Slow Supply, Defectives
Key NARM Meet Issues
By HANK FOX

NEW YORK—Tape duplicators/marketers are expected to receive verbal thrashings from the wholesale segment of the record industry as the problem Capitol Rated Top
Supplier to Radio
By CLAUDE HALL

NEW YORK—Capitol Records provides radio stations the best record service and information on their product in the nation, according to the latest survey by Billboard's Record Market Research division. Capitol racked up 70 votes for "excellent" service, and in the total voting had 466 points. RCA Records was second with 448 total points, based upon excellent, good, and fair service (no points were awarded for poor service). "Columbia Records was third with 432 points. Several labels were close, however, in percentages. (See chart in Radio-TV Programming section.) (Continued on page 14)

POCKETDISC IN DEALER DEBUT

SEATTLE—Dealer reaction to the Pocketdisc, presented at a trade show here Wednesday (23) at the Seattle Center, was enthusiastic and even emotional. Many dealers who have not carried singles for years said they would install complete lines of the labels with whom Pocketdisc has simultaneous release pacts.

Pocketdisc chief Fred Hyman and his aide, Larry Kanaga, are wrapping up final details for the big test in the Pacific Northwest territory, with Lou Levant in Consolidated Distributors handling marketing aspects. Sept. 16 is the big day.

Czechisco: Biz Dips
By EARL PAIGE and RON SCHLACHTER

CHICAGO — The Democrats made their presence felt in numerous ways here last week at the national convention, but for the most part, they made themselves scarce at local nightspots and business.

In fact, the convention and its related disturbances harmed a normal week's business.

EMI Will Release Dunhill, Stax & Volt Product in UK
By GRAEME ANDREWS

LONDON — EMI has captured British release rights to Dunhill and Paramount's Stax and Volt labels. Stax and Volt product will be issued here under the Stax label.

H-P Disk Tie-In

With Kellogg, P&G

NEW YORK — The Kellogg Company and Procter & Gamble, independent of one another, will spend a total of $1 million to promote their products jointly with Philco-Ford Hit Pocket disk.

The Kellogg tie-in will be key to three brands of cereal: Sugar Pops, Stars and Fruit Loops. Inside 15 million packages will be a free Hit Pocket (Continued on page 94)

EMI's 12 EMI companies worldwide, with the company's entire U.K. sales force.

Dunhill product has previously been released in Britain on the RCA label and Stax has hitherto been issued by Polydor under its deal with Atlantic.

The Stax switch to EMI, which also releases Paramount's Dot label, was concluded by Arnold Burke, who is here. Also announced were EMI's first releases of Russian product, and two album sales driven—two of them a British version of Capitol's "Back to Cool" campaign.

The Russian Product

The Russian product has been acquired from the Melodiya (Continued on page 35)
The new JIM REEVES single. "WHEN YOU ARE GONE"
c/w "How Can I Write on Paper (What I Feel in My Heart)" #9614
NEW YORK—The so-called "head shop" that once specialized in sale of 'pot' paraphernalia is becoming a major merchandiser of albums.

In recent days of the record business, customers came into the store to listen to records and give serious thought to buying it. And this is what’s happening in head shops across the nation. Arthur Leeks, manager of national sales for Decca, said, "Barry Kramer, who operates two head shops in Detroit, is selling about 500 copies a day of one LP, "Rawhide," by Leon Russell and the Shelter Band. Kramer was also selling large numbers of an album produced in England called "The Crazy World of Arthur Brown."

Record Labels, label, and was having to import it from England and charging double the price." Based on this type of reaction, Decca is thinking of seeking rights to many U. S. record men seeking rights to the albums.

The head shops across the nation—Greenwich Village, Haight-Ashbury, Oldtown in Chicago and near college campuses—Clerks in head shops not only play the LPs that aren’t "plastic"—but are giving a sales pitch on the tunes and the artists.

Plastic is the term used to describe records that are for scenes beneath or over the music. "You don’t say anything in their lyrics," Field report to Albarano pointed out. "The lyrics are junk and the dumbells and certainly aren’t kids.

This type of merchandising, which can be responsible for several thousand album sales before the music is heard, has led Epic to two rather unusual sales promotions. On one hand, label chief Leon A. Levy services all program directors and press, mailing sales kits with extra information by mail on Epic’s groups. His letter to them observes: "We have been keenly aware that recent record albums are giving a new lease on life to the music. The price of the album is not, and the individual purchase price will be. In spite of persistent requests on the part of record manufacturer, the young performers have insisted upon creative freedom with their albums and the result is a novel group of expensive and important printed information which we feel is of much importance from your standpoint."

On the other hand, promotion begins with showing a monthly underground newspaper called "Keep Your Ear on the Ground," either the last week of September or on

Casuals’ ‘Jasmine’ To Mainstream

NEW YORK—Mainstream Records has acquired the Castals’ "Jasmine and the Child" in negotiations with London Records (London label No. 24 on the English chart this week on British Decca, London, 15th September). The acquisition was negotiated by Bert Segelton for London and Bobby Dye for Castal.

Scene Series Aids Biafra

NEW YORK—Steve Paul’s Scene will continue its series of programs for benefit Biafra. This week’s program will be selected last week with plans calling for the program to be sent to transport food to Biafra.

Among the artists who appeared on Scene Monday (26) through Thursday (29) were Joan Baez, Jimi Hendrix Experience, John Lennon & Paul McCartney, John Hammond Trio, McCays, Socially Incorrect, Winfield Blues Band, Tom Paxton, Eric Anderson, Richie Havens, and the Band. The proceeds will go to "Keep Biafra Alive. Arrangements for liaison between the Scene and the Biafran committee were made by Paul, Mercury Records’ Ann Tansiey, and Ken Shafer of Gun.

Douglas Corp. and Steve Gold Posters are contributing part of their gross to the scene for the Biafran Fund.

LOS ANGELES—Making the legal professional aware of the music and recording industry is the theme of a series of seminars beginning Wednesday (11). The seminars, sponsored by the University of Southern California, will reveal the legal aspects of the music business. The seminars will be presented by attorneys Abraham Somer of Mitchell, Brown, Spiegel and Irwin O. Spiegel who served as counsel to the copyright owners.

Jay L. Cooper, the "artist’s representative, agent, promoter and executive and lawyer," and Payson Wolf and Bruce Rager, partners in the firm of Cooper, Tyre & Brown, speak on "ATM’s AFTRA agreements and practice."

Alcester discusses the "relationship of the song writer and the publisher."

Head of the West Coast director of the American Society of Composers, and Richard Kirk West Coast director of ASCAP, and the American Society of Performing Artists will participate in the seminar.

The meetings conclude Nov. 13 with an industry seminar session. The meeting will be at the company’s offices at NBC Television Center. The meeting will cover "Amerindian Traditions and the Music Industry." The meeting will be open to the public.

LOS ANGELES—Liberty Records has formed a premium sales division, which will handle the division, be headed by Richard Blake, will have access to be handled by Richard Blake, will have access to the full line of the record companies, and will draw material from all the Liberty labels.

To kick off its entry in the premium sales market, Blake has signed a deal with the NASHVILLE-An hour-long color telecast of the 24th annual CMA Awards show on NBC-TV has been worked out between offici- er of CMA, J. Walter Thompson agency.

Kraft Foods will sponsor the show and will be the television executive, Robert Chislett reporting to Gallagher.

NBC to Show CMA Awards Fete on Oct. 25

NASHVILLE—We are being told that NBC will televise the 24th annual CMA Awards show on NBC-TV has been worked out between officers of CMA, J. Walter Thompson agency.

Kraft Foods will sponsor the show and will be the television executive, Robert Chislett reporting to Gallagher.

CENTURY Sound Bought by K&G

NEW YORK—CENTURY Sound has just been put in the hands of two new partners, Bernard Solomon and Don Ruben of the Midwest Music Corporation. CENTURY Sound has just been put in the hands of two new partners, Bernard Solomon and Don Ruben of the Midwest Music Corporation. CENTURY Sound has just been put in the hands of two new partners, Bernard Solomon and Don Ruben of the Midwest Music Corporation. CENTURY Sound has just been put in the hands of two new partners, Bernard Solomon and Don Ruben of the Midwest Music Corporation. CENTURY Sound has just been put in the hands of two new partners, Bernard Solomon and Don Ruben of the Midwest Music Corporation.
LOS ANGELES—Paramount Pictures’ music division is beefing up its staff and switching its marketing focus to a more contemporary focus. While its primary obligation is to support the motion picture wing via soundtracks, theme songs and original music, the division’s new concept includes a heavy emphasis in pop copyright, cable and syndication product exploitation.

With its new executive vice-president and general manager of the publishing operations, William Stinson, the company has already received its first licensing deals and is reportedly in the process of making a deal with Dot Records for release of a soundtrack album of “Romeo and Juliet” with Capitec Records.

Stinson will not restrict the operation to licensing existing songs with Dot. “We’ll place our material wherever we feel we can gain the best advantage, both creatively and financially,” he says. As an example, he has placed a soundtrack album of “Romeo and Juliet” with Capitol Records.

With more co-ordination and co-operation with the recording motion pictures, the division projects similar to the “Mission Impossible” album can be developed, he feels.

Many TV and film themes are expected to benefit from the new co-ordination and a certain amount of apathy,” declares Stinson. “A lot of our own music is underutilized.”

NEW YORK—A number of innovations, including streamlined advance registration procedures, a traffic flow of people attending the Festival will be made for the 1968 MIDEM, the annual international record and music publishing market for the English-speaking world. The 1967 session, held in France, Jan. 18-24, was the first to use an electronic system for advance registration. The 1968 MIDEM, will arrive here Monday (7). He will see American participants in the Festival, Greavatt will visit the West Coast Sept. 30, Nashville, Oct. 14 and later this year will see Canadian registrants, who are now registering executives in Montreal and Toronto.

Advance registrants for the 1969 MIDEM will get their identification badges before their arrival. Canadian registrants will see delegates and eliminate many of the problems that arose in the 1968 MIDEM, according to Greavatt. Additional improvements and concern for the Festival will be in "understandable Americanese" for English speaking guests.

Greavatt also stated that registration fees being held with a U.S. TV and radio network MIDEM special. List of performers for the 1969 MIDEM will be announced shortly.

Club Review

The Butterfield Blues Band
Play & Walk With Authority

NEW YORK—The Butterfield Blues Band, as fine a blues unit as exists today, gave a superb first set on Wednesday (28), opening a six-day stand at the Cafe Au Go Go before a packed, enthusiastic house.

While there have been many changes in the group since it was organized, the six musicians now playing can say all are excellent. And Butterfield Blues Band is a much tighter unit. Monacica players around, also wails the blues in fine style.

"One More Heartache," "I Got a Mind to Give Up Living," and "Get Out of My Life Woman" are numbers from previous Elektra album with Butterfield strong on vocals. Two of the group’s managers joined in the vocals in the concluding "In My Own Dream," the title of the unit’s latest Elektra LP. This lengthy number, with lead guitarist Buffy Maugh onorgan, Butterfield on drums, and former great Gene Dinwiddie on mandolin. In an earlier selection bass guitarist Buffy Maugh showed he could do more than hold his own with the best of them. The blues strength throughout, Butterfield has kept up the high standard of his group, and the size and response of the audience at the two-hour special. Of the continued popularity of the Butterfield Blues Band.

FRED KIRBY

Standby’s Sale
To Omega Set

NEW YORK—A letter of intent has been signed by executives of Standby Records and Starkey Records for the acquisition of Standby Records label. If the deal is consummated and the proper governmental approvals are obtained, Standby will acquire, in addition to the recording company, Leonard Acciari, a record order operation, publishing companies, sound studios and real estate. The new operation may be renamed Gunterpre.

Omega, which last month purchased a large part of the Standby organization, also has interests in three music publishing companies and the late Larry Finkle’s new North American Leisure Co.

Harpers Bizarre
In Fashion TV’er

NEW YORK—Harpers Bizarre, Warner Bros.-Seven Arts recording artists, will do "The Wonderful World of Fashion" TV show in March, and will tape for "The Red Skeleton Show" in November.


They have also booked in Harrah’s Club, Lake Tahoe, from Dec. 5 to Jan. 5, 1969. The first three months of next year, the Bizarre will tour eastern colleges.

SLY AND THE FAMILY STONE appear with Dave Kapraik, third from left, Epic Records vice-president; for A&R, after the group won the $10,000 NBC-TV "Artist of the Year." The group taped a two-hour TV show for broadcast on Tuesday (3).

The new talent competition included the Charitiers, the American Breed and Julie Build.

CLUB DATE

Spirited Temptations Make Bop a (Soul) Fun Night Club

NEW YORK—The Temptations, supergroup from Motown, dressed up Fifth Avenue with a dash of Detroit’s Copa cabana opening Thursday (19). Suited up as a quartet of Mis-

sieurs, the Temptations took over the stage.

The group is loaned a room in one of the Five

“Get Out of My Life, Woman,” “You’re My Everything” and their latest, “I Ain’t Too Proud to Beg” and “Beauty’s Only Skin Deep.”

The group is booked into Harrah’s Club, Lake Tahoe, from Dec. 5 to Jan. 5, 1969. The first three months of next year, the Bizarre will tour eastern colleges.

Still, with all the polish of professional soul soldiers, the Temptations marched meticulously through “Get Ready,” “Don’t Look Back” and a splen- dideave of “I Could Never Love Another” with a rough-

nough narrative on Southern soul, barked by Edwards. Smooth as butter in the soul bag and out, the boys tossed with “Hello, Young Lovers” and a delta medley of “Swannee” songs, boomed to the crowd by Mel Franklin’s foghorn bass and the group’s barbershop mel-

odies.

Addition to the Copa production numbers jumped with expec-

tation to the stage. From Chicks-Oom” holony by Erni

Ashino, at full measure above the usual Copa singers. But the evening’s spotlight belonged to the Temptations, whose reign as the most popular group in r & b will keep Motown solidly on the throne.

Mathis Catalogs To Mitch Leigh

NEW YORK—The Johnny Mathis hits have been acquired by Mitch Leigh Co., according to Milton Horren, presi-

dent of Mitch Leigh and executive vp of the pub-

lishing firm. Mitch Leigh wrote the music for the long-running musical "Man From La Man-

cha," including its hit tune, “The Impossible Dream.”

The catalogs, acquired from Johnnny Mathis and Helen Noga, include Amano Music, Elizabeth Music, Elin Drive Music, and Nomar Music and include around 450 songs. Range from "Gina" and "Someone" to "Faithfully," "Heavenly," and "What Will My Mary Say?"
Faith’s new love potion is called Angel of the Morning.

Brewed especially for young lovers.
And you can depend on Percy Faith to get right down to the heart of things.

Angel of the Morning is the biggest album he’s ever recorded. We know it is because the formula of combining Percy’s style with strong, current material can’t be beaten.

Percy’s added powerful essences of sound and the touch of his great orchestra and chorus in “Elvira’s Theme,” “MacArthur Park,” “Angel of the Morning,” “Scarborough Fair/Canticle,” “Mrs. Robinson,” “This Guy’s in Love With You” and many more. And there’s a strong lyrical story poured in — told by songwriters such as Jim Webb, Paul Simon and Burt Bacharach.

Lovers young and old are listening to Angel of the Morning and the result is great airplay on good music stations around the country.

Man and woman.
That’s for whom Percy Faith concocts love potions. Potions unbelievably powerful.

On Columbia Records

*Available in 4-track reel-to-reel stereo tape and 8-track stereo tape cartridge.
NARAS to Meet on Categories

NEW YORK — Reorganizing Grammy* categories is among the topics to be discussed at a two-day meeting of the National Academy of Recording Arts and Sciences (NARAS) that begins Tuesday (8) at the Berkshire Hotel.

On the agenda will also include a realignment and proposed reduction of Grammy categories.

ABC’s Pete is Named Head of Chi’s NARAS

CHICAGO — Johnny Pete, ABC Records’ Midwest A&R director, has been elected president of the National Academy of Recording Arts and Sciences chapter here.

Also elected were Kenny Soderholm, first vice-president; Richard Richardson, second vice-president; Loren Binford, secretary, and Len Draxton, treasurer.

Dennis Ackerman, director of the Los Angeles chapter, was elected to a two-year national term as president pro tem, to a one-year term.

The Chicago chapter’s new board of directors includes Bill Traut, president of Din- wick Records; Bernie Clark, head of Universal Studios, and Gary Loizzo, leader of the American Broadcasters.

Other members of the board are Bob Bobrow, Chas/Chas, Bob Carter, Carl David, Morris Ellis, Lew Green, Bill Matheson, Erich Merker, Bill Minnery and Decca’s Rick Schory, John Sipple, Ronnie Wells and Joe Allen.

Gary Stevens

Forms Pub Firm

NEW YORK—Gary Stevens, air personality with WMCA here, has formed the music pub- lication company from Gottlieb Music (ASCAP).

Stevens, who has resigned effective last week to set up a TV production- distribution operation, will become, with his partner John Neva- sev, the publishing firm will be used to acquire and TV and TV scores and will also house the “music scores of the TV spec- tacles” that are produced in Eu- rope.” He is now negotiating with an American representative for the publishing firm.

Gill-Pincus Plans Big Futurist PUSH

NEW YORK—The Gill-Pincus Music Plans extensive American exploitation of “Futari No Tamato,” a recently acquired Japanese hit, which currently has 27 recorded ver- sions in Japan. The Naomi Sag- ara trio with the Boro is a million seller in Japan last year and won the Japanese equivalent of a grand prix in the G r a n d Prix Disk contest in 1967.

Lopez Forms Firm


Nevada Music

Executive Turntable

Ken Kendall has been appointed director of publicity and public information for ABC Records. He will coordinate trade, fan, magazine and national consumer press. Previously, Kendall ran his own publicity firm, Kendall Associates, Ltd., and is a former account executive with the Connie de Nave office.

Dr. Robert S. K. Turner has been named an executive vice-president of Mid-Western Broadcasting Co., Nashville, Tenn, with primary responsibility for the Western region.

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B. J. Scherer

Merchandising

Subscribers when Published

Subscription rates payable in U. S.

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EXECUTIVE EDITOR: Paul Ackerman

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Radio-Audio Programs: Andrea C. Mims

Staff Writers: Steve Green, Larry Grossman, Larry Grossman

Billboard East: Paul Ackerman

Sports Editor: Mike Gross

THE ART DIRECTOR, Herb Wood

ART DIRECTOR: Herb Wood

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The Billboard classified section starts on page 90.

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The Hit Instrumental Version!

"HARPER VALLEY P.T.A."

King Curtis & The Kingpins

ATCO 6613
Produced by TOM DOWD
Arranged by King Curtis & ARIF MARDIN
SILER CITES NEED FOR HOST-PRODUCER LINK

PADUCAH, Ky. — Closer ties are needed between host and producers of the various bandstand-type TV shows, believes Tom Siler, who has just taken over as producer-host of the 10-year-old dance party show on WPST-TV here. Siler is seeking to get in touch with all bandstand shows to not only exchange ideas, but possibly exchange videotapes of films of local bands that show promise.

Siler has already bowed a guest host and guest dancer segment in his show where hosts of other bandstand shows introduce the hottest record in their areas. "We are also attempting the same exchange on bands who show promise," Siler said.

Some of the new things Siler has introduced on the show includes letting kids introduce their favorite records (these film clips were taped at a local vacation area), shooting color film segments to go with local bands, "something along the line of the things which we receive in the mail from the West Coast," and devoting a full show to the "Memphis Sound." Audience of the show includes students of Southern Illinois University, Murray State (Ky.) University, and Cape Girardeau (Mo.) State College.

WARWICK BOWS 'MORE MUSIC' APPROACH TO HOT 100 SEPT. 9

WARWICK, R. I. — WARW will bow a "more music" approach to Hot 100 records beginning Monday (9) according to executive vice-president William S. Cook. The station is a 1,000-watt daytimer, serving Providence. James Smith is president.

"Typical half-hours will consist of two triple-plays and a cut from the album of the day," said Total commercial load will be held to a maximum of 14 minutes per hour. "A playlist of 68 selections chosen from the Billboard Hot 100 chart, the Bubbling Under chart, and the Spotlight Singles is utilized and called 'Clash of 68'. More than 3,000 copies of this printed playlist will be distributed each week to record shops, chain stores and drive-ins all over Rhode Island." He said that experimentation with this format has resulted in over double response.

W. C. FIELDS ON DECCA REISSUES

LOS ANGELES — The current W. C. Fields renaissance has resulted in the creation of a monograph album for the Motion Picture Herald using material from 14 of the late comic's films.

The package was prepared by Gil Rodin, Decca's West Coast ads administrator, who worked on the project with Johnny Wings, Decca's promotion and Schuster comedy teams.

Rodin will underscore Fields' comments, with electronic sounds utilizing as many as 12 musicians. Fields' films are shot on film strips and are making the rounds of universities and cinemas. "He was the original enemy of law and order," Rodin says. The LP will be titled "Screwball Comedy" and will be released on November 12. It will be issued as a Uni Records artist, but will produce with Levine for Chisa.

VAULT'S FREE-LANCING SPREE

LOS ANGELES — Vault Records is hiring free-lance producers to expedite the recording of new acts.

Jackie Mills, Wednesday's Child Productions and Dick Delvy have joined label owner Jack Lewerke in the booth of Lewerke's own recording studio to ask new product.

New to the label are Brazilian vocalist Anna Margarida, Sanambarilla, Brazilian quartet featuring Patilhd, Bole Set's former percussionist, the Phoenix, a rock quintet and folk singer Linda Michaels.

Lewerke has been releasing LP's of material purchased from the defunct Autumn label of San Francisco. Of prime importance to Vault's artist roster are the Beau Brummels, Chambers Brothers (whose Lewerke recorded before they joined Columbia) and Sun Fletcher, who has begun recording foreign language versions of American songs.

Among the label's new LP releases is a composite package of San Francisco acts, including Grace Slick as the Great Society, the Beau Brummels and Mojo Men. Lewerke's son Stan assists his dad on some of the production work.

Vault debuts new acts with one rather than singles because Lewerke feels long-plays offer better programming opportunities for broadcasters.

He leaves Thursday (28) for Europe to negotiate new licensee pacts in a number of markets where contracts have expired.
NOW... THE INSTRUMENTAL VERSION OF THE NEW BERT KAEMPFERT HIT!

"MY WAY OF LIFE"
32379
Ow "MALAYSIAN MELODY"
PLAYED BY THE COMPOSER
BERT KAEMPFERT AND HIS ORCHESTRA
Fish Swims At Peak Gate

NEW YORK — Vanguard's Country Joe & the Fish drew the biggest crowd of the weekend at this year's Schaefer Music Festival in Central Park on Aug. 21 with from 3,400 persons turned away, according to Ron Delenser, producer of the series. About 11,000 people attended the two shows. Eric Anderson also was on the bill.

On Aug. 23, Country Joe & the Fish again drew the strongest favorable response at the New York Rock and Roll Festival at Singer Bowl, when suggested as a possibility for the performance on Friday (30), which featured the Rascals, Atlantic artists. Other groups mentioned were the Byrds, Columbia artists, who drew mild approval, and the ever-popular Eric Dolphy's 191st Fruittum Company, whose name was not enthusiastically received. Also announced were next summer's attractions, which will include Columbia's Bob Dylan and London's Rolling Stone.

Jubilee Shows Sales Increase

NEW YORK — Net sales of Jubilee Industries were up $279,940 to $4,672,773 for the nine-month period ending June 30, according to Jerry Blaine, Jubilee president. The comparable figure for the nine months ending June 30, 1967 was $4,392,853.

Earnings before taxes, however, decreased $146,931 to $137,307 from $284,238.

Central Nervous System

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Overseas rates on request

Attn: Circular Dept.

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Rather, they are prices paid by dealers for buying and selling the securities. In most cases, these securities are not traded on the New York Stock Exchange but rather, are purchased by the public and resold at a profit by security dealers.

Billboard Market Quotations

As of Closing Thursday, August 29, 1968

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Sony Supercourse Sales Rise 36%

LOS ANGELES — Sony Supercourse reports half-year sales increase of 36 per cent and a net income increase of 19 per cent. The net income totalled $895,677 for the exclusive American distributor of Sony tape equipment. Last year the figure was $753,587. Sales during the first nine months of this year have hit $13,962,295 compared to $10,235,076 for the corresponding period last year.

Bennett, Schlang Take Golf Honor

ALBANY, N. Y. — Al Bennett, president of Liberty Records, and Dave Schlang of Transcontinental Music Corp., blasted their way to the championship of the Colonial Country Club, member-guest tournament here for the second year in a row. Bennett, co-founder and president of the president of Transcontinental (Charles Schlang), is in a new category; he was on a 10-day lay off. Schlang and Bennett have been golfing together about three years, flying back and forth across the nation for golf engagements.

MCA Stockholders Meeting on Oct. 7

CHICAGO—A special meeting of the stockholders of MCA in Chicago this Thursday will vote on a proposed merger, which makes MCA a wholly owned subsidiary of Westinghouse Electric Corp. The meeting is listed for (10:30 a.m. in the Hubbard Room of the Sheraton Blackstone Hotel here.

RCA's Gary Will Do Prince' Film

NEW YORK — John Gary, RCA Victor artist, will star in a film or TV version of the Sigmund Romberg operetta "Student Prince," in which Gary is performing on a summer tour. Gary, seen in 40 markets on the "John Gary Show," is considering a movie to be made on location in Heidelberg, Germany, using a projected RCA album based on the show. The singer just concluded three-one-week stands at Warren, Columbus and Dayton, Ohio.

Pinewood Tour

NEW YORK — Elle Green- wich and Mike Rashkow of Pinewood Productions have returned from a five-day Midwestern swing to promote "The Son Ain't Nothin' to Amore," made by the Fuzzy Bunnies on Decca and "Everywhich Man," made by the News on Parrot. Stops included Louisville, Springfield, Ill., Dayton, Columbus, Cincinnati, Youngstown, Canton and Akron.

Letters To The Editor

Editor: I have received a number of calls regarding your article in the August 31 issue of Bill- board on the acquisition of Roulette records by MCA and as a result of apparent misun- derstanding by people who read it, I think a clarification is de- sirable.

There is no interrelationship between Omega and Transcon- tentional as far as I know. In the past, Harry Bank has acted as a finder for Transcontinental in some of the acquisi- tions. He is not presently engaged by Transcontinental as a consultant or in any other capacity.

I would appreciate your clari- fying this in your column.

Sincerely,
Robert K. Lifton
President,
Investing Corp. Continental

September 7, 1968, Billboard
Thunderous follow-up to their current chart smash

THE

VOGUES

"MY SPECIAL ANGEL"

#0766
Produced by Dick Glasser
NEW YORK—The Aug. 23 program of the New York Rock and Roll Festival at Singer Bowl more than lived up to advance billing as the Jimi Hendrix Experience presented one of its finest local performances to date to complete the strong program. Before the final act, the packed stadium of about 18,000 fans gave the crowd from the Chambers Brothers, Big Brother and the Holding Company an ovation.

The former overcame amplification problems in the vast stadium on the old World's Fair grounds. Essentially an ab and act, the Chambers Brothers has the strong clapping all through most of their set. Their lengthy final number, "Time Has Come Today," had audience participation throughout. The selection, an album cut, has been耕地 and released as their latest Columbia release.

Other top selections included "I Wish I Could Rain" and "People Get Ready." Drummer Ken Bean was a strong asset. Strong rhythms and family material helped keep the crowd with the performers, when the sound was deficient. The Soft Machine, the opening group, had more difficulty in keeping the audience interested.

**W. Coast Club Goes Modern Hawaiian With Fo & Revue**

TORRANCE, Calif.—Buddy Fo and his musical revue have brought the contemporary sound of Hawaiian music to Hop Louie’s Lattitude 20 supper club here.

The seven-week engagement is Fo’s debut on the mainland following nearly two years of steady work on the island of Maui and in Waikiki Beach in Honolulu.

Fo’s presentation is both musical and visual. His repertoire is augmented by two attractive modern dancers who also blend into the act. Fo’s fine, smooth controlled voice is augmented by that of backup singer Sammy, Fo’s wife and she is given full expression to interpret the rich, melodic Hawaiian hula as her husband conveys up image of island romance.

Capitol is slated to release Fo’s debut LP early this month. (Continued on page 65)

**Granite City**

CINCINNATI—Jack Larson and the Granite City Trio, current at Bud Anninno’s Supper Club, Dayton, are completing a two-week stand at the Looking House, Covington, Ky., for second week in Cincinnati. The act is one of the brightest entertainment scenes in the city, and the new category to show the territory in style.

The foursome presents what amounts to a miniature musical comedy with Livingstone-Stanley continuing in its true pro fashion with a varied assortment of songs, dances and character sketches, humorous stories, topical comedy and song presentations, all interspersed with the first show of its kind. (Continued on page 65)

**Walker Easy Winner—'Market Sells Itself**

NEW YORK — Jerry Jeff Walker's latest album, "Satisfied," being issued by RCA Records, has been short—listed for a Big Band Best Performance Grammy Award. Walker, who appeared on the Grammy Awards telecast last week, is the only country artist to have been nominated for a Grammy this year.

**Fresenian Get for A Effort in Nostalgia-Packed Date**

LAS VEGAS — Bobbie Gentry was a winner in this gung—hug city, her first time out here. In fact, the Palace is bringing the "Ode to Billie Joe" vocalist back in November for a repeat stint. Rounding out her show were comic Richard Pryor and top musical acts John Denver and the Grassbacks, the latter scoring heavily with their first Las Vegas appearance.

**Bobbie Gentry Comes Up Winner in Las Vegas Date**

LAS VEGAS — Bobbie Gentry was a winner in this gung—hug city, her first time out here. In fact, the Palace is bringing the "Ode to Billie Joe" vocalist back in November for a repeat stint. Rounding out her show were comic Richard Pryor and top musical acts John Denver and the Grassbacks, the latter scoring heavily with their first Las Vegas appearance.

Miss Gentry, pleasant to look at and listen to, came up with a well—staged act, choreographed and directed by veteran Tony Charmoli. She used a tough—looking pro—jector which allowed her to dust with herself as hag Cappi tol”—rol—with it as the audience shouted at different points of the numbers.

She came on strong with her own "Chickasaw Country Child," which she brought with her own new single, "Billie Joe," of which, she said, "I was doing a record, and just thought it was a beautiful song."

She closed with a bang, singing "Ode to Billie Joe" and "Faded Lady." Both songs received deafening applause. (Continued on page 65)
TOMBOY

RONNIE DOVE

"ON DIAMOND RECORDS"

Produced by
Phil Kahl and
Bill Justis

Edwin H. Morris
& Company, Inc.
Music Publishers
31 West 54th Street, N. Y., N. Y. 10019
Radio-TV programming

Capitol Top Radio Service Supplier

*Continued from page 1*

In a survey printed Dec. 23, 1967, in Billboard, Capitol just squeezed out Columbia Records by only six points to take No. 1 position for providing best serv-
erce. RCA was third, three points behind Columbia. That survey, as did the most recent survey, covered small market radio stations as well as large market radio stations.

The average number of rec-
ords exposed each week, on all types of stations featuring all kinds of formats, is 17. Forty-
six of the 111 stations surveyed added between one and 10 rec-
ords each week to their playlists. Thirty-eight of the stations in the 111 said they exposed be-
 tween 11 and 20 new records each week, 12 stations said they played 21-30 records new each week and the rest of the sta-
tions reported playing more.

Graham Cited

Once again, Don Graham, national promotion director for A&M Records, was named most of ten as the national promotion man giving stations the most help. Among those program and music directors who named Graham as being very helpful were those at WBRY, WAMC, Springfield, Mass.; Don Hof-
mann at 50,000-watt KDY in Los Angeles; WBW, WLW, Valdosta, Ga.; J. R. Reid at the 250-watt WSVI in

Lockport, N. Y.; Jim Dunlap at WQAM in Miami; Joseph Ba-
carella at WXZ in Detroit; Alan Mitchell at WIND in Chi-
cago; David Reilly at KEYV in Wichita, Kan.; Bill Weant at WSTP in Salisbury, N. C.; and Robert Jay at WKDL in Clark-
dale, Miss. He received about the same number of votes in the last survey. Several major pro-
motion men received two or more mentions: Tex Davis of Monument; Jack Dill of RCA in Alhamb, N. Y.; Mickey Wat-
lisch of ABC; Frank Campana of Columbia; Danny Davis at Colgen; Larry Cohen of Jim Guyden; Buddy Blake of SSS International; and Larry Lamber-
ter of Campus Distributors in Miami, Oscar Fields of Amy-

Mal-Bell; Steve Popovich of Columbia; Frank Solomon of San-
dy Siter of Action Distributors; Denver; Vince Perincic of United Artists and Tom Geland of Capitol, Detroit; John Mahon of MCA, Los An-
geles; Paul Gallis, independent promoter, Chicago; Clyde Bok-
kom of WINS, New York; Los Angeles; Dick Wooley of F & F and Arnold, Charlotte, N. C.; George Ray, of Capitol, San Fran-
cisco; Dale La Pedra of Angel-

Cooper; Chuck Rinehart at Columbia, Detroit; Ray Free of Decca, Ted Kellem of Columbia, Philadelphia; Al Rider of A&M, Los Angeles; and Barry Land at Buena Vista, and Carl Mul-

ler of Warner Bros. Cleveland.

An amazing 91 of the sta-
tions surveyed reported that they listened to every record received. But, others, like music director Helen Kramer at WKYC in Cleveland just com-
mented: "No I have tried, but it's impossible to listen to all five new records each week."

The survey brought out many plaudits. Bill Martin of WRRK in Cocoa, Fla., said: "Our serv-
ces is just absolutely good. We play Liberty and Decca." But there were complaints too: from Dwight Smathers at WPTL in Canton, N. C., who commented on the good service of Mike Kertz, at KFB in Minneapolis; Simmon at Philips and Dick Weo at WAPP in Charlotte. "Like to mention some other people who help...Roberta Jacobs of BIG Records in the entire Cleveland metro mar-
ket, but it's impossible to receive possible. We may be only 500 wa-
bts, but in large market like this, it's impossible to get for service. Columbia and Epic are the only ones who give us fresh new ones each single record from Columbia."

In general, the gripe ran thus. Interview with the main man in the entire Cleveland metro mar-
ket, it's impossible to receive possible. We may be only 500 wa-
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bts, but in large market like this, it's impossible to get for service. Columbia and Epic are the only ones who give us fresh new ones each single record from Columbia."

HOW THE LABELS RATE

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OTHER LEADING LABELS IN ORDER OF SERVICE: MGM, United Artists, ABC, Atlantic/Atco, Dot, Monument, Kama Sutra/Buddah, Chess/Checker/Cader, Kapp, Hickory, Uni, A&M/Mala Bell, Project 3, Tower, Massicot, and Motown. Per cent in chart above represents per cent total-
m entions.

Draper Co. to Handle Atlantic States Chain

FRESNO, Calif.—Ken Drap-
er's Programming db consulting firm has signed a contract to handle promotion for all of At-
tantic States Industries, which includes KMAK here and sta-
tions in Boston, Los Angeles, Cleveland, Sacramento, Portland, Ore., and Pensacola, Fla. Draper was general manager of WCFI, Hot 100 format station in Chi-
icago, until leaving Program-
ning db recently with Chuck Blore of Chuck Blore Associates.

KMAK is a country music station and Draper said: "I will stay with music stations." He said that although he intended his firm from the beginning to be flexible he hadn't planned to undertake a country music sta-
tion as the first effort. "But finding it kind of a kick." He intended to be in Fresno at KMAK this week and would probably be involved with the station directly for at least a month before moving to other Atlantic States Industries sta-
tions. His main firm now owns McGavren - Guild - PGW. The deal was concluded with George Fingers, the local radio for Atlantic States in-
dustries.

Draper, who works alone but relies on Blore for certain ser-

ices, said that he hoped to go into and when there are a couple of other markets we are warm, we have to deal with regard to Cleveland." He indicated there would be certain changes he would make in the handling of the other KMAK after free and in order to modernize its coun-
try music format. "One of the problems with many country music stations, even those that claim to be modern, is they're afraid to break old traditions in programming."
Where it's Happening

T.I.G. INC.
Sunset-Highland Recording Studios Celebrates its 3rd Year with the Introduction of its New 16 Track Machine on 2" Tape

HEAR WAYNE NEWTON, POPULAR RECORDING STAR, ON MGM RECORDS

T.I.G. INC.
1441 No. McCadden Place, Hollywood
Phone (213) 464-7391
Richard Peichich, Studio Manager

NOW REALLY CLEAN ACTION
TAPE HEAD AND PINCH ROLLER CLEANER
THE VERY BEST
NOW AVAILABLE IN:
1 OZ. — $8.92
2 OZ. — $17.92
Last & Lasts & Lasts & Lasts
Dealer Inquiries Invited
STEREO MOBILE
214 West Highland San Bernardino California 92405

HOT 100

Denver, Colo. — KXQX

Anderson, Ind.—WHUT
Bob Hogan
Program Director & DJ

BP: "All Along the Watchtower," Jimi Hendrix. BLFP: "You Can't Get It in You," Jimmy Reed, from the week: [Continued]

Fort Wayne, Ind.—WLYV
Bob Chase
Program & Music Director


Hanover, N. H.—WDCR
Paul Gambaccini
Music Director


Jacksonville, Fla.—WAPE
Ike Lee
Station Manager & Program Director

Sue McComb, Administrative Director

Jacksonville, Fla.—WPDQ
Mike Reineri
Program Director


Kingston, N. Y.—WBIZ
Gary Davis
Music Director


St. Louis, Mo.—KIRL
Dave Scott
Program/Music Director


Washington, D. C.—WPGC
Bob Peyton
Music Director & DJ


Spartanburg, S. C.—WHCEO
Sam Holman
Program Director


Smalltown, Mo.—KIRL
Dave Scott
Program/Music Director


Washington, D. C.—WPGC
Bob Peyton
Music Director & DJ

FATS IS BACK

"Lady Madonna"

Produced by Richard Perry

FATS IS BACK
Fats Domino

RS 6304
Radio-TV programming

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Barton, formerly general manager of KXEN, St. Louis, has been named general manager of KICM, formerly the 1,000-kilowatt station (located in nearby Golden).

Larry Dean has been upped to the position of program director of R&B - formatted WEED, Baltimore. He replaces Jerry Bevery, who has departed for New York. Les Anderson is now music director of the station and other deejays include Diamond Jim Sears, Jay Cole, the fantastic Eddie Cottageberry, and Kitty Brady.

Ed Preston, who was music director at CHML in Hamilton, Ontario, is now an Ontario promotion man for RCA Records and "digin" it, he says. Ann Wade is now traffic manager for WMMR-FM, Baltimore; she'd been at WEVB... Thomas McCrum replaces Gene Lutterm as general manager of KAH1 in Auburn, Calif. Ed Bisilion has been named program director at KLOA in Ridgecrest, Calif.; he also does a 6 p.m. to midnight show on the station... Where is Steve Poncini, the Houston Host?

Roy L. Cordell, veteran broad-caster, is now general manager of KJNO, 50,000-kilowatt channel operation in Eugene, Ore., that is programming easy listening music.

STATION MANAGERS ARE LOOKING FOR PERSONNEL??? ANOUNCERS ARE YOU LOOKING FOR A BETTER FUTURE???

For as little as $5 (½" ad) you can reach the people who are looking for you.

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

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Shrink your head and expand your mind.

Vox Recording Studio
15456 Selma Road
Van Nuys, California 91406
Phones: (213) 787-3792 or 787-3723

When you rent a Vox Recording Studio you get a minimum of 40 sessions: The latest electronic recording equipment.

And the unlimited use of Vox Continental Organs, Thomas Organ, Vox Guitars and Amplifiers, a Steinway Piano, Wh-Wh Pedals, Vox Repeat Percussion Tape Reverb Units, Vox Multi-Voice, and the new exciting Continental Banonoise. And all at no extra charge. So if you want to make beautiful music, but are without a musical instrument - come to Vox anyway. All you have to bring is your talent.

If you hocked your guitar in Hollywood this morning, you can record at Vox without it.

Radio-TV Job Mart

An ad service for radio & TV personnel. Reach the man who is looking for you. Maximum exposure—minimum cost.

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Cost: $5.00 per ½ inch per insertion (approx. 40 words)

Amount enclosed: $ . . . (Payment must accompany order)

Run the copy shown below (or enclosed separately) in the Radio-TV Job Mart:

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NAME
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CITY
STATE & ZIP CODE

SEPTEMBER 7, 1968, BILLBOARD
L.A. Break Down

IS A TOP 10 RECORD WRITTEN/PRODUCED & SUNG BY LARRY MARKS (A&M 969)
**Radio-TV programming aids**

• Continued from page 16

**COUNTRY**

Atlanta, Ga.—WPLQ
Honest John Fox
DJ

Buck, Peter
BLF: "I Like a Rolling Stone," Patti and the Kardinals, Columbia.

Con Schader
Music Director & DJ

Buck, Peter

Denver—KLAK

Buck, Peter

Indianapolis, Ind.—WIRE
Galen Scott
Program Director

BP: "Johnny One Time," Willie Nelson, RCA.


**ROCK AND BLUES**

Columbia, S. C.—WOIC
Charles Derrick
Program Director

BP: "Can't Get Away," Mary Wells.

BP: "Ride Away with Me," The Rolling Stones.

Galveston, Tex.—KGBG
Steve-O Donohoe
Music Director


BP: "Big Foolin'," Bobby Bare.

**PROGRESSIVE ROCK**

Albuquerque, N. M.—KUNA-FM
L. A. Woodworth
Program Director

BP: "The Blues Alive..." LP


San Jose, Calif.—KJSL-FM
Mark Williams
Program Director & DJ


**WTTO to Hot 100—WTOD Goes Country**

TOLEDO — WTTO, 1,000-watt station here, switched to a Hot 100 format Sept. 2, reports new program director Lee Fowler. WTOD, sister to WTTO from the same corporate owner, is switching to country music on the same day. WTTO's format change is "ripe for a good rocker," Fowler said. WTTO has previously featured a rock-and-roll format.

Now, however, the station will present a country format known as a "modified Drake." We'll play a lot of music, but not the restrictive rock-and-roll kind any longer, Fowler explained. "We'll play as long as they have something that's a hit," Fowler said.

Fowler hopes to station to 24-hour operation soon.

**MORE PICKS**


**NAB Talks to Accent Disks, Urban Affair**

WASHINGTON — Records and the current urban problems affecting our nation will both be addressed during the coming six fall conferences of the Radio Association of Broadcasters. The NAB will cooperate with the Record Industry Association of America to present a record roundtable at each conference. The record company officials and selected radio broadcasters will discuss the current problems and procedures for recording by radio stations, artists recording their own records and the phasing out of monaural records, among other topics.

Henry Braswell, executive director of the RIAA, will preside.

**PICKS**

**Progressive Rock**

Albuquerque, N. M.—KUNA-FM
L. A. Woodworth
Program Director

BP: "The Blues Alive..." LP


San Jose, Calif.—KJSL-FM
Mark Williams
Program Director & DJ


Where the new is now

A Spoof
(Except on the charts)

"Don't Bogart Me"

The Fraternity
Of Man
ABC-11106

From Their
Extraordinary New Album
ABCS-647

A Production BY
TOM WILSON
New Album Releases

DO BILL
MERRILL HUM-How I Met The Morning; Bell 6199
SHIRLEY & BOBBY RUSSELL-Words, Music, Laughter, & Love; Bell 6203
BRUNSWICK
BARBARA ACKLIN-Love Makes a Woman; Brunswick 7134
CALENDAR
THE ARK-CONCERT OF THE ANGELS; STAX 6407
COLGEMS
INTERLUDE; SUNSET STRIP - PER; BRUNSWICK 10 12
EGGUMS
JAZZ ORCHESTRA & EBERLE-First Polka Festival Show; DECCA 2078
THE ELECTRIFYING EDDIE HARRIS 27
THE FORTY FIVE-FOUR DAVID WATTS; COLUMBIA 1495 (M); V6-8714
MAMIO 
THE GIRL; LONDON SYMPHONY ORCHESTRA-Martinon: Tchaikovsky’s 1st Symphony; KAPP ASC 114
THE KIRKWOODS-You’re Never Alone; NASHVILLE 20131
LA FAMILIA-EVERYTHING BUT THE DOG; WEA 0761
THE FRAME UP-A LL MY FAVORITE FOOLS; CAPITOL 34 32 32 SEALED
THE GIRLS OF MILK STREET-THIS IS WHAT I DO; KAPP ASC 32 10 11 12
THE GREATEST SONGS OF THE FIFTIES-VOL. 2; DECCA 24 25 26 27
THE KIRKWOODS-SOUL SISTER, Album; Blue Note 7105
TOM KOSZYK-THE Touch; Parrot 40029
THE KIRKWOODS-You’re Never Alone; NASHVILLE 20131
THE KIRKWOODS-You’re Never Alone; NASHVILLE 20131
THE KIRKWOODS-You’re Never Alone; NASHVILLE 20131
THE LEMON PIPERS
LONELY ATMOSPHERE
BDA-63
Produced by Paul Leka
for Kama-Sutra Productions
BUDDAH RECORDS
NASHVILLE—A third generation of perhaps the most famous family in country music has made its recording debut under the banner of a veteran producer Don Law.

The youngster is Kenny Jones, grandson of Mother Maybelle Carter, and son of Helen Carter and Glen Jones. The latter is a pal, another of the Nashville artists, flying them to and from show dates.

The youngster is "true Carter" by tradition and in tune with the classics, talking, writing, and performing in terms of today's generation.

Young Jones is managed by Dob Albritton, and his first recordings are on the Monument label. Fred Foster, who has signed the teen-aged performer after law "discovered" him, Law, who retired from Columbia Records after more than three decades with that firm, now is producing independently.

His previous big discovery was Henson Cargill, also with Monu

3d Generation Jones Makes Disk Debut

from the country music convention. Stations wishing to make use of this material should write LeMpt at Espo.

Espo plans also to extend this service to other country music performers to stop by the station to play the instruments on display. The first group of models of eight-string electric bass guitars, regu

Wade Touring Far East

The others in the troupe are Red Byrds, Carter's singing twin, singer Linda Wade and dancer; Jackie Lynn, singer and electrician; and the rhythm guitarist, singer and Tubby B

Wade, who heads the show, plays six instruments and sings.

Date Is Still With Country

NASHVILLE—The fact that Date Records has dropped its only two country artists does not mean this label is deserting the country field, a Columbia spokesman announced.

"We simply did not pick up the option on the production company which handled the two country artists (Gus Grissom and Vincent "Van Trevory")," the spokes

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<table>
<thead>
<tr>
<th>No.</th>
<th>Title/Label/Artist</th>
<th>Weeks on</th>
<th>This Week</th>
<th>Last Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>MAMA TRIED (&quot;The Ballad From Killers Three&quot;)</td>
<td>7</td>
<td>3</td>
<td>1</td>
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<tr>
<td>2</td>
<td>ONLY DADDY (Willie Nelson, Capitol 2298)</td>
<td>9</td>
<td>13</td>
<td>11</td>
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<tr>
<td>3</td>
<td>DREAMS OF THE EVERYDAY HOUSEWIFE (Willie Nelson, Capitol 2298)</td>
<td>18</td>
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<tr>
<td>4</td>
<td>LOVE TAKES CARE OF ME (Merle Haggard &amp; The Strangers, RCA Victor 47-9566)</td>
<td>11</td>
<td>8</td>
<td>2</td>
</tr>
<tr>
<td>5</td>
<td>YOU'VE JUST STEPPED IN (Getting Over On Me) (Willie Nelson, RCA Victor 47-9566)</td>
<td>13</td>
<td>5</td>
<td>1</td>
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<tr>
<td>6</td>
<td>AS LONG AS I LIVE (Bobby Bare, RCA Victor 47-9567)</td>
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<td>4</td>
<td>8</td>
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<tr>
<td>7</td>
<td>HARPER VALLEY P.T.A. (John Conlee, CBS 5702)</td>
<td>3</td>
<td>12</td>
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<td>8</td>
<td>ON TAP, IN THE CAN OR IN THE BOTTLE (Bobby Bare, RCA Victor 47-9565)</td>
<td>12</td>
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<td>9</td>
<td>LET THE WORLD KEEP ON A TURNIN' (Kenny Rogers, RCA Victor 47-9565)</td>
<td>7</td>
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<td>10</td>
<td>ALREADY IT'S HEAVEN (Don Gibson, RCA Victor 47-9567)</td>
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<td>11</td>
<td>HEAVEN SAYS HELLO (Billy Joe Royal, Imperial 4500)</td>
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<td>WHAT'S MADE YOU CHANGE EVERYTHING ABOUT ME (Don Gibson, RCA Victor 47-9565)</td>
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<tr>
<td>13</td>
<td>I KEEP COMING BACK FOR MORE (Don Gibson, RCA Victor 47-9566)</td>
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<td>14</td>
<td>WHAT'S MADE MILWAUKEE FAMOUS (Don Gibson, RCA Victor 47-9564)</td>
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<td>15</td>
<td>JUST BECAUSE I'M A WOMAN (Don Gibson, RCA Victor 47-9567)</td>
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<td>16</td>
<td>BANANA (Don Gibson, RCA Victor 47-9568)</td>
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<td>17</td>
<td>BE PROUD OF YOUR MAN (Don Gibson, RCA Victor 47-9568)</td>
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<td>14</td>
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<td>18</td>
<td>A LITTLE BIT LATER ON THE LINC (Don Gibson, RCA Victor 47-9568)</td>
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<td>19</td>
<td>HAPPY STATE OF MIND (Don Gibson, RCA Victor 47-9566)</td>
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<td>20</td>
<td>AUTUMN OF MY LIFE (Don Gibson, RCA Victor 47-9566)</td>
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<td>23</td>
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<td>21</td>
<td>LOOKING AT THE WORLD THROUGH A WINDSHIELD (Don Gibson, RCA Victor 47-9567)</td>
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<td>JOBY AND THE KID (Don Gibson, RCA Victor 47-9566)</td>
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<td>17</td>
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<td>23</td>
<td>BIG GIRLS DON'T CRY (Don Gibson, RCA Victor 47-9566)</td>
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<td>24</td>
<td>FROM HEAVEN TO HEARTACHE (Don Gibson, RCA Victor 47-9566)</td>
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<td>18</td>
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<td>25</td>
<td>I JUST CAME TO GET MY BABY (Don Gibson, RCA Victor 47-9566)</td>
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<td>26</td>
<td>UNDO THE RIGHT (Don Gibson, RCA Victor 47-9566)</td>
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<td>27</td>
<td>THEME FROM &quot;YOU TELL ME GOODBYE&quot; (Don Gibson, RCA Victor 47-9565)</td>
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<td>28</td>
<td>I STILL BELIEVE IN LOVE (Don Gibson, RCA Victor 47-9566)</td>
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<td>18</td>
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<td>SAN DIFIO (Don Gibson, RCA Victor 47-9566)</td>
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<td>30</td>
<td>HEY DIDDY (Don Gibson, RCA Victor 47-9566)</td>
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<tr>
<td>31</td>
<td>I BELIEVE IN LOVE (Don Gibson, RCA Victor 47-9566)</td>
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<td>16</td>
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<tr>
<td>32</td>
<td>HAPPY STREET (Don Gibson, RCA Victor 47-9566)</td>
<td>5</td>
<td>22</td>
<td>18</td>
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<tr>
<td>33</td>
<td>BORN &amp; FOOL (Don Gibson, RCA Victor 47-9566)</td>
<td>14</td>
<td>7</td>
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</tbody>
</table>

**Country Singles Chart**

- **Billboard Special Survey For Week Ending 9/7/68**
- **Star Performer: Sides registering greatest proportionally upward progress this week.**

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**Hot Country Singles**

- **September 7, 1968, Billboard**
- **Carr Butler & Pearl**
- **On Columbia Records**
Hirt, Pearl, Jackson, Arnold Seek to Feather Their Nests With Chicken-to-Go Outlets

LOS ANGELES — What does Minnie Pearl, Mahalia Jackson, Al Hirt and Eddy Arnold have in common? Very little, except they may be the next big stars of the quick service restaurant field.

All are major new entrants in the chicken-to-go sweepstakes, with Miss Pearl, a "Grand Ole Opry" convention, in the lead. She has chain of take-out restaurants being developed jointly by Chicken System, Inc., of Nashville, and by Foodmaker, Inc., the San Diego subsidiary of Ralston Purina Co.

Arnold, whose Nashville-based Tennessee Fried Chicken, Inc., is in the starting phase, is chairman and, unlike the others, plans to play a role in management. Mahalia Jackson and Al Hirt have agreed to lend their name and image to their franchise chains and their promotions.

Under the corporate umbrella of Al Hirt's Sandwich Saloons Inc., the trumpeter will open chicken-to-go shops across the Southeast, starting in Tennessee.

Under the guidance of John J. Hooker Jr., who narrowly lost the Tennessee gubernatorial nomination in 1966, Minnie Pearl's Chicken System will develop about 100 company-owned chicken outlets. An agreement with Foodmaker is to provide the personnel for the construction and operation of the outlets to be opened and operated by the two-company joint venture.

In addition, Chicken System is to sell franchised for Jack-in-the-Box restaurants, a drive-through type franchise. The company has completed the sale of more than 500 Chicken System franchises, of which 40 to 50 are expected to be operating by year-end.

For the last six months of 1967, the company reported revenues of $1,583,346, of which $1,560,000 came from sales of franchises. Unaudited revenues for the three months ended March 31 totaled $2,124,151 and included $2,490,000 from franchise sales. Miss Pearl's company is traded over-the-counter.

The company also owns 50 per cent of Mahalia Jackson's company, formed to develop take-out franchises in Negro communities. Chicken System has franchises in California, Arizona, Texas, New Jersey, New York, Illinois, Pennsylvania, Indiana, Michigan and Missouri.

22,000 Witness Peebles' Shows At Mo. Annual

SEDALIA, Mo.—More than 22,000 persons turned out for two nights of country spectaculars at the 66th Annual Missouri State Fair, according to fair secretary Wilbert Askew.

The fair closed Sunday night, Aug 25, with 10,500 in the stands to see a show featuring a hometown boy, LeRoy Van Dyke, along with his Aucton-ers; Faron Young and His Country Deputies, the Stone- mans, George Morgan, Curt Gibson, Linda Flanagan, Red Murphy, Kathy Perry, Kirk Hamsard and the Showmen.

On the first Sunday of the fair (18), some 11,500 were on hand to witness a country show featuring Marty Robbins, Hank Thompson, LaVonne Lear, the Plainmen, Grover Ruwe, Larry God and the Countrymen.

The shows were produced and emceed by Harry (Hap) Peebles of Wichita, Kan.

And The World of Country Music mirrors this tremendous growth of the Country sound, serving both industry and consumer alike.

It's the Sixth Annual Edition, bigger and better than ever, all backed by the expert knowledge of Billboard's picked professional writers.

We make sure people see The World of Country Music.

It goes to our paid subscription list, a whopping 25,000 & 1,500 key registrants at the WSM Country Music Convention in Nashville in October, plus the bonus circulation of buyers of country talent, sponsors and ad agencies, booking offices, personal managers and artist management.


Published October 19. Ad deadline September 18.
GMA to Release Volume 2 of Fund-Raising LP in October

NASHVILLE — The Gospel Music Association will release volume two of its special fund-raising album in October, having realized nearly $9,000 in profits from its first. The announcement was made at the summer board meeting of the Gospel Music Association here Aug. 13. The convention is slated for Oct. 3 through 12 in Memphis, with headquarters at the Claridge Hotel. A special disk jockey breakfast this year (Oct. 12) will be hosted by the recording companies. Nearly 80 invitations have been extended.

A mass meeting of membership will be held that same morning following the breakfast for the purpose of election of a new board of directors and officers. A special convention committee was established to plan the program for the annual affair which will be chaired by Bill Gaither, and other committee members are John Devol, Loyd Orel and Harvis Lester.

This group has set aside an hour of "prime time" at the convention on Friday night for a special presentation of the Gospel Music Association story.

The nominating committee for the convention consists of J. D. Sumner, Don Frost, Henry Slaughter, Joel Gentry and Bob Banson.

Ten thousand special copies of Good News, the monthly publication of Gospel Music Association, will be distributed at the convention, and will contain advertising. It is published by executive director Norman Boyd.

Mrs. Boyd announced that membership in the Gospel Music Association had increased by 49, and that members of the board of the association had been challenged by Don Frost either to produce two new members or the equivalent in revenue by the next board meeting.

Mrs. Boyd also said that a monthly copy of the newsletter would be sent to any service man requesting it, or for whom a request is made.

Among the artists who will appear on the second album are: the Squires, the Ramrods, Oak Ridge, Imperials, the Speers, Bill Gaither and His Guys, the Rebel Sons, Florida Boys, Dixie Echoes, Blue Ridge and Steve Sanders.

Yesteryear's Country Hits

Change-of-pace programming from your library's shelves, featuring the disks 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—5 Years Ago
September 7, 1963

1. Ring of Fire—Johnny Cash
2. Ableene—George Hamilton IV
3. Talk Back Trampin' Limp—Ernest Ashworth
4. Six Days on the Road—Dave Dudley
5. Guilty—Jim Reeves
6. Detroit City—Bobbie Bare
7. You Used Her Heart—George Jones
8. Act Naturally—Buck Owens
9. Sands of Gold—Webb Pierce
10. Tips of My Fingers—Roy Clark

COUNTRY SINGLES—10 Years Ago
September 8, 1958

2. Blue Blue Day—Don Gibson
3. The Ways of a Woman in Love/Tear on the Neck—Johnny Cash
4. Guess Things Happen That Way/You're a Heartbreaker—Don Reno
5. Blue Bay—Jim Reeves
6. City Lights/Invitation to the Blues—Rex Price
7. Poor Little Fool—Ricky Nelson
8. She Was Only Seventeen—Marty Robbins
9. Alone With You—Faron Young
10. Send Me the Pillow You Dream On—Randy Woolen

Promote this special feature with an ad designed especially for the opportunity, in addition to the display rack. For information, write to George Gravely, Billboard, 219 W. 43rd St., New York, N.Y. 10036.

Billboard Spotlights

Gospel

October 12
AD DEADLINE: SEPTEMBER 23

BILLY WELK
3D CELEB IN GOLF CONTEST

NASHVILLE — Lawrence Welk is the third "celebrity" to agree to take part in the Fourth Annual Music City U.S.A. Pro-Celebrity Golf Tournament here this October.

Welk joins Perry Como and Glen Campbell among the early signers from the celebrity list. The tournament will be a 26-hole affair stretching over two days.

Chet Atkins, chairman of the celebrity committee, said numerous other entertainers will take part. Mason Rudolph, the tournament's pro representative, earlier had signed 11 leading professionals for the tournament.

The tournament is sponsored by the Country Music Association, the Nashville Area Junior Chamber of Commerce, and the Nashville Tennessean.
Plans Wrapped Up for 43d 'Opry' Celebration

* Continued from page 26

than those thus accredited will be admitted to this particular session. The credentials will be included in a kit which the disk jockey will pick up at the auditorium when he arrives.

The station also is providing a limited number of portable tape machines available for those not bringing their own. The qualification for all registrants to the Celebration is the same as that of the past: one must be "gainfully employed in producing, disseminating, or broadcasting country music."

The S10, registration fee is the sole support of the Opry Trust Fund, the only one of its kind in existence. Those moneys are used throughout the course of each year to care for those persons now or at one time involved in country music, who are in need.

The agenda for this year is similar in most respects to those of the past. It retains last year's additions and adds the aforementioned disk jockey session. Though virtually everything will be handled through pre-registration, late registration desk will be established at the Municipal Auditorium at 8 a.m., Oct. 17.

Koffee Klatche

The first official function will be a luncheon and show sponsored by Minnie Pearl's Chicken System, and the final event will be the traditional tall 17 years) Columbia Coffee Clatch at the Hermitage Hotel.

Each registrant will receive a book of tickets, one for each of the above official functions. There are scores of n-official functions with which WSM is not involved, and for which there is no general ticket. These affairs generally are by invitation only. A spot check of hotels indicates there will be more hospitality suits this year than ever before.

This year's disk jockey taping session is jointly in sponsorship with the Country Music Association (CMA) which, as in the past, will hold its annual convention during the same week, sharing the auditorium with WSM. The annual CMA membership meeting will be held Oct. 17 at the Municipal Auditorium, beginning at 10 a.m. The board of directors' meeting will precede this by one day.

On Friday (18) at 2:30 p.m., a CMA-sponsored international seminar will take place, chaired by Dick Broderick of MCA. This will feature a panel of local and foreign representatives who will discuss all international aspects of country music. Among the panelists were Martin Roemer of Meco International, Inc., New York, John Maschis, Inelco-Holland, Amsterdam; Murray Kash, BBC, London; Al Gallico, Gallico Music, New York, and Broderick.

Continued from page 26

strong nighttime following in the Atlanta area. . . . The New Jersey Servicemen League will produce a 'Northeast Country Music Showcase' at Cherry Hill, N. J., Oct. 5. The show will feature Del Reeves, Jan Howard, Johnny Dollar, the Country Music Gents, the Moody Brothers, the Henderson County Boys, Thelma Percha and Dick Rich. There also will be an open talent show with a seven-hour limit. Jimmie Stephens will record for Step here in September. Kenny Roberts cut his third straight album for Sunday with 12 new sides. A new single by Jack Blanchard and Mitty Morgan, titled "Bethlehem Steel," has been released on the Wayside label. . . . The girl on the cover of the new Dottie West album is her daughter Shelley. . . . The new Jim Ed Brown release, 'Jack and Jill,' gets the full string treatment.

George Jones knows it wanted that the president of his fan club is Mrs. Shirley Phillips, and no one else . . . Don Logan, national promotion and sales director of Paula Records, is back in Shreveport after a promotion tour that took him to Cincinnati, Atlanta, Detroit, Pittsburgh, Charlotte, Nashville and other cities. Paul currently has both Cheryl Poole and Gene Wyatt on the charts.

GREAT GOSPEL TALENT

NOW ON 8-TRACK STEREO TAPE

GSM 028 Blackwood Brothers - It Is No Secret
GSM 029 Blackwood Brothers - A Man Is Born
GSM 030 Blackwood Brothers - Until Then
GSM 031 LeFevres - A Man Who Is True
GSM 032 LeFevres - The Greatest Story Ever Told
GSM 033 LeFevres - The Spiritual Sounds of the LeFevres
GSM 034 LeFevres - God's Music
GSM 035 LeFevres - The Spirit of God
GSM 036 LeFevres - The LeFevres Quartet
GSM 037 LeFevres - Sign Of God And Country
GSM 038 LeFevres - A Man Of God

EXCLUSIVE DISTRIBUTORS for Skylite/Sing Sole International Distributors and Sales Representatives for CHRISTIAN FAITH, TEMPLE and WORSHIP

- PATHWAY-RECORDS-
P. O. Box 880, Cleveland, Tennessee 37312
From the Music Capitals of the World

The finals of the third Castlebar Song Contest will be held in the town's Royal Ballroom, Oct. 7-10. The judges have chosen 27 songs from the 400 received to compete in three evening sessions, each featuring a different group. The judges will be one of the judges in the pop section. Lead guitarist Henry McCullough and lead singer/songwriter Brian Dicks, by showing up as writer Tommy Scarborough, who recently left the Drifters, will help form a new band, the Times, will be featured on the new "Johnny MacEvoy LP for Target. Meanwhile, Meek's annual "Around the World" will be issued as 'The Hedging Song.'

Dublin

The finals of the third Castlebar Song Contest will be held in the town's Royal Ballroom, Oct. 7-10. The judges have chosen 27 songs from the 400 received to compete in three evening sessions, each featuring a different group. The judges will be one of the judges in the pop section. Lead guitarist Henry McCullough and lead singer/songwriter Brian Dicks, by showing up as writer Tommy Scarborough, who recently left the Drifters, will help form a new band, the Times, will be featured on the new "Johnny MacEvoy LP for Target. Meanwhile, Meek's annual "Around the World" will be issued as 'The Hedging Song.'

Dublin

Dolphin plans a pre-christmas budget album featuring Johnny Kelly and the Captain Showband, the Weaver Fisher and other artists. The label's latest, 'Glad-Land,' was dedicated to the cause of reviving the Irish language, released two singles by Sean O'Se, "Teatime in Cholodz' and 'Prosen Cholosin.' The label's second in a row written by Ted Harris.

Billboard SPECIAL SURVEY For Week Ending 9/7/68

**BEST SELLING**

<table>
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<tr>
<th>Week</th>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Peak Weeks on Chart</th>
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<tr>
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<td>&quot;I'M A LONELY MAN&quot; by Al Martino, ABC 4049 (3)</td>
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**HOT 100**

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**SOUL SAUCE**

**BEST NEW RECORD OF THE WEEK:** "Step by Step" by Bobby Womack

**MONITORS**

**Soul Slices:** Ever catch the freezin' Fresca commercial on radio? It's everywhere, and so are the Sweet Inspirations who sing the toto pop sheet. The sweet soul group on Channel 13's "Soul" show next Friday (12) as their latest, "Unchained Melody" moves up the charts. The flip, "Am I Ever Gonna See My Baby Again?" is also hot. The Temptations scored at the Copacabana, Thursday (29) with their new Temptations, formerly of the Contours, while Smokey Robinson & his Miracles kicked off the Apollo show, Friday (30), along with Jr. Walker & the All Stars, Shorty Long, Yvonne Fair and the Monitors. James Brown appears at the Cotton Bowl in Dallas, Sept. 9, for the Fellowship Organization of Dallas benefit, a job-training fund. Aug. 20, James Brown's "Day in Atlanta," with keys of the legend, goes to the hard-working soul king by Mayor Ivan Allen. And Smash Records has released another James Brown LP, "Out of Sight," featuring "Love'smadness," written by Buck Ram and made popular by the old Platters. Meanwhile, Butch Kram's newest group, the Prescriptions, opened a four-week stand in the Bahamas. Friday (20), Glad to see back Gary U.S. Bonds of "Quarter to Three" fame, now on Botanic with "I'm Glad You're Back" b/w "Funky Lies." The Impressions with Curtis Mayfield play the swank main room at Caesar's Palace in Las Vegas, Sept. 26-Oct. 9. Eddie Harris, Queen booker (not the artist), has signed King Curtis & his Kingdoms for Jerry Lewis telephone next week. But Eddie Harris, the artist (not the agent) has resumed dates this week after a mild bout of diabetes, causing a temporary eye ailment, curbed his sax action on the circuit. Harris is appearing at the Carter Barron Theatre in Washington. Soul queen Aretha Franklin is well into her first South American tour, and playing "connect the dots" with islands stops throughout the West Indies and Bahamas—all the way home by mid-September. Also, who is traveling with late president Ruth Bowen of Queen Booking (named after "Queen" Dinah Washington, month first "Spades" 527 (Motor), and "You're All That" written by a special arrangement with Atlantic, is made popular by the old Platters. The "Soul" show co-ordinator Alice Hill, Atlantic Records last week presented the Martin Luther King Memorial fund with a check for $51,079.98 and NATRA, the Negro news organization, with a check for $21,891.48. The checks were proceeds from Atlantic's "Soul Together" show last June starring Aretha Franklin. The "Tyikes of So Much In Love" fame are back on Columbia with their super-styled version of "People." Biddy Wood, Joe Tex's manager, has a hit artist right in his own home—his wife, Damita Jo, whose latest on Rawood is "Reason to Believe." Pigment Markham, in Chicago to cut a new seller, has completed some tape segments for Rowan & Martin's "Laugh In" TV show. So Here Comes the Judge! * * *

**Soul & Crumpets:** John Abbey of "Blues & Soul," monthly music review, writes that Ben E. King is in London town with his guitarist Jim Bowie for a four-week tour of the Isles winding up on Monday night. Johnny Hopkinson, who recently left Bud Grace's "Hedging Song," will be featured on a new album. The new album will feature "The Hedging Song." Dolphin plans a pre-christmas budget album featuring Johnny Kelly and the Captain Showband, the Weaver Fisher and other artists. The label's latest, "Glad-Land," was dedicated to the cause of reviving the Irish language, released two singles by Sean O'Se, "Teatime in Cholodz" and "Prosen Cholosin." The tune is Lord's second in a row written by Ted Harris.
HEADED FOR THE FRONT IN THE SINGLES-RACE!

CLIFF NOBLES & CO.

HorseFever

B/W

Judge Baby
I’m Back

PHIL L.A. OF SOUL 318

THE HORSE  CLIFF NOBLES & CO.  PH-LPS 4001
BREAKING FAST IN THE ALBUM-RACE!

**CENTRAL NERVOUS SYSTEM**

The backbone of America is the spinal column.

**RHYTHM & BLUES**

**Soul’ to Debut On Channel 13**

NEW YORK—“Soul!” Channel 13’s new talk-entertainment show debuting Thursday (12) at 9:00 p.m. will be hosted by Alvin F. Poussaint and Loretta Long.

Poussaint, 34-year-old writer-TV personality, recently appeared on ABC-TV’s “Time for Americans: Bias in the Mass Media,” spoke with Lena Horne and Harry Belafonte, and “This Question of Violence” on National Educational Television. Miss Long is a singer and actress.

**SOUL SAUCE**

**TID-BITS:** In town this week: the Parliament, working the charts with their “Good Ole Music.” . . . Pati Labelle & the Bluehearts, set for the debut “Soul!” show, Friday (12) . . . Carla Thomas, touting her new one, “Where Do I Go,” from the Broadway show “Hair,” and fresh from drama school, looking for a movie role and a husband. . . . Albert King, the great Stax bluesman who suddenly feels that being “Born Under a Bad Sign” is a good sign after all. King, due at Fillmore East in October, is ready with his new LP, “Live Wire Blues Power,” recorded at Fillmore West. Welcome back Clyde McPhatter, former lead Drifter, who now makes his home in England and records for Deam Records. His first release for the label, “Only a Fool,” is makin’ smoke. Coreta Scott King (Mrs. Martin Luther King) will make her professional debut with the Washington National Symphony early next year . . . Little Milton’s latest on Checker: “Let Me Down Easy.” . . . The Turtles, now home from their first European tour, are ex- pecting lightning with Robert Knight’s “Isn’t It Lonely Together.” Coming soon: new Latin, by the String quartet “Soul.” Welcome back from vacation to Linda Elkes from Bernie Binn’s Motown office . . . Fred Lewis, Northeast promotion man for Mass. Distributors in Boston asks us to boost the Parliament’s new one, “Good Ole Music” to local radio WMEX and WRKO . . . Edward R. Belding p.s Soul Sauce: What ever happened to Clarence (Bull moose) Jackson? Mr. Belding, director of the Drake College of Business, makes it his business to read Soul Sauce. Do You? And if you’ve got news for Soul Sauce— or a sound you’d like me to lend an ear to— write and tell your soul story.


LONDON — United Artists held its first sales conference as an independent record operation in this country Aug. 25 at Lon- don's Revolution club.

The conference, designed to explain the sale- ing of UA's American Jazz label—Solid State—was part of the promotion which will be built around the soundtrack album for the forthcoming film "Chitty Chitty Bang Bang."

Barbara Scott, United Artists sales and mar- keting manager, told EMU sales force that the albums would be issued in stereo only. To spearhead the

Monument Into Spain, Portugal

LOS ANGELES — Discos Sonoplaz of Madrid has been signed by Monument to handle its label in Spain and Portugal. The three-year agreement com- mences Oct. 15 with LP's by Benjamín Britten, Charlie McCoy, the Knightsbridge Songwriters and 209 Sampler Package. Four singles will also introduce Monument in November.

Covered under the licensing agreement are product from Monument such as The Sound Stage 7 and Rising Sons. The two labels are dissolved, and a setup whereby Monument records will do radio and TV exploita- tion in Spain for Discos Sonoplaz of France since Sonoplaz is Barclay's Spanish representative.

Basart's Jansen Off to Visit N. Y.

AMSTERDAM—Guss Jan- sen, president of the Basart Pub- lishing Company, arrives in New York for a three-week (Aug. 5) one-month visit during which he will meet music industry leaders in New York and in the west coast. Jansen will be headquartered in an office in Commerce in New York and a hotel in New York.

Basart is part of the Basart-Strehorn organisation which has interests in music publish- ing, record manufacturing, book publishing, background music systems, theatrical productions and magazines.

Finnish Int'l Fair

Lures 300 Exhibits

HELNSKI—Among the 300 exhibitors at the Finnish International Trade Fair which opened Aug. 11 days, Sept. 19 will be the Sahala- liikkenen company, licensees of Westclox, Bevco and Telefunken, and Discophon, representa- tive of RCA and Monuments.

The Fair, the biggest of its kind in Scandinavia, will be at- tended by visitors from more than 30 countries.

Sports and TV manufactur- ers Salora, Helvar and UPO will have stands, and two coin machine manufacturers and distributors, Gemoce and Y-Pay, will exhibit Finnish and foreign coin equipment.

EXECUTIVES FROM EMI companies throughout Europe and Singapore attend EMI Records British marketing conference held in London Aug. 26. Left to right: Keith Bruce (Singapore); Emile Garin (Belgium); A. Mackenzie Smith (general manager, EMI Records international sales division); Kurt Mikkelsen (Denmark); Ben Van Der Berg (Holland); Volf Ryggen (Sweden); Sir Joseph Lockwood (chairman, EMI Ltd.); Ken Esle (Australia); Lionel Bouillon (France), Max Brunnier (Switzerland); Dr. Barnard Krajewski (Germany); Frank Beh (Austria); Rolf Fischer (Switzerland).

Dunhill, Stax & Volt Product to Be Released in Britain by EMI

* Continued from page

FRESHWATER, OF EMI, RETIRES

LONDON — George Fresh- water, EMI's in-house marketing development manager, has retired from EMI after 32 years with the company. He joined EMI in 1958 and was recently water a luncheon at the Europa Hotel Aug. 23.

Freshwater joined the Gram- ophone Co., Ltd., in 1926 as advertising manager for the British Zonophone Co. Ltd. In 1930 he took a similar post with the British Columbia Co. and in 1939 was appointed advertising manager for EMI. In 1959 he became controller of advertising and production, and in 1966 he was appointed chairman of EMI's group record services.

Freshwater has been chair- man of the Audit Bureau of Circulations and of the Incorporated Society of British Advertisers.

48 SINGERS TO VIE AT CANZONISSIMA IN MILAN

MILAN—The 1968 edition of Canzonissima, the 15-week Satur- day night song competition run in conjunction with Italy's annual New Year's Lottery, will be Sept. 28.

The event, sponsored by RAI, the Italian radio and television corporation, will end Jan. 6 with the draw for the Lottery.

About 400 singers of Canzonissima broadcasts will be

PDU artist Mina and actor Walter Chiari.

The contestant list, including 10 foreign artists, is expected to participate in the contest which consists of five rounds—pictu- re songs (eight broadcasts of six singers each), current songs (nine broadcasts of six singers each), which will be an- nounced by radio, songs (six broadcasts of each), the semi-finals, and Finalissima (one broadcast with the six semi-finalists re-performing their previous songs).

Elimination of participants will be determined by postcard votes sent in by the audience at the丛 special prices, with the exception of the semi-finals where only mailed votes will count, and

of the Finalissima, which will be judged by panels of 25 jurors in 20 local regions.

WB-7 GERMANY

MEET SLATED

LOS ANGELES — Warner Bros.—Seven Arts will unveil two specially prepared German lan- guage LP's during its 10th an- niversary product presentation next month in Hamburg. The two albums are a soundtrack from a Theodore Bikel Munich TV special and a German ver- sion of the Anita Kerr-Rod McKuen package, "The Sea." Approximately 1,700 will attend the showing presented by Mike Maitland, WB-7 president and Phil Rose, international director. Included are West German dealer- ers and other licenses. The duo begins its European presentation Sept. 2 at Pye annual conven- in

SEPTEMBER 7, 1968, BILLBOARD
Uruguay Expanding But Stalled
By Problems: Clave's Jurberg

NEW YORK—With a popula-

tion of just under 3 million, Urugu-
yan records are sold here natu-

urally, not the world's largest—

but in fact a single seller only a
couple of blocks from the Urugu-

yan consulate over in the West-Side.

says Leon Jurberg, president of

Clave, Uruguay's record manufactur-

ers, it is an expanding market.

With five years in the industry, Jurberg

was here last week on business, stop-

ping off before visiting France, Italy

and Spain. His company represents

British Decca and a dozen or so Inter-

donational, among others, in

Uruguay.

Outpointed now by only local artists,

mainly British, are the strong sales on

the Uruguay market. "Right now British sin-
cers, Tom Jones and Engelbert Humperdinck

are, for names in Uruguay," he said. "But it is a
struggle to get a local artist across the seas, most often if we are to get a really

integrated and established identity in the re-
cordings in Latin America. At present it is really all one-way—

into the U. S. The market is basically

all records are manufactured loca-

lly.""Conservative

Jurberg stressed that record
distributors in Uruguay utilized

a "dial conservative" and that this had
forced manufacturers, in some cases,
to open their own retail

outlets. "The market is divided into the teen-age
to record shop market and the country from Argentina and Brazil.

And because our records are

calculated as "dial conservative" we

are trying to get a lot this way." Uruguayan, has Jurberg esti-

mated, about 22 radio stations, of

which perhaps four or five are

important to the record buying-

ness, running programs in the Hot 100 format (although Ur-

guayan has six regular record charts).

A Conflict

However, in Uruguay, he

said, there was a conflict. Dee-

Jay Sunday, Sept. 13, and the

first week on importing records as soon as

they were on the British and American

charts, and playing them.

This meant that interest was

awakened for the record before they were issued in Uruguay.

In Uruguay, the record was

finally released, the radio station

program played it "hardly at all," commented Jur-

berg. However, the record manu-

facturers got together on this

problem and are trying to get

co-operation from radio stations.

We can do nothing officially—

all we can do is let them rake

the radio stations to see that if we all co-operate we can increase the market," he said.

In 1961, Uruguay had only one

radio station, and that had

four channels. And the record industry has recovered from the
decision that set when in the TV chan-

nels sprouted. "People were buying TV sets, naturally, in-

stead of going to a record store and buying the way away the market. I think this happened in every country that experienced a boom in TV," stated Jurberg. "However, there are exceptions.

"The TV stations seem to take most of their music pro-
cgrams from Europe and the Argentine rather than from American releases or from other sources, although the Monkees were shown on TV.

Danish Radio Plays
Locally Made Disks

COPENHAGEN—Danish

Radio is following the example of Radio Luxembourg and

introducing a regular weekly program present-

ing top-selling, locally pro-

duced records.

The new program, "Dansk-
top," was aired for the first time on Sunday, Sept. 14, and

has been enthusiastically greeted by the Danish music industry.

In all three Scandinavian

countries, foreign records predominate, and U. S. or British origin.

But since Radio Sweden introduced a weekly program featuring ex-

clusively top-selling Swedish products, the situation has
turned.

In a relatively short time the Swedish program has become the most popular radio program in Sweden and also created the reputation of being a police on poor records. This reaction has in turn stimulated Swedish rec-

ords into producing better.

The program shows a number of records that has, moreover, stopped at the frontiers. It spilled over into

Pye Sets Its London Meet

LONDON—Executives of Pye's licensees and licensors in 20

countries will attend the company's ninth international sales conference in the Europa Hotel,

London, Thursday (3) and Fri-

day (4) (London time).

The meeting will also be at-
tended by some 30 executives, seven

area supervisors, and six managers.

The Pye conference is a tri-

annual event.

During the conference Pye's new double-pack Stereo 2 will be

introduced, and Harry Castle.

In the Guinness Old timers, will include Robin Scott of the BBC, Geoff-

rey Everett of Radio Luxembourg,

London, and British head of Leeds Music, Graeme Andrews, editor of Billboard's sister publication, Record Retailer.

disco jockey Alan Freeman and Pye Records' American

Manager Alan Arrow.

Norway (Billboard, July 20) and is now beginning to make an impression. It is reported that the new Danish Top 10 program will spark public inter-

est in records in the same way as in Sweden.

With an eye on the new pro-

gram and expects it to

companies are now giving careful at-

tention to the promotion of its

records.

Motelvision is releasing "Luk

opmene i et belagt hotel," and

"Gleder ingen," by Miss Ingman's husband, Jorg. The Ingman's won the Eurovision Song Contest in 1963 with "Dansens." Also tailored will be a Dan-

ish version of "Weser du Doch in Dusseldorf Geblieben," by Philippe Germain's singer Dorthe. The single with Danish title is "Idr du var i Skanderborg," came second in the West Ger-

man music festival in Berlin two months ago. All the songs are produced by Dapaco.

Radio Luxembourg will feature in the coming week its best selling records, local and foreign, its weekly Top 20 program.

Merce to Bow Budget Label

LONDON—Mercury is plan-
ning to introduce a new low-

priced label and also to re-

activate the Limmelight jazz label.

The low-priced label will be called Mercury International, which will have an American back catalog with artists such as the Platters, Jerry Lewis and’ and5 stars including Western Winners' series. Spearheading the country pro-

duction, Mercury and its re-

INFAMOUS "The Golden Hits of Roger Miller." Among recorders will include Dave Dudley and Roy Drusky.

In Britain, Tommy Fleming is selecting product to re-intro-

duce the Limmelight jazz label.

The American label also plans to
turn out a new label called "Pye Records" and have it on the market, Blue Rose, in a series of special under the Mercury logo.

AMSTERDAM

Dutch pop group Golden Earrings left on a tour of Britain where they will also record. ... Phonogram released the Trouser Press documentary album about the May 2nd London Festival. Rammes Shaffy visited the State record company in Sweden and also wrote songs for the Golden Earrings. "I'm Married" has been recorded by Peggy Lee, among others—records a new album in New York for the Dutch market. Phonogram has released a specially compiled album, "The Phil Specator" featuring 13 cuts from the Phil-

es, the Crystals, the Ronettes, Bob B. SoX, Darlene Love, Ike and Tina Turner, among others. ... Dutch singer Teo Dohbs has recorded a cover version of "War of the month... Carmen McRae is be-

ing a three-week engagement at Mister Kelly's. Appearing with Miss McRae is the comedy team of Dick & Mack. The Eddie Higgins Trio takes over the London House, spotlight Wednes-

day (28) for two weeks. The Manhattan Hotel's Imperial Ball, has won Will Perlman, and Mrs. Will Perlman, to bow for a three-week engagement opening September (1). WOPA-FM is moving ahead in underground music and other undergroung shows called "Psyche." RON SCHLACTER

DETROIT

Sly and the Family Stone, the Chambers Brothers and the Iron Butterfly appeared Aug. 10 at the Ford Auditorium. The show was a WAZX-FM presentation. Peggy Lee is also closing at the Roostertail Supercub, with Frank Fontaine appearing through Sept. THE INTRUDERS made their first Detoreker appearance Saturday, Aug. 7, at Frazier's Play- land. Commodion Redd Fox opened for one week at the Top Hat, 3405 B. King and his show is just closing at the 20 Grand Driftwood. Metro Music will get its first pop music festival Sunday (1). Though nothing is known about Mr. Monaco or Newport, it's form will be es-

sentially the same. Lasting from about 4 to 9 p.m., the festival will feature Howlin' Wolf, Procol Harum, and several local acts.

The Paul Revere & the BRO- ken Heart, and Frank Sinatra Jr. are among the many groups scheduled to appear at the (19th Michigan State Fair which runs through Monday (2). Also included in the entertainment line-up are the Young Americans, Gladys Knight. ...
SUNDAY

1

APARTMENTS

8:00
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5:00

Remember to watch "Sunday Son's" "Sunday Son" became #1 in 1961.
and the Pips, Smokey Robinson and the Miracles, the Cowsills, and the Beatles. Bobby Roxas, deputy managing editor of the Manila Bulletin, said the Beatles fans who gathered on the steps of the Manila and suburban Carrousel Inn last Thursday night (26) to celebrate the Beatles' Apple label debut included Russ Milner, Billboard; Mervyn Glim, manager, and Buz John Willburn, who heads the Beatles’ Apple label in Japan, for Osaka, Japan.

**Cincinnati**

Local Capitol Records nabobs—John Jeffler, district sales manager; Dick Belfet, territory manager for Ohio; and John Jeffler, host at WRCO, radio station in the Cincinnati area, and a member of the popular music group of the Beatles, were in attendance at the release of Capitol's new single, "Hey Jude." The release was held at the Workers' Tourist Club, and the party was attended by many of the city's leading figures, including Mayor Frank D. Hasselbeck, Fred Robinson, and the Cincinnati Symphony Orchestra. The event was covered extensively by the local media, and the Beatles were the main attraction of the evening.

**Philadelphia**

Philadelphia, PA—The Beatles' Apple label debut was celebrated with a party at the Capitol Records office in Philadelphia. The event was attended by many of the city's top music figures, including the local Branch Davidians, members of the Beatles, and the local branch of the National Association of Broadcasters. The party was covered extensively by the local media, and the Beatles were the main attraction of the evening.

**LONDON**

LONDON—EMI has appointed Colin Hadley general manager of World Record Club from Oct. 1. Hadley has previously managed several RIAA Records ranging from planning and services division. The move is seen as the beginning of a major shake-up in the record club. Sir Joseph Lockwood has publicly admitted that the club's present financial needs have been met by the promotion of the Beatles' new Apple label for Pleasure company.

**COPENHAGEN**

COPENHAGEN—This summer in Denmark will go down in musical history as the summer of the little butterfly. A song of that name, written in 1963, is being released by the Butterflies, a Danish pop group. The song is still being released under the title "Mr. Bojangles," by Bobby Cole and "I Love You," by the Lovin' Spoonfuls. The song is written by folk singer Donovan and was recorded by the Butterflies as a cover version of the original.

**S. African Singer Hilary Gets Gold**

Johannesburg—Twenty-year-old South African singer Hilary was presented with a gold record for "The Boy," which has sold over 25,000 copies in South Africa. The record company, which is owned by the World Record Club, has been successful in promoting the singer's career, and Hilary has been featured on several television and radio shows in South Africa.

**HONOLULU**

"Hawaii Five-O," the CBS-TV series set in the islands, has become a hit with the local residents of Honolulu. The series has been praised for its fast-paced action and realistic portrayal of Hawaiian life. The show has been renewed for a second season, and it is expected to continue for many more years. The show has been nominated for several television awards, including the Emmy Award for Outstanding Drama Series.

**Club Post to EMI’s Hadley**

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**Work Starts on Japanese Victor’s Huge Studio**

TOKYO—The Victor Company of Japan has broken ground for a mammoth five-story complex to be finished in June 1969. Victor claims it will be the "largest recording studio in the Far East.” The recording complex is under construction across from the Olympic Stadium built for the 1964 Olympics. It will contain three large recording studios with a total of 76 microphone channels. Included are eight echo chambers and 14 reverberation units.

In addition to offices and storage space there will be eight live-tape mastering rooms, says H. Morio, president of the company.

Nearby all of Japan's Victor's recording studios will be located at the new site, but the firm plans to retain several recording studios at other points in the country for the next few years. At present, Victor also has seven full-time studios in Tokyo. One of the new studios will be large enough to record an entire symphony orchestra, with room to spare.
### Argentina

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This week's featured local origin

### Austria

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This week's featured local origin
NEW TINY TIM SINGLE "Hello, Hello"

CHART AUTOMATIC

Produced by Richard Perry
Musical Instruments

Sunn Into Artist Management: Rock Groups to Plug Product

By BRUCE WEBER

LOS ANGELES—Sunn Musical Equipment Co. has set up an artist management arm as part of its product endorsement program. Instead of signing established artists to endorsement contracts, Sunn will attempt to form a new group and use it to tour the country promoting equipment and driving retail outlets.

First group in the program, created by Jay B. Munger, Sunn promotional director, is Houston Fearless, a contemporary rock group. The group, under contract to independent record producers Charley Green and Brian Abracadabra, will cut an album and single product to use on a promotional tour to kickoff in the mid-September.

While on tour, Houston Fearless will visit Sunn and Hammond Organ Co. retail outlets to help stimulate sales and promote product. Houston Fearless will use Sunn equipment on tour and in the recording studio. "By having an unknown 'house' group endorse Sunn product," says Munger, "you can control the group's destiny with your equipment. The idea is to build a group under contract to Sunn into a nationally known sales force."

Although Sunn recently has signed the Cream, the Righteous Brothers, Jimi Hendrix and Steppenwolf to endorsement contracts, Munger wants to use Houston Fearless at sales meetings, marketing seminars and promotional meetings. "When the group is under management contract to Sunn," he says, "we can work out travel schedules, personal appearance tours and the like."

"We can't expect the Cream, for instance, to visit retail outlets to plug our equipment because of heavy concert and recording schedules."

As management agent, Munger feels, Sunn would have access to the group. "We're looking for methods to assist retail outlets generate sales," says Munger, "and one natural tie-in is for artists to visit stores for promotional work following personal appearances."

"We can't expect the Cream, for instance, to visit retail outlets to plug our equipment because of heavy concert and recording schedules." As management agent, Munger feels, Sunn would have access to the group. "We're looking for methods to assist retail outlets generate sales," says Munger, "and one natural tie-in is for artists to visit stores for promotional work following personal appearances.

Fidelitone dealers have the greatest magic act in the world going for them. They can select proper replacement needles for any phonograph a customer can name—for minutes, without mirrors or abbreviations. They just turn to their easy-to-use copy of Fidelitone's Replacement Phonograph Needle Guide. It's all there in black and white—the most complete needle guide in the industry, cross-indexed three ways from Tuesday. Fast. Easy-to-use. Figurative. What more is there? The magic book is backed by a full line of quality replacement needles. Contact your local Fidelitone distributor for full details. He has a hat full of tricks on tips to make your needle sales more profitable, less work. Isn't it time you got in on the magic? Contact your local distributor or write:

EDDY MANSON, harmonicist-composer, has been engaged to write and direct the music score for "A Crowded Buggy," a Holly-wood film to be produced by a West German-financed company with an all-American cast. Frank Surnh is executive producer and the color picture, which will deal with today's youth.

DRUM IN FOR CITY YOUTHS

CHICAGO—Elvin Jones, Joe Morello, the Eddie Higgins Trio and Baby Huey and the Baby-sitters were among the artists who were scheduled to perform here Saturday (13) in a free outdoor percussion festival at the Grant Park Band Shell.

The Back-to-School Drum-In was sponsored by Drums Unifiied and all groups are expected to have performances.

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A 55 Conducts Poll

NEW YORK—The American Accordionists' Association (AAA) is holding its own election this year—a poll of favorite accordions. Those winning the most votes in the balloting will be featured in jumbo photo poster, which is to be made available to accordion enthusiasts throughout the country. By GODFREY LEHMAN

San Francisco—It's not unusual for Sherman Clay to lose a $400 guitar every 90 days or so when a youngster drops it during the school year. "It's part of the game," commented Paul Godfrey, head manager of one of the largest music stores on the west coast, who insists that knowing the trends in record sales is one of the best tools for the guitar dealer.

In many music stores the kids handle the instruments, but we pay it off. So we lose one every 90 days or so. What we get in return is the major part of the kids' business in town."

And the kids' business is no kid stuff. It's big, he reported. Word gets around fast in the schools that Sherman Clay is one store where the youngsters—as far down as nine years old—are permitted to handle the precious, fragile stuff instruments, and most of the time they are able to handle it. The handling of it means sales, because that's the only way these children get to know the feel of the instruments they wish to buy. "Other stores frighten them away with their 'don't's' and 'no touch' policy. We are glad to welcome them."

Music, he explained, is the big thing—a status thing with the teen-ager today.

And since it's creative, healthful, convincing, it's an activity that should be encouraged. But it's also faddish, Paul finds, and to be successful at it you have to keep up with the changing trends in musical fashions.

What the singing groups do is important in setting the fashion trends. In six months to a year the popular instruments have gone through various styles. "Long ago—say back 10 or 15 years—it was the guitars, the drums, and the woodwinds. Now, of course, it's the stringed instruments, but not exclusively strings. Where the solid body guitar was going strong for a time, it was soon replaced in popularity by the semi-acoustic, then the acoustic guitar. Now there appears to be a swing back to the solid body, because that's what's being played by the recording groups."

For a while the popular music was built on strumming and strumming, but when it switched, the kids began searching out the old-time Les Pauls. (Continued on page 43)
Let Customers Handle Guitar

- Continued from page 42

Paul-Gibson solid bodies, so in a short time this guitar style was being copied, and is on the market.

"Paul Revere and the Raiders started a fad about two years ago for the Vox distortion units in amplifiers," Gazarian explained. Before that, Jefferson Airplane made the Standel amplifiers popular, and were pictured on covers with this accoutrement.

"We've got to meet the kids at their own level, and must respond to their own whims," he explained. "Television has a lot to do with influencing them."

But what about brass? Is this dead? "Not on your life," Gazarian said. "In fact, right now it appears to be coming back, with band instruments getting more deeply involved in rock music. Especially the tenor sax, with its expanded range, extending its capacities both an octave higher and lower.

Drums are always big because every group has to have a set of drums. They are especially popular with teen-agers, as shown by the fact that an estimated 90 per cent of the store's drum business is with children below college age. This compares with about 75 per cent of all the musical instrument business in the under-18 classification.

Keeping up with trends means following the record sales, for these indicate what is going to be popular in instruments. "You have to know what's on top in recorded music, and this also points to revivals in ancient instruments such as recorders, zither-harp, and others, which may be coming back into style."

At present, the musical instrument section is located on the first floor, having been moved up from the basement.

"We're not sure of the location, but probably it will be close to the record department. It's a good way to check on sales trends."

11 Countries Attend Ember Meet Aug. 27

LONDON — Delegates from Sweden, Denmark, Holland, France, Belgium, West Germany, Austria, Switzerland, Greece, Finland and Spain attended the informal sales conference organized by Ember Records at the Mayfair Hotel, Aug. 27.

The representatives were given a preview of Ember's fall product, the theme of which was "Something for Everyone." Seven major album releases are planned for this month and October and the first of these, scheduled for release on Friday, 13, will be LP's by Bill Haley, the Rolling Stones and the late Elmore James. Ember is also planning to enter the British singles market with records by two new British artists.

Ember's last week celebrated its eighth anniversary as independent record company.

Targs Supplement Israeli Collection

CHICAGO — More than 60 selections of Israeli music have been added recently to the Fan- nie and Max Targ Collection of Israeli Music in the Chicago Public Library.

The additions are part of a continuing gift to the library, which the Targs began in 1958. Targ of Targ & Dinner, Inc., is the founder of Americans For a Music Library in Israel, which has been providing music education and libraries to Israel for many years.

Selmer Declares Quarter Dividend

ELKHART, Ind.—Directors of H. & A. Selmer, Inc., have declared a quarterly dividend of 121/2 cents per common share, payable Sept. 16. Dividends paid during the first three quarters of 1968 amount to 371/2 cents per share.

CORRECTION

NEW YORK — In last week's best selling folks chart, the publisher of "Born Free" was incorrectly listed. The correct publisher is Hansen.

Announcing the Baldwin Contemporary Classic Guitar.

It's an amplified classic guitar. But more important, the unprecedented Baldwin Prismatone Pickup doesn't change the rich, natural sound. It just makes the sound bigger, bigger, enough, in fact, to make this the first Contemporary Classic Guitar.

With the Baldwin 801 CP Contemporary Classic, you can whisper in the ears of the top row balcony. Or play crescendos against full accompaniment. Baldwin's exclusive Prismatone Pickup lets you be yourself—with the warm responsive sound you've always wanted. No switches, no knobs. Your fingers are the tone and volume controls.

This pickup, by the way, is as unique as the scientific work that went into it. For a quarter of a century, Baldwin has dedicated itself to the superior amplification of acoustical instruments. The Baldwin Contemporary Classic costs $199.00. For a free pamphlet giving all the details, please send us the coupon below.

Baldwin

The Sound Investment

Baldwin Piano & Organ Company
1801 Gilbert Avenue
Cincinnati, Ohio 45202

Gentlemen: Please send your free pamphlet giving all details. Where can I try out your new Baldwin 801 CP Contemporary Classic Guitar?

My name is______

Address______

City______

State______

Zip Code______

Baldwin's breakthrough in the amplification of the classic guitar has already won the endorsement of fine guitarists like Charlie Byrd, Laurindo Almeida, Jerry Reed and Bobby Goldsboro.

SEPTEMBER 7, 1968, BILLBOARD
Selling Rhythm and Blues? 
You Can Sell Gospel, Too

CHICAGO — Shifting popula-
tion in urban communities can
dramatically affect record mer-
chandising. This was pointed out by Mike Allen, United Rec-
tord Distributors here, a firm
now offering gospel and spiritual pre-packs.

“If a store is selling any amount of r&b records it can move gospel records,” Allen
said, “in fact, if a store has a r&b business it’s losing 10 per-
cent of its volume by not of-
ferring gospel albums.”

Allen and co-worker Leroy Phillips have simplified the whole approach to gospel by grouping five each of 10 albums
in a pre-pack merchandising as-
sortment. United also has a 100-album pre-pack, consisting of five each of 20 albums.

Artists in the pre-packs in-
clude Southwest Michigan State
Choir, Cleophus Robinson, Brother J. May, James Cleve-
land, Shirley Caesar and Cass-
ette George.

Some of the titles are color-
ful: “Haircut in the Wrong Bar-
er Shop” and “Back Sidin’
Hefter,” two of the 10. La-
nels included are Pecock, Hob
Salam and Audio Gospel.

Allen said there was no sig-
nificant difference between
“Gospel” and “Spiritual.” The
whole approach at United, he said, was to simplify the mer-
chandising of this unique produ-
cut.

“Merchandising is finding a market and developing it,” he
said. “This is what we’ve done in gospel music. We select the
cream of the product for these pre-packs. We also select for
particular areas. As new re-
leases are added we re-group the titles accordingly.”

Allen said United is also sell-
ing gospel product in bulk, after
several rack jobbers found that
gospel albums would move in
certain stores. United also of-
fers a rack that Allen describes as an inventory control plan.

Gospel product is still pri-
mary merchandise of the store,
although Nashville is offering
compatible albums suitable for
either stereo or mono phono-
graphs. The price has been
maintained at $3.79 list.

Allen indicated that dealers
can expect to turn gospel al-
bums “at least six times a year”
and that many gospel titles have
a somewhat longer selling life
than other types of music.

“We’re selling just as many of
James Cleveland Vol. 1 as we
are Vol. 6,” Allen said.

“Naturally, as more albums are
added to the catalog by an
artist, we will drop back pro-
portionally on what we put into
pre-packs.”

United is also offering a pre-
pack of gospel singles. This as-
sortment consists of 100 records
made up of between 20 and 30
titles. Allen is also working on
a “Top 20” singles merchandis-
ing plan. Singles sell at retail for
$1.

“There’s a ‘died in the wool’
following for this type of music,”
Allen said. “Radio station
WBEE in Chicago Heights was
recently documented by a church
group because the congregation
thought the station wasn’t play-
ing enough gospel.”

Calif. Auto Radio Into 
Psychedelic Light Field

LOS ANGELES—California
Auto Radio (CAR), manufac-
turer of 8- and 8-track auto
stereo tape players, has expanded
into the psychedelic light equip-
ment field with a line of auto
and home units.

The company will market an
auto light unit for $29.95
and two home units, a $39.95 model
and a two-speaker, two light unit
for $125.

When hooked to either a car
radio or stereo, explains Bob
Maniaci, president of CAR, the
light bar produces a pulsating
effect in time with the music.

The music activates color
lights, with red, green and blue bulbs
representing the notes.

The light bar can be adjusted
for sensitivity and bend control.
The unit also features a change-
able lens system to produce var-
ious effects with the colors.
The slides, variety of nine, will re-
tail at $1.98 each.

Maniaci plans to market the
back-to-school market
Boosts Recorder Sales

BOULDER, Colo. — Lyle
Aber, veteran sound-equipment
retailer here, considers parents
with sons and daughters away
in school ideal prospects for not
only one, but two small tape
recorders. His reasoning is that
its easier to record one’s thoughts on tape than it is to
put them in a letter.

Aber who rates small, battery-
powered tape recorders as the
top-selling item during his back-
to-school profit harvest bases
his merchandising approach on
a complete list of all students
graduating from local high
schools. Following graduation,
the dealer sends the parents of
every graduate a letter in which
he congratulates the family on
the student’s success. He then
plunges into the matter of cor-
respondence between parents and children.

Pointing out that college stu-
dents tend to be tardy with their
letters home, Aber explans to
the parents that the ideal solu-
tion is a matched pair of tape
recorders which permits the
person at either end to “dictate a letter” and mail it for seven or
eight cents on a regular sched-
ule. Next, he emphasizes the
ex-
cellent quality of small tape
recorders, which he feels that he can
guarantee.

Quality Sets

Limiting himself to quality
sets which sell for $40 on up.
Aber advises the prospective
customer that the recorder can
be traded in on more expensive
stereo models at a later date.

The dealer has found that he
can sell these top-flight models
more easily than $19.95 “toys”
which have alienated some people away from the minia-
tures.

Once at the store, the parents
are treated to an effective dem-
(Continued on page 45)
Aber invented almost 10 years ago. Under this plan, 10 percent of the purchase price on anything parents buy for their youngsters in college is immediately credited to an open account for the next purchase. Consequently, if a customer invests $175 in a tape recorder, radio or phonograph, 10 percent of that amount is credited to the next purchase which may be a television set or stereo phonograph. Heavily advertised and well-known to everyone in the Boulder area, this policy has been responsible for a steady flow of "repeat sales. The huge success which Aber has had in selling the back-to-school market has brought his over-all volume up to the point where it rivaled the Christmas season. As Aber explained it, "The kids of today are under the heaviest educational load in history. Anything which will save time and satisfy the need for constant communication with parents is bound to be attractive to them."
THE NOBLE EATS THE BALLAD SOUNDS—Electronic & Kids 74001

The put cheese and fried of today's pop scene and the Holy Modesto Records (a Discov North Albums, which are
SPECIAL MERIT PICKS

POPULAR
RICHARD MAGNUSON—Ferry & the Pardos, "You're Mine" 9-723 [S].

LOW-PRISE CLASSICAL

TONY ROBBINS—Canada's Most Rewarding Young Symphony Orches-

ALBUM REVIEW RANKING

4-STAR

COUPON: APATHY OF SUELI AND COLD—Sue's Matinee, Discal 107 (S).

POPULAR
WINDSOCKS—Richard Strauss & Johann Strauss—Ensemble, Discriminative (Lee Robusti), Decca DL 71085 (S).

RELIGIOUS
WAYNE NEWTON'S SOUNDS OF FAITH—Unison Music 1058 (S).

SONGS OF INSPIRATION—Fred Waring and the Pennsylvanians, Decca DL 71086 (S).

GOSPEL

IF I CAN HELP SOMEONE—(From My Sining Concert Tour) Wind Ensemble, Velp VPS 16582 (S), VP 3553 (W).

ALBUMS

CHART SPOTLIGHTS

HUM MUSTAKEL—1959 10805

Some early work of Mustakel's that is probably more effort than the material he is releasing today. However, all the usual Avant-garde techniques are there—some rather nice effects, including one by a Sasheka artist. H eating to him is a little harder. Other lines are rather nice, but overall this is a "Mustakel's Window" and not easy to follow.

DREAM A LITTLE DREAM OF ME—The Howard Roberts Orchestra and Chorus, Kopp SK 7510 (S).

An outstanding album of beautiful crooners. The tunes are lovely, the sound is good. With radio originally from this interesting format, this album could be a winner. It clearly shows that Howard Roberts is a man of many talents and has something worthwhile to offer. It is an excellent album and a fine addition to your collection.

CHOCOLATE MOOD—The Zeos, Sinbad 7516 (S).

This debut LP is noteworthy for one reason: it is a concept album. The songs show a lot of creativity and have been well

JAZZ

THAT CERTAIN FEELING—John Patter-

FORTUNELANDER/JONES—Berlin Philhar-

Jazz

HAPPY TIME IN THAT "OLD TIME" STYLE—The Witches John Orchestra, Decca JL 7055 (S).

POSIX

HAPPY TIME IN THAT "OLD TIME" STYLE—The Witches John Orchestra, Decca JL 7055 (S).

We're going to spend a lot of money and pass. Please

HAPPY TIME IN THAT "OLD TIME" STYLE—The Witches John Orchestra, Decca JL 7055 (S).

We're going to spend a lot of money and pass. Please
HEY DIDDLE DIDDLE

JAY & THE TECHNIQUES HAVE RUNAWAY WITH A HIT

SMASH

A Product of Mercury Record Productions, Inc.
35 East Wacker Drive Chicago, Illinois 60601
A VYNL Corporation
Col. Campaign Seeking to Close Gap Between Pop and Classical

NEW YORK — Recognizing the softening of barriers between pop and classical music, Columbia Masterworks this month is beginning a large-scale “Buckskin” advertising and promotion campaign. The campaign, geared toward softening of barriers between pop and classical music, will be carried with substantial editorial and commercial support. Several complete operas are in this last category, among the Maria Callas “Carmen” on Angel is the “must list.”

For example, he estimated that naval hospitals do well with classical product despite limited space, because most customers are officers and nurses.

Name artists are important, Goughan noted, explaining that many classical customers were familiar with the music being offered, but specialists in the consumers who don’t normally buy classical products.

His basic classical list is divided into four sections ranging from those that should never be out of stock at any of his serviced departments to more selective merchandise that only would be carried where he judged the audience.

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Highway to classical

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NMS’ Listing of All ‘Must’ Items for Serviced Racks

MEDFORD, N. J. — Following is a list of must items for all racks serviced by National Merchandising Service Corp.

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<tr>
<th>TITLE</th>
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<tr>
<td>BEETHOVEN, Piano Concerto No. 5 (Emperor)</td>
<td>Ansermet/Bernstein, Philadelphia Orchestra</td>
<td>RCA</td>
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<tr>
<td>BEETHOVEN, Symphony No. 9 (Choral)</td>
<td>Leinsdorf/Bernstein, New York Philharmonic</td>
<td>Columbia</td>
</tr>
<tr>
<td>BIZET, Carmen (3 LP’s)</td>
<td>Callas/Giulini/Paris Opera Orch. (Ferras)</td>
<td>Angel</td>
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<tr>
<td>GERSHWIN, Rhapsody in Blue/American Inatiive</td>
<td>Bernstein</td>
<td>RCA</td>
</tr>
<tr>
<td>GROFE, Grand Canyon Suite</td>
<td>Ormandy/Los Angeles Symphony Orch.</td>
<td>RCA</td>
</tr>
<tr>
<td>RODGERS, Victory at Sea, Vol. I</td>
<td>Ormandy/Philadelphia Orchestra</td>
<td>RCA</td>
</tr>
<tr>
<td>RODGERS, Victory at Sea, Vol. II</td>
<td>Ormandy/Philadelphia Orchestra</td>
<td>RCA</td>
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<tr>
<td>RODGERS, Victory at Sea, Vol. III</td>
<td>Ormandy/Philadelphia Orchestra</td>
<td>RCA</td>
</tr>
<tr>
<td>TCHAIKOVSKY, Swan Lake</td>
<td>Philadelphia Orchestra (Ormandy)</td>
<td>Columbia</td>
</tr>
<tr>
<td>TCHAIKOVSKY, Nutcracker Suite</td>
<td>Boston Symphony Orchestra</td>
<td>RCA</td>
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<tr>
<td>MUSIC AMERICA LIKES BEST</td>
<td>Boston Symphony Orchestra</td>
<td>RCA</td>
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Albums stocked by most racks serviced by NMS are:

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<tr>
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<tbody>
<tr>
<td>BEETHOVEN, Piano Concerto No. 4</td>
<td>Van Cliburn/Chicago Symphony Orch. (Reiner)</td>
<td>RCA</td>
</tr>
<tr>
<td>BEETHOVEN, Piano Concerto No. 5</td>
<td>Van Cliburn/Chicago Symphony Orch. (Reiner)</td>
<td>RCA</td>
</tr>
<tr>
<td>BEETHOVEN, Symphony No. 3 (Eroica)</td>
<td>Ormandy/San Francisco Symphony</td>
<td>Columbia</td>
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<td>BEETHOVEN, Symphony No. 6</td>
<td>Ormandy/Cincinnati Symphony</td>
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<td>BEETHOVEN, Wellington’s Victory</td>
<td>London Symphony Orchestra (Dobrow)</td>
<td>London Festival Orchestra (Black)</td>
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<td>GROFE, Grand Canyon Suite</td>
<td>London Symphony Orchestra</td>
<td>Mercury</td>
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<td>HANDEL, Messiah</td>
<td>London Symphony Orchestra</td>
<td>Mercury</td>
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<td>LIZST, Piano Concerto No. 1/RACHMANINOFF, Concerto No. 2</td>
<td>Rubinstein/RCA Victor Symphony Orchestra (Markham)</td>
<td>RCA</td>
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<td>PROKOFIEV, Peter and the Wolf/TCHAIKOVSKY, Nutcracker Suite</td>
<td>Tebaldi/Bergen/New York Philharmonic (Bernstein)</td>
<td>Columbia</td>
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<td>PUCINNI, La Boheme (Highlights)</td>
<td>Barcelona Symphony Orchestra</td>
<td>RCA</td>
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<td>PUCINNI, Madame Butterfly (Highlights)</td>
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<td>RAVEL, Bolero/BOUDIN, Polonaise Donce</td>
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<td>London Festival Orchestra (Ormandy)</td>
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<td>RIMSKY-KORSAKOV: Scheherazade</td>
<td>London Symphony Orchestra</td>
<td>Angel</td>
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<td>SIBELIUS, Finlandia/Symphony No. 5</td>
<td>London Symphony Orchestra</td>
<td>London Festival Orchestra (Ormandy)</td>
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<td>TCHAIKOVSKY: Nutcracker Suite</td>
<td>London Symphony Orchestra</td>
<td>London Festival Orchestra (Ormandy)</td>
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<td>TCHAIKOVSKY, 1812 Overture/Carrousel Suite</td>
<td>New York Philharmonic</td>
<td>London Festival Orchestra (Ormandy)</td>
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<td>VERDI, Aida (Highlights)</td>
<td>Philadelphia Orchestra</td>
<td>Philadelphia Orchestra (Ormandy)</td>
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<td>BLUE DANUBE</td>
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<td>JACOLUSE</td>
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<td>MUSIC FROM MILLION-DOLLAR MOVIES</td>
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<td>REVIVAL</td>
<td>Philadelphia Symphony Orchestra</td>
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<td>RITUAL FIRE DANCE</td>
<td>Philadelphia Orchestra</td>
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<td>RED ARMY ENSEMBLE</td>
<td>Philadelphia Orchestra</td>
<td>Philadelphia Orchestra (Ormandy)</td>
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<td>SOVIET ARMY CHORUS AND BAND</td>
<td>Philadelphia Orchestra</td>
<td>Philadelphia Orchestra (Ormandy)</td>
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<td>SERENADE FOR STRINGS</td>
<td>Philadelphia Orchestra</td>
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<td>STAR DUS</td>
<td>Philadelphia Orchestra</td>
<td>Philadelphia Orchestra (Ormandy)</td>
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Baritone Renato Capocci will sing Dr. Bartolo in the five performances of Rossini's "Il Barbiere di Siviglia" at the San Francisco Opera this season, replacing Gerard Evans, who is taking a rest on doctor's orders after his strenuous schedule at the Salzburg Festival, where he appeared in Mozart's "Don Giovanni" and "Le Nozze di Figaro." Walter Dumux, chairman of the University of Southern California's opera and conducting departments, begins his duties this month as director of the University of Texas Symphony and the university's Opera Theater.

Shirley Verrett makes her Metropolitan Opera debut in the title role of Bizet's "Carmen" at a subscription performance on Sept. 21. The cast also will feature Jon Vickers, Marilyn Horne, Michael Duvall, with Zubin Mehta conducting. Puccini's "Turandot" will be given in a non-subscription matinee on Sept. 28 with a cast that has billed as Agne Nilsson, Sandor Konya, Gabriella Tucci and Raymond Ribbman. Mehta conducting Tenor Giorgio Aragall debuts with the company in the Duke of Verdi's "Rigoletto" on Sept. 19. The performances also will feature Roberta Peters, Cornell MacNeil and John McCarthy, with Fausto Cleva conducting.

FRED KIRBY

**D.C. Opera to Make Returns**

WASHINGTON — The Opera Society of Washington will return for a three-program season in 1968-69. The society's last production was the world premiere of Ginastera's "Bombazo," which was recorded by CBS.

The society also is planning to commission Ginastera's third opera, tentatively titled "Beatriz Cenci," which is expected to be completed in time for presentation at the 1969-70 season, when the J.F. Kennedy Center for the Performing Arts is slated to open.

Régis Resnik and Teresa Stratas will appear in Menotti's "The Medium," which will be paired with that composer's "The Telephone" and "The Night Visitors." The coming season's other operas will be Puccini's "Manon Lescaut" and Cavalli's "L'Orbitola.

**Little Boy Blues Puts on Mature, Solid Showing**

NEW YORK — Little Boy Blues, a young four-man Chicago group, overcame amplification problems at Trude Hel- ler's on Monday (26) to demonstrate considerable promise. Sometimes the amplification almost overpowered lead vocalist Mark Coplon, but the strong-voiced guitar-walker generally came through.

In two early numbers, "I'm Here/I'm Gone" and "Little Boy Blues" backup work moved well with Coplon's electric guitar. Pete Pollok, intensifying his sound during instrumental sections, The sound problems became acute after Ray Levin switched from organ to bass guitar. The combined sound of Pollok and Levin often seemed too strong for the discography.

But the group's musicianship, including the steady work of drummer Bill Jameson, still was evident as Coplon varied "I've Got My Mojo Working," "To Love Somebody," "LSD" and "Get Reassy." The quartet's forthcoming debut album on Smash should supply better balance.

**Peer-Southern Issues 3 Scores**

NEW YORK — The Serious Music Department of Peer-Southern Music is issuing three new scores, including the Five Portuguese Folk Songs for Piano, by Halley Stevens. The other scores are "Father, Hear Us Pray" for women's chorus and organ by Glen W. Darst, and "Mexica Para Dos Piano," by Rudolfo Halfier.

The Educational Department is issuing pieces for piano by David Diamond, oboe by Whit- ney Tossin, and trombone by David Uiter.

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OCTOBER 12th

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1888-1968

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20th Anniversary
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Tell YOUR story to an audience who is interested, informed and will re-read this section again and again.

ad deadline SEPTEMBER 27th

CONTACT YOUR BILLBOARD SALESMEN NOW!
MASSACHUSETTS OPERATORS and wives pictured at the Trimount party are Rea and Irene Laffoonce, Russ and Bert Mawdsley, Roland and Huguette Balboni, Jerry and Jill Balboni, Ray and Doris Barker, Ted and Lorraine Grant, George and Adel Hatzipietra, George and Alice Martin, and Frank Marks, executive vp of the recent Goldy Convention in Miami. This was the first time in which the Trimount Automatic Sales went out to the road, and the entire staff of the New England distributor was working on the promotion, and about 350 tickets were sold at the Trimount gathering. Operators from Maine, New Hampshire, Vermont, Rhode Island, Connecticut and Massachusetts are already set to attend, including Frank Marks, New London, Conn; Rudy LaForest, Woonsocket, R. I.; Tony Cinceter and Jim Marzochi, Pittsfield, R. I.; Dino Doni, Manchester, N. H.; Joe Joiner, Hanover, N. H.; Joe Furris, Madison, Me; Martin Oliver, Portland, Me; Lou Manion, Manchester, N. H.; Anthony Joseph, Cranston, R. I.; Lou Mansolillo, Providence, R. I.; Mrs. Josephina Dana, Florence, Mass.; and Sol and Irving Taube, Manchester, N. H.

ROWE INTERNATIONAL executives pictured at the annual Trimount Automatic Sales outing last week. From left, Elliot Rosen, David Rosen, Philadelphia; Jerryne Marcus, vice-president, treasurer of Rowe; Roy Taber, vice-president of marketing, Rowe, and Harry Martin, executive vp of Rowe, and director of Rowe's parent firm, Triangle Industries, Inc.

ROWE BURLGRAF Alarm Now on Cigarette System

WHIPPANY, N. J.--Rowe International, Inc., last week announced that its new Riviera cigarette vend ors, would be equipped with the firm's low-cost, gas-operated burglar alarm. The alarm device was previously introduced on the Music Master jukebox.

"The Rowe alarm system is an extremely simple, gas-oper ated device," said Joe Barton, vice-president of domestic sales. "It has neither a high initial cost nor any maintenance cost. It is completely foolproof. It is triggered when 17 pounds of pressure is applied."

Set MOA Games Panel; Mail Reservations

CHICAGO—The Music Operators of America (MOA) summer seminar in games tournaments has lined up five participants to date and indications are this feature will be every bit as exciting as the seminar on one-stops. This was the view expressed by MOA executive vice-president Fred Granger here last week. Granger also met with banquet chairman Bill Anderson. Anderson, of Broom & Anderson Amusement Co., Logan, W. Va., was here as a delegate to the Democratic Convention.

DISTRIBUTORS FROM ACROSS THE COUNTRY were on hand in New Orleans for the recent unveiling of Rock-Ola's Model 440 Jukebox and background music system.

DISTRIBUTORS GATHERED for a closer look at Rock-Ola's 440 jukebox after it was unveiled in the parking lot and aoptional dollar bill acceptor. Optional animation is also offered. The new rock music system, called Tape Top 440, is a product of Casco Music Systems. Speaking for Casco, Jack Hopson explained that tape is year-old outlet will attend. Representing Empire will be present.

FRED GRANT
S. D. Tourney
Underway; Assn. Erects Billboards

ABERDEEN, S. D.—The South Dakota Music & Vending Association has 64 pool tables entered in a Statewide tournament that will conclude in Pierre Nov. 24-26.

At a meeting here recently the trade group also authorized the construction of several billboards welcoming tourists to the State.

The association will receive $6,400 in prize money which is collected each year during the 10-week tournament. Out of this, $23 from each location will go for local newspaper advertisements. The special billboards cost $500 for two signs and land rights. They will be placed on interstate routes.
KAMA Meeting
MANHATTAN, Kan. — The Kansas Amusement & Music Association (KAMA) will observe its first anniversary here Sept. 7-8 with a banquet and meeting at the Continental Inn. The agenda includes an election of officers and directors, and an address by John Masters, president of the Missouri Coin Machine Council and director of the Music Operators of America.

MOA Sets Its Games Panel
* Continued from page 51

Although MOA has held its convention at the Sherman House before," said Granger, "we have not held the banquet there. It was necessary for Bill to go over the hotel facilities and review the planning."

In other convention developments, Granger said last week's MOA newsletter contained hotel room reservation cards for the Oct. 11-13 event. "Every indication is that we will have over 2,000 this year, and I urge people to send in their reservations as soon as possible."


The panel is headed by Robert Nimel, Lucky Coin Machine

Empire Sets Sept. 6 Open House Affair
* Continued from page 51


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EVERYWHERE

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100 Series 56" x 101";
90 Series 52" x 91¼".

The panel is headed by Robert Nimel, Lucky Coin Machine

MOA Sets Its Games Panel
* Continued from page 51

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Coinmen In The News

DENVER

The local coin machine fraternity paid its respects over the past few weeks to Lou Sholman, following the recent death of his wife Josephine. 

Hosea Butts, Northern New Mexico operator, was in Denver recently to buy new phonographs and a pick-up truck to haul them to his remote locations.

Dr. S. Ray Brown, head of Draco Sales, Denver Worldstar distributor, is traveling more than ever, extending his sales prospecting over the longest distances in company history. An intrepid visitor, Art Jentzen, of Clavis, N. M., made the rounds of Denver distributors recently. Military build-ups in New Mexico have considerably amplified Jentzen's routes.

Back with Draco Sales Co. is Frank Negri, who rejoined the staff after an absence of several years. With his brother Leo, an expert in stereo installation, Frank has been a familiar figure in the Denver coin machine industry for more than three decades.

August has been a pleasant surprise to Appolo Stereo Music Co., which reports tourist volume at its peak, following a slow June and July. Many motels in the mountain areas were discouraged ad

vertising winter rates, when the sudden August influx turned up. Collections, which had been well below the usual figure by the end of July, will easily be made up by

Denver business. This is seconded by Jack Cowper, operator from Douglas, Wyo., who has many locations in the Wyoming Rocky Mountains.

Say You Saw It in Billboard

SPECIALS! COMPLETE, AS IS

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<th>Item</th>
<th>Price</th>
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<tr>
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<td>ROWE 14 AMBASSADOR, ALL COIN</td>
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<td>ROWE 77 CANDY, COINMASTER</td>
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<td>ROWE 77 CANDY, 3¢ CHANGER</td>
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<td>STEELHADE 350 CAN VENDER</td>
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<td>SEEBURG 6-2 CIGARETTE</td>
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<td>CORSAIR 30 CIGARETTE</td>
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<td>ROWE 500 Single Cup COFFEE</td>
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<td>ROWE 500 Single Cup COFFEE</td>
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Bulk Vending News

Need for More Men & Boys' 25¢ Novelty Items—Nelson

CHICAGO—Jack Nelson, Logan Distributing, Inc., here, said last week he hopes manufacturers will begin to concentrate on men and boys' 25¢ novelty items. For men, he suggests such novelty merchandise as goody key holders, watches, golf tees, and other items for the man. For teen-age boys he suggests tricks and games.

"We have plenty of jewelry items for both women and men," said Nelson, considered to be one of the pioneers in 25-cent vending.

Nelson also started our servicing operators with 25-cent items as long as eight years ago (in the days of the Victor V-1 capsule), now has seven major 25-cent mixtures, all pre-packed in two-inch V-2 capsules. "Our hottest-selling items are in our two club mixes, which have eight different items in each one," he said. Next are two wiggle-animal mixtures, each with 13 different items. A third mix consists of 30 different novelty items. Logan also has an all-men's mix of 15 items and an all-ladies' mix of 22 items.

Logan is also making its own display forms, using a special skin-pack process that gives the display a glossy, fresh look, Nelson said.

"Quarter vending is allowing the operator to move into a different market, and display is very much a part of it. We're having operators tell us that where they locate a quarter machine next to an existing bank of four or six units, all the machines pick up.

"When you attract an adult to a stand to purchase a quarter item, he will also buy a nickel for a dime item or even a quarter, Nelson said.

"Motels, truck stops, bowling alleys and movie theaters were just a few of the locations Nelson mentioned that are now allowing operators to install quarter vending units.

MOA Streamlines Convention Show

CHICAGO—The Music Operators of America (MOA) Show, to be held here Sunday, Oct. 13, at the Sherman House, will be the finest in the organization's history, with only one artist from each label appearing on the program.

Hirsh de La Viez is handling arrangements, for the show which will include Frank York and his orchestra. Showtime is set for 8:30 p.m., following the convention banquet.

Guaranteed Used Machines

MECHANICAL PARTS, SUPPLIES, WRIGLEY'S MUNCHIES, as manufacturers of the Americanization's history, have furnished new or improved articles to make vending more practical for the rest of the industry. NVA is now proposing to the General's office so that manufacturers can be protected.

Just prior to the meeting, Mitchell said NVA is preparing for a Baltimore city council review of our 25¢ per machine license fee.

"We have been working with various groups in Baltimore and have good reason to believe we can place over 100 per 25¢ per machine license fee.

"In an industry bulletin last week, Mitchell indicated that the trend to raising higher priced capsule merchandise highlights the importance of obtaining bulk exemption on values over 25¢ per machine.

He said NVA is pressing for the adoption by legislative bodies in Washington of a bill to make bulk vending a machine as a "non-electrically operated vending machine," which, upon insertion of a coin, dispenses the same items. This bill is now pending in the Senate and House of Representatives.

A bill has been introduced in the Senate and House of Representatives to allow a 10¢ coin to be used in vending machines.

NVA has been receiving feedback from operators regarding the proposed raising of the life insurance policy from $1,000 to $2,000. The plan NVA $15 per year per person. A raise would necessitate adding an additional $10 to $15 per year.

"We have had a good response from operators throughout the country concerning our questions on insurance and we will present the costs of increased coverage for consideration. We are preparing these figures," Mitchell said.

Mass. Programmer

"We have had a good response from operators throughout the country concerning our questions on insurance and we will present the costs of increased coverage for consideration. We are preparing these figures," Mitchell said.

"WBZ, Boston, drives me crazy sometimes, but I know this station plays the records the youngsters want and I get plenty of good ideas by listening."
Urban Industries Expanding: Making 50 Panoramas a Week

LOUISVILLE — Increasing more liberal court attitudes on adult entertainment and gross receipts as high as $50 per day has caused operators to take another look at Panoramas. This is the view of Nat Baily, president, Urban Industries, Inc., here, which is now producing 50 Panoramas a week and has expanded its factory by another 8,000 square feet.

In addition to Panoramas, the six-year-old company is also producing Professor Quasser, a knowledge testing amusement game, for Mondial International. The firm here is employing 200 people and now consists of 16,000 square feet of space, not including a separate cabinet department, which will not be moved immediately.

"Our biggest growth has come in the past four years," Baily said. "We ship more Panoramas now in a month than we used to in an entire year. This growth is due to the growing popularity of Panoramas, plus the fact that the old Mills machines are wearing out and we're the only people operators can turn to."

Baily said his company sells about 50 per cent of its Panoramas to location owners and the remainder to operators. "We've found it practical to set up distributors or give exclusive rights in a territory. The distributor ends up operating the machines and won't sell them to operators again."

Urban Industries is making two basic models of Panoramas. An urban model sells for around $2,900, depending on quantity purchased. A counter model sells for $2,700; the pricing is 25 cents for a two-minute film and the film's Hollywood producer "has thousands of films available, all censored by Eastman Kodak." The best locations right now are bookstores. Operators can pay for a machine in 30 days. We've had plenty of cases where units were shut down after 90 days."

According to Baily, the various approaches to audio/visual in the coin-operated amusement business have failed because most do not focus on the individual. "A visual concept is no good if it's for two or more people. The only thing that saved the Mills Panorama was that it could be converted to our type of operation. Baily also encourages operators to treat more money per play on equipment. "Operators will never see prices on equipment reduced. A part that used to cost $75 now costs $1.16. A lot of the increased costs have been absorbed by manufacturers," said Baily, who added that he runs an arcade here and is aware of the problems facing operators now."

NAT BAILEY, president, Urban Industries, Inc., left, poses with officers Gary Benefield and plant superintendent Don Tyra. The brothers dramatized the ground-breaking for a new 8,000-square-foot expansion of the Louisville factory, where Panoramas are being built.

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TEXAS HOUSE OF REPRESENTATIVES

AUSTIN, Tex.—A chairman for a special House study committee to investigate alleged financial connections between taverns and vending machine firms has been appointed by House Speaker Bob Barnes.

The Texas Legislature in a special June session authorized the study group after charges by Rep. James Clark of Dallines and others that vending machine firms were controlling Taverns and private clubs through financial loans.

Rep. Dick Corey of Victoria, chairman of the House State Affairs Committee and the committee that studied liquor law reforms, has been named by Barnes as the chairman of the study committee.

Barnes said he and Corey will meet to select four other members from the State affairs committee to serve in the investigation.

Clark had earlier criticized Barnes for not appointing a study committee. Clark was promoted a seat on the committee when it was approved by the legislature. Barnes said that he wants the committee to make a thorough, in-depth study of the financial relationship of all establishments that hold licenses under the State Liquor Control Act and the suppliers of goods and services.

He further stated that the liquor legislation and the recent information about vending machine firms should be combined in a package of reforms submitted to the legislature in January.

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SEE—learn all about the exciting new music maker that TURNS ON...TUNES IN... TAKES OVER a whole new generation of swingers for you!

SEPT. 9 THRU 14!
**Trimmount Fete**

- Continued from page 51

International, Inc., were Harry Marti, executive vice-president; Ray Tabor, vice-president, marketing, and Jerry Marcus, treasurer. Ellis Rosen, David Rosen, Inc., Philadelphia, was one of several from out of town. Paul Basset and William Warren, Brandt Money Handling Products, were also here.

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**Rowe Burglar Alarm**

- Continued from page 51

sure is exerted between the door and the cabinet." In an open area, Barton said, the alarm could be heard a mile away.

"Most importantly, the alarm is triggered before any damage is done to the machine," Barton said.

Vice-president of marketing, Ray B. Tabor, said: "The cigarette operator has been especially hard hit by vandals and thieves, and the result has been that many vendors in high-risk locations have chosen to reduce the inventory in their machines and stock them more frequently. Other vendors have been forced to pull out of high-risk locations entirely."

"Tabor called the burglary alarm "the most significant development for the cigarette operators in years."

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**Best Picks**

- Continued from page 53

**CHICAGO**


**CINCINNATI**


**CRETE, NEB.**


**DELPHOS, OHIO**


**EMPORIA, KAN.**


**GAFFNEY, S. C.**


**GREENVILLE, S. C.**


**HOLYOKE, MASS.**


**HURLENYVILLE, N. Y.**


**MADISON, WIS.**

"R.C.A.;" "You Made Me Love You," Patsy Cline, Decca 25738.

**OAKLAND, CALIF.**


**PEORIA, ILL.**


**PORTLAND, ORE.**


**TOMS RIVER, N. J.**

The Step Ahead
Rowe AMI Music Master

Only jukebox with a built-in stool pigeon.

New Music Master has exclusive Rowe Alarm System. A burglar alarm that's loud as a fire siren! Goes off if the cashbox door is tampered with in any way. It's gas-operated. No batteries, no electrical system. And it's standard equipment.

Here's another big feature: Revolutionary RoweVue. Automatically displays full color slides, at 15-second intervals, on a bright 6' x 9' screen. A real attention grabber. Slide sets available. Girls, sports, record personalities, scenic America, and more.

Other Music Master exclusive features:
- Change-A-Scene front panels
- New 2-Wire Systems for remote volume and cancel control
- New, simplified Dollar Bill Acceptor
- 3-in-1 programming (Change from 200 to 160 to 100 selection)
- Patented Stereo Round sound
- Easy "Lift-Off" front door

See your Rowe distributor for all the money-making details.

Rowe international, inc.
A SUBSIDIARY OF TRIANGLE INDUSTRIES, INC.
75 TROY HILLS RD., Whippany, N.J. 07981
Three chart climbers in the new hit tradition handed down from Heritage.

Top 40 all across the country... and still climbing!

And Suddenly

THE CHERRY PEOPLE

From their debut album, also heading for the top:

And suddenly, these new smash singles... both picked by Dick Reus of The Southern Survey, breaking big in the South and going nationwide!

Eeny Meeny
THE SHOW STOPPERS

May 1
BILL DEAL & THE RHONDELS

HERITAGE RECORD CORP.
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<th>E-Book Cassette</th>
<th>Week to Chart</th>
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**Artists** — Title & Label & Number

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Tenth Anniversary Albums

Now available on Ampex Stereo Tape
8-track cartridges and cassettes.

Coming soon, new releases by Arlo Guthrie, Miriam Makeba, the Jimi Hendrix Experience, Finian’s Rainbow Soundtrack, Harpers Bizarre.
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Jimi Hendrix

Continued from page 12

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Hendrix ended this final number with guitar playing of other themes, including a note-wrong "Star Spangled Banner." Noel Redding provided a steady bass and Mitch Mitchell a strong drum throughout, but Hendrix, one of the top echelon of today's pop guitarists, stole the show. The vastness of Singer Bowl seemed congenial to the trio's highly amplified sound.

Whether erect or on the floor, calm or physically assailing the amplifiers, Hendrix was outstanding. And Hendrix, who was jamming with many other groups, clearly relishes playing, especially as he played on Aug. 23. Among the other good numbers were "Foxey Lady," "Fire," and Bob Dylan's "Like a Rolling Stone."

FRED KIRBY

College, Greensboro, N. C. (13); University of Tennessee at Martin (14); Brandeis University, Waltham (15); University of Maine (1); Randersbrand, Glendale College, (

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OUR SPECIALTY

SPANISH MUSIC ON
4 & 8 TAPE CARTRIDGES

CAYTRONICS

is the only company that offers you product that appeals to ALL of your customers.

BEST LATIN SOUNDS of

TIJUANA, MEXICO • PUERTO RICO • SPAIN
from the labels of
COLUMBIA, MEXICO • TICO • ALLEGRE • RICO VOX

COME to our booth at NARM and ask about our special 10 prepack offer or write or call us today.

Our tapes SELL all over the U.S.

CAYTRONICS
DIV. of SWAN INDUSTRIES
240 Madison Avenue
New York, N.Y. 10018
(212) 683-7911

MEXICO CITY BRANCH:
STEREO JET
DE MEXICO S.A.
MEXICO CITY, MEXICO
NEW YORK—North American Philips (Norelco) is launching two promotion campaigns to kick off its most massive merchandising promotion to date. The first program, entitled "Music-to-Go," will utilize extensive and intensive advertising encompassing newspapers, magazines and television. The other, "Sound Makes the Picture," will tie in with the Eastman Kodak company. "Music-to-Go" is keyed to the company’s most recent addition to its line, the Carry Player. Each carry player-only cassette portable. Running from Sept. 3 to Oct. 31, the consumer press campaign will feature 1,200 line advertisements in 58 newspapers in 33 major markets across the nation. To aid in drawing store traffic, each advertisement will include a dealer listing.

93 Premiums
Three premiums are also pegged to the "Music-to-Go" promotion. Along with each Carry-Player, the purchaser will be offered one pre-recorded cassette containing 12 tunes. General Record Tape will be the supplier of the cassette. In addition, a fitted carrying case and membership in the National Stereophonic Music Guild, a tape cartridge club, are included. The premium package is offered for $2.95, a $4.95 value, according to Norelco.

The Norelco-Kodak tie-in centers on two Norelco recorders—the Carry-Order 150 and the Carry-Order 115K—and two Kodak Instamatic cameras—the Hawk-eyes still and movie cameras. The dual promotion will be spearheaded by a full-page advertisement in Look magazine, Oct. 1. The campaign will run simultaneously with "Music-to-Go."

Supplementing both programs, Norelco has set up a cooperative advertising campaign and will supply in-store promotion kits. Each kit will contain window-stickers, counter cards, literature and special order coupons. Each of the two promotions will have its own in-store kit.

Immediately following the "Music-to-Go" and "Sound Makes the Picture" campaigns, Norelco will present a concentrated television spot advertising campaign in major markets and a consumer magazine program which includes advertisements in Life, Look, Saturday Evening Post, among others.

PHILCO’S NEW CASSETTE line will be merchandised on cardboard whose proportions are the same as a record album. The cassette is shrink-wrapped onto the board after it has been inserted into the die-cut slot.

Philco-Ford to Bow Twin-Cassette Line
By HANK FOX

NEW YORK—Philco-Ford will introduce a line of twin cassettes mounted on cardboard similar to a record sleeve at the National Association of Record Merchandisers midyear tape meeting this week. As reported exclusively (Billboard, July 27), the company is planning a bow of its own label a series of pre-recorded cassettes in the fall.

The initial release will consist of product from Randy Wood's Mira Records, the masters licensed as part of agreements made in conjunction with Philco's Hip Pocket Records, its 4-inch vinyl disk. Among the labels represented through these agreements are Mercury, Roulette, Bang, Elektra, U.S.A. and Dynavoice.

Unlike the cassettes now on the market, Philco's product will be made up of two albums, with each side of the cassette comprising one LP. "Because one of the cassette's disadvantages," said Philco’s audio-electronics division's new products planning manager Vincent Nonac, "has been the inability to play the entire music of an album without turning the cassette over, we've lengthened the tape to play both sides in one direction."

Cost of Philco's twin cassette is $6.96. Liberty Records LTD division will duplicate Philco's product.

To prevent pilferage while at the same time permitting customer browsing, Philco will mount its cassettes on cardboard the same size as a record album. The shrink-wrapped package will feature a provided genre also similar to an LP. Each cassette fits into the die-cut hole in the bottom corner of the board.

Two series of twin cassettes will be offered—one as a teen-age-oriented monaural cassette featuring 15-100 artists and the other, a stereo cassette line of easy listening music and jazz. First series of the CTC-1000 monaural series, entitled the "Super Hits" series, consists of past hit tunes from artists such as Tommy James and the Shondells, Neil Diamond, Mitch Ryder, the Doors, the Buckinghams, the Dells, Gladys Knight and the Pips, Lee Dorsey, Gene Chandler and the McCays among others.

In the CTC-2000 stereo line, the initial issue included music of the Afro Blues Quintet Plus One, Eddie Harris, Jimmy Reed, John Lee Hooker, Jimmy Witherspoon, the Castaway Strings and Mavis Rivers, among others.

For Pete, GRT will duplicate material by Gogi Grant, Michael P. Whalen, Nashville, a budget country line, to be represented with product by Roger Miller, Red Sovine and George Jones.

Major-Minor, a British label owned by Phil Solomon, will have tape product on the line. Initial release for Diamond will be the Best of Rodgers & Hart. For Blue Thumb GRT will duplicate several soundtracks of W.C. Fields and Captain Beefheart, a new group. First product on SGC, the Columbia Records jazz division, features label includes the Nazz featured on Teenage Lullabies, the Dufts, Du Plessis and Murray Roman. Initial release on Vane will be product by Dave Stevens.

GRT also announced the renewal and extension of its tape licenses including the ABC group, Bang Short, Bell group, Cuddl/Chen group with Dunhill, King, Monument family, Sceptor group and White Whale through 1970 or beyond.

RCA Launches Hot Promotion For New Player
NEW YORK—In what Jack Kueker, executive vice president, sales operations, of RCA's consumer electronics division, termed "the biggest promotional effort in the company's tape player history," RCA will bow a new Stereo 8 player and launch a promotional campaign to support its line of three 8-track players.

The addition to its 1969 home entertainment line is a portable player which functions as a (Continued on page 84)
Could we interest you in half a million cassettes?

We'll look a volume order in the eye — knowing we have the production, knowing we have the parts inventory, knowing we have the price break.

We grew up supplying the giants of the computer tape industry with reels and cores. They demanded price, delivery, and highest quality products. Applied to compact cassettes, this means adherence to the original specifications — no substitutions.

Data Packaging Corporation
220 Broadway, Cambridge, Mass. Tel. (617) 868-6200 TWX 710-310-0840
The new cassette playback machines
From the people who invented cassettes.

Norelco introduced the Compact Cassette in the United States. And then we introduced the first line of cassette recorders. Now we're opening up the playback market with a brand-new line of cassette playback machines. A portable, and two decks that plug into existing stereo equipment.

The market is everywhere. From kids to grandparents. They're all looking for music that's easy to play. Easy to take care of. And that's what the cassette is all about. There are plenty available, too. And more coming in every day. From Rock to Pop to Bach.

Stock up on our playback line now. If it's cassette, we know more about it than anybody. And we sell more of it than anybody. (According to the latest data from Trendex, Norelco is number one in over $50 cassette machine sales.)

Norelco®
The Re-inventor of Tape Recording

New Norelco 2502. Automatic stereo cassette changer deck player. Plugs into existing stereo systems. Holds 6 cassettes at one time. Automatic stop after last cassette. 60-10,000 Hz. Walnut cabinet. Under $130.


**Tape CARtridge (NARM)**

**Tape is an Arm of Record Trade, Malamud States**

By HANK FOX

There’s no such thing as a tape CARtridge industry,” insists Jules Malamud, executive di-
rector of the National Association of Record Merchandisers. “Tape is an adjunct of the record
industry. We consider records and tape as parts of the same business—music business.”

During the formation of its tape division following its annual meeting last March, several mem-
bers proposed the establishment of an autonomous association within NARM while others advocated
a new name for the association which incorporated the word “tape.”

“We formed a tape division,” Malamud con-
tinued, “because the tape cartridge is new and represents the highest rate of growth in the record
industry. We feel we owe our regular members a special meeting to discuss and exchange ideas and
marketing concepts of our tape CARtridges.”

Already Involved

“Most of NARM’s member companies are al-
ready involved in open reel and tape cartridges,”
Malamud said. “And so are the record companies
—even those who license their product for dupli-
cation and marketing.”

There are, however, members of NARM who,
according to Malamud, don’t realize the great sim-
ilarities between records and tapes. Most of these
are automobile parts jobbers (who now ac-
count for a large percentage of NARM’s new
members). “These wholesalers have to learn about
the music business. Marketing heaters is totally
different from marketing recorded product.” Mal-
amud also noted that several automobile parts
jobbers moved into the rack jobbers, following their entry into tape cartridges.

To further cite the monopolistic base of the
music industry, Malamud said that during the mid-
year tape convention, most record merchandisers,
distributors and one-stops would also be discussing
their conventions with their colleagues and record manu-
facturers. “And don’t expect the annual meeting,
which is devoted to records, to be void of tape
topics.”

Because of what Malamud termed the “success-
ful scheduling of their own convention meeting held at
conventions,” NARM’s tape meeting will be
similarly patterned. At press time, some 70 regu-
lar member companies (wholesalers) had pre-
registered for the Sept. 3-6 gathering in Chicago.
According to Malamud, this represents the highest
turnout of any NARM midyear meeting.

**NARM Slates a Busy Session**

By EARL PAIGE

MILWAUKEE—Availability of product, anxiety caused by the immediate mass market
ment of tape equipment as a means to record music from the airwaves, and the
broader subject of merchandising philosophy, these will be leading issues at the National
Association of Record Merchandisers (NARM) meeting in Chi-

cago this week, according to James Tiedjens, chairman of the NARM tape
committee.

Tiedjens, who with six other men founded NARM, is president of National Tape
Distributors, said he did not know the answers to the problems of tape product availability.
“I think they will be a major issue. Our firm is dealing with distributors and end users and
we find that they concentrate so much on new releases that they fail to make catalog merchan-
dise available.”

He said the problem of timing tape CARtridges to be si-
multaneously with records was a lesser problem. “We have to overcome the basic problem of
availability first.”

Quoting an advertisement of a Harmon Kardon appearing in the New York Times last May 26,
Tiedjens said, “That boast that you may never buy a rec
cord again” is a fearful thing to many people. We have to adopt
some type of industry control over the threat posed by equip-
ment that can allow people to make their own cassettes and
cartridges.

“As record and tape suppliers, the distributors, rack jobbers, and retailers have to make available
what the music business demands. But equipment manufactur-
ers do not have to produce equipment that can be harmful to the music industry. Many manufactur-
ers in other indus-
tries have altered the course of product development in a
way that is best for their par-
ticular industry.”

Discussing the broader as-
pects of a tape cartridge-marketing
philosophy, Tiedjens, whose firm has a branch in
Chicago, said, “I’m still very much in favor of dual distribu-
tion. The exclusive tape distribu-
tor and tape rack jobber will continue to be a dynamic part of the business. We have
opened up markets for car-
ttridges that the field record
distributors would never have exploited.

Stating that he thought the “majority of the tape cartridge busi-
ness is still being done in the medicinal field,” Tiedjens
said, “There is no limit to the type of outlets that can sell tape cartridges. We’re serving medical
institutions, automotive stores, discount houses, depart-
ment stores, car wash centers, electronic stores, camera stores, record shops and many other
types of outlets.”

Tiedjens admitted that mass merchandise outlets
would probably continue to be serv-
ed because they could affor-
date with rack jobbers
because many rack jobbers have
been slow about getting into tape
aggressively. He was certain that
were the record rack is doing in the
record department—we don’t eat unless we’re moving
tape.

He said mass merchandising outlets now realizing they need a complete stereo center and
drew an analogy to the wig business. “Some years ago, the
department stores thought wigs should look right and
beauty aids section. Then someone decided that a wig
center would be a good idea and this concept really took off.
It will be the same with tape
cartridges.”

“But I do not think tape car-
ttridges should be limited to any
one section in mass merchan-
dising outlets. They should be
room with the automotive de-
partment, certainly, but tape must be represented in the
record section and with home
entertainment.”

Tiedjens said N ARM
original grew out of a nucleus of
members in the Tocotowskis
Merchandising Association.”We
had Eddie Snyder, Harry Gold.
(Continued on page 82)
Stereo Dept. Handles Equipment

By EARL PAIGE

CHICAGO—Tape CARtridge and phonograph cartridge equipment are becoming so important that large mass merchandisers such as Sears, Roebuck and K-Mart are setting up complete stereo departments in many stores. Such departments, according to Leonard Ohren here, will end the confusion of whether CARtridges should be handled in the record department, the audio section, "or out with everything else.

In viewing this newest merchandising development, Ohren, who heads Tape Distributors of America, indicated that tape CARtridges will remain with automobile equipment in these stereo centers. Such centers will not carry records, which are usually racked in a separate area by a different rack jobber.

Ohren said the automotive account probably does 50 per cent of the total tape business right now—of this, 80 per cent is 8-track. "But there is such a proliferation of accounts that it is becoming difficult to break out areas of merchandising into types of stores."

"There's a novelty store at the corner of Randolph and State in Chicago doing a terrific job in 4-, 8-track and cassettes. This store sells all types of novelties. How would you classify this kind of account?"

Categories

Ohren breaks down the market into four basic categories: automotive, installation centers, electronic stores and record stores or departments. The Cassettes are serving two types of automobile stores. Installation centers such as Tape City, the type of outlet that handles nothing but tapes, account for 20 per cent. Electronic stores account for 10 per cent and record stores account for 25 per cent, according to Ohren.

Ohren's view of the possibilities of the automotive end of the business is summed up in the word "infinite," since he guesses that only 10 per cent of these outlets are now carrying tape. In Illinois, for example, Ohren has 150 different accounts.

Ohren said Tape Distributors of America got into the automotive field "by mistake." Prior to our entry into automotive accounts last year, I was on a soapbox trying to get record dealers into tape CARtridges. Finally I went after the automotive business.

Describing two basic types of automotive accounts, Ohren said: "One is the mass merchandiser, the 100,000-square-foot outlet like Zayre's or K-Mart. The other is the Western Tire type of outlet, strictly automotive.

"When we went into automotive accounts we made one mistake and so did our accounts—we approached them like a one-stop. If one of the clerks liked Johnny Horton, for example, the stock became top-heavy with Johnny Horton. We had problems."

"Finally we decided these accounts had to be racked. This is (Continued on page 82)
CARtridge 16% of Rack Sales; 75% 8-Track

More than 16 per cent of the average record merchant's total recorded music sales emanate from tape CARtridge sales. And, for the majority, the 8-track cartridge configuration accounts for more than 75 per cent of the total tape sales, reel-to-reel included.

These statistics were revealed in a Billboard telephone survey of those rack jobbers attending the NARM midyear meeting in Chicago. According to the survey, all the rack jobbers merchantize 8-track cartridges, 44 per cent handle 4-track cartridges and 62.5 per cent are in the cassette business. Some 21 per cent of those record merchants in the tape field are servicing their accounts with PlayTapes.

A separate Billboard field survey of all record merchants indicates that 84 per cent of the nation's rack jobbers handle 8-track cartridges, 44 per cent, and/or cassette. Two thirds of the rack jobbers added at least one tape format to their lines since September 1967. And 33 per cent of the total number of merchants added one or more configurations during the past six months.

New Package Needed: Record Rack

A new package is needed for the tape cartridge, one which will allow the public to once again hold, feel, and touch the product—while not stealing the merchant blind. This new package, asserts Ed Mason of Record Rack Service, is really the "old Capitol donut we all screamed about when it first came out."

The industry needs something that doesn't have to be placed under lock and key, Mason emphasized in his Los Angeles office. "The key to the success of the record industry is the accessibility of its product." Mason contends that by keeping cartridges away from current hands a certain amount of sales are lost.

"The donut may not be the answer, but manufacturers understand the problem and are investigating the situation."

Mason said he could not assert the amount of business lost to inaccessibility of merchandise behind locked cases or in rear storage areas. He said that it's an impossible factor to determine.

All of his 600 cartridge accounts have some form of theft protection. For the past two seasons, the rack and United Tape and Instrument distributor have been operated as one company. Mason explained: "The entire organization is involved in the music business" in the way he explained the present operation.

Mason said that in talking to accounts he came away with the impression that retailers warn a new, larger cartridge housing because they have serious misgivings about thefts.

Campaign Under Way

The company has been finding new tape outlets on an experimental basis. These include

- furniture stores who were handling phonographs and moved into the player and prerecorded music areas.
- stores that advertise and promote do business. There are some auto accessory and dealer accounts for music. Photo stores seem to lean toward the cassette concept. "They've always been reel-to-reel accounts," Mason said. "And Ampex has been pushing the cassette concept with these people who have been its clients, so it's a natural step."

Record Racks has been selling 4 and 8-track cartridges for two years. Players are offered from Minita, Automatic Radio, Norelco and Belair, the company's own private label 8-track portable line, manufactured in Japan.

Percentage of NARM Record Merchandisers' Total Tape Sales

<table>
<thead>
<tr>
<th>Format</th>
<th>% of Total Sales</th>
<th>% of Merchandisers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Camera Stores</td>
<td>1.3</td>
<td>1.3</td>
</tr>
<tr>
<td>Jewelry Stores</td>
<td>1</td>
<td>1</td>
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<tr>
<td>Appliance Stores</td>
<td>5.2</td>
<td>5.2</td>
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<tr>
<td>Drug Stores</td>
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<tr>
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<td>27.1</td>
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<tr>
<td>Supermarkets</td>
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<tr>
<td>Discount</td>
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<tr>
<td>Department Stores</td>
<td>34.6</td>
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(Continued on page 23)
tetragrammaton® records
359 NORTH CANON DRIVE, BEVERLY HILLS, CALIFORNIA 90210

A DIVISION OF
The Campbell, Silver, Cosby Corporation
D&H Distrib Co. Departs From Departmentalizing

The choice of department for selling tape CARtridges is no problem for David Press of D&H Distributing Co. in Camp Hill, Pa. Wherever possible, D&H racks its cartridges in all three departments with the largest cartridge sales potential—records, automobile accessories and cameras.

"The more exposure the better," Press said. "We've found that by displaying cartridges in several places within each store we can move more than 300 cartridges per week."

Experiments
In attempting to increase sales via added exposure, Press has been experimenting with racking truck stops and gas stations. "These outlets can be an excellent source of income," Press said, "but we have to be extremely selective as to which stations we use."

D&H works with district managers of the oil companies in selecting gas stations in an area. "It only pays for us to go into a top volume station where the operator is a promoter. Here is where the district managers can provide the most aid," he said.

After setting up one station as the model, Press then solicits the operators to visit the outlet. These owners are also selected on recommendation of the district manager.

Surprisingly, most stations first stock cartridges before they move into the player field, Press said.

Sales Boom
D&H, who also racks records, has seen its tape cartridge sales skyrocket in one and a half years. According to Press, about 15 per cent of the company's $5 million yearly volume is grossed in tape sales. "This is quite a rise," he said, "considering our tape volume was 1 per cent in January 1967."

The highest volume outlets for D&H are the large discount department stores. Variety stores also account for a major percentage of the rack merchandisers' business. Press said that some 75 of D&H's 100 variety store accounts handle tape cartridge sales.

D&H services Delaware, Maryland, Virginia, Washington, Vermont, parts of New Jersey, Pennsylvania, and parts of Virginia and North Carolina.

CARtridge Provides N-west Outdoorsmen With Rivers of Music

By ELIOT TIEGEL

The Pacific Northwest is an especially appealing part of the country for tape CARtridge music, principally because the area is a "camps' haven" and taped music provides constant listening.

"Up here it seems everybody has a camper," notes Chuck Blacksmith, head of Seattle-based Consolidated Record Distributors tape branch. The camper manufacturers are doing a good job of installing players, Blacksmith said, and due to a condition wherein radio reception is poor in the mountains of the Pacific region, cartridge provide the entertainment answer for the mobile outdoorsmen.

The tastes in musical entertainment in Consolidated's region run parallel with those of the rest of the country. The well-known company is in the midst of un-paralleled cartridge sales according to the executive. Sales during July were outstanding because of increased supplies merchandize in all the configurations, including open reel.

Approximately 250 to 300 of Consolidated's accounts sell tape. The company entered the market with the advent of the RCA 8-track system. Previously, Blacksmith said, people in the Seattle area knew nothing about the job people were doing with 4-track in California. There was hardly any knowledge of the medium during those first days when 4-track was the lone system available in Oregon.

To facilitate the growth of its business, Consolidated's own Display Equipment Manufacturing Co. (DEMCO) builds all its tapes (and record) racks. DEMCO additionally has supplied 250 to 300 of the other racks, who like itself are owned by the American Broadcast Consolidated Record Distributors, which is owned by Blacksmith says the decision to build its own cartridge fixtures was based on the company's own merchandisers, and it felt it knew as much about display racks as any other company.

Consolidated supplies two forms of racks: a 150 title counter unit and a tape 300 title floor model. The fact that Consolidated's territory is so vast—Washington, Oregon, California, Idaho, Montana, and Alaska—presents problems which are best solved by owning the company which builds fixtures for clients in all these States.

Consolidated's staff of 155 salesmen sell both tape and music in their territories. In substance they do a consolidated selling job.

For Music Merchandisers

CARtridge Carries Weight

Seventy-five per cent of music Merchandisers' 250 customer accounts are interested in the product, with better than 50 per cent handling both pre-recorded tape and record equipment.

The Los Angeles-based rack jobber offers auto players, self-contained units for the home and cartridge decks, but the automotive units are the top merchandise item, according to Jim's Glenn Becker. "That's where the average dollar has been," he says.

Hardware is obtained from Audio Stores, Automatic Radio and Tenna, with a list range of $39.95 to $179.95. The company entered the May and two and one-half years ago followed a NARM convention, where the potential of the market was unveiled for Becker.

Today 50 per cent of Music Merchandisers total dollar income stems from its expansion into cartridge product.

An account which only sells cartridge music will do half of what a location will do if both music and players are sold, Becker says.

Becker integrates the scale of cartridge equipment with the other music products his company sells. Cartridge movement is hooked into the company's computer and when dealers order on a tape and send back the job, the information is used to automatically replenish the stock.

Among the company's food products, the floor department store chain, Bullock's and J.W. Robinson's Discounting occurs to a slight degree. "So far there's no room for discounting, as there are all specials that won't have the water and the records have," Becker says.

The problem of pilferage is fought by placing all merchandising under sliding glass door racks sold to the public.

An average rack of this nature can hold 400 titles.

Product in 4, 8-track and cassette are offered "because there are markets for them all." Eight-track seems to have the sales edge. "Four hasn't gone down that fast," Becker explains, "but it's just that eights come up so nicely. We're selling as much as four for us did one and one-half years ago."

In stocking a location, research into the area and its clientele precedes the actual ordering of product. If the company has another store in the area, its sales become a judgment factor. Then the computer enters the act and provides follow-up servicing information. "Accounts give us their space, and it's up to us to provide material which offers the best sales," Becker said. "Tapes follow requests. When an album breaks, we look for that cartridge to follow."

Tape CARtridge (NARM)
Tape TAPE & RECORD CO.
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New & larger head- quarters near O'Hare Field for better servic- ing our national tape & record outlets.
Introducing a complete stereo eight department. From a single source.

Big deal?
Sure it is. What else could you call it?
You get a corner on the 8-track tape player market from a single source. The people who invented it.
You get six different models for cars. Five tape players for homes. And four portables for everywhere else. That's 15 models all together. Practically a whole stereo eight department by itself.
And to make a big deal even bigger, we completely restyled the entire line. Gave it more exclusive sales features than ever before. And backed it up with the strongest national advertising program in our history.
You see, this year Lear Jet is out to break every sales record we've ever had. And every one you've ever had, too . . . if you'll let us.
Give us a call sometime soon. And we'll both make sales history together.

Lear Jet stereo 8 it pays happily ever after.
Racks Faced With Triple-Pronged Dilemma

Choosing the proper department, type of display and depth of stock are the three areas where tape CARtridge rack jobbers face agonizing dilemmas. This is the view of Pete Stocke, Taylor Electric here, a firm that entered tape cartridges at the very onset.

The three dilemmas:

- Merchandising tape cartridges in the auto accessory section as against handling them in the record department. (Stocke said where he has a choice, the record department is the answer.)
- Displaying tape cartridges in locked or against unlocked cases (Stocke said Taylor Electric still favors the "under glass" display).
- Servicing departments with a full inventory, which usually means including marginal sellers, as against leaving empty spaces and stocking cream, chart items. (Stocke leans toward handling the hotter items and is currently experimenting with a Billboard Top-Seller inventory list.)

4 Types of Outlets

Through its subsidiary firm, Record City, Taylor Electric is racking four types of outlets: the mass merchandiser, the "tape City" type of outlet, and record shops.

Stocke, and his right-hand man, Don Bergmann, who is responsible for tape playback sales as well as pre-recorded tapes, indicated that the exclusive Tape City outlet ranks at the top. Next is the record shop and running third and fourth are the mass merchandisers and department stores.

"The free-standing rack in a store is not the answer," Stocke said. "There are a lot of multiple sales when you have competent clerks with a knowledge of music handling the customers on a personal basis. This is why the Tape City accounts and the record stores are above the job.

Stocke said the problem with the mass merchandiser usually hinges on merchandising philosophy. "So many stores still feel tape cartridges belong with the auto accessories. This is wrong," he said. "Because we're talking about recorded music, even though it is on an endless loop cartridge.

The problem in department stores, according to Stocke, centers on allocation of inventory. "Getting a department store to allocate $4,000 for tape cartridges is like an act of Congress. This type of account is still pussyfooting.

800 Pieces

Stocke said the normal inventory in a Zayres type of store will run 800 pieces; in the department store he usually stocks between 250 and 300 pieces. "The department store in a good shopping center will often increase this rapidly if they're getting action," he said.

In percentage of completed sales, Stocke said 8-track is running 90 per cent, cassettes, 2.5 per cent, 4-track, 2.2 and the balance will be reel-to-reel.

Taylor Electric is shipping its tapes in to the stores, using a tagging method and following this up with a man using what Stocke calls the "eyeball technique." He said, "Our men who service the accounts aren't delivery men or truck drivers, they're salesmen. Their job is to follow up the shipping and analyze what the store needs to do.

"The biggest problem is whether to keep the cases full or only go with 200 of the top-selling titles. With deliveries from duplicators running less than 50 per cent, this is a real challenge. If we get static from buyers because the cases are empty, we have to fill with marginal seller.

In terms of display, Stocke favors running inventories by music category. "We are experimenting with another system, though, using an approach centered on Billboard's Hot 100," he said.

"All this is evolving because the real job in tape cartridges is going to be done by record-minded people. I've yet to find many playback unit salesmen getting excited about helping a customer find a tape cartridge.

"There is no question but that you have a choice between handling tape in a record department as against the auto accessory section, the record department wins out.

Display Case Design

Taylor has just completed the design of its third generation display case. "Our first one was really comical. When you think back to that time," Stocke said.

"It held 150 pieces and had a grill on the front that looked at the bottom.

Our second case featured sliding glass doors and individual slots for each tape. This proved very expensive.

"We're now selling a case that can be adapted for hanging on the wall, free standing or used on a counter. It holds 260 full-size tape cartridges. One section can be converted for cassettes, using a spring attachment. There are two tiers at the bottom that will accommodate reel-to-reel tape packages.

"The bottom row is at such a height conducive to merchandising. Too many cases have been designed to go all the way to the floor. People just won't brouse below a waist-level height."

Stocke said Taylor Electric handles Lear, Borge-Warner, RCA and some Tenna playback equipment.

"We're also handling Norco tape cassette greeting cards.

"We went into cassettes last fall and it has been growing."

Reel Market

Stocke said Taylor Electric hasn't been big in reel-to-reel but that this part of the tape market had picked up. "I think there will always be a market for reel-to-reel but that it will never be a mass merchandising product."

With exclusive Tape City types of accounts and record shops doing the best job with tape cartridges, Stocke said that mass merchandisers and department stores will pick up fast "when they realize tape cartridges have to be merchandised like records.

The ideal plan is to have the bulk of the tape cartridge stock with the records and just show a limited number of cartridges with the playback equipment.

We have one store that does this. In the playback equipment department they have a Herb Alpert pre-pack, or maybe a $4.95 Camden assortment. Then they refer customers to the record section for a more complete selection.

Through its Record City subsidiary, which was formed in 1958, Taylor Electric has established several Tape City types of stores and is servicing a great number of record shops.
WHAT DO YOU GIVE A DISTRIBUTOR WHO HAS EVERYTHING?

ALL A&M PRODUCT IS AVAILABLE ON 4 & 8 TRACK CARTRIDGES, CASSETTES AND (7½ IPS) OPEN REEL TAPES AT YOUR LOCAL A&M RECORD DISTRIBUTORS.
When 90 different manufacturers agree on one thing, it's music to your ears.

Ninety manufacturers around the world—including virtually all U.S. electronics marketers—have picked the Philips Cassette System over other systems for good reasons.

The Philips Cassette is compact. (About the size of a cigarette pack.)

It's convenient. Takes just seconds to load or remove.

It's rugged and reliable. The tape won't scratch, spill, tangle or break because it's locked inside a case.

You can select what you want when you want because the cassette allows fast forward and rewind.

It plays back or records for up to two hours.

And the sound is great.

1968 has been called "the year of the cassette." Major recording companies are flooding the market with musicassettes. Virtually every kind of music is
available. From Rock to Pop to Bach.

Playback-only machines are being introduced this year. So there's a brand-new market opening up for music retailers who carry music cassettes.

With so much momentum built up already, Philips isn't going to stop. We're pioneering short-play cassettes, priced right for teenagers. We're constantly improving cassette technology. To produce better sound, stronger tape, longer play. And we're inventing more and more machines and continually improving our present line.

No wonder so many manufacturers agree that the Philips Cassette System is the best system going. With so many people behind us, there's now a new kind of music for your ears.
Stereo Dept. Handles Equipment

Tape CARtridge (NARM)

Continued from page 71

the way we do it, we have a Carta Blanche. We put in from 120 to 500 tapes, running right across every music category. The pieces are ticketed and color coded by month. We issue a recall list once a month and know exactly where we’re at all the time.

Ohren said all his automotive accounts handle the physical aspects of the inventory. “We rack from here in Chicago. We have five WATS lines and ship the product into the store.”

Tape Distributors of America have a number of national representatives covering the country. Ohren said, “But these are account openers, they do not service the accounts once they’re established. Basically, these are manufacturer reps who work with chain store buyers.”

Ohren said pilferage was a particular problem in automotive type accounts because most merchandise is “under glass. Pilferage,” he said, “depends on the type of outlet. If you’re talking about a small store with close supervision, you can have tapes out in the open. The mass merchandiser must use cases.”

“AS far as 4-track, it depends on the area. St. Louis is a strong 4-track market. So is the Southeast, the Southwest, Oklahoma and Texas. But up in Michigan they don’t even know about 4-track.”

Stores now setting up complete stereo sections,” he said, will probably double their present inventory of tapes. “These stereo departments will consist of car radios, tape playback equipment, car record players, phonographs for the home and tapes.

“One typical store that just set up its stereo department last week had been carrying 250 tapes. They increased this by another 250 pieces.”

Swinging L&F’s

Continued from page 70

and to new car dealers. “As more record stores become involved in tape cartridges,” Geldbart said, “these nonmusic stores are shifting away from tape. At first, there were only a few outlets which carried cartridges so automotive and accessories stores had to stock tape in order to sell players. But now,” Geldbart explained, “they’re happy to send a buyer of a tape player to a neighborhood music shop.”

Geldhart believes that this trend will be extremely beneficial to the tape cartridge business. “Tape is now coming under the control of those who know the music business the best.”

L&F, who racks many of the varsity stores in Georgia, such as W.T. Grant, Sears and the Woolworth chain, supplies 8-track tape cartridges and cassettes.

CARtridge Sales

Continued from page 72

greatest volume of tape sales for rack jobbers. Almost 25 per cent of all tape sales are made in these outlets.

Regular record stores post the second highest source of tape cartridge sales. More than 27 per cent of the tapes are sold in stores whose primary merchandise is records.

The auto accessories store which once accounted for the vast majority of tape cartridge sales has slid into third place, far behind the leading two. Nearly 15 per cent of tape volume stems from auto parts shops. However, record merchandisers qualify these figures, saying that where accessories and automobile sound specialist outlets extensively promote tape cartridge systems, sales are extremely high.

NARM Busy Season

Continued from page 70

man, George Barry, Ralph Anderson, Don Belzer and Eddie Jay in the original steering committee that formed NARM. All ex-NARM, Snyder, Goldman and Belzer were in the toileries association. Todders started as a rack jobber of records in 1935. He sold his firm, known as Musical Isle, in 1966, and formed Midwestern Tape Distributors, now known as National Tape Distributors.
When you fly with Raquel Welch, you want to sit as close as possible.

The biggest movie screen that will fit on an airplane is actually pretty small.

The first half of the seats aren't too bad, but if you're sitting in the last row, you might wish you'd brought your binoculars. And even if you had, they wouldn't help you to see through stewardesses and passengers moving up and down the aisle.

American know-how has solved all those problems. By putting fourteen screens on every coast-to-coast flight. All in bright, sharp color.

Only American Airlines has Astro-Color. So you can't be more than five rows away from the movie. Or three rows in First Class. And even in the back of the plane, you'll still get to sit near people like Raquel Welch ... or Elmer Fudd. (American is also the only airline to have a cartoon before the feature.) Something for everybody. That's the American Way.

Fly the American Way—American Airlines

Astro-Color is a service mark of American Airlines.
Cover into interesting sensation for excitement for Graeme Andrews heads Billboard's weekly coverage of the music scene in the UK. He became editor in 1967 having previously worked on a variety of music papers and a national news agency. About his job Andrews comments, "England is alive with editorial excitement for music-business reporters. The development of rack jobbing, the emergence of strong independent domestic and American record companies, a talent explosion which hasn't let up since the Beatles and other sweeping changes make the UK an interesting challenge. The team here has only one target — to get all the news that counts into print first.

Cover the UK beat with Graeme Andrews... and

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Continued from page 67

Canned Heat to Tour Overseas

LONDON — Liberty Records' Canned Heat begins a 30-day European tour at the Revolution here on Tuesday (3). They also will appear on the BBC-TV "Top of the Pops" show on Thursday (5), and at the Mothers Club, Friday (6), and Dunstable, Folkston and Bath through Monday (9). The group plays a Frankfurt concert with the Doors of Elektra Records and RCA's Jefferson Airplane on Saturday (4). Canned Heat then plays Munich, Zurich, and Paris' Olympia Theater. TV appearances are slated for Brussels on Sept. 18 and Amsterdam on Sept. 20. They perform with the Doors in Stockholm on Sept. 21 with TV shots set for Stockholm and Copenhagen.

Canned Heat returns to England for dates in Bristol and London from Sept. 25-30, before returning to the U.S. for appearances at San Francisco's Fillmore West and Los Angeles' Kaleidoscope.

RCA Launches Hot Promotion For New Player

• Continued from page 67

table model in the home on AC current, on batteries for portable use, on 12-volt DC current from an automobile cigarette lighter and from a 12-volt source on a boat.

The player, model YLD-30, comes complete with speakers in separate enclosures. Suggested retail price is $89.95.

Spreading the trade promotional facet of the campaign will be a number of distributor and dealer incentive programs at the retail level. RCA has designed a library case which holds 10 cartridges and a promotional sampler package featuring music from its "Living Strings" series. RCA has urged its dealers to offer both free to consumers as promotional pieces.

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THE WEST'S LARGEST DISTRIBUTOR OF PRE-RECORDED TAPE

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★ SERVICES AND PRICES UPON REQUEST

★ CUSTOM FIXTURES

★ BALANCED INVENTORIES — 4TR — 8TR — REEL TO REEL — BLAND TAPE

★ PREPRICING ★ INVENTORY CONTROLS

★ SPECIAL ORDER SERVICE

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8 TRACK CARTRIDGE

CASSETTES

4 TRACK CARTRIDGE
CUC Acquires 15% of Seeburg

• Continued from page 3

CHICAGO — One of the aspects that most excited us in the early negotiations with CUC was its abilities and resources in film making and music publishing which can be combined with our own talent and resources in manufacturing audiovisual equipment and our own program in the area of music publishing. It's a good marriage," he said, adding that "we are a still long way from a literal merger, which would have to be approved by stockholders."

Expansion in all levels of leisure products, Nicastro said, would also include Seeburg's involvement in musical instruments and home entertainment. Seeburg has in recent years purchased the Kay Musical Instruments Co., a guitar-maker since sold to Valeo, Inc., the Gulbransen Co., a 62-year-old piano and organ manufacturer, and the 75-year-old H. N. White Co., Inc., a maker of band instruments.

Seeburg's involvement in musical publishing dates back to 1965, when the firm set up a licensing society called Copyrightholders. But if there should be a breakthrough to a new approach we'd be willing to take a second look," Nicastro did not indicate what form any new audio-visual machine might take. He did acknowledge that Seeburg engineers have been studying the new American Co.'s 4-inch 33½-r.p.m. Pocketdisc record, to be test-marketed in the Northwest next week.

Action Talents Push on Bridge

NEW YORK — Action Talents is working on a major push for the Brooklyn Bridge, Bud-dah Records' artists, including booking the group to play at the Sept. 18 world premiere of the Barbra Streisand-Omar Sharif film of "Funny Girl" at the Criterion Theater here.

Brooklyn Bridge doubles on Friday (30) and Saturday (31) at the Cloud 9 A Go Go in Farmingdale, L. I., N. Y., and Palmides Park and on Sunday (31) at Asbury Park's Convention Hall and the amusement park. The convention hall date is with the Four Tops.

Earlier, Seeburg, under former president J. Cameron, Jack Gordon initiated an ambitious "Rice-A-Dance" library plan to promote discotheques, and for a number of years was involved in producing Little LPs. Gordon indicated Seeburg spent between $4,500,000 and $5 million on Little LP's, and Artist of the Week records.

Curiously a about Seeburg's plans in audio-visual has been keen ever since Gordon left the firm to buy Seepco, which he has now refined under a new firm known as Cameron International, Inc. Coleman told stockholders in early 1966 that Seeburg had no "present plans to introduce a coin-operated sound-film machine."

Still later, William Adair, president, Seeburg Sales Corp., said, "There is no machine on the market that interests Seeburg. But if there should be a breakthrough to a new approach we'd be willing to take a second look."
They're RCA Stereo 8 Cartridge Tapes... your guaranteed win!

You can't lose when you order RCA Stereo 8 Cartridge Tapes, because you've got everything working in your favor.

There's the largest catalog of great artists to choose from, offering a variety of musical styles that range from Bach to Rock.

Service that is unmatched in thoroughness, knowledge and background. (Remember, RCA developed and introduced Stereo 8 cartridge tapes.)

With RCA Stereo 8 you get the highest quality tape available—a great plus for you, because after all, the name of the game is sound!

RCA is the only manufacturer that fully and continually supports its product on radio, newspaper, consumer and trade magazines, as well as with powerful point-of-sale material. So think RCA Stereo 8... the name that supports you all the way.

RCA Stereo 8 Cartridge Tapes
Tape is Great on NAL Stereo
SUPER STEREO EIGHT CARTRIDGES
CASSETTES
OPEN REEL TAPES

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A Subsidiary of Omega Equities Corp.
1776 Broadway, New York, N. Y.
A. C. (212) 265-3340
BEATLES—*HEY JUDE/REVOLUTION* (Food, George Martin (Writer) (Publisher))—(WHAC, BMI)—This file for the top 100 Hot Chart was described in the换句话说, no record is listed for this week.

MARVIN GAYE—*CHAINED* (Prod. Frank Wilson (Writer) (Publisher))—Currently riding the Hot 100 in the Number 4 spot, Gaye has had 17 Top 10 hits, 7 of those are in the Hot 100. Gaye is expected to have another major hit in the Hot 100.

ROGER MILLER—*TOUGHER* (Prod. Jerry Kennedy (Writer) (Publisher))—More pop material that will surely surge the sales part of their hit past. Flip: "All I Need (I've Gotta Feel)" (BMI). Value: 2/12.

THE TAMS—*TROUBLE MAKER* (Ray Williams (Writer) (Publisher))—Bricktop switch that will surely surpass the sales of their past hit. Flip: "Do It Right (This Time)" (BMI). Value: 2/12.

LEAPY LEE—*LITTLE ARROWS* (Prod. Gordon Mills (Writer) (Publisher))—(Bucks) —Freestanding ride to the Blue Chart, and is a good bet for a strong seller. Flip: "Close to the Heart" (BMI). Value: 2/11.

MEL CARTER—*I PREDICT* (Rick DeGraff (Writer) (Publisher))—(Dee & Max) —Brass lead with a potent arranger line that should appeal to this pop high flyer on the Hot 100 and Top 10. Facts: a good bet. Backed by a driving beat. Flip: "Time Is Passing By" (Jakyte). Value: 2/11.

B. B. KING—*THE B. B. JONES* (Prod. Dean R. Miller (Writer) (Publisher))—(Jimmie Davis/Mississippi Delta—BMI).—This swinging new folk sound from Mississippi has clearly caught the ear of the public. This one should establish some solid sales potential for the J. F. O. Record Group. Backed by "The Cat's Meow." Value: 2/11.

MAY HOPKIN—*THOSE WERE THE DAYS* (Prod. Dean R. Miller (Writer) (Publisher))—(Jimmie Davis/Mississippi Delta—BMI).—This swinging new folk sound from Mississippi has clearly caught the ear of the public. This one should establish some solid sales potential for the J. F. O. Record Group. Backed by "The Cat's Meow." Value: 2/11.

EIVETS REDNOW—*ALFIE* (Prod. Don Tenney (Writer) (Publisher))—(Zappa, BMI).—It must be Steve Winwood startles back and forth here is its song potential. This one should establish some solid sales potential for the J. F. O. Record Group. Backed by "The Cat's Meow." Value: 2/11.

TURQUES—*ELMORE* (Prod. Dean R. Miller (Writer) (Publisher))—(Jimmie Davis/Mississippi Delta—BMI).—This swinging new folk sound from Mississippi has clearly caught the ear of the public. This one should establish some solid sales potential for the J. F. O. Record Group. Backed by "The Cat's Meow." Value: 2/11.

GEORGE JONES & BRENDA CARTER—*MILWAUKEE, HERE I COME* (Prod. George Jones (Writer) (Publisher))—(BMI).—Still on the chart with this pop magic hit. "As Long As I Live" makes a strong run at being a major hit. Value: 2/11.

BOB LUMAN—*I LIKE TRAINS* (Prod. Rick DeGraff (Writer) (Publisher))—(BMI).—Luman hit the top of the Hot 100 with this one. "I Like Trains" has made a strong catch among several key country groups making its sale notable on the Hot 100 new release. Value: 2/11.

ARCHIE CAMPBELL & LORENNE MANN—*WARM AND TENDER LOVE* (Prod. Bob Fugger (Writer) (Publisher))—(BMI).—Clean, simple love song with this group sweeter. Value: 2/11.

CHART

TINY TIM—*THAT'S NOT MY BABY* (Wally Rockall (Writer) (Publisher))—(I.R.S.)—The catchy rhythm material grouped this a hit for the Single Market, but will not keep its chart value. Value: 2/10.

PETER, PAUL & MARY—*PUSHING LIGHTS* (Prod. Fred Cady (Writer) (Publisher))—(London, BMI).—This simple folkie of a song contains little power and no originality, and is expected to rise above the Top 100. Value: 2/10.

RICHIE EVERY MOTHER'S* (Prod. Gordon Miller (Writer) (Publisher))—(Buckhead, BMI).—More pop material that will surely surpass the sales part of their hit past. Flip: "Let's Get Together (This Time)" (BMI). Value: 2/10.

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A HIT SINGLE MAKES A HIT ALBUM!

Heart

Love Makes a Woman

Barbara Acklin

Brunswick Records

BL 54137
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Set it on your counter or hang it on the wall.

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Their greatest hit singles, complete with plastic divider cards, all in this one compact merchandiser.

This is BLUE RIBBON COUNTRY. Ask your Capitol Countryman to take you on a tour!
**The Secret Life of a Body** — Janis Ian, Venus/forecast. $3.048 (S)  
Janis Ian, the morose-as-all-hell audiophile, begins her new LP in a brooding mood, the headsman's axe on her shoulder. She has cut up one of her favorite tapes, an inquiry whether the two of her sisters. And the result is an attempt to pull a few strings of her latest single, "What Do You Think of the Dead?" And a dozen more. Making of Patrice's is a drowsy tribute to the singer-songwriter's singular talent.

**Low Price, Classical**  
**SOLDIOL** — Willie Mitchell. H. M. 32045 (S)  
Mitchell had a good run on the singles charts with pop and r&b material, the listener can claim both genres as his. Mitchell's strong run is a testament to his talent and the quality of his work. One of Mitchell's strongest LPs remains to date.

**Worlkin' on a Groovy Thing** — Fats Dripp, Capitol. ST 1905 (S)  
A whole new concept of a black jazz composer with performances on a variety of instruments. From the organ to the piano, Mitchell is versatile and talented, providing an exciting journey through the music. His LPs often feature Mitchell on various instruments, showcasing his versatility and talent.

**Love Makes a Woman** — Barbara, Atlantic-Bronswick.  
The title song has been not only riding high on the 45 chart and this collection of top ten hits of some of the best of Barbara's hits on one LP. The collection features tracks with Barbara singing solo, with a full band, and with just a piano. With traces of Country and Rock styles, Barbara's music is a delight for fans of all genres.

**The Great Stone Face** — The Shirelles. Capitol 52010 (S)  
Another strong winner from the consistent chart performers of the 60s. The Shirelles are one of the best-selling groups of the decade, and this LP is another example of their consistent quality. The cover features a black and white photo of the group.

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**SPOD TOOTH** — Spooky Tooth, new British group formed into chart shape by Jimmy Tenker, who also produces the Rolling Stones, Fear and the Rolling Stones. Piles with rock and pop elements, the group's electric magic makes them a hit with the fans, and they are frequently heard on the hit parade. The group's electric magic makes them a hit with the fans, and they are frequently heard on the hit parade.

**Beck's** — Beck's, a new bluesy sound on the rise. The group's electric magic makes them a hit with the fans, and they are frequently heard on the hit parade. The group's electric magic makes them a hit with the fans, and they are frequently heard on the hit parade.

**Low Price, Classical**  
**ORPHEUS ASCENDING** — With JE 4039 (S)  
Orpheus made an impression of the LP shaker in this final album, and now that the surface has been scratched, they should be even better in sales. Eight of the dozen tunes have been covered by members of the group, and all LP and the fan base for the group.

**POP TURN ON YOUR LOVE LIGHT** — Barbara, Columbia. H. M. 32045 (S)  
Bill Black's Combo is an instrumental group as material of the 45 chart. It has been revised and re-recorded, and is now available in stereo over the ground with a new look and a new sound. The audience is rapturous. "Night Lights, Big City" is a typical tuneful number by the group.

**I KNOW HOW IT FEELS TO BE LONELY** — The Beatles. H. M. 32045 (S)  
In this, her move to the Verse label, the unique interpreter of pop songs has not changed. She has one feature for "Dramat's "Dramat's" and "She's a Lonely Girl." She has also brought a new twist to the group's hits such as "We'll Always Have Love," which has been "Not Loney." Good group sound with first sale production work by Alan Tucker.

**BRAHMS PIANO CONCERTO NO. 3 IN F MAJOR** — H. M. 32045 (S)  
This Seckin offering of Brahms' First Piano Concerto in his recorded version of the 1930's version. The performance is flawless, from the pianist's delicately phrased opening to George Szell's inspirational interpretation of the same piece. The recording has been electronically enhanced in stereo.

**The Secret Life of a Body** — Janis Ian, Venus/forecast. $3.048 (S)  
Janis Ian, the morose-as-all-hell audiophile, begins her new LP in a brooding mood, the headsman's axe on her shoulder. She has cut up one of her favorite tapes, an inquiry whether the two of her sisters. And the result is an attempt to pull a few strings of her latest single, "What Do You Think of the Dead?" And a dozen more. Making of Patrice's is a drowsy tribute to the singer-songwriter's singular talent.

**Low Price, Classical**  
**DORIAN SYMPHONY NO. 9 IN NEW WORLD** — Berlin Philharmonic Orchestra, Conducted by Henryk Szeryng. H. M. 32045 (S)  
Ravel's symphony should grab this re-recording generously released in Europe. It was recorded by great-very, interpreting "the New World" and "Flight of the Bumble Bee." "The Bumble Bee" has been electronically enhanced in stereo.

**LOVER PRICE, CLASSICAL**  
**TREASURES FOR THE VIOLIN** — Henryk Szeryng. Charles Ralston, Philip, H. M. 32045 (S)  
An outstanding violinist here offers a fine collection of 10 selections for that instrument, from Bach to Mendelssohn, including Haydn, Mozart, Beethoven, Dittersdorf, and others. It's a beautiful package.
Chi Turns Czecchago: Biz Dips

* Continued from page 4

Lincoln Park where the visiting Yippies gathered early in convention week, reported: "We closed every night at 10:30 or whenever the police told us. We usually stay open until midnight. Business was very bad—no comparison to the previous week. However, I think some of the Yippies came in to buy a few records."

Down the street is the Plugged Nickel, which we heard was the place where Sid Stitt and Don Patterson duration convention week. Speaking for the nighttime and the surrounding area, George Hara said, "A lot of places closed early because of the unrest. We usually stay open until the business was slow. I don't think any of the convention people were down there, and the Yippies, they didn't give up any business."

Several State delegations stayed at the Palmer House but the Empire Room, where Don Kim Stewart performed nightly, was quiet. We didn't get enough delegations to make it worth mentioning," a spokesman said.

"Besides the late conventions, there are a lot of strikes, and people were told to stay away, said Barbara Fedor of the Republic News. With Barbara McNair was featured George Mathiol Enterprises includes the London House. Mister Kelly's and the Happy Mug are well known night spots, Sharon Schroeder said, "This wasn't like any other convention, it didn't help at all."

Because of the late sessions, a million-dollar array of talent, including Jimmy Durante, Louis Armstrong, the Step Brothers, and the Step Brothers, played to a half-empty house. Monday (26) ago, Starlight Theater, where Mayor Richard Daley had signed up a long list of stars and their families. The curtain was opened by a trailer long before the convention activities had ended for the night.

"On Saturday, Fish, Cheer, the Conqueror Worm, Philips, Ocie Pate, and Mary and all others, the corresponding groups and other performer in television and the Yippie "Festival of Life." Business at the jockeybox and very hard to sell. Perhaps the convention activities had ended for the night.

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Fox Office, says the use of song copyrights for TV and radio commercials has increased fourfold since 1964.

Bakery Chain, Canteen Break Merger Talks

LOS ANGELES — Merger talks between Canteen Corp. and Interstate Bakers have ap-

darently fizzled out for a spokesperson for Interstate.

A spokesperson for Canteen, speaking in special session, took no action on a Canteen proposal to acquire four reps in a new holding company.

Although the directors left the meeting without a statement that "managements of both companies may hold sub-

sequent discussions," a Canteen spokesperson said Interstate will continue "to pur-

sue its own independent internal and external growth programs for the time being."

The Canteen proposal had called for each share of Canteen stock to be exchanged for one share of the new company. For each Interstate common share, 0.35 of a share of the holding company stock would be issued. Shares of Canteen common stock would be issued.

The proposal would be convertible into three common shares.

Phillips Scores Surf Film

LOS ANGELES — Fre-
lance composer Stu Phillips is scoring a full-length picture about a film with 75 minutes of music including jazz, blues, the beat, and Stravinsky schools.

The film, "Surfers Three," is the \"three\" part of a program for Phillips since leaving Epic Records one year ago in June and joining the WARNER-SUEDE and the Coast ad department.

Tour Promotes 3 Raspustin LP's

SAN FRANCISCO—Rasp-

ustin LP's released last week were promoted on a re-
cent two-week tour of New York, Boston, Baltimore, Phila-

derphia, Detroit, Chicago and Los Angeles by Goldblatt Records. National promotion director, and Mark Joseph, vice-president of the company, and organization and manager of organization's Reluctant Man-

agement.

The albums, by the Bagu-

ette, the IT Wind, and the Fraternity of Man, have been released on ABC Records. Joseph and Hayden will visit Chi-

cago, Detroit, Cleveland and other Midwest cities from March 25 to March 31.

UA Buys Master

NEW YORK—United Artists Records announced the addition of Sandy Alpert's 'Poppin' Peas' from Tash Howard productions. UA also signed a produc-
tion deal with Good Time People Music, Inc., for the New Miss, an Atlanta-based rock group.

Singles

* NATIONAL BREAKOUTS

GLORY LEE—I'm Black and I'm Proud

James Brown & His Famous Flames, King 8197 (Galo, BMG)

MY SPECIAL ANGEL

Vogues, Reprise 076 (Vivo, BMG)

* REGIONAL BREAKOUTS

SAN FRANCISCO GIRLS

Fever Tree, Uni 55060 (Filene, BMG)

HARPER VALLEY P.T.A.

Rickie King, Spar 201 (Newwaks, BMG)

DO YOU WANNA DANCE?

Love Society, Scepter 12223 (Cloukis, BMG)

Kellogg, Procter & Gamble

In Tie-in With H.P. Record

* Continued from page 3

A record containing a children's story. Twelve stories will com-

promise the full set of single-sided disks. In addition to the free en-

closure, the box's side panel will feature two Mintal trees for each 50 cent and one box-

top from any other box. Consumers may purchase the entire set of 12 records at a discount for just $1.25. Each record will be limited to four records. This offer will also be printed on 30 million packages in many languages and not contain the free disc.

Kellogg will support this pro-
motion with a $1-million TV spot advertisement, mostly on children's programs. One of the shows will be the company's new kiddie show, "The Banana Split Show," which will be broadcast on the NBC-TV net-

work Saturday mornings.

This March, each of the TV spots will dem-

onstrate the Pocket disk on a Philo-Philo single-playable port-

able phonograph.

Kellogg, along with the Kel-

logg promotion, Procter & Gamble

will launch a massive cam-
paign ting in General News- post and Head & Shoulders shampoo with Phileo-

Ford's Pocket line of teen-

oriented disks. The company will be designed 21,000 total dis-

plays for supermarket, drug and variety store use containing both full color and the Hip Pocket disk. Customers who buy the products and the P&G items will be permitted to choose one H.P. disk free of charge. Some 30,000 already for sale have been allocated for the tie-in pro-
motion.

Two types of racks will be available, one holding 48 pack-

ages, another 144, the other, 240.

Unlike the Kellogg advertis-

ing campaign, P&G will use only printed media. As part of their promotion, P&G will include magazine coupons offering the H.P. record in 50-

cent or 60-cent denominations, Reader's Digest, Better Homes and Gardens magazine, Women's Home Companion. Readers will be asked to send in 50 cents or $1 respectively with proof of pur-

chase for three or six double-

sided H.P. disks.
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<thead>
<tr>
<th>Album Title</th>
<th>Artist(s)</th>
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<tbody>
<tr>
<td>DON'T BREAK MY PRETTY BALLOON</td>
<td>Vikki Carr</td>
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<td>THE VENTURES ELIGHTS OF FANTAS*</td>
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