Barclay Invading U. S.—Sets Office & Inks Acts

By CLAIRE HALL

NEW YORK — Barclay Records, one of the major record companies in France, is establishing a United States office here in September, and will be producing U. S. artists for release not only in the States but around the world. The Barclay Records label will be introduced here at some future date.

Eddie Barclay, president of the far-flung record and publishing operation, has appointed Jean E. Fernandez as head of the new office. Fernandez has been personal assistant to the president for the past year; previously to that, he was chief of ad for Barclay Records and its companion label Riviera.

Barclay announced also that he would soon be establishing offices in Germany and in England. The firm, headquartered in Paris, has offices in Brussels, managed by V. Brel; Italy, managed by J. P. Simontouch; Canada, managed by John Williams; Spain, managed by Alain Million; and Netherlands (Barclay-Nederland), managed by B. R. Maassen.

Label in U. S.

Fernandez said that he eventually plans to establish the Barclay Records label here in the U. S. However, the major drive of the new operation at first will be signing and producing artists for release around the world, buying masters for release globally, and establishing stronger relations with American labels. Barclay and Riviera programs are already being sold here.

(Continued on page 72)

Pocketdisc Seeks RIAA Standard

By PAUL ACKERMAN

NEW YORK — The American Corp., which will introduce its new 49-cent Pocketdisc in the Pacific Northwest territory Sept. 15, has called upon the Record Industry Association of America (RIAA) to recommend a playback speed for the new configuration. Pocketdisc’s plans are currently based on the 33.3-speed. In view of the fact that a similar four-inch plastic vinyl record has been introduced with a 45-r.p.m. speed, Americom feels it is in the best interests of the industry—from manufacturer to consumer—to decide on one speed. In its letter to the RIAA, Americom President Fred Hyman notes that the development of the Pocketdisc system beginning in 1962, the company has been anxious to allow the industry the privilege of determining “a most important feature of the configuration.”

The letter adds:

“We, and the many and varied companies which have assisted us in bringing the project this far, are most concerned with assuring all participants in our marketing and, ultimately, the consumer, with the most advantageous, long-term features.

“Our market introduction program is highly organized so as to develop the most complete information of the impact of the configuration in the low-priced.

(Continued on page 74)

Omega Buys Mellin U. S. Firms

By AARON STERNFIELD

NEW YORK—Omega Equities has bought the U. S. publishing operations of Robert Mellin for a reported $2 million. Omega, a holding company headed by Jerry M. Tenney, has been on an acquisition kick since Tenney took over the company last October. It recently bought National Technology and Western Technology, two West Coast printed-circuit companies, and Raltek, a European manufacturer which grossed $16 million in its last fiscal year.

The reported deal does not affect Mellin’s extensive European operations, mainly film scores. Mellin, who entered the publishing business in 1947, has the following firms in the U. S.: Robert Mellin, Inc. (BMI); Mellin, Inc. (BMI); Algonquin.

(Continued on page 74)

Sire to Record Memphis Fest

NEW YORK—Sire Records’ managing director Seymour Stein has wrapped up a deal with the Memphis Country Blues Society to record and release on the Sire label the entire live blues festival scheduled to be held Saturday (20) at Overton Park in Memphis. Artists who are to appear include Bukka White, Furry Lewis, Nathan Beauregard, Joe Callicott and Robert Wilkins, along with other fabled performers.

(Continued on page 74)

Negro Promoters Form Bias-Breaking ‘Brigade’

By MIKE GROSS

NEW YORK—The National Alliance of Producers and Promoters (NAPP) has been formed by top Negro producers and promoters from more than 75 cities in the U. S. to end discrimination in the field. Teddy Powell, producer of the Randall’s Island Jazz Festival, is the organization’s president.

In pointing out the need for the organization, Powell said, “Every black promoter throughout this nation has suffered the loss of the services of most black entertainers after they have reached the top of the economic ladder. This occurs in spite of the fact that promoters often undergo tremendous financial losses helping the same acts during the early stages of their careers.

NAPP will take immediate steps to contact all black artists, their managers, and booking agents in order to find a solution for their problems. ‘We feel that we have been discriminated against,’ Powell said.

“We will play an act for years and suddenly they’ve arrived at the top and we stop getting calls from them. They go to white promoters instead, because it seems that the managers of some acts feel that a black

(Continued on page 74)
MICKEY NEWBURY IS NOW!

This great new star, reflecting on the mirrors of the mind, captures the vibrations and total awareness of today on his first Victor single.
The Need for Speed

The Americo Corp.'s upcoming introduction of the 49-cent Pockendisc is the most exciting attempt in many years to broaden the base of the singles record business. The test in the Pacific Northwest is being carefully planned and a block of key labels are riding along with the venture.

Much hinges upon the outcome. Therefore, we urge that the Record Industry of America act promptly upon the request by Americo that a speed be recommended for the new configuration (see story on Page 1).

The advantages of a decision by the RIAA are obvious.

Adoption of one speed for this configuration will in the long run benefit manufacturing, publishing, and industry segments, including the consumer—yes, the kid with the coins in his pocket.

Time is of the essence.

Weiser Heads Para.

Music's Europe Arm

LOS ANGELES—Paramount Pictures music division is strengthening its overseas position and increasing its commitment to Europe. Arnold D. Burk, Paramount Pictures vice-president in charge of music operations, reports that Paramount will open a consolidated London office for Det, Stax, Volt, Acta, Stebro, and Hip labels.

Norton Weiser, formerly with United Artists as vice-president and manager of West Coast operations of the labels and record divisions, has been appointed director of European operations.

The London office will coordinate the activities of the record companies in the U.S. and distributors and the music publishing companies in Europe. Weiser will also act as liaison for motion picture and TV production and exploitation.

Responsibilities of the overseas operation also include distribution of records on the Det, Stax, Volt, Acta, Stebro, and Hip labels, arrangements with publishing companies in partnership with Chappell as well as sub-publishing arrangements covering Famous Music, Paramount Music, Fast Publishing, Ensign Music and Brun Milk Music.

The music aspects of Paramount Pictures' European production and distribution will be coordinated at the London headquarters.

J. Schoenbaum

Heads Afl.'s

Talent Dept.

NEW YORK—Atlantic Rec.

program is putting on the formation of a record label to be known as SGC. Columbia-Screen Gems will create and develop product for SGC, and Atlantic, through its A
to division, will manufacture and market the product.

The deal, which ties the Co-

umbia-Picture-Screen Gems cor-

porate to Atlantic for the first
time, was arranged by Ahmet Ertegun, president of Atlantic Lester Sill, vice-president and general manager of the record division of Screen Gems-Colum-

bria, and Emil LaVida, vice-

president and general manager of

of the music division of Screen Gems-Columbia. The arrangement marks Screen Gems-Co-

lumbia's drift away from RCA with whom it has a manufactur-

ing and distribution arrangement for its Colgems label on which the Monkees have scored solidly for the past several years.

Last year Atlantic was pur-

chased by Warner Bros.-Seven Arts, a division of the company. The first set to be launched on the SGC label will be Nazz, a group from Phila-

delphia. The group's debut sing-

al and album are due for in-

(Continued on page 12)

Ruffin Leaves

Temptations—

Will Do Solo

NEW YORK—David Ruffin, former lead singer with the Temptations, has announced that he will pursue a solo career. Dennis Edwards also replaced Ruffin starting on the recent Valley Forge Music Fair, near Philadelphia.

In another development, one of Motown's top recording and in-person activities, will appear at the Wollman Rink in central park, beginning Monday (15), and then move to the Montreal, July 17.

The band often held meetings with the national meetings will be led by John Gallagher, vice-president in charge of MCA's Marketing and Leisure Time Division and Sydney Goldberg, Decca's vice-president in charge of national sales.

Col. in Coast Attack

Vs Cartridge Piracy

NEW YORK—Columbia Records is rolling out a full-scale legal campaign in the West Coast to put an end to the illegal pirating and selling of the company's product by unauthorized cartridge tape duplicators.

Last week, Columbia filed a lawsuit in the California Superior Court against 50 defendants charged with unfair competition and unjust enrichment.

The Columbia action, in addition to seeking an injunction to stop damages and accounting, also seeks an injunction to bring an immediate stop to all tape car-

tridge piracy.

In coordinating the start of this legal action, Clive J. Davis, president of Columbia Records, has been directed to stamp out illegal dup-

lication and marketing of our product. We urge that we proactively investigate all instances of unauthorized use of our product and will act accordingly.

Our investigation, in Cartridge and in recording and as additional viola-
tors of our rights are identified they will be added to our lawsuit.

These practices are not only not proper, they are going to be unnecessary, but, just as important, deprive artists, publishers and unions of their rightful income and car-

tridge duplication puts into the hands of the consumer an in-

ferior product which constitutes a disservice to creative talents.


JULY 20, 1968, BILLBOARD 3
**Mercy Fall Program Will Hit Road Aug. 16**

CHICAGO — Mercy Record Corp.'s product managers will play the new album programs on the road Aug. 15 for convenience and greater exposure of product.

**Registration Strong To NARM Meeting**

NEW YORK — The National Association of Record Merchandisers reports that initial reaction to its advance registration mailing for this midyear tape meeting has been unusually strong. This year's meeting at the Continental Plaza Hotel in Chicago, Sept. 3-5, marks the 30th anniversary of the tape cartridge division. Previously, the midyear meetings were held on the industry's record label.

A large number of both regular and associate members are reported to have filed early registration forms. Both business sessions and personal-to-person meetings will be included in the agenda.

**Stanley Mills Exits Marks—To Set Up 2 Publishing Cos.**

NEW YORK — Stanley Mills is leaving his general professional manager's post at E. B. Marks Music to set up his own publishing firm. The firm will be called Songwriter Music (SMAP) and Galahad Music (BMM). Mills has blueprinted an operation similar to his previous label, MPS Music.
Once upon a time, "Little Green Apples" was just one of eleven pop-country tunes in Gentle on My Mind—the newest Patti Page LP.

As the album was played, the song was heard and liked. "Little Green Apples" took off on its own and to date is one of the most frequently played cuts Easy Listener's ever heard. As the single grows, so grows the album from which it comes. And vice versa.

"Little Green Apples" and "Gentle on My Mind"—Both by Patti Page.

On Columbia Records®
Venture to Broaden Sights

LOS ANGELES—Seven-month-old Venture Records will seek a broad music base, rather than an exclusively rhythm and blues image. The company has few pop acts on its roster and, as principals, is steering clear of vocal and instrumental performers.

Grier’s ‘People’ To Go To RFK Fund

NEW YORK—Some of the profits of “People Make the World,” by Rosey Grier on Bell Records, will go to a foundation now being created in the name of Sen. Robert F. Kennedy, according to Bell president Larry Utzil. The new stipend is being backed by a promotion drive which includes a tour by Grier.

‘Message Rocks’ Busts Out Industry Getting Message—

By CLAUDE HALL

NEW YORK—Through rock ’n’ roll songs and records, record companies are making an important contribution to the over- all bettering of racial relations and human understanding. This was strongly emphasized last week when the United Presby- terian Church of New York announced the Records to produce a rock ’n’ roll single and an album by the Astralae and Wheel, and a single by the Rascals on Atlantic Records leaned on the chart.

Robert Wogan, vice-president, programs for NBC Radio Network, said that on July 17 of the last week put the new Spunky and Our Gang record of “Give a Damn” on the weekend show, thus bringing the message single across the country and finally to the nation. The single was presented as a public service for New York City’s “Give a Damn” campaign to help young people in the ghetto. The campaign is a project of Mayor John Lindsay. Only New York radio stations were served, although other stations across the country responded by obtaining copies and have begun to play it. The Rascals’ record of “People Got The Wrong Idea” is another functional breakthrough, and hit Bill- board’s Hot 100 Chart at No. 66 after six weeks. The success of the message, Rascal’s management had worried that the record might not attract the teen buyer; the record was presented as a public service on the group’s and Bernstein’s concern with human relations.

The United Presbyterian Church has invested $8,710.33 in its record company, hoping that religion and understanding will be enhanced.


PHILADELPHIA—Henry Willson Worldwide Management, Inc., a talent agency with an independent record company and a publishing firm, has been formed here.

Principals are Willson, for- merly vice-president in charge of Atlantic’s promotion and Ad Ventures Studios and Creative Manage- ment, and Joseph F. Levine, Simon, Anthony A. Martino, executive vice- president, and Douglas B. King Jr., former Beyrer, vice- president.

The production company, Zing Records, released in the pew- wood, has signed one group, the House of the Sun, and the publishing firm is being formed.

Executive Tumble

Fred Willmot has been promoted to vice-president and managing director of Columbia Records of Canada, Ltd., succeeding Robert R. Hope, who retired recently upon reaching the legal age of 65. Willmot has been associated with Columbia Records Division of CBS as Midwest district sales manager in 1953. He was transferred to Canada in 1959, became district manager of sales and distribution in 1964, and was promoted to vice-president for sales and new product manufacturing. He succeeded Sunray Records of Chesapeake, Va., as national promotion manager.

He will continue as a writer with Fifer Music, which will work with Sunray.

Joseph L. Levine has been appointed general agent for ABC Records, Levine, who comes to ABC after two years as director of promotion and records, will be responsible for ABC Records’ entire legal department, including negotiations and acquisitions involving all ABC’s labels. Before joining CBS, Levine was in private practice 10 years, concentrating on the concert a key feature. Rock says key that “J.B.” “At the Drop of a Hat,” and “Big Fish, Little Fish.”

George Rose has been appointed Southern California promotion representative for Dot Records. . . . Russ Shaw, formerly with Record Merchandising Distributors, has been appointed the promotion department of Warner Bros.-Seven Arts Records.

Roger Stone is the new professional manager of Herb Ber- nstein’s publishing firms, Jiffy Music and Ellerton Music, Stone, who previously had been affiliated with Hill & Range, was road man-ager of the Hoppener.

Bob Britton, professional manager with Southern Music, London, since 1961, has been appointed general manager. In his new capacity, Britton will be responsible for the production and acquisition of new copyrights. Southern’s exploitation department is now being run by Bix Palmer.

Ray Fornia, formerly with Hanley Sound, Medford, Mass., is forming his own company, Ray-Craft Distributors, for the distribution of records, and has started a recording studio for the San Francisco area.

Bernard Drayton has joined Herman Edel Associates in a production and sales capacity. In his new berth, Drayton will travel the U. S. and Canada, visiting and working with agencies who act as agents for his firm, which creates and produces original music for TV and radio commercials. Drayton, who has been associated with “Candid Camera,” NBC’s “White Paper,” and “My Three Sons” network TV shows, also has worked in recording, sound engineering and ad with Trini Lopez, James Brown, Lou Rawls, Robert Goulet and Hugh Masakela.

(Continued on page 12)

ABC Acquires Distrib in Ga.

ATLANTA—ABC Records has acquired L and F Record Service of Columbus, Ga., which will remain as vice-presi- dent and general manager of L and F Records. The acquisition was reached by Gildart and Larry Newson, vice-presiden- t of ABC Records. L and F will remain under its present management, with President D. E. Fincher agreeing to remain as vice-president.

The acquisition further ex- tends ABC’s operations into the record rack distribution field. ABC has been the New Deal Record Service, Billings Distributing Co. and Consolidat- ed Distributors, Inc.

K-K Circus in Tour Delay for 2 Rock Acts

NEW YORK—Buddah Records’ Kasenetz-Katz Singing Orches- tral Circus has changed the starting date of its An- gola summer tour from Wednes- day, July 26, to Friday, July 28, to accommodate the Music Explo- sion and the Ohio Express.

The group is composed of the label’s feature acts and several new groups, will travel first from New York to Canada and then 17 cities before swingings West. The group’s new manager and tour manager includes the 19 Fris- ton Company, the J.C. Wat- ting Company, the 1986 Musical Marching Zoo, the Long, Garcia Music Bus and the St. Louis Musical Marching Band.

The K-K tour recital has been recorded by Buddah on an “Original Cast Album,” and features a single, “Down Tennessee.

Atl’s Huge Pitch On Uggams Disk


Miss Uggams is now in re-hearsal for her forthcoming Broadway musical, “Her First Date with the President.” The “Down Mountain” song was writ- ten by Bob Green, Ellie Green- wich and Jeff Barry.

RCA Kissing Out Equals’ Disk in U. S.

NEW YORK—RCA is kis- sing out the U. S. release of “Come Back,” by the Equals, which will not appear on any chart. The disk was originally issued in Britain about a year ago as a single and did not make the play side. After sales success in Germany, Belgium and the Netherlands, RCA has followed suit and flipped “Baby Come Back” to the top of the chart.

Tetramoromaton in Pact on Film Track

LOS ANGELES—Tetra- moromaton has acquired the soundtrack album rights to all British Lion Films produced by the Roisting Broth- ers. Initial album will be “The Girl Who Never Slept,” star- ing Marianne Faithful. The score is by Rex Reed.

JULY 20, 1968, BILLBOARD
ATLANTIC proudly announces the first release on COTILLION RECORDS

Otis Clay
with a soul-buster!

"SHE'S ABOUT A MOVER"

with a smash instrumental!

"THE CHAMP"

Distributed by:

ACTION RECORD DIST.
1622 Federal Boulevard
Denver, Colo.

ALL SOUTH DIST CORP.
1924 Lafayette Street
New Orleans, La.

APEX MARTIN
175 Clinton Place
Newark, N.J.

ARC DIST.
13415 Lyndon Avenue
Detroit 27, Mich.

BBK DIST.
129 N.W. 23rd Street
Oklahoma City, Okla.

BERTOS SALES CORP.
2214 W. Morehead Street
Charlotte, N.C.

BIG STATE DIST
1337 Chemical
Dallas, Texas

BIO-MUSIC
4901 Toscana Street
Los Angeles, Calif.

CALIFORNIA RECORD DIST.
2525 West Pl. Street
Los Angeles, Calif.

CAMPU$ REC. DISTR. CORP.
4004 No. 36th Avenue
Miami, Fla.

COMMERCIAL MUSIC CO.
2721 Pine Street
St. Louis, Mo.

EASTERN RECORD DIST.
380 Tolland Street
E. Hartford, Conn.

EMPIRE STATE RECORD DIST.
10-29 46th Road
L.I.C., New York

ENDISCO, INC.
2943 W. Fashion Avenue
Phoenix, Ariz.

ERIC OF HAWAI'I, INC.
2071 S. Beretania Street
Honolulu, Hawaii

FIDELITY ELECTRIC CO.
3301 Shishibou Avenue, N.W.
Seattle, Wash.

GOODWIN DISTRIBUTING CO.
1227 Spring Street, NW
Atlanta, Ga.

GOLD RECORD DIST.
1790 Main Street
Buffalo, N.Y.

H. R. BASFORD CO
800 Monrovia Street
San Francisco, Calif.

JAY KAY DIST. CO.
29-31 Irving Boulevard
Dallas, Texas

LIEBERMAN ENTERPRISES
8549 Penn Avenue, S.
Minneapolis, Minn.

MIDWEST DISTRIBUTING CO.
2150 Hamilton Avenue
Cleveland, Ohio

MUSIC SERVICE
316 6th Street, South
Great Falls, Montana

MUSIC SUPPLIERS, INC.
72 No. Beacon Street
Boston, Mass.

P.M. RECORDS, INC.
1704 Fifth Avenue
Pittsburgh, Pa.

RECORD SALES CORP.
311 Exchange Avenue
Memphis, Tenn.

SOUTHERN RECORD DIST.
P.O. Box 368
Nashville, Tenn.

TAYLOR ELECTRIC
4082 N. Port Washington Rd.
Los Angeles, Calif.

UNITED RECORD DIST.
1827 So. Michigan Avenue
Chicago, III.

JOSEPH M. ZAMOSKI CO.
1101 DeSales Road
Baltimore Md.

COTILLION RECORDS 1841 Broadway, New York, N.Y. 10023

Otis Clay

Cotillion 44001
produced by Rick Hall

Cotillion 44002
produced by Harry Palmer for Pama Records

"THE CHAMP"

produced by"
The "now generation" typifies the Warner Bros.-Seven Arts record operation. Presently celebrating its 10th anniversary, the Burbank, Calif.-based company is a modern, computerized, well-managed machine functioning with a flexibility allowing it to adapt to artistic trends. The growth of the company began when movieland mogul Jack L. Warner, has in many ways broadened the artistic scope of the recording company. From an early artist roster which included Connie Stevens and Tab Hunter, down to projects encompassing Bing Crosby, Fred Waring, and introducing stand-up comics Bob Newhart and Bill Cosby, Warner Bros. has produced a broad scope aimed at mass appeal.

Strong Ties
W-7's current "nowness" is typified by the strong ties it has with the new crop of serious pop musicians. In most instances, the exposure on the Warners and Reprise labels has launched many of those artists onto successful careers.

An awareness of youth and its musical moods, resulting in this association with the music of serious young America, not the teeney-bopper fraternity, foreshadows the key to W-7's tomorrow success story. "The new music is one we've been involved with are going to point the way to what is next in music," explains Warner Bros.-Seven Arts Records general manager Joe Smith. "It's our function to stay close to these people. We're still in Establishment, but we've managed to get a line of communication going with the young writers, artists and producers."

Communication with W-7's distributors handling the WB, Reprise and Loma lines, is of prime importance on another matter involving tomorrow's business. The interest in the form of audio/visual tape looms on the horizon, notes Joel Friedman, marketing vice-president. Record stores will sell these tapes for playing through home TV sets. "We have to make sure our distributors," Friedman says, "are ready for this new medium in terms of manpower and capitalization." In light of the growth of giant mass merchandising firms and the development of conglomerate companies, Friedman feels that independent distributors who have not grown sophisticatedly will be forced out of business.

4 Starters
Four of W-7's 27 distributors have represented the company since it was formed in March 1951, and the first product was released that September. They include A & L, Cinematic Commercial Music, St. Louis; Tell Music, Madison, Wis., and Goodwin Distributing, Atlanta.

In its 10 years, the company has had only two presidents, Jim Conkling, from 1958-1961 and John K. (Mike) Maitland, the present chief. From its first year when it grossed over $1 million, the operation has grown to a projected 1968 gross of nearly $30 million. This figure covers product from Reprise, purchased in September 1963, which brought the Frank Sinatra artist stable to the company. Last year Valiant Records and its publishing companies were added as was the creation of a company-owned branch in Canada, following the purchase of the parent movie studio by Seven Arts, Inc.

Internationally, W-7 has 40 licenses. "We assist their efforts, rather than police them," says international director Phil Rose. Assistance means developing programs which can be applied in the appropriate nations—a job which keeps Rose's status active as a world traveler. Rose represents all the Burbank companies which are staffed by their own producers.

These staffers, plus independent ad men, have accounted for best-selling product by Edd Byrnes, the Everly Brothers; Peter, Paul and Mary; Allan Sherman, the Association, Trini Lopez, Dean Martin, Frank and Nancy Sinatra, Bill Cosby, Joni Mitchell, for example.

On the management level, seven persons have been with the company 10 years: Gene Benson, order service manager; Stan Corney, creative services director; Lowell Frank, engineering director; Matt Gilligan, national operations manager; Walter Kierman, special accounting projects; Ed West, vice-president-treasurer, and Friedman.

W-7's affairs in New York are handled by Eastern operations director George Lee, whose office oversees the Loma rhythm and blues line.

Keeping a jump on trends has been a forte of Mo Ostin, Reprise's general manager, who came to the label after 13 years with Verve Records. Ostin was responsible for helping the W-7 subsidiary build its strong roster of contemporary names, ranging from Joni Mitchell to Arlo Guthrie to Joni Mitchell to David Blue. Despite this association with the "nown" music, Ostin continues persevering for material for such mainstream performers as Frank Sinatra, Sammy Davis, Trini Lopez and Don Ho.

Facing the challenges of the future, in the opinion of president Mike Maitland—a WB executive since 1961—involves discovering young people for production and performing roles. Maitland's "nowness" approach encompasses establishing a strong foothold in the college market as a potent sales outlet for product of a specialized, not general, nature. Specialization means any significant musical style. Music, Maitland believes, will be insolently married to visual forms. And as the record wing of a major film studio, the company stands in a good way to make the '70's a truly electronic decade of sight and sound.

W-7's executive team: Mike Maitland, Mo Ostin, Joe Smith, Joel Friedman. Ed West, George Lee, Lowell Frank and Phil Rose.
Leslie has a Big BIG HIT!

"RIVER DEEP MOUNTAIN HIGH"

Leslie Uggams

Atlantic 2524
produced by Leiber & Stoller

Atlantic
FCC Puts Broadcasters on Notice Vs. Bias; Urges Jobs for Negro

WASHINGTON — The FCC has warned the nation’s radio and TV broadcasters that it will keep close watch on racial discrimination in station employment. The Commission has made a strong appeal to broadcasters concern for “ease the national racial crisis” by hiring, training, and programming more minority commentators and editors—not just as token integration, but to give white Americans a truer understanding of the crisis and the possible remedial actions.

The Federal Communications Commission unanimously proposed rules to tighten broadcast compliance with the nation’s anti-discrimination laws, and administered criticism to the station employment Opportunity Commission (EEOC) for lack of help to the Justice Department.

The Equal Employment Opportunity Commission, the FCC said, covers all in interstate commerce who employ 25 or more people, and requires posted notice that hiring practices cannot discriminate against race, color, religion or sex. This would cover 90 to 90 percent of all TV stations, about 10 percent of radio, FCC says. But complaints against smaller stations can be covered by State laws in some States, and on fair employment in private individuals. The FCC can act on any station against any station on a basis of its broad “public interest” policy, and the requirement that stations “publicly” the needs of their communities.

Proposed Rules

The Commission’s proposed rules would require all broadcasters to keep in employee contract forms to remind applicants of their rights; and in all employment laws would submit regular EEO reporting forms at renewal time, to give the Commission a picture of employment practices in the industries. Smaller stations may also be asked to fill out a form.

Complaints of discriminatory hiring practices could cost a station a permanent or temporary license renewal, or a re-approval, if proved. In cases covered by the station’s equal employment laws, the FCC will forward complaints to EEOC and Justice, and maintain a file on stations not covered by federal or State or local law, FCC will investigate complaints about stations.

The recent FCC order resulted from a petition from the United Church of Christ, among others, who asked the FCC to ban license holding by anyone who did not hire in accordance with FCC rules. Thirty-five groups filed support of the petition, the only holdout being the National Association of Broadcasters. NAB said it withheld support because it hadn’t had a chance to propose procedures. Comments on the FCC’s proposed new rules in due by Sept. 9, and reply comments by Oct. 9, 1968.

Comment from all sources has been varied, ranging from support to sharp criticism of the FCC’s rules. The FCC says it is tightening broadcast media, or implying that U.S. broadcasting is not meeting the national challenge in the racial crisis.

FCC goes beyond the matter of station employment. It urges broadcasters to go further, to train and program more minorities in management, reporters, and particularly supervisory editors and commentators who can give the real picture on racial aspects of American life.

The rules do not apply to the National Advisory Commission report on Civil Disorders, the FCC says. It must make a copy to every broadcaster, along with its proposed rules.

RCA Registers
Peak Earnings in First Half

NEW YORK — The Radio Corporation of America (RCA) achieved a record in first-half earnings this year, according to Robert W. Saroff, the corporation’s president and chief executive officer, who also reported a 13 percent rise in second-quarter profits over a comparable period in 1967.

Net income for the six months ended June 30 rose $4.8 million to $63.5 million compared with $58.7 million for last year’s first half. Second-quarter earnings were $24.8 million, as compared with $22.2 million for the second half of 1967. (Continued on page 74)

Col’s Noonan Plans Special Seminars for Sales Confab

NEW YORK — Tom Noonan, Columbia Records director of national promotion, is setting up special seminars to be held during the upcoming week in Puerto Rico later this month. He’s been assisted by Ron Alexenburg, assistant director of national promotion; Jim Brown, national LP promotion manager; and Gene Ferguson, national country promotion manager.

Prior to the convention’s official opening Wednesday (24), Noonan will hold two seminars: the first, Tuesday (23), for Columbia and Delta regional promotion managers; the second on the following day for regional and local promotion managers, when Noonan will announce several newly formulated plans and policies involving promotion. The Wednesday program will also be the scene of Noonan’s announcement of the winner of Columbia’s “Merv Griffin Promotion of the Year” award, along with the contest run-up.

In addition to Noonan, Alexenburg, Brown and Ferguson, will be in attendance, who will speak at both seminars.

Burdon and Animals Move to W. Coast

LOS ANGELES—Eric Burdon and the Animals have moved their operations to Hollywood and are planning to move to Stax Records; the group’s new manager.

The West Coast operation includes publishing, promotion and publicity, and will be headed by the David Kevin Deverich & Associates banner at 8814 Sunset Boulevard.

JULY 20, 1968, BILLBOARD
"GRAZING IN THE GRASS"
UNI 55066
#1 SINGLE
NOW THE #1 SINGLE IN THE COUNTRY!

"THE PROMISE OF A FUTURE"
UNI 73028
SOON TO BE THE #1 ALBUM IN THE COUNTRY!

IT'S HAPPENING AT MN
UNIVERSAL CITY RECORDS - A DIVISION OF MCA INC.
Col.-SG, Atlantic Form SGC; Nazz To Be Debut New Group on Label

- Continued from page 3

write their own material which will be recorded by the SGC Guitars—Scotch Pegs, a BMI affiliate. In the group, the singer-guitarist is Carson Van Osten, bass; Thom Moorey, drummer; and Sherry, lead vocalist and pianist-organist. The group is represented by John Kurland Associates, a management-public relations firm that has been involved with such attractions as the Mamas and the Papas, Bobby Gentry, Glen Campbell, and Chris Crosby, among others.

According to the plans announced by the principals of the SGC label, all artists and product categories released under this association will be involved with carefully selected and hand-picked, and each will be backed by the hits by the entire promotional, advance and Pres. long form merchandising resources of both Atlantic and Screen Gems-Coastal Records, Inc.

In addition to the contemporary market, from which several artists have already sold consideration, SGC will draw its repertoire from television theme songs and film scores through Columbia Pictures. Broadway is another possibility because of the stable of young writers under contract to the Screen Gems-Columbia Music Division. It is expected that the SGC label will be involved in all aspects of the pop record market.

Copyright Register Mends

WASHINGTON — Register of Copyrights Abraham L. Kaminstein is making a good recovery from a mild coronary thrombosis and will be back on the job in three weeks. The Register is convalescing at his home after three weeks of hospitalization. He expects to be back on his overworked job by the time Congress is again confronted with the job of revising the copyright law, over-all, or piecemeal. Copyright Office spokesmen report.

Because there has been a bill in copyright activity, as the Copyright Extension bill moves slowly toward the crisis of a House floor vote, many people are ordinarily in closer touch with the Register did not know of his illness. Seventy-five governors,

5 Cap. Salesmen

To $10 Mil. in Sales

LOS ANGELES—Five Capital salesmen have been hauger for selling more than $10 mil. worth of product. Named top salesmen are Anthony Cassero and Charles Good, both of New York, San Gagnoni and John Sammartine of Philadelphia, Paul Goetz of Minneapolis and Harold Newman of Oakland. Mostone also won the presi- dent’s award for best over-all performance.

Stevens Quits Station WMCA

NEW YORK — Gary Stevens, the evening deejay at WMCA, one of the nation’s leading rock ‘n roll stations, has resigned, effective Sept. 15. Stevens took the Camden, N.J. station under new management—Interprogram—and will headquarter in Geneva, Switzer- land, to sell TV shows worldwide. CATV projects in Europe, Africa and South America are also under way. Stevens joined WMCA about four years ago, coming from WKRN in Detroit.

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"DON'T GIVE UP"

#7216

A NEW CHART SINGLE
PRODUCED BY TONY HATCH
POWERED BY PETULA!

WARNER BROS. - SEVEN ARTS, RECORDS INC.
Radio-Television programming

Non-Nets to Supply 200 Variety Specials for Television in Fall

BY ELIOT TIEGEL

LOS ANGELES — Non-net- work sources will account for nearly half of the TV variety specials planned for the fall season. The entire slate of specials from Screen Gems, Four Star, Official Films, Metromedia TV Studio, Programmed Productions, Triangle Sales, North American Syndication, and Independent TV Company will provide additional musical variety depth to the efforts of the three networks. An estimated 200 variety specials are projected from non-network syndicators.

CBS has earmarked about 40 entertainment specials; NBC about 60 and ABC about 20.

CBS fare includes a live revue by Valerie Horowitz, four young British comedians with Leonard Bernstein and the New York Philharmonic, plus new ventures from Barbara Streisand and Jim Nabors. Repeated will be the Charlie Brown animation specials, featuring Vince Guaraldi's music.

Three Williams Shows

NBC is planning three Andy Williams shows, two from Tennessee, plus a return engagement of the Monkees plus solo efforts by Elvis Presley (his network special debut), Rick Nelson, and Julie Andrews, the Supremes and the Four Tops.

ABC's variety schedule hasn't been firmly set but it will mark a refreshing change from the offerings over previous seasons. Tom Jones, for one, will star in a musical special taped in London.

Metromedia's key offering is the James Brown extravaganza "Man To Man." Screen Gems is preparing six one-hour specials, with two artists per show. Set are Julie London, the Mickey Finn's, Jane Morgan, Paul Peters, Polly Bergen, Fifth Dimension, Ella Fitzgerald.

'Eddie Nixon Party' in WCMC-TV Bow

WILDWOOD, N. J. — The "Eddie Nixon Beach Party" has debuted on WCMC-TV (channel 40) here for the summer. Hosted by Delaware Valley teen personality Eddie Nixon, the show is being aired 1-2 p.m. each Saturday. Producer Jerry Sullivan said that the show "besides lip-sync by artists, will cause new talent to write tapes, as well as amateur talent."

NOTICE

Music directors and librarians if you are one of the several who have written the Columbia Records Corp. for extra records of "Clown Town" by Pick- ing Pinnochio, please do not overlook giving the call letters of your station, please call on your let- terhead:

Argus Record Dist. Inc.
160 West 46th Street
New York, N. Y. 10036

For immediate refreshing

Noel Harrison, Shirley Basset, and Gordon MacRae. Four Star is packaging 17 shows, including programs for Thanksgiving, St. Patrick's Day, St. Valentine's Day and Easter. Among the early spotlight variety efforts is "Hood" on NBC, starring F. Hod and introducing the new op- eration to advertisers and agents Friday (19) at a cocktail party. Attending the party with some 125 guests will be Don Gibson, Skeeter Davis, Willie Nelson, Archie Campbell, Lorrie Morgan, as well as RCA Victor Rec- ists executives Vito Blando, Bob Holt and Wally Cochran.

The Orlando station, one of the few full-time country music operations at 50,000 watts in the nation, is owned by Jarkek Crandle of Lexington, Ky., who previously featured a Hot 100 format.

The station introduces at the party will perform at the first "Shower of Stars" Saturday (20) sponsored by the station, the first of a series.

Air personalities on the station will include program director Bob Baker, Pete Lazey, Clay Daniels, Chuck Lawer and Johnny Rose. Baker is an alumnus of WLOL in Atlanta, which is virtually the same format the station will radio success story of the year. Hood and Crandle have started promotion campaign will be centered on the new country music format, including spread in 12 newspapers in the Central Florida area, including TV guide, boards, and a saturation TV campaign using 20-second spots featuring WJIB's show, WJIB-FM Ups Summer Tempo

BOSTON — WJIB-FM, wall-to-wall stereo station managed by Peter J. Taylor, has sum- merized its programming for the summer. Taylor said that the station will be introducing solo vocals from time to time, and generally programming the music. KFQG-FM in San Francisco, a sister station owned also by Peters-Globe Broad- casting, has also upped its tempo for the summer.

KFCM-FM Tests A Hip Rock Show

PROVO, Utah — KFCM-FM, 200,000-watt stereo station here, is experimenting with a new format, featuring progressive rock. The station win also feature everything else it can make it more "rock and roll," according to disc jockey and music director Randy Morrison. The station also has automated background music. "The idea is to look to the future and see how music will evolve," Morrison said. The station also features an afternoon music show, which recently included interviews and music. The programming experiment is the first project to emerge from Young & Rubicam's Radio Department, which was established last year to generate new ideas in radio.

"Rudy" has also been a "forgotten medium," said Stephen 0. Franklin, president of Young & Rubicam. "Many advertisers have tended to treat it as a place to go when they can't afford the other major media," he said. But the format is exciting medium and Y&R in- ternet is also generating interest in the format. Y&R Radio Workshop is headed by Lou du Charme, supervising producer. For the station, "Murray the K Show, Young & Rubicam Tie

TORONTO — Young & Rubicam, one of the nation's major advertising agencies, announced last week that it was involved with Murray the K) Kaufman in producing "Young & Rubicam's Toronto" progressive rock pro- gram here on CHUM-FM. The program is called "Rock Magnet." The station released in New York. "The format firm was "channeling" their Toronto office. Young & Rubicam "is participating in the program with an eye toward adapting the format in the United States."

The station also features news, sports, and music. The station will include interviews and music. The programming experiment is the first project to emerge from Young & Rubicam's Radio Department, which was established last year to generate new ideas in radio.

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FOR WNBC

NEW YORK — After a four- and-one-half-hour trial with conversation, WNBC, the flagship station of the National Broadcast- ing Co., is going back to mostly music. Lee Hanson, sta- tion manager of the 50,000-watt station, said that WNBC will feature music 6 a.m. to 7 p.m., possibly to midnight. The station will be easy listening, similar to WMAQ, the NBC-owned station in Chicago.

About the only for-sure talk show that will be kept is the Long John Nebel show on all night. However, the late evening show by Stan Green may also be kept. Stan Green has an an- nouncement that will handle a music stint. Change to music will probably come in Young & Rubicam's Toronto. The conversation format at WNBC was successful, Hanson said. "We're looking to the future. A conversation format couldn't be workable, but the future, we wanted it to. During the day, we felt it would be better for us and for the community to feature music."

Take this one to the bank.

TAKING HIS TV SHOW outdoors this summer is Larry Kane, center, and guesting with him on KTRK-TV's "The Larry Kane Show" beside the station's Houston swimming pool is the Dushill Records group, the Grass Roots. They introduced their new "Midnight Confessions" on the popular variety show.

July 20, 1968, Billboard
BUENA VISTA RECORDS PROUDLY PRESENTS

Louis Armstrong

DISNEY SONGS

THE SATCHMO WAY

This you gotta hear!

WHEN YOU WISH UPON A STAR *
DAVY CROCKETT
BIBBIDI-BOBBI-DOO
ZIP-A-DEE-DO-DAH *
CHIM CHIM CHEREE *
WHISTLE WHILE YOU WORK
BARE NECESSITIES
HEIGH HO • 'BOUT TIME
TEN FEET OFF THE GROUND

* ACADEMY AWARD WINNING SONGS

STEREOPHONIC ONLY
STER-4044
Movies sound better than ever.

HENRY MANCINI
plays the themes from two of them.

The theme from the comedy smash film "The Producers"
("Springtime for Hitler")
c/w "The Magnificent Seven"
#9585
Radio-TV programming

**Radio-Stations**

**Allan Pening**

**Noble Masters**, "Teen Thriller" & "Pete Moss"

Best Pick is "Hitch It in the Home" by the Parliament-Jackson Five. It's a story of a young man and the love he finds in the home. It's a heartwarming tale of love and devotion. Recommended.

**Miami Beach**, Fl., WMBM

**Danny Gaye**

**Best Pick is "Body Love" by Bobby Deejay & L.D.; KDKA**

This song is a classic of the soul era, showcasing the vocal talent of Bobby Deejay & L.D. Recommended.

**Memphis**, Tenn., W-DIA

**Bill Thomas**

Program Director

Best Pick is "Need to Be Loved" by Morris Nevins & Son. It's a timeless love song that's perfect for any occasion. Recommended.

**W-FM**

**Radio-Achievemnt**

**By Claude Hall**

Radio-TV Editor

Bob Harper has departed WXEN-FM.

**Cincinnati**, Ohio—W-CLU

**Nelson King**

**Best Pick is "Love Takes Care of Me" by Jack Greenw.**

This song is a classic of the soul era, showcasing the vocal talent of Jack Greenw. Recommended.

**Nottingham**, Ohio—WLCO

**Program Director**

Best Pick is "Is It Any Wonder" by Johnny Bush. It's a classic song that perfectly captures the emotions of love and heartbreak.

**Dayton, Ohio—WAVI**

Joy Williams

Music Director & Daytime

Best Pick is "We'll Get Over Alond Together" by Patti LaBelle & The Bluebelles. It's a classic song that perfectly captures the emotions of love and heartbreak.

**Evansville**, Ind.—W-VHI

John Trumble

Program Director & Daytime

Best Pick is "Tell Me a Story" by Johnny Bush. It's a classic song that perfectly captures the emotions of love and heartbreak.

**Plattsburgh, N.Y.—W-L TVs**

**Jim Harper**

Program Director & Daytime

Best Pick is "Take Me To The House On The Hill" by Johnny Bush. It's a classic song that perfectly captures the emotions of love and heartbreak.

**Salt Lake City**, Utah—KLUB

**Paul Coburn**

Program Director & Daytime

Best Pick is "Better Than the Rest" by Johnny Bush. It's a classic song that perfectly captures the emotions of love and heartbreak.

**Tallahassee**, Fl., W-OMA

Ken Hopkins

Music Director

Best Pick is "I'm Just the Last Days" by Ray Clark. It's a classic song that perfectly captures the emotions of love and heartbreak.

**Vox Jox**

By Claude Hall

**Radio-TV Editor**

WHIL-FM Switches To Easy Listening

Philadelphia — WHIL-FM, stereo operation here on the Triana Channel, switched to its new WABQ-FM station formerly programmed background music and four hours of classical music a day. John Richer, station manager said that the switch is in format follows a study of eight of the top 20 markets. "We decided after a lot of research that stations playing classical music were decreasing and those playing show tunes and easy listening records were increasing in popularity," he said. "Since we're in a market where you're an audience, we weren't growing at the rate we felt we should." The station will be programmed with "all music," he said. "But a little bit different," he said. For example, although air personalities will be used, the time and weather will all be done by jingles; jingles have been a big part of the weather format. News intros and outros have been prepared in jingle form.

Pick hits will be showcased on the station, and many of the golden oldies will be announced. But many of the current hits will be played without introduction. Contemporary records with adult appeal will be played.

Richer said that about 75 per cent of the records will be hits and instrumentals; the other records will be hits by different artists. There will be only four interruptions a day. We don't want personalities to dominate the sound of the station, we want the music to dominate.

WHIL-FM doubled its revenue since 1965, Richer said. "We were making money, but what we were concerned with was the long-range view." And he felt FM stations should play what people want to hear.

**Country**

**Burbon, Calif.—KKBQ**

Larry Scott

Music Director

Best Pick is "Standing Tall" by Merle Haggard. Capella, Best Leftfield Pick is "Black Eyed Susan" by Charlie Daniels. Recommended.

**Canonsburg, Pa.—KEZ**

Zeke Jackson

Program Music Director

Best Pick is "This I Know" by Johnny Bush. Recommended.

**Charlotte, N.C.—W-W’**

Cloyd A. Bookout

Music Director

Best Pick is "Big Girls Don't Cry" by The Four Seasons. Recommended.

**Cincinnati**, Ohio—W-FM

Allan M. Peck

Music Director

Best Pick is "Mama Tried" by Merle Haggard. Capella, Best Leftfield Pick is "Black Eyed Susan" by Charlie Daniels. Recommended.

**Greensboro**, N.C.—W-FOB

Rip Does

Music Director

Best Pick is "Take Me To The House On The Hill" by Johnny Bush. Recommended.

**Hollywood, Fla.—WOMA**

Dutch Walker

Program Director

Best Pick is "Only Daddy That Walks" by Western Union, RCA. Recommended.

**Lyndhurst, Va.—W-GR**

Bob White

Music Director

Best Pick is "This Is It" by Western Union, RCA. Recommended.

**Major Dimensions**

**Jack Rodgers**

Program/Art Director & Daytime

Best Pick is "I'm With You" by Bobby Deejay & L.D.; KDKA. Recommended.

**McDonough, Ga.—W-DE**

Tallahassee, Fla., W-OMA

Ken Hopkins

Music Director

Best Pick is "I'm Just Standing Here" by Ray Clark. Recommended.

**Newcastle, Wash.—KLAK**

Bob Best

Program Director

Best Pick is "Sunny" by Peabo & Bow (the song is "Sunny"

**Orlando, Fla.—WJTL**

F. Ronald Saker

Music Director

Best Pick is "Sunny" by Peabo & Bow (the song is "Sunny"

**Philadelphia, Pa.—W-L TV**

Bill Robbins

Music Director & Daytime

Best Pick is "Abraham, Martin & John" by Little Charlie, RCA. Recommended.

**Philadelphia, Pa.—W-L TV**

F. Ronald Saker

Music Director

Best Pick is "Take Me To The House On The Hill" by Johnny Bush. Recommended.

**Pittsburgh, Pa.—W-CON**

Phil Monahan

Program Director

Best Pick is "Standing Tall" by Merle Haggard. Recommended.

**Pittsburgh, Pa.—W-CON**

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Program Director

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**Richmond, Va.—W-VR**

Bob Best

Program Director

Best Pick is "Take Me To The House On The Hill" by Johnny Bush. Recommended.

**Rochester, N.Y.—W-FM**

**Robert Fink**

Program Director

Best Pick is "Take Me To The House On The Hill" by Johnny Bush. Recommended.

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**Seniorcitot**

By Claude Hall

Radio-TV Editor

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**Philadelphia**

**WAYNE ALLEN**

**New Music Director**

Wayne Allen is the new music director at WXEN in Winston Salem, N.C. He'd been with W-FOB in Philadelphia for 9 months.

We are the only 24-hour operation now serving Winston Salem in a hard-hitting, new music format.

Like all stations, we are in need of better record service. Now that WAIL has a full-time music department, all records will be carefully evaluated. WAIL is not only a record bar but also a music bar.

WAIL has hit a home run with the new "Over the Rainbow" album. This album is a huge hit and is lovingly played.

**Live Remote Program is Launched by WXEN-FM**

**CLEVELAND**

WXEN-FM, the sister station to WABQ here in Cleveland, debuts its new remote format, "The Eagle's Nest," with a special live show at the Eagle's Nest Restaurant, located in the penthouse of the Forest Park Towers. Based on NBC-TV "Tonight Show" with live music and guests, the show is hosted by Phil Fink, who does an early morning show on WXEN-FM, and Frank Porath, who does the early morning program at WCLF-TV.

The show is a combination of music and words, featuring live remote artists and interviews with the stars of the day. The show is broadcast live from 7:00 to 8:00 p.m. Eastern Time.

**KOREA**

Los Angeles, included: Stan Warwick, director of programming, who has been a key figure in the broadcasting industry, is due to succeed Richard D. Backer as the president and general manager of WWAU.

**WWF**

Radio board of director of the National Association of Broadcasters has named Robert D. Dudley, president and general manager of WWAU, executive director of the organization.

**WASHINGTON**

The WCLF-TV (the address is 5202 River Road) needs television. He's also willing to give much support to artists, records. This is your chance.

Wayne Allen is the new music director at WXEN in Winston, S.C. He'd been with W-FOB in Philadelphia for 9 months.

"We are the only 24-hour operation now serving Winston, S.C. We are in need of better record service. Now that WAIL has a full-time music department, all records will be carefully evaluated. WAIL has hit a home run with the new "Over the Rainbow" album. This album is a huge hit and is lovingly played."
DENVER & SEATTLE HAVE BEEN SEALED WITH A KISS

GARY LEWIS & THE PLAYBOYS
"SEALED WITH A KISS"

#56037
#1 IN DENVER • #1 IN SEATTLE • TOP 5 WHEREVER PLAYED

DEmanded FROM THEIR LATEST ALBUM "NOW" (LST 7568)

Produced by Snuff Garrett
**Radio-TV Job Mart**

**Radio-TV JOB MART**

This section is dedicated to the people interested in the radio and television business. It provides listings for job openings, positions wanted, and positions available.

**MISCELLANEOUS**

**NOW AVAILABLE**

Complete library of reference to hit the Billboard Hot 100 chart from 1958 to 1965.

**Positions Wanted**

**A Versatile Man With Proven Sales, General Management and Business Experience in Europe.**

**Positions Open**

The Amboy Dukes journey to the center of the mind

The Amboy Dukes
Single Hit #684  Album Hit #6112

Mainstream
101 West 57th Street; N.Y.C.
Top-Notch Effort By Grace Markay

NEW YORK—Grace Markay scored a success in her Persian Room concerts (July 8) with her fine voice and top-notch interpretations. Her best numbers were "Mandy," the title song of Remo Brodond's new film, and "How Insensitive" from her first Capitol album. The boisterous, handsome audience loved her and singing.

An extended Academy Award medley included a driving "Born Free" and an excellent rock piece "Daddy's Song." She opened and encored with "Mayo This Time" with her strong voice building to a powerful belted ending.

The New York Academy Award medley and an Edith Piaf medley, Miss Markay's program included her latest single "Sonny Boy" and "Can't Take My Eyes Off You" and "Love生活 Lived"

FRED KIRBY

Newport Jazz Festival Turns on 55,000 in Wide-Swinging Sare

NEWPORT, R. I.—This year's Newport Jazz Festival (July 4-7) was the most successful, in terms of audiences and recordings, of all the history of the festival, announced promoter George Wein during the closing night concert. Gross receipts were $245,000. The program was "incredible," he added. "Talk of jazz being dead is just ridiculous."

The Saturday (13) night concert at Newport headlined by Sonny Bono featured the "Full House" sign out—15,000 fans turned up. Ray Charles did a one-time plans concert and attracted 8,000, making it the largest afternoon crowd of any Newport Festival.

And they paid evening (higher) prices.

A July 12 night "Salute to the Big Bands" had 11,000 ap-


dappled to the stage. It featured the great clarinetist Artie Shaw, who

capped, a musical highlight of the concert, June 11, with Nina Simone topping the bill, brought 7,000 into the arena.

Last on Site

However, an artistic 출력ted that the 1968 festival would be the last on the present site because of a soaring membership joining Newport with Jamestown which would go through the ground. The festival would not be a festival next year—Rhode Island officials were behind him and had assured him that the festival would be "rehab 100 percent." He hoped that it would be on a nearby site.

This year's reviews, the beer company, acted as partners for festival. This kind of sponsoring enables Live to assemble such ambitious programs as the "Salute to the Big Bands," which turned into a night of big band nostalgia built around George T. Si-


me's "How Insensitive." The Big Bands right-handed "chick rock on baruten" on Saturday night. Herman Band proved the workhorse of the evening.

The band was through Nat Pierce arrangements in the style of Benny Goodman, "body and soul..."

Bunny and Jake, who led off with "Daphne Plum," from their first Mercury album, have added some new material to their act, but continue a good combination in basically folk and rock style. Jake's fine guitar was placed at NARAS' top


(Continued on page 24)

NARAS Show

Hits for Wilson

NEW YORK—The Records Academy's Talent Showcase has paid off for Joe Lee Wilson, who appeared at NARAS' first presentation several years ago. Wilson, who has been Degray Bergman, talent coordinator of NBC-TV's "Talent Showcase," will be back early next month, and John Hammond, director of talent acquisition at Columbia Records, who attended the NARAS show, has deman-

ded President, Clive J. Davis, signed Wilson to an exclusive Columbia contract (Columbia, May 1968). He is cutting sides in the near future.

Monro Clicks as a Singer So-So in His Bantering Act

LOS ANGELES—It would be difficult to fault Matt Monro's smooth delivery and his repertoire of standards and show tunes. But his opening evening performance at the Century Plaza Hotel (July 13) was marred by his constant chatter with noisy ringers.

He had interrupted the continuity of the program, and led to somewhat sub-par performances. Wilson, who concentrated on his songbook, however, was the outstanding artist in excellent form.

Monro's easy, informal style, which has made him a big rec-


order favorite in Great Britain, came through during his song-


(Continued on page 24)

Vanilla Fudge on A Nine-City Tour

SAN FRANCISCO The Vanilla Fudge, Atco artists, be-


tour with a concert at the Cow Palace here on Friday (12). The group is managed by Pat Boone. The show was booked by Glenda Hatch from San Francisco's Palace of Fine Arts, a local promoter.

The group plays Seattle's Egan's Beach Ballroom (July 18); Portland (July 19); Los Angeles (July 20); Las Vegas (July 21); the Schaffer Music Festi-


val in New York's Central Park (July 22); and The Hampton Beach (N. H.), Casino Friday (26), and the Windsor (Ontario) Theater July 29.

Raymond Gunn Brewsdales Backed Festival in Pa.

Philadelphia—After a sluggish start because of a rain-drenched opening night and the threat of rain on second night, the first annual beer festival held in Pennsylvania in this area was completed on Saturday night with an attendance of 3,500. The festival came into its own Friday night (5), when the combination of Ray Charles and Nina Simone drew 35,000 people at $1 per head and played outdoors at the John F. Kennedy Stadium, it was actually the first day of the festival. The opening show set Wednesday (3)—the first in an eight-night, two-night schedule, and the showing of "The West Side Story" by the Schmidt Brewing Co.

The Joshua Light Show pro-


cated with closed circuit TV and a blue-tinged front screen. A huge backdrop while Charles and Miss Simone sang their "Theme from Romeo and Juliet," which was less impressive because of the threat of rain. Over 10,000 braved the elements in spite of the gate and the show started 90 minutes late. The last time around the spotlight with Tiny Tim, with the Sound Creators, a five-piece band, putting up the Arthur Hall Afro blues dancers, rounding out the show.

Gary Clinks on West Coast With High Scoring Material

LOS ANGELES—John Gary can choose his material carefully and the result is sure-fire exposure. Gary's brand of emoti-


(Continued on page 24)

INTRUDERS NOT ON TEX TOUR

NEW YORK—The Intruders, Gamble Records soul group, will not appear on the Joe Tex Express tour as it is billed for top national 


TV and local promoters. Queen Sneakers, agents for the group, are trying to lure advertising on the Intruders' appearance. The tour, scheduled to last until Sept. 2, features Pickett Markham, the Delphonics, Sam Sam and Jarno, Nellie James, as well as headline Joe Tex.

Monro Clinks as a Singer So-So in His Bantering Act

Vanilla Fudge on A Nine-City Tour

SAN FRANCISCO The Vanilla Fudge, Atco artists, be-


Camden Records
America's Greatest Entertainment Value!
New for July


FOGGY MOUNTAIN BREAKDOWN
THE BONNIE AND CLYDE ERA
THE BLUEGRASS BANJO PICKERS

Foggy Mountain Breakdown, The Sisters, Lonesome Road Blues, Jessie James, Hand Me Down My Walkin' Cane, John Hardy, Maiden's Prayer, Little Willie, CAL/CAS-2243

THE MELACHRINO STRINGS
COOL WATER
and Other Songs of the West


MUSIC! MUSIC! MUSIC!
AND OTHER PARTY TIME FAVORITES

Guitar Man, Caravan, Love Is Blue, To Each His Own, Mission: Impossible Theme, Am I That Easy to Forget, Walk Away, Just As Much As Ever, I'm Coming Home, CAL/CAS-2245

DON GIBSON
I LOVE YOU SO MUCH IT HURTS

Born to Lose, Foggy River, I Love You So Much It Hurts, After the Heartache, Almost, Sweet Dreams, Driftwood on the River, It Makes No Difference Now, CAL/CAS-2246

Doctor Zhivago, Lara's Theme, Born Free, A Man and a Woman, Main Title from Shalako, A Shot in the Dark, The Shadows of Paris, Federal Ball, Kelly's Tomato, White as White, A Man and a Woman, CAL/CAS-2195

Camden Best-Sellers

BOOTS RANDOLPH
JEANETTE RICHARDSON
Have I Told You Lately That I Love You?

I'm Telling You I'm Goin' to Leave You, Your Old Love Letter...

Guitar Man, Caravan, Love Is Blue, To Each His Own, Mission: Impossible Theme, Am I That Easy to Forget, Walk Away, Just As Much As Ever, I'm Coming Home


Music! Music! Music!

and Other Party Time Favorites

Bongo Band, So Rare, The Last Round-Up, CAL/CAS-2204

Born to Lose, Foggy River, I Love You So Much It Hurts, After the Heartache, Almost, Sweet Dreams, Driftwood on the River, It Makes No Difference Now, CAL/CAS-2246

Have I Told You Lately That I Love You?

Music! Music! Music!

and Other Party Time Favorites

The Ragtimers

I'm Telling You I'm Goin' to Leave You, Your Old Love Letter...

Serving as Program Director at WRIG, the station originally carried a top 40 music format, but during its brief history, also carried swing and big band programming.

However, the most consistent programming these days is pop music.

The station's current format is a mix of contemporary adult hits, with a focus on local artists and events.

In recent years, WRSK has become known for its support of local musicians and artists, and has hosted numerous concerts and events at different venues around the city.

With over 14,000 listeners a week, WRSK serves as an important platform for local musicians and artists in the city of Denver.
London, Nov. 11 — Tommey Boyce and Bobby Hart are going full circle. Starting out as solo singers, they teamed as songwriters one and one half years ago and are now working the one-nighter personal appearance circuit.

The two 24-year-olds believe this growing involvement in live performance will not cut into their efforts as music creators. Best known for their association with the Monkees during the group’s initial year on TV, Boyce and Hart say their songs have sold 42 million records since June 1966.

Sebastian Inked For B’way Score

LOS ANGELES — John Sebastian, lead singer of the Lovin’ Spoonful, will write the musical score of “Jimmy Stewart,” which opens on Broadway Nov. 21. The play is called “The First Night.”

This marks Sebastian’s initial Broadway assignment. He previously wrote the score for the feature film, “You’re a Big Boy Now.”

Dustin Hoffman, the star of “The Graduate,” will make his singing stage debut, which will be directed by Donald Driver, currently guiding “Your Own Thing” on Broadway.

Paxon Packs Package of Choice Americana Tunes

NEW YORK—It’s been seven years since Tom Paxton last appeared in New York City, and judging by the audience reaction at his opening performance there Wednesday, he was surely missed.

Hardin Tour of British Isles Set

LOS ANGELES — Singer-composer Tom Hardin, Columbia Records artist, has scheduled a concert tour of the British Isles. The tour also includes a feature piece on NBC-TV’s “Dede Time” program.

Appearances include the Royal Albert Hall in London Tuesday, 16th, the De Montfort Hall in Leicester Thursday, 18th; Sophia Gardens in Cardiff, Wales, Friday, 19th; Town Hall in Leeds, Yorkshire, Saturday, 20th; the Free Trade Hall, Manchester July 26, and the Sunderland Empire, July 28.

William, Nero & Osmonds Set Off Bright Song Display

HONOLULU — Andy Williams, two-night stint with Peter Nero and the London Philharmonic, July 3 and 4, at the Honolulu International Center offered a lot of song, dance and pop.

The engagement, sellout on both occasions, provides a gross of about $60,000—one of the biggest for HIC.

Williams, displaying the cool sophistication with which he has become legend on TV, provided the poppy songs, sometimes poignant dosage of

Hammond’s Pace

Continued from page 22

Hammond’s Pace

Stratocaster in several numbers, including “Cherry Special.” He swapped his guitar for the “Big Boy Pete.” The two men sang a spiritual, “I’ll Be With You In Business,” and a country ballad, “I Know You.”

Hammond’s guitar, a Les Paul, was another top number. As usual, Banks played a good rhythm guitar. He was supported by a new drummer, who played well, and a good rhythm guitarist.

FRED KIRBY

John Gary Clinks

Continued from page 22

Despite Walters fighting back stage, the program was polished and rattling silverware, Gary carried off a somber mood on “Danny Boy” and two songs on which he accompanied himself.

He surprised the audience by introducing good impersonations of several movie actors doing “All U Can Eat”.

ELIOT TIEGEL
SOUL SAUCE

BEST NEW RECORD OF THE WEEK:

"I THANK YOU KINDLY"

DIANE LEWIS (Wand)

by ED OCHS

SOUL SLICES: Curtis Mayfield and the Impressions were presented with a gold plaque, Friday (0) at the CORE convention in Columbus. The award was inscribed: "To the Impressions in recognition for your efforts for black people." Curtis Mayfield accepted for the group, whose "We're a Winner" hit has been adopted by CORE's anti-war theme song... Jerry King, deejay at the Arthur discotheque, once worked for a well-known New York easy listening station that let him go when he tried to play a Frankie Vallie record. Then he heard the song, "My Favorite Things," from the "Sound of Music," was too jazzy... and black. Jerry, who recently spoke about soul on the "New Yorkers TV Show," spoke about the influence of his breaking records—mentioned in SOUL SAUCE—please him since he personally works with it... sez Jerry: "It's like a drug."

Cliff Martin, Motown's "King," moved his gas station up for Soul Inc., in the same bag as "The Horses," by Cliff Nobles & Co. "Funky Lady" is the track to the vocal on the flip side... Freddie Scott, Shorty's "Just Ain't Ready for Love," as well as his own single, "I Need,"... Duane Gold, president of the newly formed Gemini Star Record Co., distributed by Amy-Mal Bell, is looking for new masters and talent. Contact Gemini at 1697 Broadway... Gumbles-Hoff is on again with Archie Bell & the Drell's new single "I Can't Stop Dancing" on Atlantic... While Records sold out of Shirley and Alfred turned out to be Shirley Lee and Brenton Wood, when the team sang "Kool Games and Nursery Rhymes." on the "Dick Clark TV Show," Madison Square Garden. Vangelis Whammal Junior Wells, featured in last week's Ebony magazine, will leave on a 12-week, 10-country Far East tour Nov. 25. This year, Wells toured Africa for 10 weeks... Both Perry Sledge and Herb Snipes, of the Parachues Herb team, are recovering from illnesses... Stevie Wonder doesn't have a definite date... It could be many things to many people—because it is a feeling. Painter's soul, even a chef can have soul. I have a pair of old shoes that have a hole in them...

TID-SRTS: Joe Frazier, everybody's world heavyweight boxing champ—almost—has made a record and is flying to New York to plug it on the radio and to sell shoes that are to be sold. Frazier is taking dates through Queen Book, booked by Roy Brown, who just returned from four days in Atlantic City. "My first vacation in six years," said Frazier. In a instant acts come from Atlantic-Records, that is.... Kelvin White, Boston's mayor, threw a "Miracle Day" in his town for Smoke Robinson and the Impressions. Monday evening's fund raisers were given key to the city Monday 8, performed at two concerts and toured local youth centers. Mayor White has discovered the value of black entertainers in politics, already having called on James Brown to cool off the city last April. ...Columbia's Pat Landy is back in New York for a recording session with Jimmy (Whoo) Whoo. Pat, recently on tour, will release a follow-up single to her current one, "Does She Ever Remind You Of Me."... Vanguard's blues guitarist Buddy Guy will begin a four-day run at the Apollo starting Monday 29, and perform at the Central Park Music Festival on Aug. 3. Artists already at Atlantic's Cotillion label are Otis Redding, Lou Johnson, Freddy King, the Olympics and the Molasses. The National Entertainment Conference (NEC) has included a performance report sheet in its newsletter to rate acts on personal appearances. The Newsletter services Southern block bookers. ... Diana Ross and the Supremes headlined the Forrest Hills Music Fest Aug. 3. Atlantic is heavily involved in its first "Ugmap," new single, "River Deep, Mountain High." ... Otis Redding, named the "Number One Male Vocalist" in England for the last 12 months. December is dominating the LP charts with four albums in the Top 10. Elvis Presley held the title as England's top vocalist for 11 years before being deposed by Elvis. Bob Dylan's new album, "Nashville Skyline," is on the charts with "Sealed With A Kiss," are on a month-long tour that will include two weeks in Mexico City and a four-week tour of West Germany, ending April 5. Appearing at the Apollo Theater starting Friday (12) are: Joe Simon, Frank Wilson, Boyce, Gospel, Marvelettes, Martha & the Vandellas, Callas, Precisions and Billy Davis.

Makin' Smoke: James Brown, "Cry, Cry, Cry."(King) ...Tootie Z, "Lean On Me" (Calla). ...Persian, "Too Much Pride."(ABC) ...Mongo Santamaria, "Cold Sweat." (Columbia)... Funky and the Supernovas, "Candy." (Ric-Ker)... Otis Redding, "Hard to Handle." (Atlantic)... Patti Drew, "Workin' on a Groovy Thing."(Capitol)... Archie Bell and the Drells, "I Can't Stop Dancing." Atlantic... Jackson, "Too Late." Longtime Cissy "Turned Her That Way." (Goldwax)... Roosevelt Grier, "People" (Continued on page 30).
Revival of Rock 'n' Roll Comes New Life to Dells

By ED OCHS

NEW YORK — The Dells were making music when the rock 'n' roll era still "rock" and groups were named after birds and animals, instead of by words like "souls." In 1956, when the Crowns, Sparklers and Souls were the supreme, the Dells recorded "Oh, What a Night," now a rock 'n' roll classic. Today, after a lengthy layoff, the Dells have surfaced on the soul scene with three straight chart winners, including "Stay In My Corner."

Following their breakthrough, the Dells vanished. Between 1956 and 1958, the Cadet group spluttered, rose briefly for "Run for Cover" and "Inspiration," and with an auto accident in 1958, quickly retreated into a time of healing. But despite the setbacks, the Dells' indomitable style boded well for all the Dells never separated; they merely stopped to refuel, gather up their gear, and resume touring by the late '50s. Washington and Ray Charles. Fifteen years later, the Dells — though once the Elrays and Caravans — were still the same five singers, the same five friends from Torontown Township High School in Harvey, Ill., just outside of Chicago. They are one of the few groups who have been unable to sell original Vibrations, still intact with their original group. "We are still singing the same songs we were singing at the beginning," says Verne Allison, the group's spokesman. "We put the group together and we sing it at our style, instead of us having to change."

Today, the Dells own "Stay In My Corner," a six-minute plus r&b ballad drafted by popular demand from their Cadet album "There Is." "Stay In My Corner" is r&b's first extra-length disk, matching in lasting power Richard Harris' "MacArthur Park" epic and Bobbie Gentry's "Ode to Billie Joe" in the pop field. The record also ties in with the current rock renaissance, featuring the seamless, powerhouse American in its most successful, and the bottomless bass lines that mark off the beat like an old-fashioned metronome. Yet, in 15 years, the Dells haven't changed their style or their roster in a business where longevity is measured by a short-lived and an ego-linger, rather than years.

The album's title tune, "There Is," started their current string of success when the plug side, "Oh, I Love You," gave way into the flip side as it backed down the charts. "There Is" became a solid success and before it, too, faded, "We Love Our Faces" charted the couple to the upper levels of the r&b chart. "Stay In My Corner," their current hit, and their last two chart winners are a 1-2-3 punch on their album. For their next LP, the five Dells are weighing an "oldie by goodbye" album, including their "Oh What a Night" hit, and the "Stay In My Corner." The Dells are appearing on tour with Archie Franklin, having just performed in Buffalo and Cleveland, and will star at WPLJ's Jubilee for the Philadelphia Poverty Project. Perhaps the reason for the Dells' sustained success in the r&b field is only that history repeats itself, or maybe because things of quality always last a little longer.

Soul Sauce

- Continued from page 25

Make the World ("Amy")... Bobby Taylor and the Vancouvers, "I Am Your Man" (Gordy).

Makin' Fire: Feat. Wilson, "I Get the Sweetest Feeling" (Brunswick). ... Sweet Inspirations, "To Love Somebody" (Atlantic). ... Eddie Floyd, "I've Never Found a Girl" (Stax). ... Barbara Ack- bio, "Love Me, I'm a Woman" (Brunswick). ... Otis Redding, "Send My Baby Back" (Wand). ... Stevie Wonder, "You Met Your Match" (Tamla). ... The Rolling Stones, "Dancing with the Moon" (Decca). ... "I'm Gonna Do What They Do To Me" (Atlantic). ... Jimmy Ruffin, "Gone One More Chance" (Aphrodite). ... Willie Mitchell, "Prayer Meeting" (Hi). ... Sly and the Family Stone, "Everybody Loves Me But My Baby" (Atlantic). ... Impression, "I Loved You on the Last Night" (ABC). ... Four Tops, "Yesterday's Dream" (Motown).

Fire & Smoke: Wilson Pickett, "I'm a Midnight Mover" (Atlantic). ... Clarence Carter, "Slip Away" (Atlantic). ... Frankie Gaye, "Hitch It to the Horse" (Phil-L.A. of Soul). ... Ray Charles, "Understanding" (ABC). ... Otis Redding, "I've Got My Mind Made Up" (Atlantic). ... Joe Jackson, "Give Me One More Chance" (Aphrodite). ... Mandarin, "Prayer Meeting" (Hi). ... Sly and the Family Stone, "My Baby Loves Me but My Baby Loves Me" (Atlantic). ... Impressions, "I Loved You on the Last Night" (ABC). ... Four Tops, "Yesterday's Dream" (Motown).


JULY 20, 1968, BILLBOARD.
11 'Boxes' & 4 'Twins' Rechanneled by Vox

CONCERT REVIEW

Sarenboim and du Pre in Outstanding Performance

NEW YORK—Conductor Daniel Barenboim and his wife, cellist Jacqueline du Pre, were outstanding in their first two concerts with the English Chamber Orchestra at Philharmonic Hall (Tuesday and Friday, 9). The organization, making its New York debut, is as distinguished as its conductor, who also performed Thursday (11) and Friday (12).

The 20-year-old ensemble was excellent in the July 3 All-Mozart concert. Angel Records has already released three albums with the local appearances and a shimmering debut. Two of the discs feature Mozart — the first one recording all of his conductor's pieces, including the complete symphonies for Angel with the chamber group. The third disc includes Schuricht's "Verklarte Nacht," which opened the Tuesday concert.

Barenboim's temperament was brash and sharp as he conducted the "Symphony No. 29" and "Symphony No. 36" in the opener. The latter, a familiar concert and recording work, sounded fresh under the conductor's expert direction. Better known as a pianist, Barenboim conducted the "Concerto No. 27" from the keyboard, handling conducting and solo assignments well.

The Schoenberg work, which Barenboim has conducted before this season with the London Symphony at Carnegie Hall, was played superbly. The opera's high spot, however, was Hyden's "Cello Concerto in C," which Miss Pre has recorded for Angel with Barenboim and the English Chamber Orchestra.

Young soloist was brilliant in the recently discovered work and her husband, violinist Robert Nordoff, was an equal partner. The final "Alle- grino Muto" had perfect co-ordination with the orchestra. The program concluded was an excellent performance of Schu- bert's "Symphony No. 5."

FRED KIRBY

A recent Fillmore East concert was preceded by a Gregorian Chant recording. In that same program, Atco's Vanille Fudge performed their adaptation of a segment from Beethoven's "Moonlight Sonata." During recent nationally syndicated Late Night TV show on prime time, Frank Zappa of the Mothers of Invention mentioned the importance of classical background for today's pop music and cited such composers as Pierre Boulez and Pierre-Yves Revel. The performance of Charles Ives on the first United States of America album also was discussed as Joseph Byrd, leader of the Columbia group, also was a panelist along with Lafy Schirmer of Doti, and Johnny Ots. Karlheinz Stockhausen, the German composer referred to during the pop music program.

Cowan pointed out that today's youth have more substantial exposure to past generations, which accounts for the strong classical influence in music of such groups as the Bee Gees, Electric Prunes, and others. The Ultimate Spinach and many others. This also accounts for the acceptance of classical material in pop shows, an idea which has spread to college stations.

Hip Rock Takes

He noted that the intellectual type was considered "hip" today. Cowan add that progressive rock drew heavily on classical material and forms. Cowan wouldn't even be surprised to have rock opera. He explained that some of the material of the Doors approached Greek theater, which was a forerunner of opera.

The New York Pro Musica last season appeared in concert at Carnegie Hall with Ciacus Maximus and a Vanguard rock group, and electronic-music composer Morton Subotnick. The classical group then appeared at the Electric Circus. The Elephant Walk performed with the American Symphony in student concerts last season and on Thursday (11) the Rascals performed with the American Symphony.

Frey suggested that cross-pollination to classical and pop music. He explained that the idea for the radio series came from "Requiem for the Masses," an Association council.

Frey said it was more important for the original versions of classical pieces to be heard than baulder- adaptations. He noted that pop treatments of the film "Elvira Madigan" have not had the success of the original Mozart concerto, which was background music in a DGG album by Geza Anda.

BARTON, Belgium — The first of a series of Philips recordings by the Grazia Trio has been awarded the Grand Prix du Disque. In addition to further pressings by the new label, Philips plans a boxed set of the four Mahler symphonies and a recording of a newly discovered Beethoven piano concerto.

The Mahler package will feature Bernard Haitink and the Concertgebouw Orchestra of Amsterdam. Philips has completed the "Symphony No. 2." according to Evelyne Grossmann, managing director of the label. "It has been a good start for the year," she said.

The Grand Prix was awarded for Mozart's "Divertimento in E Flat, K. 563" featuring violins Arthur Grumiaux and Jean-Joseph Janssens and cellist Eva Cecko. Philips is also issuing a Saiter recording and an LP by Schuricht, its first two albums by pianist Evelyne Crochet.

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THE TWO ARE THE TOP-SELLING CONDUCTORS IN THE COUNTRY, LEONARD BERNSTEIN AND EUGENE ORMANDY. They've added their special touch of genius to exciting selections from "2001: A Space Odyssey," the astonishing motion picture that Life magazine describes as a "psychedelic roller coaster of an experience."

The album is a fascinating blend of the sounds of yesterday, today and tomorrow: The Blue Danube Waltz; music by Gyorgy Ligeti, Aram Khatchaturian and Richard Strauss; electronic interludes by Morton Subotnick. And as a special bonus attraction, an orchestral/electronic suite from Blomdahl’s Space Opera, "Aniara."

The result is the best 2001 album on earth... or anywhere else.

Leonard Bernstein/Eugene Ormandy/2001—On COLUMBIA RECORDS

www.americanradiohistory.com
'Due Foscari' Impress
NEW YORK — Verdi's "Due Foscari" proved a vivid, impressive work as presented by the Boston Symphony Orchestra in the opening concert of its Lincoln Center Festival. It was written for the Metropolitan Opera and is the concerto of London's complete "Ludicri Umanum" and "Rigoletto," two of the finest works of the last years of Donizetti, whose death occurred in the first rank among Italian operatic tenors. The work was performed by the complete line-up of the orchestra, conducted by Riccardo Muti, with Ezio Pinza in the title role.

The opera was given in a performance that was greeted with enthusiasm by the audience. The orchestra was well balanced, with excellent singing and playing. The work was marked by a vivid, dramatic quality that made it an impressive and memorable experience.

Boston Date

- Continued from page 31

tance of Ginastera's "Piano Concerto" was greeted with enthusiasm by the audience. The work was marked by a vivid, dramatic quality that made it an impressive and memorable experience.

CONCERT REVIEW
All-Mozart Program Opens 40th Year of Tanglewood

LENNOX, Mass. — The Boston Symphony entered its fourth decade at the Berkshire Festival Friday (5) with an all-Mozart weekend. The opening concert marked the Tanglewood debut of James Oliver Buswell IV, a talented Harvard undergraduate whose playing was greeted with enthusiasm by the audience. The work was marked by a vivid, dramatic quality that made it an impressive and memorable experience.

The concert began with Mozart's last Tanglewood concert in 1970, with the orchestra's music director, Wolfgang Sawallisch. The work was marked by a vivid, dramatic quality that made it an impressive and memorable experience.

The next concert was the "Chamber Music Concerto," with the orchestra's music director, Leonard Bernstein. The work was marked by a vivid, dramatic quality that made it an impressive and memorable experience.

The final concert of the weekend was a "Concerto for Strings," with the Boston Symphony Orchestra. The work was marked by a vivid, dramatic quality that made it an impressive and memorable experience.

Elektra Meeting Unveils Fall Program and Product

DGG GIRDING CASSETTE PITCH
NEW YORK—DGG is girding for a fall campaign for its cassette product in the U.S. The drive will be keyed to the company's best-selling records and to new releases, See Tape Cassette section.

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Ferlin Husky turns on the charm in his latest Capitol single, "I Promised You the World" (Record 2154). The tune is an effervescent and sentimental one, which Ferlin treats with his customary sensitivity. The flip side is an equally fresh tune called "You Should Live My Life." Together, they are a fine showcase for Ferlin Husky's authentic country styling. The singer who chooses to back him is as important as the styling—he plays a Gibson Guitar, the choice of professional musicians.

(Advertisement)

NEW SUNRAY RELEASE LEONA PAYNE'S "TWO CIGARETTES AND AN ASH TRAY" B/W "THE KISSIN' I'VE BEEN MESSIN'"

Copies Avail: At Sunray Records P.O. Box 138, Chesapeake, Virginia

Decca Tests Patriotic Tune

NASHVILLE — A very careful market test of a patriotic release was carried out by Decca in five major cities on a tune titled "Pray for Your Country," by Warner Mack.

"The company doesn't know what the reaction to a patriotic song will be," Mack said, "so we are going into cities such as Indianapolis, Charlotte, maybe Atlanta, Chicago, and El Paso. We've thought about El Paso because of an individual there who fought in the war.

Mack, whose songs consistently have been in the top 10 on the country chart, said he wrote the song "to get something off his heart, but it has no idea whether it is commercial.

"Decca has faith enough to test it out for me," he said, "and we'll be able to tell quickly whether this country is ready for patriotism any more."

Country Music

SESAC Connecting in Country —Cites Pub Catalog and Releases

NASHVILLE — SESAC is becoming a factor in the country field, and is fanning out into other fields from here.

"Our strongest selling point is with the new writers," said Ted Talbot, SESAC's man here, "but we have a great deal to offer everyone.

Talbot points to statistical success to demonstrate SESAC’s move. These are some to be considered:

The SESAC catalog of Glaco, the publishing firm of the Glaser Brothers, has grown from one song to 22 copyrights in the past few months. The chart album of Captain and Tennille Samples comes from Peach Music, a SESAC publisher.

K-Ark Records has turned out records in the third quarter, all through Smokey Publishing, which is SESAC. Warner Mack's recent releases have been through Pageboy, his SESAC publishing outlet.

The first song produced by Paul Cohen for ALC, and the first song recorded by Ray Pitlow on that label is SESAC. It's a Ferlin Husky song, the recent Bobbly Ford Decca tune, "Live Your Life Out Loud." Darrell Statler, recording for Dot, has just completed cutting four sides of Bronze Music songs, also SESAC.

The label is scheduled for a summer release and the last two of the Osborne Brothers have been licensed to have the label. The current Roy Drunky release is licensed to Harmob Music, again SESAC. Recording a SESAC song a few years ago made Sonny's name in the music world.

Most of the SESAC writers are relatively new in the field, and there are some established composers who have made the transition. SESAC also is getting some action in the rock field. Cupertino, people youngsters, is now getting a release from the SESAC office here.

Currently in this area are 22 established SESAC publishers.

Decca Tests Patriotic Tune

Rep. R. Fulton, Moeller in Pact

NASHVILLE — A United States Congressmen now is utilizing the services of a booking agency.

Rep. Richard Fulton (D, Tenn) has signed a contract with the Moeller Talent Agency for singing appearances. Fulton recorded for Decca and has been described as a "natural talent.

Moeller will co-ordinate the road show bookings with Fulton in public speaking engagements to avoid conflict. Fulton and other public officials who are in the recording business, Fulton said, "usually make his new releases, his second single, will be out shortly.

Country Music

Country Music

Country Music

Country Music

Country Music

Country Music

Country Music

Country Music

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Country Music
Country Music

Geezinslaw to Cut at 'Fair'

SAN ANTONIO — Several "firsts" will be established when the Geezinslaw Brothers are recorded live at the HemisFair here July 29-30. It will be their first live session, the first for producer Koho Harashina, and the first done at the HemisFair.

Additionally, this may be the first time the group has been recorded as a part of a package act. The Capitol artists will be on stage as part of the Jimmy Dean show. Their material will be staggered, and the album will be produced.

Herston said he had been assured of good acoustics, and will have both engineers and musicians from Nashville to handle the session. The engineers will come from Columbia studios, flown in for the sessions.

Label Formed by Audrey Williams

NASHVILLE — Audrey Williams has started her own record label, Bonanza Records, and the first released by her Soon-Bird label, Lom Morris.

Mogul, former MGM Records artist, is now working in Lucia. For a number of years, he has fronted the Chestin Heart Band of Hank Williams. Mr. Morris first became acquainted with the Williams family when he won a local talent contest 16 years ago in Andalusia, Ala., at which the late Hank Williams was appearing. The title song of the first release is "BR 9,76699."
WILD & WOOLEY.

Cages and chains weren't made for a man. And a woman in her wisdom won't try to tie a tiger down

K-13938

The greatest new Country song since "Gentle On My Mind," written and performed by Ben Colder's best friend SHEB WOOLEY.

Produced by Jack Clement
Booking Agent: Omac Artist Corp.
Representation: Messenger-Cooper Agency

MGM Records is a division of Metro-Goldwyn-Mayer Inc.

Top 40 this week on

JULY 20, 1968, BILLBOARD
<table>
<thead>
<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>WEEKS ON CHART</th>
</tr>
</thead>
<tbody>
<tr>
<td>THIS GIANT IN LOVE WITH YOU</td>
<td>Joey Scott</td>
<td>JPP 7099 (Unart, ASCAP)</td>
<td>10</td>
</tr>
<tr>
<td>LOOK OF LOVE</td>
<td>Steve Roberts &amp; Lee</td>
<td>E.S. 9166, A&amp;M 924</td>
<td>12</td>
</tr>
<tr>
<td>AUTUMN OF MY LIFE</td>
<td>Safety Committee</td>
<td>United Artists 32018 (short, BMI)</td>
<td>4</td>
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<tr>
<td>SWEET MEMORIES</td>
<td>Andy Williams, Columbia</td>
<td>44207 (Unart, BMI)</td>
<td>5</td>
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<tr>
<td>TURN AROUND LOOM AT ME</td>
<td>Vaugen, Republic/CBS (Unart, BMI)</td>
<td>8</td>
<td></td>
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<tr>
<td>A MAN WITHOUT LOVE</td>
<td>Engravelld Harmonica, Capitol 42077 (Unart, BMI)</td>
<td>3</td>
<td></td>
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<tr>
<td>MY SHINY VIOLET</td>
<td>Willy Brandt</td>
<td>Dot 17096 (Vin, ASCAP)</td>
<td>11</td>
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<tr>
<td>HANG ON HIGH</td>
<td>Hugh Montana, RCA Victor 47-8024 (short, BMI)</td>
<td>5</td>
<td></td>
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<tr>
<td>(The Puppet Song) WHISKEY ON A SUNDAY</td>
<td>Irish Dancers, Decca 32333 (Unart, BMI)</td>
<td>5</td>
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<tr>
<td>CLASSICS ONE</td>
<td>Allan Williams, Warner Bros/Serenity Arts</td>
<td>5</td>
<td></td>
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<tr>
<td>DON'T BREAK MY PRETTY BALLOON</td>
<td>Vikki Carr</td>
<td>Liberty 56089 (McGee, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>MISS ROBINSON</td>
<td>Sister &amp; Gunstock</td>
<td>Columbia 44211 (Unart, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>DREAMS OF THE EVERYDAY HOUSEWIFE</td>
<td>Glen Campbell</td>
<td>Capitol 32154 (Bible, BMI)</td>
<td>13</td>
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<tr>
<td>THE GUEST, THE BAD &amp; THE UGLY</td>
<td>Roy Montgomery</td>
<td>RCA Victor 47-8423 (short, BMI)</td>
<td>26</td>
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<tr>
<td>LITTLE GREEN APPLIES</td>
<td>Faye Page, Columbia 44216</td>
<td>5</td>
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<td>INDIAN LACE</td>
<td>Eddy Mitchell, MGM 1944 (Pacific Full of Tune, BMI)</td>
<td>5</td>
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<td>TAKE ME BACK</td>
<td>Frank Laine, ABC 11097 (Music, Music, BMI)</td>
<td>3</td>
<td></td>
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<tr>
<td>IMPOSSIBLE DREAM</td>
<td>Roger Williams</td>
<td>Kapp 907 (Vee, ASCAP)</td>
<td>2</td>
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<tr>
<td>DREAM A LITTLE DREAM OF ME</td>
<td>Maria Capp &amp; the Wurzels, EMI 24368 (Unart, BMI)</td>
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<tr>
<td>DREAMS OF THE EVERYDAY HOUSEWIFE</td>
<td>Wayne Newton</td>
<td>MGM 19915 (Bible, BMI)</td>
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<td>THAT'S MY BABY</td>
<td>Julie Winnion &amp; the Dixie Marigold Band, A&amp;M 720 (Unart, BMI)</td>
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<td>THEME FROM &quot;ELVIRA MADIGAN&quot;</td>
<td>Don Siegel, Paramount 4470 (Public Domain)</td>
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<tr>
<td>LOVE IN EVERY ROOM</td>
<td>Paul Mauriat</td>
<td>Philips 45550 (Nordic, BMI)</td>
<td>12</td>
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<tr>
<td>GRIZZLY IN THE GRASS</td>
<td>Hugh Mundell</td>
<td>Uni 12006 (Unart, BMI)</td>
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<tr>
<td>I REALLY DON'T WANT TO KNOW</td>
<td>Art-Ish &amp; The Nitebirds, Juke Victor 47-8064 (Unart, BMI)</td>
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<td>HALFWAY TO PARADISE</td>
<td>Billy Vera, Epic 10300 (Screen Queen)</td>
<td>1</td>
<td></td>
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<td>WITH PEN IN HAND</td>
<td>Billie Jean, Atlantic 2558 (short, BMI)</td>
<td>3</td>
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<tr>
<td>WITH PEN IN HAND</td>
<td>Jerry Vale, Columbia 44372 (short, BMI)</td>
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<td>LADY WISHFULL</td>
<td>Gary lacob &amp; the Union Sea, Columbia 32452</td>
<td>2</td>
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<td>WHAT A WONDERFUL WORLD</td>
<td>The Squires, ABC 10732 (Unart, BMI)</td>
<td>3</td>
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<td>THE TWO OF US</td>
<td>Steve Lawrence &amp; Eydie Gorme, Calendar 2022 (Nashville, BMI)</td>
<td>6</td>
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<td>DON'T GIVE UP</td>
<td>Patricia Cortez, Warner Bros/Serenity Arts 7210 (Philadelphia, BMI)</td>
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<td>I'LL BE YOUR BABY TONIGHT</td>
<td>Burt Bacharach, Columbia 44208 (Unart, BMI)</td>
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<td>THE MUSIC PLAYS (Was Iich Dir)</td>
<td>The Singers</td>
<td>Capitol 2220 (Easy Listening, ASCAP)</td>
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<tr>
<td>GEORGE ON MY MIND</td>
<td>Vic Montgomery, A&amp;M 740 (four hit, BMI)</td>
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<tr>
<td>HAPPY</td>
<td>Nancy Sinatra, Reprise 0756</td>
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<tr>
<td>DON'T MAKE ME WAIT FOR LOVE</td>
<td>Elyara Madison/Honey</td>
<td>Reprise 0756</td>
<td>2</td>
</tr>
<tr>
<td>MR. ROUNDES</td>
<td>Bobby Cole, Dete 2-1613 (Philadelphia, BMI)</td>
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This LP mixes the musical tones with excerpts from the tattered film of our love. Indeed, it is a record of our passion, in which the characters are brought together by their own emotions. Arrangements that soft, sure Harriett, that's sure to please.

The Wind in the Willows is a new group of entertainers. The old group, now gone, is replaced by a new one. Here is your chance to enjoy the music of the new group.

The album 'The Magic of Jack' is a collection of old songs and new arrangements. The album is divided into two parts: 'The Magic of Jack' and 'The Magic of Jack: Part Two'. The first part is a collection of old songs, while the second part is a collection of new arrangements.

The album 'The Magic of Jack: Part Two' is a collection of new arrangements. It includes songs like 'When You're in Love Again', 'Can't Help Falling in Love', 'The Look of Love', and 'Put Your Dreams Away'.
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Arranged by ARIF MARDI/N
Produced by THE RASCALS

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Featuring "Good Vibrations" DKA02945
Featuring "Rambling Rose" SKA02944
Featuring "Mercy, Mercy, Mercy" SKA02939
Featuring "How Great Thou Art" SKA02949
Featuring "Frankie And Johnny" SKA02940
Featuring "Face It Girl, It's Over" SKA02947

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1967-68 INTERNATIONAL GUIDE
OF THE MUSIC-RECORD INDUSTRY

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INTERNATIONAL—JULY 21.
DOMESTIC—JULY 15.

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MOA 1968 Convention Contracts Are Mailed

By EARL PAIGE

CHICAGO—The Music Operators of America (MOA) convention plans picked up momentum last week as the trade association commenced mailing exhibit contracts. At this point, the floor plan for the Oct. 11-13 Wisconsin Music Group Sets Aug. Meet

LAKE DELTON, Wis.—Service problems, national reports, and socializing will highlight the summer meeting here of the Wisconsin Music Merchants Association Aug. 18. A number of speakers will participate, including Music Operators of America (MOA) executive vice-president Fred Granger, and past-president of MOA, Lou Casola. Association president Clinton S. Pearson said new officers will also be elected. The meeting will commence at 12 noon, Sunday (18) at the Dell View Hotel here. Families are invited. The hotel reservation number is (608) 253-1261.

Expect Over 250 at Mass. Meeting; Taxes, Licensing to Head Agenda

AUBURN, Mass.—An expected 250 to 300 music operators from all over New England will gather here Sept. 19. The convention, the first of its kind ever conceived in this region, will feature discussions on taxes and other problems of the industry. Music Operators of America (MOA) President Bill Cameron and executive vice-president Fred Granger will speak.

The convention will be held in the Sheraton-Yankee Drummer Motor Inn, off Exit 10 of the Massachusetts Turnpike. The Massachusetts Coin Machine Association and the Western Massachusetts Music Guild will be co-hosts.

"Business will be divided between local matters and problems," Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass. Local machinery, service, and licensing will be discussed.

"We have had a holding regular board meetings, but this isn't the way to involve large numbers of operators. This kind of convention will add new spark to both groups. We have a lot of dynamic people who are ready to assume more active roles in both associations," said Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass. Local machinery, service, and licensing will be discussed.

COIN-CIDENTALLY

Will Cigaret Vendors Switch to Cassettes?

The 100 millimeter cigarette and the low-cost cassette may well combine one day soon in one of the most beneficial marketing schemes in recent years. The arrival of the cigarette industry's "skyline millimeter" race has necessitated the development of vending machines capable of accommodating the longer pack. Thousands of machines in the field have been adapted to 100mm vending, and most new machines being sold have 100mm capability.

All of these 100 millimeter cigarette columns will hold and vend prerecorded cassettes. To the independent music retailer and rack jobber, this cigarette-cassette combination carries considerable merchandising significance. The cassette, as well as other types of tape cartridge, is prime shopping item. Hundreds of thousands of dollars have been spent by major tape cartridge suppliers in research and development of pilfer-proof display cases and racks. The aim of this effort has been to develop merchandising that will encourage
Coinmen In The News

PHILADELPHIA

David Rosen, who heads the machine and record distributing firm of David Rosen, Inc., became a grandfather for the first time recently and rates the affectionate title of Zoey, which is his grand- father. It all came through the courtesy of his son Elliot, who is treasurer of the distributing firm, and his daughter-in-law, Maxine. The blessed occasion occurred at the Habersham Hospital, where Sir Stork deposited the bundle of the newest lvellosaf named Rachel Rivka Rosen. Also beaming in the foreground is Dave's wife and mother Vera Rosen.

Automated Equipment Corp., based in Buffalo, applied for a charter of incorporation to conduct its vending machine business in Pennsylvania, with the registered office of the corporation located in Philadelphia... Leo Berenson, vice-president of Berko Vending Co., served as operations chairman for the Variety Club's Old Newboys Day campaign June 28 to raise funds in a one-day promotion for handicapped children... Harry Rosen, vice-president of David Rosen, Inc., is back from a Jamaican vacation.

Abraham Levine, partner in the Alco Vending Co., has been elected assistant secretary of Commercial Communications Emanuel-L. Marcus, Inc., set up a subsidiary MA B Vending Commodities, which specializes in handling paper products, the first of a three-year term of the Greater American Vending Machine Co., he also named to the National Executive Board of the American Jewish Committee in New York. Among other ARA executives:

KANSAS

John Enick, of John's Novelty, Lawrence, Kansas, mayor of the city and travels a great deal, making frequent trips to Washington. His term will run a year. He previously had served as vice-mayor. John was born in Houlton, Kansas, but has spent most of his life in the Lawrence area. He's been a coin machine man 33 years. John and wife Virginia are spending the summer at their cabin at Lone Star Lake, near Lawrence. His son-in-law, Ed Campbell and Galen Patterson work for him.

Gus Poll, of Bremerton, Wash., is planning a vacation to the Minnesota takes the latter part of August. Gus, his wife Mildred, and three children, Margaret Ann, 14, Cindy Lan, 12, and Brenda Lee, 10, will a stay. His brother Hugo, route service manager for Berko Co., recently returned from Duluth, Minnesota, with daughter, Brenda. Northern Pike, ranging from one and a half to five pounds. Gus has two new employees, Robert Lohse and Kirk Cronin, both on vending service.

A. A. Platec, of Bird Music Co., Inc., Manhattan, doesn't plan vacation this summer, but he'll spend part of this time on Council Grove City Lake. Daughter Carol Platec, 12, is in girl's camp at Wisconsin. son Joe, 16, is working for a roofer; Tom, 13, is playing in a four-footed season vice-president, was elected to the board of directors of the Philadelphia Chapter of the March of Dimes, President Melvin Macker, of the ARA public relations staff, was elected treasurer of the Philadelphia Chapter of the International Council of Industrial Editors, a professional society of corporate communicators.

Propose Texas Bill to Regulate Coin Machines

AUSTIN, Tex. — Tarrant County (Fort Worth) District Attorney Edward Suggett announced before a House committee here that a Dallas vending machine company has been conducting business on taverns in Fort Worth and the bill is needed.

Coffey was testifying before the House State Affairs committee on the need to prevent the sale of alcohol and that the licenses, because of the sale of beer at the place of business, for taverns in Fort Worth and the bill is needed.

Coffey said he would have two main points in his presentation. The first would be the need for a bill to provide a legal claim for regulating coin-operated machine business. The other would be the need to provide a legal claim to help the government in its efforts to control that kind of business.

Coffey said the Texas laws, as written, do not provide a legal claim for regulating coin-operated machine business. The only current legal claim in the state for regulating that kind of business is the local option ordinance. Coffey said that the local option ordinance is being attacked on the present. The only legal claim for regulating coin-operated machine business is the local option ordinance. The only legal claim for regulating coin-operated machine business is the local option ordinance.
JULY 20, 1969, BILLBOARD

JUKEBOX RECORD REPORT

Best Picks
for Week Ending July 20

ANCHORAGE, ALASKA

ATLANTA

ATLANTA

CHICAGO

CINCINNATI
Cover: "Classical Gas," Mason Williams, Seven Arts 71900; Teen: "Indian Lake," Cowills, MGM 13944; DAVENPORT

FREMONT, NEB.

GAFFNEY, S. C.
Teen: "Indian Lake," Cowills, MGM 13944; Novelty: "Here Comes the Judge," Pigment Markham, Chess 2049.

HADDONFIELD, N. J.

INDIANAPOLIS

JACKSON, MISS.

NEW ORLEANS
Teen: "I'm a Midnight Mover," Wilson Pickett, Atlantic 2528; Teen: "Grazing in the Grass," Hugh Masekela, Uni 55066; Novelty: "Here Comes the Judge," Pigment Markham, Chess 2049.

OAKLAND, CALIF.
Teen: "I'm a Midnight Mover," Wilson Pickett, Atlantic 2528; Classical Gas," Mason Williams, Seven Arts 71900; Adult: "It's Up to Me and You," Ella Fitzgerald, Capitol 2212.

PHILADELPHIA

ST. LOUIS

TOMS RIVER, N. J.

WINTER HAVEN, Fla.

Coin Machine

Coming Events

July 17-18, Illinois Coin Machine Manufacturers Association, regional meeting, Chicago area.
July 21, Coin Operated Industries of Nebraska, Holiday Inn, Omaha.
July 26-27, Montana Coin Machine Operators Association, board and election meeting, Board of Pardons, Helena.
Aug. 6, Missouri Coin Machine Council, election meeting, Jefferson Hotel, Macon.
Aug. 23-26, South Dakota Music & Vending Association, meeting, Leland Hotel, Springfield.
Sept. 14-17, National Automatic Merchandising Association, annual convention and trade show, Convention Hall, Philadelphia.
Sept. 15-16, National Vendors Association, meeting, Franklin Metro Motel, Macon.
Oct. 11-13, Music Operators of America, 18th annual convention and trade show, Sherman Hotel, Chicago.
Nov. 20-22, Music Operators of Wisconsin, annual convention, Hotel Ronouke, Ronouke.

We've put everything on the new Rock-Ola Ultra Phonograph... for ALL-OUT ACCESSIBILITY!

Flip up the program dome and you'll see why the new 166-selection Rock-Ola Ultra makes sure the lion's share of those coins goes for profit..."EASY VIEW" PROGRAMMING

Everything up-top. No stooping, squinting, reaching. Hinged program holders flip down for fast title changes. Magazine has clearly visible record title on top for faster loading. Easier for players, too—all controls grouped together, up-top, in one location.

FLIP-TOP SERVICING

Selection panel at eye level. Album price changes made with electrical clip so they can't be accidentally changed. Up-top credit unit and free-play buttons.

NEW PROMISE OF PROFITS

New, lighted animation, brilliant colors and sleek aluminum trim to keep the "action" going. New top-design ends spillage. Dollar bill acceptor, automatic tamper-proof coin counter and single cash box for coins and bills.

The new 160-play Ultra Model 437 plus its 100-play version, the new Centura Model 436, and the modestly priced, compact 100-play Princess Deluxe Model 435 make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.
Bulk Vending News

LEONARD QUINN
Inflation a Boost for 25c Vending

COLUMBUS, Ohio—An inflationary economy, greater variety of 25-cent merchandise and more machines capable of dispensing the giant two-inch capsule are some of the factors that Leonard Quinn, president of the National Vendors Association, is pointing toward the success of quarter bulk vending.

Quinn has been a vendor for seven years. Owner of Confection Products Co. and a director of the National Vendors Association, he said last week that only recently has the U. S. economy reached a level where quarter bulk vending "makes sense."

"When we first tried quarter merchandising, the economy just wasn't ready for it," Quinn said. "But we are in a period of inflation that quarter vending has become a reality."

Seek Warning Labels On Cigaret Machines

WASHINGTON—Vended cigarettes did not escape attention in last week’s demands by the Federal Trade Commission and the Health, Education & Welfare Department of the warnings on cigarette packages and advertising. H. E. W. Secretary Wilbur J. Cohen wants both warnings and tar and nicotine content on cigarette vending machines, as well as on advertising and labeling.

The new warning, which could be the second of 25-cent vending, too, would read: "Warning: Cigarette package increases volume by 20 to 25 per cent.

Quinn is using two quarter machines on the same installation. He fills with general jewelry and the other with funny, vinyl Scarf Emas and novelty pieces. The commission man says, "In quarter vending, you have to realize you’re expanding into an area with some different types of traffic. For example, we placed quarter Scarf Emas in a machine located in a restaurant near a factory. These were all well received and great practical jokes. The machines do a fine business."

With the perfection of the two-inch capsule and the availability of more items, now we’re seeing more machines and still more items.

"Our best item, vinyl Scarf Em is, presented a problem because they ate through the capsule under certain conditions, but now this is being corrected. Some charm makers are wrapping clothing in, and a new opaque capsule is being imported that will not dissolve.

"There’s still not as much profit in quarter items, but the greater gross impress store managers. Anytime we’re involved with a new item or concept, there’s less profit, but this will eventually level itself out.

"Packaging, proper display and modern-looking machines are the key to 25-cent vending," Quinn said. "I’ve found that proper display increases volume by 20 to 25 per cent.

"In quarter vending, you have to realize you’re expanding into an area with some different types of traffic. For example, we placed quarter Scarf Emas in a machine located in a restaurant near a factory. These were all well received and great practical jokes. The machines do a fine business."

Vending News Digest

Illinois Week Proves Worthwhile

CHICAGO—The second annual Illinois Automatic Merchandising Week, held recently by the Illinois Council of the National Automatic Merchandising Association (NAMA) proved "more than satisfactory." According to chairman Dave Amberg, "Vending seemed to get enough favorable attention during Illinois Automatic Merchandising Week to make the project worth repeating in 1969. In many communities, the public read, saw or heard favorable things about vending. The important thing is that these impressions were produced by planned activities of local operators."

Florida Council Elects Hamilton

MIAMI—Howard Hamilton, Automatic Merchandising, Inc., Tampa, was elected president of the Florida Automatic Merchandising Council at its annual meeting here recently. He succeeded Van Myers, who served as president since the National Automatic Merchandising Association council was founded. Other new officers are William Lafayette, Servomation of North Florida, Inc., vice-president; Jack Selin, Florida Canteen Service, Inc., secretary; and Kenneth Andrews, Andrews Vending, Inc., treasurer.

New Jersey Re-Elects Costello

ATLANTIC CITY—Members of the New Jersey Automatic Merchandising Council of the National Automatic Merchandising Association (NAMA), at their recent meeting here, re-elected president John Costello, Servomation of New Jersey, Inc. Other officers who will serve with Costello are Larry Aric, Automatic New Jersey, Inc., Kearny, vice-president; Robert McDonald, Foremost Vending, Nutley, secretary, and Kenneth Andrews, Andrews Vending, Inc., Linden, treasurer.

(Continued on page 47)
Bitterman Holds a Party

Vending News Digest

Golden Assumes Second Post

CLEVELAND—Louis Golden, president of American Automatic Vending Co., here, was recently elected board chairman and will continue as president and chief executive officer of the company. Robert Reiman was elected to the newly created position of vice-chairman of the board and will continue to serve as vice-president.

Liggett & Myers Prepares Deal

NEW YORK—Liggett & Myers, Inc., has agreed in principle to acquire Austin, Nichols & Co., on the basis of one share of a new Liggett & Myers 5¾ per cent cumulative convertible preferred stock for each 2 shares of Austin-Nichols common. According to the major cigarette concern, each share of the preferred stock would be convertible into approximately 2.3 shares of Liggett & Myers common after a recent two-for-one stock split.

PepsiCo Completes Acquisition

FORT WAYNE, Ind.—PepsiCo, Inc., reports that its acquisition of North American Van Lines, Inc., which had been delayed for more than two years, has been completed. The acquisition was for a total of 636,818 PepsiCo shares or one PepsiCo share for each 1.4 shares outstanding of North American Van Lines. Meanwhile, a stockholder's suit to block a $10 million debenture offering by Pepsi-Cola General Bottlers, Inc., Chicago, has been filed in a New York federal court. The suit, filed by John Finnin, Pepi General shareholder, was the latest move in continuing legal skirmishings, pitting Pepsi General against Alkemy Beverage Corp. and its 85 per cent-owned Alkemy Pepsi-Cola Bottling Co., both in Baltimore.

Monsanto Launches Soft Drinks

ST. LOUIS—Monsanto Co. has announced that it is entering the soft drink business and is modeling its approach after another St. Louis-based firm, the Seven-Up Co. However, instead of aiming its new product at Seven-Up's "Wet and Wild" set, Monsanto will seek to sell its soft drink called Puma in food-short foreign countries.

Philip Morris Seeks Shares

NEW YORK—Philip Morris, Inc., has announced that it intends to seek half of the 73,656,000 shares outstanding of Gallaghcr, Ltd., of London for about $110 million. According to its annual report, Gallacher is the second largest maker of cigarettes and cigars in the United Kingdom, with profits last year equal to $18.8 million and sales of $940.4 million.

St. Louis County Awaits Tax

ST. LOUIS—A 5-cent-per-pack cigarette tax will be levied throughout St. Louis County starting Sept. 1, as a result of the recent passage of an amended bill by the county council. The original bill calling for a start of taxation Aug. 1 was amended after the State, which will collect and distribute the tax, informed the council that the hand-engraved dies for stamping the packages could not be manufactured in time for the earlier date.

Wometco Makes Stock Purchase

MIAMI—Wometco Enterprises, Inc., of Miami and Commonwealth Theaters of Puerto Rico have announced the purchase by Wometco, through a wholly owned subsidiary, of more than 80 per cent of the outstanding stock of Commonwealth. In making the announcement, Wometco said it subsidiary would make an unconditional offer to all shareholders of Commonwealth to purchase their Commonwealth stock at net price of $6 per share.

Bitterman & Son secretary, Rosario Sharpy (left), is pictured as she helps bulk operators register during the recent open house at the Kansas City, Mo., distributing firm. Nearly 100 operators, wives and other guests attended.

NORTHEASTERN CORP. executives, Greiner (at right) and Bill Hamilton, and W. R. (Ray) are questioned by two operators.

BUSY GIRLS. Here are Karen Anderson, Jane Mason (center) and Mrs. Marilyn Bitterman, wife of Alan Bitterman, partner of the firm. Mrs. Mason is sales manager, Leaf Brands, Chicago.

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BILLIARD SUPPLIES

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<td>$7.50</td>
<td>Jointed Cues, $2.95 ea., $38 ct.</td>
</tr>
</tbody>
</table>

"THIS WILL SELL!," announced Eddie Falke (left), as Bob Zurn and Larry Falke (right) look at a tiny item being held.

Mr. and Mrs. Kenneth Mays look over the many items on display at the Kansas City, Mo., firm.

KAREN ANDERSON, Miss Northwestern, poses with Bill Hamilton beside the firm's novelty machine called Boose Berometer.

Proven Profit Maker!

CHICAGO COIN'S NEW 2-PLAYER GUN SMOKE

With New
- Player Control
- Score Feature
- Bonus Feature
- Ball Saver

MARVEL Mfg. Company

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CHICAGO COIN MACHINE BY CHICAGO DYNAMIC INDUSTRIES, INC.
"SCHUSS!!!"

RALLY PLAY'S NEW ONE PLAYER

- High and continuous earning power
- Double flippers for fast play
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- Cabinet of combined metal and wood construction
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Yesteryear's Hits

Change-of-pace programming from your listener's shelves, featuring the discs that were the hottest in the land 5 years ago and 10 years ago this week.

Here's how they ranked in Billboard's charts of that time.

R&B & RAGS—5 Years Ago
July 20, 1963

1. Elmer Said That Done-Exces (Rosette)
2. Hello Stranger—Barbara Lewis (Atlantic)
3. The City of My Darlin' (Burlington)
4. Pride and Joy—Marvin Gaye (Tamla)

POP SINGLES—5 Years Ago
July 20, 1963

1. Surfb City—Jan & Dean (Liberty)
2. Easter Said That Done—Exces (Rosette)
3. To Much In Love—Tymes (Parkway)
4. A Man Gonna Do—Sparta (United)
5. Memphis—Lennie Mint (Fra.ttey)
6. The Fool—Kool & the Gang (Imperial)
7. Wind—Kaz (Rooster)
8. Over the Top—Perry Como (Decca)
9. The Everly Brothers—Don't Worry Baby (RCA Victor)
10. Pride and Joy—Marvin Gaye (Tamla)

R&B & RAGS—10 Years Ago
July 20, 1963

1. Hard Headed Woman/Don't Ask Me Why—Sonny Bono (RCA Victor)
2. You're a Mean One—The Kinks (Parlophon)
3. Purple People Eater—Shub Wiggley (RCA Victor)
4. Black Hole Sun—Dionne Warwick (Vee Jay)
5. Let Me Be—The Isley Brothers (King)
6. The Fool—Kool & the Gang (Imperial)
7. Wind—Kaz (Rooster)
8. Over the Top—Perry Como (Decca)
9. The Everly Brothers—Don't Worry Baby (RCA Victor)
10. Pride and Joy—Marvin Gaye (Tamla)

Singles

* NATIONAL BREAKOUTS

PEOPLE GOT TO BE FREE

Bob Dylan, Atlantic 2573 (1961)

FIREBALL

Johnny Cash, Columbia 4141 (1961)

Strawberry Alarm Clock—We'll Never Get This Way Again
Dennis Wilson, Columbia 3521 (1965)

GREEN MACHINE

Scott Walker, Epic 1220 (1966)

REGGAE

The Rolling Stones, Atlantic 2488 (1965)

JAZZ

Billie Holiday, Columbia 3324 (1961)

Al Green, Columbia 32046 (1968)

Tenor saxophonist Al Green has been receiving a lot of attention lately. He's done a few releases on the market, and his recent single, "Let's Stay Together," has been rising on the charts.

* SPECIAL MERIT PICKS

JAZZ

John Coltrane, Atlantic 2275 (1961)

Coltrane has been a great force in jazz for many years, and his music has been influential in many genres. His performances are always exciting, and he continues to push the boundaries of improvisation.

R&B

Ben E. King, Atlantic 2275 (1961)

King has been a beloved figure in R&B for decades. His music is timeless, and he continues to inspire new generations of artists.

GOSPEL

Golden Gospel Baritone—Lynn Fielder

Fielder has been a consistent force in gospel music. His powerful vocals and heartfelt performances are always a highlight of any show.

SPOKEN WORD

7 T. ELIOT: MURDER IN THE CATHEDRAL

Evelyn WAUGH: Brideshead Revisited

These are two timeless classics that continue to inspire and entertain audiences today.
New Album Releases

[Content of the list of new album releases is not legible in the image provided.]

Best Selling Jazz LP's

1. The Ellington/Chip Akins Quartet (RCA Victor)
2. The Modern Jazz Quartet (Crest)
3. The Bill Evans Trio (Verve)
4. The Miles Davis Quintet (Columbia)
5. The Art Pepper Sextet (Crest)
6. The Stan Getz Sextet (Verve)
7. The Dave Brubeck Quartet (RCA Victor)
8. The Oscar Peterson Trio (Verve)
9. The Thelonious Monk Quartet (Verve)
10. The Nat King Cole Trio (Verve)


during the World Music Capital of the World...
Bobby Vinton

"Halfway To Paradise"

5-10350

EPIC
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
**CZECHOSLOVAKIAN SINGER KAREL GOTT:** seated center, winner of this year's Intervision Song Contest, preceded his participation in the contest by acting as a spokesperson for the competition's organizing committee. Mr. Gott is seen here with one of the many internationally known musicians who are performing in the competition. He is accompanied by Brighty Knoblauch, right, and Frank J. Forest, left, members of the organizing committee.

**Light Music Fest To Leali & Magli:** VENICE—The fourth International Festival of Light Music came to a close June 29 in historic San Marco Square for the 11 international artists, 17 Italian singers, and a European TV audience. R&F's Pausto Leali and Saar's Junior Magli were awarded the Golden Gondola, for establishing the Silver Gondola, for new talent, respectability. Leali, last year's winner, participated in this year's competition with "An Almond Night," submitted his candidacy for next year's Golden Gondola. Other contestants were Albanian, American, Arthur Coley (Atlantic-Rf) and Rocky Roberts (Du- rian); French, Dalila (Baldrey-RCA); Chad, and Claude Francaise (BFM); Joe Pass (Ricordi), Sybil Varian (RCA) and Gilbert Becaud (EMI); British, Sandle Alba (Pye-RCA); and David McWilliams (CBS); and the Brazilian winner of this year's San Remo Festival, Roberto Carlos (CBS). The cast of established singers performed for the music industry. The audience included: Michele and Patty Pravo (RCA), Milva (Ricordi), Mina (PDU), Ornella Vanoni (Ariston); Giglio Cinquetti and the recent winner of the radio-telephone contest, "A Record for the Summer," Riccardo del Toto (CFO). Dan Backy (Mambo), Ivo Zilch (Rf), Gino Paoli and Little Tony (Dalila).

**CISAC Backs Pubs Vs. Waiving Of Copyright in New Countries:** VIENNA — The International Confederation of Societies of Authors and Composers (CISAC) at its world congress here, concluded June 29, endorsed the recent unanimous decision of the International Publishers Association (Billboard, July 13) by voting against revision of the Berne Convention in favor of developing countries. Delegates agreed that they would prefer to have developing countries—the so-called "Third World"—given special privileges outside the Berne Convention rather than "see the convention, 'Ask Anyone' to Vie LONDON — The song "Ask Anyone" by Roy Budd and George Fishman, published by Leeds-Music, will represent Britain in the third Greek International Song Festival in Athens, July 26-28. The song will be sung by RCA artist Clodagh Rogers.

**Intergal News Reports**

**NORWAY RADIO CALLED DISLOYAL BY BENDIKSEN:** OSLO — Oslo record chief Arne Bendiksen has accused the state-controlled Norwegian radio service of disloyalty to the Norwegian music industry. Bendiksen claims that Norwegian radio, in placing too heavy an emphasis on American and British rock and pop music, is killing the Norwegian music industry and that the radio is "letting the music industry down". Bendiksen's statement was made in an interview with the Norwegian magazine "Musikkbladet". He also accused the radio of promoting foreign records and adopting a policy of greater loyalty to foreign music than to Norwegian music.

**Coming Events**

- **July 27-29:** Ninth International Jazz Festival, Antibes, France.
- **July 27-28:** First "Nobility Olympiad" International Song Contest, Athens, Greece.
- **July 27-30:** 3rd International Music Festival, Oslo, Norway.
- **July 27-30:** Fifth International Jazz Festival, Stockholm, Sweden.
- **July 28:** Fourth International Jazz Festival, Sochi, Russia.
- **July 28-29:** Fifth Scandinavian Folk Festival, Stockholm, Sweden.
- **July 28-29:** Yugoslav Folk Festival, Beograd, Yugoslavia.
- **July 28:** "Golden Gondola" International Music Festival, Athens, Greece.
- **July 28-29:** Seventh International Jazz Festival, Lisbon, Portugal.
- **July 30:** International Folk Festival, Helsinki, Finland.
- **July 30-31:** Eighth International Jazz Festival, Stockholm, Sweden.

**Stigwood, Rik Gunnell Merge** LONDON—The Robert Stigwood organization has merged with the Rik Gunnell Agency through the formation of a new joint management company, in which Stigwood, as chairman, will have a financial interest. The new company will operate independently of the Robert Stigwood organization and will be run by Rik and John Gunnell, who are joint managing directors. Among the acts represented by the new company are Livingston Taylor, John Baldry, the Paper Dolls, Alan Price, F. J. Proby and George Baker.

Rik Gunnell Management will operate from the Gunnell offices in Gerrard Street but the company will take over new bookings in Mayfair in September.

when answering ads... Say You Saw It in Billboard
Dublin — If current growth of the Irish record market is sustained, there is no reason why annual turnover should not exceed the £1 million mark ($2,400,000) in the next year or two.

Although precise figures are not available, Irish retail revenue in 1965 of £550,000 increased by 12%, and has remained at the 1966 level of £250,000. British records are currently accounting for 60% of turnover, while Italian records — primarily through exports — make up another 35%.

The International pop explosion has had a marked impact on Ireland in the last two years, and the business has never been more brisk for the young Irish recording industry.

There has been a marked improvement in the quantity and quality of local talent and tourists, who form an important sector of the market, now have a wide selection of Irish material from which to choose.

Two Plants

Up to December 1965, there was only one pressing plant in Eire — EMI's at Waterford. In January 1966, CBS inaugurated a second plant at Dublin in 1966 and, after some initial setbacks, the company is now obtaining sufficient work throughout the year to justify its confidence in the expansion of the Irish record industry.

As elsewhere in the world, record charts are a positive aid to sales in Ireland, and when Radio Telefis Eireann went on air, it collected all the Irish record charts. The latest report shows that sales have increased by 200%.

"Demand just came to a halt without any warning," he said. "On top of that, the wholesaler reported that sales had dropped by half."

The chart program was replaced with "Ten of the Best," a weekly program, which will be played on radio from retail shops, played new releases and asked panels to award marks on the basis of technical quality.

Phonodisc Ltd.'s Expansion Move

TORONTO — New and re-issued formats are being expanded by Phonodisc Ltd. President Don McKinnon, president of the Phonodisc Ltd., has been expanding the phonodisc market in Canada to increase the demand for Phonodisc Ltd.'s products.

The acquisition of the Vanguard label, effective July 1,2000, a series of new and re-issued contracts with Audio Fidelity, and the signing of the late Jerry Fielding production in Canada, are the Chess-Chester-Credit group, Kapp, King, Paul-Jones and Little Darlin' and Le-Prod. Co.

Dacapo Handles Lollipops’ Songs

COPENHAGEN — One of the leading Danish pop groups, the Lollipops, who had refused to have their songs handled by a music publisher, have now assigned their rights for one year to Dacapo Publishing Co.

The repertoire includes more than 50 songs, including singles and three LP’s. With the expiration of the Dacapo contract, the group has switched from Phonodisc to CBS — both labels are owned by the same company. The Nordin Polyphone — their new label — has the first single, the first single they have recorded in English, has been released.

"The Lollipops deal is the second major gain for Dacapo, which recently acquired the Beatles' repertoire from Multitone.

Say You Saw It in Billboard
AL BANO gets his first gold record for the single "Nei Sole" on EMI-Italians at a press lunch in Milan. Left to right are, EMI-Italians managing director George G. Alexander, recently appointed ad director Mansueto De Ponti; Bano; Billboard correspondent Germano Ruscitto, and EMI-Italians sales manager Carlo Barbardossi.

From The Music Capitals of the World

*Continued from page 54

placed entry in the last Eurovision Song Contest... Leslie Simmons, who is EMI's new promotion manager, is negotiating with CBS Records (which is represented here) for "Planeta 2," a musical based on the life of Dr. Barnardo, in the West End of London and on Broadway. CBS is also planning at the London Playhouse Club to launch the Opal Butterfly, a group which debuts with a number written by the Cowells, "Beautiful Beige." Louis Armstrong, who celebrated his 60th birthday on July 4, played four sold-out concerts in London after his week's tour with the Boston Symphony Orchestra. During his British visit Armstrong showed two 45-minute color TV films for EMI 2 and MCA released his new single "I Will Wait For You." from

Single by Nice

*Continued from page 53

end of which they set fire to the American flag — an act which resulted in the group's being banned for life from the Albert Hall. Bill Kenworth was the producer of the show, the网络营销.

Meanwhile, the Nice management is negotiating for a tour of the United States by the group later this year.

Rose Trimming U.K. Tour to Fatten Up Record Operation

LONDON—Tim Rose, completing a two-month schedule of tour dates in Britain, is trimming his personal appearances in order to devote more time to the establishment of his own independent recording set-up in London and to the promotion of his new CBS single "Long Haired Boy," which is set for release Friday (19).

Rose, who arrived in Britain in Mid-June for London and provincial dates, plans to stay in the U.K. until the fall, and is negotiating for the purchase of a house here.

Meanwhile, Rose's manager, Jack Beale, has bought a flat in London and has been joined by his wife and child.

said Beale: "Now we have organized a permanent base here to work from, we are planning a concert tour of the U.K. and Europe and we intend seriously to devote ourselves to the launching of the record company. Negotiations are already under way with publishing and record companies."

Rose wants to devote more time to producing and arranging for other artists. In addition, to booking up to mid-August in Britain, Rose will also be making appearances in Sweden and Finland before returning to the States.

Monday (13), and at the San Marco Country Club for sandiers, opening July 29... Glen Campbell has been signed to a multipicture contract with Hal Wallis Productions. Initial film will be "True Grit," starring John Wayne. Jimmy Roselli sings the title song"; Jimmy Sez," in which Jerry Vale will star. Hal Wallis plays the International Theatre in Colorado Springs Monday (12)-Tuesday (13). Claude King is managing director of the Monterey Jazz Festival at the Monterey Fairgrounds. The Fillmore plays the International Theatre in Colorado Springs Monday (12)-Tuesday (13). Claude King is managing director of the Monterey Jazz Festival at the Monterey Fairgrounds. The Fillmore plays the International Theatre in Colorado Springs Monday (12)-Tuesday (13).

this is not a record company. we do only distribute records.

a young great sales organisation available to the national and international record companies and producers.

a sales organization on a national basis with an experienced sales staff and branches in the key areas, thus assuring a capillary coverage of the whole Italian territory.

(Continued on page 55)
From The Music Capital of the World

**Polydor Disk Back As Copenhagen Hit**

COPENHAGEN — One of last autumn’s chart successes, Premis 1981, will mark a new release on Polydor by the Danish music group T. The band is following the artist’s death in a car accident at the beginning of May.

Danish actor and entertainer Preben Ugleberg recorded the old Swedish melody last fall, after featuring it with success, and with the new Danish hit joins a show at the Tivoli. The song is published by Wilhelm Hansen.

**Allied’s Beatty Dies**

TORONTO — Bruce Beatty, president of Allied Record Corp., was drowned in a sailboat last week in the Gulf of St. Lawrence, near its northernmost point, on June 29. Beatty, 23, a charter accountant in Toronto, was a member of the Allied for two and a half years, and prior to that was with the firm of Kassner Music. He was rear commodore of the Royal Canadian Yacht Club. He is survived by his wife, Margaret, and a son, John, both of the Toronto district.

**OSKAR SALAZAR**

**Singers are taping a Ray Anthony show in New York's Newport Motor Inn through Wednesday (17). A ray singer, arranged, and sung, and the group will tour the Continent next month.**

**MIKE GROSS**

MILAN

Ferruccio Galliottti, formerly Mime Records producer, will remain Southern Music in an associate position. The arrangement is subject to the management director. 

**Mario Zanotelli Now In Germany**

The CDG Gialloventi is back from Mexico after recording an album with international standards in Spanish and filming TV special in July-August. Mario Zanotelli flew to Germany to form the German version of some Italian songs for Deutsche Vogue.

**The Danish Accident**

The Danish Vinil Records, now owned by the Danish company KAB, has sold its last UK records to Decca Records. The move was announced by the company's managing director, tires and accessories.

**Ten**

It's **Jackson, Vandellas, Starr,** and the **Dylan** hit song, "Tell the Truth" and "You're a Good Kind of Fool." The song was recorded in Italy by Decca Records, which will also release the records in Poland.

**Dylan**

First two CBS albums to be issued by the group, the **Kimi** and the **Kimi** country style Radio Hit. "A Night with the J ohn" and "The **Kimi** and the **Kimi"

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**Kimi**

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**GERMANO RUSCITO**

NEW YORK

Bob Dylan, Atlantic artist, opened a three-week run at the Rainbow Grill on Monday, July 10. The gig closed Monday night and the singer has no plans to record a new album. The band has been on tour for three months.

**Styx**

Billy Joel has written a rock song for the upcoming film "Rock Around the Clock." The song is titled "The Night the World Turned Black." The song was recorded in March and is scheduled for release in late July.

**Monty**

Donald Trump has renewed his relationship with the Donald Trump Records label, which has released a number of albums in recent years.

**ESPEF ERIKSEN**

PARIS

Paris-born conductor Lorin Maazel makes his debut in France this week with the Paris Radio Symphony Orchestra in a performance of Tchaikovsky's symphony "Sleeping Beauty." The first concert is "Back to normal" promotion with Bob Dylan's "Mishawaka Confusion" and "Cuddy Man" on Gemini. The band has recorded a record four titles for Disc & Records.

**Michael**

The CDG Gialloventi is back from Mexico after recording an album with international standards in Spanish and filming TV special in July-August. Mario Zanotelli flew to Germany to form the German version of some Italian songs for Deutsche Vogue.

**Tia**

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DETOUR — Percussion Instruments are today the profitable backbone of operations for many successful music merchants. The market potential seems indefinitely expandable with good merchandising, and is assured of continuity so long as there are people, especially young people for the starter. Evidence of the fact that at one of the largest traditional music stores in the country, Grinnell's, drums account for some 30 percent of volume in the big instrument department.

The scope of the market is apparent to anyone who has ever listened to almost any musical group — drums and other percussion units dominate the critical aspect of rhythm from the trio to the symphony. Even the big brother of percussion, the piano, will dominate a vocal chorus in that aspect.

The relative of the fundamental omnipresence of rhythm and its instruments to the market which the retailer is economically interested in is suggested as a basic in market research by a study of the inventory of the band instrument departments of Grinnell's big headquarters store: "I believe every individual has some kind of expression in his own way. At every musical performance, you find people clapping hands and feet. I believe this is a basic primitive urge; of all the people who express it outwardly in some way are the ones who have a basic instrument in their home — which they may not yet be aware of."

What makes a drummer is basically the desire to be left alone and "get away." From this basic can be translated into service to this acruin, even if not yet conscious, market, and then happily into sales may be best studied in the operation of a leading store like this.

Grinnell's is centered in a multi-story store in Detroit and is the headquarters of a chain of 43 music stores, some under variant names, extending to New Jersey. Experience at the center represents the distillation of merchandising over a large segment of the American market.

The whole central area of the third floor, which houses the percussion section, is devoted to several large drum displays. This instrument is in

A ROUND DISPLAY STAGE presents drums, surrounded by drums. A percussion novelty item is the white child's piano which is an important seller for its age bracket.

FERDINAND STANDS beside one of several carefully staged high displays of drums in mid-floor of the department.

ferdinand stands beside one of several carefully staged high displays of drums in mid-floor of the department.

The U.S. market for drums is being milked by Grinnell's and its sister stores.

The company's base is the backbone of drum sales, and the store caters to all levels of drummers. The hobbyist and the advanced, professional drummer are equally satisfied with the well-rounded selection of instruments.

The store offers a wide variety of drums, from tiny snare drums to massive bass drums. They also offer a comprehensive range of drumheads, cymbals, and other accessory items.

This selection is available for both beginners and professionals, ensuring that there is something for everyone. Grinnell's commitment to providing high-quality products is reflected in the reputation they have built over the years.

Detroit's own Festival of Percussion, held annually, is a testament to the importance of percussion in the city and the store's contributions to this art form.

Grinnell's dedication to drummers is evident in their efforts to provide a complete and diverse drum section, catering to all levels of expertise. Their commitment to offering top-notch products has helped establish them as a leader in the drum industry.

(Continued on page 59)
**AM-FM Bills Introduced in Both House and Senate**

**By MILDERED HALL**

WASHINGTON—Bills to incorporate commercial stereo signals into all AM-FM broadcast stations and to eliminate TV-Band interference in the District of Columbia and the House and the Senate. This would be in line with the type of legislation that required all TV stations manufactured since April 1964 to carry both VHF and UHF channels.

Sea. Frank O'Konski (D., Utah) a member of the Senate Commerce Committee since 1963, authored the Senate AM-FM radio bill to assure greater diversity in radio programming to the public and greater profits, undoubtedly go higher on the dual band sets, for a time, but he believes greater mass production would bring technological advantages and bring additional profits in the near future. He noted that average factory price for AM-FM sets is $225.50, while average for AM-only is between $16 and $18, with some low-priced AM's also on the market.

Senator Moss said this legislation would be in line with the FCC's recent ruling for 50 per cent of non-duplicate FM programs on stereo. Moss said FM operations in cities of 100,000 or more would be required to be stereo, but no price should be assessed for the access to the educational FM programming originating in the District of Columbia in Public Broadcasting that will swing educational stations into stereo, between the hours of 6 a.m. and 9 p.m., but which is a programming source with government funds.

On the House side, Rep. Alvin O'Konski (R., Wis.) introduced a similar bill in April, but it is not clear yet whether the House Commission who opposes the idea. Congress has not been accused by Lee recently told the Consumer Electronics Show in New York that he feels such legislation is unnecessary, because FM is growing at a healthy rate, due to the profitability of multiplexing background music because of the popularity of stereo.

**PRODUCT INFORMATION**

**Product Information Gives Boost to Recorder Sales**

WINTER PARK, Fla. — A series of narrow"Product Information" inserts, directly below display ads for various model tape recorders, has encouraged substantial sales for M. Frutchey, owner of Frutchey's Audio Lab here.

By M. Frutchey adds a new model tape recorder to his stock, he immediately assembles all possible information about the item, and where he finds it too technical to be understood easily by the average person, he writes up a brief folder of his own. All folders slip into a slot directly below the carpeted shelves on which recorders (and components) are shown above the slot, similar to a letter file, is the first name, so a customer merely needs to look below to find the manufacturer's name and statistical data of information contained.

"This makes it unnecessary for the prospect to ask a salesperson numerous questions," explains Mr. Frutchey. "Any salesperson in the sales office," Frequently, the prospect who is merely looking around will stand in front of the display and scrutinize the machines without touching them, or own condensations and articles cut from electronic or sound equipment magazines, for consideration of periods of time, making the prospect turn to a major after he has tested the machine in the light of the information he has received.

Frutchey, an expert on sound equipment repair and specialize

\[ Continued from page 58 \]

American and Japanese manufacturers.

Schools encourage the purchase of stereo equipment and would likely prove the foundation of a later more developed interest in personal listening. Incorporating a stereo unit into the school would also be considered as a way of encouraging and popularizing the use of stereo.

Because of the basic music programs, with a good aptitude test, the high school and the schools, this private lesson program serves the needs of young drummers without further formal organization through the stores.

"The road to becoming a drummer today is not a long one," says Mr. Feldman, "He doesn't have to start playing a guitar," adds Mr. Feldman. "Six out of ten people who have begun drumming by their own routes began with drum sets. This is a connection. Man starts drumming before he started talking."

With this knowledgeable enthusiasm for the instrument, it is easy to explain why Grinnell's has a department pre-programmed to make an individual's drum sets. The situation is different from a quarter century ago when it was a necessity. Then you get yourself a drum pad and a couple of sticks, and practiced till you proved yourself a drummer. But today, with the advances in music, drummers have this wide range of drums available and in an affluent culture that allows them to buy the drums for them when they can.

The department personnel must be qualified to give some advice to the customer. Here are some tips: "If you need advice, do I need a three or four place set, for instance, it reverts back to, what does he have now, or what does he need now."

There are ways to advance like adding cymbals, more drums, more percussion instruments, such as cowbells, wood blocks, tambourine rings, single cymbals and the like. We believe in trying to custom-tailor the sale to the wants and needs of the customer, based on what he is now able to achieve.

"This requires a personal attention input, backed by sound product knowledge, and an interest in the customer's use of what we are selling."

Knowledge of product and knowledge of customer are both important. A great percentage of our business is repeat sales. We expect to see the customer again for years of additional accessories as well as major units.

"They buy better drums — and they last longer. A professional will certainly last us longer. They also are not afraid of drums. Three years after the professional gets a red set, he may decide he wants a blue set.

"Personally I have made more sales to customers because of the information given within — they are not afraid of drums — from the snare, or even the pad, to a full set, and then to a professional set. This is happening increasingly."

The extensive use of printed media, mostly newspapers, with emphasis upon programs for beginners, has been detailed. No direct mail as such is currently used.

As effective alternate to direct mail is the personalized telephone call. This is made to the customers who have been enrolled in a rental program. The caller asks about the student's progress and 成交 the attitude that the store is genuinely interested in him, and in his musical future.

Manufacturers-sponsored publications, usually monthlies, are made freely available to visitors in the store. This serves to attract customers to the store again and again to pick up the paper that covers their favorite field, drum field. "Ludwig does an exceptionally fine job with their sales aids like this," says Mr. Feldman.

Drum clinics are held quarterly. Usually these will be

\[ Continued on page 60 \]

**ORDER SHIPPED RUSH THE SAME DAY**
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BILLBOARD MAGAZINE
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CLASSIFIED AD ORDER-FORM

PHILCO-FORD'S 1969 console stereo line includes the Irvanone, Model 1846MCL. The console features 100 watts of peak music power, eight air-suspension speakers in sealed enclosures, professional record changer and an integrated circuit in the FM tuner.

New Philco-Ford Consoles Put Accent on Tone Quality

PHILADELPHIA — Philco-Ford Corp. has geared the sound quality of top models in its 1969 console stereo line to sell against the best in stereo components.

"In the past, concert-hall quality in stereo was associated with very expensive components that were purchased only by music enthusiasts," said sales planning manager Frank Loeschner. "Philco - Ford started many years ago developing console stereo that would provide high-fidelity music and furniture to match any decor.

Our new Stereonic air-suspension speaker system with sealed sound chambers achieves realism and a musical quality that is unprecedented in console stereo.

The new speaker system is offered on models that start at a suggested list price of $499.95. The top model in the line, called El Camino (1946P), matches 300 watts of peak music power with two 18-inch woofers, 9-inch oval mid-range speakers and two Philco Audio-Dome tweeters.

"In our big 15-inch woofers, the voice coil drives the speakers come up to 7/8 inch," Loeschner explained. "The Audio-Dome tweeters have unsurpassed polar distribution that permits you to hear all the highs virtually anywhere in the room."

A second 300-watt model featuring sealed speaker enclosures with air suspension is the Interlude (model 1967CH). This set has 12 speakers: two 12-inch, two 9 by 6-inch and eight 2¾-inch tweeters.

The air-suspension speaker system is unique. Both woofers and tweeters are also available in two models with 100 watts of peak power: the Irvonone (1846MCL) and the Woodcrest (1942WA). These have two 12-inch woofers, two 4¾-inch mid-range speakers and four 2¾-inch tweeters.

Percussion Reaps Profits

Fair, which is a big annual store activity. A series of personal appearances is scheduled at such times, with about four shows a day. The week's shows have an attendance of several thousand.

"The field is wide open for potential drummers," Ferdinand summed up the market. "Encourage any youngster who starts to tap his fingers. That's the beginning. There will always be a need for good drummers."

"Dollarwise, the individual gets what he is paying for nowadays. The quality of drums is better than it has ever been. All manufacturers are continually striving for better durability, better styling, and more compact, more convenient drums for the money.

JULY 20, 1968, BILLBOARD
**Long' Cigaret May Light Way to Cassette Vending**

*Continued from page 43*

...the early tape cartridge merchandising theories because of the novelty of the concept and the niceties of the tape package. However, now that the concept has become known widely, this aspect of tape cartridge merchandising has become less important.

Little, if any, alteration of the vending machine would be required for cassette merchandising. The jolt of a drop from the columns to the delivery tray would be adequately borne by the high-impact plastic of which the cassette cases are constructed. And some manufacturers (Ampex, for example) could pack a cassette in a sturdy plastic case that would further enhance the public image delivered from the machine. If any adaptation of machine design were to be made, it might be improvement of the merchandise display area.

The vending of 4 and 8-track cartridges has been also proposed, using adapted paperback book mechanisms. An engineer company considering this form of tape cartridge merchandising is Larry Finley's International Tape Cartridge Corp. Paperback and endless-loop tape cartridges are roughly the same critical dimensions.

The biggest single obstacle to tape cartridge vending has been the high cost of the merchandise. Multidisk purchases would have required credit systems registering purchases plus equal combinations of nickels and dimes. The necessity for patience by the public in searching for pocket change virtually precluded impulse purchase. But vending mechanisms have brought both the dollar bill-accepting and the card credit mechanism to perfection. Both devices are now in use on location. These advances, coupled with the introduction of lower-cost EP cartridges, make cassette vending feasible today. In the future, credit card vending will make possible automatic merchandising of virtually all the items found in the corner sundry store, including tape cartridges.

As with records, the coin machine operator is uniquely qualified to engage in retailing of tape cartridges. Not only does the manufacturer and location-relations phases of the business, he is an experienced buyer and observer of musical trends.

As cigarette vending enters its period of greatest growth, tape cartridge vending may emerge as a welcome area of diversification for many operators. There could be a more natural move, because the machines are ready and waiting.

---

**Monarch Major Expansion Plan**

*By BRUCE WEBER*

LOS ANGELES — Monarch Electronics International, manufacturer and importer of home entertainment equipment, is on a major acquisition program to involve itself fully in the tape cartridge market.

Monarch, which purchased Concertone in April and Cal-Best Electronics in June, is investigating several tape player manufacturers in the home and auto field to bring under its banner.

Market research on cassette players, both home and auto units, is being completed, according to a spokesman, who said Monarch's entry in that market contemplated for late this year.

Leonard W. Ashbach, Monarch chairman, said Concertone and Cal-Best will operate as separate entities in the corporate structure, although several phases of the operation will be integrated. Concertone, manufacturer and distributor of tape recorders, imports its recorders and decks from Japan.

Concertone, purchased by Monarch for an undisclosed number of Monarch common shares, has introduced several new home units, including a home stereo cassette system and a cassette tape recorder.

Monarch plans to market several models in the Concertone line, and plans to release cassette products on the Monarch label.

Ashbach reported the 40,000-square-foot Cal-Best manufacturing plant will be used to produce private-label and house-branded lines of portable phonographs and stereophonic consoles in a medium-priced range.

Monarch also wants to expand its private label manufacturing, including a line of portable units under the Majestic label.

Cal-Best, a privately held company, was purchased for an undisclosed amount of Monarch stock, traded over the counter.

Irving Dubin, Cal-Best president, will continue as president of the Cal-Best but he and the co-founder also gain a seat on the Monarch board.

Monarch had sales last year of $31.1 million, while Cal-Best has been generating annual sales of $1 million. Monarch expects to announce another acquisition within 60 days which will strengthen the company in the auto tape player market, according to a spokesman at Monarch.

---

**Sarex Pacer Loads Tape in 10 Seconds**

NEW YORK — One loaded CARtridge or cassette every 10 seconds. This is the claim of the Sarex Corp., for its new automatic loader, the Sarex Pacer.

The unit is actually a set of three Sarex loaders mounted on an indexing turntable which is automatically activated at intervals as short as five seconds. One person operates the machine. Maximum loading per shift is 2,880 pieces, using 100 feet of tape per cartridge. No skill is needed, according to Bob Baker, president of Sarex.

The loader, model 347, would take at a maximum speed of 320 inches per second (ips), with a constant recording density, "But by Jan. 1, 1962, we're at $3.20 IPS. The changeover will take place gradually, and if all goes as planned, we should have a fully converted machine in the spring," Baker said.

The loader automatically cuts the tape via a hot wire mechanism. Sarex's loaders utilize modular construction, allowing for complete interchangeability between tape configurations. Four module kits are available. The machine is sold with one fixture, either for cassette or cartridge; the other is optional. A photo electric module for pre-readied cartridges and cassettes is also available, as is a magnetic sensing module, which picks up the insuable tone on pre-recorded tapes and automatically slows down the tape for cutting.

---

**Deutsche Grammophon Plans Major Effort to Sell Classical Music to Cassette Market**

NEW YORK — Deutsche Grammophon is planning a major effort to swing the classical music to the cassette market. DGG, one of the major classical music sellers in the U.S., is distributing, both on records and cassettes.

Keys to the stepped-up activities will be simultaneous releases with the disk counterpart, a specially designed display rack for stores, and the promotion of cassette streamers and catalogs. Catalogs will also have a limited amount of dealer promotion monies as well as tie-in to its cassette product with national record advertising.

"We are currently building our catalog," said Jim Frey, general manager of MGM Records' classical division, left, and Mel Price, MGM manager of tape operations, flank the paper-proof case. MGM distributes DGG records and cassettes.

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'Harlekin' Captures W. German Contest

By TelePac

Berlin — "Harlekin" — by Hans Blum, sung by Metropol-stro's Siw Malmkvist, won the West German Song Contest held in the Philharmonic Hall here July 4. Second was "Warnt Du Doch in Dusseldorf Geblieden," by Bruhe and Buschor, sung by Philips artist Darthe, and third was "Computer Number 3," also by Bruhe and Buschor, sung by TeleTec's French singer France Gall.

Fourth went to another Metropol-stro artist Anna-Lena for "Alle Blumen Wollen Blumen" by Hans Blum. Immediately after the contest, Swedish Metropol-stro chief Borje Ekberg made plans for Swedish versions of the Siw Malmkvist and Anna-Lena songs.

Both singers are produced by Gunther Hans of Metropol-stroduction, Berlin. The 12 songs in the final were chosen from an original entry of 500.

The contest was marred by several production breakdowns, and record and publishing company representatives were angry over a contest ruling prohibiting publicity for the competing songs. After protests, the organizers, the Society for the Futhumance of German Dance and Light Music, said they would allow publicity for the songs in next year's contest set for July 3. Other artists taking part in the contest were Graham Bonny, Rex Gildo, Renate Kern, Inga, Gus Bachan, Howard Carpendale, Marc Bertrand and Jacqueline Boyer.

Ortronics in Unit Addition

TOLEDO, Ohio — Ortronics has expanded its line of 8-track tape CARtridge player to five automobile and home units. In addition, the company is bolstering its operation to include regional sales managers in New York and Los Angeles.

Three of the five players are car or boat models, with suggested retail prices of $59.95, $59.95 and $109.95. The $99.95 deck will include speakers. Ortronics' home unit, a complete audio entertainment center, has not been priced, but will be about $169, according to a company spokesman. Another home unit, with a pre-amplifier, will list for about $79.

GRT to Issue Kapp Product

Los Angeles — General Recorded Tape (GRT) will release 4 and 8-track product for Kapp Records, including five packages each by Jack Jones and Roger Williams.

The initial release also includes product by Raymond Leefere, the Houstons and the "Man of La Mancha" sound-track.

GRT also will release repackaged product in 4 and 8 track and cassette by Lawrence Welk and the Lennon Sisters from the Runwood Records label.

DGG Readies Drive

Continued from page 61

said Mel Price, MGM manager of tape operations, "so that dealers can also use it for tape boxes of other companies which differ from ours. Although the display rack is available to dealers for about $35, Mel Price has established a dealer buy-in program in which they can earn varying discounts keyed to the volume of their tape purchases.

DGG is also preparing consumer catalogs and point-of-purchase streamers. They ask that the classical music buyer," Price said, "is easier to convert to cassettes than the pop disk buyer because he already has the component needed for a plug-in deck. The pop record buyer, a younger market, needs a self-contained unit which costs more than the plug-in type."

TelePro Picks Pacific Audio

CHERRY HILL, New Jersey — TelePro Industries has appointed Pacific Audio in Los Angeles as its sole distributor for Southern California, Nevada and Arizona. Pacific Audio will handle TelePro's complete line of tape CARtridges, cartridges and accessories marketed under the Fidelitac, Telepac and TelePro trade names.

In announcing the appointment, Aaron R. Wall, president of TelePro, noted that Chuck Harper, Pacific Audio's president, has been a customer of TelePro for some eight years.

TEAC Widens Sales Rep Network

NEW YORK — TEAC Corp. of America has broadened its domestic sales representative network to include all of the contiguous U.S. TEAC's total coverage is complete with the announcement of two new representatives.

Henry H. Sulky will cover the Southeast, including North Carolina, South Carolina, Tennessee, Alabama, Mississippi, Georgia and Florida. The Southeast has not previously been covered by TEAC.

For Houston, Tex., Oklahoma, Louisiana and Arkansas, TEAC will be represented by the Bill Wylds Co.
Tape Types:
Do any of these buyers shop in your store?

The Sound Collector
He's the guy who's always borrowing his friends' LP's 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-up.

The Family Album Maker
These folks do a lot of singing and speciality into their inexpensive tape recorder. 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 dB out of it. He likes low noise tape, but uses lots of different varieties in his hobby. Helpful hint: a lot of people want to consider themselves Home Pro's, 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 can be 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: (312) 439-8700

AMPEX
401 Broadway, Redwood City, CA 94063
2201 Lunt Ave., Elk Grove Village, IL 60007

Display stands 17 inches high. Replaceable top display sign rotates when customers turn the module beneath it to look at different tape styles.

Each module is 14" high, 22" square and holds over a gross of assorted 7, 8 & 9" tapes. Modules rotate quickly on roller-bearing spindles. They work best mounted two high on storage base, but one module can make a very attractive counter-top rotating tape dispenser if your floor space is limited.

The base contains extra tape supplies and "How-to" booklets for literature boxes on each display panel. Get all the pricing details from your Ampex distributor. FAST!
...I Can Remember Everything

Pressed among the pages of my photograph album, I discovered... myself. "Hello there me! Can you remember that day when you were shuttered, printed and tucked away for a paper eternity?... And the places and friends and loves, the colors, rains, wars and tears you've known since then; can you see them still?"

And I looked out at me and said... "Each moment seems to be a picture...
Yes, I can remember everything."

Jennifer

This fresh new talent makes a double debut... on this LP... and on TV:

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

TOP 20 POP SPOTLIGHT

 Marin Gaye & Tammi Terrell - You're All I Need To Get By

 Percy Sledge - Stutter

 Spanky & Our Gang - Give Me A Damn

 The Platters - Hard To Get A Thing Called Love

 King Curtis & The Kingpins - I Heard It Through The Grapevine

 Luscious Lyons of Pants - River Deep, Mountain High

 Special Merit Spotlights

 New light singles deserving special attention of programmers and dealers.

 FAVORITES

 Marvin Gaye & Tammi Terrell - You're All I Need To Get By

 Porsy Sledge - Stutter

 Spanky & Our Gang - Give Me A Damn

 The Platters - Hard To Get A Thing Called Love

 King Curtis & The Kingpins - I Heard It Through The Grapevine

 Luscious Lyons of Pants - River Deep, Mountain High

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 TOP 20 COUNTRY

 Slim Whitman - Happy Street

 Jimmy Dean - Born To Be Your Side

 Bobby Lewis - From Heaven To Heartache

 Wilma Burgess - Look At The Laughter

 Areline Harden - What Can I Say

 Chart Spotlights Predicted To Reach The Hot Country Singles Chart

 Chart Spotlights Predicted To Reach The R&B Singles Chart

 Chart Spotlights Predicted To Reach The Top 20 Of The Selling R&B Singles Chart

 Top 20 Of The Top Selling R&B Singles Chart

 There Are No R&B Spotlights This Week

 Chart Spotlights Predicted To Reach The R&B Singles Chart

 Harvey Scales & The Seven Squires - Broadway Press (Earl Carroll, MCA)

 Bill & The Medallions - Funky Doodles (Downs/Maxo/Vaessen, Flamin', Bufoon Ton 709)

 Don Darwick & The Odd Socks (Paul, S.I.U.)

 Hank Ballard & The Midnighters - Come On My Baby (Safe, MCA)

 All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
Mr. Herb Alpert
A & M Records
1416 North La Brea
Hollywood, California

Dear Herb:

We wanted to take this opportunity to thank you for a great tour.
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But even more important to us was the concert at Brigham Young
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May 11 ... Univ. of Minnesota ... Sold Out
May 12 ... Butler University ... Sold Out
May 13 ... Bradley University ... Sold Out
May 14 ... Wichita State Univ. ... Sold Out
May 15 ... Univ. of Wyoming ... Sold Out
May 16 ... Colorado State ... Sold Out
May 17 ... Montana State ... Sold Out
May 18 ... Brigham Young Univ. ... CANCELLED

June 12 ... Cincinnati Gardens ... Sold Out
June 13 ... Boston Gardens ... Sold Out
June 14 ... Yale Bowl ... Sold Out
June 15 ... Madison Sq. Garden ... Sold Out
June 16 ... Pittsburgh Arena ... Sold Out
June 17 ... Cobo Hall ... Sold Out
June 18 ... Dane Co. Memorial Col. ... Sold Out
June 19 ... Arlington Park ... Sold Out
June 20 ... Robert Municipal Aud. ... Sold Out
June 21 ... Hemisfair ... Sold Out

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THE OSMOND BROTHERS' single,
"MARY ELIZABETH"/"SPEAK LIKE A CHILD" (257-2002).
The Osmond Brothers — a young modern adult group —
explodes on the scene, revealing the total
talent and genius they have to offer.
They're today. They dig it and sing it.
On this fresh new contemporary single, "Mary Elizabeth."
MONTY MONTY—Tommy James & The Shondells. Roulette ST 2963 (3). With their No. 1 single as its title, this latest flip single to emerge from the Shondells is headed for big things. Another hit single from their current LP, "C.C. Rider," and the group's latest "Tonight," "Somewhere I'm Goin'" also are included. Nothing is too much for the Shondells as they continue to push the envelope in their hits. "One Two Three and I Fall!"

BAND OF GOLD—Flour Corner. RCA Victor LPM 4050 (V). A sensitive, distinctive styling of Country Music is reflected in this album. With their previous LPs, "The Last Hundred Years," "The Last Hundred Years," "The Last Hundred Years," and "The Last Hundred Years," the Band of Gold has developed a reputation for finely-tuned harmonies and well-crafted instrumentation.

THANKS FOR ALL THE MAKES—Dave Dudley. Mercury SR 61172 (3). Dave Dudley is a Kentucky native, and his singing style reflects the influence of country music. With hits like "Honky Tonk Stomp" and "I Didn't Have Myself to Blame," he has established himself as a leading figure in the genre.

SWEET ROSE JONES—Buck Owens & His Buckaroos. Capitol ST 2962 (3). Buck Owens is a legendary country music performer known for his comedic talents and innovative arrangements.

HEAVEN SAYS HELLO—Sonny James. Capitol ST 2927 (3). Sonny James is an American country singer and songwriter, known for his memorable voice and catchy songwriting. His album "Heaven Says Hello" features a mix of original tracks and covers.

HOMETOWN GUITAR—Chief Clark. Capitol 5008 (3). Chief Clark is a country music artist known for his storytelling and emotive performances. This album showcases his talent and continues to build his reputation in the genre.

GARAGE MUSIC FOR VOICES, INSTRUMENTS & ELECTRONICS—Gladys Knight & The Pips. Epic SQ 178 (3). Gladys Knight & The Pips are a soul music group known for their harmonies and distinctive sound. This album features their take on classic garage and R&B tracks.

THE BARMAN'S TALE—Tommy James & The Shondells. Atlantic SD 1196 (3). "The Barmans's Tale" is a hit single from Tommy James & The Shondells. It features the group's signature sound, with catchy melodies and harmonies.

I LOVE YOU—Paul Anka. Capitol ST 2924 (3). Paul Anka is a singer-songwriter known for his contributions to the pop music industry. "I Love You" is a later release from his career, demonstrating his continued talent in crafting memorable songs.
Pocketdisc Seeking RIAA's Recommendation on Standard

> **Continued from page 1**

**r.p.m.** However, another similar system has been introduced at 45 r.p.m. We would appreciate your earliest possible action in recommending a playing speed which will afford you, your members and the public the greatest advantages. American will abide completely with your recommendations.

"Since products plans commence Aug. 1, 1958, an early decision is essential."

**MGM Added**

Meanwhile, American has added another group of key labels to the already impressive list of manufacturers with whom American stands ready to make release agreements. The new ones are the MGM family of labels, including the recently acquired Kama Sutra and Ventoura.

Pocketdisc executives Hyman and Larry Kasza, board chairman, in a letter sent to the American record-buying age groups. And at the same time, the variety of repertoire that the industry new offers to its increasing number of customers has been vastly expanded.

**SETTING UP AN AMERICAN OFFICE**

Barclay Records last week were located in New York and its general manager, John E. Fernandez, and Alan Milhau, general manager of Barclay Records in Spain. Fernandez will be chief of the U.S. office of the French-based record company. From left, Milhau, Fernandez and Barclay.

Barclay Invading U. S.—Sets Office & Inks Acts

> **Continued from page 1**

**嫖uct have been released in the U. S. on such labels as Atlantic, Reprise, London, Monument, Kapp, and Fanta. Fernandez will also handle all publishing activities in the U. S. of Barclay's Les Editions Eddie Barclay.**

**Plans also call for the involvement of Barclay Records in films, mainly for the soundtracks.**

Barclay has already begun signing American artists.

"We feel that it is now possible to develop English-language hit records in France," Fernandez said, "whereas years ago this was impossible."

One of the activities of the new office will be the importing of product from all Barclay operations abroad for placement on all such labels. This will be done primarily through artist-by-artist arrangements. Fernandez said that discussions were already underway with several labels in France, even competitors there, to represent their product in the U. S. The U. S. Barclay will also handle some British product for release in this country.

**Planned for Year**

Barclay said that he had been planning the U. S. operation for about a year. He felt records were more and more an international business and that it was necessary to have an office here to make it. The Barclay office will also work very closely with U. S. tours. In this regard, Fernandez will be in charge of the promotion staff. The office will be equipped to sell Barclay does about $14 million in the record business in all of the world.

**White Interests**

Although the founding members of NAPP, 31 in all, are all Negro promoters, that while Negroes have expressed interest in joining. "Our organization is based on fair play and anyone applying will be considered for membership," he said. "Other Negroes are being considered in securing acts we need in order to promote these shows."

He added, "Hopefully, our plan of action, which will inevitably lead to sell themselves, will be such that we can warrant the use of many fine showbusiness men."

"People don't really care who promotes a show, whatever his background, they just want to see the acts perform. All we want to do is go to presents to the audience, black or white."

**Liberace-Selected Classical Pkg. Set; Gilbert to Produce**

"Liberace's 50 Favorites" will be the classical set, endorsed by Liberace, a Dot Records artist, will be packaged with eight recordings of famous masterpieces suitable for framing. The three-lp set will retail at $6, plus $1.50 for the frame, and will be distributed in the U. S., Canada and Puerto Rico by Martin Gilbert Associates, Inc.

The music ranges from ballet to symphonic and includes performances by symphony orchestras, conductors, composers, singers and pianists. The volume, sales, and print run of the set will be handled by the Press, and an additional program will be distributed to radio stations.

"The radio-TV promotion drive begins August 1, with the albums being geared for a late August release.

**Ruffin Goes Solo**

**Continued from page 3**

Schoenbaum, said Atlantic President Ahmet Ertegun, is "in one more step in the overall growth of Ruffin."

During his tenure at Verve and Verve-Foremost, Schoenbaum in addition to signing the labels, was responsible for bringing to the label such talents as the Blues Project, Richie Havens, Janis Ian, Tom Paxton, and the Faupers, among others.

**Sire to Record Memphis Fest**

**Continued from page 1**

In order to show the contrast between traditional blues and modern r&b, a bevy of new blues artists will perform. These artists include Sil Seltvedge, the Southern Fife and Drum Corps and the Electric Blue Watermelon. The Sire recordings will be produced by Michael Vernon, who has plans call for release of a two-record set, with Aug. 13 as tentative release date.

The Memphis Festival comes at a time when the city is aware of "the Sound and the importance of the melodies to the blues tradition."

Many of the blues artists, in recent times, have influenced such key artists as the Rolling Stones, the Beatles, James Brown, Joe Tex, and the late soul歌手 King and Soul Cooke. Memphis Mayor Henry Loeb will inaugurate the festival, which will receive full press, radio and TV coverage.

The Saturday (23) event will be the third annual event. Attendance is expected to top the first two festivals.

**Negro Promoters Form Bias-Breaking 'Brigade'**

TEDDY POWELL

between people who are willing to co-operate. I think we will achieve our Soul Fest

POWELL, Larry, has been in the promotion field since 1943. At present he promotes an average of 20 acts, including the Randall's Island Jazz Festival which he organized three years ago. He is presently involved in "Soul Festival '68" to be held Saturday (27) at Ran
dalls Island. The main feature Joe Tex, Moms Maliby, Percy Sledge, Jerry Butler, Prim
test Marilis, Redd and Herb, Bobby Taylor and the Vanguard. The next Soul Fest, May, will be held at the Civic. Sad Sam will be the enco.

"I am working with WWRJ on this show. We hope to have a really festive of this type," Powell said. "This is the kind of show that WWRJ will attempt to function. Negro promoters like to be in involvement in promoting the largest possible audience. At the moment, Negroes are hindered in securing acts we need in order to promote these shows."

Schoenbaum, said Atlantic President Ahmet Ertegun, is "in one more step in the overall growth of Ruffin."

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Produced by Mickie Most.
The Stereo 8 Story
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