NAB and RIAA Planning Harmony Drive; Parleys Set
By CLAUDE HALL
WASHINGTON — The National Association of Broadcasters and the Record Industry Association of America are mapping plans to establish closer harmony between the radio and record industries. The first step will take place this fall when record companies will participate in the series of NAB conferences. The first will be held at the New York Hilton Oct. 17-18. Previously, these annual conferences were for radio men only.

Bow Folio, Sheet Music Chart
By LEE ZHITO
NEW YORK — Effective with this issue, Billboard is launching a new weekly chart devoted to best selling printed music which will appear regularly in the Musical Instruments department.

NEW HIT ALBUMS ON ATCO
ATCO
BUFFALO SPRINGFIELD
Last Time Around
Ace 5193-2046

REEL SEESE
Ella
Ace 5193-256

JULIE DRIGEL/BRAM, AGER & TRINITY
Jolie
Ace 5035-258

Jones: NATRA Meeting To Be Most Significant
By PAUL ACKERMAN
NEW YORK — The upcoming annual convention of the National Association of Television and Radio Announcers (NATRA) will be the most significant in the organization's history, according to president F. Rodney Jones. Jones is a major decal on soul-formatted WVN, Chicago. Jones stated that the meeting, scheduled Aug. 14-18 at the Sheraton Four Ambassadors in Miami, Fla., will have an agenda of the broadest scope ranging from sociological and racial considerations to an analysis of key economic facets of the industry.

Regarding the latter point, Jones noted some major sponsors are reluctant to spend money for Negro radio despite the evidence that this portion of radio delivers a vast consumer audience.

Jones indicated that another important matter of discussion will be the entire area of communications between deejays and their audiences. The area of new programming, Jones said, will also be studied. "News must be articulated in an unstated manner, with facts intact," he added.

Proper Pay
The NATRA talks, Jones said, will also take up the subject of proper pay for deejays. (Continued on page 37)

Cassette Players Added by Cap.
By BRUCE WEBER
LOS ANGELES — Capitol Records is moving into the cassette player market with a line of equipment due out in mid-September.

Tedsha Chemicals Industries Co., Ltd. of Japan will manufacture two models for Capitol, with initial shipment scheduled for Sept. 1. This is Capitol's initial venture with a Japanese company.

Capitol's first product will be a portable player-recorder to retail around $49 and a portable player to retail around $29, according to Otto Beauder, special products manager. (Continued on page 66)

45-Single, Expansion Seen Boon to France
By MIKE GROSS
NEW YORK — The take-over of the 45-r.p.m. disk from the EP and an expansion policy to broaden the consumer market will be the key factors in boosting the French record industry's annual take from $80 million to an estimated $114 million. That's the prediction of Jacques Sopplee, president of CBS France, who made a stop-off in New York last week on the way back to his Paris base after attending the Columbia Records Sales Convention in Puerto Rico.

The move-in of the single 45-r.p.m. disk, which, says Sopplee, will make the EP virtually obsolete, marks the culmination of a drive launched by CBS France in 1967. (Continued on page 66)

Special Issue Set MOA & Jukebox
By EARL PAIGE
CHICAGO—Billboard's Oct. 12 issue will contain a special two-part section commemorating the 50th anniversary of the con-

vention of America, the 20th anniversary of Music Operators of America (MOA). The occu-

sion of the two coincidental anniversaries will give the coin machine industry a golden chance to pause and articulate its approach in the burgeoning area of leisure time enjoyed by modern society around the world.


Stevie Wonder has a blockbuster new single with "You Meet Your Mutts," Tamla 54160. The sales of this pandaing rocker should easily surpass "Sho-Be-Doo-Be-Doo-On-Day" and go right to the top of the charts. (Advertisement)
Nilsson's "Everybody's Talkin'
Has Got Everybody Talkin'!

Here's where the rapping's at.

KHJ—Los Angeles
WMCA—New York City
WING—Dayton
WCOL—Columbus, Ohio
WRKO—Boston
KSHE—St. Louis
KCJC—Kansas City
KILT—Houston
KISN—Portland, Oregon
KJR—Seattle
WKLO—Louisville
WAKY—Louisville
WACL—Waycross
WTOR—Winston-Salem
WWJ-FM—Detroit
WIXY—Cleveland
KCFM—St. Louis
WFUN—Miami
WFOM—Atlanta
WORD—Spartanburg
WKGN—Knoxville
WOAI—San Antonio

Victor single #9544.
There's nothing else to say.
Ford & RCA Tie On Stereo Tapes

NEW YORK—Ford has tied up with RCA Record Division on a three-year deal for stereo tapes. RCA will provide the "Ford Family of Fine Music" tape that goes into every new Ford, Lincoln and Mercury car with the factory-installed stereo equipment.

The contract is the first exclusive arrangement between an automobile manufacturer and a recording company, compared with the 1969 models, and provides for a new version of the "Ford Family" tape each year through 1971. Artists for 1969 include Bing Crosby, Tony Martin, Montuno St. Clair, Vivigny, and Peter Nero.

According to Ford, stereo tape, since its introduction in 1966, has been one of the most popular automobile options. Installation rates have increased each year, and for the first time, Ford is offering destination charges for tapes on smaller trucks. Another sign of stereo popularity in the trucks is the adoption of the "Ford 8 Tape Club." Through the club, Ford owners can save $1 on every tape cartridge they buy.

There's no initiation fee and no minimum number of cartridges to buy.

Norman Racusin, RCA Record Division vice president and general manager, said, "Continuing the RCA-Ford Stereo 8 association, attests to the progress stereo 8 has made. I certainly expect this contract will contribute to the worldwide growth of the stereo 8 industry."

Laurie Bows R&B Label

NEW YORK—Laurie Records is introducing an R&B label—Spectrum Records. Ben Jennings, a former artist on both Clock and Savoy Records, will handle the new label. First release is "On The Weekend," by Little Willie John, which has been recorded and produced by Benning.

Jennings, until recently, operated his own record label. Besides Milt Fields, other artists signed to Spectrum will include Huey Lands and Ronnie Mitchell.

Pickwick Bow Fall Wares Dollar Volume Rose 33%

NEW YORK—Pickwick International, Inc., economy-price label bowed in new product last week in the Pickwick (53), Folk Art, and the Hit Country series, and the Hit Country series, and the Hit Country series, which was the firm's national sales meeting.

Cy Leslie, Pickwick president, told retailers, distributors, and rack jobbers of Pickwick's dollar volume rose 33 percent, despite a decline in the industry's dollar volume over the first six months of the year.

Pickwick's new fall lineup includes albums by: Frank Sinatra, Judy Garland, Lawrence Welk, Billy Vaughn, Tennessee Ernie Ford, Jimmy Dorsey, and the Hit Hilltop label features cut material by: Frank Chacksfield, Hank Locklin, Hank Thompson and a collection of country hits. Classical and tape product were also introduced in new releases on the budget-priced Design label.

Winterhalter Cuts LP With Heywood

NEW YORK—Heywood Winterhalter is teaming with Eddie Heywood to record his second Musicor album since joining that company as an exclusive recording artist. Heywood's first album was "All Time Movie Greats." Heywood is recording in special arrange with Capitol Records.

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LIVINGSTON EXIT OF CAP. LAID TO 'POLICY, MANAGEMENT DIFFERENCES'

LOS ANGELES—Allan W. Livingston's departure as president and director of Capitol's Industries was blamed "on too many policy and management differences with the board of directors."

Glen B. Wallach's, board chairman and chief executive officer, declined to elaborate further, except to say the differences were not related to the direction the company was taking or to any financial difficulties of Capitol Industries, Inc.

Since the merger of Capitol Records and Audio Devices in March, however, Bob Livingston, the master of Capitol Industries, which has evolved from the merger, has wavered from a 1968 high of 370 3/4 to a low of 24. The stock closed at 23 July 30. (Capitol Industries is listed on the American Stock exchange.)

Sales at High

Wallach, elected to fill Liv-

ingston's shoes, and his first, admitted profits for the fiscal year would be less than the previous year, but reported sales at a record high for the same period.

He gave two reasons for the profit decline: the switch from monaural to stereo product, and price erosion in consumer tape as it relates to Audio Devices. He also said an unprofitable duplication arrangement with International Tape Cartridge Corp. contributed to the problem.

The direction of Capitol Industries will remain unchanged, according to Wallach, who said he will continue to diversify into other areas as we have done under Mr. Livingston. (Livingston has just finished some business matters in New York City and will announce about this month)," Wallach

Livingston, who gave differences in policy with the director as his reason for resigning, said he would remain in his office "as long as it takes to clean up matters."

No Replacement

No replacement for Livingston is being contemplated, although Livingston has talked before about stepping up to the board of directors," says Wallach. "You just can't replace him overnight. It took me 20 years to find him."

While Wallach was making his remarks at an informal press conference Wednesday (31) night, Joseph J. Schu-

man, chairman of EMI, Capitol's parent company, and a director of Capitol Industries, attended a board meeting here Thursday (1). The meeting, the first since Livingston's departure, "has no significance," said Wallach. "Mr. Livingston's exit as president of Capitol Industries," according to Schuman, "is a personal matter."

Mr. Joseph returned to London following the board meeting.

Westinghouse MCA Bid to Justice Dept.

LOS ANGELES—The Department of Justice, and not the Federal Trade Commission, will investigate the proposed merger of MCA, Inc., and Westinghouse Electric Corp., according to a spokesman with the Federal Register.

The Justice Department and the FTC both have authority examinations of mergers to determine the Clayton Antitrust Act. (The act applies to mergers of all na-

tional significance and effects may be substantially nationwide.)

UJA'S AWARD TO LIEBERSON

NEW YORK—Godfrey Lieber-
son, president of CBS/Columbia Corp., will be honored at a Westchester dinner, sponsored by the music division of the United Jewish Appeal, at the New York Hilton Hotel Nov. 3.

In making the announcement, Bob Thompson, of MTA Productions, said the recipient of UJA's Music Industry Division, also set a goal of $100,000 to be raised for the Jewish fund for Welfare and Education.

Promotional Film Released on Nazz

NEW YORK—Key TV broadcasters show around the country to publicize a demonstration program of CSG Records and Atlantic Records' new stereo film, "Promotional Film Released on Nazz," which features the group playing its CSQ release "Open Your Eyes." The film has alreadybeen scheduled for shows in Philadelphia, Chicago, Atlanta, Al-

hambra, Los Angeles, and Pittsburgh.

BARTH-FEINING

ATLANTA—Barth-Feining, Inc., on the market with a new stereo pro-
grammable unit, the Strangers (Haggard's band) has been very successful in the film. Haggard now has his own two-and-half-hour package show with the Strangers, and OMC Arts Bonnie Owens, Kapp's Freddie Hart, Tower's Bob Morris and Faye Hardin, and Capitol's Goulion Brothers.

DISTRIBUTION, PROMO LINK SET BETWEEN CAP.'S 1-2-3

ATLANTA—Formation of a full distribution and promotion arrangement between 1-2-3 Records and Capitol Records was announced at a press party here (26).

Karl Ertegun, vice-president, and Bill Lowery, c.o. of 1-2-3, told about the arrangement to some of the 200 members of the press at the Variety Club of Atlanta.

The new firm, featuring Top 40 material, will release three singles within a two-week period and will "work on three at a time" in a joint effort with Capitol.

Bob Burnett, an independent production manager, has assumed the responsibilities of Lowery, Roi Carth, who will continue with Atlantic Records.

OMAC Income...Zooms 400%—Widens Vistas

BAKERSFIELD, Calif.—OMAC Artists Corp. is not only growing in gross income (up 400 per cent over 1967), but is also expanding its range. The Bakersfield-based agency, which has its roots in the country field since it was started in 1965, is now becoming active in the movie and TV industries, according to Jack Brunely, direc-

EXECUTIVE TURNTABLE

Ed Barisky has joined Tetragrammaton Records as executive vice-president in charge of merchandising and distribution. He comes to Tetragrammaton from Sunset Records where he was executive director and general manager. Before his hitch with Sunset, Barisky had been a general manager of Metro Records, MGM's budget line, and before that he operated his own dis-

tribution firm in Philadelphia.

Mark Schuman has been appointed assistant coordinator at Capitol. He will be available for the complete packaging of albums from cover and liner design and notes to the pressing of parts. He will also coordinate all tape and reproduction activities. Formerly at Atlantic/Ato, Schuman was the manager of the international department at Music Sales Corp. and will report to William Hirt, a member of the firm's international staff.

Harold E. (Bill) Morris has been appointed general manager of Disco's CBS, CBS International's Argentine subsidiary. Morris joined Argentina's Discos CBS in January, 1968. Prior to joining Discos CBS, he was EMI's Latin American operation, first as general manager of EMI Argentina and later as managing director of EMI Brazil... Paul Adams, formerly Eastern sales product manager for Columbia Records, has joined Modern Tape Cartridge Corp. as director of planning and development. Adams had been with Columbia for seven years. He reports to ITCC president Jim Elkins... Tim O'Brien has been named producer of the Columbia Record's new documentary "The Story of Liberty...."

Gene Block has resigned as sales manager of Muzak Stereo Pak to become national sales manager at GW Electronics. Jim Muntz, general manager of Muntz Tape City, has joined the sales force to act as liaison between Muntz and outside retailers. Bob Spoon has succeeded Muntz as general manager of the Seabulage, Calif., retail outlet.

Muro Morriss, formerly audio product manager of Compe Westinghouse, has been appointed director of marketing for Saki Magnetics, Inc.

Bob Demain, formerly regional sales manager for Muntz Stereo Pak in the Midwest and South, has joined Modern Tape Corp. as merchandising and sales director.

Richard H. Peluso, vice-president and general manager of Dot Records, has been appointed executive vice-president.

Charles A. Runfled has been appointed director of general accounting at Capitol Records.

Lawrence Lighter has been named resident attorney for Capitol's New York headquarters.

Sam E. Ganyan has joined NICO Records and its subsidiaries, M&L Records and Flavo Music, as promotion manager.

August 10, 1968, Billboard
"SIZZLING"

I CAN'T DANCE TO THAT MUSIC YOU'RE PLAYIN'

MOTOWN 7075

MARThA REEVES & THE VANDellas

MOTOWN RECORD CORPORATION
"The Sound of Young America"

www.americanradiohistory.com
**MERC. PITCH ON SMOTHERS’ LP**

LOS ANGELES — Mercury Records will launch a $40,000 promotional campaign to support the Smothers Brothers new album, the first released by the comedy team in almost two years.

The release of the double-floated album will be in association with Rubicon River Records, a new label formed by Tom Smothers, Ken Fritz and Ken Kragen.

The album, "The Smothers Brothers Comedy Hour," will be released simultaneously with a 15-city tour of the Smothers Comedy Hour. Production costs for the recording operation of the Kragen, Smothers & Fritzh, Inc. (KSPI) entertainment complex.

Principal offices in KSPI operations are under the direction of Ken Fritz, president, and Ken Kragen, executive vice-president.

**SINGER CO. STORE SHOP IN A PRICE BATTLE ON SINGLES**

LONG BEACH, Calif. — A battle to see who can offer the lowest singles price is underway here between a Singer Co. store and a neighboring record shop.

The retail price battle involves Lawrence Barnett's Bixby Knolls Music Center and Singer. Barnett, a retailer 15 years, claims he never wanted to get involved.

**Anne Tansey to Mercy A&R Staff**

NEW YORK — Mercury Records has signed Anne Tansey to its A&R staff, with the aim of bolstering its progressive rock music. Miss Tansey will tour the country in search of new acts. According to a Mercury spokesperson, she was discovered by Miss Tansey's music producer, through her own or another Mercury staff member.

Miss Tansey, who will scout for all of Mercy's labels, will be based in Chicago, the company's director of recorded product.

**2 Lines Added By Singleton**

NASHVILLE — Shelby Singleton last week launched two new recording labels, the Blackboard label, at the country music field is the Passionate label, a subsidiary of the Passionate label. First releases on the Passionate label are expected to be a single by the brothers.

Other releases on the Passionate label are expected to be singles by Miss Singleton is currently recording a new project, "I'm Never Missing You," and "Risky Girls," John Standberry Jr., the floor manager for the Passionate label.

While Smith will continue to work with other labels as an independent producer, all new talent will be released on Soft. Next release under the Soft agreement is "You Make Me Feel Like A Woman," by John Standberry Jr. The album will be released the Passionate label.

**Vegas' Hoffmann Offers New Firm Move**

LOS ANGELES — Byron Hoffman, president of Vegas Records, has formed a companion company, Vegas Records, which functions as an independent label. First single is "Animal Crackers," by Jim Ward and the Motives.

Other releases under the label include Ware, Craig Burrell, and the Neon Band, led by E. J. Quinn and Greg Gayton.

**IN INTERNATIONAL OFFICES**

EUREPEAN DIRECTOR: Andre de Valdy, 7 Weelbeck St., London W.1. Phone: 480-0971

CAIRO, Egypt: Georges, 19, Rue de Paris, Cairo 29, Egypt.

European Editor: Nina Merten, 7 Weelbeck St., London W.1. Phone 496-4971

LONDON, England: Mr. J. P. Bliss, 50 High Street, Richmond, Surrey, England.

The Beatles, of course, are having another hit, "All My Loving," with the best record of the Beatles.

**Japan Eyes Singer**

TAPE CARTRIDGE

CARTRIDGE SALES

Recalled to a new level, Vincent Price leaves B-W to head new firm.

**FEATURES**

Music industry sales have held steady in the first quarter.

**CHARTS**

**RECORD REVIEWS**

**NORMAN RACUSIN** left vice-president and general manager of the Los Angeles-based RIRA Records, a small RIAA gold record award for million-selling albums, "Glenn Miller Plays Selections From 'The Glenn Miller Songbook' and Other Hits" to David Mackay, publisher of the Glenn Miller estate.

The gold record represents the 11th for the Miller recordings.

**AF TO Handle Smith's Soft**

NEW YORK — Audio Fidelity Records will act as national distributor for all product from major Bill Smith's Dynamic Soft Records. The deal was negotiated by Mort Hillman, AF general manager.

While Smith will continue to work with other labels as an independent producer, all new talent will be released on Soft. Next release under the Soft agreement is "You Make Me Feel Like A Woman," by John Standberry Jr. The album will be released the Passionate label.

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Lady Soul's Greatest!

ARETHA FRANKLIN

"THE HOUSE THAT JACK BUILT"

b/w

"I SAY A LITTLE PRAYER"

Atlantic 2546

Atlantic
It's cherry picking time and everyone's picking Cherry's...

take a message to mary

MN 1088

Published by Acuff-Rose Publications, Inc.

monument record corp.
NASHVILLE/HOLLYWOOD
THE SOUND OF

"GENTLE ON MY MIND"

1081

THE SOUND OF BOOTS
SLP 18099

BOOTS RANDOLPH'S SUNDAY SAX
SLP 18092

BOOTS RANDOLPH WITH THE KNIGHTSBRIDGE STRINGS & VOICES
SLP 18082

SAX SATIONAL
BOOTS RANDOLPH
SLP 18079

BOOTS WITH STRINGS
SLP 18006

The fantastic
Boots Randolph
SLP 18042

Boots Randolph
Wears Yakety Sax!
SLP 18037

hip boots!
SLP 18015

Boots Randolph
Yakety Sax!
SLP 18002

Boots Randolph
SLP 18001

monument record corp. NASHVILLE/HOLLYWOOD

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Modernaires, Association, 2 Others Form Coast Firms

LOS ANGELES—Four companies have been formed here, including a music publishing firm by the Modernaires and a production company by the Association, Warner Bros.-Seven Arts artists.

The Association has formed Ferris Wheel Productions, and is planning to build an 8-track studio. Initial product on Ferris Wheel is "Six Man Band," with W7 distribution. Previous Association recordings were produced by Bessie Howe.

Modernaires Music Co. has begun by placing tunes from its 40-song catalog with Monument and Verve, with Bob Brilliant recording two tunes.

Arranger H. B. Barnum and talent manager Bart Alexander have formed a management firm, United World Enterprises. Vocalist Spanky Wilson is their first client. Alexander is president of the firm, with Fernando Galvez the secretary-treasurer.


**VANILLA FUDGE IN GOLD RING**

NEW YORK—The Vanilla Fudge has been awarded its first gold record award. The group earned its gold disk for its first ATO album, "Vanilla Fudge," released about a year ago. Gold disks are issued after an RIAA certification of $1 million in sales.

The Vanilla Fudge is currently riding high with their latest album, "Renaissance."

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**Festival, Folk Upswing Seen as Newport Lures Whopping 70,000**

By ARNOLD SHAW

NEWPORT, R. I.—The Eighth Annual Newport Folk Festival closed Sunday (28), not only as the biggest festival of all time, but with a display of scope that is likely to set new standards for folk and American folk music. Total admissions for five days and nightly concerts, it was stated, totaled more than 70,000, exceeding even the record of 68,000 set last year at Jazz Festival by 10,000.

But was it in its programming approach that this year's Folk Festival manifested vision and growth. Growth was broken in two directions: in the form of possible future concerts and in broadening of the concepts of folk music.

Although afternoon workshops have, for some time, been employed by the festival to promote audience participation, and a greater sense of intimacy between performer and listener, this year's fest saw a major concert take a "free form."

On Thursday evening, no screen, no pre-set order in which singers performed, no set sequence of topics, and no uniformity that anything would "happen" in the course of this happening. But something did — despite the uncertainty as to what numbers, and the enormity of having each performer "do his thing" or his own interpretation of his own style.

Lighting struck when Richie Havens, a new face at the 1966 festival, took possession of the mike, and presented several numbers in his intensely introspective, stylized, personal, the audience was mesmerized. Twice, it summoned Havens and his accordion player. "Dry Bones in the Desert" and "Blessed Assurance," with its moving refrain, "If you love me, Lord, why do you leave me?"

The audience was frozen in concentration as Havens' voice began to soar, reaching a crescendo of inspiration.

Further, the king of the night, Richie Havens' rendition of "Wildwood Flower" was a triumph. The young singer brought out all the pathos and poetry of the song, with a sense of reverence that was almost religious.

For the first time ever, the entire audience was carried away by the power of the music. It was a moment of pure magic, a moment of pure inspiration, a moment of pure joy.

The next day, the festival took a turn for the better. The sun shone, the winds were gentle, and the atmosphere was charged with excitement. People were happy, and the music was good.

The highlight of the day was undoubtedly the performance of the legendary Peter, Paul and Mary. Their harmonies were perfect, their singing was beautiful, and their songs were meaningful. They sang about love, peace, and freedom, and their music resonated with the common man.

The festival ended on a high note, with a performance by the legendary Bob Dylan. His music was raw and poignant, and his lyrics were powerful. He sang about love, war, and peace, and his music spoke to the hearts of all who listened.

The festival was a huge success, and it was clear that the folk music movement was gaining momentum. The performers were talented, the audience was enthusiastic, and the atmosphere was electric.

The festival was not only a musical event, but also a cultural event, a gathering of people from all walks of life who came together to share their love of music and their desire for change. It was a time of hope and promise, a time of unity and brotherhood.

The festival was a landmark event, and it marked the beginning of a new era in music. The folk music movement was just beginning, but it was already clear that it was going to be a force to be reckoned with. The festival was a testament to the power of music, and it was a reminder that music has the ability to bring people together and to make the world a better place.

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“SKIP A ROPE”

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NASHVILLE/HOLLYWOOD
Salem Lauds Catalog Sales at Col's Parley

SAN JUAN — Catalog strength, including world-wide sales of 16 million for the original catalog of "My Fair Lady," was cited by Fred Salem, manager of popular albums merchandising for Columbia Records.

Salem's presentation at the CBS/Columbia Group Convention here, July 24-27, included copies of the company's Catalog Quiz, a multiple-choice exam devised to test the audience's assessment of the label's catalog sales.

Included was information about the number of gold records for Columbia albums: 86, and the average annual sales of Johnny Horton's "Greatest Hits," which sold better than 67,000,000 copies in a recent year.

He cited Williams, Jerry Vale, Marty Robbins, and Harry Belafonte as artists whose catalog items do well with little marketing effort.

Two Distribrs Given Awards by Columbia

SAN JUAN—Columbia Records handed out two distributor awards based on top quota attainment for the distinctive advertising and promotion activities at the close of the label's sales convention here Saturday (27). The "Outstanding Distributor of the Year" award was won by the Comstock Distributing Co., a Dallas headed by Tom Cade, sales manager, Masterwork Audio Products' "Outstanding Distributor of the Year" award was won by the Comstock Distributing Co., headed by sales manager Don Comstock in Atlanta.

In both instances Bill Farr, CBS Records vice-president of marketing, explained the award was won, with little marketing effort and a gold watch was awarded to each salesman involved.

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Markets quotations

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<th>Week's High</th>
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Memorex to Buy Technicol

LOS ANGELES—Memorex Corp., Santa Clara, Calif.-based producer of magnetic tape and products for the recording and computer industry, will acquire Technicolor Inc. for $115 million.

Technicolor, headquartered here, will remain autonomous and will control its holdings in a fire and casualty insurance company, sales promotion activities and stocks in Schick Electric Inc. Thomas J. Weish, Memorex's chairman, said his company will acquire Technicolor's photographic products division.

Shareholders of Technicolor stock will receive shares with a book value of $3.50 for the assets of the company which Memorex will not acquire; name, office, and sales-promotion firm and the insurance company.

The tape company will issue about 900,000 shares of its stock and 700,000 shares of a new convertible preferred in exchange for Technicolor stock. It will issue 7/8 share of its common and 1/5 share of the preferred for each share of Technicolor, according to Weish.

The agreement is in principle to subject approval by the shareholders.
"EVIL COMPANIONS"

Arif Mardin Chorus

Produced by TOM DOWD
Arranged by ARIF MARDIN

2544

The smash hit from the NEW Broadway Musical

HER FIRST ROMAN

Written by ERVIN DRAKE
Published by
W-7 Music Corp.
Lindabet Music Corp. ASCAP

*Now playing at the Colonial Theater, Boston
Opening September 4, Shubert Theater, Philadelphia
Opening October 8, Lunt-Fontaine Theater, New York City
Sudden Stop," which wound up his set.

Markham, who's finally getting the recognition he deserves, opened with his hit Chess single "Here Come the Judge," based on a routine he's been using for years. Markham and his associates, in broad burlesque-style comedy, was a delight.

Gordy's Bobby Taylor and the VanCougthers were the next great act. Taylor's mellow voice, either solo or blending with two members of the integrated group was a standout as the group sang their hit "Does Your Mama Know About Me?" "Rely on Me." "Let It Rain," one of Kelly's best numbers earlier, and "People Get Ready," which Taylor dedicated to those who believe in Black Power.

Butler's voice was similar to Taylor's, but his delivery and material was far more romantic. The Mercury artist was effective with such songs as his hit "Never Give You Up." "Let It Be Me." "It's Not Unusual," and "The Lock of Love.

Tex did all that could be expected and more. He wailed "I'll Never Do You Wrong." "One, Two, Three," and "You Better Get It," three of his best

Circus Central duct out classical wagon. The crowds at 27.50 a Carved "Moma" Malby and Pigment Markham.

Moms had the tougher assignment as the Mercury artist had to work with the clarity of aisles of fans who had rushed up to get closer to the stage. Although not fully aware that fans not being able to see were creating some of the mild disturbance, Malby admirably carried forth, including a pitch on keeping New York City clean this summer. While much of her routine was familiar, the old pro's delivery still is effective.

Although the early acts, including L.H. Chatman and the Sledgershammers, Assep's Fables, Paula Kelly, Maggie Banks and the Healy Williams Orchestra performed well, the show really got rolling with the Farmingtons and the ballsy Groove Trio, whose set included their hit "La La Means I Love You" and "I'm Sorry," offered a well-choreographed bit. It was their appearance that sent the audience in an rage from the rear.

Sledge, whose act also included dancing, was at his best in his Atlantic hit "When a Man Loves a Woman." Take Time to Know Her." A handkerchief was in his right hand. Sledge excels in slow meaningful soul, such as his latest single

W. RUSSO IN CONCERT KICK

NEW YORK—William Russo, composer—conductor of classical and jazz works, spread out over the past weekend, brought huge audiences to conduct concerts in Prospect Park, Central Park and the Electric Circus. The concerts in the parks were of a classical nature, while down at the Electric Circus featured a rock cantata, a multimedia concept that uses electronic and jazz technologies in conjunction with visuals.

6 Acts Perform At Museum Fair

NEW YORK—Six acts performed on Tuesday (30) during a Museum Open House and Street Fair honoring the United Nations Community. Performing from flat-bed trucks in West 53rd Street were the New York Electric String Ensemble (ESP-Disk), Assep's Fables (Cadet Concept) and the Snobbing Sisters.

Playing in the garden at the Museum of Modern Art were the Sounds of Modification (Jubilee), Marjorie Loren, and David, the Dancers. It has been reported that the music was enjoyed by the world as the event was sponsored by the four museums and the New York City Commission to the United Nations.

Ladies of Song, Gospel Trio, Score by ‘All Singing Lead’

LOS ANGELES—The Ladies of Song, a trio of local singers, believes in taking its music into secular places. The trio has just taped a Steve Allen TV show and has been working on such huge concert facilities as the Forum in Inglewood, a Los Angeles suburb, the Opera House and Cow Palace in San Francisco.

Two-thirds the year, the group has been working with Mahalia Jackson as supporting voices for her concerts. They have just recorded their first LP for Word, "The Soul of Gospel Music.

Leader Margaret Jenkins form- erly of the Gospelaires, former record label, Mag-Oil in Chicago four years ago. While she no longer aspires to be a Christian singer release her own material, she nonetheless has con- tinued as a music publisher with her brother-in-law, Allen "Little" Mahalia Jackson has recorded seven of her songs.

The other members of the group are Celeste Scott and Robbin Prestin. Mrs. Aikens sister and mother of blues organist Billie Prestin.

The group has developed a style based on harmonies rather than strong lead singing. "We all sing lead," Mrs. Aikens says. The vocalises use drums, bass, guitar and piano on their LP to provide a modern sound.

The audiences for gospel music in concert halls runs the gamut from young to old people, necessitating the inclusion of bluelists, spirituals and up-tempo arrangements. The songs reach the three levels of emotion.

Shirley Bassey Ranks With Best in Top Performance

LAKE TAHOE, Nev.—Shirley Bassey was introduced at the Sahara Hotel here as an extraor- dinary performer. "She's a natural," said her showmanship. Her voice runs from siren sweet to raucous, and vice versa. All of it punctuated with sophisticated flair. Her stage presence is, indeed, fantastic.

Her performance—she shared the bill with Buddy Hackett and Sonny Bono—had directness, power and charm all in one package. "What a find," said one critic, "one who knows how to use her voice.

Shirley Bassey has been a musical force in England for over 20 years. She is the first singer to hit the top ten in England with singles such as "What a Difference a Day Makes," "Blue Skies" and "Godiva's Theme.

But the hits were not enough to carry her over to America. Her first American release in 1960 was "Don't Call Me Baby," which was a No. 2 hit here.

Miss Bassey's selections included "On A Clear Day," "What Now, Mr. Lovin'," and "Green, Green Grass of Home.

She made her impact as a fresh, energetic singer. She has poise and she has a delight to watch and hear.

BRUCE WEBER

Judy Collins Put A Rose in New Blossom Center

CLEVELAND — The Judy Collins concert, July 23, first folk show at Blossom Center, the Cleveland Orchestra's new summer home, was a delightful experience. Miss Collins did an extra show at 8 p.m. for Akron area residents who must keep a 10 p.m. curfew because of race riots. A crowd of 7,348, highest for far, turned out for the Collins-Aikens-Guiret concert. Miss Collins' lovely voice came over clear and resonant as she sang her hits: "El Condor Pasa," "Morning Rain," switching from an electrifying to a 12-string guitar with every other song. One of her highlights was the Dylan piece, "Poor Immigrant."

Guitars, circle of late dustbowl singer Woody Guthrie, came across as a sardonic Will Rogers. He came out first with humorous aids to his "The Motorcycle Song," then did a long prelude to his "Riptide" LP song, "Alice's Restaurant." JANE SCOTT

AUGUST 10, 1968, BILLBOARD
THE 5th DIMENSION

STONED SOUL PICNIC

OVER 1 MILLION SINGLES... NOW A HIT ALBUM!
New Albums for August

VICTOR

Like a Merry-Go-Round
Liz Anderson
LSP-4014

Cool Crazy Christmas
Homer Jethro
LSP-4001

The Best of
Benny Goodman
The Original Recordings
LSP-4005(e)

The Best of
Los Indios Tabajaras
LSP-4028

The Christmas Album
Perry Como
LSP-4015

Where Is Love?
Jack Jones
LSP-4048

The Big Latin Band of
Henry Mancini
LSP-3981(e)

Walk Into My Life
Rouvaun
LSP-4036

Mickey and the New Boys
Barrelhouse Melodies
LSP-4043

Christmas Hits
The Piano Rolls and Voices
LSP-4040

*Also available on Stereo 8 Cartridge Tape
CKEY Computerizes Airplay—Precedental Move in Canada

TORONTO — CKEY is the first Canadian station to introduce the computer to its music programming. The station, with a contemporary middle-of-the-road sound, began employing the computer to make up its music lists in mid-July, and after two weeks program manager Gene Kirby describes it as "the efficient, effective way of programming: it produces a remarkably consistent sound."

The move to computer began with a survey in April of the musical tastes of 1,400 Toronto residents between the ages of 37 and 49, from all socio-economic levels. The survey, carried by CKEY with help from the U.S. firm of Frank Magil Associates, consisted of personal interviews two-and-a-half hours long. "We now know the music preferences of the vast majority of people in this age group, and we know what irritates them, things they find objectionable in music that we had thought were acceptable, and we're following those leads," Kirby says. "Now the people are picking our music, rather than a program director making a subjective decision about what is going to be played."

CKEY's use of the computer has been misunderstood by some members of the radio and record industry. "The records still come to me, as they always have, and I listen to each and every one, everything from hard rock 'n' roll to classical," Kirby emphasized. "I delete the material that I know from our survey would cause a person to dial away, and categorize the records to be played. Then I give the computer the mix I want for each hour of the day, depending on the sound we want in that period—the mix of male vocals, female vocals, instrumentals, up-tempo numbers, ballads, and so on, and specify the amount of airplay to be given each record, and in 26 minutes we have our programming for 24 hours a day, seven days a week."

Although labor-saving was not a factor in the decision, the station has let two librarians go and employs one girl in the library, filing records, reordering, and doing paper work.

No Choices

"The computer has no preferences, plays no favorites, doesn't fall in love and stare off into space, or take payola," says Kirby. "A listener knows what sound he's going to hear on CKEY now, it can't fluctuate with a mood or whim."

Kirby believes Canadian talent gets fairer treatment from a computer. "Most broadcasters have good intentions about giving Canadian music a fair share of air time, but sometimes it's not the best product, and our rules, held against Canadian product, don't seem to have confidence in it. With the computer it's possible to give (Continued on page 22)

Client Festivities Bow New Format for WHOO

More than 250 clients, agency executives, city officials, record company executives, and country music artists showed up to celebrate the new Countrypolitan sound of WHOO, 50,000-watt station in Orlando, Fla. Although the station was a success as a rock 'n' roll operation, general manager Robert F. Hood felt a country music format offered even greater potential. The Friday party was followed by Saturday night "Shower of Stars" show, first of a series to be held every seven weeks.

From left: Archie Campbell, Skeeter Davis, WHOO general manager Bob Hood, Willie Nelson, Don Gibson and Earl Boyles, executive vice-president of Bluegrass Broadcasting that owns WHOO.

Loretta Lynn performs at Saturday night "Shower of Stars" headlined by Don Gibson and Willie Nelson.

Wally Cochran, RCA Victor promotion manager, prepares to launch the entertainment at the party.

From left: WHOO deejays Chuck Lowe and Clay Daniels, Hood, Nelson, Larry Ketner of McDonald's Hamburgers and WHOO program director Bob Bakar.

Skeeter Davis chats with Fred Rappert of RCA Victor in Miami, center, and Vito Blandino, right, RCA Victor district manager.

Tickets to Owens LP Buyers In WIL Promo Tie With Cap.

ST. LOUIS—WIL, through the co-operation of Capitol Records, is bowing a promotion campaign to establish the station's identity. The climax will present two free shows by Buck Owens at Kiel Auditorium Aug. 23. Tickets will be presented free to the show to anyone who buys a new Owens album, according to WIL program director Chris Lane. Lane is working with Buzz Wilburn, district manager for Capitol Records in Cincinnati and local Capitol representative Bill Valenzano.

The promotion will include a special hour TV show Aug. 18 by Owens on KTVI-TV (Channel 2) that will promote the show.

(Continued on page 23)

WASP Outlet Bows

BROWNSVILLE, Pa. — A new country music station, WASP bowed on the air here Aug. 2 with Bob Williams as program director. The station broadcasts at 1,000 watts and has applied for a power increase to 5,000 watts. The station, according to Williams, will also program hymns and gospel music records.
“If their debut at the Fillmore is any indication (it is), they’re going to be one of the hottest groups around.”

......The Village Voice

“They were standing and cheering for a new British pop group last night at the Fillmore East. The American debut of the Jeff Beck Group promises much heated enthusiasm for the quartet.”

......The New York Times

This is the album they’ve all been waiting for.
programming aids

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

**RHYTHM AND BLUES**

**Danville, Va.**—**WILA**

**Jimmy Williams**

DJ


**Houston, Tex.**—**KCHB**

**Steve Donahue**

Music Director


**Galveston, Tex.**—**KGBS**

**Coy Parks**

Music Director


**Miami, Fla.**—**WQMS**

**Dutch Walker**

Program Director


**Phoenix, Ariz.**—**KXRB**

**Dick McCoy**

Program Director


**Odessa, Tex.**—**KOYL**

**Tony Potter**

Program Director

BP: "Try Me Again," The Oak Ridge Boys, RCA. BLFP: "Another Man's Woman," Little River Band, RCA.

**Syracuse, N.Y.**—**WOLF**

**Jim Simms**

Program Director, DJ

BP: "I Want to Be Free," The Oak Ridge Boys, RCA. BLFP: "Another Man's Woman," Little River Band, RCA.

**Atlanta, Ga.**—**WSB**

**Chris Fortson**

Music Librarian


**Dallas, Tex.**—**WFAA**

**Charlie Van**

Program Director


**Denver, Colo.**—**KBCO**

**Web Valentine**

Program Director


**Radio-TV programming**

**programming aids**

**Danville, Va.**—**WILA**

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Program Director

The verdict is in...

**THE FUNKY JUDGE**

is a SMASH by...

**BULL & THE MATADORS**

A Williams - L. Hutton
A Sherrel-Cross Production

(TT108)
Radio-TV programming

**HOT 100**

Albany, N. Y.--WTRY
**George Williams**
Program Director

BPI: "Talk About the Weather..."


Jacksonville, Fla.--WJAX
**Ike Lee**
Music/Program Director


Jacksonville, Fla.--WFDQ
**Mike Reineri**
Program Director


Kingston, N. Y.--WBZ
**Gary Davis**
Music Director


Lewiston, Me.--WLMN
**Bob Ouellette**
Music Director, DJ


Lyonsburg, Va.--WILL
**Jerry Rogers**
Program Director

BPI: "You've Got To Have Love," The Yardbirds, BLFPH: "Please Please Please," The Lettermen, BLFPH: "Stop! Stop! Stop!" The Supremes, BLFPH.

Milwaukee, Wis.--WOKY
**Barry Bobby**
Music Director

BPI: "Up to the Good Times..."


Now WSPK-FM & Goes 'Wall'

**POUGHKEEPSIE, N. Y.**

The Star Broadcasting Group will change calls WPBK-FM to WSPK-FM and go with FM sound, acceding the WSM Tower, 100.1 FM, in the Cumberland area. The tower is owned by WSM, a 950 AM station.

**South Hill, Va.--WJWS**
**Bob Snowdon**
Music Director

BPI: "You're All I Need to Get By," Spectrum, BLFPH: "Say Goodnight, I Love You," The Righteous Brothers, BLFPH: "I'm In Love," The Righteous Brothers, BLFPH: "I'm In Love," The Righteous Brothers, BLFPH: "Baby I'm Coming," BMG.

**St. Cloud, Minn.--WJON**
**Ronald P. Michaels**
Music Director

BPI: "She'll Be Coming Around Again," GSM, BMG. MCL: "I'm Just a Lucky Boy That Way," A&M, BMG. MCL: "Can't Stop Loving You," Steve Lawrence, BMG.

**Sturgis, Mich.--WSTR**
**Jai Hill**
Music Director, DJ


**Winston-Salem, N. C.--WFTS**
**Wayne Allan**
Music Director


**WKBS-TV Polka Party**

**PHILADELPHIA** — Polka music is set for a boost on WKBS-TV, Channel 6, leading up to early next month when Jimmy Lynn, disk jockey in nearby Chester, Pa., and Alfred L. C. Finnan, Sr., will produce the one-hour "Polka Party U.S.A." With Lynn as emcee, format calls for two polka bands, a Philadelphia polka band, a string band, strolling fiddler Emil Scully and comedian Billy Bach.

I'm interviewing will be Bill Nezwol, who is teamed with Lynn in the locally based Cindy Records, newly organized record company, Bruce Davison, former WBIG disk jockey here, will also lend a hand on the production for the show which is planned for syndication.

AUGUST 10, 1968, BILLBOARD
Radio-TV programming

NAB, RIAA for Closer Radio, Diskmen Ties

* Continued from page 1

Charles Stone, vice-president for radio of the NAB, and Henry Brief, executive secretary of the RIAA, have asked record executives to participate in the conferences. The move was due to the record and radio industries together was sparked by Errie Tanner, vice-president and general manager of the National Music Publishers Association, and Ernie Lowery, publisher of the national Billboard Radio Advertising Forum. In his speech, Tanner, who also works for the RIAA, said that little had been done to develop a formal relationship between the two industries over decades. In 1985, two industries were just starting to be interested in each other. And, even today, much more could be done to improve the relationship between the two industries.

Ticket to Owens

* Continued from page 18

Dealers, in addition, will be offered spot availability in the show, will itself be a Memorial Day weekend promotion of spots promoting the show shortly after July 4.

The station will distribute handouts promoting the show's details and the show's availability to all dealers. The station will also be the first to promote the show in the city or the region.

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The research-computer system plays a dual role in record production, Kirky explained. "Now you have a man who is in charge of the records, making subjective decisions, but the computer can help him. The computer can help the man who is in charge of the records, by giving him information.

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Country Music

Hill & Range's Land-Buying Spree in Nashville Zooming

NASHVILLE—Hill & Range Publishing already has invested nearly $1 million into land properties alone in the Music Row area here and continues to exercise options for even more properties.

The New York firm, which now owns the better part of an entire square block in the heart of the high rent district, is becoming the single largest investor in music property here. Purchasing through various names, Hill & Range now has settled on an office space area. What it plans to do with the remaining property has not been revealed.

The properties are listed in the names of Hill & Range, Atlantic, Music and Jenic and Julian Abarbanel. Additionally, the Abarbanel brothers own other properties jointly with Freddy Bienstock, and with the Arnold Corp. of which Edie Arnold is president.

Hill & Range owns 15 50-foot lots on the west side of 17th Avenue, across from RCA Victor for which it invested $550,000. Property just behind it, facing 18th Avenue, has gone for $200,000 to this same company, with options for even more purchase. Hill & Range also traded an existing property for one owned jointly by Jack Clemen and Aubrey Mayhew.

New Offices

It has been established that the New York-based firm will build its new offices on a 150 by 150 foot lot on the east side of 17th Avenue, which will face the soon-to-be-constructed Music City. This building will replace the west side of 16th Avenue.

This will place the Hill & Range offices in the same block as the existing RCA Victor buildings, which are expanding laterally into a parking area, and also adding vertically. Specific plans in this regard are expected to be announced in the near future.

Properties between the Hill & Range site and RCA Victor were sold to the late Jim Denny just prior to his death, and to his son, J. William Denny, president of Cedarwood Publishing. Since Cedarwood is a part of BMI, the Hill & Range plans in this regard are expected to be announced in the near future.

The Abarbanel family also own property near the RCA Victor buildings. These properties are expected to be sold to Hill & Range.

The Aberbuckles have also joint ownership of the De Arnold and Charley Mosley in 16th Avenue property, the site of a proposed property for building. With Bienstock they own a 75 per cent of the Executive House apartments, while Bienstock has additional joint ownership with others in Music Row property.

ASCAP currently has under option the property owned by Owen Bradley, on 17th Avenue beginning across at 16th Avenue, and entrance to Music Row. This is the property on which ground will be broken in October for the massive ASCAP complex in this city, to be headed by Ed Shera. A portion lot next to that (just purchased for development of a two-story structure) separates the ASCAP land from that owned by Jack Stagg and Bobby Kilmer of Tree Publishing. The only other property in this block, except that involving a fire hall, is owned by John T. Benson of the Benson Publishing Co. and Heartwarming Records.

On 16th Avenue, Columbia Studios plans to expand this side, and the firm is acquiring adjoining property for future plan this. It is also known that MCA has building plans for this area, and Hill & Range's structure will be "something tremendous."

Hank Long, president of CMA and one of the leading landowners here, is in the process of new construction.

Expansion

The problem now is one of expansion. Moves in all directions are limited, but there has been a general broadening-out since the recent De RCA Victor and Record operation, the Starday Town House, the Clement-Mayhew release, the Kapp Records, the Don Light Tapes, the Norton Records, Dolly Parton's move and the Don Records in that direction, and the "row" is becoming more of a series of rows, or brothers, of rows.

Owning property in this area, one can easily see the "in" thing for investment. Property is the "in" thing for investment, and there is no sign of containment. Virtually everyone successful to some extent in the industry here has some involvement in property.

The big question now is in the minds of all concerned is to what extent the Hill & Range plans to put its expensive holdings, and how soon the construction will start. The question is, of course, to ex- ercise this month an option on one small parcel of land for $33,000.

Kenny Dunahoo

On Ebb Tide Label

DALLAS — Country singer Kenny Dunahoo, of Fort Smith, Ark., cut a session last week at Echo Sound Studios under direction of agent-producer Charles Wright, who has placed Dunahoo on Ebb Tide Records for early release.

Wright reports he has busy schedule here, and expects the session, recording dates for talent he has auditioned and ac- quired during the past few months.

A LOCAL DENVER group, the Possum Trotters, perform in a critical audience at the CMF.

Top PGA Pros Promise to Tee Off in Golf Tournament

NASHVILLE—Nine top touring PGA professionals already have been signed to participate in the Music City Pros-Celebrity golf tournament here this October.

Mason Rudolph, a member of the golf committee under the auspices of the Music City Association and its co-sponsors, has been getting written contracts from the professionals.

Among those so far are three past PGA Open champions and a former Masters Champion.

ESCMI, Promo Unit, Official

BUFFALO, N. Y.—The organ- ization formerly known as ESCMI, now is incorporated officially as Eastern States Country Music, Inc.

Dusty Miller, membership chairman, said ESCMI would be an active trade organization promoting country music and its artists across the nation.

George Arnold is president of the group, and Chuck Mellin of Kapp Records, Nashville, is chairman of the board. Other board members are George Nicholls, Norb Payne, Arnie Phillips, Rod Harris, Bob May, Gil Roberts, Fred Slaughter and Charlie Fritz.

A monthly publication now is distributed to the membership, under the direction of Inge Phillips.

Watch Out 'Bonnie,' Here Comes 'Floyd'

NASHVILLE — The recent success of the various "Bonnie & Clyde" records has prompted a recording reflecting the life of another infamous criminal of the roaring '30's, "Pretty Boy, Floyd."

James Bell has written and recorded a tune for the Bell label titled "The Pretty Boy," which will have an immediate release. Bell is managed by Billie Jean Horton, Shreveport. The session, done at Columbia studios here, was produced by Lloyd Green, whose credits are lengthy.

Bell, who makes his home in Dallas, said with his first release, "He Ain't Country." Although Floyd's name is not mentioned in the new recording, the implication is clear.

SANDI SCOTT has a hit with her new Bandbox record of "FIST CITY #2" dee jays for your copy contact BANDBOX RECORDS

Published: Billboard

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<th>Artist, Label</th>
<th>Weeks on Chart</th>
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<tr>
<td>37</td>
<td>Tell It Like It Is</td>
<td>Lowe's Sound Trends, RCA Victor 47-9514</td>
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<td>38</td>
<td>The Enemy</td>
<td>Jim Ed Brown, RCA Victor 47-9505</td>
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<td>Phone Call to Mama</td>
<td>Jack Anglin, United Artists 30515</td>
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<td>Flower of Love</td>
<td>Lon Ashley, Ashley 4000</td>
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<td>You've Changed Everything</td>
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<td>Ain't Got Time to Be Unhappy</td>
<td>Rex Allen, Epic 10105</td>
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<td>A Little Later On Down</td>
<td>Billy Carl, RCA Victor 47-9300</td>
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<td>44</td>
<td>If YOU Don't Like the Way I Love You</td>
<td>Mike Cagle, Eddy 11507</td>
<td>8</td>
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<td>45</td>
<td>Here's to You &amp; Me</td>
<td>Tex Williams, Bonita 1022 (Wilderness, BM)</td>
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<td>46</td>
<td>I Ain't Got Nobody</td>
<td>Dale Walker, A&amp;M 35227</td>
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<td>From Heaven to Heartache</td>
<td>Bobby Lewis, A&amp;M 35317</td>
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<td>I'm In Love With My Wife</td>
<td>David Rodgers, Columbia 45651</td>
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<td>YOUR TIME HASN'T COME YET BABY</td>
<td>Dale Walker, Eddy 11547</td>
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<td>Let's Begin to Love</td>
<td>Roy Drusky, RCA Victor 47-9572</td>
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<td>EVERYBODY WANTS TO BE SOMEBODY ELSE</td>
<td>Stan Cass, Columbia 45332 (Columbia, BMI)</td>
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<td>Painted Girls &amp; Wine</td>
<td>Ed Bruce, RCA Victor 47-9355 (RCA, BMI)</td>
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<td>53</td>
<td>I STILL BELIEVE IN LOVE</td>
<td>Jim Howard, Decca 32359 (United Artists)</td>
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<td>TOP OF THE WORLD</td>
<td>Shula Phillips, RCA Victor 47-9557 (Jack, BMI)</td>
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<td>One of THESE Days</td>
<td>Tammy Lee &amp; The Glen Brothers, MGM 19654</td>
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<td>Mama Tried</td>
<td>Charlie Walker, Epic 10149 (Blue Catus)</td>
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<td>Texas Ted</td>
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<td>Western Cafe</td>
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<td>Buffalo Nickel</td>
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<td>Big Girls Don't Cry</td>
<td>Lyric McSwain, Chart 01-1042 (Epic, BMI)</td>
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<td>Do You Believe This Town</td>
<td>Roy Clark, Bell 17147 (A&amp;R, BMI)</td>
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<td>The Straight Life</td>
<td>Sonny Curtis, Viva 650 (Viva, BMI)</td>
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<td>I Just Came to Get My Baby</td>
<td>Faron Young, Mercury 72137 (Tenn) (BMI)</td>
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<td>Gypsy King</td>
<td>Kitty Wells, Decca 32343 (Columbia, BMI)</td>
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<td>Cut the Cornbread Mama</td>
<td>Osborne Brothers, Decca 32325 (Sun-Fire, BMI)</td>
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<td>The Lover</td>
<td>Bill Williams &amp; Kathy Morris, United Artists 35510 (Four Star, BMI)</td>
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<td>The Marriage Bit</td>
<td>Leroy Fulcher, Columbia 44383 (Tree, BMI)</td>
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<td>69</td>
<td>Gonna Miss Me</td>
<td>Homer Harp, Little Darlin' 9045 (Jack, BMI)</td>
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<td>70</td>
<td>Undone the Right</td>
<td>Johnny Bush, Step 190 (Pomper, BMI)</td>
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<td>71</td>
<td>Love Me, Love Me</td>
<td>Bobby Bare, Columbia 44385 (United Artists)</td>
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<td>72</td>
<td>Happy Street</td>
<td>Stix Bloomer, Imperial 66111 (Single, BMI)</td>
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<td>73</td>
<td>Born to Be by Your Side</td>
<td>Jimmy Dean, RCA Victor 47-9502 (MGM, BMI)</td>
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<td>74</td>
<td>Three Playing Love</td>
<td>Charlie Rich, RCA Victor 47-9502 (MGM, BMI)</td>
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<td>75</td>
<td>Two Little Hearts</td>
<td>Carl Perkins, Decca 32329 (Jack, BMI)</td>
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* * *

**JODY AND THE KID**

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**HERE'S A WINNER!!**

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**ROY DRUSKY**

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**JODY AND THE KID**

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**ROY DRUSKY**

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**HERE'S A WINNER!!**
AT THESE "TAKE CHART HIM" TIME

Nashville, Tenn.

Close-up time was spent in Nashville, Tenn., from July 10-46 by WROL, Orlando, Fla. Then Duncan was off to Illinois with June Snow & The Homesteaders, his new name, arranged by Bill McHenry, is "Te Moro." Eventually, he will do his first National Life show following his comedy turn on the "Grand Ole Opry." 

... Calita Lee of Columbus, Ohio, is another Bill Anderson discovery. She's now working with Hank Mills at Moss-Rose (or material). Capitol Records' Betty Siegel has moved from gramophone sales to the Buddy Powell imprint. Her former boss, Wade Pepper, has moved to Atlanta.

Larry Butler has a scheduled September LP, "Nashville Piano."... Hanan Coghill, with his third straight success under the production of Don Law, will be on the "Mike Douglas Show" shortly...

Ethel Dayaway, Ohio Record's introduction country music at the Bradley Park in Norwalk, Ohio, this summer... 

Del Wood, along with Doug & Doni Healy of Olympia, Wash., departed for the Orient Aug. 1. They'll spend about 10 weeks there, then head for England and Ireland in the fall... Owen Bradley produced the Fredie Hart sessions for Kapp, part of the MCA complex. Jim Clemens is now the middle of six voice on WPLO, Atlanta. A one-time Minnesota, Clemens spent a few years at San Antonio... 

Ray Price and his big band will headline the second annual KGBS Holiday Dance in Nashville, Tenn., the Hollywood Palladium Aug. 31.

Conway Twitty's international fun club has been organized, headed by Dave Gregory of London. The address is B-21 Tren- 

dell Road, Brooklyn, N.Y. 5. He wants to hear from people in America. He's a one-day tour of England, Ireland and Ireland has been set for Bobbie Helms & Den. The tour, set by the Bob Nat Agency, was worked through A. O. M. National Promotions in Ireland. Arlen Stan- 

ter is now operation manager at KCWV, Tulsa, and he'll set the format for that station along with KFJU, Fort Worth. The Blue- grass festival at Norwalk, Ohio, was so successful that it's been set again for next year. Among the artists were Mac Wiseman, Bill Monroe, the Osborne Brothers, Red Smiley, Don Reno, Bill Harell, Jimmy Martin and the Country Gentlemen... 

Flatt & Scruggs have just returned from a month's tour of the West Coast. They filmed "Operation Entertainment" and appeared on the "Johnny Carson Show." They were accompanied on the tour by Gary & Randy Berner, sons of Earl. Larue Van Dyke has been set for a series of singing engagements in key cities throughout Texas and Oklahoma in the three weeks ahead... Bruce Mulder is promoting his new Dick recording in New Orleans, Nashville and Atl-

anta.

The Ellis Brothers, with Johnny Bell, have now crossed into Mis-

souri in their covered wagon trip from the power to Nashville, Bell has departed KLAK Radio, Denver, and will be seeking a job in Nash- 
ville. He was heading country de-

livery in that area... Carole Howard, son of Jan Howard of Decca, has left to join the Green Beret force.
Int. Country Session Lures Three Nations

NASHVILLE—Panelists from three nations will take part in the International Country Music Seminar to be held here during the "Grand Ole Opry" 50th Birthday convention Oct. 18. The announcement, made by Emily Bradshaw, said the participants will be Martin L. Roemer of Melco International Inc., New York; John Mascini, of Inelco-Holland, Amsterdam; Murray Kash, BBC, London; and Dick Broderick, vice-president of MCA, who is chairman for the International Committee of the Country Music Association.

Roemer will discuss overseas post exchange sales and general promotion of country music overseas. Mascini will deal with the booking facet of the operation, and will discuss problems peculiar to overseas work by country artists.

Gallo will deal with the publishing potential for country music abroad, while Kash will talk on the growth of country music in England and its future possibilities. Broderick will handle international sales.

"Listen to the Music." Both tunes were written by the team of Barry Mann and Cynthia Weil, currently featured in the film, "Wild in the Streets."

Nashville Scene

• continued from page 26

in Vietnam. Marion Worth worked a performance commitment for Jan to see her son off. . . . Among those taking part in the official opening of the Grand Ole Opry were Tompall & the Glazers, George Jones, Melba Montgomery. Jim Ed Brown is due to take a spin around the Louisville Speedway prior to his entertaining the crowd at that race for the Country Brothers, with another Dot success on their hands, off on an extensive fair tour of the Midwest.

Rev. Holcomb Dead; A Religious Great


Holcomb, who made his home in Waco, had recorded gospel songs for RCA Victor, Word, Sacred and Zondervan. His recordings were among the best sellers of all religious recording artists in America.

The latest record on the Canaan label, still to be released, was concluded only three weeks before his death. It is entitled, "Dearest to My Heart."

He was survived by his widow and two children.

Yesteryear's Country Hits

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

COUNTRY SINGLES—10 Years Ago August 11, 1958

1. Guest Things Happen That Way/ Come In, Stranger—Johnny Cash (Sun)
2. Blue Sky—Don Gibson (RCA Victor)
3. Fraulein—Elvis Presley (RCA Victor)
4. Poor Little Fool—Rick Nelson (RCA)
5. mời, mợc lai—Don Gibson (RCA Victor)
6. Mary's Dream—Jimmy Rodgers (RCA)
7. Just Married/Star Way—Eddy Arnold (Columbia)
8. Invitation to the Blues/Old Lights—Ray Price (Columbia)
9. Blue Boy—Jim Reeves (RCA Victor)
10. Alone with You—Frank Young (Capitol)

Kingston Looking For W. Va. Site

The lady publicist also said that Rogers move to the No. 1 spot in the WWVA charts reflects his popularity throughout a three-State area, and marks the first time any "Jamboree" regular since David Houston had moved to that position. Houston was with the "Jamboree" when he recorded "Almost Persuaded." Rogers current chat tune is "I'm In Love With My Wife."

Will-O-Bees Debut

NEW YORK — The Will-O-Bees, the second group signed by SGC Records, Screen Gems-Columbia's new label, are out on their first single for SGC, "Make Your Kind of Music."
NEW

DEAN

MARTIN

SINGLE

"APRIL AGAIN"

Produced by Jimmy Bowen for Amos Productions, Inc.
**A Sales Rep Net Set By Audio Magnetics**

LOS ANGELES - Audio Magnetics, the largest manufacturer and duplicator of blank tape and related products, is setting up a network of sales representatives across the country. Having provided blank tape to such high-profile names as Thrifty and Walgreens, Audio Magnetics now plans development of an international network of representatives.

Irving Katz, president of the company, has named six sales representatives including H. P. Grubl of Long Beach, Calif., to handle military sales in the West, and Bill Watson, Fairfax, Va., who will handle the eastern U.S. Ray Allen, who recently joined Audio Magnetics from RCA where he was western regional manager for all magnetic products, will manage a sales tour and establish representatives in California, Maryland, Georgia, Tennessee and the Rocky Mountain States. Katz and Allen, both veterans of Audio Magnetics, would like to set up a network of about 60 representatives to handle the company’s cartridge, cassette and reel line.

Overseas, Katz is planning to move in on orders to countries now servicing, including Hungary and Yugoslavia. Recently, the company has expanded an existing program with the establishment of an international network of representatives.

**Wayman to Keynote Meet of NARM**

**NEW YORK** - Jack Wayman, staff vice-president of the NAB’s national division of the Electronic Industries Association, will keynote the National Association of Record Merchandisers (NARM) midyear tape conference Sept. 3-6 at Chicago’s Continental Plaza Hotel.

Wayman has been involved with consumer electronics for more than 10 years and has written a book, "Industry in a Fever," on the industry. He started with a TV and audio equipment chain in Washington, where he became sales manager. Later he became director of sales for the Washington RCA distributor until he assumed his present position in 1963.

After Wayman’s speech at the conference, there will be a presentation by Jack Frankford, vice-president of Auto Sound Distributing Co., Detroit, on the merchandising of automobile tape and cartridge. NARM president Jack Geldzahler of New York City’s Atlanta, will chair the meeting.

Registration will be held on the first day of the conference from 4 p.m. to 8 p.m. Only those members who have pre-registered for the convention may attend.

**New Tape CARtridge Releases**

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**Five-Tone Audio To New Quartets**

**NEW YORK** - Five-Tone Audio Products has moved to 24 Cobex Court, Brooklyn, with 12,000 square feet of new office space. The firm is a distributor in the New York area for Ampex and handles several other 4 and 8-track tape lines. The company also distributes cassettes, cartridge machines and accessories.

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Answers Phone

The Stereotape division of
NORTH AMERICAN LEISURE CORP.

needs a top-flight sales manager to direct National Sales Organization representing NAL’s 8-track cartridges, cassettes and open-reel tapes. The catalog includes America’s fastest-selling titles from top record companies.

Top-flight production man to assume full production responsibilities.

Write:
LARRY FINLEY
NORTH AMERICAN LEISURE CORPORATION
c/o Omega Equities Corp.
18 East 41st St., New York, N.Y.
(212) MU 3-5800

Irish Magnetic Recording Posts a 100% Sales Climb

NEW YORK — Irish Magnetic Recording Tape sales are up more than 100 per cent over a year ago, reports president Sol Zigman. Irish supplies lubricated tape for cassettes, cartridges, and reel-to-reel to some of the major record companies and independent duplicators in the nation.

Currently, Irish is supplying more than 10,000 hubs of tape a week. About half of these are 7,200-foot hubs, the rest are 3,600-foot hubs. Zigman said, "but there will eventually be more cassette tape used." Regardless, tape is selling great and it’s selling as fast as we can produce it." He felt there was room for both cassettes and cartridges.

In addition, there has been a marked improvement in quality of product during the past year, be said. "There are few dropouts now ... less than a tenth of 1 per cent ... due to tape problems."

GRT to Release Musicor Product

LOS ANGELES — General Recorded Tape (GRT) will release product for Musicor Records and its rhythm and blues arm, Dynamo Records.

GRT will duplicate cassette and open reel product for Musicor and all configurations for Dynamo. Initial release for Musicor includes product by Gene Pitney, George Jones, Jody Lynn and the Platters. Product by Tommy Hunt and Inez and Charlie Foxx makes up the initial release for Dynamo.

Assembling our 8- and 4-track cartridges is a bit noisy. You press the upper half against the lower half and they snap together.

Turning screws is quieter — but time-consuming and unnecessary. Nobody will need to get into this one again. You can — easily — if you want to. But the cartridge is absolutely jam-proof.

We'd be pleased to demonstrate what profit sounds like.

Data Packaging Corporation
205 Broadway, Cambridge, Massachusetts
Tel. (617) 868-6000
TWX 710-323-0640
U.S. & Foreign Patents applied for.

It's a Snap.
Columbia’s 20/20 Vision
gives you the most powerful Convention Release in our history.

It's Columbia's 20/20 Vision for the Future. And it's all here on these four pages. The big future is on COLUMBIA RECORDS.
Comes the revolution,
Columbia's already there.

In fact we started it. And in the next six months we're going to awaken millions of record-buyers to the cause. The handwriting's on the wall for the revolution in producing, promoting, selling and buying of "serious" recorded music.

Let's look at the potential market. In addition to the regulars, there's a new breed of people out there. The U.S. population age profile shows the number of persons in the prime record-buying groups (teen-agers and young adults) is at a new peak. And will continue to rise during the next decade.

Young people have their own reasons for buying (or not buying) music. The first two are their ears. Then there's their eyes. And their bodies. And every body has a soul. They respond to excitement. They've proved it in rock and pop and folk and country. And now Columbia stimulates their response to other music.

The stuff is there. Composers were there and are revolutionaries. Innovators. Great music was and is departure in sounds. AND MUSIC LIVES. Pre or post Electronic Age.

Off with the stuffed shirts. We hereby launch an all-out, all-new campaign to program and package the "classics." Our product is the finest. It not only speaks for itself. It can speak to people (customers). Our ads will be with-it. And they will go where it's at. Everywhere. Including media under and over the ground. Publicity and promotions will be massive. Displays will be impressive.

Check our new releases. We've got a lot more than the Masterworks shown. For examples, from Odyssey there's Mahler, Chopin, Strauss, Bartók, Barber, Beethoven and Gershwin. There's Walter and the New York Philharmonic, Ljubljellsich, Reiner, Szüts, B. Goodman, Price, Casals, Serkin, ....

Columbia has something. And the ways to get it across. Across your counters.

On Columbia Records®
It happened.
"Funny Girl," the biggest motion picture of the year, is sold out.
And it'll be the same for the Original Sound Track Album.
Featuring: "People" and "You Are Woman, I Am Man."
Plus three songs written especially for the sound track: "Funny Girl," "Roller Skate Rag" and "The Swan."
And on the sleeve, you'll find all of Barbra's greatest recordings to date.
Fantastic!

"FUNNY GIRL" ON COLUMBIA RECORDS
LOS ANGELES — Westminster unveiled two series at last week's National Association of Record Merchandisers convention here. Five albums were introduced in a dedication-packaged Basic Library Series, while the New Generation Series is inaugurated with a 15-disc, $2.99 a disk.

The Basic Library Series contains pop-oriented covers bearing the titles of famous composers, such as Tchaikovsky, Beethoven, Brahms, Dvorak, and Mozart. The albums contain performances by Hermann Scherchen and the Vienna State Opera Orchestra under Leonard Bernstein, Artur Rodziński and the London Philharmonic (Dvorak), Erich Leinsdorf and the London Philharmonic (Mozart), Maurice Abravanel and the Utah Symphony (Grieg), The Gregg Poplar Orchestra and pianist Reid Nibler.

The cover includes a drawing of a motorcycles, a photo of an autograph demonstration, and a biographical summary of the composers. The series is designed to be a convenient and portable source of information for listeners who want to know more about the composers and their works.

The Classic Library Series consists of albums featuring Shakuhachi leather binding extending in three-inch-up designs of the cover, and a specially designed leather with the series name printed on it. The albums are sold along with Basic Library Series and sold at a lower price, allowing listeners to explore the world of classical music at an affordable cost.
**Classical Notes**

Howard Mitchell and the Washington National Symphony Orchestra performed on 4 November in Philadelphian Monday for the annual concert of the American Bar Association. Soloists will be Marko Markevitch and Perlman’s “Lincoln Portrait” and pianist John Harlan’s “Concerto No.2,” for WYBR in New York, conducted by the birthday pianist Douglas Moore on Friday (9) in a two-hour program with Mark Messersmith in the composer and excerpt from his new work. San Francisco’s KQED-TV will show “The Rise and Fall of Mozart,” a program covering the last 10 years of the artist’s life, on Wednesday (7) and Sunday (11). The Youth Chamber Orchestra of the Orchestra will perform on the TV station (Friday) and Sunday (11). Pablo Casals conducted Haydn’s Symphony No.69 in Philadelphian Monday for the annual concert of the American Bar Association. Soloists will be Marko Markevitch and Perlman’s “Lincoln Portrait” and pianist John Harlan’s “Concerto No.2,” for WYBR in New York, conducted by the birthday pianist Douglas Moore on Friday (9) in a two-hour program with Mark Messersmith in the composer and excerpt from his new work. San Francisco’s KQED-TV will show “The Rise and Fall of Mozart,” a program covering the last 10 years of the artist’s life, on Wednesday (7) and Sunday (11). The Youth Chamber Orchestra of the Orchestra will perform on the TV station (Friday) and Sunday (11).

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**Serious Mod Music in An Underground Move**

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**Releases by McGraw-Hill**

- **Continued from page 37**
- Couples a second suite from the same Rameau occasion piece with a suite from Camps’ opera ballet “L’Europe Galante.”
- Another fine L’Oiseau-Lyre LP with Leppard and the English Chamber Orchestra has Rameau’s “Méditations.”
- Leppard leads another of the orchestra in an excellent Monte- verdi album with Jon and Baker, Gerald English, and proscenium also has a fine recording with violinist Marnie Baker and pianist David Baker, the latest in a series of recordings with the Los Angeles Philharmonic, under conductor Eiji Oue. The album features cellist Kenneth Heath and violinist Shirley Jane Cray on double base.

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**FRED KIRBY**

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**Classical Music**

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**RCA & Chicago Won’t Re-Sign**

- **Continued from page 37**
- Pittsburgh Symphony, which has a contract with Command, Erich Leinsdorf, its early conductor at Boston, will continue to do some recording with that orchestra.
- Other major U.S. orchestras recording at present include the Cincinnati Symphony under Rafael Kubelik, the Cleveland Orchestra under Maurice Ravel, the New York Philharmonic under Benjamin Britten, and the Los Angeles Philharmonic under conductor Eiji Oue. The New York Philharmonic has recorded for Columbia, RCA, Decca, Vanguard and CRI under non-exclusive bases. A performance of the orchestra with the Ravel was taped by Atlantic. In the past few years the San Francisco Symphony has cut an exclusive contract with Mercury, while the Dallas Symphony has appeared on Von’s Turnabout label. In addition to British Decca and EMI, several European-based companies are reported to be seeking an American recording company. Among the major U.S. record companies that do not record on their labels are the Minneapolis Symphony, Detroit Symphony, St. Louis Symphony, and Cincinnati Symphony. The Louisville Orchestra produces its own recordings on the Louisville label, a project sponsored by the Steel Symphony.

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**CLASSICAL NOTES**

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**SERIOUS MOD MUSIC IN AN UNDERGROUND MOVE**

- **Continued from page 37**
- Stations. Frey continued, "with much success to promote three contemporary operas, The Young Lords," and "Woz- rank." In the city, there is a complete college mailing to both college and FM radio stations. We’re now stringing out a network thread by thread, and Frey’s "DGG’s fall campaign will center on the works of Stockhausen, Berg, Gable, Cage, Nezda and Henze."
- The cross-pollination between rock and classical can be seen in material from rock groups such as the The Young Lords and the Mothers of Invention, and in works of new classical composers who are utilizing rock rhythms," he said. Frey emphatically states that it will be this merging of musical forms which will bring classical music into the mainstream of mass appeal, as opposed to the "popularizing of classical melodies. Frey also has been successful in selling baroque and medieval music through progressive rock stations. Ramp Masterworks, too, is using progressive rock to promote its "Music of Our Time" series and other avant-garde recordings. The latest disk in the label’s "New American Music" series is a recording of selections from Boulanger’s opera "Annie" with the Cleveland Orchestra. Both pieces are used in the film "1975 — A Space Odyssey." Westminster is serving some 50 underground radio stations with two disks from its catalog. One of the records, "Electronic," which is comprised of Remi
PLAY PRICING PIONEER is the way fellow operators characterize J. L. Ray of Milwaukee, Neb. Ray, who has switched 15 per cent of his locations to 2 for 25-cent pricing, believes the public is willing to accept changes in play prices than are most operators.

Empire Dist.
Moving Into New Building
CHICAGO—Empire Distributing, Inc., founded by Gilbert Kitt in 1941, will move this week to a new 5,500-square foot building at 120 South San
gamon here. An open house is tentatively scheduled for early September. The firm has been at 1012 Milwaukee Avenue here since 1946.

Empire branch operations are located in Grand Rapids, De
troit, Monroe, Wis., Indianapolis and Milwaukee. The firm now employs over 60 people. It handles such brands as Rock-
Ola, Automatic Products, D. Gottsch, Midway, Chicago Coin,
Bally, Valley, Fisher, Nutting and others.

A recent addition includes Kimber technicians Michael Stoy
carpenter, Sales Manager, Chicago, Bill Mill
er, and vending division sales manager, Dave St. Pierre. The new facility is three blocks from the Kennedy Expressway here and will have paved, enclosed off-street parking, loading docks, storage and shop facilities.

MOA Mailing Registration Cards
CHICAGO — Room registration cards and Mailing Registration cards will be mailed out this month to members of the Montana Mint and Advertising Machine Organization, a new organization to be held here Oct. 11-13 at the Sherman House Hotel.

Set Anniversaries
Of Jukeboxes, MOA
• Continued from page 1

Born with the Edison and Lippincott phonograph, perfected in 1888, the jukebox in
dustry has steadily diversified to include audio-visual machines, all types of amusement
machines and vending equipment. The opening of the show here Oct. 11-13, will allow every seg
ment of the coin machine world to participate.

The special section will have added nostalgic attributes due to MOA’s decision to return this year to the Sherman House Hotel, where a 14-man committee was chosen Jan. 21, 1948, to organize the national trade group.

Many in the business today will remember the group: George A. Miller, Oakland, Cali
hren de Lee Vies, Washington; Ray Cumine, Chicago; Albert S. Mill
gle, Detroit; C. L. Bev
Salt Lake City; Sol Huffman, Harrisburg, Pa.; Al BMI, Cleveland; Isaac Olen
stein, Providence; Thomas Cady, Grand Rapids, Mich.; Ray Ray, in
Ray, is known to every operator.

The group, made up of re

spresentatives from various music

associations, became the nucleus of MOA, which held its first convention at the Palmer House here in 1950.

Location Requests, Little LP’s Boost 2 for 25c Play Pricing

Neb. Operator
Says Public Ready For Hike

By EARL PAIGE

CRETE, Neb.—Better pro

gramming, including more ef

ficient use of Little LP’s, is a

vital part of switching to tw

o-for-quarter jukebox play pr

icing, according to Ray L. Ray

here, who has switched 15 per

cent of his locations to the

new system. Ray said, “I re

ally believe the public is more

ready and willing to accept

the changes than are more oper

ators.

A few immediate results:
}: Ray has experienced in

creases from 0 to 40 per cent.

}: In no case did revenue drop after

the price change.

}: A reduction, and, in some

cases, loss, of the need for pro

motion money, otherwise

long known as “red money.”

Ray, owner of Ray’s Music

Co., added in his programming

choice, that “Our basic pro

gramming pattern has

remained the same following the

price change but we are con

centrating in asking bartenders

and waitresses to do some extra

listening for special requests.

A director of Coin Operated

Industries of Nebraska (COIN),

State trade association, Ray said

he learned a long time ago to

pay attention to requests. “A lot

of bartenders requested Hank

Thompson’s ‘Six Pack’ for a few

years back to use as a clos

ing song. At the time, we were

surprised. It then became one of

our best played and is still on

many of our boxes.”

HELENA, Mont.—A re-elec
tion of officers and an address by Music Operators of America (MOA) executive vice-president Fred Granger highlighted the summer meeting here, July 26-28, of the Montana Coin Ma
chine Operators Association (MOA).

The trade group also heard speakers discuss efforts to have a permanent-relationship re-
pealed and problems surrounding
direct sales of machines to loca
tions. The problem of pin

alls being banned in certain

counties is still an open

issue.

Re-elected were Elmer Boyce, president; Louis Antione, vice-
president; Robert Walker, secre-
tary-treasurer, and Dorothy

Christensen, executive secretary.

The re-election came on the rec

ommendation of the nominating

committee.

(Supported on page 40)

ICOMA Adds
Services

SPRINGFIELD, Ill. — The Illinois Coin Machine Operators Association (ICOMA), which re

cently voted to expand its di

rectorship to include 14 new members, continues to add services. These include a group in

surance plan, free speakers bureau,
a steadily expanded newsletter, a legislative manual de

tailing how to contact legis

lators and publications such as “The New Rules on Pension for the Self-Employed.”

A nominating committee is now at work considering the add

ition of seven vice-presidents

and 14 other directors. ICOMA is

inviting members to send in

suggestions to the committee.

The trade group will hold its next annual meeting here Sept.

13-15 at the Holiday Inn East.
Neb. Operator
Says Public Ready
For Price Hike
Continued from page 39

Ray started switching to two
for a quarter two years ago,
"about the time Soburg came
out with its dollar bill acceptor," he
said. "The dollar bill acceptor
was a big help in switching to
the new pricing, but it is not es-
nential in all cases."

"We changed to two for a
quarter in a highway stop where
we're using a hideaway and eight
wall boxes. This was an example
where we didn't have to buy
in a new piece of equipment.
We just made the change."

In most cases, said Ray, he
has found it necessary to install
a new or different jukebox when
switching a location to two for
a quarter. Other steps include
talking to the location owner
and stressing the point that the
location owner will make more
money, too, at the new price.
"I tell the owners that every-
ingthing is going up. That two-fur-
a-quarter pricing is just another
phase of inflation."

"When waitresses or bar-
tenders complain I tell them it's like
the 15-cent Pepsi. This seems
to register real well with them.
On photographs equipped with
dollar bill acceptors, Ray said
he has reduced the use of pro-
motion money normally left with
the location to stimulate play.
In some cases, he has com-
pletely eliminated the need for pro-
motion money, or marked (red)
coins.

"By showing the waitresses,
bartenders and others in the
location that they get much
more music by putting in a bill,
rather than four quarters, they
start collecting silver from each
other and from customers and
change the silver for a dollar bill."

Ray's pricing set-up is two
for a quarter, five for 50 cents
and 14 for $1. In one case only
does he offer 12 plays for $1.

"The easiest location to switch
is the club locations—the Elks,
or Legion-type of places. Next
easiest are the bottle clubs as
we call them here, which are
basically membership clubs.
These locations have captive au-
diences and it's easier to change
pricing in them."

Ray said the next easiest to
switch were the 24-hour highway
stops and next were the high-
volume taverns. We've made no
attempts to change pricing in
teen locations. We haven't had
the nerve to try it but this will
be next."

Considered a pioneer in price
changing, Ray said that in no
case does play drop off for a pe-
riod after the switch. "It may
just stick at no increase. But
gradually it does increase."

Ray is preparing statistics and
will present an analysis of his
pricing before the Sept. 22 meet-
ing of COIN in Omaha.
The analysis will compare his cur-
rent revenue against revenue one
year ago.

Having playfield
problems?

Eliminate warping and breaking with new
Marquee by Fischer
with honeycomb playfield

The ONLY coin operated table with a
playfield guaranteed for 5 years.
Guarantee covers warpage and breakage
for a period of 5 years to the original
purchaser. Same quality as the REGENT:
100 Series 56" x 101½";
90 Series 52" x 91½".

'Coincidently'

Several home entertainment
companies are developing low-
cost video tape playback devices
that may be attached to any
home television set, converting it
into a "videogapher" for enjoy-
ment of all types of sight/sound
entertainment from pop music
groups through entire symphony,
circus and nightclub perfor-
mances.

The television medium, as
evidenced by its increased movie
programming, is progressing (or
regressing, if you prefer) in the
manner that radio has to the
airing of more censored, au-
tomated material. Though TV has
allowed limited time at present
to pop music video tapes, it is
certain that at the phenomenon
known as the "youth revolution"
reaches fruition in the U.S. that
two lots of TV time will.

This could lead to television station
formatting. With the proliferation
of television channels in all major
cities, it seems inevitable that
stations will evolve specialized
formats to serve solid audience
shares. Meanwhile, label promo-
tion men will begin beating paths
to the stations with their new
videotape releases.

What does all of this mean to
us in the automated machine
segment of the entertainment
business?

It means, first, that if video
tape recordings become available
at mass-production low
cost—and it is inevitable that
they will—then the home pho-

INCREASE
VENDING
SALES
IN ANY LOCATION

NEW CAN COLD
DRINK VENDORS
for prestige and
heavy volume locations
GIANT 360 can capacity—
48 cans in pre-cool
LOOK TO
ROCK-OLA
for advanced products for profit!
Rock-Ola Mfg. Company
10 North Kelleys—Ithaca, N.Y.

COIN MACHINE NEWS
September 15, 1968

Copywritten material
Best Picks
for Week Ending Aug. 10

BROOKLYN, N. Y.

CHICAGO

GAPNEY, S. C.

INDIANAPOLIS, IND.

JACKSON, MISS.

NEW ORLEANS, LA.

OKLAHOMA CITY, OKLAHOMA

PHILADELPHIA

PORTLAND, ORE.

(Continued on page 43)

as reflected in a weekly poll of jukebox programmers across the country

Early Mailing of MOA 'JB' Ballots

CHICAGO—The Music Operators of America (MOA) is stepping up its mailing of ballots for its annual Jukebox Ballot Awards. The awards for best record, best artists and other categories will be presented at the banquet which closes MOA's Music and Amusement Machine Exposition this October 11-13.

ELMER BOYCE, president of the Montana Coin Machine Operators Association (MCMDA), showed here on the right, welcomed Fred Granger, executive vice president of the Music Operators of America (MOA), to the association's recent meeting in Helena.

Montana Re-Elects Boyce; Members Welcome Granger

(Continued from page 39)

...committee, headed by Zollie Kelman, John Doyle and Bob Bradley.

In his address at the Holiday Motel, Granger said, "It's taken me four years to get out here, but I finally made it. We in MOA are very proud of the progress we've made here. Don't let it fall by the wayside."

"Let me say I think there is a great need for State and regional meetings. The MOA can accomplish a lot on the national level, but an association such as yours is needed on the State level."

"As for the relationship between MOA and the State organization, there is no official tie between the two. You're an autonomous, free agent. But we'll do anything possible to foster organizations. Our first reason for being here is to help you. We come here to help you build a stronger organization. We want to build a cooperative attitude between MOA and the State association."

"MOA is a democratic organization. There are no cliques or bosses. It's a team effort. The copyright battle, alone, has saved the industry millions of dollars. If, for no other reason, this is why you should belong to MOA."

Granger said he recommends to State organizations that they have legislative committees, because "the time to stop trouble is before it starts." He then cited the legislative manual prepared by the Illinois association as a fine example of work in this area.

In conclusion, Granger told the Montana coinmen, "I find the image of this industry is improving. It's a question of educating. The organization can be the rallying point.

Other speakers included Soco Vratis, of the Montana Retailers Association, who spoke on the need to protect the merchants-retailers inventory tax. His associ-
DENVER — Don Rudolph markets the world's hottest selling items bulk vendors have ever tried, providing it will drop through machines currently geared for 2-inch capsules. The item is a giant bubblegum jawbreaker candy to be marketed, now being sold for 25 cents over the counter. Another item that bulk operators can definitely use in Rudolph's "Pizzazz," a chocolate covered salted peanut.

Rudolph, who has developed a number of unique candy items, said it takes eight days to manufacture the jawbreaker and eight hours to consume it. "No two jawbreakers are ever the same size, but they generally are a little over two inches in diameter," a sample received by Billboard measured almost exactly two inches in diameter.

Rudolph said he has never considered promoting the item to bulk vendors. "It's only recently that we have been able to keep up with demand for our custom-built machines over the counter, so it will be a while before the jawbreaker becomes really popular among our customers who want to try it over the counter," said Rudolph. "We're running 24 hours a day with eight running machines..."

Rudolph and his wife are principally involved in developing new items. Some of their products have been "Rocket Peps," "Thumb Sucker," and "Space Tube Candy." A new item, packing sold to large vendors and is packaged in a 15-cent box. Rudolph said that it is being sold in bulk and is made available in 25-pound vending packs.

"Sock It to Me" is now being packaged in a wrapper for the counter selling, but Rudy also said it could be wrapped in bulk, unwrapped, 48 pieces to the box. The box item features psychedelic colors and has layers of variegated colors and six layers of flavors over a piece of bubblegum.

"Kids are having contests to see who can collect the most," said Rudolph. A company in Ohio is marketing a shirt emblazoned with "Sock It to Me..."

Boots is Back as MOA Artist

CHICAGO—Boots Randolph, Monument Records recording artist, has been chosen by the Music Operators of America (MOA) banquet here Oct. 13 to be its featured performer.

Randolph, who has just finished a recording session for Monument, is expected to take the stage about 10 p.m., and will be backed by his band, the Turks.

Randolph, who has been in the music business for over 23 years, has been with Monument Records for the past year.

Will Trade Seize Video Opportunity?

- Continued from page 40

...video offers the greatest profit potential of any idea to come along in the history of automated entertainment—yes, gaming machines included?

As plans were laid for this fall's Music & Amusement Machines Exposition, it would be eminently proper for the industry to consider a forum on the video medium as it applies to our business. It would be proper to suggest that such a forum explore the pros and cons of the medium and the machines. That would be a waste of precious time. The time has come to move, and the session should be devoted to planning the quickest possible way to get into the video business on an industry-wide scale.

It is to be hoped that operators, distributors and manufacturers can achieve on the exciting concept of automated video entertainment, in hundreds of thousands of public gathering places throughout the country. Of such accord great industries are built. And our business deserves a golden age.

Colo. Firm Making Giant Gumball

Boulder, Colo.—M. F. Brown has announced plans to produce a giant gumball that will be the size of a soft drink cup. The gumball will be marketed in a large protecting bracket which the vendor must break before the gumball is released.

Brown said the giant gumball will be marketed in a large protecting bracket which the vendor must break before the gumball is released. The gumball will be released by pulling a small lever on the machine, which will cause the gumball to be released. The gumball will be sold for 10 cents, and will be available in a variety of colors and flavors.

Brown said that the giant gumball will be marketed in a large protecting bracket which the vendor must break before the gumball is released. The gumball will be released by pulling a small lever on the machine, which will cause the gumball to be released. The gumball will be sold for 10 cents, and will be available in a variety of colors and flavors.

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Best Picks

- Continued from page 41

ROCK ISLAND, ILL.


SEATTLE, WASH.


ST. LOUIS, MO.


TOMS RIVER, N. J.


MOA Insurance Rates Lowered

CHICAGO—A new 10-page booklet describing the reduced premiums for Music Operators of America (MOA) group life insurance has been mailed. Rates were lowered 13 per cent. Before the plan was effective in January, over $150,000 had been paid in claims to participants in the plan.

MOA Hospital Plan

CHICAGO—Information and application forms for a Music Operators of America (MOA) hospital family money plan will be mailed soon. An earlier and similar plan failed, due to lack of participation and the trade group is urging members to give the plan a new look.

Nutting Industries to Enter Food Processing

MILWAUKEE—Nutting Industries, Ltd. has made recent improvements in its full computerized juicer manufacturing machine and is expanding into foreign markets. The first plans to expand into the convenience food business and market a line of quickly reconstituted improvements.

In the I Q Computer double money market, illustrated film categories; availability of six different films; double aluminum intrusions; beige, red and white cabinets, and parts replaceable on location.

David J. Nutting and Harold S. Montgomery designed the I Q computer three years ago. Eugene Wagner joined the two partners a year later. Montgomery's father has patents on a food process and the firm is considering setting up a Chicago subsidiary. Another subsidiary for the purpose of marketing I Q Computers will be set up in England very soon.

Boyce Re-Elected

- Continued from page 41

vember ballot in the form of Initiative Vendors will have the opportunity to keep the tax, which varies from county to county, but is up to the tax payer to pay it. - This is an unfair, highly dis- criminatory tax, said Mr. Boyce. "Manufacturers should support you monerately in your fight against the tax, since it will be borne by only 37 per cent of the people in Montana, for everyone in the state.

This is a nuisance tax that needs removing. We've done our share by spending more than $10,000 to require it for ballott. Now it's up to the public.

One item of discussion at the meeting was the so-called "car-pethaining" problem in the eastern part of Montana, where distributors from North Dakota are selling direct to locations. Wurlitzer equipment is involved, and on hand at the meeting to answer questions was Gary Sinclair, of San Francisco, regional sales manager for the Wurlitzer Co.

"We will do all we possibly can if you can supply us with serial numbers," said Sinclair. "We will sit down with these people and try to discourage them in this practice."

Buzzy Heyer, Northwest Sales, Seattle, told the Montana com- mittee that his company is again organizing a trip to the MOA convention in Chicago.

"We will be taking 50 people minimum," explained Heyer. "In this package we're putting together, we'll pay your dues, take care of transportation and take a couple of extra factories. We want you to participate, and we guarantee there's no gimmicks."

President Boyce seconded Heyer's statement by saying, "These trips have been terrific—fun. If anyone wants to go to Chicago, you'll need to re- gister it."

In other business, the group voted to increase its annual dues from $25 to $50. Endorsing the move, Harry Bruck, of Butte, said, "This is the year we need money for Helena, so now is the time to raise the dues."

The association's next meeting will be Nov. 17 in Wolf Point.
EIVETS REDNOW IS BIGGER THAN A BREAD BOX

EIVETS REDNOW

The article mentions that Eivets Rednow is bigger than a bread box. However, it does not provide any additional context or information about Eivets Rednow or their significance.
Walker and the All Stars, "Hip City" (Soul) ... Judy Clay and William Bell, "Private Number" (Stax). Short Kates, "Hold It Baby" (Pepper). ... Billy Stewart, "Tell Me the Truth" (Chess). ... James Brown, "The Male" (Phil-L.A. of Soul). ... Johnny Jones, "Tennessee Waltz" (Fury).

MAKIN' FIRE B.B. King, "I'm Gonna Do What They Do to Me" (BluesWay) ... Jackie Wilson, "I Get the Sweetest Feeling" (Brunswick) ... Betty Wright, "Girls Can't Do What the Guys Do" (Atlantic) ... Laura Lee, "Need to Belong" (Chess). ... Percy Sledge, "Sudden Stop" (Atlantic) ... Eddie Floyd, "I've Never Found a Girl" (Stax) ... Van and Titus, "Cry Baby Cry" (Bell). ... Bobby Taylor and the Vancouvers, "I'm Your Man" (Gordy). ... Sam and Dave, "Can't You Find Another Way" (Stax). ... B. B. King, "The Woman I Love" (Kent). ... Wilson Pickett, "Deborah" (Atlantic).

CAROL ERMIA and ARETHA, the Franklin sisters, rally around WBCK design Willie Wright, New Haven's FM soul personality. However, the three sisters, rarely together at one time, chat with Wright at the recent Martin Luther King memorial concert at Madison Square Garden. Wright programs soul music exclusively, featuring records off the Southern R&B charts. Aretha, on the Atlantic label, is currently on the charts with an LP, "Aretha Now." and has an upcoming single, "The Hour." The Jack Blunt. Ermia has "Just Not Ready for Love" on Shout, while sister Carol wrote Aretha's hit, " Ain't No Way.

Opens; Showcase Tejai, Chi Club,

CHICAGO — R&B, jazz and pop recording artists have a new showcase for personal appearances here with the opening last week of the Tejai Supper Club. Teddy Thomas, the owner and a musician himself, has been negotiating with Horace Silver, Roland Kirk, Eddie Harris, Herbie Hancock, Bobby Bland and others.

Opening the new club, located on the growing south side of the Loop at 1241 South Michigan Avenue, were the Wynton Kelly Trio, Milestone Records recording group, and vocalist Frankie David. Kelly has appeared with Miles Davis, Dizzy Gillespie, Sonny Rollins and Dinah Washington.

The Tejai was initially designed by jazz pianist Ahmad Jamal and is considered one of the best clubs for presenting jazz talent, as well as R&B and pop.

All Platinum Bows 1st Disk

* Continued from page 44

Coleman, promotion director; Bert Keveris, arranger and musical director; producer Larry Roberts, and Baker, who will handle overseas activities. Sylvia Robinson's recording of "Love Is Strange" was a best seller a few years ago.

All Platinum, located at 106 West Palisade Ave., is looking for young producers.

EIVES IS RED NOW too good to be true

PHIL FLOWERS. Dot Records soul artist, is greeted at his recent opening at the Arthur discotheque by the club's owners at left, Sybil and Jordan Christopher, Motley Ady, Dot promotion man, and Joe Shuman of Dot.

AUGUST 10, 1968, BILLBOARD
**Musical Instruments**

**Groups Cut Down Organs To Transport Big Sound**

By EARL PAIGE

CHICAGO — An increasing number of hit songs are being recorded with a big organ as an important instrument. Dozens of groups here and throughout the Midwest are paying as much as $500 to have large organs cut down into portable size. Other groups have developed ways to transport big organs, which can sell for as much as $3,200, complete with speakers.

TV appearances by hot recordings groups such as the Rascals have convinced groups that they need what is called the "Hammond sound." Basically the large organ, such as Hammond's B3, allows groups to duplicate session sound in personal appearances with a minimum of musicians.

Questions

**needle dealers**

Q. A.

**If I can buy cheap needles why do I pay more for Fidelitone?**

You don't make money by buying needleworld products from someone else. Fidelitone offers you a full line of quality replacement phonograph needles and we back our dealers with a comprehensive MADE-TO-ORDER program that insures our needles are of the highest quality.

Q. A.

**If I can buy direct from a company's factory why should I buy through a Fidelitone Distributor?**

Your Fidelitone Distributor is a trained specialist who takes the work out of selection, delivery and profits. He provides prompt service on all sales, repairs and returns. His stock backs up his factory orders for special items, he handles your warranty claims and he promotes sales. Fidelitone Distributor is a merchandising sales force whose main function is to assist Fidelitone Dealers in increasing needle sales profits.

If your business is buying phonograph needles, go anywhere. If your listener is getting his needles from a Fidelitone, then Fidelitone is your one source for sure sales and profits.

**Fidelitone**

**THE TOUCH OF MAGIC**

6415 W. Rainbow Ave., Chicago, Ill. 60626

**Complete replacement needle industry**

For full particulars, write.

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**Thomas Organ Sets New Service Plan**

LOS ANGELES — A new service program has been introduced by the Thomas Organ Co. for both its Thomas and Vox divisions, reports Donald A. Johnson, national service manager.

The new manufacturing warranty policy guarantees Thomas and Vox equipment will work when it arrives at dealers' stores, or the company pays for repairs.

Thomas and also has introduced a new concept in packaging: a plastic skin-packaging system designed to allow skin-packaging of all parts.

Under the revised service program, labeled "guaranteed limited quality," dealers can procure the equipment at factory stores, if it fails within a prepared schedule, says John. If repair costs are more than the rate schedule, a complete field representative can assess additional expenditures.

**Drum Clinic**

NEW ORLEANS — A free clinic was held here July 15 at Wellesley's featured artist's workshop for the Past. Bro. brothers.

**Wenk Crusade Tour**

NEW YORK — Lawrence Welk, 1968 National Crusade Tour, is the first major crusade planned by the American Cancer Society, has been touring the country with his accordion on behalf of the Crusade, appearing with Welk were Natalie Welk, Martin Roberts, and Joe Feeney of his company.

**Conn Omits Divide**

ELKHART, Ind. — C. G. Conn, Ltd., announced recently that it had omitted the dividend on common stock paid in July. The company had paid 5 cents in each of the past two quarters. The January dividend was reduced from 10 cents paid previously.

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**Selmer Sales**

ELKHART, Ind. — Sales of M. & A. Selmer, Inc., for the first six months of 1969 were $2,989,800 compared to sales of $4,015,600 for the same period last year. First-half earnings were $604,300 compared to $674,400 in the first half last year. After application of the federal surtax, retroactive to January 1, 1968.

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**Piano Workshop**

CHARLESTON, W. Va. — Galperin Music Co. here sponsored a teacher-student piano workshop on July 12, one of a series of such sessions offered free.

The Francis Clark workshop was held in the store's own auditorium. Galperin Music Co. is a full-line music store, the only piano shop in the Kanawha Valley, and the workshop was open to all teachers and students in the area.

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**BEST SELLING**

**Folios**

**OVERALL BEST SELLING FOLIOS**

**TITLE** (Publisher)

EDDY ARNOLD TOWN & COUNTRY SHOWCASE (Hill & Range)

BACHARACHE—DAVID SONGBOOK (Cirino)

JOAN BAEZ SONGBOOK (Ryerson)

BEATLES COMPLETE (Hansen)

CAMELOT VOCAL SELECTIONS (Chappell)

GLEN CAMPBELL DELUXE SOUVENIR ALBUM (Decca)

RAY CONNIFF SOMEWHERE MY LOVE (Big 3)

DR. DOLITTLE VOCAL SELECTIONS (Big 3)

DR. ZIVAGO VOCAL SELECTIONS (Big 3)

DOVER A GIFT FROM A FLOWER TO A GARDEN (Peer Int'l)

DOORS—MUSIC SALES

DOORS—STRANGE DAYS (Music Sales)

BOB DYLAN DELUXE SONGBOOK (Warner Bros.—Seven Arts)

FANTASTICKS VOCAL SELECTIONS (Chappell)

FIDDLER ON THE ROOF VOCAL SELECTIONS (Plymouth)

ARETHA FRANKLIN (West Coast)

GROOVY HITS & GREAT STANDARDS VOCAL EASY GUITAR ALL ORGANS BOOKS (Big 2)

JOHN WESLEY HARDING BOB DYLAN (Big 3)

IAN & SYLVIA (Nashville Warner Bros.—Seven Arts)

L.A. HOT THIRTEEN (Hansen)

MAN OF LA MANCHA VOCAL SELECTIONS (Fox)

MEET THE TURTLES (Big 3)

PETE, PAUL & MARY A COLLECTION (Warner Bros.—Seven Arts)

PETE, PAUL & MARY SONGBOOK (Warner Bros.—Seven Arts)

RASCALS GROWIN' ALBUM (Big 3)

PAUL SIMON SONGBOOK BEST OF SIMON & GARFUNKEL (Plymouth)

SOUNDS BY PAUL SIMON (Plymouth)

SOUND OF MUSIC VOCAL SELECTIONS (Chappell)

WITH MY LOVE (Big 3)

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**August 10, 1968, Billboard**

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**www.americanradiohistory.com**
Mercury Plans to Expand Home Entertainment Line

CHICAGO — Mercury Record Corp.'s Home Entertainment products division has announced an expansion program that will include not only a greater range of cassette recorders and phonographs but also a wider variety of home entertainment products.

Announcement of the expansion activities came from Lester Smith, who recently was named director of Mercury's HEP division.

In as much as we have been firmly established without cassette recorders and phonographs, we are ready to move even farther into the home entertainment market," said Smith, a veteran of 20 years in the home entertainment field.

In connection with this program, we have already begun broadening our product development research under the direction of product development manager, John A. Flannery.

Smith said his division, which experienced more than a 25 per cent increase in sales for the first five months of 1968 over last year's corresponding period, "will make every effort to start introducing new products at the earliest possible time." Working closely with Smith and Francis is Marge Schweiger, a 10-year Mercury mainstay, who recently rejoined the division after a brief absence.

Smith also announced the appointment of Sheldon Ascher as national sales co-ordinator for his department. Ascher, who has a wide range of experience in the field, was formerly Midwest special products representative for Capitol Records Distributing, handling home entertainment products.

Groups Cut Down Organs To Transport 'Big Sound'

- Continued from page 46

converting organs is negotiated. Devlon Audio, another firm here in the conversion business, quotes a price of $500.

In Minneapolis, Dennis Libby, pianist for the Castaways, the group that had the million-selling hit, "Liar, Liar," has converted a number of Hammond B3's. "I might go into the conversion business full-time," he said, "but we're busy playing and haven't had a chance to think about expanding into customizing.

Problems

David Anthony and Anthony Productions, Minneapolis, manager of the Castaways and other groups, said, "The big organ solves the problem of per

sonal appearances. It costs a lot of money to have a big group come to perform. The musici

union estimates that traveling costs 18 cents a mile, but we figured it up and between 30

and 40 cents a mile.

"With an organ you get a big sound and don't have to depend on as many people," Anthony said. Chuck Wayne, leader of a trio under his own name, appearing at the Night

Fall Lounge, here in Chicago, echoed Anthony.

"The Hammond sound has always been associated with big R&B artists such as Bill Doggett. But it is only recently that groups have realized these organs can be transported. It's ideal for a small trio like ours," Wayne said.
Iris, Belgians, Tune, Takes Greek Festival; Sung by Neefs

By MIKE HENNESSY

ATHENS — A packed crowd of 45,000 in the vast, marble Olympic stadium here saw Belgians take over the Greek stage with a bang. The Belgian entry, "Iris" — a rousing tune with a catchy melody — was sung by Wim and Dany, two members of the Belgian group "The Phillips.

The song, published by Chaplin, Belgium, was sung by another Cardinal recording artist, Louis Neefs in Flemish and English. The song, "Iris," was recorded as a response to the infamous "Iris" song by the British rock group "The Kinks." The Belgian version went on to win the contest, becoming the first non-Italian winner in the history of the Greek Song Festival.

It is significant that though Greece had eight songs in the contest and three in the final, none of them were from the Greek mainland. And organizer Ermisidoulos admitted that most of the entries had not been "pop" enough in their approach. Top Greek songwriters, such as Majlis and Mousa, were represented by such composers as Theodorakis and Hatzidakis, who contributed compositions to the Festival.

The Festival of Greek Song was held in Athens, and was the first of its kind in the country. The competition was open to any artist, regardless of nationality, and a special prize was awarded to the winning entry. The Festival was a great success, with thousands of people attending the event and enjoying the music. It is expected that the Festival will continue to grow in popularity in the future.
**From The Music Capital of the World**

"Wolfgang Spahn"

**Hamburg**

German TV will air a show by soul artists, Conny Salome, Sumi, and Lee Dorsey on Sept. 28...

**CDM**

A number of records have been released in Germany as yet and more experimentation has to be made in this field. Average sales are in the range of 3,000, but Veder claims he can double the figures to show after he has toppled 30,000 sales.

Veder said that Electrola’s co-operation with “Hoer Zu,” Germany’s biggest radio and TV weekly, has dramatically stimulated classical sales. Electrola participated in Telede in producing a special series of albums which are publicized and promoted in “Hoer Zu.”

So far Electrola has released 26 albums a year in “Hoer Zu” series. Veder plans to reduce the number of albums issued in off-season months in future.

In the pop album field, Electrola’s turnover declined slightly during the first six months of 1967. Sales improved later in the year. Sales of pop singles and LPs have turned out, however, excellent, resulting in an increase of the company’s total sales compared to the same period last year. Between July 1967 and June 1968.

It is Veder’s view that pop albums are becoming more popular in Germany as yet and more experimentation has to be made in this field. Average sales are in the range of 3,000, but Veder claims he can double the figures to show after he has toppled 30,000 sales.

**VODI**

The most successful pop artist in the pop album field, said Voder, “is that featuring standard rock and roll songs are also good sales possibilities with the more mature rock stars, such as Roy Menk, Manuori, and James Last. Albums featuring only one singer, however, require harder selling because fewer artists are capable of sustaining interest over forty minutes.”

On the boom in budget-priced records, Veder remarked, “Pop albums are frequently marketed with cheap packaging. As a rule, the cheaper the packaging, the higher the sales.”

**CRA ZY CAT**

But, “I am not,” says Voder, full of the popular music market. “Those who are looking for the modern product—just as in the world of fashion—the trend is toward those who want to pick up more for the money.”

**Meeting**

Certainly Voder concluded, there could be no reduction in the price of single items without a loss of quality.

**Dischi Ricordi to Push Ball Catalog**

**Milan**—Dischi Ricordi has arranged promotion programs for the American Amy-Beck catalog. The promotion will consist of a special catalog announcement and the participation of the Box Tops in the next San Remo Festival in February 1968.

During their European tour, the group will be in Italy from Sept. 22-30 for concert appearances and to tape TV program. Their two new albums, “The Letter” and “Cry Like a Baby,” are scheduled for release on Aug. 15. The tour will include a performance in Switzerland, Germany, and Austria.

**Enoch Veder**, chairman of Telede, said, “We are glad that Veder’s work has been recognized and that his efforts to promote pop music in Germany are being rewarded. We congratulate him on his success and look forward to continued cooperation with him.”

**Artists & Records of the World**

"Wolfgang Spahn"

**Berlin**

Intro Musikverlag, which had the first five songs in the German Festival Song Contest in West Germany and "Haakeln" in 14 countries, reports that Polydor’s Roy Black visits Berlin for a concert in the Soldau (near Berlin). Bee Gees (Polydor) are set for a concert in Berlin on Sept. 28.

**Wolfgang Spahn**

**Hambur**

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From the Music Capital of the World

• Continued from page 49


Swedish record company Sonet, which operates in association with Transatlantic, announced last week that it has signed a new artist, Bruce Channel — a new version of the old "Daddy-O" craze. Bruce has arrived in Britain with his arrival in Britain to promote his current hit "Keep On." His tour through the UK has included numerous radio interviews and appearances at Melodyland Aug. 16-17.

CBS Records hosted a reception for Red Norvo at the Royal Garden Hotel July 20 at which among others were David Nowell, Emarc Group, and the author of this column.

... Monument International has now returned to London for talks with executives this week.

CHASIE ANDREWS

LOS ANGELES

Andy Williams will be at Los Angeles July 17-18. Bill Medley teams with Andy in night-club act July 21.

The daughter of the late comedian Lou Costello, Jill, will guest on NBC's "Tonight Show" July 10.

MARRONI, CHERRY & DELLA release Melodyland Aug. 9. The trio scored a "Win a Walk With Love and Money" contest by radio station WABC (New York) during its fourth season as special musical guest for the "Sonny & Martin Show."

The Temptations will be at the Forum Aug. 17. Four Mott's teams up with Eric Burdon and the Animals Friday (10). "Torn" Lopez praises "The Sonny & Martin Show" Saturday (10). Glen Campbell breaks a 20-year attendance record at the Orange County Fair when more than 8,000 viewed his performance July 2.

Lynn Anderson and The Clark Sisters will be at the Hollywood Bowl Friday (10). Bill Medley teams with the Oak Ridge Boys for a weekend engagement with two shows at Bonanza Lake, San Bernardino, Sept. 16.

Ray Charles, on returning to his home town of Savannah, for four weeks, beginning July 24, will be accompanied in an engagement with two shows at Bonanza Lake, San Bernardino, Sept. 16.

Ray Charles, on returning to his home town of Savannah, for four weeks, beginning July 24, will be accompanied in a music festival with two shows at Bonanza Lake, San Bernardino, Sept. 16.


Los Angeles' new A&M Records' outlet, "Windchime," airs on ABC-TV Nov. 16.

FRANK CORRIEL

WASHINGTON, D.C.

The late breakfast religion oriented to young people by the Rev. C. E. Rowland at 7 a.m. on Sunday afternoons has moved to 11 a.m. on Sunday mornings in the same station KLOT (570). The program was previously known as "Late Breakfast for Young People."

LOS ANGELES

Los Angeles' new A&M Records' outlet, "Windchime," airs on ABC-TV Nov. 16.

FRANK CORRIEL

MADRID

Los Panos (Hispavox) have taped four TV programs. Their first movie, to be premiered in September, is titled "Long-Play." Alfredo (Colosio) has recorded a Spanish language and English version of "The Hat." "A Millionaire." "My Days and My Nights." "Olivia's Love" (You will forget me and I don't want to be remembered)." "You're My Southwind." "Our Hearts Are Together." "I Remember." "We're Missing You." "Blood And Sand." "Lovesick." "Eat, Drink and Be Married."

The King of Spain returns to Spain on June 21 for the celebration of the 25th anniversary of the festival of El Retiro. The festival is a major annual event in the cultural calendar of Madrid.

The Spanish government has announced the appointment of Manuel Mendelsohn as the new director of the National Film Institute. Mendelsohn replaces the late José Luis del Río as director of the institute.

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ARGENTINA
(Country Radio Veredas y Transmisiones)

AUSTRALIA
(Country Radio Melbourne)

BELGIUM
(Preliminary chart by courtesy of "The Echo")

BRITAIN
(Country Record Seller)

FRANCE
*Denotes local origin

FRANCE
*Denotes local origin

HOLLAND
(Country Radio Veredas y Transmisiones)

MALAYSIA
(Country Radio Malaysia)

SINGAPORE
(Country Radio Singapore)

SPAIN
(Country Radio El Gran Musical)

JAPAN
(Country Original Confidante Co., Ltd)

From the Music Capitals of the World

- Continued from page 50

For the second week in a row, "The Unions" and Bobby Goldsboro for "Honky," both of which sold more than 100,000 copies, take the top spot for "A Man and Woman" sound track, E.P., which has sold 100,000 copies.

...The Irish Rovers' "The Fields of Athenry," now Australia's fastest selling L.P., Their record has sold 20,000 on high charts all over Australia. 

...England's gold car is now in Northern Queensland and will continue in the Australian tour until the end of October. 

...The record industry in Australia is in a state of recession, and its benefits are being cut off.

...Singer Frankie Davidson has formed a company called JFD Enterprises and is under the management of Jack Veitch.

TOKYO

Polydor Records has acquired Canadian distribution of the Riverside Records label in the UK, which is being released Thursday (15). The label has been sold to Polydor in Canada...and some major deals are being negotiated for the product...

Warner Bros. Seven arts is proposing new markets for branch and distributor personnel, key dealers and radio stations, with a one-hour promotional film presentation from the recent recording in Canada.

The Kensington Market, whose first 2-B single and album are going strong in Canada, were special guests at the Toronto premiere Wednesday (7). 

...Compo's promotion reaches back to the 1960's in Montreal, Toronto, Vancouver, Calgary and Winnipeg is due to be released in Ontario and the West on Thursday (7-11) for the meeting of Decca promotion men.

...New 20s, man with a Mercury's New York office was in Toronto, the Capitol's "The Turtles" talent scene...

...Fred Fox, managing director of Capitol, states, "They're off to England and Germany on a five-week trip."

Quality's new album by Bobby Gisby and his children's choir, "Let's Go Together," by the Pied Piper and the Kids, is getting the full treatment with release in 8-track cartridge form and a special version of the album for the Canadian market, in which the original compositions are performed by the group. The single title of the song is English on one side and "The Kids" on the other. 

...Arco Sound will produce an original cast album of the music from "The Sound of Music," which is the grandstand attraction at the National Exposition this year. The show features Archie Bunker, Kate McKinnon and the Travellers and includes four songs from the 1962 Broadway hit. 

...Gordon Lightfoot and a pageant production will star in "The Sound of Music," which is the grandstand attraction at the National Exposition this year. The show features Archie Bunker, Kate McKinnon and the Travellers and includes four songs from the 1962 Broadway hit. 

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August 10, 1968, Billboard

Copyrighted material
**STAR PERFORMER**—Sides registering greatest proportionate upward progress this week.

<table>
<thead>
<tr>
<th>No. 1 Star Performer Side</th>
<th>Date of Issue</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td><strong>1968-08-10</strong></td>
<td>9</td>
<td>HELLO, I LOVE YOU</td>
<td>Blackwood Brothers, Columbia (5036)</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td><strong>1968-08-10</strong></td>
<td>8</td>
<td>CLASSICAL GAS</td>
<td>The Incredible String Band, Columbia (5036)</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td><strong>1968-08-10</strong></td>
<td>5</td>
<td>STONED SOUL PICNIC</td>
<td>panda (5036)</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td><strong>1968-08-10</strong></td>
<td>4</td>
<td>CRAZY IN THE GRAVE</td>
<td>The Mindbenders, Decca (5036)</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td><strong>1968-08-10</strong></td>
<td>2</td>
<td>LADY WILLPOWER</td>
<td>Joe James, Mercury (5036)</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td><strong>1968-08-10</strong></td>
<td>11</td>
<td>TURN AROUND, LOOK AT ME</td>
<td>Don &amp; Tab, Columbia (5036)</td>
</tr>
</tbody>
</table>

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**COMPANY NOTICE**—The Hot 100 is the result of the combined sales and radio airplay data for the week ending Aug. 10, 1968. The Billboard Hot 100 Chart is compiled by Billboard magazine and is based on the sales and airplay data of the most popular records in the United States. The chart is published weekly and is widely used as a measure of the popularity of records in the country. The Hot 100 is one of the most influential music charts in the world and is considered to be a reliable indicator of the most popular songs of the time.
Design by: Joanne Laine

"THE WEIGHT" 66313 - JACKIE DeSHANNON
PRODUCED BY CHARLES GREENE & BRIAN STONE - A YORK/PALA RECORDS, INC. PRODUCTION
Chart-bound Powerhouse

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Parrot offers hits

Powerful entries from
The leader of the blues revolution does it again!

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SP 44110

SP 44111

SP 44112
TIMING IS EVERYTHING

NOW'S THE TIME FOR KAPP RECORDS

JULY AUGUST

1968
Billboard
TOP 100
TOPhythm
Billboard
STAR PERFORMERS—It's chart stars this week include Floors—Kris Krystie, Lee & Richard, and J.J. Cale. Some artists of the past are: Roy Orbison, Patti Page, and the Everly Brothers.

FOR WEEK ENDING AUGUST 10, 1968

TOP TECHNIQUES

TAPE PACKAGES AVAILABLE

ARTIST: Title—Label & Number

1. CREAM—Wheels of Fire (Atco) No. 22 7808 (S)
2. THEоОRН—The Graduate (Columbia) No. 27 0805 (S)
3. RASCALS—Time Peace/Greatest Hits (Atco) No. 27 8794 (S)
4. HERB ALPERT & THE TIJUANA BRASS—The Beat of the Brass (A&M) No. 27 0625 (S)
5. ARETHA FRANKLIN—Aretha Now (Atlantic) No. 33 8186 (S)
6. SIMON & GARFUNKEL—Sounds of Silence (CBS) No. 92 9729 (S)
7. CREAM—Chains of Command (Atco) No. 27 0802 (S)
8. GARY WILSON—Lo吻 Me (Soul) No. 27 0609 (S)
9. JOHNNY RIVERS—Jealousy (ABC-Dunhill) No. 27 0627 (S)
10. DEAN MARTIN—Dreams Are Wonderful Things (ABC-Dunhill) No. 27 0627 (S)

TOP TECHNIQUES

TAPE PACKAGES AVAILABLE

ARTIST: Title—Label & Number

1. HUGO MORTEGREGO—Music From A Festival of Dickens (Elektra) No. 25 7927 (S)
2. PAUL MAURITIUS & HIS ORK—Blowing Hoots (Pipes & Drums) No. 25 6044 (S)
3. OTIS REDDING—Dock of the Bay (Stax) No. 25 6149 (S)
4. SIMON & GARFUNKEL—Sounds of Silence (CBS) No. 92 9729 (S)
5. CREAM—Fresh (Atco) No. 27 0606 (S)
6. TOM JONES—Farewell (A&M) No. 27 0627 (S)
7. JOHNNY HORTON—Birthday (Capitol) No. 25 7927 (S)
8. SIMON & GARFUNKEL—Sounds of Silence (CBS) No. 92 9729 (S)
9. JOHNNY MATHIS—Love Is Blue (Atlantic) No. 27 0609 (S)
10. SPANDY & OUR GANG—Let's Be Joyful (Decca) No. 27 0609 (S)

TOP TECHNIQUES

TAPE PACKAGES AVAILABLE

ARTIST: Title—Label & Number

1. JIMI HENDRIX EXPERIENCE—Are You Experienced (Reprise) No. 27 0609 (S)
2. ROBERT CRAY—Bad Luck (Columbia) No. 27 0609 (S)
3. BOBBY DELL'S JUDY BAND—Space (Soul) No. 27 0609 (S)
4. CREAM—At the Palace (Atco) No. 27 0609 (S)
5. GARY WILSON—Lo吻 Me (Soul) No. 27 0609 (S)

Continued on Page 59

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PARIS
MORE THAN JUST A CITY

BOBBY PARIS
"TRAGEDY" B/W "PER-SO-NAL-LY"
tetragrammaton records

359 NORTH CANON DRIVE. BEVERLY HILLS. CALIFORNIA 90210 (213) CRESTVIEW 8-7690
A DIVISION OF
The Campbell, Silver, Cosby Corporation
I COULD HAVE DANCED ALL NIGHT—Central Nursery System Records MPS 13063 [LP]

Valley of the Dolls—101 Strings, Budget Sound 78871 [LP]

Here's another big one for the Strings. Selections include, in addition to the title song, themes from such hit films as "The Sin With Love," "Barbary Coast" and "Talk to the Animals" from Doctor Dolittle. The performances is as fine as ever.

CLASSICAL

GREAT ORGAN MUSIC FROM BACH TO BORODIN

This husband and wife team make separate and distinctive contributions to the Bach organ world on this LP while featuring presto and fugue works. Playing by both artists has marvelous quality and is strong in detail. Works are played at the organ of Goshen Cathedral.

SPECIAL MERIT PICKS

THE ZOO PRESENTS CHOCOLATE MOOSIE—Eckardt 7005

Loved. From records worked between 1930-1936, this LP contains a colorful variety of artists which actually displays "chocolate" fine boxes. Included are titles from "The Multifaceted Mambo" and "Meet the Multifaceted Mambo".

LOW PRICE CLASSICAL

THE ART OF LE CLIFFORD KAUFMAN—Schermann 60056 [LP]

Lots of good material in this LP, ranging from such favorites as the "Schermerhorn" and "Poor Serious Song" with good orchestral work in the background.

GREAT GERMAN SONGS—Album 5—Kurt Gorka/Martha Schroeder: Goplop (No. 5) 8/10/68

Larger than life, this LP contains an impressive range of material, one of which is the "Bach's Baroque" medley. "Great" "serious" songs are well performed with this impressive quartet of voices. Gaudron, versatility and purity are in abundance.

4 STAR

POPULAR

HOT COOL & COOLER—Peter & Gordon, Capitol ST 365 (4)

Some of the group's best work here, featuring the title track and "So Many Ways". The group shows great variety and is spot on throughout.

ROSEMARIE BART—Oklahoma LP 29875 (5)

The excitement and the hit potential are perfectly on track for the Mau Father team. This should do much for the notables of this LP album of music from the "Rosemarie"-Columbia LP 45631.

LOW PRICE

RAMMACRAN—EMI/Legends of Blues:

This one has some good cuts, including the "The Blues Man is Free" and "Tugboat". "Rammacrane" is a good value within this category.

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The Uncommon Hello People

Unbelievably Great Live Performers.
(Testified By Their Brilliant Recent Engagements At The La Cave In Cleveland, The Troubadour In Los Angeles, And The Fillmore West In San Francisco.)
Now With A Giant Hit Single
(As, I Went Down To)

JERUSALEM

40531

Busting Out In Cleveland, Baltimore, New Haven, Philadelphia, Miami, Oklahoma City, Houston, Seattle, Denver, And Louisville.

Publisher: Meager Music (BMI)
A Concert House Production by Lew Futterman
Personal Representation: Lew Futterman & Peter Paul
162 W. 56th St.
New York, N. Y. 212/246-2302

(Ass, I Went Down To)

JERUSALEM
Included in their Philips Album—
THE HELLO PEOPLE—PHS 600-265

Don't forget to see them on The Johnny Carson Show in mid-August.

A Product of Mercury Record Productions, Inc., 35 E. Wacker Drive, Chicago, Ill. 60601 A Conelco Corporation
Spotlight Singles

**Spotlights Predicted to reach the top 20 of the HOT 100 Chart**

ARETHA FRANKLIN—THE HOUSE THAT JACK BUILT

(Fred. Jerry Wexler) (White Horse-Lance-Bobbi (Columbia, BMI)—this is for the fans, and it comes with an emotional protest song. All the background singing, blended with live somberly-groaning, is in this Franklin first hit. Flp. "I Say a Little Prayer" (Coleman, Ltd), Atlantic 5640.

ASSOCIATION—SIX MAN BAND

(Fred. Association) (Writer: Kirman) (Screen Gems, BMI)—This is the group's third hit, and it's a hit! "Celebration," it's been "Celebration," and it's now "Celebration." Flp. "Happy Birthday to You" (Isbell, BMI), Mercury 51722.

SMOKY ROBISON & THE MIRACLES—SPECIAL OCCASION

(Fred. Smokey Robinson) (Writer: Robinson-Christine) (Crest, BMI)—Following up their "Tender Loving Care," this is a radio hit for the fans success and it's right in the swelling hit bag of "I Remember." Flp. "Sweet, Sweet," Columbia, BMI.

**Spotlights Predicted to reach the top 20 of the HOT 100 Chart**

PEOPLE—APPLE CIDER

(Fred. Jay Gallico) (Writer: Battle) (Crosswalk, BMI)—This is the latest hit, and it's the first hit of the year. Flp. "Apple Cider," Columbia, BMI.

KINKS—DAYS

(Fred. Radio Rhythm) (Writer: Davis) (Hawthorne, BMI)—This is a hit! it comes with an emotional protest song. All the background singing, blended with live somberly-groaning, is in this Franklin first hit. Flp. "I Say a Little Prayer" (Coleman, Ltd), Atlantic 5640.

DELPHONICS—BREAK YOUR PROMISE

(Fred. Stan & Bill) (Writer: Bell) (Golden West, BMI)—This is the group's third hit, and it's a hit! "Celebration," it's been "Celebration," and it's now "Celebration." Flp. "Happy Birthday to You" (Isbell, BMI), Mercury 51722.

LETTERMAN Present TONY BUTALA—SALLY LE ROY

(Fred. Tony Butala) (Writer: Morris-Wold) (Sunset-Supreme, BMI)—This is a hit! it comes with an emotional protest song. All the background singing, blended with live somberly-groaning, is in this Franklin first hit. Flp. "I Say a Little Prayer" (Coleman, Ltd), Atlantic 5640.

BUNDA VISTAS—SOUL CLAPPIN'

(Fred. C. Cloud) (Writer: Shannon-Chase-Aaron) (Tisol/Falshades, BMI)—This is the latest hit, and it's the first hit of the year. Flp. "Soul Clappin," Capitol 5224.

SANDY POSEY—WAYS OF THE WORLD

(Fred. Chips Newman) (Writer: Martha (Screen Gems-Columbia, BMI)—This is the latest hit, and it's the first hit of the year. Flp. "Way of the World," Columbia, BMI.

**Spotlighting new singles deserving special attention of programmers and dealers.**

CHRIS MONTEY—Love Is Here To Stay (Chaplin, ASCAP) (Fred. Nick De Carlo) (Writer: G. & C. D'Arco) (First time in some time is for "Dedicated," it's a brisk, commercial session of the Canadian sessions. Motown 196.

ROYAL ROYAL—The Man of Mine (ASCAP) (Fred. Chinn) (The Shondells, BMI)—This is a hit! it comes with an emotional protest song. All the background singing, blended with live somberly-groaning, is in this Franklin first hit. Flp. "I Say a Little Prayer" (Coleman, Ltd), Atlantic 5640.

ABY ANTHONY—Get the Blues When It Rains (Strasser, ASCAP) (Fred. Randy Wood) (Writer: Lisbaut-Sudduth)—An ending to the group's commercial session of the Canadian sessions. Motown 196.

SMALL FACES—Uncontrollable (BMI) (Fred. Simon Marriott & Ronnie Lane) (Writer: Small Faces) (London, BMI)—This is the latest hit, and it's the first hit of the year. Flp. "Uncontrollable," Atlantic 3310.
Welcome
RAY ANTHONY
to
RANWOOD RECORDS
with a
GIANT SINGLE
I GET THE BLUES WHEN IT RAINS
b/w
SPANISH HARLEM

RECORD #818 PRODUCED BY: RANDY WOOD ARRANGED BY: BILL JUSTIS

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last year. By September, all of the French record manufacturers will be committed to a promotion push on the single, which they believe will result in a wholesale effort that will mark fini to the EP which has long reigned supreme in France.

According to Souplet, the first consequence of the manufacturer's determination is that the single disk will be to boost sales of the artists' albums. The industry has believed that the EP's domination of the French market had been due to the single's market in the handmade consumer, says Souplet, consider the industry's newfound fondness for EP records and the fact that the EP as a price reduction. The single record will sell for about $1.30; the price of the EP was about $2, while the price of the LP, although variable, averages to about $4.

With the advent of the single, Souplet feels that the French consumer will no longer be the only one to purchase records because they will be more concerned with getting the one they like. The single is the four-song package that had previously confronted them in the past. In Souplet's opinion, the product of CBS France will be getting released all over the world. Through CBS International licensing, it will be available in the U.S., Australia, Japan and South America. And the deal on a deal recent line concluded with Supraphon in Czechoslovakia, CBS France product will be available in all markets of Eastern Europe.

On top of all this are the developing young artists who sing in English. Among them are the Irish multifaceted singer, Donal Lunny, better known in the U.S. in late August on the Columbia LP, "Songs of Triumph and Brutus McCay," who will be released here on the Epic label. The songs being built up on CBS France are Michael, the Brothers Costa and William Shatner.

Souplet also points out that sales of American product from CBS (Columbia and Epic) have been "horrible." He said that the current lack of success of the American product, particularly started by the new Dylan, Simon & Garfunkel, and Billy Joel Royal, will be able to stimulate the new campaign in France on artists from the U.S. His opening promotion drive will center on Andy Williams, Barbara Streisand and Barbra Streisand. Souplet also notes that classical records, from both the Columbia and Epic labels, have shown an increase of close to 80 per cent in the past year. Souplet has scheduled two presentation meetings for next month to introduce CBS France's new product and programs. The first, slated for Sept. 2, will be a single-sided half-hour presentation to 100 private executives. The second, scheduled Sept. 16, will be a single-sided half-hour presentation to take a leaf from the Columbia Records Sales Convention and "Missionaries of the Music" theme, "20/20 Vision for the Future."

Cap's Distrib Exeuctb Meec

LOS ANGELES — Distribution executives of Capitol Records are attending a discussion conference here in Los Angeles this month.

Two days of the conference will be held at the Sahara Hotel in Las Vegas, with conference concluding at the Century Plaza Hotel here. The theme of the discussion conference is "There's No Business Like Show Business," and will focus on major management goals and functions, reports Bob Boyce, retail national distribution manager.

Among the labels' executives whose presence is guaranteed, is a discussion seminars are Stanley M. Zirkelberg, president, Capitol Records; Bruce Baker, national operations manager; Robert Dole, agency manager; John Jossey, sales manager; Otto Bredahl, special promotions manager; Dave Live-

54-Single and Expansion Policy Seen Triggered a French Boom

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THE LIBERTY FALL MUSIC FESTIVAL

P. J. PROBY / What's Wrong With My World LST-7561
VIKKI CARR / Don't Break My Pretty Balloon LST-7565
TOAD HALL / Toad Hall LST-7580
THE HEADS / Heads Up LST-7581
MARTIN DENNY / Exotic Love LST-7585
PAUL NERO / Soul Party LST-7586

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Right now, these are a few of the hot artists from GRT. But who knows who will be hot next season... or next month? Nobody knows. One thing is for sure, though. The time between their getting hot and our getting them to you will be short.