Phil A. L. of Soul label.

SOUL SAUCE

* Continued from page 24

in "Soul Man," "You Don't Know What You Mean to Me" and "Hold On, I'm Coming...." Atlantic has re-released "Slip Away," by Clarence Carter, already a breakout on the R&B charts.... The Chicago Chapter of NATRA held its 1968 "Soul-In," Friday (28), featuring Jerry Butler, Jean Wells, Mable John, the Esquires, Maurice & Mac and the Mirlettes, among others. Deejays from WYON, WMMP, WBEE and WKRT took to the airwaves..... Roosevelt Grier, Los Angeles Rams football star, might end his pro career to boost his record, TV and film career. He's already singing with his latest Assay release "Patient Make It World," written by Bobby Womack. Grier flew to New York last week from the West Coast to promote the record and speak on his friendship with the late Senator Kennedy..... Lee Dorsey, Amy soul artist, runs an auto repair shop in New Orleans when he's not on the road..... Gordon Bousin, Amy-Mab-Bell's promotion man, will tour with Rosey Grier's new one and James Carr's latest, "Life Turned Her That Way." Gordon also tells us that the Box Tops, Memphis blue-eyed soul group, will tour Africa and Europe later this year...... The crowd at Queen Roofing roots Soul Sauce. Do you?..... Jimi Hendrix sits on Atlantic's soul fest, along with Soul Sauce..... Jerry King, deejay at Arthur discotheque, says Sly & the Family Stone's flip of "Life" to "M-Lady" is a winner at the club.


Hosting, "Who Will Answer" (Kapp).

* * *


* * *

FIRE & SMOKE: Gladys Knight & the Pips, "I Should Have Been Me" (Soul). Channel "Slip Away" (Atlantic). Delta, "Stay in My Corner" (Cadel). Carl Carlton, "Competition Ain't Nothing" (Back Beat). Fantastic Johnny C, "Hitch It to the Horse" (Phil-L.A. of Soul). Wilson Pickett, "I'm a Midnight Rider" (Atlantic). Ray Charles, "Understanding" (ABC). Aretha Franklin, "You Send Me" (Atlantic). Pigment Markham, "Here Comes the Judge" (Chess).

From The Music Capitals of the World

* Continued from page 24

inland instrumental group have returned to Hawaii and are performing at the La Parfumee club. Their new Sounds of Hawaii record "Forevermore," is due shortly..... Andy Williams, the Omion Brothers and Peter Nero will give a concert Wednesday and Thursday (3-4) at the Honolulu International Center Arena..... The Young American Singers, "One Man" No. 11 on the Billboard 29 at the Waikiki Shell..... Movie TV actress Jennifer Jones is starring in "The Sound of Music" at the Honolulu Concert Hall. Also on tap in the summer series, produced by Herb Rogers of Beverly Hills, Parry Morgan in "My Fair Lady," Betty Grable in "Guys and Dolls" and Ann Southern in "Manx.

WAYNE HARADA

PERCY SLEDGE, recently hospitalized in Florida after suffering a mild heart attack while performing, is visited by his agent, Alan Walden. Sledge's manager is reported recovering rapidly and will soon be able to perform again. The Atlantic artist was in Pittsburgh, Fla., with the Joe Tex tour.

JULY 13, 1968, BILLBOARD
It may be a waste of money to fly to California with any other airline.

You pay the same fare to fly to California on American as you do on any other airline. But on any other airline, you don't get a "California Treasure Chest" book.

And you do on American. Absolutely free. When you buy a ticket to California from us, either at one of our ticket offices or through your Travel Agent.

This little book can get a family of four over $100 in discounts on things to do around the state of California. Discounts up to 50% on over fifty attractions ranging from San Francisco south to Tijuana.

It's enough to make a family fly to California with us. Even if we didn't provide Astro-Color, the only movie system in the air where you're never more than five rows from the screen. (An American exclusive.*)

And since the color's sharper on Astro-Color—it makes it easier to see the cartoons we're showing before every feature. (We're also the only airline that shows cartoons.)

Astro-Color plus our "California Treasure Chest" book. It's like having your cake and eating it, too.

See your Travel Agent or American Airlines.

Fly the American Way to California.

*It's selected transcontinental flights. Astro-Color is a service mark of American Airlines, Inc.
LONG ISLAND CITY, N. Y.—Five albums of operatic highlights are being issued by Pickwick/33 this month. Pickwick's first venture into the field of operas. The pressings, featuring such artists as Karita Mattila, Renata Tebaldi, and tenors Franco Corelli and Ferruccio Tagliavini, contain material from complete operatic sets available as 12-inch records, or as the first classical material obtained by Pickwick/33. Everlast. All following titles are newly released by Cetra Records of Italy.

Miss Callas is featured in two highlight albums including selections from Verdi’s “Aida” and Puccini’s “Gioconda” with mezzo-soprano Fedora Barbieri, tenor Gennaro Poggi, baritone Paolo Silveri and bass Giulio Neri. Antonio Votto conducted.

Miss Tebaldi's vehicle is her early recording of Giordano’s “Andrea Chenier” with tenor Jose van Dam, baritone Giorgio Taddei, soprano Savarese, Arturo Basile conducting. This CD contains highlights from Verdi’s “Aida” and Rigoletto.” The former features mezzo-soprano Mary-Ann Wilens, Corelli, mezzo-soprano Miliram Pekinian, baritone Gianagiacomo Guei and bass Dietrich Fischer-Dieskau.

Menuhin Quits Post With Bath

BATH, England—Yehudi Menuhin has quit after 10 years as music director of the Bath Festival, which he resigned to his new role of festival's manager. Most of Menuhin's recent Angel releases have been soloist and conductor with the Bath Festival Orchestra. Included is uncritical material.

Direction of the Festival is being taken over by Sir Michael Tippett, whose compositions are available on Angel and Ariadne Encore. In 1973 and 1974, the BBC Symphony, and Jack Phipps conducted the Festival with Leopold Holf, Ltd., Hunter’s first years. Menuhin conducted his last concert of the season on Sunday (3.4). A principle reason for his departure was the failure of the Festival to provide a substantial and a majority of the festival to provide a substantial financial money needed for opera, which Menuhin felt should be a part of the festival. Bach.

Among the works performed were Beethoven,手持份在导演的Orlando Ghianda, and Ehrich Kastor, conductor.

Composer Henze Featured On New LP’s Out on DGG

HAMBURG—The German composer Hans Werner Henze is being featured on new albums released by Deutsche Grammophon.

They include “Der Junge Lord,” featuring the original cast of the Berlin production, and Henze’s most recent work, Mortalinus, a piece with texts by W. H. Auden on Asop’s fables. This latter recording is being released only one month after the world premiere in Cincinnati. These “Neapolitan Songs,” which began the Five Neapolitan Songs, are selections from the Dresden Kleinerchor and the Dresden Staatskapelle.


Classical Music

TCHAIKOVSKY PACKAGE SPARKS 3 MORE BY MERC.

NEW YORK—The success of Mercury’s two-LP package of “Tchaikovsky’s Greatest Hits” with rack jobbers is piling the way for three more specially priced sets, according to Joe Boll, Mercury’s classical director.

The next group of two-LP packages, all listing for the price of one disk, feature familiar excerpts from ballet, symphonies, and piano concertos. All of the sets include performances by many artists.

The summer release from Phillips will include material not currently available, including a two-LP set of Mendelssohn’s “Symphonies Nos. 1 and 2” and another of three symphonies by Verdi. Mercury also plans a two-LP set of Verdi, including their “La Traviata” hit the classical charts. The new L.P. contains “Dies Irae,” “The Avon Requiem,” “De Natura Somnum” and “Polyphemus.”

Accounting accent was the bridge releases, including performances conducted by Colin Davis, Antal Dorati, and Lorin Maazel. “Tchaikovsky’s Greatest Hits” also included.

But also reported successful with the new Evening Musicale Series on the low-priced Mercury Wing line. The series features lighter classical material.

Swingle Singers to Do A Philarmonic Solo

NEW YORK—The Swingle Singers will be soloists with the New York Philharmonic in a new season in the premiere performance of a Luciano Berio work commissioned for the orchestra. Other soloists making their debut with the Philharmonic in 1973 will be pianists Stephen Robert, Robert Goldsand, and Yugi Takashi; violinists Pinchas Zukerman and Isaac Stern; Barry Silverman; and mezzo-soprano Karen Leopold; tenor Walter Kneissl; contralto Helen Watts; and bass Peter Egan.

Also to perform are pianists Vladimir Ashkenazy, Leonard Bernstein, John Browning, Rudolf Firkusny, Malcolm Fraser, Eugene Istomin, Arnold banelli, Michelangel, and Alex Weissenberg; violonists Leonig Krongold, Tony Salavat; David Nadler and Israel Stein; violinists Boris Berke; English horn Engelbert Brenner; clarinetist Stanley Drucker;

Harold Gomberg; tenor Saul Goodman; violist William Linich; cellist Lorne Morrice; harpist Ronald Leopold; soprano Martin Lewis; soprano Maria Arroyo and Judith Raskin; singer Michael Allen and Marilyn Horne, and Beverley Wolf; tenor George Shirley and opera singer Richard Van Atwood, director of the Philharmonic Orchestra; and conductor Nathan Silverman-Dieskau; and conductor Ettore Gismonti of England.

Bernstein’s funeral concerts as music director of the orchestra, a guest artist, Swingle will be on May 15, and 17, when the featured work will be Bernstein’s “Philarmonic No. 3” with Miss Allan as soloist. Other soloists will be conducted by Bernstein and Waldo Rado and William Mann as soloists. Other soloists will be conducted by Bernstein and Waldo Rado and William Mann as soloists. Other soloists will be conducted by Bernstein and Waldo Rado and William Mann as soloists. Other soloists will be conducted by Bernstein and Waldo Rado and William Mann as soloists. Other soloists will be conducted by Bernstein and Waldo Rado and William Mann as soloists. Other soloists will be conducted by Bernstein and Waldo Rado and William Mann as soloists.

The other LP of the Verdi’s “La Traviata” will feature four new works which are part of the series of three more specially priced sets. One of the works scheduled for November 1970 at the “‘1970 A Special Odyssey” being issued on a Columbia Masterworks album featuring the Greg Smith Singers and the Philadelphia Orchestra and Leonard Bernstein and the New York Philharmonic.

Audio Fidelity Issues 2 LP’s for Summer

NEW YORK—Audio Fidelity has two albums slated for summer release. Both feature new organ disk featuring Michael Schindler and Alessandro Espoto. The other LP is a double album featuring the orchestra of Franco Gulli in a recital of Bach, Tchaikovsky, Paganini, and Vieuxtemps.

JULY 13, 1968, BILLBOARD
If there's a fancy way of saying "chart busters" we haven't found it.

So we'll give it to you straight.

We'll give you Elvira Madigan. No. 1 on the classical charts, zooming up the pop charts.

We'll give you Lulu. No. 2 on the charts, second only to Elvira.

We'll give you The Blue Danube. Waltzing up the charts, now No. 24. As performed on the soundtrack of the smash film "2001! A Space Odyssey."

Three must-order items from a fancy classical record company.

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When we're talking about hard cash.
**Classical Music**

**Angel’s Follow LP on West**

**BILLY JOE (15) THOMAS, Angel.** Angel will release his new LP of Rachmaninoff’s “West Meets East” on Monday (15), following the success of the first volume by violinist Yehudi Menuhin and sitarist Ravi Shankar, which the label released was the fastest album in Angel’s history.

One side contains a violin-sitar duet by Shanker, for the United Nations Human Rights Day concert last December, when he premiered it with Menuhin. Additional tracks provide a table accompaniment. In addition to thedevotional “Raga Ananda Bhairava,” the second side contains two more tracks for two violinists by Neil Gottkowski and Menuhin. Open-reel and 8-track CARTRIDGE releases of the album also are due this week.

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**Classical Notes**

- Continued from page 28

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**OPERA REVIEW**

**Miss Zeani & Bottazzo Make Opera Rome’s ‘Otello’ Shine**

NEW YORK—Soprano Virginia Zeani and tenor Pietro Bottazzo excelled in the Rome Opera’s performance of Rossini’s “Otello” at the Met on Friday (29). The opera is a three-act work that was first performed as a two-act work during the 1868-69 season at the Teatro alla Scala in Milan.

The opera was first performed in Rome in 1869, and since then it has become one of the most popular works in the Rossini repertoire. The opera is a three-act work that was first performed as a two-act work during the 1868-69 season at the Teatro alla Scala in Milan.

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**Composer Henze**

- Continued from page 28

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**HOLLYWOOD—** The EMI package of Puccini’s “Madama Butterfly” has been awarded the Italian Record Critics Society prize for the complete opera conducted by Sir John Barbirolli. The award was made for “the impressive performance of the principals (Renata Scotto and Carlo Bergonzi), for the high standards of the vocal cast, and for the exemplary care with which a forlorn conductor of distinguished reputation has performed one of the best-loved operas in the repertory.”

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**Critics Award to EMI’s ‘Butterfly’**

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JULY 13, 1968, BILLBOARD
Chet Atkins' new Victor single will walk all over the Pop and Country Charts.

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"BLUE ANGEL"

c/w

Both sides are from Chet's latest Victor album "Hometown Guitar" LPM, LSP-4017

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Country Music

Nashville Scene

- Continued from page 35

cient Records following her return from the Far East in mid-August. She has been touring with the Swannee River Boys.

Dot Records has signed Bruce Mullen to a five-year contract, with Record Center set to produce all of his recording sessions. Dot will take him on a national tour in January for the country music fans.

Johnny Peace, signed to West Wind Records, has his first release out now. West Wind is a Nashville label, and the music will appear in key cities in Ohio, Michigan, and Illinois through July.

George Morgan, Curt Gibbons and Jim Murphy are off on a tour of the Midwest. Country music is now played seven nights a week at the J&P Club in Tucson, Bill Goodwin and Jim Jenkins are partners. Bill, who records on the MTA label, has a release out now titled 'Top Dog.'

Entries are open in the third annual Mountain Dew Country Music Talent contest conducted at Pinellas Amusement Park in New Jersey every Monday and Thursday night. The contest is under the direction of Smokey Warren, the 'Eddie King of Western Swing.'

Bob Lockwood, WJRZ, heads a one-hour Mountain Dew Country Music Review broadcast each Thursday night. Cowboy Bob, Oscar Records, has been rebooked throughout the Colorado area following his recent appearances there. Bill Martina has taken over the management of Elvis Corden. The Trend Record artist also has named Tom Farrell to handle his promotion. Bob Norman, Yakima, Wash., personnel, has a new release on the KER label, with both sides published by Blue Book Music, owned by Buck Owens. Roy Drusky played to capacity crowds at the Red Dog Saloon in Albuquerque.

M. N. is still in jubilation. This is still another new country nightclub.

'Opry' Beats the Summer Slump
- Continued from page 35

ical trouble in regard to appearances. As things now stand, all 50 members of the Opry have every likelihood of making the required 50 bookings this year.

Wendell believes there are no changes in the roster of the 'Opry.' We're not going to add or subtract anyone at this time," he explained, "until we get past Labor Day and see where we stand with the artists.

Wendell said there is no magic number of artists who will be retained. 'We're not bound by the number 50 or anything close to it,' he said. "The only thing we want is assurance each week of a large number of the performers here so the audience will get its money's worth.'

The "Opry" this year went to a double Saturday night show beginning The Memorial Day weekend. Effective July 6, it added a summertime matinee. These shows, coupled with the Friday night "Opry," insure almost $5,000 admissions each weekend. Despite this, many are still turned away.

Reserved seats, now priced at $3 are sold out early September. General admission seats are placed on sale the week of each show.

STOP

JULY 13, 1968, BILLBOARD
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Hank Thompson

has a hit!

part of the "Country Fair" 

...and Dot's Got It!

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Hank Thompson

has a hit!

part of the "Country Fair"

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1507 North Vine Street, Hollywood, California 90028
Here's a powerhouse country package that contains three of Phillips' big country hits:

"You Rose," "Jesu, Jezu" and the rousing "The More in His Number." The hit-top vocal form all the material, and excess with "Junior Allin" and the album's title tune.

**SO Fine-Tina Turner.**

Pon-300 6000 (4)

This exciting lineup, for the end Tina knows how to infuse their soul performances with drive and spirit, in addition to the title song, "Say It," there are: "Have a Fine," the classic " Ain't Nobody's Business," "We Need on Understanding" and others. The backgrounders are by the Imperials.

**THE CLEFS OF CALVARY KEEP ON MARCHING.**

The group's appealing bass like features the Calf's Caroling single right guitars tons with a Chicago Fingers. Founded by John Branden, the group should ring the resurrection. secret with features exciting traditions of "Keep On Marching," "You Can Do It" and "Tina Good," and also are the head of the Windy City gospel groups.

**THE NEW YORK ROSE & ROLL ROSENBERG-Alvin 30 1118 (5)**

The group, who have been one of the most popular on the East Coast should break wide open with this one. With some of the best material of 3 were offered in music as the label has been a constant demand, the group greatly features solid work with the best work and the触摸ability to sound on progressive rock radio.

**THE COUNTRY REVIEW.**

The group's super hit, "The Country Brothers" has some strong hits. The group are: "The Country Brothers," "Ivory" and "Rock." The group are the best hit trainees of the group, in addition to the hits with the group, "The Country Brothers," "Ivory" and "Rock." The group are the best hit trainees of the group, in addition to the hits with the most exciting and popular groups.

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This is the summer of José Feliciano!

Feliciano's powerhouse delivery on this Victor single is already receiving strong air play and tremendous reaction all around the country. This is the one that will catapult him into the heavyweight division.

"Light My Fire"
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Both sides are in his latest Victor album "FELICIANO!"
LSP-3957. You're in for a summer hit wave!
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**SCHUBERT:**

**EAST**

**MICHAEL**

**POPULAR**

**SOUNDTRACK**

**RICHIE TOMS CABIN—SOUNDTRACK**, Philips PHS-401072 (5)

**POPULAR**

**BUST BACHMAN PLAYS HIS HITS—KAPPE KS 2517 (5)**

**MORE THAN YESTERDAY—Rice & The Romanoffs, RCA VPLC 408 (5)**

**A GROOVY KIND OF LOVE—American Love, Capitol 7-9343 (5)**

**MICHAEIL P. WHALEY—Flute 51120 (5)**

**COUNTRY**

**EAST SIDE WEST—Eddy Holland, Det. SUP 25860 (5)**

**CLASSICAL**

**SCHWETZ—THE SIEGH WIEHR—Various Artists, Arche 196408 (5)**

**PROKOFIEF—SYMPHONY NO. 3 & 7—UGSR State Philharmonic Orch., Radioorchestra/IT/State Radio Sing. Orch., (Radioorchestra), Everest 2314 (5)**

**HUNTLEY—A STRANGE QUARTET—Scherzo Quartet, Vox SVXV 5033 (5)**

**SCHMIDT—SCHUBERT’S QUARTET & Quintets—2-Ensemble Quartet, Vox SVXV 5506 (5)**

More Album Reviews on Pages 40 & 77

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**CHARLES-DEZET—4 HAAKINO MUSIC—Walter & Evridice Klein, Turnaround TV 3441 (5)**

**SCHNERZER—WERNERHOF ZOEK, OA—Cantata Ensemble By R. Symphony Orch., of Southwest German Radio (Rornero), Turnaround TV 3463 (5)**

**MUSIC OF THE SPANISH RENAISSANCE—at THE THREE WEDDINGS—The Vema Architects, Turnaround TV 3463 (5)**

**JAZZ**

**THE OTHER SIDE LATER—Atlantic 5055 (5)**

**GIL MILLE TORNE VI—Jazz Electronica, Voice V-6074 (5)**

**GOSPEL**

**THE OTHER SIDE OF WINTER—Various Artists, Atlantic 5177 (5)**

**THE GREEN SOTTERS SING—RCA VPLC 408 (5)**

**THE GOLDEN GOSPEL—The Soul Stirrers, Chirpser LPS 10108 (5)**

**THE TRAVELING TALESS—Word 5 349 (5)**

**INTERNATIONAL**

**MI HIUIK DE AYER & OTHER MEXICAN MUSICIANS—VARIOUS ARTISTS, A & M 245 (5)**

**MIYATHE TRADITION—Manny Delgado, Phillips PHS 602-257 (5)**

**MI MYN CLAYSON—Billie Holiday, Phillips PHS 405-248 (5)**

**SPOKEN WORD**

**SELECTED POEMS—W. Auden, Spoken Arts SA 699**

**POPULAR**

**JIM WEBB SINGS JIM WEBB—Eric BN 25051 (5)**

**LARRY WILLIAMS SINGS JIM WEBB—Eric BN 25051 (5)**

**WILLIAM CHAPMAN SINGS JIM WEBB—Eric BN 25051 (5)**

**WILFRED MURDOCH SINGS JIM WEBB—Eric BN 25051 (5)**

**ARLENE SINGS JIM WEBB—Eric BN 25051 (5)**

**ARLENE SINGS JIM WEBB—Eric BN 25051 (5)**

**PIGFOOT SINGS JIM WEBB—Eric BN 25051 (5)**

**SPOKEN WORD**

**HEROES & MIGHTIES OF THE TALK SHOW—Various Artists, Atlantic 35121 (5)**

**THRASHER—D. R. HEBBECKE (5)**

**RUBEN TIJERINA—Various Artists (5)**

**ROBERTO MADJOUR—Various Artists (5)**

**LEO ROBERTO MADJOUR—Various Artists (5)**

**MAYA MADJOUR—Various Artists (5)**

**INNOCENTES MADJOUR—Various Artists (5)**

**FOR ME & MY TWEED—Various Artists (5)**

**SPOKEN WORD**

**WISMAN GETS Jamboree Job**

**WHEELING, W. Va. — Mac Wiseman has been named head of booking talent for the WWVA Jamboree "I love Saturday night show here, according to Emmi Mogul, president of Basic Communications, Inc. WWVA's jamboree is held by Basic Communications. Mogul also added, that a previous deal with Lawrence Welk to provide the talent for the show has been terminated, effective immediately.**

**SINGLES**

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**Cherry, Columbia 6001 (tasty Day, BMI)**

**ON THE ROAD AGAIN**

**Carmen, Meet, Liberty 50622 (lawn, BMI) (Dallas—Fort Worth)**

**1, 2, 3, RED LIGHT**

**CARMEN, Liberty 50622 (lawn, BMI) (Dallas—Fort Worth)**

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Stereo
YesterYear's Country Hits
Change-of-piece programming from your favorite artists features the hits that were on the Country field 10 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

COUNTRY SINGLES—5 Years Ago
July 12, 1963
1. Act Naturally—Duck Umbul (Capitol)
2. Still—Bill Anderson (Decca)
3. Ring of Fire—Johnny Cash (Columbia)
4. Too Late—Johnny Cash (Columbia)
5. Six Days on the Road—Dave Dudley (Golden West)
6. Long Ago—Tommy Cash (Capitol)
7. We Must Have Been Out of Our Minds—George Jones & Jeana Menahan (Django)
8. Sweet Dreams (Of You)—Patsy Cline (Decca)
9. I'm Sending My Love—Mack Davis (RCA Victor)
10. Help Me, Lord—William Brothers (Decca)

COUNTRY SINGLES—10 Years Ago
July 14, 1958
1. Guess Whose Hoppin' That Way—Come in, Stranger—Johnny Cash (RCA)
2. Oh, Lonesome Me/I Can't Stop Liding You—Don Gibson (RCA Victor)
3. All I Have to Do Is Dream—Every Brother (Columbia)
4. Girl From My Dreams—Eddie Cochran (RCA Victor)
5. I Don't Care If We Never Meet Again—Bobby Vee (ABC-Paramount)
6. It's a Little More Like Heaven—Maxwell Street—Shelton (RCA Victor)
7. Wanda Jackson—Billboard (RCA Victor)
8. I'll Be Loving You Tonight—Donna Williams (RCA Victor)
9. You're Not the Only One That Loves Me—Fred Kirby (RCA Victor)
10. Sing a Song—The Jordanaires (RCA Victor)

Swingle Singers
Continued from page 9
...and the Schola Cantorum, the Westminster Choir and the Collegiate Chorale are participating choirs.

Polish conductor Geza Szemelow, formerly announced as one of the season's conductors, will direct the Choral Society with assistance from Pierre Boulez, Colin Davis, Stanislaw Skrowaczewski and Attilio Costarini.

The season will include six world premieres, commissioned for the Philharmonic's 125th season, but not completed in time for this year's performance. In addition to the Boccherini, these works are by Milton Babbitt, Elliott Carter, Frederic Myrow, William Schuman and Karlheinz Stockhausen.

NASHVILLE, N.Y. CLUB, CLOSES
NEW YORK—The Nashville, New York, live country music club in Manhattan has closed. The reason given was that LIN Broadcasting, new owners of WIZX, pending approval of the FCC, did not want station management control of the popular club.

George Cooper, long-time local promoter, estimated that 700 of these members were guitar players, "a fact which we are rather proud of, and not a bit ashamed of," he said.

One of the top locales in music nationally, the Nashville union has the highest insurance for better insurance.

Cooper said that while some "fly-by-night" musicians dropped out of the business because of good ones more than offsets the losses, still that is a slow end to the growth. The Nashville now ranks second only to Miami in the Southeast in membership.

Exciting Night At N.Y. Center
Continued from page 28
Erich Leinsdorf and the Boston Symphony. On Monday, Perrier's film of the orchestra was also a superb. The co-ordination between soloist and conductor was excellent, especially at the Finale, where the soloist can easily overpower. Not on Monday.

Previn's considerable conducting skill is evident in the success of the orchestra was also demonstrated in a richly colored performance of Walton's "Symphony No. 1." Previn has recorded the symphony with RCA and has another symphony. The conductor is becoming increasingly identified with 20th century English music.

Contemporary music was also featured in the Pittsburgh's first concert on Sunday (30) as Previn conducted a program of Walton's Sinfonia, Britten's "1948" and Pizzetti's Piano Concerto. Jorge Mester conducted these works with mixed concert on Tuesday (3). The program consisted of Mozart's "Symphony No. 44," Hindemith's "Symphonic Metamorphosis on Themes of" and "Froliket's "Symphony No. 5." FRED KIRBY

**Top 40 Easy Listening**
These are the top 40 hits that were charted on Billboard's Easy Listening chart on July 13, 1968.
Kansas Operation Believes in Custom Programming Locations

By BEVERLY BAUMER

EMPORIA, Kan. — Customized programming is the key to more profits and better service, according to Mrs. Harlan Wingrave, programmer at Emporia Music Service, Inc., here. The firm, owned by Harlan Wingrave, is typical of the widely diversified operating company and is involved in music, games and vending.

"We try more to categorize selections to the type of crowd," Wingrave said. "We categorize selections to locations rather than having an over-all breakdown of the whole route as to record classification."

"We also try to have one section on a machine with the "Top 10," regardless of the type of music. Sometimes the top 10 or 20 won't be all one type of music. Truck stops usually prefer western. Kids locations are either soul, rock or pop.

Wingrave said some private clubs cater to older, mature people and machines there are loaded with records featuring big bands, such as Glenn Miller, Tommy Dorsey, Artie Shaw and such records as "Moonlight Cocktail.""

Oldies

"There are still a lot of people who like music from the days of the big bands, and these records are still getting played," Wingrave said. "In most locations, oldies are a must. In any given location there are a few older people who want to hear these selections. These records won't be big money makers on a machine, but they're part of your programming."

Mrs. Wingrave said nearly any record in the easy listening category—including some cutes—are recorded at private clubs catering to older people.

"We interweave popular selections that are easy listening with the older records. The whole atmosphere there is to be a relaxed one."

The Wingraves receive two or three mailing samples a week. Samples come from Epi, Liberty, Imperial and World Pacific.

"Epic has the best service. We don't get them from the giants other than Epic," Mrs. Wingrave said.

One Stop

"One-stop are not too co-operative. I've been real unhappy and I've been looking for a new source all the time. These companies just aren't giving you better service. There are so many labels that it's difficult to order, and the one-stop doesn't give you enough individual attention.

"A few years ago we had a few major brands and artists and we'd go to Kansas City and ask what new records a certain artist had out. Today the top number may be a group you have never heard of.

"We can't do without the one-stop because it would be impossible for us to keep track of records at each location."

KAMA Considering Pool Tournament; Sets Insurance, Mechanic Plan

By BEVERLY BAUMER

LAWRENCE, Kan. — The Kansas Amusement and Music Association (KAMA) may join the growing ranks of State groups sponsoring eight-ball tournament coin-operated pools, it was announced.

At its meeting here last week the group heard from Leonard Schneller, sales manager, U. S. Billiards, Amityville, N. Y. KAMA is also launching an insurance program and will cooperate with the National Institute of Coin Mechanics in the training of service personnel.

"The Midwest has more pool tables sold anywhere in the country, because pool tables are the most lucrative end of the business. If you start a State-wide coin-operated pool tournament, you'll find it keeps gathering momentum. Collections get better and the taproom operator makes more money. The whole idea of a tournament is to get patrons in to use pool, music and ciga-

rette machines," Schneller told the gathering.

KAMA September Date

KAMA may launch a U. S. Billiards sanctioned coin-operated eight-ball tournament and championship play-off starting the week of Sept. 2.

It would run for eight consecutive weeks of qualifying, and two weeks of play-offs, affording 10 weeks of continuous activity on coin-operated pool tables. The KAMA championship pool tournament would start on or after Nov. 24.

Schneller said the current cost price for a machine would have to be large enough to stimulate interest, and recommended it be continued in 128 locations, with $100 collected at each location.

"The $100 is collected on 128 locations, giving you $12,800, and patrons will be attracted by the prize money offered. The American public is competitive. People like to get in and make money. That's what your tournaments will offer," he said. Schneller said eight-ball pool is strictly a luck game.

"Don't stop anyone of legal age from playing. Anyone can play as long as he puts his money in," he said. "People will drive for miles to attend a pool tournament. Some tavern owners have tournaments kept people in their tavern all night.

Women Players

"Don't overlook women players. When women play pool in taverns, you get more men in," Schneller said.

Tournament practice tables are also profitable, he said. The best time for a tavern to hold a tournament, he said, is on its slackest night. The event will bring patrons back into the tavern.

Schneller cited some results of a highly successful billiard tournament recently held in Long Island. The event involved 328 players from 82 locations and more than 9,000 spectators.

Following Schneller's address, host John Emick, who is also mayor of Lawrence, presented Schneller with a trophy inscribed: "For outstanding service to KAMA and the city of Lawrence, John Emick, Mayor."

The trophy was a replica of one given in a Lawrence tavern.

Insurance

Other speakers at the meeting included Carl Welch, Wichita, representative for Great Plains Insurance, who discussed features of a proposed group pension and retirement plan for KAMA. Bob Cooper, director of the National Institute of Coin Mechanics, Inc. (NICM), Denver, and Fred Mills, territory adviser, spoke on insurance matters.

MOA Mails New Booklet On Taxes

CHICAGO — The Music Operators of America (MOA) here added a new membership service last week and with the mailing of a comprehensive 28-page booklet which advises operators on federal withholding tax. The title of the book is "New 1968 Federal Graduated Withholding Tax Tables." Members receive an initial copy free of charge and a limited number of copies are available at $2.50 each.

Subjects covered in the booklet include: Income tax surcharge included in withholding, graduate withholding tax rates and graduated withholding tax.

New Equipment

All-Tech—Racer Ride

All-Tech's newest racer ride features a streamlined body in strong durable fiberglass, Formica base and extruded aluminum track slides for service-free operation. The ride, which requires floor space measuring 2 feet by 5½ feet, includes a tamper-proof meter built into its National Rejector coinbox.

July 13, 1968, BILLBOARD
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ROW 12X Single Cup COFFEE 245

ROW SKY Single Cup COFFEE 595

JULY 13, 1968, BILLBOARD

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THE Class OF THE INDUSTRY
School Locations Pay Off in Summer Season

TAMPA, Fla.—It's a mistake to move bulk vending machines away from school areas during the vacation period. This is the opinion of Raymond Sanchez, bulk vendor here, who has about 400 such locations near elementary, junior, and high schools in Tampa and its Cuban population center of Ybor City.

Like many other operators, Sanchez in the past had made it a habit to relocate penny, 2-cent, and 10-cent bulk vendors away from schools, immediately following June 1st, when the annual three-month vacation begins. Five years ago, however, he noted in driving around the same areas that there were just about as many children out on the playgrounds during the summer months, when Tampa keeps physical education instructors and police supervision available, as during school terms. Moreover, because of the vacation period, the average youngster is not spending his coins in the school cafeteria, such as is true of the school year, and is far more likely to invest them in a vending machine

(Continued on page 51)

A Busy Morning at T. J. King & Co.

IRVING SCHULZ, co-owner, T. J. King & Co., Chicago, seen here checking a display of Northwestern Machines in the firm's showroom. Schultz, who with A. I. Schwartz purchased the nearly 20-year-old distributing firm in 1965 was formerly in the corrugated box business.

LILLY GIBSON examines one of the machines in a new showroom the firm is in the process of constructing. Overall, the firm has 15,000 square feet of space. Much of its volume is derived from mail orders shipped to operators in several States.

WALTER KOWALESKAI, an employee at T. J. King, seen in the area where penny merchandise is on display. Bins are situated so that vendors can walk through with shopping carts and pick up daily or weekly needs.

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July 13, 1969, Billboard
The American C.G.'s announcement that vending machinery for its new Pocket Disc has been developed by the Steiner Mfg. Co. interests the machine-operating segment of the music business as much as it does the record retailer and supplier.

This is not the first time that both these industry interest groups have been excited by a disc vending development, of course. At least a dozen machines have come off the drawing boards in the past decade. Several prototypes have even reached the trade shows and gone out on location. None has yet been successful, despite the fact that disc vending's advantages are self-evident:

(1) Pile-selling of singles can be reduced 100 per cent.

(2) Thousands of new, high-traffic record retail outlets can be created.

(3) Existing retail outlets can be converted to 24-hour, seven-day operations on singles.

Disadvantages

Disc vending has hitherto flopped largely because:

(1) Sales of singles have been plagued by malfunctions.

(2) Four-quarter price in prohibited territories. There was no competition with discount pricing.

(3) Developers and promoters have been under-financed and inexperienced in the music and vending businesses.

(4) Major record publishers were not on the vending list.

American C.G. apparently overcome at least two of those problems. The Pocket Disc will vend at 50 cents (two quarters), making it a plausible impulse purchase item. (Many vendors now get 50 cents for a pack of cigarettes.) The company has jobber support, and the Pocket Disc will be test-marketed in the Northwest by Consolidated Distributors.

Though American C.G. is widely well-off financially, it does lack vending machine experience. But in teaming up with Louis and Herbert Steiner, American C.G. is drawing on extensive experience in the card and stamp vending field. Founded in 1948, the Steiner's Brooklyn, N.Y., firm manufacturers a 1,000-capacity postcard vender and a 1,000-capacity postage stamp unit, among other items. Both machines are mechanical and work on the slide-out principle, as will the new disc vender. A slug receptacle is included.

Thus, the American C.G. vender may be counted on to work well and—because it is mechanical—to be relatively low priced. Some lower-capacity models should sell to operators for under $100.

Involvement in Pocket Disc vending has been a tailor-made enterprise for music-oriented operators who already have the disc-playing impulse, contact with disc sources and the critical machine operating, maintenance and location-contracting background.

The development of close alliances—even mergers—between operating firms and record jobbers during the next 10 years will come as no great surprise. Next week: Vending tape cartridges.

School Locations Pay Off in Summer Season

Sanchez experimented by moving back 24 machines around one grade school, all of which had been moved out a couple of weeks before, placing them in outdoor spots where possible, protected by roof hangings or by agreement with location owners. There were no violent rains which are a characteristic of the Florida West Coast during the summer season.

Collectors, by the end of the first test month, were only a few percentage points less than during the previous year, the difference certainly not enough to warrant the heavy amount of labor involved in rounding up school-area machines and moving them elsewhere, according to Sanchez. In fact, in many of his locations the summer-vacation return has come out to within 1 per cent of return during the school term.

Once he began investigating the subject, Sanchez was surprised to find that many of his young customers had complained bitterly to storekeepers in their school areas over the sudden absence of the vending machine. "Not one of these location owners had taken the trouble to tell me that when I removed the machines," Sanchez said, somewhat bitterly. "I might have had a few days of vacation time for myself if I had only known this fact."

KAMA Considers Pool Tourney

the rest in fixed-income investments with the right reserved to change the percentage periodically.

KAMA approved a motion authorizing the Great Plains Insurance Co. to call on prospects for the pension-retirement plan. Two KAMA members, Ronnie Czel and Don Fosher, were appointed to work with Welch on a pension and retirement committee.

Cooper, of the NICM, told of a newly formed association supported by NICM which will help relieve the shortage of mechanics.

Each operator who joins the association will be sent a membership agreement for each student wishes to sponsor. If the operator doesn't have a man he wishes to sponsor, the association will be able to help.

(Continued on page 59)
Best Picks for Week Ending July 13

SOUTH

ATLANTA—Teen pick:
"Yester Love," Smokey Robinson & the Miracles, Tamla 54167

BATON ROUGE, LA.—Teen pick:
"Amen," Otis Redding, Atco 0592

CHATTANOOGA, TENN.—Teen pick:
"The Horse," Cliff Nobles & Co., Soul 313

CHATTANOOGA, TENN.—C&W pick:
"On Tap, in the Can, in the Bottle," Hank Thompson, Dot 17108

CHATTANOOGA, TENN.—C&W pick:
"Born to Be by Your Side," Jimmy Dean, RCA 9567

CHATTANOOGA, TENN.—R&B pick:
"To Love Somebody," Sweet Inspirations, Atlantic 2529

GAFFNEY, SOUTH CAROLINA—Cover pick:
"Sip Away," Clarence Carter, Atlantic 2508

GAFFNEY, S. C.—C&W pick:
"Divorce," Tammy Wynette, Epic 10315

JACKSON, MISS.—Cover pick:
"Prayer Meeting," Willie Mitchell, Hi 2147

JACKSON, MISS.—Teen pick:
"Stay in My Corner," Dells, Cadet 5612

JACKSON, MISS.—C&W pick:
"Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224

JACKSON, MISS.—R&B pick:
"Hard to Handle," Otis Redding, Atco 6592

OPELika, ALA.—Cover pick:
"Master Jack," Four Jacks & a Jill, RCA Victor 47-9473

EAST

BALTIMORE—Cover pick:
"Halfway to Paradise," Bobby Vinton, Epic 10350

BALTIMORE—Teen pick:
"Stay in My Corner," Dells, Cadet 5612

BROOKLYN—Teen pick:
"Grazing in the Grass," Hugh Masekela, Uni 55066

BROOKLYN—R&B pick:
"The Horse," Cliff Nobles & Co., Soul 313

CHARLESTON, W. VA.—Cover pick:
"Your Time Hasn't Come," Elvis Presley, RCA Victor 47-9547

CHARLESTON, W. VA.—Teen pick:
"Autumn of My Life," Bobby Goldsboro, United Artists 50318

HADDONFIELD, N. J.—Adult pick:
"Take Me Back," Frankie Laine, ABC 11097

PHILADELPHIA—Teen pick:
"Stoned Soul Picnic," 5th Dimension, Soul City 766

PHILADELPHIA—Adult pick:
"Autumn of My Life," Bobby Goldsboro, United Artists 50318

PHILADELPHIA—R&B pick:
"Stay in My Corner," Dells, Cadet 5612

TOMS RIVER, N. J.—Teen pick:
"Hurdy Gurdy Man," Donovan, Epic 10345

WEST

ANCHORAGE, ALASKA—Cover pick:
"Honey," Andy Williams, CS 9662

ANCHORAGE, ALASKA—Teen pick:
"Mrs. Robinson," Simon & Garfunkel, Columbia 44511

ANCHORAGE, ALASKA—Adult pick:
"This Guy's in Love With You," Herb Alpert, A&M 929

ANCHORAGE, ALASKA—C&W pick:
"Felton Prison Blues," Johnny Cash, Columbia 44513

Pocatello, IDAHO—Cover pick:
"Lady Willpower," Gary Puckett & the Union Gap, Columbia 54457

OAKLAND, CALIF.—C&W pick:
"Born to Be Wild," Steppen Wolf, Dunhill 4138

OAKLAND, CALIF.—R&B pick:
"Tuesday Afternoon," Moody Blues, Deram 820-29

MIDWEST

ALTON, ILL.—C&W pick:
"Lovin' Season," Gene & Debbie, TRX 5010

ALTON, ILL.—Cover pick:
"Prayer Meeting," Willie Mitchell, Hi 2147

CINCINNATI—Teen pick:
"Yes Sir That's My Baby," Julius Wefler & the Baja Marimba Band, A&M 937

CINCINNATI—Teen pick:
"Turn Around Look at Me," Vogue, Reprise 0686

CHICAGO—Cover pick:
"This Guy's in Love With You," Herb Alpert, A&M 929

EMPORIA, KAN.—Cover pick:
"Don't Take It So Hard," Paul Revere, Columbia 44553

FREMONT, Neb.—Cover pick:
"Autumn of My Life," Bobby Goldsboro, United Artists 50318

INDIANAPOLIS—R&B pick:
"Sou'l Meeting," Soul Clan, Atlantic 2530

KENOSHA, WIS.—Cover pick:
"Little Green Apples," Patti Page, Columbia 44556

KENOSHA, WIS.—Teen pick:
"Jumpin Jack Flash," Rolling Stones, London 908

KENOSHA, WIS.—Adult pick:
"This Guy's in Love With You," Herb Alpert, A&M 929

KENOSHA, WIS.—C&W pick:
"Felton Prison Blues," Johnny Cash, Columbia 44513

KENOSHA, WIS.—R&B pick:
"Licking Stick," James Brown, King 6166

KENOSHA, WIS.—Novelty pick:
"Here Comes the Judge," Pigment Markham, Chess 2049

MANHATTAN, KAN.—Cover pick:
"Autumn of My Life," Bobby Goldsboro, United Artists 50318

MANHATTAN, KAN.—Teen pick:
"I Love You," The People, Capitol 2078

SAINT LOUIS, MO.—Teen pick:
"Lady Willpower," Gary Puckett & the Union Gap, Columbia 54457

PEORIA, ILL.—Teen pick:
"Orange & the Green," Irish Rovers, Decca 32333

as reflected in a weekly poll of jukebox programmers across the country
KANSAS AMUSEMENT & MUSIC ASSOCIATION (KAMA) members pictured at recent meeting in Lawrence, Kan., where U. S. Billiard sales manager Leonard Schneller explained details of pool tournaments.

KAMA Considers Pool Tourney

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MOA Mailing Booklet on Taxes

- Continued from page 47

ated withholding, Social Security earnings base, two methods of withholding, marital status, withholding dates, withholding allowances, computation of withholding allowances on Social Security and medicare, payments other than straight wages, and forms and returns. Tax tables for single and married employees cover such subjects as weekly payroll period, bi-weekly payroll period, semi-monthly payroll period, monthly payroll period and daily or miscellaneous payroll period.

The tax booklet marks the continuation of a series of membership services. Recently, MOA issued a 48-page booklet on new medicare and Social Security benefits. Various insurance programs are also being offered by the national trade group.

The new tax booklet, as with other services, is limited to the membership.

LOS ANGELES

Jack Rose, Bill Nicola, Walt Barker, Billy Diller, Frank Goldendood, M. Stanley, Thomas Harder, Leland Juden, Donelle Morgan, Phil Giadone, Bud Clark, Vito and Joe Adurgo, Jim Hardin, Ross Thomas and Dave Hardin.

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INCREASE VENDING SALES IN ANY LOCATION

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Plus 23 exciting ways to bang stores up to the high octaves players love. Packed with new thrilling play appeal. DIXIELAND hits new profit highs. Get with it, baby. Get DIXIELAND.
In the 100-selection jukebox field, it pays to buy the front-runner.

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The Rowe AMI Cadette is leading the way in the march of profit. This is the 100-selection compact jukebox that'll produce the big profit in your secondary locations. It’s got everything going for it. Looks. Style. Superb sound.

The striking winged-top assembly has the "now" look that’ll "turn on" your locations. Only 47 inches high, the Cadette needs little floor space (12 x 24½ inches). Sounds as good as it looks, too. Cadette's 36-watt solid state amplifier and angled speakers produce a superior sound dispersion and stereo effect... famous Rowe Stereo Round.* And don't forget... Cadette is adaptable to Photo-Vue. See the Cadette at your Rowe distributor. It'll pass your closest inspection.

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Carry the Facts with You
'Picker' Combines Guitar With Radio

By BILL WILLIAMS

NASHVILLE — The hottest-selling guitar in this Music City is a little device that retails for $19 and is literally something anyone can play.

The Picker, as the device is called, is a dual instrument, a molded plastic and metal guitar with four strings, frets and built-in electronic amplifier. It also contains a transistor radio. With a switch, the user can go from radio to amplified guitar, or can play accompaniment to the radio station selected.

The Picker was designed by Red Ridings, a project engineer at an Air Force Test Center near here. He first developed what he called PPK (Pistol Pack ing Kubhertz, a James Bond-type transistor including a shoulder holster).

Ridings then devised the fully functional eight-transistor guitar-radio, with the amplified mini-guitar that can be tuned and played.

Ridings moved his invention from the planning stage to the prototype in November 1966 following a meeting with Eddy Arnold, the RCA Victor recording artist. Arnold put Ridings in touch with individuals capable of developing the product in Japan, and an organization known as T-R Imports was founded. Thus he was able to hold the retail price at under $20.

Seeking a retail outlet, Ridings found one such outlet in the Country Music Hall of Fame and Museum, where, in the few months it has been displayed, more than 3,000 of the instruments have been sold. Until now this has been virtually the only outlet for the Picker, but expansion is in sight. Jerry Williams, products manager for Paul Rever and the Raiders, currently is working out an endorsement with distribution plans.

The Picker, a combined guitar and radio, is Nashville’s fastest-selling instrument item. It is sold at the Country Music Hall of Fame and Museum.

Baldwin’s Exhibit at the Music Show publicized an endorsement by the American Breed.

Thomas Outlines Plan For Major Expansion

LOS ANGELES — The Thomas Organ Co. will enlarge its Sepulveda, Calif., plant in the first step of a major expansion program. The initial phase of the building program is a 9,000-square-foot plant addition costing $152,000.

In addition, the company is building an underground testing area for speakers and Vox amplifiers, according to Robert Blockenberg, president. Thomas Organ is presently in a 300,000-square-foot plant.

The new addition will house an expanded industrial relations department, including personnel, medical, guard quarters, credit offices and employee sales, and laboratories for the design engineering department.

Part of the expansion program includes a 2,100-square-foot patio, adjoining the plant cafeteria.

The second phase of the building plan includes construction of a 7,000-square-foot warehouse and another office complex. The design engineering department, directed by Stanley Cutter, will have new offices, 10 new laboratories and a central laboratory where sample and mock-ups will be built.

The new area for industrial relations guided by David Hister, will include eight offices and a personnel lobby. The medical facilities and a conference room will be in a section of the industrial relations department.

James Allen, manager of plant engineering, directs construction for the company. The addition is expected to be completed in the fall.

The GUITAR AND ACCESSORY MANUFACTURERS ASSOCIATION sponsored a seminar on "The Art of Selling Guitars at the Music Show." The panelists, shown here from left to right, were: Ruth Durdal, Stars of Tomorrow Studio, Toledo; David Herbert, Herbert Music Co., Chicago; John Reeder, Reeder Music Co., Toled o; Ray Thomas, W. V.; Mel Bay, Mel Bay Music Co., Kirkwood, Mo.; Elmer Herrick, El Ray Music Center, Chicago; chairman Charles Bukovits, The Harmony Co., Chicago; Billy Steele, American Guild of Music, Zanesville, Ohio, and Val Stevens, Stevens Academy of Music, Chicago.

GROWTH OF THE THOMAS ORGAN CO. has resulted in the ground-breaking for a 5,000-square-foot, $152,000 addition on the company’s campus.

NAMM EYES BIGGER SITE

CHICAGO — This city’s new McCormick Place, now under construction on the lakefront, is listed by the National Association of Music Merchants (NAMM) as a good possible site for the 1970 or 1971 Music Show, with the Conrad Hilton Hotel remaining as convention headquarters.

“Our shift of music instrument exhibits to open space has brought so many favorable comments, as well as so many inquiries on when we will be moving to a large convention hall, that the NAMM is seriously considering the possible use of McCormick Place upon its completion,” said NAMM executive vice-president William Gard. “It will be a decision made by our officers and directors based on a number of considerations, including wishes of our commercial members and the consensus among retail store owners plus the availability of dates at the reconstructed McCormick Place.”

Dates for the 1969 Music Show have been set as June 22-26 at the Hilton, NAMM also has announced that 13,325 music dealers from all 50 States and 20 foreign countries attended this year’s show, which was held June 23-27 at the hotel.

HOFNER'S MARVIN KAHN, shown here on the right, discussed his company's products with Robert Silverman, of Mills Music, New York, at the recent NAMM Show.

HARMONY'S PATRICK DAVIDSON, shown here with his guitar, played a practice session at the recent NAMM Show.

THE GUITAR EXHIBIT was located in the Continental Room of the Hilton.
Spotlight on Nevada will be a special section within Billboard's August 31st issue. In addition to Billboard's world-wide circulation, Spotlight on Nevada will be distributed to over 3,500 of the major convention influentials as well as to talent buyers of every hotel and nightclub in Las Vegas, Reno, and Lake Tahoe plus other key cities throughout the U. S. and Canada.

ADVERTISING DEADLINE AUGUST 16
Muntz Will Set Up Net of Cartridge City Franchises

By ELIOT TIEGEL

LOS ANGELES — Muntz Stereo Pak will establish a national franchise network of Cartridge City stores under the direction of Ron Gordon, who launched the company's international division one year ago. Gordon will assemble a separate office staff to handle the researching of locations and allocation of franchises in metropolitan areas in which fully equipped RACHMANINOFF: HUGO JOSE will be fully franchised. He will select 250,000 people. In addition, he will be researching for franchises in smaller cities and towns with populations of from 100,000 to 250,000 people. The new franchise program will be designed around a carefully selected group of businesses to handle the Muntz line and related cartridge equipment. While the Muntz player line and duplicated cartridge library are the main products in the Cartridge City stores, the company will stock other libraries of music and players for home and auto Service and installation are automatic features of each location.

The move by the company to establish a formal program of assigning franchises is designed to penetrate the nation on a major level in a manner which will eliminate weak outlets in the Muntz network. Gordon is preparing a feasibility study of markets from which logical sites for new Muntz locations can be determined. The smaller city franchises will be independently owned, with prospective dealers being interviewed by the newly formed structure.

Qualified dealers will be offered access to master financing for facilities and equipment, according to the Gordon. The home office will also assist in the selection of store sites. Once franchises are established, they will be franchised as separate dealers, functioning as a separate business entity.

SONY'S ENDLESS CASSETTE TAPE

TOKYO — The Sony Corp., announcing this week it will soon introduce a new and "endless cassette tape" on the market this fall. According to the Sony Corp., conversation or music recorded on this new type of tape can be reproduced on a cassette player. The endless tape is also suited for language training or sales promotion talks in stores.

EIA Maps 1969 Plans

NEW YORK—While talk of this year's Radio Show is still in the air, the Electronic Industries Association, sponsors of the show, is mapping 1969 CES plans.

This year's exhibition, which includes more than 2,500 companies, displays, was attended by more than 40,000 visitors. The attendance figures are then expected to increase this year.

Next year's show, to be held at the end of March, will be held this year — the New York Hotel and Americana and Warwick hotels will take place June 15-18.

'Tiny 8' by LEAR JET is a portable 8-track CARtridge player which can be carried as a flashlight batteries. This model, J300, carries a suggested retail price of $29.95. It plays stereo cartridges monaurally or stereo with a Stereo-Mate accessory amplifier/speaker.

'Young Adults Spark 8-Tracks' Growth'

By HANK FOX

NEW YORK — The growth of the 8-track tape CARtridge system is being spearheaded by the swing of young adults over to the new system, according to consumer surveys of Stereo 8 owners conducted by RCA.

"The Stereo 8 tape is one of the few products to come from better income households," said Norman Racusin, division vice-president and general manager of RCA Records. "He also indicated that both the level of income and the median age of the Stereo 8 buyer is steadily dropping. The first RCA study was conducted in 1965 and was used by Racusin as a means of comparison to the company's second survey last year.

Racusin, speaking at the Tape Conference of the Consumer Electronics Show held June 22, said that in 1966, the 8-track cartridge owner had an average household income of $14,000, with 70 per cent having incomes above $10,000.

(Continued on page 51)

TORONTO—An unconscious mental process known as "sensation transference" is credited with much of the success in Automatic Radio of Canada's launching of a new line of auto entertainment products. In Canada, AR products are now divided into three lines: Titan, the promotional line; Artisan, the profit line; Automatic Radio, the top-of-the-line merchandise. The new AR line was introduced to distributors and major chain buyers in three-day by-appointment-only showings, followed by open houses, in Toronto, Vancouver, Edmonton, Saskatoon, Winnipeg, Montreal, Halifax and Montreal. To the auto entertainment line now includes a stereo 4 and 8-track player which converts to AM, FM or FM Multiplex radio and goes in an AM/PF pack; an AM/FM/8-track player; an AM pull-out, portable an AM pull-out, portable, an AM pull-out, AM-FM-Cassette system and an AM pull-out, portable. Two new tape players will be added within 60 days: AR's first cassette unit, and an 8-track player. High point of the showings was the packaging, based on the "sensation transference" process by which people unconsciously transfer the image of the packaging to the product itself. When the packaging is printed in all colors, value and pleasure, the consumer unconsciously transfers these qualities to the product within. The packaging of the Artisan line, created by the Toronto firm of Gilbert and Stewart, is colorful, sturdy and specialty designed for 'self-sell.'

Retail Problem

"One of the biggest problems at the retail level is staff turnover and staff education," explains George Lyall, AR of Canada's marketing manager. "We hold product knowledge meetings for sales personnel, but we can't keep up with the staff turnover. The consumer is a disadvantage when he can't find a salesman who can explain the product to him. But our new packaging tells the whole story in both print and graphics, to both the customer and the saleswoman.

The Artisan products are set into a corrugated base at an angle that gives the best viewing perspective and protects any of the shelves above. Copy surrounding the product gives all its features, with graphics indicating its use, its accessories, etc. For example, packaging of the tape player illustrates the various speaker installations which are possible, with the 16 pin numbers, so the consumer can choose the installation he prefers and pick the correct speaker kit from the display. Copy on the back gives the detailed information as he shows the package to the customer. The packaging is also color-keyed, all car radios are packaged in related colors in the purple-red.
Tape Types:
Do any of these buyers shop in your store?

The Sound Collector
He’s the guy who’s always borrowing his friends LPs and putting them on tape. He goes in for 2400’ or 3600’ thin base polyester for maximum recording time, but his ear is not quite sharp enough yet to make him pay extra for low-noise tape. A good customer with potential trade-in.

The Family Album Maker
These folks do a lot of singing and speechifying into their inexpensive tape recorders. They are sporadic in their purchases of tape, and when they come in, they need help in their buying decisions.

The Home Pro
Here’s the cat you love to see. He knows great sound from good sound. He uses his recorder a lot and he wants to squeeze every dime out of it. He likes low noise tape, but uses lots of different varieties in his hobby. Helpful hints a lot of people want to consider themselves Home Pro 4, even if they have to buy more expensive low-noise tape to prove it.

Specialties Buyer
These customers are probably new to you. They’re brand new to the tape recording market. They have just bought a cassette player-recorder or one of the little portables. They come in looking for the odd package of tape. They bring money. And some day, they’ll be ready for a real recorder. Make them your customers now.

Chances are, they all do.
Almost all of your tape buyers fall into these four broad categories.

Our idea is to make their life a little easier and yours a little richer: Let’s offer your customers the kind of tape they want where they can find it in an attractive, colorful, eye-catching display.

This way, they’ll be able to spot the kind of tape they need quickly. No need to tie up one of your clerks with a lot of complex questions. They’ll find a category of tape user they can identify with, and your sale is made.

Better yet, we’re supplying “How-to” booklets for each category of tape user, to help stimulate more sales of our high-profit-margin new audio tapes.

Be first to get an AMPEX TAPE SELECTOR on your floor. You’ll get the extra dividends first if you do. Contact your local Ampex tape distributor or call our world headquarters collect: (312) 437-5800

AMPEX
401 Broadway, Redwood City, CA 94063
2201 Lunt Ave., Elk Grove Village, IL 60007
‘Imagry’ Fuses AR of Canada

- Continued from page 58

Tape CARtridge

WORTH. - Houses has testing and man tives.

Key to the display packaging design is the demonstration unit for the stereo tape players which features the operating player still in its package so as not to lose the impact of the package’s self-sell. The demo unit consists of a speaker on either side of a center section which holds the tape player package. Although set in corrugated cardboard, the speakers produce an excellent sound. Hidden in the bottom of the display unit is a power supply, and a flag at the back of the tape player package opens to allow the power supply to be connected, to operate the player while still in its package.

One facet of the introduction that has been disappointing to AR is the reaction of major record companies when approached to prepare a “starter” package of tape cartridges, perhaps at an introductory price, to be displayed and sold at the AR display to new tape unit buyers. “We are creating new customers for their tape product with every sale, but the record companies showed no interest in capturing these customers at the moment when they are most anxious to buy tapes,” said one member of AR’s marketing team.

New Radio Shack

LOS ANGELES — Radio Shack, the nation’s largest electronic retail chain, has opened its Western regional offices in Garden Grove, a suburb near here.

The 72,000-square-foot facility will house administrative offices, a warehouse and a testing and quality control laboratory. The company has regional offices and warehouses in Boston and Fort Worth.

James Buxton, former supervisor of Radio Shack’s San Antonio division, has been appointed general manager of the Eastern regional office.

No Jam Sessions

Shake it, make it rock to roll it. Play music everywhere up to 4-track cartridge to endless. The outer tape from ending the tape cartridge.

We learned how to make precision protection, never tears on playing plastic and cards the compact tape industry.

It happens that they think the best price and delivery.

Next time find and call us.

Data Packaging Corporation
280 East 40th Street, New York, N.Y. 10016
718-758-3300

A Distrib Net Is Set Up By Stereodyne of Canada

TORONTO — Stereodyne (Canada) Ltd., which is active in the distribution of tape CARtridge products as well as custom duplicating, has appointed regional distributors and sub-distributors to handle 8-track and cassette product.

Distributors in western Canada are: Select Music, Vancouver, for the province of British Columbia, which has appointed Eltron Distributors as sub-distributors; Van Dixon Bros. for Albert; Solaray Distributors for Saskatchewan; and Thomas J. Ruthwell for Manitoba and the Lakehead area of Ontario. In Ontario and Quebec, Stereodyne sells direct to key accounts, and has appointed sub-distributors Stereo Tape Products and Leyden Car Products in Toronto, and Carl Satter and Associates in Waterloo; in Quebec, Electronic Wholesale Ltd. (cassette only), Car Stereo Centre (8-track only) and Andre Radio (cassette and 8-track) in Montreal, and City Electronics in Quebec City. Distributor appointments in the Maritimes will be announced shortly.

RCA to Dupe & Sell Product for Gamble

NEW YORK — RCA Records will duplicate and market product on 8-track tape CARtridges for Gamble Records. First release of the deal, which was concluded by RCA manager of recorded tape product, Elliot Horne, and Gamble Record’s co-owner Sam Goldner, will be “Cowboys to Girls,” by the Intruders. The cartridge will be released this month.

Bammann Elected

NEW YORK—Henry Stein- way, president of Steinway & Sons, has announced that the election of Henry Bammann as vice-president. Bammann is sales manager of Steinway Hall, located at 109 West 57th Street.

Young Adults Spark 8-Tracks

- Continued from page 58

"The 1967 survey showed that the average buyer has almost nine tapes and planned to purchase at least three more in the following three months." Racusin also cited a shift in the type of tape cartridges. He said that while almost half of the owners in 1966 bought dual-cartridge tape cartridges in auto accessory outlets where they purchased their players, only 17 per cent in 1967 bought tapes in the automobile parts shops. Record stores, Racusin said, accounted for half of all the tape cartridge sales, with discount stores each reporting almost a one-fourth.

by TelePac

Compact Cassettes

by TelePac

July 13, 1968, Billboard
Seeburg Home Unit Now Priced at Under $1,000

CHICAGO — Seeburg Corp., here is now offering a home music unit system for sale at only $1,000 and has added another model to its series of pushbutton selector mechanisms. Three console designs are available, and the unit will utilize the previously introduced dial selection system or the new pushbutton selector mechanism.

Styling in the series is in contemporary, Italian Provincial and Mediterranean forms. Features include solid state AM/FM stereo tuner, built-in speaker systems and remote control panels in 12 locations in the home.

Optional accessories include extra speakers, microphones, headphones and the remote control stations. Controls on the remote unit include volume, remote volume control, pushbuttons and a "select" button for easy selection of the desired program. The new model is the Seeburg DeLuxe Home Music System. The system's "heart" is its "Memory" outboard control system, similar to the computer, which will play one or all seven albums of the Seeburg DeLuxe home stereo with a single push of the selector button. The unit also offers coiling vertical storage of 50 long-play albums which are selected by a dial selector or push-button mechanism. The unit has a solid-state output amplifier and built-in speaker systems. The units are now priced at $1,000.

Inventory Know-How Gives Extra Punch to Record Sales

Gene Simmons, president of The Record Shop in Montclair, N.J., said that the evidence is preponderant in favor of "selling what you sell," Cohen also knows that he can't lay down a dollar's worth of stock in the record department. He has found a solution for the problem of storing the large home-entertainment equipment businesses in the Southeast, including records, TV, components, home-entertainment centers, etc., without any service facilities whatsoever.

Dealer Keeps Service Under Another Roof

MONTGOMERY, Ala. — Is it necessary to maintain a complete service department to make the maximum return on sound equipment merchandise? Raymond Cohen, The Record Shop in Montclair, N.J., says no. While he admits that the evidence is preponderant in favor of "selling what you sell," Cohen also knows that if he built up one of the largest home-entertainment equipment businesses in the Midwest at a speed not even remotely matching the code numbers for the day's sales, deducting for returns of goods and the wholesale discount, he would have double-checked his figures.

"We didn't have room for service here," Cohen said, "particularly on sales expanded enormously, requiring every possible inch for display.

The only solution was for Cohen to go shopping for a reliable source of service, particularly in making good on warranties. He settled upon a reliable, well-founded firm and began transferring all service work to that shop.

There was only one exception," Cohen said. "Not long afterwards, an electronics technician came to us looking for a service job, and we set him up in somewhat limited space to experiment. This might have worked out well, if we hadn't lost the mechanic to illness." Cohen went back to the "outside" shop, saying, and has expanded, doubled his sales volume and doubling it again all in the short space of a few years' time. He leased the largest store devoted entirely to home entertainment needs in the State. Here, where it might be reasonable to expect him to take advantage of the additional space in the setting up of a service department, he instead devoted all of his space to merchandise with "V" tape recorders, tapes, phonographs and the entertainment center departments.

"I simply have never had the time to learn all details of electronics repair service, and certainly not to keep in touch with every development as it came along," said Cohen. "Therefore, I would much rather concentrate my time on merchandising and hire the expertise which I need to make good on every service need."

Policy Explained

As service sales are completed in The Record Shop, every customer is informed of the service policy and given the name, address and telephone number of the cooperating service firm, with an attached label and radio or phonograph. Therefore, the service firm acts as Cohen's agent in every aspect of service from warranty maintenance, through to complete repairs, using as reference a copy of the original bill of sale.

The service volume given to the shop in this way has been sufficient to keep two new employees in the service organization since Cohen's expansion. This step was taken under advisement by Cohen and recommended to the service shop management. It has worked out ideally.

In trying to avoid all of the headaches and problems normally associated with operation of the service department, Cohen realizes that he has also given up what might be a healthy source of additional profit. Weighing against the other he, however, feels that he is far better off to be able to concentrate on selling in a rising market and keeping his service department lean and mean.

ITALIAN PROVINCIAL, the third cabinet design in the series of home stereo units from Seeburg Corp. The heart of the system is its "memory" outboard control system, which will play one or all seven albums of the Seeburg DeLuxe home stereo with a single push of the selector button. The unit also offers coiling vertical storage of 50 long-play albums which are selected by a dial selector or push-button mechanism. The unit has a solid-state output amplifier and built-in speaker systems. The units are now priced at $1,000.

JULY 13, 1968, BILLBOARD
Inventory Know-How Gives Extra Punch to Record Sales

**Continued from page 62**

utes. This is a slow, laborious process, but it has paid off, inasmuch as Melody Corner maintains a personal inventory and never less than the minimum stock on any album fall below the predetermined number. Only by accurately, careful checking of the cards can this be maintained.

"The fact is that we sell a much larger volume than originally anticipated, probably because of the fact that we always have the album in stock when the customer asks for it," Miss Causel said. "Naturally, the minimum inventory listed for each album is increased, changes frequently, when we anticipate the larger-than-normal demand for any album, or whenever we find that sales are not up to expectations."

**Dividends**

The huge stock inventory pays in its way as it is also used to make notations on all orders going out, back-orders, shipments, changes in inventory, special notations about the condition of the record, etc. Much the same process is handled for 45 singles, except that this is carried out on a much larger scale. The information from both of these girls is transferred to another full-time salesgirl who also handles the bookkeeping.

Most of all, the Melody Corner impresario store visitors with the size of the inventory, the 33 plus points, plus two rows of browsers, and a large, well-stocked window display. In the left front corner of the store is a separate listening room for phonographs, TV's and tape recorders, which is actually just as large as the department.

As a separate entity (one of the three Bill Basa record dealerships in Orlando), Melody Corner is not kept to the department store's selling operations, although it does join to which such establishments as a Founder's Day Sale and the crowd-attracting Month. The Month ends this year with all of the advantages of a busy department store location and none of the drawbacks, Melody Corner constantly improves its own business with efficiency and its "can do" inventory.

**Say You Saw It In Billboard**

**Continued from page 62**

Sympathetic Electronic Corp. has announced the appointment of Otto Howie as plant manager. In the appointment of Al Long has been named Midwest district sales manager for the Sympathetic Radio and Electronic Corp., and Richard Mercuri has been named eastern sales manager, covering the New York, Philadelphia, and Washington, D. C. area, for the Sympathetic Radio and Electronic Corp. in New York, N. Y., area, for the Symphonie Product Center. . . .

R. E. Bowen, central regional manager for Sympathetic Radio and Electronic Corp., has been named manager of the company's own independent distribution office, with offices in Chicago, New York, and Los Angeles. Michael Daniel has resigned from National Tape Distributors as vice-president and director of marketing to head his own company, M. J. Daniel and Associates of Sanford, Calif. . . .

Lit-Fox, Inc., has appointed exclusive distributor for Major Electronic Corp., in metropolitan New York, New Jersey, and eastern Pennsylvania.

**Audio Retailing**

**CLASSIFIED MART ORDER-FORM**

**Continued from page 62**

Music Systems

**Los Angeles** — Yamaha International, which manufactures phonographs, tape recorders, and other musical instruments, has introduced its first products in the home entertainment field. Yamaha will market three music systems and several small systems, reports Paul R. Abbey, audio division manager.

The new systems include models SC-5 and SC-6, both complete units with automatic tuner, FM/AM CD/FM receiver, cassette unit and solid-state speakers. Model SC-6 contains the same components, except that it is a compact bookshelf model.

The four-speaker systems contain the same components as those of Yamaha's flat speakers. The line is designed so that the speaker can be matched with the music systems to form a complete system. Yamaha's line will be marketed through independent sales representatives.
DON'T FORGET...

"DREAM A LITTLE DREAM OF ME"

#4145

BY THE MAMAS AND THE PAPAS

FEATURING THE VOICE OF MAMA CAS, IS IN THE NEW PAPAS AND THE MAMAS ALBUM

...SUPER GROUP
...SUPER ALBUM
...SUPER SINGLE

PRODUCED BY LOU ADLER

www.americanradiohistory.com
### The Fantastic Johnny C

**Straight from the Horse's Mouth**

**A Runaway...**

#### The Hitch It To The Horse

**Phil L.A. of Soul #315**


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### Billboard Top LP's Chart

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<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Last Week</th>
<th>This Week</th>
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</thead>
<tbody>
<tr>
<td>JERRY LEE LEWIS - Another Place, Another Time</td>
<td>JERRY LEE LEWIS</td>
<td>RCA</td>
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<td>180</td>
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<tr>
<td>HERB ALPERT &amp; THE TUBA BRAHS - S.R.O.</td>
<td>HERB ALPERT</td>
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<tr>
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<td>RIGHTeous BROTHERs</td>
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<tr>
<td>BILL CURTIS - Is a Very Funny Fellow, Right?</td>
<td>BILL CURTIS</td>
<td>NEAR</td>
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<tr>
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<td>PETULA CLARK</td>
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<tr>
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<td>ARTHUR CONLEY</td>
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<tr>
<td>YOUNG RASDALS - Collections</td>
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<td>LESTER FLATT &amp; EARL SCRUGGS</td>
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<td>DAN &amp; DONNY - Feelin' Blue</td>
<td>DAN &amp; DONNY</td>
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<td>VARIOUS ARTISTS - This Is Soul</td>
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<td>RAI MARINA BA - Heads Up</td>
<td>RAI MARINA BA</td>
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<td>VENTURES - Golden Greats by the</td>
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<td>MARTHA REES - &amp; THE VANDellas - Riding High</td>
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<tr>
<td>BILL CONNORS - Who Is There Now?</td>
<td>BILL CONNORS</td>
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<tr>
<td>SIM BARBER - Kiss Me Goodbye</td>
<td>SIM BARBER</td>
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<td>WAYNE NEWTON - One More Time</td>
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### Billboard Top Singles Chart

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<tr>
<td>COME ON BABY</td>
<td>THE CRYSTALS</td>
<td>ABM</td>
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<tr>
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<td>THE CRYSTALS</td>
<td>ABM</td>
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<tr>
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<td>SONG TRACK</td>
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<td>RCA</td>
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### Billboard Market Research Department of Billboard

**The Fantastic Johnny C**

Straight from the Horse's Mouth... A Runaway...

**Hitch It To The Horse**

**Phil L.A. of Soul #315**

The Ultimate Trip.

That's what they're calling it on "underground" FM. And they're playing it like Progressive Rock. Above ground, they're calling it the sound track album of the year. And it's selling like there's no tomorrow.

"Gone With The Wind"..."Born Free"..."Doctor Zhivago"... and now "2001: A Space Odyssey." Ultimate sound tracks for infinite sales from MGM RECORDS.

www.americanradiohistory.com
**Spotlight Singles**

*This record is predicted to reach the TOP 40 EASY LISTENING Chart*


**TOP COUNTRY**


**TOP COUNTRY**


**JOHNNY PAYCHECK-ME HONKING AN ECHO TO YOU (Prod. Audrey Mayfield) (Writer: Owen) (Don Bro, BMI)-Just in his "Sweet Basic Jones"(stah to sign down the chart. Owens fast follows up an ineffecive rhythm backup for the new hit. Buddy Alan into the strong entry. Flips: "I'll Love You Forever and Ever," Don Bro, Capital 1969)

**CHART**


**R&B**


**CHART**


**CHART**


All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
5 YEARS AND 32 HITS AGO
WE STARTED IN BUSINESS...

AL GALLICO MUSIC CORPORATION

COUNTRY HITS
ALMOST PERSUADED
David Houston - Epic
I DON'T WANNA PLAY HOUSE
Tammy Wynette - Epic
HAVE A LITTLE FAITH
David Houston - Epic
YOUR GOOD GIRL'S GONNA GO BAD
Tammy Wynette - Epic
WHAT'S MADE MILWAUKEE FAMOUS
(Has Made A Loser Out Of Me)
Jerry Lee Lewis - Smash
TAKE ME TO YOUR WORLD
Tammy Wynette - Epic
ALREADY IT'S HEAVEN
David Houston - Epic
WITH ONE EXCEPTION
David Houston - Epic
TIGER WOMAN - Claude King
Columbia
LOSER'S CATHEDRAL
David Houston - Epic
OLD RECORDS
Margie Singleton - Mercury
LAURA
WHAT'S HE GOT THAT I AIN'T GOT
Lea Ashley - Ashley
MENTAL JOURNEY
Lea Ashley - Ashley
MOUNTAIN OF LOVE
David Houston - Epic
YOU MEAN THE WORLD TO ME
David Houston - Epic
SHE WENT A LITTLE BIT FARTHER
Faron Young - Mercury
LIVING IN A HOUSE FULL OF LOVE
David Houston - Epic
AIN'T GOT TIME TO BE UNHAPPY
Bob Luman - Epic

POP HITS
HOUSE OF THE RISING SUN
The Animals - MGM
NAME GAME
Shirley Ellis - Kapp
SHE'S NOT THERE
Zombies - Parrot
COTTON CANDY
Al Hirt - RCA Victor
TAKE TIME TO KNOW HER
Percy Sledge - Atlantic
I LOVE YOU
Pepele - Capitol
NITTY GRITTY
Shirley Ellis - Kapp
CLIMBING VINE
Bobby Vinton - Epic
CLAPPING SONG
Shirley Ellis - Kapp
HERE COMES MY BABY
Trembles - Epic
TELL HER NO
Zombies - Parrot
ALMOST PERSUADED
David Houston - Epic
LAURA
WHAT'S HE GOT THAT I AIN'T GOT
Frenchie Lang - ABC
KISS AWAY
Ronnie Dove - Diamond

101 West 55th Street
New York, N.Y.
AL GALLICO MUSIC CORPORATION

812 16th Avenue South
Nashville, Tenn
Norris Wilson - Mgr
4th Intervision Song Contest's Golden Clef to a Czech Singer

By LUBOMIR DORUZKA

KARLOVY VARY, Czechoslovakia—Czechoslovakian singer Karlo Gott won the Golden Clef in the Fourth Intervision Song Contest June 22—the East European equivalent of the Eurovision Song Contest—for the second year in succession.

In the four years' existence of the Golden Clef, Czechoslovakia has won the trophy three times and taken second place once.


For the first time the contest was open to Western countries, and Austria, Belgium, Spain, West Germany and Switzerland were among the 14 nations participating. The East European countries represented in addition to Czechoslovakia and Yugoslavia, were East Germany, Finland, Hungary, Bulgaria, Romania, Poland and the Soviet Union.

IPA Votes to Press Vs. Waiving Of Copyright in New Countries

AMSTERDAM—Music and book publishers, attending the 18th Congress of the International Publishers Association (IPA), voted to press their respective governments not to ratify the protocol in favor of developing countries which was proposed at the Berne Convention meeting in Stockholm in July 1967.

The news of the unanimous vote was communicated by the music section of the IPA. The protocol, which seeks to waive copyright fees in the case of developing countries, was considered to be a means of assisting the cultural evolution of young countries lacking a literary and melodic tradition of their own. But while publishers are generally in sympathy with the intention, they see no reason why they should sing out for an exercise in what one publisher described as "vicious charlatans."

Tom Ward of Southern Music, London, who attended the IPA congress, said: "Nobody is going to ask automatically why your products are free to developing countries. Why should publishers be singled out?" The protocol, he said, was obviously intended to aid those countries which had no copyrights of their own to exploit in the West.

Such countries were victims of a one-way traffic in royalty payments and not the reverse. They earn revenue of this kind. But (Continued on page 73)

The 15 songs in the contest—West Germany had two entries, from ZDF-TV and ARD-TV—were not up to the standards of Eurovision songs and there was no song of immediate appeal, like "Congratulations" or "La, La, La."

In addition to the three main awards, the international jury gave honorable mentions to the Belgian entry "Lily," written and sung by Robert Lockou, to West German "Zigah," by Hans Bluem, sung by Andrea and to Switzerland's "Fuer alle Zeiten," by Robert and Finzi Busch, sung by Paola del Medico.

Attendance of publishers and record company representatives was smaller this year. More was attracted to the Bratislava Folk Festival held a week earlier. It is likely that next year the Golden Clef will again be incorporated in the Bratislava event.

The organizers are also planning negotiations to invite participating companies, pendent American TV companies next year.

The Australian Record Co., a CBS subsidiary, holds a special preview in conjunction with United Artists Pictures, to promote the film and soundtrack album of "The Graduate." Left to right: Des Steen, ABC promotion manager; Al Fenton; and Barry Friedman, announcer for the Australian Broadcasting Commission.

STIGWOOD PUB OFFICES OPENED IN L. A. & N. Y.

LONDON—The Robert Stigwood Organization has opened a publishing office in Los Angeles called Stigwood-Fitzpatrick, and a New York office under the name of Casterola Music.

Meanwhile in London, Andrew Heath, formerly head of Planeety Nova, has joined Stigwood's Abigail Music as a manager, assisting the International manager, who was working at Polydor as anr big controller.

Big Seven Music's international controller, Normand Kurtz and professional manager Neil Galligan, will be in London Tuesday (9) to appoint a successor to Heath.

Abigail has formed a new publishing offshoot, Saharet, to publish material other than that of the Bee Gees (Abigail) and the Cream (Dorilet), and has launched Marmalade Music, which will handle songs written by Brian Auger and Julie Driscoll.

R 'n' R Revival in Germany

By URSCULA SNUGGRAF

MUNICH — German youngsters are beginning to switch from rock and roll music once again, and the revival has given a new life to the concert and record business, as evidenced by the attendance at both the Mini Pop Festival in Berlin and the Eurovision contest.

The revival started as a reaction to the "Sonic America" concert, which was considered a mockery of the cultural evolution of young countries lacking a literary and melodic tradition of their own. But while publishers are generally in sympathy with the intention, they see no reason why the protocol should sing out for an exercise in what one publisher described as "vicious charlatans."

Tom Ward of Southern Music, London, who attended the IPA congress, said: "Nobody is going to ask automatically why your products are free to developing countries. Why should publishers be singled out?" The protocol, he said, was obviously intended to aid those countries which had no copyrights of their own to exploit in the West.

Such countries were victims of a one-way traffic in royalty payments and not the reverse. They earn revenue of this kind. But (Continued on page 73)

UA's British Chief Rogers To Direct Liberty in U. K.

LONDON—United Artists' British subsidiary, United Artists (U.K.), has appointed an Englishman as manager of its British operation. The appointment follows the death of Robert Bennett, former U.S. president of UA, who died in a plane crash near London in November.

The new chief will oversee the financial and personnel activities of the company, which has been losing money since it began operations in January.

The new chief is already well known in the film industry, having been associated with UA for over 10 years. He recently served as director of operations for UA's newly formed London office, and will take over the reins on January 1, 1969.

Canadian Exhibition To Spotlight Music

TORONTO — Music will be a major feature of this year's Canadian National Exhibition in Toronto August 15-Sept. 2. The exhibition, which is one of the largest annual events in the world, will include a special section dedicated to the music industry, with exhibits of Canada's recording industry, Canadian musicians, and Canadian music products.

Douglas in U.K. For Setting Up London Office

LONDON — Alan Douglas, president of the Douglas International Corp. (DIC), New York, has announced plans to open a branch office in London to handle European operations of the company.

Douglas International-London will be supervised by British producers, Chris Stamp and Danny Hatherly, along with their firm's film, Track Records and Orsett (Vision) Ltd., have the

THE AUSTRALIAN RECORD CO., A CBS SUBSIDIARY, HOLDS A SPECIAL PREVIEW IN CONJUNCTION WITH UNITED ARTISTS PICTURES TO PROMOTE THE FILM AND SOUNDTRACK ALBUM OF "THE GRADUATE." LEFT TO RIGHT: DES STEEN, ABC PROMOTION MANAGER; AL FENTON, AND BARRY FRIEDMAN, ANNNOUNCER FOR THE AUSTRALIAN BROADCASTING COMMISSION.

JULY 13, 1968, BILLBOARD

CGN is the largest annual exhibition in the world, with attendance of 1,000,000 each year, and organizers of Time Being expect 250,000 young people to attend.

Recording artists scheduled to appear in evening performances at Time Being are Columbia's Moby Grape; Vanguard's Buddy Guy Blues Band; Asia's American Head; The Kingston Trio, from Toronto, recently signed by Warner Bros.; Seven Arts Capito's Staccatos; from Ottawa, The Guess Who, from Winnipeg, on the Nimhous label; The Lords of London, Toronto group on MGM, The Valentine Kelly Explosion. Each set will appear with a specially-designed light show on three screens, with a total area of 60 feet by 20 feet, above the stage. The 30,000 square foot area in front of the stage has a ceiling of colored lights controlled by a light organ.

The following local groups will appear: The Cat on the Apex label; Recs Records' The Raja; the Mansion (continued on page 73)

Other r&r material currently on the market is the Coral album of Buddy Holly's "Everlasting Hits," and the Liberty album "This Rock 'n' Roll" by various artists.

Side by side with the rock revival, the soul boom continues with five soul albums in the German 40 EP chart, including the locally produced "Nero's Soul Party" (Liberty) featuring German jazzman Klaus Wunderbar. German — speaking countries are also demonstrating a growing enthusiasm for quality songs with meaningful lyrics as performed by Tom Jones, Engelbert Humperdinck and Udo Jürgen; in this area, "What a Wonderful World," by Louis Armstrong, has made a strong impression in Germany. Black has made a German version, "Wunderbar ist die Welt," which has scored in the German and Austrian charts.

Electra has pursued the quality of the German music and has signed the Irish group Clanadonia, led by Eoin Kelly, as well as the English group The 1910 Fruitgums, led by Des Drohan.

The current appeal of strong melodic lines has been accentuated by the introduction to Germany of East European pop music, particularly the Bratislava Pop Festival, with such Czechoslovakian artists as Karel Gott and Josef Laufer leading the way. Other popular four-man groups are Freddy Quinn is enjoying success with "You Betcha Love Me," written by Des Drohan, with the twin mainstays of rock 'n' roll and quality ballads, "Don't Be Cruel." (Continued on page 73)
International News Reports

Electrola Plan Aids Germany To Olympics

COLOGNE — Electrola is participating on a non-profit basis in the 1968 Olympic Games in Munich.

The idea, conceived by German Daimler-Benz, is to release one album a year, starting immediately after the Olympic Games in each of which Electrola will purchase the Olympic rings on its sleeve.

The albums for 1968, 1970 and 1972 will be spoken-word albums and those for the other two years will contain classical material. The LPs will be sold at a specially reduced price and the profits from sales will be used exclusively for the benefit of German athletes and not to finance Olympic building in Munich.

Electrola distribution manager, Mr. Reiner Schatzer, for the company will select the best of its pop and classical acts for the albums which will be produced by Walter Haast. Each album will also have an imported song spoken in German, English, French, Italian and Russian by Gunther, her husband, wife, actress Bridgette Bardot.

Each disk sold will mean an additional donation to the Olympic fund and a certificated note containing his contribution.

Lorber in London On 6-Wk. Trip

LONDON — Alan Lorber, New York independent record producer, arrived last week on the scene to join a host of other European business trip which will take him to Italy, France and Spain.

He will meet with MGM representatives to discuss marketing policies of the films for the first Orpheus and Ultimate Spinach albums, also to be released in Europe shortly. He will also seek new talent to release through Lorber's label.

Lorber has just finished "Orpheus Ascending" and "Beloved and Sick," two new Orpheus and Ultimate Spinach albums, labeled "Rainbow," a Bobby Callender album issued by the CBS Parlophone Church album, all on MGM, as well as two albums by groups as yet unannounced.

M. HURST SIGNS DEAL WITH MGM

LONDON — Independent producer Mike Hurst has signed a multi-year production deal with MGM worth $700,000. The contract was concluded with MGM's managing director, Mel Collins, and Harold Davison.

Hurst will produce a minimum of four albums a year for MGM, but will also continue to produce for CBS. First release of Hurst productions on MGM's new Music Factory label is The Alan Bown and Chris Rayburn.

6 Teams Line Up for European Song Cup

BRUSSELS — Strong teams from Britain (last year's winners), Belgium, Holland, Italy, France and Germany will compete in the 10th European Cup at the Knokke-Le-Zoute Casino, Belgium, from Friday (13) to next Monday (16).

The contest, which last year launched Britain's Roger Whittaker on a run of successful albums in Belgium, will be televised for transmission of the Eurovision link.

The British entry this year includes: Alan Price, Wayne Fontana, Marcie Wilde, Frankie Brown and the two winners of the Huggin Green "Opportunity Knocks" TV talent contest: Brenda Marsh and Allan Davies. Other teams are: Belgium: Alan Chrystie, Lily Castel, Hugo Delias, Nicole Joy and Jacques Raymond.

France: Alain Barriere, Cecile Grandin, Jacques Jean, Martine Marie, Jean, Jacques and Jean-Claude Mai.

Holland: Ben Crummen, Fleur Colombe, Franck Franken, Manu and Susie Saby.

Italy: Riccardo Del Turco, Pippo Marchesini, Catia, Renato Pulcini, and Dori Ghezzi.

West Germany: Alexandra, Alex, Heide Franke, Peter and Uli Wiesner.

The contest is today: July 12: Italy vs. Belgium; July 14: Britain vs. France; July 16: Germany vs. Italy; July 17: France vs. Holland.

The final will be held on July 18.

'Soul' Deejays of Holland Spearhead R&B, Soul Boom

AMSTERDAM — The current boom in rhythm and blues and soul music recorded in Holland is due to a large extent to the national entry in the "Congress on this type of music by soul-oriented disk jockeys.

A feature in this field has been Harry Knipschild, producer for Radio Veronica's special R&B show and who began airing soul sounds two years ago.

When Knipschild became publicity chief for Irama he stepped up the importation of American rhythm and blues records and appearances and concerts, including Ike and Tina Turner and B. B. King.

The promotion has tied in with Irama's exploitation of the Kent label, sold in Europe as "Jive Sound" and of artists like Little Richard, Z. Z. Top, Lowell Fulson and others.

Irama's latest entry is their own label, which is also importing recordings from the American label, the popular Delmark label, featuring such artists as John Eisie, Junior Wells, The Crusaders, Nk Richt, Big Joe Williams and Roosevelt Sykes.

In addition, Irama recently acquired rights of the British label, Soul City, and is producing material by such artists as Davy Jones and Shirley Bassey.

EMI Still Leading Charts—CBS, MCA in Strong Bids

LONDON — Analysis of the second quarter singles and album charts in the records in Record Retailer shows EMI still holding a clear lead in both channels with a substantial margin in the rating of CBS, and strong showings from RCA among the independent companies, with Disney, MGM and RCA creating the most independent album action.

Philips ranked second among singles, with nights followers followed by CBS, Decca, Pye and Polydor. Decca took second among albums, manufacturers, followed by Decca, then CBS, Philips and Pye.

Chart action of licensed products, reaching these manufacturer markups.

With singles, CBS was the top-selling label, followed by EMI's Columbia.

With albums, Pye was the leading independent label for album movement followed by MGM. On June figures, RCA took third slot and again reached the top if it had been independent for the full year; CBS took fourth independent album position.

"John Wesley Harding" (CBS) was released in the quarter and Louis Armstrong's "What a Wonderful World" (EMI's BMV label) was top single.

Canadian Exhibition To Spotlight Music

Canadian, Canada, Canada, Canada.

'Congratulations the Top EMI Seller in Scandinavia

STOCKHOLM — Biggest EMI sales for four years, so far this year has been the British Eurovision entry, "Congratulations," sung by Bobby George, which has achieved 70,000 sales in Sweden, 40,000 in Norway and 25,000 in Denmark.

This was revealed at the annual spring Scandinavian representation of EMI. During the convention, plans to strengthen co-operation between Scandinavian companies in the fields of production, promotion and advertising, and winter relations were discussed.

Since the last convention, it was reported, the EMI companies had taken over Scandinavian representation of the Command and Grand Award labels, both in the ABC group.

From The Music Capital of the World

ChicagO

Your Father's Mustache was recently awarded the Grammy Award for best music entertainment program in support of its 15th-anniversary "Publicity Club." Chicago's Ninth Annual Awards Program recognized outstanding achievement in popular radio advertising.

The Chicago Chapter of the National Association of (NATR) held its 1968 Soo-In (Show/Donut) at the New Century Ballroom.

The show featured Jerry Butler, Jean Walls, Marka Jones and the Belles, the Groups Illuminated, the "Growin' Concerns"

(Continued on page 74)

Work Hunter in Mexico Assignment

MEXICO CITY—Composer Joe Huntley is in Mexico for three weeks to write a composition based on Mexican folk music.

Huntley is aided by American folklorist Gertrude Lee, and Mexican violinist Parrico Cervantes, who together hope to produce a musical for Broadway.

Huntley has composed the musical "Tambourines to Glory," and the" song "Iiome, Iiome, Iiome on My Window," and "Calico Road."

R&R Revue

Continued from page 72

...ult, one of the biggest Ger- ritsen, was given a new contract by that of boy Dutch singer Henkie (Ariola) who has had two chart hits in the Netherlands and sold millions in other countries, for his recent work, "Sola niest wohl nicht", and white singer Henkie will go on tour in South America.

Ariola will shortly present Henkie with a gold disk honoring his million sales.
appearing at the Electric Theater during the Fourth of July week-
end, has been moved to July 22. This year's July 4 concert is
scheduled to open at the Old Orchard Beach Music Basin.

On July 29, the American Legion Post 147 of Southfield will
host a concert at 8 p.m. in the Civic Auditorium of the
Southfield High School. The featured artists will be the
Michigan Symphony Orchestra Tuesday (27).

Morgan, Roy Leonard of WCN, Ted Weiser of WIBM, Rod
Locks and singers Jody Berry and Jesse Lapel were among the
guest celebrities who appeared at the American Legion Post 4
Entertainment on Wednesday.

Mars, an unknown band with the Minneapolis Symphony
Orchestra Tuesday (27).

Franklyn MacCormack, host of the "On the Town in
Nice" program on WQMI, will present a special broadcast on
the occasion of the 80th birthday of the British actress
Nancy Ames, who has been named Queen of the British
Orchestra in London.

Kelly's. The WEND Radio invited a group of members of the
record industry to a party July 1 at Conomo Point.

Members of the WEND Radio invited a group of members of the
record industry to a party July 1 at Conomo Point.

The band's return to the stage is scheduled for Aug. 23-Sept. 2
in Las Vegas. The band will be accompanied by the Las Vegas
Wells. The band's first album, "Champs, Moe, Neu, and
Micheline" is expected to be released in August.

Following its successful appearance in the Montreux Jazz
Festival last week, the Jim Dolan Quartet has been invited to
appear in the Jazz Festival in Nice in September. Tributes to the
late Sea, Robert Kennedy have been published in the New

The British government has moved its offices to 1500 N.
LaSalle St.

Bobbie Gentry plays Caesar Palace, Las Vegas for the first
time, this weekend and next weekend.

Barbara Streisand, Herb Alpert, The Carpenters and
cowboys Bill and Reba will be at the Hollywood Bowl for the
Leadership Foundation benefit July 17.

Judy Collins will be at the Embarcadero in San Francisco.

The album's release has been delayed until later.

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**SWITZERLAND**

- **Continued from page 72**

while appreciating their predicament, publishers were united in the support to oppose the ratification of the protocol because, in the word of the communiqué, it would hamper member countries "to deliver up their musical heritage to ruinous exploitation.

The IPA resolution urged that efforts be made to conclude bilateral agreements with developing countries and that all expressions considered to be copyright material by the Berne Convention should be preserved.

**Douglas in U.K.**

- **Continued from page 72**

rights to produce from Douglas International material tailored exclusively for the British market, and to sublicense records, books, film and television product to British distributors.

Product produced in London will go under the Douglas International logo. Another aspect of the agreement is that for Stamp and Halperin to provide British material suitable for repackageing for the U.S. market.

**CED Moves Office**

- **PARIS** — La Compagnie Européenne du Disque (CED), the parent company that owns the Arion, Jarg and Riviera, will move to the offices of its subsidiary EMI in Paris, to CMF, Palmarès, Amauro, EMI, Chess, Checkor, Argo, Cadet, Sax, Tonino and Vanda in France, has left its headquarters in the Rue Geoffroy Marie, near the Folies Bergères, to move to more modern premises in Nelly. CED is now located at 19 Rue Soyer, Neufville-sur- Seine, Zone: 92.
2 Soul Hits On Atlantic!

The Soul Clan
Solomon Burke • Arthur Conley • Don Covay
• Ben E. King • Joe Tex

"Soul Meeting"

Clarence Carter
"Slip Away"

Atlantic 2530
Produced by Don Covay

Atlantic 2508
Produced by Rick Hall

Atlantic
Maurice Jarré has fashioned another fine score, and the theme has a sweep and grandeur that could make it strong single material. If the film doesn't amount to anything at all, this could be an important track.

This is one of Valda's most potent album offerings, including her new single "With You In Mind." Her somewhat subdued presence on the album is unusual, as her performance of "There Is A Woman" is charmingly understated. This album offers an easy listen and a welcome change of pace in a swapping "Preacher's Love." Should stand in sales.

Dowdian offers a special magic, and this album is unique, as his performance of "Here's My Life" is both bluesy and soulful. His voice, along with his harmonica, gives an almost spiritual quality to the album. This is a winner as far as the "Do You Know The Way To San Jose?"

Evanov possesses a special magic, and this album is unique, as his performance of "There Is A Woman" is charmingly understated. This album offers an easy listen and a welcome change of pace in a swapping "Preacher's Love." Should stand in sales.

This LP is a gem, and the album is unique, as his performance of "Here's My Life" is both bluesy and soulful. His voice, along with his harmonica, gives an almost spiritual quality to the album. This is a winner as far as the "Do You Know The Way To San Jose?"

Another fine offering by an outstanding musical group. Progressive rock is their forte, and this album offers a delightful change of pace. Should stand in sales and a winner in a swapping "Preacher's Love." Should stand in sales.

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Stereo Disk $$ Hold In Inflationary Trend

- Continued from page 1

March 1968 period (following the monaural price increase) marked the sharpest drop in stereo prices, with the Index falling one point. Other recreational costs, such as indoor and drive-in movie admissions and bowling and golf fees continue upward. All statistics include local sales taxes, which are rising in many cities across the nation.

The relative price stability of stereo disks in the light of a rapidly rising economy has spurred the market for higher priced disks, according to a study undertaken by Billboard’s Record Market Research Division. The RMR figures show that for all store sales, both non-rack and rack-serviced outlets, $21.40 of every $100 in disk sales are for records costing above the standard stereo list price of $4.79. This compared with $18 for the similar sales period in 1967.

Higher priced merchandise is also reflected on the Top LP’s chart. This week’s listing, 11 of the top 64 albums are listed at $5.79. One additional LP carries a $6.79 list.

Gold Reshaping Col.’s A&R With ‘Teammanship’ Accent

- Continued from page 1

buildup of his ad department so that there would be no area of music that couldn’t be handled by some member of his staff.

In addition, one producer often calls on another producer in the department to handle the arrangements for one of his recording sessions.

Gold’s New York producing staff now includes producer, Al Kooper, Dave Rubenstein, Tom Macaroni, John Hammond, and Wally Gold. Also in New York is Tom Shepard, who handles original Broadway east albums. In Los Angeles, Gold has Jerry Fuller, Gary Usher and Sonny Knight. And in Nashville, he has Billy Sherill, Frank Jones and George Ritchie. Gold also works closely with Bob Mersey and the former Columbia staff who are now independent producers.

Despite the all-purpose ad staff, Gold feels that Columbia should remain wide open to the possibility of any number of arrangements. There’s too much happening around the world for us to ignore the work of independent producers,” says Gold. The department’s master purchasing is under the direction of Eddie Mathieu and his aide, Bob Devere.

A&M Seeks New Selling Concepts

LOS ANGELES — The growth of A&M has resulted in greater demands placed on its merchandising efforts, reports general manager Gil Friessen. At present utilizing Ed Rosenblatt in a number of roles, including development of sales stimulators, the label is looking for additional merchandising help.

Friessen says the label may look to the food industry to find people with fresh merchandising ideas, if troubleshooters with new ideas are not found.

A&M’s need for merchandisers is based on its expanding artist commitments, including working with outside producers.

Niles Swings To Texas to Tap Rock Act

NEW YORK — Duke Niles, New York music publisher, has spread out into the West Texas area. Niles recently produced an LP featuring a West Texas rock band known as Willie the Red Rubber Band. The group is led by a singer - guitarist - writer Willie Robertson. Niles handled the entire production, including record mixes.

The mark this initial venture of Niles’ newly formed DN Productions.

Niles is setting up further deals for other artists in that territory. Also included in Niles’ plans will be foreign-produced records, nutcrackers, record albums, panoramas, etc.

In addition to record production, Niles is also actively engaged with the Rayven, Paris and Showmen Songs music publishing firms.

Grande’s Latin Talent Search

NEW YORK — Grande Records is launching a talent drive in the Latin American market. According to Joseph Artiand, president, Grande will open its doors to all Latin composers, musicians and vocalists.

The artists have already been signed, according to executive Vice-President Marvin Gray - composer - bandleader Johnny Zanot and the Latin Repertory Co. (LRC). The LRC will be released on record Wednesday (17). Grande’s offices are located at 50 West 77 Street.

N. Y. Sound Search

- Continued from page 4

PAYING A FLYING VISIT to London to record a TV show with Bobbie Gentry, U. S. Grammy Award winner Glen Campbell, the Nashville No. 1 man, will appear on the balcony of London’s Carlton Tower Hotel, with Ember executive secretary, Wally R. Green (left). Campbell is the main attraction, appearing on the ‘Tonight’ show. He is appearing in his two-hour TV variety show, ‘The Glen Campbell Show,’ which has been broadcast to over 200 countries.

(continued)

Executive Turntable

- Continued from page 6

his U. S. Army tour, he was musical director for Camp Kliner, N. J. He also worked as a recording artist with Coral and Decca.

Col Siles has joined Morty Wax Promotions as an account executive in the record promotion department. Prior to joining Wax, he was a promotion representative for the Beta Distributors. Siles will report to Barry A. Fiedel, general manager of the firm’s record promotion department.

Carol Peters, formerly with Amática, has been named director of Tegrammatic of London office. She will coordinate music publishing and record functions in Europe through the label’s licensees. Jack Bridges has been appointed administrative assistant at Liberty Records Distributing, Los Angeles.

‘Cool It’ Picking Up Steam

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said to be the first fully conceived, produced, and presented by members of Boston’s black community. It is an outgrowth of community meetings which explore the best methods for increasing employment opportunities for Negros in the community.

Support Commission

The National Association

Bagatelle to Play Song in Movie

NEW YORK — The Bagatelle, nine-man rock group, have been set to record two songs for the title song of AllanGitler’s film fantasy, “Paradise to Paradise.” The Bagatelle will be filmed in a discotheque.

Floyd L. Peterson, the film’s producer, is discussing recording plans with Tom Wilson and Mark Joseph, producer and manager, respectively, of the Bagatelle, whose first album for ABC Records, “The Bagatelle: 11 p.m. Saturday,” was released last week.

The song, written by Allan Gitler, features a dance rhythm with a film by pianist Bob Dorough in a cocktail lounge setting.

Sayres Does Talk Show for BBC

NASHVILLE — Pete Sayres, British-born TV personality, will conduct taped interviews for production called “Meeting Meets Folk,” a program heard each Saturday afternoon on BBC, London.

Sayres, who just returned from a visit to his native country, is the host of the BBC’s man in Nashville,” he said. One of Sayres’ first interviews was with Johnny Cash, who had just returned from an extensive tour of Europe. The meet and greet included Perter Wagoner, Hank Snow, Ernest Tubbs and Roy Acuff.

The station is also airing editorials by civil rights leaders, local and state government officials. “Mrs. Anita Jones, the narrator of our two-hour talk show on Sundays, has featured both militant and moderate civil rights leaders to give their viewpoints on racial problems,” Row- said. “The listeners, in return, have also entered into a healthy debate.”

The station has also recently been accepted in the national recreation department and sponsored a basketball clinic with participation by the Seattle SuperSonics and Walt Chamberlain.

One of the series on TV that’s currently creating a lot of talk is “CBS:TV:’ Of Black and White.” It is based on the first show Tuesday (2), which made it into the top ten in the initial ratings toward the Negro in America. The Tuesday (9) show offers a backgrounds story of the Negro in America. The Tuesday (9) show offers a backgrounds story of the Negro in America. The Tuesday (9) show offers a backgrounds story of the Negro in America. The Tuesday (9) show offers a backgrounds story of the Negro in America.

The civil rights movement in America is the subject of the 24-hour program. This is the latest article in a series whose purpose is to arouse broadcasters to take the cue and enter into the discussion better relationship between the white and the black communities.

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

DUSTY SPRINGFIELD celebrates her joining Atlantic Records at a recent press reception at New York’s Hotel Plaza with Reeshi Ertegun, left, and Jerry Wester, label’s vice-presidents.

JulY 13, 1968, BILLBOARD
ENDS & ODDS

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

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